

## Setting up Peer Groups

The Bulletin Tables are designed to present performance benchmarks against which managers and directors of microfinance institutions can compare their institution's performance with that of similar institution. Since the microfinance industry consists of a range of institutions and operating environments, some with very different characteristics, an MFI should be compared to similar institutions for the reference points to be useful.

The Bulletin Tables address this issue with a peer group framework. Peer groups are sets of programs that have similar characteristics — similar enough that their managers find utility in comparing their results with those of other organizations in their peer group. The Bulletin Tables present peer groups on two bases: simple and compound peer groups.

**Simple Peer Groups** look at MFIs based on a single characteristic. This allows users to analyze performance based on a common factor, such as age, location or scale of operations. MFIs have been grouped according to the following ten characteristics for this edition of the Bulletin:

- 1) **Age:** The Bulletin Tables classify MFIs into three categories (new, young, and mature) based on the maturity of their microfinance operations. This is calculated as the difference between the year they started their microfinance operations and the year of data submitted by the institutions.
- 2) **Charter Type:** The charter under which the MFIs are registered is used to classify the MFIs as banks, credit unions/cooperatives, NGOs, and non bank financial institutions.
- 3) **Financial Intermediation:** This classification measures the extent to which an MFI intermediates between savers and borrowers, funding its assets through mobilized deposits. It is calculated as a percentage of total assets funded by voluntary savings.
- 4) **Lending Methodology:** Performance may vary by the way the institution delivers its loan products and serves borrowers. The Bulletin Tables present MFIs based on the primary methodology used, determined by the number and volume of loans outstanding.
- 5) **Outreach:** Scale of outreach is measured as the total number of borrowers served.
- 6) **Profit Status:** According to their registration, MFIs are classified as 'not for profit' and 'for profit' institutions.
- 7) **Region:** MFIs are divided into five main geographic regions: Africa, Asia, Eastern Europe and Central Asia (ECA), Latin America and the Caribbean (LAC) and Middle East and North Africa (MENA).
- 8) **Scale:** Institutional scale is measured by the size of an institution's loan portfolio in USD. The measure of scale is regionalized to reflect differences in income levels across regions.
- 9) **Sustainability:** MFIs are grouped according to their level of financial self-sufficiency, representing their ability to cover all costs on an adjusted basis.
- 10) **Target Market:** The Bulletin Tables classify MFIs into three categories — low-end, broad, and high-end — according to the average balance of loans served. For international comparison, this balance is stated as a percentage of local income levels (GNI per capita).

**Compound Peer Groups** use a more complex set of variables to analyze MFI performance. This creates benchmarks where institutions have a greater number of similar factors affecting performance.

The Bulletin Tables present compound peer groups based on three factors: (1) Region; (2) Scale; (3) Sustainability.

## Peer Group Composition

The quantitative criteria used to categorize these groups are summarized in **Table 1**. The entire sample of institutions that fall into these categories is located in the guide to the peer groups (page 45). Confidentiality limits the publication of names of financially self-sufficient MFIs included in the database.

More detailed information about each institution can be found in Appendix II.

## Data Quality and Statistical Issues

Since the Bulletin Tables rely primarily on self-reported data, we grade the quality of the information based on the degree to which we have independent verification of its reliability. The data quality grade is not a rating of the institution's performance. Additionally, in the statistical tables that follow, the **median** values are displayed for each indicator. For more details on both Data Quality and Statistical Issues, see Appendix I.

| <b>Table 1 Peer Group Criteria</b>   |  |  |
|--|--|--|
| <b>Group</b>   | <b>Categories</b>  | <b>Criteria</b>  |
| <b>Age</b>   | New<br>Young<br>Mature   | 1 to 4 years<br>5 to 8 years<br>over 8 years   |
| <b>Charter Type</b>  | Bank<br>Credit Union<br>NBF<br>NGO<br>Rural Bank                           |  |
| <b>Financial Intermediation</b>  | Non FI<br>Low FI<br>High FI  | No voluntary savings<br>Voluntary savings < 20% of total assets<br>Voluntary savings > 20% of total assets   |
| <b>Lending Methodology</b>   | Individual<br>Solidarity Group<br>Individual/Solidarity<br>Village Banking |  |
| <b>Outreach</b>  | Large<br>Medium<br>Small   | Number of Borrowers > 30,000<br>Number of Borrowers ≥ 10,000 and ≤ 30,000<br>Number of Borrowers < 10,000  |
| <b>Profit Status</b>   | For Profit<br>Not for Profit   | Registered as a for profit institution<br>Registered in a non profit status  |
| <b>Region</b>  | Africa<br>Asia<br>ECA<br>LAC<br>MENA                                       | Sub-Saharan Africa<br>South & East Asia<br>Eastern Europe & Central Asia<br>Latin America & the Caribbean<br>Middle East & North Africa  |
| <b>Scale</b><br>(Gross Loan Portfolio, in USD)                                     | Large<br>Medium<br>Small   | Africa, Asia, ECA, MENA > 8 million<br>Latin America > 15 million<br>Africa, Asia, ECA, MENA 2 million to 8 million<br>Latin America 4 million to 15 million<br>Africa, Asia, ECA, MENA < 2 million<br>Latin America < 4 million |
| <b>Sustainability</b>  | Non FSS<br>FSS   | Financial Self-Sufficiency < 100%<br>Financial Self-Sufficiency > 100%   |
| <b>Target Market</b><br>(Depth = Average Loan Balance per Borrower/GNI per Capita) | Low end<br>Broad<br>High end<br>Small Business                             | Depth < 20% OR average loan size < USD150<br>Depth between 20% and 149%<br>Depth between 150% and 250%<br>Depth over 250%  |

**Abbreviations:** ECA = Eastern Europe and Central Asia; FI = Financial Intermediary; FSS = Financially Self-Sufficient; LAC = Latin America and the Caribbean; MENA = Middle East and North Africa; NBF = Non Bank Financial Institution; NGO = Non Governmental Organization

## Trend Lines 2005 – 2007 MFI Benchmarks (Median Values)

| PEER GROUP                      | Units<br>Year | INSTITUTIONAL CHARACTERISTICS |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
|---------------------------------|---------------|-------------------------------|------|------|--------|------|------|--------------|-------------|-------------|---------|------|------|-----------|------|------|
|                                 |               | Number of MFIs                |      |      | Age    |      |      | Total Assets |             |             | Offices |      |      | Personnel |      |      |
|                                 |               | 2005                          | 2006 | 2007 | Number |      |      | USD          |             |             | Number  |      |      | Number    |      |      |
|                                 |               | 2005                          | 2006 | 2007 | 2005   | 2006 | 2007 | 2005         | 2006        | 2007        | 2005    | 2006 | 2007 | 2005      | 2006 | 2007 |
| <b>All MFIs</b>                 |               | 487                           | 487  | 487  | 9      | 10   | 11   | 6,673,576    | 9,059,366   | 13,724,483  | 10      | 13   | 15   | 96        | 122  | 146  |
| <b>SIMPLE PEER GROUPS</b>       |               |                               |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
| <b>Age</b>                      |               |                               |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
| New                             |               | 73                            | 41   | 26   | 3      | 3    | 4    | 2,960,599    | 6,000,117   | 6,217,386   | 9       | 11   | 12   | 59        | 87   | 87   |
| Young                           |               | 153                           | 133  | 108  | 7      | 7    | 7    | 5,115,075    | 6,242,983   | 8,064,853   | 10      | 12   | 15   | 80        | 95   | 126  |
| Mature                          |               | 261                           | 313  | 353  | 14     | 14   | 14   | 8,844,057    | 12,781,865  | 17,356,377  | 12      | 15   | 16   | 129       | 145  | 162  |
| <b>Charter Type</b>             |               |                               |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
| Bank                            |               | 46                            | 48   | 50   | 8      | 9    | 10   | 108,206,929  | 160,506,016 | 230,711,700 | 28      | 32   | 39   | 537       | 675  | 816  |
| Credit Union                    |               | 35                            | 35   | 35   | 10     | 11   | 12   | 8,823,462    | 13,586,466  | 21,965,300  | 12      | 12   | 12   | 54        | 74   | 92   |
| NBFI                            |               | 143                           | 169  | 172  | 8      | 9    | 10   | 10,523,999   | 13,837,662  | 24,089,865  | 12      | 15   | 19   | 127       | 150  | 198  |
| NGO                             |               | 222                           | 196  | 190  | 9      | 11   | 12   | 4,011,160    | 5,097,944   | 7,189,580   | 10      | 11   | 12   | 74        | 95   | 106  |
| Rural Bank                      |               | 41                            | 39   | 40   | 19     | 22   | 22   | 3,968,061    | 4,579,626   | 6,215,232   | 4       | 5    | 6    | 61        | 64   | 69   |
| <b>Financial Intermediation</b> |               |                               |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
| Non FI                          |               | 289                           | 288  | 286  | 8      | 9    | 10   | 4,751,071    | 6,833,720   | 9,763,918   | 10      | 12   | 13   | 74        | 98   | 121  |
| Low FI                          |               | 54                            | 57   | 55   | 8      | 9    | 11   | 5,868,824    | 10,064,125  | 15,656,607  | 12      | 17   | 26   | 131       | 189  | 263  |
| High FI                         |               | 144                           | 142  | 146  | 13     | 14   | 15   | 19,381,410   | 27,418,339  | 37,963,240  | 12      | 14   | 18   | 176       | 203  | 256  |
| <b>Methodology</b>              |               |                               |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
| Individual                      |               | 177                           | 178  | 164  | 12     | 12   | 12   | 10,491,130   | 16,675,180  | 26,835,317  | 10      | 12   | 12   | 96        | 121  | 142  |
| Individual/ Solidarity          |               | 209                           | 224  | 245  | 8      | 9    | 11   | 6,712,832    | 8,521,167   | 13,520,527  | 11      | 13   | 15   | 101       | 120  | 148  |
| Solidarity                      |               | 40                            | 33   | 27   | 8      | 10   | 9    | 3,428,930    | 4,690,598   | 5,257,992   | 13      | 19   | 19   | 102       | 129  | 132  |
| Village Banking                 |               | 61                            | 52   | 51   | 8      | 9    | 11   | 3,215,502    | 4,949,644   | 9,347,055   | 11      | 15   | 14   | 82        | 126  | 154  |
| <b>Outreach</b>                 |               |                               |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
| Small (Outreach)                |               | 221                           | 199  | 164  | 8      | 9    | 11   | 2,384,904    | 3,036,907   | 3,783,284   | 5       | 5    | 5    | 34        | 38   | 37   |
| Medium (Outreach)               |               | 139                           | 128  | 138  | 8      | 9    | 10   | 8,004,033    | 8,924,746   | 13,129,309  | 13      | 15   | 14   | 125       | 130  | 145  |
| Large (Outreach)                |               | 127                           | 160  | 185  | 12     | 12   | 12   | 35,695,154   | 39,840,026  | 50,171,445  | 37      | 43   | 45   | 433       | 483  | 569  |
| <b>Profit Status</b>            |               |                               |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
| Profit                          |               | 173                           | 170  | 180  | 9      | 9    | 10   | 10,660,800   | 19,626,017  | 33,692,942  | 11      | 17   | 22   | 174       | 224  | 319  |
| Not for Profit                  |               | 314                           | 317  | 307  | 9      | 10   | 11   | 4,866,373    | 6,385,587   | 9,201,079   | 10      | 11   | 12   | 75        | 90   | 103  |
| <b>Region</b>                   |               |                               |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
| Africa                          |               | 69                            | 69   | 69   | 8      | 9    | 10   | 5,456,709    | 7,598,013   | 11,057,916  | 12      | 14   | 16   | 106       | 126  | 152  |
| Asia                            |               | 117                           | 117  | 117  | 10     | 11   | 12   | 5,327,431    | 8,349,392   | 11,758,189  | 13      | 17   | 27   | 132       | 187  | 223  |
| ECA                             |               | 98                            | 98   | 98   | 7      | 8    | 9    | 7,082,080    | 10,389,665  | 20,592,720  | 10      | 12   | 13   | 57        | 84   | 119  |
| LAC                             |               | 179                           | 179  | 179  | 12     | 13   | 14   | 8,148,470    | 10,205,479  | 15,317,249  | 9       | 10   | 12   | 90        | 105  | 135  |
| MENA                            |               | 24                            | 24   | 24   | 8      | 9    | 10   | 6,838,516    | 9,277,700   | 12,438,017  | 12      | 16   | 15   | 80        | 100  | 139  |
| <b>Scale</b>                    |               |                               |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
| Small (Scale)                   |               | 170                           | 123  | 97   | 8      | 9    | 11   | 1,621,165    | 1,627,410   | 1,768,682   | 5       | 4    | 5    | 32        | 31   | 36   |
| Medium (Scale)                  |               | 153                           | 163  | 137  | 9      | 9    | 10   | 6,806,401    | 6,765,319   | 6,950,482   | 11      | 11   | 10   | 101       | 102  | 92   |
| Large (Scale)                   |               | 164                           | 201  | 253  | 11     | 11   | 12   | 38,025,115   | 40,033,227  | 43,774,012  | 30      | 30   | 32   | 332       | 400  | 397  |
| <b>Sustainability</b>           |               |                               |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
| FSS                             |               | 313                           | 334  | 343  | 9      | 10   | 11   | 8,475,547    | 13,712,064  | 17,659,400  | 13      | 15   | 16   | 105       | 151  | 169  |
| Non-FSS                         |               | 174                           | 153  | 144  | 9      | 10   | 11   | 4,087,695    | 4,528,868   | 7,097,570   | 9       | 9    | 13   | 84        | 84   | 122  |
| <b>Target Market</b>            |               |                               |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
| Low end                         |               | 190                           | 173  | 162  | 9      | 10   | 11   | 3,437,638    | 4,966,655   | 6,658,115   | 10      | 14   | 15   | 93        | 122  | 141  |
| Broad                           |               | 250                           | 261  | 267  | 9      | 10   | 11   | 8,232,339    | 10,872,897  | 15,996,862  | 10      | 12   | 14   | 86        | 105  | 134  |
| High end                        |               | 25                            | 32   | 34   | 6      | 9    | 11   | 10,866,512   | 31,907,336  | 41,457,691  | 14      | 22   | 27   | 193       | 264  | 294  |
| Small Business                  |               | 22                            | 21   | 24   | 8      | 10   | 13   | 27,254,273   | 28,972,356  | 46,594,607  | 13      | 10   | 20   | 176       | 206  | 491  |
| <b>COMPOUND PEER GROUPS</b>     |               |                               |      |      |        |      |      |              |             |             |         |      |      |           |      |      |
| Africa Small                    |               | 27                            | 22   | 17   | 6      | 8    | 9    | 1,583,157    | 1,645,682   | 1,657,795   | 8       | 7    | 8    | 59        | 52   | 55   |
| Africa Medium                   |               | 21                            | 19   | 18   | 8      | 8    | 8    | 7,794,996    | 6,339,930   | 5,177,265   | 15      | 14   | 13   | 150       | 118  | 130  |
| Africa Large                    |               | 21                            | 28   | 34   | 15     | 12   | 14   | 44,562,141   | 38,373,386  | 37,180,233  | 32      | 32   | 34   | 306       | 330  | 451  |
| Africa FSS                      |               | 26                            | 31   | 34   | 9      | 10   | 10   | 10,927,994   | 19,035,856  | 23,513,289  | 22      | 19   | 13   | 217       | 297  | 217  |
| Africa Non FSS                  |               | 43                            | 38   | 35   | 8      | 9    | 10   | 3,591,152    | 4,231,607   | 7,560,119   | 10      | 11   | 16   | 94        | 117  | 140  |
| Asia Small                      |               | 39                            | 29   | 25   | 10     | 14   | 15   | 1,397,426    | 1,306,020   | 1,768,682   | 5       | 4    | 3    | 50        | 38   | 42   |
| Asia Medium                     |               | 45                            | 43   | 29   | 11     | 11   | 15   | 6,327,193    | 6,461,895   | 6,223,474   | 11      | 14   | 12   | 150       | 169  | 134  |
| Asia Large                      |               | 33                            | 45   | 63   | 12     | 11   | 12   | 20,624,642   | 28,149,712  | 30,460,151  | 73      | 77   | 75   | 844       | 956  | 710  |
| Asia FSS                        |               | 71                            | 80   | 78   | 12     | 13   | 13   | 6,841,915    | 9,375,210   | 13,534,223  | 19      | 21   | 30   | 150       | 205  | 253  |
| Asia Non FSS                    |               | 46                            | 37   | 39   | 9      | 11   | 12   | 3,977,812    | 4,681,495   | 10,115,409  | 10      | 15   | 21   | 112       | 164  | 167  |
| ECA Small                       |               | 24                            | 17   | 9    | 6      | 6    | 8    | 1,100,710    | 1,497,105   | 1,746,702   | 3       | 3    | 4    | 23        | 29   | 32   |
| ECA Medium                      |               | 37                            | 32   | 30   | 6      | 7    | 8    | 4,624,544    | 4,463,691   | 4,692,021   | 9       | 9    | 7    | 49        | 35   | 36   |
| ECA Large                       |               | 37                            | 49   | 59   | 7      | 8    | 9    | 38,211,810   | 35,400,027  | 45,484,820  | 22      | 25   | 27   | 199       | 212  | 269  |
| ECA FSS                         |               | 71                            | 71   | 69   | 7      | 8    | 9    | 8,096,051    | 17,164,649  | 34,760,975  | 11      | 13   | 16   | 73        | 102  | 138  |
| ECA Non FSS                     |               | 27                            | 27   | 29   | 5      | 7    | 8    | 3,789,395    | 4,831,168   | 6,325,328   | 9       | 12   | 12   | 49        | 46   | 56   |
| LAC Small                       |               | 74                            | 51   | 44   | 10     | 12   | 13   | 2,058,427    | 1,771,090   | 1,962,560   | 4       | 4    | 4    | 30        | 27   | 31   |
| LAC Medium                      |               | 39                            | 58   | 50   | 14     | 13   | 11   | 8,592,539    | 8,534,434   | 9,395,472   | 11      | 9    | 10   | 101       | 97   | 106  |
| LAC Large                       |               | 66                            | 70   | 85   | 14     | 15   | 16   | 43,444,743   | 57,630,969  | 59,069,316  | 20      | 22   | 26   | 284       | 351  | 348  |
| LAC FSS                         |               | 129                           | 138  | 146  | 12     | 13   | 14   | 10,660,800   | 17,086,101  | 20,129,736  | 10      | 14   | 12   | 117       | 139  | 146  |
| LAC Non FSS                     |               | 50                            | 41   | 33   | 14     | 14   | 14   | 4,323,409    | 2,186,369   | 6,397,470   | 6       | 5    | 8    | 70        | 31   | 59   |
| MENA Small                      |               | 6                             | 4    | n/a  | 6      | 6    | n/a  | 1,422,408    | 1,541,710   | n/a         | 12      | 12   | n/a  | 39        | 49   | n/a  |
| MENA Medium                     |               | 11                            | 11   | 10   | 8      | 9    | 10   | 6,673,576    | 8,530,411   | 6,988,778   | 10      | 11   | 15   | 79        | 75   | 84   |
| MENA Large                      |               | 7                             | 9    | 12   | 9      | 10   | 11   | 35,256,474   | 30,437,292  | 24,800,446  | 54      | 72   | 30   | 433       | 401  | 511  |
| MENA FSS                        |               | 16                            | 14   | 16   | 8      | 9    | 10   | 6,665,416    | 9,277,700   | 12,519,789  | 12      | 33   | 16   | 80        | 109  | 139  |
| MENA Non FSS                    |               | 8                             | 10   | 8    | 7      | 9    | 9    | 9,875,945    | 9,360,284   | 12,030,530  | 12      | 11   | 14   | 146       | 92   | 168  |

For definitions of Peer Group criteria, refer to pages 27 to 28; For details on indicator definitions, refer to pages 43-44.

All values, except "number of MFIs", are medians. Statistics are not published for peer groups containing fewer than three observations. These results are marked with "n/a".

| Trend Lines 2005 – 2007 MFI Benchmarks (Median Values) |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
|--|---------------|---------------------|------|------|---|-------|-------|----------------|------|------|-------------------|-------|-------|-----------------------------|------|------|---------------------|------|------|
| PEER GROUP   | Units<br>Year | FINANCING STRUCTURE |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
|  |               | Capital/Asset Ratio |      |      | Commercial Funding<br>Liabilities Ratio |       |       | Debt to Equity |      |      | Deposits to Loans |       |       | Deposits to Total<br>Assets |      |      | Portfolio to Assets |      |      |
|  |               | 2005                | 2006 | 2007 | 2005                                    | 2006  | 2007  | 2005           | 2006 | 2007 | 2005              | 2006  | 2007  | 2005                        | 2006 | 2007 | 2005                | 2006 | 2007 |
| <b>All MFIs</b>  |               | 28.0                | 25.0 | 21.8 | 61.2                                    | 67.6  | 76.4  | 2.4            | 2.8  | 3.4  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 77.8                | 78.4 | 79.2 |
| <b>SIMPLE PEER GROUPS</b>                              |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
| <b>Age</b>   |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
| New  |               | 27.3                | 27.1 | 24.2 | 39.0                                    | 51.4  | 77.9  | 2.4            | 2.5  | 2.8  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 69.3                | 72.0 | 66.6 |
| Young  |               | 35.2                | 34.4 | 26.5 | 41.6                                    | 53.6  | 70.4  | 1.6            | 1.9  | 2.7  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 81.0                | 82.4 | 79.2 |
| Mature   |               | 23.5                | 23.9 | 20.8 | 73.2                                    | 74.9  | 78.6  | 3.1            | 3.0  | 3.7  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 76.7                | 77.9 | 79.6 |
| <b>Charter Type</b>                                    |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
| Bank   |               | 13.8                | 12.3 | 11.1 | 96.8                                    | 102.8 | 102.2 | 6.2            | 7.1  | 7.8  | 56.0              | 61.3  | 54.7  | 42.1                        | 40.4 | 38.4 | 67.8                | 70.4 | 72.9 |
| Credit Union   |               | 16.4                | 16.2 | 15.5 | 100.2                                   | 99.0  | 98.1  | 4.7            | 4.4  | 5.4  | 76.9              | 79.8  | 77.9  | 62.4                        | 62.7 | 63.7 | 77.9                | 80.9 | 79.1 |
| NBFI   |               | 27.3                | 26.9 | 22.0 | 51.1                                    | 59.7  | 73.0  | 2.6            | 2.7  | 3.5  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 78.5                | 79.5 | 82.1 |
| NGO  |               | 40.0                | 37.5 | 34.0 | 39.6                                    | 50.9  | 59.4  | 1.5            | 1.5  | 1.8  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 80.6                | 81.3 | 81.6 |
| Rural Bank   |               | 15.5                | 15.6 | 13.9 | 106.9                                   | 122.4 | 125.0 | 5.5            | 5.4  | 6.2  | 103.5             | 108.1 | 116.3 | 69.2                        | 69.0 | 71.0 | 66.6                | 64.1 | 60.9 |
| <b>Financial Intermediation</b>                        |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
| Non FI   |               | 38.5                | 36.0 | 30.5 | 35.4                                    | 50.0  | 62.3  | 1.6            | 1.6  | 2.2  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 81.2                | 82.8 | 83.5 |
| Low FI   |               | 41.5                | 32.9 | 26.9 | 41.7                                    | 46.9  | 50.2  | 1.4            | 2.0  | 2.6  | 4.5               | 6.5   | 8.3   | 3.0                         | 4.6  | 6.1  | 73.7                | 76.2 | 78.1 |
| High FI  |               | 14.0                | 13.9 | 13.6 | 103.7                                   | 106.8 | 110.1 | 6.0            | 6.1  | 6.2  | 84.2              | 83.8  | 89.5  | 61.7                        | 62.8 | 62.8 | 71.8                | 72.0 | 70.3 |
| <b>Methodology</b>                                     |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
| Individual   |               | 21.0                | 19.2 | 17.7 | 85.9                                    | 91.5  | 90.4  | 3.8            | 4.2  | 4.6  | 34.9              | 40.5  | 40.1  | 27.1                        | 30.5 | 29.0 | 77.9                | 77.4 | 79.6 |
| Individual/ Solidarity                                 |               | 34.2                | 31.3 | 26.9 | 51.2                                    | 56.8  | 69.6  | 1.8            | 2.0  | 2.7  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 77.8                | 79.8 | 78.8 |
| Solidarity   |               | 25.1                | 28.2 | 21.7 | 24.8                                    | 47.4  | 66.7  | 1.9            | 2.3  | 2.9  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 71.8                | 75.0 | 80.4 |
| Village Banking  |               | 34.5                | 31.6 | 31.9 | 35.4                                    | 48.4  | 62.0  | 1.8            | 1.9  | 2.1  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 80.7                | 81.5 | 79.5 |
| <b>Outreach</b>  |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
| Small (Outreach)                                       |               | 37.1                | 33.4 | 29.8 | 52.2                                    | 60.5  | 67.7  | 1.7            | 1.8  | 2.3  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 77.8                | 79.2 | 78.5 |
| Medium (Outreach)                                      |               | 28.0                | 26.8 | 23.8 | 63.3                                    | 57.3  | 68.4  | 2.4            | 2.5  | 2.8  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 78.3                | 78.4 | 79.6 |
| Large (Outreach)                                       |               | 17.2                | 17.0 | 15.7 | 74.5                                    | 82.0  | 83.7  | 4.8            | 4.8  | 5.3  | 0.8               | 1.4   | 0.1   | 0.5                         | 1.1  | 0.1  | 76.0                | 78.3 | 79.3 |
| <b>Profit Status</b>                                   |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
| Profit   |               | 17.3                | 16.6 | 15.9 | 93.5                                    | 96.9  | 93.1  | 4.8            | 5.0  | 5.3  | 43.1              | 31.7  | 32.4  | 28.8                        | 22.8 | 22.6 | 71.2                | 72.1 | 74.8 |
| Not for Profit   |               | 36.7                | 33.2 | 29.2 | 47.4                                    | 56.5  | 66.3  | 1.7            | 1.9  | 2.3  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 80.7                | 81.2 | 81.3 |
| <b>Region</b>  |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
| Africa   |               | 27.3                | 24.9 | 23.0 | 67.3                                    | 66.4  | 62.3  | 2.6            | 2.7  | 2.7  | 15.3              | 18.5  | 22.7  | 9.8                         | 12.7 | 15.8 | 65.3                | 66.9 | 66.0 |
| Asia   |               | 17.6                | 16.6 | 16.0 | 65.6                                    | 78.2  | 90.3  | 4.3            | 4.6  | 5.0  | 0.8               | 0.9   | 1.4   | 0.6                         | 0.7  | 1.1  | 71.2                | 74.1 | 70.8 |
| ECA  |               | 35.5                | 31.7 | 23.6 | 32.9                                    | 51.8  | 70.9  | 1.8            | 2.2  | 3.2  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 83.0                | 84.5 | 86.0 |
| LAC  |               | 29.4                | 25.1 | 22.9 | 68.7                                    | 73.4  | 78.6  | 2.4            | 2.8  | 3.3  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 80.6                | 80.7 | 82.6 |
| MENA   |               | 64.3                | 52.3 | 48.6 | 24.2                                    | 40.2  | 60.7  | 0.6            | 0.8  | 1.0  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 75.6                | 82.1 | 78.1 |
| <b>Scale</b>   |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
| Small (Scale)  |               | 40.3                | 39.4 | 34.4 | 44.3                                    | 46.9  | 55.8  | 1.4            | 1.4  | 1.6  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 76.1                | 75.4 | 70.1 |
| Medium (Scale)   |               | 29.2                | 32.8 | 30.3 | 62.6                                    | 56.9  | 63.4  | 2.4            | 2.0  | 2.3  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 77.2                | 80.9 | 81.4 |
| Large (Scale)  |               | 17.6                | 17.9 | 17.3 | 81.0                                    | 84.6  | 84.3  | 4.6            | 4.4  | 4.7  | 19.4              | 7.5   | 1.4   | 16.5                        | 5.6  | 1.1  | 80.2                | 78.4 | 79.9 |
| <b>Sustainability</b>                                  |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
| FSS  |               | 25.0                | 24.1 | 20.3 | 64.1                                    | 71.0  | 79.8  | 3.0            | 3.1  | 3.9  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 80.5                | 80.7 | 81.3 |
| Non-FSS  |               | 33.7                | 31.4 | 27.4 | 52.2                                    | 56.7  | 59.2  | 1.5            | 1.7  | 2.3  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 69.1                | 72.1 | 71.6 |
| <b>Target Market:</b>                                  |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
| Low end  |               | 34.1                | 31.4 | 30.2 | 45.0                                    | 53.8  | 62.0  | 1.7            | 1.9  | 2.2  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 74.6                | 78.3 | 79.9 |
| Broad  |               | 24.8                | 24.2 | 20.9 | 72.8                                    | 74.8  | 81.1  | 2.8            | 3.1  | 3.7  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 80.1                | 80.0 | 80.1 |
| High end   |               | 13.6                | 22.2 | 17.3 | 89.6                                    | 77.0  | 98.2  | 6.3            | 3.5  | 4.8  | 47.2              | 15.2  | 39.6  | 30.1                        | 11.1 | 33.4 | 76.1                | 77.1 | 74.6 |
| Small Business   |               | 26.3                | 13.8 | 14.6 | 101.9                                   | 108.5 | 112.5 | 2.8            | 6.2  | 5.9  | 46.6              | 82.0  | 65.0  | 35.7                        | 49.1 | 47.3 | 70.8                | 68.8 | 65.0 |
| <b>COMPOUND PEER GROUPS</b>                            |               |                     |      |      |   |       |       |                |      |      |                   |       |       |                             |      |      |                     |      |      |
| Africa Small   |               | 41.5                | 36.6 | 45.2 | 43.2                                    | 25.1  | 62.3  | 1.4            | 1.0  | 1.2  | 4.8               | 1.8   | 3.5   | 3.5                         | 1.6  | 2.8  | 61.7                | 65.1 | 57.3 |
| Africa Medium  |               | 27.2                | 30.3 | 30.0 | 62.4                                    | 40.9  | 31.6  | 2.2            | 2.1  | 2.3  | 4.6               | 4.3   | 2.3   | 3.8                         | 3.4  | 1.8  | 65.9                | 71.4 | 67.8 |
| Africa Large   |               | 23.3                | 19.5 | 21.0 | 100.9                                   | 99.6  | 73.8  | 3.3            | 4.1  | 3.6  | 64.2              | 63.4  | 63.6  | 47.3                        | 44.0 | 42.8 | 65.7                | 65.6 | 66.9 |
| Africa FSS   |               | 21.5                | 21.2 | 22.7 | 83.9                                    | 97.7  | 72.9  | 3.7            | 3.7  | 3.4  | 63.3              | 49.9  | 39.5  | 38.1                        | 38.5 | 26.1 | 62.7                | 66.4 | 61.5 |
| Africa Non FSS   |               | 31.0                | 31.8 | 28.5 | 62.4                                    | 44.4  | 39.0  | 1.6            | 1.5  | 1.9  | 4.9               | 3.9   | 4.5   | 3.6                         | 3.3  | 3.5  | 66.2                | 68.4 | 66.4 |
| Asia Small   |               | 23.3                | 27.2 | 24.2 | 63.8                                    | 68.2  | 90.9  | 3.0            | 2.5  | 3.0  | 1.5               | 27.6  | 90.9  | 1.1                         | 16.9 | 28.2 | 67.4                | 70.9 | 60.1 |
| Asia Medium  |               | 14.3                | 12.5 | 11.7 | 90.3                                    | 94.5  | 103.3 | 6.0            | 5.3  | 7.6  | 2.1               | 1.3   | 4.8   | 1.8                         | 0.7  | 2.9  | 68.3                | 71.3 | 70.6 |
| Asia Large   |               | 13.7                | 11.7 | 15.7 | 40.8                                    | 77.1  | 82.2  | 6.3            | 5.4  | 5.4  | 0.0               | 0.0   | 0.1   | 0.0                         | 0.0  | 0.1  | 82.0                | 80.2 | 79.3 |
| Asia FSS   |               | 15.6                | 18.1 | 15.9 | 72.7                                    | 73.6  | 91.6  | 5.4            | 4.5  | 5.2  | 0.8               | 1.2   | 1.1   | 0.6                         | 0.8  | 0.9  | 76.0                | 78.3 | 76.4 |
| Asia Non FSS   |               | 19.4                | 11.4 | 16.9 | 56.4                                    | 83.2  | 83.4  | 3.9            | 5.3  | 4.7  | 1.4               | 0.0   | 1.9   | 0.6                         | 0.0  | 1.4  | 65.8                | 68.5 | 63.6 |
| ECA Small  |               | 64.6                | 56.7 | 67.6 | 0.0                                     | 24.1  | 38.9  | 0.5            | 0.8  | 0.5  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 83.5                | 84.5 | 72.3 |
| ECA Medium   |               | 54.5                | 47.3 | 42.5 | 21.1                                    | 45.5  | 48.6  | 0.8            | 1.1  | 1.4  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 86.6                | 85.8 | 88.9 |
| ECA Large  |               | 23.5                | 25.0 | 20.1 | 64.1                                    | 70.9  | 79.8  | 3.3            | 3.0  | 4.0  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 80.0                | 80.3 | 85.0 |
| ECA FSS  |               | 32.3                | 30.2 | 20.2 | 34.5                                    | 56.3  | 78.3  | 2.1            | 2.3  | 3.9  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 83.6                | 87.2 | 88.1 |
| ECA Non FSS  |               | 54.5                | 40.2 | 34.1 | 18.4                                    | 48.6  | 59.1  | 0.8            | 1.5  | 1.9  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 80.6                | 80.9 | 78.8 |
| LAC Small  |               | 44.1                | 47.5 | 42.6 | 51.0                                    | 50.6  | 53.4  | 1.2            | 1.0  | 1.2  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 81.0                | 81.3 | 81.2 |
| LAC Medium   |               | 30.7                | 36.4 | 31.8 | 68.7                                    | 64.4  | 66.4  | 2.3            | 1.8  | 2.1  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 80.0                | 83.7 | 83.5 |
| LAC Large  |               | 16.3                | 16.2 | 15.9 | 94.0                                    | 93.5  | 90.2  | 5.1            | 5.2  | 5.2  | 57.3              | 57.0  | 41.4  | 43.4                        | 41.5 | 36.6 | 80.5                | 79.8 | 81.5 |
| LAC FSS  |               | 24.9                | 24.1 | 22.7 | 77.4                                    | 75.1  | 79.9  | 3.0            | 3.2  | 3.4  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 81.8                | 81.4 | 82.9 |
| LAC Non FSS  |               | 40.1                | 41.8 | 30.7 | 60.3                                    | 57.7  | 59.2  | 1.4            | 1.3  | 2.0  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 76.3                | 78.2 | 80.9 |
| MENA Small   |               | 40.6                | 30.2 | n/a  | 19.6                                    | 32.4  | n/a   | 1.5            | 1.1  | n/a  | 0.0               | 0.0   | n/a   | 0.0                         | 0.0  | n/a  | 68.7                | 82.3 | n/a  |
| MENA Medium  |               | 69.4                | 69.3 | 50.5 | 24.0                                    | 18.7  | 37.3  | 0.4            | 0.4  | 1.0  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 76.1                | 62.2 | 75.0 |
| MENA Large   |               | 60.1                | 51.2 | 44.9 | 54.8                                    | 51.0  | 68.5  | 0.7            | 1.0  | 1.3  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 83.7                | 87.9 | 85.3 |
| MENA FSS   |               | 56.6                | 50.0 | 43.2 | 24.2                                    | 45.9  | 60.7  | 0.8            | 1.0  | 1.3  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 82.0                | 88.6 | 82.6 |
| MENA Non FSS   |               | 73.1                | 73.7 | 56.5 | 27.5                                    | 0.0   | 55.9  | 0.4            | 0.2  | 0.5  | 0.0               | 0.0   | 0.0   | 0.0                         | 0.0  | 0.0  | 49.8                | 53.7 | 48.0 |

For definitions of Peer Group criteria, refer

## Trend Lines 2005 – 2007 MFI Benchmarks (Median Values)

| PEER GROUP                      | Units<br>Year | OUTREACH INDICATORS        |         |         |                            |      |       |                             |         |         |                      |             |             |
|---------------------------------|---------------|----------------------------|---------|---------|----------------------------|------|-------|-----------------------------|---------|---------|----------------------|-------------|-------------|
|                                 |               | Number of Active Borrowers |         |         | Percent of Women Borrowers |      |       | Number of Loans Outstanding |         |         | Gross Loan Portfolio |             |             |
|                                 |               | 2005                       | 2006    | 2007    | 2005                       | 2006 | 2007  | 2005                        | 2006    | 2007    | USD                  |             |             |
|                                 | 2005          | 2006                       | 2007    | 2005    | 2006                       | 2007 | 2005  | 2006                        | 2007    | 2005    | 2006                 | 2007        |             |
| <b>All MFIs</b>                 |               | 11,499                     | 15,561  | 19,420  | 62.6                       | 64.4 | 63.4  | 11,695                      | 16,149  | 19,258  | 4,751,118            | 6,980,022   | 10,650,967  |
| <b>SIMPLE PEER GROUPS</b>       |               |                            |         |         |                            |      |       |                             |         |         |                      |             |             |
| <b>Age</b>                      |               |                            |         |         |                            |      |       |                             |         |         |                      |             |             |
| New                             |               | 5,917                      | 7,845   | 11,297  | 71.8                       | 53.9 | 55.6  | 5,917                       | 7,845   | 11,297  | 2,328,324            | 3,595,228   | 4,157,786   |
| Young                           |               | 9,969                      | 10,736  | 12,927  | 55.3                       | 61.9 | 59.6  | 10,385                      | 10,823  | 13,934  | 4,055,951            | 5,229,552   | 6,693,512   |
| Mature                          |               | 14,919                     | 19,473  | 22,483  | 67.1                       | 66.5 | 64.3  | 15,044                      | 19,621  | 22,858  | 6,273,406            | 9,034,823   | 13,959,566  |
| <b>Charter Type</b>             |               |                            |         |         |                            |      |       |                             |         |         |                      |             |             |
| Bank                            |               | 41,592                     | 54,110  | 63,027  | 47.6                       | 50.2 | 48.5  | 43,239                      | 54,110  | 63,027  | 75,020,364           | 102,502,629 | 164,079,064 |
| Credit Union                    |               | 6,330                      | 7,031   | 6,560   | 44.8                       | 51.3 | 45.7  | 5,805                       | 7,031   | 7,056   | 6,874,151            | 10,391,615  | 16,118,010  |
| NBFI                            |               | 12,945                     | 17,250  | 23,355  | 54.5                       | 53.5 | 53.9  | 14,345                      | 17,874  | 24,780  | 7,389,586            | 10,159,007  | 19,594,979  |
| NGO                             |               | 10,218                     | 12,307  | 15,663  | 78.1                       | 80.6 | 75.5  | 10,301                      | 13,121  | 16,084  | 2,965,004            | 4,070,288   | 5,959,063   |
| Rural Bank                      |               | 4,620                      | 4,405   | 4,351   | 46.9                       | 68.5 | 70.6  | 4,659                       | 4,544   | 5,184   | 2,304,086            | 2,395,499   | 3,111,098   |
| <b>Financial Intermediation</b> |               |                            |         |         |                            |      |       |                             |         |         |                      |             |             |
| Non FI                          |               | 9,811                      | 11,448  | 13,928  | 70.1                       | 70.2 | 69.3  | 10,092                      | 11,916  | 14,482  | 3,704,855            | 5,275,997   | 7,683,034   |
| Low FI                          |               | 14,345                     | 23,673  | 39,102  | 76.1                       | 77.9 | 75.7  | 18,090                      | 24,451  | 45,919  | 3,648,774            | 6,980,022   | 12,983,638  |
| High FI                         |               | 17,072                     | 21,229  | 25,034  | 50.5                       | 51.3 | 49.4  | 17,213                      | 21,689  | 26,738  | 14,228,166           | 19,363,986  | 24,363,031  |
| <b>Methodology</b>              |               |                            |         |         |                            |      |       |                             |         |         |                      |             |             |
| Individual                      |               | 7,834                      | 10,753  | 13,847  | 51.5                       | 51.3 | 49.7  | 8,090                       | 11,316  | 14,540  | 7,697,465            | 12,519,878  | 20,179,194  |
| Individual/ Solidarity          |               | 11,451                     | 13,824  | 18,315  | 65.0                       | 67.4 | 66.4  | 11,451                      | 14,535  | 18,252  | 4,320,701            | 6,323,219   | 10,650,967  |
| Solidarity                      |               | 14,749                     | 25,478  | 24,120  | 100.0                      | 99.3 | 99.3  | 15,194                      | 25,478  | 24,805  | 2,698,421            | 3,329,905   | 3,981,121   |
| Village Banking                 |               | 14,919                     | 21,822  | 28,802  | 95.0                       | 96.4 | 94.0  | 14,919                      | 26,197  | 28,802  | 2,444,107            | 3,955,615   | 5,924,428   |
| <b>Outreach</b>                 |               |                            |         |         |                            |      |       |                             |         |         |                      |             |             |
| Small (Outreach)                |               | 3,285                      | 3,751   | 3,346   | 54.1                       | 54.7 | 54.0  | 3,303                       | 3,887   | 3,521   | 2,006,375            | 2,254,234   | 2,657,132   |
| Medium (Outreach)               |               | 15,587                     | 17,653  | 17,659  | 70.4                       | 73.7 | 63.7  | 15,735                      | 18,217  | 17,898  | 5,951,331            | 7,021,540   | 10,282,896  |
| Large (Outreach)                |               | 67,757                     | 66,560  | 73,748  | 75.3                       | 69.6 | 71.4  | 70,673                      | 74,018  | 80,247  | 28,298,140           | 30,351,524  | 42,372,054  |
| <b>Profit Status</b>            |               |                            |         |         |                            |      |       |                             |         |         |                      |             |             |
| Profit                          |               | 14,512                     | 24,062  | 35,132  | 52.7                       | 55.2 | 55.5  | 14,934                      | 26,604  | 35,132  | 6,787,896            | 13,182,288  | 22,610,796  |
| Not for Profit                  |               | 10,211                     | 10,957  | 13,128  | 70.0                       | 69.1 | 66.4  | 10,335                      | 10,957  | 13,375  | 3,847,269            | 5,339,874   | 7,327,011   |
| <b>Region</b>                   |               |                            |         |         |                            |      |       |                             |         |         |                      |             |             |
| Africa                          |               | 13,728                     | 19,454  | 23,787  | 60.0                       | 64.0 | 62.9  | 14,345                      | 19,699  | 23,999  | 3,416,043            | 6,123,648   | 6,687,893   |
| Asia                            |               | 17,433                     | 30,346  | 41,483  | 99.4                       | 99.0 | 99.4  | 17,433                      | 30,346  | 42,170  | 3,679,635            | 5,739,863   | 9,145,000   |
| ECA                             |               | 4,298                      | 6,490   | 10,341  | 46.8                       | 46.5 | 45.1  | 4,451                       | 6,570   | 10,341  | 5,031,992            | 8,661,830   | 15,500,352  |
| LAC                             |               | 10,693                     | 13,631  | 16,497  | 60.0                       | 61.8 | 61.4  | 10,842                      | 13,739  | 16,988  | 6,141,838            | 9,034,823   | 12,308,503  |
| MENA                            |               | 12,916                     | 18,096  | 26,093  | 71.8                       | 69.5 | 67.9  | 12,916                      | 18,096  | 26,093  | 5,408,416            | 6,654,150   | 8,931,568   |
| <b>Scale</b>                    |               |                            |         |         |                            |      |       |                             |         |         |                      |             |             |
| Small (Scale)                   |               | 3,383                      | 3,188   | 3,151   | 71.1                       | 72.0 | 73.9  | 3,370                       | 3,231   | 3,164   | 1,079,559            | 1,112,523   | 1,266,844   |
| Medium (Scale)                  |               | 10,171                     | 12,055  | 10,776  | 62.2                       | 67.2 | 64.4  | 10,360                      | 12,060  | 11,056  | 4,896,919            | 5,269,803   | 5,410,854   |
| Large (Scale)                   |               | 44,051                     | 48,115  | 47,598  | 54.3                       | 54.6 | 56.6  | 48,749                      | 49,474  | 53,174  | 28,108,862           | 30,012,564  | 33,714,379  |
| <b>Sustainability</b>           |               |                            |         |         |                            |      |       |                             |         |         |                      |             |             |
| FSS                             |               | 12,915                     | 19,345  | 22,775  | 62.0                       | 61.8 | 62.8  | 13,681                      | 19,345  | 23,432  | 6,199,168            | 10,317,804  | 14,013,068  |
| Non-FSS                         |               | 9,474                      | 9,182   | 13,375  | 66.4                       | 71.4 | 65.7  | 9,044                       | 9,298   | 13,375  | 2,804,594            | 3,595,228   | 5,120,001   |
| <b>Target Market</b>            |               |                            |         |         |                            |      |       |                             |         |         |                      |             |             |
| Low end                         |               | 14,074                     | 21,871  | 25,091  | 90.4                       | 90.5 | 88.1  | 14,293                      | 22,100  | 25,906  | 2,714,319            | 4,060,286   | 5,164,316   |
| Broad                           |               | 10,143                     | 11,842  | 14,667  | 53.4                       | 53.6 | 53.9  | 10,267                      | 12,068  | 15,015  | 6,166,531            | 7,789,971   | 11,815,480  |
| High end                        |               | 9,034                      | 20,318  | 23,934  | 48.8                       | 48.8 | 45.3  | 10,790                      | 20,318  | 24,946  | 8,113,652            | 27,037,871  | 34,664,907  |
| Small Business                  |               | 5,738                      | 6,766   | 18,711  | 35.9                       | 30.9 | 42.7  | 5,643                       | 6,909   | 18,787  | 18,080,836           | 17,410,304  | 27,777,043  |
| <b>COMPOUND PEER GROUPS</b>     |               |                            |         |         |                            |      |       |                             |         |         |                      |             |             |
| Africa Small                    |               | 5,948                      | 6,185   | 7,297   | 71.2                       | 73.5 | 72.6  | 6,059                       | 6,185   | 7,297   | 695,472              | 866,352     | 1,000,413   |
| Africa Medium                   |               | 20,002                     | 19,285  | 20,321  | 73.1                       | 65.5 | 66.4  | 20,818                      | 19,370  | 20,321  | 4,750,398            | 3,850,943   | 3,249,075   |
| Africa Large                    |               | 57,742                     | 47,286  | 47,816  | 37.7                       | 49.6 | 52.6  | 57,472                      | 50,817  | 55,055  | 33,714,347           | 26,096,631  | 24,132,550  |
| Africa FSS                      |               | 29,553                     | 30,235  | 25,507  | 54.3                       | 52.0 | 59.7  | 34,472                      | 30,235  | 25,507  | 6,669,404            | 13,160,493  | 15,502,370  |
| Africa Non FSS                  |               | 12,151                     | 16,994  | 23,323  | 61.4                       | 67.3 | 64.5  | 12,451                      | 17,413  | 23,323  | 2,271,283            | 2,580,824   | 5,018,370   |
| Asia Small                      |               | 4,412                      | 3,158   | 2,714   | 99.7                       | 99.0 | 99.8  | 4,412                       | 3,685   | 2,714   | 850,665              | 844,291     | 1,043,069   |
| Asia Medium                     |               | 23,634                     | 25,478  | 22,065  | 99.5                       | 99.3 | 100.0 | 25,347                      | 26,197  | 22,232  | 3,977,398            | 5,229,552   | 4,268,954   |
| Asia Large                      |               | 149,886                    | 159,673 | 134,765 | 98.0                       | 98.2 | 97.5  | 149,886                     | 181,225 | 135,091 | 16,136,573           | 20,737,172  | 21,395,149  |
| Asia FSS                        |               | 34,910                     | 40,443  | 50,801  | 99.7                       | 99.0 | 99.8  | 37,809                      | 43,609  | 47,717  | 4,704,797            | 6,849,516   | 9,932,852   |
| Asia Non FSS                    |               | 15,390                     | 23,410  | 22,559  | 98.8                       | 99.0 | 96.9  | 15,109                      | 23,410  | 24,449  | 2,594,772            | 3,255,907   | 6,958,099   |
| ECA Small                       |               | 1,924                      | 1,818   | 2,253   | 53.6                       | 53.7 | 60.8  | 1,924                       | 1,818   | 2,253   | 949,517              | 1,366,825   | 1,309,949   |
| ECA Medium                      |               | 3,235                      | 3,762   | 2,527   | 45.1                       | 44.9 | 45.8  | 3,235                       | 3,762   | 2,815   | 3,720,369            | 3,966,190   | 4,165,221   |
| ECA Large                       |               | 16,122                     | 19,621  | 20,866  | 38.5                       | 40.7 | 42.5  | 18,138                      | 20,896  | 20,866  | 30,256,708           | 27,489,898  | 37,518,844  |
| ECA FSS                         |               | 5,749                      | 8,331   | 12,177  | 51.4                       | 46.5 | 45.1  | 6,068                       | 8,331   | 12,177  | 6,488,487            | 10,946,860  | 23,404,819  |
| ECA Non FSS                     |               | 2,378                      | 3,405   | 2,788   | 42.0                       | 48.2 | 45.2  | 2,378                       | 3,493   | 2,842   | 3,595,486            | 3,968,891   | 5,701,737   |
| LAC Small                       |               | 3,593                      | 3,257   | 3,182   | 70.5                       | 71.5 | 72.7  | 3,634                       | 3,257   | 3,194   | 1,684,745            | 1,422,270   | 1,596,286   |
| LAC Medium                      |               | 9,485                      | 11,343  | 12,806  | 56.2                       | 63.2 | 64.2  | 10,254                      | 11,521  | 12,806  | 6,653,227            | 6,460,479   | 7,721,410   |
| LAC Large                       |               | 42,511                     | 41,744  | 44,272  | 53.5                       | 53.3 | 54.0  | 49,509                      | 51,380  | 49,706  | 36,014,065           | 44,986,567  | 46,112,220  |
| LAC FSS                         |               | 13,681                     | 16,881  | 19,158  | 58.8                       | 57.6 | 57.6  | 14,129                      | 18,092  | 19,347  | 8,515,224            | 14,285,214  | 16,655,054  |
| LAC Non FSS                     |               | 5,745                      | 4,772   | 7,064   | 66.9                       | 72.6 | 67.6  | 5,896                       | 4,772   | 7,064   | 3,521,912            | 1,712,280   | 5,088,935   |
| MENA Small                      |               | 7,076                      | 7,224   | n/a     | 83.1                       | 78.0 | n/a   | 7,076                       | 7,224   | n/a     | 1,167,553            | 1,344,751   | n/a         |
| MENA Medium                     |               | 10,655                     | 12,351  | 11,051  | 77.0                       | 66.8 | 63.6  | 10,669                      | 12,351  | 11,051  | 5,230,191            | 4,579,609   | 4,679,992   |
| MENA Large                      |               | 56,370                     | 68,911  | 74,838  | 61.9                       | 69.6 | 68.8  | 56,370                      | 68,911  | 75,232  | 12,509,412           | 15,272,878  | 18,420,122  |
| MENA FSS                        |               | 11,982                     | 20,982  | 31,286  | 71.8                       | 67.4 | 67.0  | 11,982                      | 23,233  | 33,060  | 5,666,685            | 8,477,251   | 11,261,466  |
| MENA Non FSS                    |               | 13,675                     | 11,644  | 11,451  | 73.5                       | 76.5 | 77.3  | 13,675                      | 11,644  | 11,451  | 3,729,135            | 4,941,644   | 5,317,498   |

For definitions of Peer Group criteria, refer to pages 27 to 28; For details on indicator definitions, refer to pages 43-44.

All values, except "number of MFIs," are medians. Statistics are not published for peer groups containing fewer than three observations. These results are marked with "n/a".

| Trend Lines 2005 – 2007 MFI Benchmarks (Median Values) |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
|--|---------------|---|------------|------------|--|-------------|-------------|---------------------------------------|------------|------------|--|-------------|-------------|---|----------|----------|
| PEER GROUP   | Units<br>Year | OUTREACH INDICATORS                         |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
|  |               | Average Loan Balance<br>per Borrower<br>USD |            |            | Average Loan Balance per<br>Borrower/GNI per Capita<br>% |             |             | Average Outstanding<br>Balance<br>USD |            |            | Average Outstanding<br>Balance/GNI per Capita<br>% |             |             | Number of Voluntary<br>Depositors<br>Number |          |          |
|  |               | 2005  | 2006       | 2007       | 2005   | 2006        | 2007        | 2005                                  | 2006       | 2007       | 2005   | 2006        | 2007        | 2005  | 2006     | 2007     |
| <b>All MFIs</b>  |               | <b>482</b>                                  | <b>531</b> | <b>653</b> | <b>37.2</b>  | <b>41.4</b> | <b>40.6</b> | <b>474</b>                            | <b>515</b> | <b>643</b> | <b>34.7</b>  | <b>38.7</b> | <b>38.6</b> | <b>156</b>                                  | <b>0</b> | <b>0</b> |
| <b>SIMPLE PEER GROUPS</b>                              |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
| <b>Age</b>   |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
| New  |               | 257   | 321        | 315        | 31.6   | 48.6        | 47.6        | 239                                   | 321        | 315        | 31.6   | 48.6        | 47.6        | 0   | 0        | 0        |
| Young  |               | 556   | 552        | 624        | 40.5   | 40.8        | 44.3        | 569                                   | 554        | 608        | 41.4   | 40.2        | 43.5        | 0   | 0        | 0        |
| Mature   |               | 493   | 550        | 685        | 36.8   | 40.3        | 39.0        | 482                                   | 523        | 671        | 33.6   | 37.9        | 35.8        | 5,590                                       | 758      | 0        |
| <b>Charter Type</b>                                    |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
| Bank   |               | 1,312                                       | 1,479      | 2,037      | 110.2  | 107.1       | 118.1       | 1,322                                 | 1,313      | 1,738      | 106.2  | 94.7        | 114.7       | 47,733                                      | 82,868   | 97,873   |
| Credit Union   |               | 1,236                                       | 1,545      | 1,949      | 54.8   | 66.4        | 67.0        | 1,172                                 | 1,414      | 1,661      | 52.7   | 64.6        | 63.5        | 14,323                                      | 15,136   | 17,472   |
| NBFI   |               | 652   | 667        | 761        | 48.6   | 50.3        | 52.2        | 666                                   | 628        | 742        | 42.5   | 47.9        | 46.4        | 0   | 0        | 0        |
| NGO  |               | 247   | 263        | 325        | 19.2   | 17.3        | 19.0        | 256                                   | 262        | 321        | 19.1   | 17.1        | 18.6        | 0   | 0        | 0        |
| Rural Bank   |               | 439   | 469        | 585        | 39.1   | 46.6        | 51.5        | 437                                   | 464        | 585        | 38.2   | 41.1        | 49.3        | 13,173                                      | 14,316   | 12,263   |
| <b>Financial Intermediation</b>                        |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
| Non FI   |               | 376   | 435        | 530        | 23.5   | 25.9        | 25.5        | 376                                   | 434        | 527        | 23.7   | 25.1        | 24.9        | 0   | 0        | 0        |
| Low FI   |               | 135   | 156        | 182        | 39.1   | 48.3        | 48.5        | 135                                   | 155        | 179        | 40.1   | 47.7        | 48.5        | 5,204                                       | 9,225    | 10,876   |
| High FI  |               | 988   | 1,218      | 1,461      | 58.7   | 65.3        | 67.0        | 948                                   | 1,129      | 1,333      | 54.8   | 63.9        | 61.4        | 23,044                                      | 25,793   | 35,339   |
| <b>Methodology</b>                                     |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
| Individual   |               | 986   | 1,209      | 1,512      | 51.4   | 55.6        | 62.7        | 925                                   | 1,129      | 1,376      | 49.0   | 52.9        | 54.9        | 7,277                                       | 8,149    | 4,084    |
| Individual/ Solidarity                                 |               | 364   | 431        | 527        | 36.8   | 41.1        | 38.4        | 364                                   | 425        | 508        | 34.1   | 40.6        | 37.6        | 0   | 0        | 0        |
| Solidarity   |               | 109   | 122        | 138        | 15.0   | 15.8        | 15.4        | 105                                   | 122        | 132        | 14.7   | 15.8        | 14.4        | 0   | 0        | 0        |
| Village Banking  |               | 152   | 149        | 190        | 15.2   | 15.2        | 16.3        | 152                                   | 139        | 188        | 15.2   | 13.7        | 16.1        | 0   | 0        | 0        |
| <b>Outreach</b>  |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
| Small (Outreach)                                       |               | 611   | 760        | 884        | 39.9   | 45.6        | 40.9        | 588                                   | 728        | 855        | 38.5   | 43.9        | 39.6        | 0   | 0        | 0        |
| Medium (Outreach)                                      |               | 372   | 455        | 605        | 38.8   | 41.8        | 47.5        | 374                                   | 446        | 582        | 35.8   | 38.8        | 45.5        | 0   | 0        | 0        |
| Large (Outreach)                                       |               | 241   | 341        | 429        | 22.5   | 30.3        | 32.9        | 243                                   | 307        | 419        | 22.4   | 29.1        | 30.4        | 18,535                                      | 9,432    | 706      |
| <b>Profit Status</b>                                   |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
| Profit   |               | 604   | 614        | 768        | 52.4   | 58.8        | 57.0        | 588                                   | 567        | 724        | 51.0   | 56.2        | 51.5        | 11,705                                      | 14,086   | 11,527   |
| Not for Profit   |               | 420   | 492        | 607        | 25.4   | 31.2        | 32.5        | 422                                   | 492        | 591        | 25.3   | 29.2        | 32.4        | 0   | 0        | 0        |
| <b>Region:</b>   |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
| Africa   |               | 182   | 235        | 339        | 59.3   | 66.2        | 71.0        | 174                                   | 241        | 325        | 59.2   | 67.8        | 69.4        | 8,538                                       | 11,690   | 14,249   |
| Asia   |               | 120   | 145        | 175        | 17.9   | 18.5        | 19.1        | 120                                   | 139        | 164        | 17.0   | 17.9        | 18.4        | 1,053                                       | 431      | 637      |
| ECA  |               | 1,103                                       | 1,526      | 2,030      | 61.5   | 67.9        | 72.8        | 1,127                                 | 1,404      | 1,931      | 60.8   | 67.9        | 70.8        | 0   | 0        | 0        |
| LAC  |               | 678   | 745        | 879        | 33.6   | 37.3        | 34.6        | 642                                   | 684        | 848        | 32.3   | 35.4        | 33.5        | 7,990                                       | 3,724    | 0        |
| MENA   |               | 247   | 279        | 360        | 13.7   | 15.1        | 14.1        | 241                                   | 264        | 345        | 13.7   | 14.7        | 13.6        | 0   | 0        | 0        |
| <b>Scale</b>   |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
| Small (Scale)  |               | 244   | 309        | 308        | 21.7   | 22.0        | 20.5        | 244                                   | 309        | 305        | 21.7   | 22.0        | 20.5        | 0   | 0        | 0        |
| Medium (Scale)   |               | 513   | 463        | 586        | 39.6   | 39.5        | 34.5        | 504                                   | 455        | 580        | 36.8   | 38.2        | 33.9        | 0   | 0        | 0        |
| Large (Scale)  |               | 915   | 980        | 970        | 51.8   | 54.8        | 57.6        | 843                                   | 917        | 936        | 48.4   | 49.5        | 54.3        | 23,844                                      | 11,257   | 1,690    |
| <b>Sustainability</b>                                  |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
| FSS  |               | 584   | 622        | 740        | 37.5   | 45.7        | 43.9        | 581                                   | 606        | 716        | 34.6   | 41.9        | 41.3        | 350   | 0        | 0        |
| Non-FSS  |               | 290   | 307        | 415        | 34.5   | 31.8        | 35.7        | 300                                   | 308        | 387        | 35.1   | 29.2        | 34.4        | 0   | 0        | 0        |
| <b>Target Market</b>                                   |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
| Low end  |               | 133   | 145        | 164        | 13.8   | 14.1        | 13.2        | 132                                   | 139        | 161        | 13.6   | 13.0        | 12.6        | 0   | 0        | 0        |
| Broad  |               | 720   | 821        | 937        | 49.5   | 52.4        | 53.7        | 711                                   | 784        | 883        | 46.6   | 49.5        | 48.8        | 4,724                                       | 322      | 0        |
| High end   |               | 1,798                                       | 1,827      | 2,109      | 185.6  | 184.0       | 187.0       | 1,815                                 | 1,782      | 2,058      | 181.9  | 171.8       | 185.0       | 7,416                                       | 5,887    | 11,401   |
| Small Business   |               | 3,197                                       | 2,619      | 2,223      | 329.8  | 356.1       | 347.2       | 3,125                                 | 2,559      | 2,207      | 329.3  | 313.1       | 312.6       | 15,201                                      | 15,136   | 43,275   |
| <b>COMPOUND PEER GROUPS</b>                            |               |   |            |            |  |             |             |                                       |            |            |  |             |             |   |          |          |
| Africa Small   |               | 113   | 146        | 132        | 45.2   | 45.8        | 33.8        | 115                                   | 146        | 132        | 45.5   | 44.7        | 33.8        | 2,969                                       | 620      | 2,290    |
| Africa Medium  |               | 181   | 164        | 185        | 59.3   | 65.1        | 66.3        | 173                                   | 163        | 185        | 56.0   | 68.5        | 66.3        | 1,582                                       | 3,834    | 2,653    |
| Africa Large   |               | 542   | 522        | 686        | 130.0  | 128.8       | 121.5       | 735                                   | 518        | 500        | 138.7  | 113.7       | 104.0       | 167,990                                     | 64,347   | 56,270   |
| Africa FSS   |               | 249   | 363        | 410        | 70.3   | 80.5        | 95.4        | 187                                   | 363        | 410        | 73.4   | 80.5        | 95.4        | 20,433                                      | 34,000   | 31,321   |
| Africa Non FSS   |               | 169   | 183        | 242        | 54.8   | 58.6        | 67.3        | 165                                   | 183        | 242        | 52.9   | 59.2        | 64.6        | 2,613                                       | 1,239    | 2,326    |
| Asia Small   |               | 131   | 276        | 325        | 14.4   | 22.6        | 30.5        | 131                                   | 276        | 244        | 14.7   | 22.6        | 30.5        | 1,053                                       | 2,287    | 3,015    |
| Asia Medium  |               | 152   | 151        | 199        | 24.7   | 19.7        | 19.2        | 136                                   | 139        | 199        | 25.4   | 19.7        | 19.1        | 4,869                                       | 946      | 6,865    |
| Asia Large   |               | 100   | 121        | 156        | 16.0   | 17.0        | 18.3        | 95                                    | 106        | 151        | 15.2   | 15.9        | 17.4        | 0   | 0        | 171      |
| Asia FSS   |               | 112   | 142        | 165        | 16.1   | 17.6        | 18.2        | 107                                   | 133        | 162        | 15.7   | 17.0        | 17.8        | 1,130                                       | 1,354    | 333      |
| Asia Non FSS   |               | 150   | 149        | 186        | 20.7   | 18.6        | 19.8        | 142                                   | 149        | 186        | 21.4   | 18.6        | 19.8        | 574   | 0        | 4,224    |
| ECA Small  |               | 584   | 833        | 723        | 46.4   | 49.4        | 37.5        | 584                                   | 754        | 723        | 46.4   | 46.3        | 37.5        | 0   | 0        | 0        |
| ECA Medium   |               | 1,056                                       | 1,082      | 1,485      | 44.7   | 46.4        | 53.8        | 1,056                                 | 1,068      | 1,485      | 42.3   | 46.4        | 44.7        | 0   | 0        | 0        |
| ECA Large  |               | 1,819                                       | 2,215      | 2,433      | 102.8  | 99.1        | 89.9        | 1,900                                 | 2,215      | 2,389      | 106.3  | 97.7        | 87.2        | 5,166                                       | 0        | 0        |
| ECA FSS  |               | 1,059                                       | 1,270      | 1,972      | 54.4   | 73.8        | 72.2        | 1,053                                 | 1,270      | 1,912      | 56.7   | 73.8        | 71.7        | 0   | 0        | 0        |
| ECA Non FSS  |               | 1,312                                       | 1,834      | 2,389      | 73.9   | 54.3        | 73.4        | 1,312                                 | 1,414      | 2,389      | 73.7   | 53.6        | 69.9        | 0   | 0        | 0        |
| LAC Small  |               | 352   | 364        | 354        | 16.0   | 15.2        | 14.9        | 352                                   | 364        | 354        | 15.8   | 14.9        | 13.7        | 0   | 0        | 0        |
| LAC Medium   |               | 686   | 628        | 658        | 41.0   | 36.0        | 26.5        | 686                                   | 618        | 658        | 37.2   | 35.2        | 26.4        | 0   | 0        | 0        |
| LAC Large  |               | 1,261                                       | 1,385      | 1,488      | 51.2   | 54.2        | 56.9        | 1,095                                 | 1,226      | 1,302      | 45.8   | 48.2        | 49.6        | 31,942                                      | 26,071   | 22,344   |
| LAC FSS  |               | 776   | 901        | 947        | 37.5   | 44.5        | 44.3        | 734                                   | 822        | 885        | 33.9   | 40.5        | 39.6        | 10,680                                      | 9,168    | 0        |
| LAC Non FSS  |               | 502   | 391        | 574        | 21.5   | 16.3        | 21.6        | 471                                   | 391        | 574        | 21.5   | 15.5        | 21.6        | 0   | 0        | 0        |
| MENA Small   |               | 112   | 155        | n/a        | 10.8   | 15.1        | n/a         | 112                                   | 155        | n/a        | 10.8   | 15.1        | n/a         | 0   | 0        | n/a      |
| MENA Medium  |               | 491   | 619        | 300        | 14.2   | 13.4        | 12.5        | 490                                   | 619        | 300        | 14.2   | 13.4        | 12.5        | 0   | 0        | 0        |
| MENA Large   |               | 252   | 350        | 437        | 19.0   | 16.2        | 19.3        | 252                                   | 314        | 401        | 19.0   | 16.1        | 19.3        | 0   | 0        | 0        |
| MENA FSS   |               | 271   | 323        | 437        | 13.4   | 15.2        | 14.4        | 256                                   | 290        | 401        | 13.3   | 14.1        | 14.1        | 0   | 0        | 0        |
| MENA Non FSS   |               | 137   | 227        | 239        | 14.6   | 14.8        | 12.8        | 137                                   | 227        | 239        | 14.6   | 14.8        | 12.8        | 0   | 0        | 0        |

For definitions of Peer Group criteria, refer to pages 27 to 28; For details on indicator definitions, refer to pages 43-44.

All values, except "number of MFIs," are medians. Statistics are not published for peer groups containing fewer than three observations. These results are marked with "n/a."

## Trend Lines 2005 – 2007 MFI Benchmarks (Median Values)

| PEER GROUP                      | Units<br>Year | Number of Voluntary<br>Deposit Accounts |          |          | OUTREACH INDICATORS<br>Voluntary Deposits |            |            | Average Deposit Balance<br>per Depositor |            |            | Average Deposit Balance per<br>Depositor/GNI per capita |             |             |
|---------------------------------|---------------|---|----------|----------|---|------------|------------|--|------------|------------|---|-------------|-------------|
|                                 |               | Number                                  |          |          | USD                                       |            |            | USD                                      |            |            | USD   |             |             |
|                                 |               | 2005                                    | 2006     | 2007     | 2005                                      | 2006       | 2007       | 2005                                     | 2006       | 2007       | 2005  | 2006        | 2007        |
| <b>All MFIs</b>                 |               | <b>102</b>                              | <b>0</b> | <b>0</b> | <b>0</b>                                  | <b>0</b>   | <b>0</b>   | <b>306</b>                               | <b>348</b> | <b>431</b> | <b>26.6</b>   | <b>29.2</b> | <b>28.3</b> |
| <b>SIMPLE PEER GROUPS</b>       |               |   |          |          |   |            |            |  |            |            |   |             |             |
| <b>Age</b>                      |               |   |          |          |   |            |            |  |            |            |   |             |             |
| New                             |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 539                                      | 344        | 149        | 34.9  | 37.2        | 25.7        |
| Young                           |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 245                                      | 440        | 759        | 21.8  | 27.8        | 36.7        |
| Mature                          |               | 5,586                                   | 433      | 0        | 0   | 0          | 0          | 306                                      | 318        | 398        | 24.9  | 27.3        | 27.1        |
| <b>Charter Type:</b>            |               |   |          |          |   |            |            |  |            |            |   |             |             |
| Bank                            |               | 47,733                                  | 81,430   | 97,873   | 46,819,503                                | 59,884,492 | 72,187,261 | 671                                      | 938        | 923        | 57.9  | 49.7        | 41.7        |
| Credit Union                    |               | 14,441                                  | 16,228   | 17,859   | 4,423,274                                 | 7,309,300  | 8,667,655  | 377                                      | 473        | 547        | 27.9  | 34.7        | 36.1        |
| NBFI                            |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 443                                      | 318        | 316        | 34.4  | 38.2        | 33.3        |
| NGO                             |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 15                                       | 14         | 24         | 2.6   | 2.9         | 3.4         |
| Rural Bank                      |               | 13,646                                  | 14,766   | 13,285   | 1,807,197                                 | 2,222,803  | 2,821,683  | 155                                      | 168        | 208        | 15.0  | 15.9        | 20.7        |
| <b>Financial Intermediation</b> |               |   |          |          |   |            |            |  |            |            |   |             |             |
| Non FI                          |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 0  | 0          | 33         | 0.0   | 0.0         | 0.4         |
| Low FI                          |               | 5,706                                   | 9,018    | 10,912   | 163,918                                   | 340,162    | 471,006    | 23                                       | 31         | 54         | 7.7   | 9.7         | 11.7        |
| High FI                         |               | 24,605                                  | 29,625   | 36,019   | 10,557,452                                | 16,258,461 | 20,022,955 | 422                                      | 500        | 586        | 31.3  | 34.8        | 34.0        |
| <b>Methodology</b>              |               |   |          |          |   |            |            |  |            |            |   |             |             |
| Individual                      |               | 7,277                                   | 7,137    | 3,685    | 545,492                                   | 1,202,526  | 2,550,822  | 555                                      | 734        | 953        | 31.6  | 33.2        | 35.2        |
| Individual/ Solidarity          |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 173                                      | 160        | 170        | 26.9  | 23.3        | 21.8        |
| Solidarity                      |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 11                                       | 24         | 24         | 2.4   | 4.8         | 4.1         |
| Village Banking                 |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 45                                       | 19         | 57         | 3.9   | 2.2         | 16.2        |
| <b>Outreach</b>                 |               |   |          |          |   |            |            |  |            |            |   |             |             |
| Small (Outreach)                |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 269                                      | 314        | 456        | 22.5  | 23.3        | 25.5        |
| Medium (Outreach)               |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 355                                      | 366        | 213        | 26.9  | 27.5        | 33.3        |
| Large (Outreach)                |               | 13,772                                  | 9,572    | 460      | 66,180                                    | 196,675    | 89,295     | 345                                      | 414        | 473        | 31.2  | 34.8        | 32.5        |
| <b>Profit Status</b>            |               |   |          |          |   |            |            |  |            |            |   |             |             |
| Profit                          |               | 10,276                                  | 14,766   | 12,745   | 1,186,739                                 | 2,685,596  | 2,821,683  | 306                                      | 415        | 495        | 31.2  | 35.3        | 31.8        |
| Not for Profit                  |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 305                                      | 314        | 352        | 19.7  | 20.1        | 19.5        |
| <b>Region</b>                   |               |   |          |          |   |            |            |  |            |            |   |             |             |
| Africa                          |               | 9,742                                   | 12,600   | 14,249   | 215,656                                   | 476,124    | 980,432    | 106                                      | 124        | 149        | 27.8  | 33.9        | 32.1        |
| Asia                            |               | 882                                     | 422      | 568      | 27,057                                    | 53,899     | 149,000    | 136                                      | 115        | 159        | 11.8  | 13.1        | 13.6        |
| ECA                             |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 1,269                                    | 1,595      | 1,557      | 69.8  | 71.4        | 52.6        |
| LAC                             |               | 8,032                                   | 2,509    | 0        | 0   | 0          | 0          | 832                                      | 877        | 963        | 34.4  | 32.8        | 33.3        |
| MENA                            |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 0  | 0          | 0          | 0.0   | 0.0         | 0.0         |
| <b>Scale</b>                    |               |   |          |          |   |            |            |  |            |            |   |             |             |
| Small (Scale)                   |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 113                                      | 161        | 149        | 11.0  | 13.4        | 15.3        |
| Medium (Scale)                  |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 266                                      | 214        | 178        | 23.0  | 17.2        | 16.3        |
| Large (Scale)                   |               | 23,419                                  | 11,368   | 1,842    | 3,546,530                                 | 2,413,000  | 259,765    | 632                                      | 668        | 594        | 36.5  | 40.8        | 35.8        |
| <b>Sustainability</b>           |               |   |          |          |   |            |            |  |            |            |   |             |             |
| FSS                             |               | 338                                     | 0        | 0        | 0   | 0          | 0          | 395                                      | 429        | 517        | 29.3  | 32.8        | 31.1        |
| Non-FSS                         |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 157                                      | 204        | 167        | 22.7  | 19.6        | 23.3        |
| <b>Target Market</b>            |               |   |          |          |   |            |            |  |            |            |   |             |             |
| Low end                         |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 48                                       | 44         | 36         | 6.1   | 6.9         | 6.5         |
| Broad                           |               | 3,676                                   | 330      | 0        | 0   | 0          | 0          | 419                                      | 482        | 619        | 29.2  | 31.3        | 30.2        |
| High end                        |               | 7,416                                   | 5,887    | 11,401   | 4,604,047                                 | 1,998,004  | 5,868,484  | 538                                      | 418        | 473        | 41.5  | 49.7        | 40.9        |
| Small Business                  |               | 16,826                                  | 16,228   | 53,417   | 5,671,192                                 | 12,854,481 | 26,382,733 | 594                                      | 736        | 513        | 82.4  | 80.9        | 89.9        |
| <b>COMPOUND PEER GROUPS</b>     |               |   |          |          |   |            |            |  |            |            |   |             |             |
| Africa Small                    |               | 4,664                                   | 620      | 2,290    | 48,811                                    | 10,522     | 38,924     | 30                                       | 47         | 96         | 10.0  | 15.3        | 15.3        |
| Africa Medium                   |               | 1,243                                   | 5,210    | 2,653    | 120,370                                   | 101,634    | 64,580     | 106                                      | 28         | 31         | 37.7  | 13.8        | 17.2        |
| Africa Large                    |               | 167,990                                 | 66,440   | 56,270   | 15,404,959                                | 13,956,563 | 15,695,767 | 174                                      | 188        | 205        | 42.3  | 42.0        | 44.3        |
| Africa FSS                      |               | 25,113                                  | 34,736   | 35,456   | 2,498,678                                 | 3,368,551  | 3,306,158  | 117                                      | 157        | 149        | 35.5  | 40.0        | 32.9        |
| Africa Non FSS                  |               | 3,102                                   | 1,550    | 2,326    | 73,616                                    | 34,324     | 49,473     | 94                                       | 91         | 112        | 22.7  | 23.3        | 31.3        |
| Asia Small                      |               | 1,053                                   | 2,287    | 3,015    | 10,332                                    | 200,584    | 297,178    | 136                                      | 143        | 208        | 10.7  | 12.9        | 13.6        |
| Asia Medium                     |               | 5,880                                   | 431      | 6,865    | 87,586                                    | 67,733     | 152,117    | 187                                      | 113        | 159        | 16.2  | 11.8        | 11.0        |
| Asia Large                      |               | 0                                       | 0        | 138      | 0   | 0          | 27,885     | 40                                       | 139        | 152        | 6.4   | 16.7        | 15.7        |
| Asia FSS                        |               | 976                                     | 758      | 333      | 46,737                                    | 119,690    | 148,839    | 140                                      | 132        | 165        | 12.1  | 13.2        | 16.9        |
| Asia Non FSS                    |               | 788                                     | 0        | 2,396    | 18,695                                    | 0          | 275,696    | 108                                      | 104        | 132        | 8.2   | 8.5         | 10.7        |
| ECA Small                       |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 3,695                                    | 4,701      | 3,153      | 82.9  | 99.4        | 41.7        |
| ECA Medium                      |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 7,444                                    | 6,191      | 13,373     | 191.3   | 125.8       | 231.4       |
| ECA Large                       |               | 3,713                                   | 0        | 0        | 0   | 0          | 0          | 969                                      | 1,086      | 1,245      | 44.0  | 49.7        | 43.4        |
| ECA FSS                         |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 1,269                                    | 1,310      | 1,306      | 56.4  | 50.6        | 44.4        |
| ECA Non FSS                     |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 1,579                                    | 4,673      | 4,124      | 315.9   | 139.9       | 232.2       |
| LAC Small                       |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 261                                      | 329        | 87         | 15.8  | 10.4        | 18.1        |
| LAC Medium                      |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 403                                      | 440        | 464        | 15.3  | 16.2        | 13.2        |
| LAC Large                       |               | 33,864                                  | 27,848   | 26,283   | 19,705,483                                | 21,981,243 | 16,978,440 | 986                                      | 1,042      | 981        | 41.1  | 41.7        | 35.3        |
| LAC FSS                         |               | 10,759                                  | 9,370    | 0        | 0   | 0          | 0          | 838                                      | 910        | 969        | 35.0  | 33.2        | 34.1        |
| LAC Non FSS                     |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 764                                      | 440        | 534        | 29.2  | 16.8        | 18.3        |
| MENA Small                      |               | 0                                       | 0        | n/a      | 0   | 0          | n/a        | 0  | 0          | n/a        | 0.0   | 0.0         | n/a         |
| MENA Medium                     |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 0  | 0          | 0          | 0.0   | 0.0         | 0.0         |
| MENA Large                      |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 0  | 0          | 0          | 0.0   | 0.0         | 0.0         |
| MENA FSS                        |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 0  | 0          | 0          | 0.0   | 0.0         | 0.0         |
| MENA Non FSS                    |               | 0                                       | 0        | 0        | 0   | 0          | 0          | 0  | 0          | 0          | 0.0   | 0.0         | 0.0         |

For definitions of Peer Group criteria, refer to pages 27 to 28; For details on indicator definitions, refer to pages 43-44.

All values, except "number of MFIs," are medians. Statistics are not published for peer groups containing fewer than three observations. These results are marked with "n/a".

| Trend Lines 2005 – 2007 MFI Benchmarks (Median Values) |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
|--|---------------|------------------------------------|-------|--------|---|-------|-------|--------------------------|-------|-------|-----------------|------|------|--------------|------|------|
| PEER GROUP   | Units<br>Year | OUTREACH INDICATORS                |       |        |   |       |       | MACROECONOMIC INDICATORS |       |       |                 |      |      |              |      |      |
|  |               | Average Deposit<br>Account Balance |       |        | Average Deposit Account<br>Balance/GNI per capita |       |       | GNI per Capita           |       |       | GDP Growth Rate |      |      | Deposit Rate |      |      |
|  |               | USD                                |       |        | USD   |       |       | USD                      |       |       | %               |      |      | %            |      |      |
|  |               | 2005                               | 2006  | 2007   | 2005  | 2006  | 2007  | 2005                     | 2006  | 2007  | 2005            | 2006 | 2007 | 2005         | 2006 | 2007 |
| <b>All MFIs</b>  |               | 293                                | 334   | 394    | 24.3  | 26.9  | 27.1  | 1,320                    | 1,320 | 1,671 | 5.1             | 5.5  | 6.5  | 4.9          | 5.2  | 5.0  |
| <b>SIMPLE PEER GROUPS</b>                              |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
| <b>Age</b>   |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
| New  |               | 539                                | 344   | 129    | 34.0  | 37.2  | 22.6  | 810                      | 690   | 820   | 6.2             | 6.7  | 7.6  | 6.0          | 6.2  | 7.6  |
| Young  |               | 238                                | 395   | 759    | 20.3  | 24.1  | 36.4  | 1,325                    | 1,474 | 1,532 | 6.0             | 6.4  | 7.3  | 4.3          | 4.9  | 5.0  |
| Mature   |               | 283                                | 319   | 390    | 22.7  | 26.0  | 25.6  | 1,320                    | 1,320 | 1,671 | 5.0             | 5.0  | 6.3  | 4.9          | 5.1  | 5.0  |
| <b>Charter Type</b>                                    |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
| Bank   |               | 718                                | 926   | 846    | 52.2  | 42.4  | 38.0  | 1,470                    | 1,935 | 2,420 | 5.9             | 6.1  | 7.3  | 5.7          | 5.3  | 5.9  |
| Credit Union   |               | 377                                | 414   | 504    | 27.3  | 34.5  | 36.1  | 2,620                    | 2,620 | 3,063 | 4.7             | 4.7  | 4.8  | 3.5          | 4.0  | 4.9  |
| NBFI   |               | 443                                | 367   | 316    | 29.4  | 30.5  | 31.3  | 1,240                    | 1,230 | 1,400 | 5.9             | 6.4  | 8.0  | 3.6          | 4.8  | 5.1  |
| NGO  |               | 15                                 | 15    | 25     | 3.0   | 3.0   | 3.5   | 1,320                    | 1,340 | 1,671 | 5.0             | 5.0  | 6.2  | 5.6          | 5.3  | 5.8  |
| Rural Bank   |               | 154                                | 170   | 208    | 15.0  | 16.7  | 19.7  | 1,280                    | 1,320 | 1,666 | 4.9             | 3.4  | 6.4  | 5.6          | 5.3  | 3.7  |
| <b>Financial Intermediation</b>                        |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
| Non FI   |               | 0                                  | 0     | 33     | 0.0   | 0.0   | 0.4   | 1,325                    | 1,580 | 2,109 | 5.0             | 5.2  | 7.0  | 4.9          | 5.3  | 5.6  |
| Low FI   |               | 31                                 | 33    | 62     | 8.4   | 10.0  | 11.9  | 470                      | 490   | 573   | 6.3             | 6.6  | 7.3  | 5.4          | 5.1  | 5.0  |
| High FI  |               | 419                                | 449   | 541    | 29.2  | 32.8  | 31.1  | 1,310                    | 1,320 | 1,671 | 5.0             | 5.1  | 6.4  | 4.9          | 5.2  | 5.0  |
| <b>Methodology</b>                                     |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
| Individual   |               | 538                                | 713   | 774    | 29.7  | 30.3  | 33.2  | 2,290                    | 2,455 | 2,920 | 5.0             | 5.1  | 7.0  | 4.0          | 4.9  | 5.0  |
| Individual/ Solidarity                                 |               | 162                                | 157   | 167    | 24.4  | 23.3  | 20.9  | 1,260                    | 1,235 | 1,420 | 5.0             | 5.5  | 6.4  | 4.9          | 4.9  | 5.0  |
| Solidarity   |               | 11                                 | 16    | 24     | 1.5   | 3.2   | 4.1   | 730                      | 730   | 820   | 6.0             | 6.1  | 7.3  | 6.0          | 6.0  | 6.0  |
| Village Banking  |               | 39                                 | 10    | 57     | 3.4   | 0.4   | 16.2  | 1,010                    | 980   | 1,013 | 6.4             | 5.7  | 6.5  | 4.9          | 6.0  | 6.0  |
| <b>Outreach</b>  |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
| Small (Outreach)                                       |               | 267                                | 315   | 456    | 21.2  | 23.3  | 23.6  | 1,470                    | 1,840 | 2,640 | 5.0             | 5.4  | 6.4  | 4.9          | 5.2  | 5.1  |
| Medium (Outreach)                                      |               | 303                                | 363   | 213    | 23.7  | 26.7  | 28.3  | 1,260                    | 1,320 | 1,420 | 5.0             | 5.0  | 6.1  | 4.9          | 4.9  | 4.8  |
| Large (Outreach)                                       |               | 414                                | 374   | 397    | 27.7  | 31.7  | 27.2  | 950                      | 1,000 | 1,222 | 6.0             | 6.1  | 7.1  | 5.6          | 5.6  | 5.4  |
| <b>Profit Status</b>                                   |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
| Profit   |               | 271                                | 374   | 464    | 28.5  | 33.5  | 29.1  | 1,260                    | 1,040 | 1,200 | 5.6             | 5.6  | 7.3  | 5.6          | 5.3  | 5.0  |
| Not for Profit   |               | 317                                | 314   | 318    | 19.7  | 19.3  | 19.0  | 1,323                    | 1,474 | 2,010 | 5.0             | 5.2  | 6.3  | 4.9          | 5.1  | 5.1  |
| <b>Region</b>  |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
| Africa   |               | 104                                | 125   | 148    | 27.0  | 33.0  | 30.7  | 440                      | 450   | 460   | 5.9             | 5.9  | 6.4  | 5.1          | 5.1  | 6.0  |
| Asia   |               | 146                                | 115   | 161    | 12.2  | 13.4  | 13.6  | 730                      | 820   | 1,013 | 5.7             | 5.6  | 7.3  | 6.0          | 6.0  | 6.0  |
| ECA  |               | 1,244                              | 1,595 | 1,557  | 76.1  | 70.8  | 49.2  | 1,530                    | 1,935 | 2,730 | 6.4             | 6.7  | 7.8  | 5.2          | 5.2  | 5.4  |
| LAC  |               | 755                                | 756   | 748    | 30.8  | 29.9  | 27.1  | 2,450                    | 2,620 | 2,920 | 4.7             | 4.7  | 4.7  | 3.9          | 4.4  | 4.8  |
| MENA   |               | 0                                  | 0     | 0      | 0.0   | 0.0   | 0.0   | 1,740                    | 1,740 | 2,151 | 4.9             | 6.8  | 6.0  | 3.5          | 4.6  | 5.4  |
| <b>Scale</b>   |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
| Small (Scale)  |               | 116                                | 145   | 149    | 11.4  | 13.4  | 15.3  | 1,320                    | 1,470 | 1,671 | 5.1             | 5.4  | 6.4  | 5.6          | 5.3  | 5.0  |
| Medium (Scale)   |               | 251                                | 231   | 162    | 21.4  | 16.9  | 16.2  | 1,270                    | 1,320 | 1,671 | 5.1             | 5.0  | 6.4  | 5.2          | 5.3  | 5.0  |
| Large (Scale)  |               | 602                                | 622   | 541    | 34.5  | 39.7  | 35.1  | 1,320                    | 1,320 | 1,474 | 5.1             | 5.9  | 7.0  | 4.8          | 5.1  | 5.1  |
| <b>Sustainability</b>                                  |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
| FSS  |               | 393                                | 412   | 502    | 25.1  | 29.9  | 27.2  | 1,325                    | 1,390 | 1,671 | 5.0             | 5.5  | 7.0  | 4.3          | 4.9  | 5.0  |
| Non-FSS  |               | 154                                | 166   | 170    | 22.1  | 18.9  | 22.3  | 1,120                    | 1,280 | 1,420 | 5.4             | 5.5  | 6.3  | 5.6          | 5.3  | 5.1  |
| <b>Target Market</b>                                   |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
| Low end  |               | 57                                 | 59    | 39     | 6.2   | 7.4   | 6.5   | 1,295                    | 1,320 | 1,671 | 5.4             | 5.9  | 7.1  | 5.6          | 5.3  | 6.0  |
| Broad  |               | 417                                | 440   | 589    | 25.8  | 27.0  | 27.1  | 1,320                    | 1,474 | 1,930 | 5.0             | 5.1  | 6.4  | 4.9          | 4.9  | 5.0  |
| High end   |               | 538                                | 418   | 450    | 41.0  | 42.5  | 39.7  | 950                      | 1,010 | 1,100 | 5.9             | 5.5  | 5.7  | 4.0          | 4.7  | 4.9  |
| Small Business   |               | 591                                | 736   | 500    | 77.1  | 80.9  | 65.6  | 590                      | 500   | 617   | 5.9             | 5.6  | 6.5  | 6.9          | 7.6  | 5.8  |
| <b>COMPOUND PEER GROUPS</b>                            |               |                                    |       |        |   |       |       |                          |       |       |                 |      |      |              |      |      |
| Africa Small   |               | 44                                 | 47    | 96     | 10.0  | 15.3  | 14.9  | 340                      | 450   | 581   | 5.9             | 6.2  | 6.4  | 7.8          | 9.0  | 10.2 |
| Africa Medium  |               | 102                                | 28    | 31     | 32.8  | 13.8  | 17.2  | 440                      | 350   | 311   | 5.9             | 6.2  | 7.0  | 6.0          | 5.1  | 5.2  |
| Africa Large   |               | 174                                | 196   | 205    | 42.3  | 41.9  | 41.6  | 450                      | 455   | 560   | 5.8             | 5.6  | 5.7  | 4.0          | 4.6  | 5.2  |
| Africa FSS   |               | 113                                | 154   | 148    | 28.5  | 37.4  | 30.1  | 440                      | 460   | 581   | 5.9             | 5.9  | 6.4  | 5.1          | 5.1  | 9.3  |
| Africa Non FSS   |               | 92                                 | 91    | 111    | 22.1  | 23.3  | 31.3  | 380                      | 345   | 440   | 5.9             | 6.1  | 6.0  | 5.1          | 5.9  | 4.2  |
| Asia Small   |               | 136                                | 143   | 208    | 10.7  | 12.9  | 13.6  | 1,280                    | 1,320 | 1,666 | 5.6             | 5.5  | 6.3  | 6.0          | 5.3  | 6.4  |
| Asia Medium  |               | 181                                | 114   | 159    | 15.9  | 14.9  | 11.0  | 730                      | 730   | 1,420 | 5.7             | 5.3  | 7.3  | 5.6          | 5.3  | 3.7  |
| Asia Large   |               | 61                                 | 97    | 148    | 7.0   | 16.7  | 16.9  | 730                      | 730   | 820   | 9.2             | 9.2  | 9.2  | 6.0          | 6.0  | 6.0  |
| Asia FSS   |               | 147                                | 143   | 165    | 12.6  | 14.1  | 16.9  | 730                      | 820   | 1,013 | 6.0             | 5.6  | 7.3  | 6.0          | 6.0  | 6.0  |
| Asia Non FSS   |               | 108                                | 103   | 124    | 8.2   | 10.9  | 10.9  | 730                      | 800   | 1,013 | 5.5             | 5.5  | 6.4  | 5.6          | 6.0  | 6.0  |
| ECA Small  |               | 3,695                              | 4,683 | 3,023  | 82.9  | 99.1  | 40.0  | 1,323                    | 1,580 | 2,730 | 7.5             | 7.5  | 9.9  | 7.6          | 5.8  | 8.4  |
| ECA Medium   |               | 6,313                              | 5,047 | 11,309 | 167.3   | 125.8 | 193.9 | 1,470                    | 1,885 | 3,621 | 6.4             | 6.7  | 7.8  | 5.2          | 5.7  | 5.1  |
| ECA Large  |               | 972                                | 1,086 | 1,197  | 36.5  | 49.7  | 39.6  | 2,700                    | 2,940 | 2,730 | 5.0             | 6.1  | 7.8  | 4.0          | 5.1  | 5.4  |
| ECA FSS  |               | 1,244                              | 1,310 | 1,265  | 55.4  | 50.6  | 39.8  | 2,570                    | 1,920 | 2,730 | 6.4             | 7.0  | 8.1  | 5.0          | 5.4  | 5.4  |
| ECA Non FSS  |               | 1,579                              | 4,477 | 3,697  | 315.9   | 127.5 | 191.0 | 1,320                    | 3,220 | 2,960 | 6.7             | 6.4  | 6.7  | 7.6          | 5.1  | 5.1  |
| LAC Small  |               | 240                                | 289   | 87     | 15.8  | 9.5   | 18.1  | 2,455                    | 2,620 | 2,920 | 4.5             | 4.7  | 4.7  | 4.0          | 4.5  | 4.8  |
| LAC Medium   |               | 379                                | 399   | 462    | 14.4  | 13.8  | 12.6  | 2,290                    | 2,400 | 2,920 | 4.5             | 4.5  | 4.6  | 3.8          | 4.5  | 5.0  |
| LAC Large  |               | 853                                | 888   | 824    | 37.5  | 38.1  | 30.1  | 2,530                    | 2,620 | 2,920 | 4.7             | 4.7  | 4.7  | 3.8          | 4.1  | 4.8  |
| LAC FSS  |               | 746                                | 777   | 749    | 31.2  | 30.2  | 28.4  | 2,620                    | 2,620 | 2,920 | 4.7             | 4.7  | 4.7  | 3.5          | 4.1  | 4.8  |
| LAC Non FSS  |               | 764                                | 440   | 524    | 29.2  | 16.8  | 18.1  | 2,400                    | 2,450 | 2,920 | 4.1             | 4.7  | 4.7  | 4.3          | 4.5  | 5.0  |
| MENA Small   |               | 0                                  | 0     | n/a    | 0.0   | 0.0   | n/a   | 1,265                    | 1,170 | n/a   | 4.8             | 5.2  | n/a  | 7.2          | 8.4  | n/a  |
| MENA Medium  |               | 0                                  | 0     | 0      | 0.0   | 0.0   | 0.0   | 2,460                    | 1,360 | 2,402 | 4.9             | 4.9  | 4.0  | 3.0          | 6.0  | 5.8  |
| MENA Large   |               | 0                                  | 0     | 0      | 0.0   | 0.0   | 0.0   | 1,740                    | 2,160 | 2,151 | 6.3             | 7.3  | 6.4  | 3.5          | 3.7  | 4.6  |
| MENA FSS   |               | 0                                  | 0     | 0      | 0.0   | 0.0   | 0.0   | 1,990                    | 2,030 | 2,402 | 7.3             | 7.3  | 6.4  | 3.5          | 3.7  | 5.4  |
| MENA Non FSS   |               | 0                                  | 0     | 0      | 0.0   | 0.0   | 0.0   | 1,245                    | 1,260 | 1,410 | 4.8             | 2.6  | 3.1  | 7.2          | 6.0  | 6.1  |

For definitions of Peer Group criteria, refer to pages 27 to 28; For details on indicator definitions, refer to pages 43-44.

All values, except "number of MFIs", are medians. Statistics are not published for peer groups containing fewer than three observations. These results are marked with "n/a".

| Trend Lines 2005 – 2007 MFI Benchmarks (Median Values) |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
|--|---------------|--------------------------|------|------|-----------------|-------|-------|-------------------------------|-------|-------|------------------|--------|--------|------------------------------|-------|-------|----------------------------|-------|-------|
| PEER GROUP   | Units<br>Year | MACROECONOMIC INDICATORS |      |      |                 |       |       | OVERALL FINANCIAL PERFORMANCE |       |       |                  |        |        |                              |       |       |                            |       |       |
|  |               | Inflation Rate           |      |      | Financial Depth |       |       | Return on Assets              |       |       | Return on Equity |        |        | Operational Self-Sufficiency |       |       | Financial Self-Sufficiency |       |       |
|  |               | 2005                     | 2006 | 2007 | 2005            | 2006  | 2007  | 2005                          | 2006  | 2007  | 2005             | 2006   | 2007   | 2005                         | 2006  | 2007  | 2005                       | 2006  | 2007  |
| <b>All MFIs</b>  |               | 6.8                      | 6.3  | 6.4  | 37.9            | 38.3  | 38.3  | 1.0                           | 1.6   | 1.5   | 4.4              | 6.9    | 7.3    | 115.5                        | 119.0 | 116.4 | 106.7                      | 109.8 | 109.1 |
| <b>SIMPLE PEER GROUPS</b>                              |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
| <b>Age</b>   |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
| New  |               | 7.6                      | 7.9  | 9.8  | 31.4            | 33.8  | 33.8  | (0.8)                         | 0.0   | 0.7   | (2.0)            | 1.3    | 0.9    | 109.1                        | 111.0 | 111.5 | 99.6                       | 100.7 | 104.0 |
| Young  |               | 5.4                      | 6.3  | 6.5  | 39.5            | 38.2  | 37.9  | 1.4                           | 1.3   | 0.6   | 4.6              | 4.4    | 2.7    | 116.6                        | 119.0 | 112.8 | 108.7                      | 109.3 | 105.9 |
| Mature   |               | 6.4                      | 5.8  | 5.9  | 39.8            | 40.3  | 38.7  | 1.1                           | 1.9   | 1.8   | 5.6              | 8.7    | 8.7    | 116.1                        | 120.3 | 118.5 | 106.8                      | 110.6 | 111.0 |
| <b>Charter Type</b>                                    |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
| Bank   |               | 7.0                      | 6.5  | 6.7  | 34.8            | 36.3  | 36.3  | 1.3                           | 1.0   | 1.0   | 8.7              | 10.4   | 10.5   | 116.5                        | 114.1 | 115.6 | 110.6                      | 110.5 | 109.7 |
| Credit Union   |               | 4.0                      | 3.2  | 2.9  | 30.1            | 33.4  | 33.4  | 0.8                           | 0.3   | 0.5   | 4.3              | 4.4    | 3.3    | 108.5                        | 106.5 | 107.4 | 105.8                      | 102.9 | 104.9 |
| NBFI   |               | 5.4                      | 6.3  | 6.4  | 32.5            | 31.4  | 37.5  | 0.9                           | 2.3   | 1.9   | 4.1              | 7.4    | 9.6    | 116.7                        | 124.0 | 121.8 | 108.6                      | 113.0 | 112.3 |
| NGO  |               | 6.8                      | 5.8  | 6.4  | 40.6            | 40.6  | 38.7  | 1.1                           | 1.7   | 1.7   | 3.4              | 6.8    | 6.0    | 114.2                        | 117.7 | 113.5 | 105.1                      | 107.6 | 107.1 |
| Rural Bank   |               | 7.6                      | 6.3  | 4.5  | 57.2            | 57.4  | 62.0  | 0.9                           | 1.3   | 1.4   | 5.0              | 9.6    | 9.4    | 123.1                        | 124.3 | 125.4 | 105.4                      | 110.4 | 111.5 |
| <b>Financial Intermediation</b>                        |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
| Non FI   |               | 5.0                      | 5.8  | 6.4  | 37.9            | 38.7  | 38.7  | 1.1                           | 1.9   | 1.6   | 3.5              | 5.9    | 6.2    | 115.9                        | 119.7 | 116.4 | 105.9                      | 109.1 | 108.1 |
| Low FI   |               | 7.6                      | 6.8  | 8.2  | 44.5            | 44.5  | 48.7  | (0.8)                         | 0.8   | 1.5   | (1.9)            | 2.7    | 4.1    | 108.9                        | 120.9 | 120.3 | 97.6                       | 108.0 | 109.1 |
| High FI  |               | 6.9                      | 6.3  | 5.4  | 33.4            | 36.3  | 37.3  | 1.2                           | 1.5   | 1.5   | 7.5              | 10.8   | 11.6   | 116.0                        | 117.2 | 114.8 | 107.9                      | 110.7 | 110.7 |
| <b>Methodology</b>                                     |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
| Individual   |               | 5.4                      | 6.0  | 5.1  | 35.6            | 37.9  | 37.9  | 1.5                           | 1.8   | 1.6   | 6.1              | 9.3    | 10.0   | 120.2                        | 120.7 | 116.9 | 109.6                      | 111.0 | 111.1 |
| Individual/ Solidarity                                 |               | 7.0                      | 6.3  | 6.4  | 37.9            | 37.9  | 38.3  | 0.8                           | 1.5   | 1.6   | 2.8              | 5.2    | 5.9    | 114.3                        | 119.4 | 119.2 | 105.0                      | 108.0 | 108.1 |
| Solidarity   |               | 7.0                      | 6.8  | 6.4  | 44.5            | 49.2  | 59.2  | (0.6)                         | 1.2   | 0.6   | (0.6)            | 11.3   | 2.5    | 109.4                        | 116.5 | 105.2 | 100.3                      | 110.4 | 102.9 |
| Village Banking  |               | 5.4                      | 5.8  | 6.4  | 38.7            | 44.0  | 38.7  | 0.5                           | 1.1   | 1.3   | 1.7              | 6.7    | 5.0    | 108.0                        | 112.7 | 111.1 | 102.5                      | 105.5 | 105.4 |
| <b>Outreach</b>  |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
| Small (Outreach)                                       |               | 7.6                      | 6.3  | 6.4  | 37.7            | 37.9  | 38.5  | 0.6                           | 1.1   | 0.8   | 2.3              | 3.3    | 3.3    | 114.5                        | 117.7 | 114.3 | 104.0                      | 106.7 | 106.4 |
| Medium (Outreach)                                      |               | 6.4                      | 6.3  | 6.3  | 39.5            | 38.5  | 37.5  | 0.6                           | 1.8   | 1.6   | 3.3              | 7.3    | 6.0    | 113.0                        | 118.7 | 113.8 | 103.5                      | 109.3 | 107.3 |
| Large (Outreach)                                       |               | 5.4                      | 5.8  | 6.4  | 41.2            | 40.6  | 43.8  | 1.9                           | 1.9   | 1.8   | 11.0             | 13.2   | 11.5   | 121.1                        | 120.4 | 118.5 | 112.5                      | 112.4 | 111.8 |
| <b>Profit Status</b>                                   |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
| Profit   |               | 7.6                      | 6.3  | 6.4  | 39.8            | 39.8  | 38.3  | 0.7                           | 1.2   | 1.4   | 4.1              | 6.8    | 9.2    | 115.4                        | 115.6 | 116.9 | 105.6                      | 109.7 | 110.3 |
| Not for Profit   |               | 5.4                      | 5.8  | 6.4  | 37.9            | 37.9  | 38.3  | 1.3                           | 2.1   | 1.7   | 4.5              | 7.1    | 6.1    | 115.6                        | 120.9 | 115.8 | 106.8                      | 110.0 | 108.3 |
| <b>Region</b>  |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
| Africa   |               | 10.3                     | 10.9 | 8.2  | 28.8            | 30.1  | 33.8  | (1.2)                         | (0.8) | (0.6) | (4.9)            | (1.5)  | 0.5    | 107.4                        | 109.6 | 112.5 | 96.2                       | 98.0  | 99.3  |
| Asia   |               | 7.6                      | 6.3  | 6.4  | 57.4            | 57.4  | 62.0  | 0.9                           | 1.2   | 0.6   | 4.4              | 6.8    | 5.0    | 116.1                        | 118.7 | 114.3 | 105.4                      | 108.0 | 107.7 |
| ECA  |               | 7.3                      | 7.5  | 8.4  | 33.0            | 33.4  | 37.9  | 1.4                           | 1.7   | 1.1   | 4.4              | 6.3    | 6.2    | 121.9                        | 127.8 | 122.2 | 109.8                      | 113.2 | 111.0 |
| LAC  |               | 5.0                      | 4.3  | 5.4  | 35.6            | 36.9  | 37.1  | 1.5                           | 2.3   | 2.1   | 5.9              | 8.9    | 9.3    | 115.4                        | 118.7 | 116.8 | 108.5                      | 111.5 | 112.1 |
| MENA   |               | 3.5                      | 6.0  | 4.8  | 105.1           | 103.7 | 97.3  | 2.6                           | 2.4   | 2.0   | 5.8              | 4.9    | 7.9    | 122.8                        | 126.1 | 128.4 | 109.7                      | 110.7 | 108.9 |
| <b>Scale</b>   |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
| Small (Scale)  |               | 7.6                      | 6.5  | 6.4  | 37.9            | 37.9  | 38.3  | 0.4                           | (0.1) | 1.0   | 1.7              | 0.8    | 2.6    | 112.4                        | 112.3 | 112.7 | 102.4                      | 99.7  | 104.2 |
| Medium (Scale)   |               | 6.8                      | 6.3  | 6.4  | 40.6            | 40.6  | 39.8  | 0.5                           | 1.1   | 0.8   | 2.7              | 4.5    | 3.8    | 113.0                        | 117.5 | 113.7 | 102.7                      | 105.8 | 105.5 |
| Large (Scale)  |               | 5.0                      | 5.8  | 6.1  | 37.8            | 38.1  | 38.2  | 1.7                           | 1.9   | 1.8   | 10.1             | 11.7   | 10.4   | 121.6                        | 122.2 | 119.4 | 112.8                      | 113.5 | 112.1 |
| <b>Sustainability</b>                                  |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
| FSS  |               | 5.0                      | 5.8  | 6.1  | 37.9            | 39.0  | 38.3  | 2.9                           | 3.4   | 2.9   | 12.5             | 12.4   | 12.7   | 126.1                        | 126.1 | 125.2 | 117.1                      | 117.0 | 116.3 |
| Non-FSS  |               | 7.6                      | 6.5  | 6.5  | 37.9            | 38.1  | 38.7  | (5.4)                         | (3.7) | (3.5) | (12.9)           | (11.0) | (10.8) | 100.9                        | 99.4  | 100.4 | 83.9                       | 87.0  | 86.0  |
| <b>Target Market</b>                                   |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
| Low end  |               | 5.7                      | 5.8  | 6.4  | 44.8            | 49.3  | 52.4  | 0.4                           | 0.7   | 0.7   | 2.3              | 6.3    | 2.5    | 109.7                        | 114.9 | 111.8 | 102.6                      | 105.1 | 104.6 |
| Broad  |               | 6.4                      | 6.3  | 6.1  | 36.8            | 37.6  | 37.9  | 1.3                           | 1.8   | 1.8   | 5.6              | 6.7    | 8.9    | 120.7                        | 121.0 | 119.6 | 109.1                      | 110.9 | 110.8 |
| High end   |               | 7.2                      | 4.7  | 6.7  | 39.2            | 36.3  | 38.3  | 0.8                           | 2.3   | 1.5   | 5.1              | 11.8   | 6.4    | 112.9                        | 119.6 | 117.1 | 107.6                      | 116.6 | 109.7 |
| Small Business   |               | 7.3                      | 9.1  | 8.7  | 28.2            | 31.3  | 33.8  | (0.1)                         | 1.3   | 1.9   | 0.8              | 6.8    | 12.1   | 116.6                        | 119.5 | 119.6 | 101.8                      | 111.3 | 112.1 |
| <b>COMPOUND PEER GROUPS</b>                            |               |                          |      |      |                 |       |       |                               |       |       |                  |        |        |                              |       |       |                            |       |       |
| Africa Small   |               | 11.6                     | 10.9 | 10.7 | 28.8            | 31.6  | 33.8  | (6.9)                         | (3.0) | (2.3) | (13.9)           | (9.5)  | (0.9)  | 98.7                         | 99.1  | 111.1 | 72.7                       | 89.6  | 85.9  |
| Africa Medium  |               | 8.6                      | 10.9 | 10.3 | 28.8            | 31.4  | 33.8  | (0.9)                         | (1.9) | (2.4) | (4.1)            | (3.4)  | (7.0)  | 105.4                        | 107.7 | 107.4 | 96.5                       | 94.8  | 90.7  |
| Africa Large   |               | 6.8                      | 6.6  | 6.1  | 30.1            | 29.6  | 31.4  | 0.9                           | 1.3   | 1.1   | 3.4              | 7.6    | 6.0    | 114.3                        | 119.6 | 115.1 | 105.1                      | 107.4 | 108.6 |
| Africa FSS   |               | 10.3                     | 10.9 | 9.0  | 28.8            | 33.4  | 33.8  | 1.5                           | 3.1   | 2.6   | 9.0              | 11.3   | 14.2   | 122.2                        | 125.9 | 124.0 | 110.3                      | 121.5 | 114.6 |
| Africa Non FSS   |               | 10.3                     | 10.9 | 8.2  | 29.3            | 29.8  | 29.4  | (6.0)                         | (3.6) | (3.9) | (15.7)           | (11.6) | (14.4) | 98.7                         | 98.7  | 100.1 | 78.7                       | 87.6  | 81.0  |
| Asia Small   |               | 7.6                      | 6.3  | 5.6  | 57.4            | 57.4  | 48.7  | 1.1                           | 1.4   | 0.9   | 7.2              | 5.1    | 2.5    | 115.4                        | 117.5 | 116.6 | 109.6                      | 108.8 | 105.8 |
| Asia Medium  |               | 7.6                      | 6.3  | 2.8  | 57.4            | 57.4  | 62.0  | 0.2                           | 0.3   | 0.5   | 1.1              | 4.5    | 4.7    | 108.0                        | 119.0 | 113.6 | 101.2                      | 104.6 | 103.2 |
| Asia Large   |               | 7.0                      | 5.8  | 6.4  | 57.4            | 57.4  | 62.0  | 2.4                           | 1.3   | 0.8   | 9.2              | 11.5   | 7.2    | 123.7                        | 118.7 | 114.3 | 115.2                      | 108.9 | 108.2 |
| Asia FSS   |               | 7.0                      | 6.3  | 6.4  | 57.4            | 57.4  | 62.0  | 2.8                           | 2.4   | 2.1   | 17.7             | 13.7   | 12.3   | 127.4                        | 123.4 | 124.8 | 118.9                      | 114.1 | 114.1 |
| Asia Non FSS   |               | 7.6                      | 6.3  | 6.4  | 57.2            | 57.4  | 62.0  | (5.4)                         | (5.3) | (3.7) | (22.5)           | (24.3) | (18.8) | 97.6                         | 98.5  | 101.3 | 82.4                       | 78.6  | 84.5  |
| ECA Small  |               | 8.2                      | 8.6  | 9.0  | 16.6            | 20.0  | 19.5  | 0.4                           | 4.1   | 2.0   | 0.6              | 6.3    | 13.8   | 118.3                        | 135.4 | 111.7 | 108.7                      | 116.9 | 111.9 |
| ECA Medium   |               | 7.3                      | 8.3  | 9.0  | 32.5            | 21.3  | 37.9  | 0.8                           | 0.7   | (0.1) | 1.1              | 1.8    | (0.1)  | 118.9                        | 122.8 | 117.7 | 105.8                      | 105.1 | 103.2 |
| ECA Large  |               | 3.8                      | 7.5  | 4.8  | 41.9            | 39.4  | 37.8  | 1.4                           | 2.1   | 1.6   | 9.7              | 11.1   | 9.8    | 123.3                        | 131.4 | 123.4 | 115.8                      | 118.7 | 114.0 |
| ECA FSS  |               | 4.4                      | 7.5  | 8.4  | 33.4            | 33.4  | 37.4  | 2.8                           | 3.7   | 3.2   | 10.8             | 11.4   | 13.1   | 127.0                        | 137.4 | 132.7 | 117.1                      | 121.2 | 119.9 |
| ECA Non FSS  |               | 8.2                      | 9.2  | 8.4  | 18.9            | 37.9  | 37.9  | (5.5)                         | (3.8) | (3.6) | (8.3)            | (7.6)  | (7.9)  | 107.1                        | 102.0 | 99.7  | 87.4                       | 87.9  | 89.9  |
| LAC Small  |               | 5.2                      | 4.3  | 5.8  | 37.8            | 37.9  | 38.2  | 1.0                           | 0.0   | 1.9   | 2.7              | 1.8    | 2.8    | 111.8                        | 113.2 | 114.0 | 104.0                      | 100.1 | 106.0 |
| LAC Medium   |               | 5.4                      | 4.3  | 5.4  | 37.6            | 37.9  | 37.9  | 1.2                           | 3.7   | 2.1   | 4.7              | 8.8    | 6.2    | 114.5                        | 119.0 | 114.2 | 107.5                      | 111.2 | 107.5 |
| LAC Large  |               | 4.9                      | 4.3  | 5.4  | 35.1            | 34.3  | 36.3  | 2.8                           | 2.9   | 2.3   | 16.5             | 18.0   | 14.5   | 121.9                        | 120.5 | 118.0 | 112.5                      | 115.8 | 114.4 |
| LAC FSS  |               | 4.7                      | 4.2  | 5.4  | 35.4            | 35.6  | 37.1  | 3.6                           | 3.9   | 3.2   | 12.2             | 12.9   | 12.5   | 123.3                        | 122.9 | 121.5 | 117.0                      | 116.8 | 115.7 |
| LAC Non FSS  |               | 6.9                      | 6.5  | 5.4  | 37.9            | 37.9  | 37.5  | (4.5)                         | (2.7) | (2.8) | (11.0)           | (7.7)  | (6.5)  | 101.2                        | 101.4 | 100.5 | 87.9                       | 89.4  | 91.7  |
| MENA Small   |               | 4.9                      | 12.5 | n/a  | 103.7           | 69.7  | n/a   | (2.4)                         | (0.5) | n/a   | 1.4              | (3.5)  | n/a    | 111.0                        | 116.8 | n/a   | 92.8                       | 101.5 | n/a   |
| MENA Medium  |               | 3.5                      | 6.3  | 4.1  | 137.5           | 106.9 | 97.3  | 2.8                           | (1.9) | 1.3   | 4.7              | (2.8)  | 1.5    | 115.8                        | 112.8 | 120.1 | 109.1                      | 90.8  | 105.3 |
| MENA Large   |               | 1.0                      | 4.5  | 4.3  | 103.7           | 103.7 | 97.3  | 5.6                           | 3.4   | 4.9   | 11.0             | 13.0   | 10.4   | 130.1                        | 156.2 | 142.3 | 128.0                      | 121.9 | 122.7 |
| MENA FSS   |               | 1.0                      | 3.9  | 4.1  | 105.1           | 105.3 | 103.8 | 5.3                           | 4.5   | 5.6   | 11.5             | 10.6   | 11.8   | 138.7                        |       |       |                            |       |       |

| Trend Lines 2005-2007 MFI Benchmarks (Median Values) |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
|--|---------------|-----------------------------------|------|------|--------------------|--------|--------|--|------|------|---|------|----------|-------------------------------|------|------|-----------------------------------|------|------|
| PEER GROUP   | Units<br>Year | REVENUES                          |      |      |                    |        |        |  |      |      |   |      | EXPENSES |                               |      |      |                                   |      |      |
|  |               | Financial Revenue/<br>Assets<br>% |      |      | Profit Margin<br>% |        |        | Yield on Gross<br>Portfolio (nominal)<br>% |      |      | Yield on Gross<br>Portfolio (real)<br>% |      |          | Total Expense/<br>Assets<br>% |      |      | Financial Expense/<br>Assets<br>% |      |      |
|  |               | 2005                              | 2006 | 2007 | 2005               | 2006   | 2007   | 2005                                       | 2006 | 2007 | 2005                                    | 2006 | 2007     | 2005                          | 2006 | 2007 | 2005                              | 2006 | 2007 |
| <b>All MFIs</b>                                      |               | 25.3                              | 25.3 | 24.7 | 6.3                | 8.9    | 8.3    | 30.6                                       | 30.5 | 29.6 | 23.6                                    | 23.0 | 22.2     | 23.8                          | 23.6 | 22.9 | 6.3                               | 6.4  | 6.7  |
| <b>SIMPLE PEER GROUPS</b>                            |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
| <b>Age</b>   |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
| New  |               | 24.1                              | 19.9 | 23.0 | (0.4)              | 0.7    | 3.8    | 32.1                                       | 29.1 | 39.0 | 22.0                                    | 19.1 | 25.7     | 29.8                          | 28.0 | 31.3 | 6.2                               | 6.7  | 6.9  |
| Young  |               | 27.3                              | 26.3 | 24.0 | 8.0                | 8.5    | 5.6    | 31.6                                       | 31.0 | 30.4 | 25.5                                    | 24.1 | 21.5     | 24.4                          | 24.6 | 24.4 | 6.2                               | 6.7  | 7.2  |
| Mature   |               | 25.3                              | 25.5 | 25.0 | 6.4                | 9.6    | 9.9    | 30.2                                       | 30.5 | 29.1 | 22.6                                    | 22.7 | 22.6     | 22.8                          | 22.5 | 22.2 | 6.4                               | 6.2  | 6.6  |
| <b>Charter Type</b>                                  |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
| Bank   |               | 20.7                              | 21.4 | 19.8 | 9.6                | 9.5    | 8.9    | 27.0                                       | 27.1 | 23.9 | 20.7                                    | 18.6 | 16.0     | 20.3                          | 19.0 | 19.1 | 5.6                               | 6.6  | 6.9  |
| Credit Union   |               | 20.4                              | 17.5 | 17.6 | 5.5                | 2.9    | 4.6    | 22.9                                       | 20.1 | 20.4 | 18.8                                    | 15.7 | 15.1     | 19.6                          | 20.3 | 18.3 | 4.8                               | 5.0  | 5.2  |
| NBFI   |               | 25.8                              | 26.2 | 25.2 | 7.9                | 11.5   | 10.9   | 30.6                                       | 31.0 | 29.4 | 24.8                                    | 23.2 | 22.0     | 24.0                          | 24.0 | 23.2 | 6.6                               | 6.7  | 7.6  |
| NGO  |               | 29.2                              | 28.8 | 29.8 | 4.9                | 7.0    | 6.6    | 34.6                                       | 33.2 | 33.7 | 28.0                                    | 25.4 | 26.2     | 27.8                          | 26.9 | 27.2 | 6.3                               | 6.6  | 6.8  |
| Rural Bank   |               | 19.4                              | 18.7 | 17.7 | 5.2                | 9.4    | 10.3   | 26.5                                       | 27.6 | 27.7 | 16.3                                    | 18.0 | 23.2     | 19.2                          | 19.4 | 17.1 | 6.9                               | 6.0  | 5.2  |
| <b>Financial Intermediation</b>                      |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
| Non FI   |               | 28.3                              | 28.7 | 27.7 | 5.6                | 8.4    | 7.5    | 33.5                                       | 32.4 | 32.1 | 26.6                                    | 25.2 | 24.7     | 27.2                          | 26.7 | 26.3 | 6.6                               | 6.7  | 7.5  |
| Low FI   |               | 21.3                              | 22.3 | 22.7 | (2.6)              | 7.4    | 8.3    | 27.4                                       | 28.7 | 28.1 | 19.3                                    | 18.9 | 17.0     | 23.9                          | 22.5 | 22.9 | 6.2                               | 6.7  | 6.9  |
| High FI  |               | 21.6                              | 21.2 | 20.1 | 7.3                | 9.7    | 9.7    | 26.6                                       | 26.4 | 25.4 | 18.8                                    | 19.3 | 18.4     | 20.0                          | 19.3 | 18.4 | 6.0                               | 5.8  | 5.8  |
| <b>Methodology</b>                                   |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
| Individual   |               | 23.9                              | 23.7 | 23.4 | 8.7                | 9.9    | 10.0   | 28.4                                       | 29.0 | 26.9 | 21.3                                    | 21.2 | 19.8     | 21.9                          | 21.3 | 20.5 | 6.8                               | 6.8  | 6.9  |
| Individual/ Solidarity                               |               | 25.8                              | 26.2 | 25.5 | 4.7                | 7.4    | 7.5    | 31.9                                       | 31.3 | 30.9 | 24.8                                    | 24.2 | 22.7     | 24.6                          | 24.3 | 23.9 | 5.9                               | 6.0  | 6.6  |
| Solidarity   |               | 26.5                              | 25.3 | 23.0 | 0.3                | 9.4    | 2.8    | 34.2                                       | 28.8 | 34.4 | 25.8                                    | 21.4 | 21.5     | 25.4                          | 24.0 | 28.7 | 7.0                               | 6.8  | 6.7  |
| Village Banking                                      |               | 29.4                              | 32.6 | 31.8 | 2.4                | 5.2    | 5.1    | 40.5                                       | 36.7 | 33.2 | 30.2                                    | 28.3 | 27.2     | 32.0                          | 34.1 | 28.4 | 6.0                               | 6.8  | 7.2  |
| <b>Outreach</b>                                      |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
| Small (Outreach)                                     |               | 25.3                              | 25.6 | 24.6 | 3.8                | 6.2    | 6.0    | 30.6                                       | 30.7 | 29.7 | 23.3                                    | 23.8 | 22.2     | 25.4                          | 25.9 | 24.1 | 6.5                               | 6.7  | 6.4  |
| Medium (Outreach)                                    |               | 27.4                              | 27.9 | 27.9 | 3.4                | 8.6    | 6.8    | 32.7                                       | 32.2 | 33.4 | 24.8                                    | 25.6 | 26.0     | 25.6                          | 25.1 | 27.0 | 6.7                               | 6.6  | 6.6  |
| Large (Outreach)                                     |               | 22.9                              | 22.7 | 22.8 | 11.1               | 11.0   | 10.5   | 28.8                                       | 28.3 | 26.8 | 22.0                                    | 20.6 | 18.3     | 20.0                          | 20.1 | 20.8 | 6.0                               | 6.0  | 7.2  |
| <b>Profit Status</b>                                 |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
| Profit   |               | 22.6                              | 22.5 | 22.5 | 5.3                | 8.9    | 9.4    | 28.4                                       | 29.4 | 28.1 | 19.4                                    | 19.9 | 19.6     | 21.9                          | 21.6 | 21.1 | 6.7                               | 6.3  | 7.0  |
| Not for Profit                                       |               | 27.4                              | 26.4 | 26.2 | 6.3                | 9.1    | 7.6    | 31.9                                       | 30.8 | 30.4 | 25.5                                    | 24.2 | 23.5     | 25.4                          | 24.6 | 24.7 | 6.1                               | 6.5  | 6.7  |
| <b>Region</b>  |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
| Africa   |               | 21.4                              | 22.2 | 22.2 | (3.9)              | (2.0)  | (0.7)  | 35.0                                       | 31.4 | 30.2 | 22.6                                    | 22.2 | 21.5     | 25.1                          | 23.4 | 25.4 | 6.1                               | 5.7  | 5.3  |
| Asia   |               | 21.5                              | 21.5 | 21.6 | 5.2                | 7.4    | 7.1    | 26.6                                       | 27.6 | 27.0 | 18.3                                    | 19.5 | 18.5     | 21.1                          | 20.4 | 21.0 | 6.2                               | 6.3  | 6.9  |
| ECA  |               | 25.4                              | 25.3 | 25.6 | 8.9                | 11.7   | 10.0   | 29.5                                       | 29.8 | 28.3 | 23.1                                    | 21.9 | 19.6     | 23.7                          | 23.7 | 22.3 | 6.3                               | 6.9  | 8.0  |
| LAC  |               | 29.1                              | 28.9 | 27.6 | 7.8                | 10.3   | 10.8   | 32.7                                       | 31.8 | 31.0 | 26.3                                    | 25.2 | 25.1     | 26.6                          | 25.4 | 25.1 | 6.8                               | 6.8  | 7.1  |
| MENA   |               | 23.5                              | 23.4 | 24.8 | 8.9                | 9.6    | 8.1    | 31.9                                       | 33.2 | 32.9 | 25.5                                    | 23.3 | 25.5     | 19.8                          | 21.5 | 20.3 | 3.3                               | 5.2  | 5.2  |
| <b>Scale</b>   |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
| Small (Scale)  |               | 29.1                              | 29.3 | 26.6 | 2.3                | (0.3)  | 4.0    | 37.3                                       | 38.3 | 34.6 | 28.0                                    | 28.2 | 27.6     | 30.4                          | 31.2 | 29.1 | 6.7                               | 6.4  | 6.6  |
| Medium (Scale)                                       |               | 25.6                              | 27.2 | 28.4 | 2.7                | 5.5    | 5.2    | 32.7                                       | 31.9 | 33.4 | 25.1                                    | 24.2 | 24.6     | 25.4                          | 25.6 | 26.9 | 6.5                               | 6.7  | 6.7  |
| Large (Scale)  |               | 22.8                              | 22.4 | 23.4 | 11.4               | 11.9   | 10.8   | 26.8                                       | 27.8 | 27.0 | 20.6                                    | 20.5 | 19.1     | 20.0                          | 20.1 | 20.5 | 5.8                               | 6.0  | 6.9  |
| <b>Sustainability</b>                                |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
| FSS  |               | 26.8                              | 26.6 | 26.0 | 14.6               | 14.6   | 14.0   | 31.6                                       | 30.9 | 29.9 | 24.9                                    | 23.9 | 23.1     | 22.0                          | 21.5 | 21.4 | 6.0                               | 6.3  | 6.7  |
| Non-FSS  |               | 21.6                              | 22.1 | 22.3 | (19.2)             | (15.0) | (16.4) | 29.2                                       | 28.9 | 28.4 | 19.2                                    | 19.4 | 20.1     | 29.4                          | 28.0 | 26.9 | 6.8                               | 6.7  | 6.9  |
| <b>Target Market</b>                                 |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
| Low end  |               | 28.8                              | 27.7 | 29.3 | 2.5                | 4.9    | 4.5    | 37.3                                       | 35.4 | 33.8 | 29.9                                    | 27.6 | 26.9     | 28.0                          | 27.3 | 28.0 | 6.1                               | 6.3  | 7.2  |
| Broad  |               | 24.9                              | 25.4 | 25.2 | 8.3                | 9.8    | 9.7    | 29.6                                       | 30.0 | 29.1 | 22.6                                    | 22.5 | 22.0     | 22.6                          | 23.0 | 22.1 | 6.6                               | 6.5  | 6.7  |
| High end   |               | 20.2                              | 20.9 | 18.0 | 7.1                | 14.2   | 8.9    | 23.9                                       | 23.4 | 21.1 | 15.9                                    | 18.2 | 14.4     | 20.5                          | 18.6 | 16.1 | 5.1                               | 5.0  | 6.0  |
| Small Business                                       |               | 19.1                              | 19.6 | 19.2 | 1.5                | 10.1   | 10.8   | 22.5                                       | 25.2 | 23.4 | 15.1                                    | 17.7 | 16.3     | 19.1                          | 18.1 | 17.9 | 5.7                               | 6.8  | 4.9  |
| <b>COMPOUND PEER GROUPS</b>                          |               |                                   |      |      |                    |        |        |  |      |      |   |      |          |                               |      |      |                                   |      |      |
| Africa Small   |               | 20.4                              | 27.0 | 21.0 | (37.5)             | (11.7) | (16.5) | 35.0                                       | 39.9 | 33.9 | 17.9                                    | 26.2 | 22.8     | 26.4                          | 33.1 | 28.7 | 6.8                               | 6.4  | 6.2  |
| Africa Medium  |               | 30.2                              | 23.5 | 24.4 | (3.6)              | (5.5)  | (10.5) | 57.4                                       | 31.4 | 38.0 | 37.0                                    | 22.2 | 25.3     | 34.3                          | 30.2 | 30.5 | 7.4                               | 7.9  | 7.0  |
| Africa Large   |               | 19.5                              | 19.5 | 21.0 | 4.9                | 6.9    | 7.9    | 22.7                                       | 26.5 | 24.8 | 16.4                                    | 19.5 | 21.4     | 19.9                          | 20.1 | 20.1 | 4.8                               | 4.1  | 5.1  |
| Africa FSS   |               | 22.9                              | 22.2 | 24.0 | 9.4                | 17.7   | 12.8   | 41.2                                       | 29.4 | 40.9 | 30.8                                    | 21.3 | 28.2     | 20.3                          | 19.8 | 19.9 | 5.4                               | 4.7  | 4.7  |
| Africa Non FSS                                       |               | 20.9                              | 22.1 | 21.1 | (27.1)             | (14.2) | (23.5) | 26.3                                       | 31.5 | 26.1 | 17.9                                    | 22.4 | 18.4     | 26.1                          | 33.1 | 26.8 | 6.2                               | 6.8  | 6.0  |
| Asia Small   |               | 21.0                              | 24.4 | 21.7 | 8.7                | 8.1    | 5.5    | 30.5                                       | 29.7 | 31.4 | 18.1                                    | 19.5 | 23.1     | 23.0                          | 31.2 | 26.9 | 6.3                               | 6.7  | 5.9  |
| Asia Medium  |               | 22.4                              | 22.0 | 21.6 | 1.2                | 4.4    | 3.1    | 28.6                                       | 28.3 | 26.8 | 20.0                                    | 21.2 | 20.6     | 21.4                          | 20.2 | 21.0 | 6.0                               | 6.0  | 6.2  |
| Asia Large   |               | 21.7                              | 20.7 | 21.5 | 13.2               | 8.2    | 7.6    | 24.7                                       | 26.3 | 26.4 | 17.1                                    | 19.5 | 17.4     | 19.3                          | 19.6 | 20.8 | 6.6                               | 6.4  | 7.4  |
| Asia FSS   |               | 22.2                              | 23.2 | 23.0 | 15.9               | 12.4   | 12.3   | 27.4                                       | 28.4 | 27.9 | 18.6                                    | 20.7 | 19.9     | 18.7                          | 20.0 | 19.9 | 6.2                               | 6.2  | 6.9  |
| Asia Non FSS   |               | 19.7                              | 17.1 | 17.6 | (21.4)             | (27.2) | (18.3) | 26.3                                       | 23.9 | 26.7 | 17.6                                    | 15.0 | 16.9     | 29.2                          | 22.6 | 23.8 | 6.3                               | 6.6  | 6.9  |
| ECA Small  |               | 35.1                              | 34.8 | 28.4 | 8.0                | 14.5   | 10.6   | 40.6                                       | 41.8 | 41.3 | 30.5                                    | 32.1 | 29.6     | 33.9                          | 28.0 | 26.0 | 8.2                               | 6.7  | 9.4  |
| ECA Medium   |               | 27.4                              | 28.5 | 28.2 | 5.5                | 4.8    | 3.0    | 34.0                                       | 30.8 | 31.4 | 27.1                                    | 23.6 | 22.3     | 26.9                          | 29.6 | 26.9 | 7.1                               | 8.9  | 8.6  |
| ECA Large  |               | 20.2                              | 22.0 | 23.7 | 13.7               | 15.8   | 12.3   | 24.9                                       | 27.3 | 26.0 | 18.5                                    | 18.0 | 17.9     | 18.2                          | 19.2 | 19.5 | 5.1                               | 6.6  | 7.5  |
| ECA FSS  |               | 25.5                              | 26.1 | 25.6 | 14.6               | 17.5   | 16.6   | 30.6                                       | 30.6 | 27.9 | 24.6                                    | 23.6 | 19.1     | 21.6                          | 21.3 | 20.1 | 5.1                               | 6.7  | 7.7  |
| ECA Non FSS  |               | 24.1                              | 23.0 | 25.6 | (14.5)             | (13.8) | (11.3) | 28.5                                       | 27.8 | 29.1 | 19.5                                    | 18.1 | 22.6     | 33.3                          | 28.6 | 27.4 | 9.3                               | 8.3  | 8.4  |
| LAC Small  |               | 34.0                              | 30.0 | 30.9 | 3.8                | 0.1    | 5.7    | 40.3                                       | 33.3 | 33.3 | 32.9                                    | 28.0 | 29.6     | 33.0                          | 33.1 | 30.4 | 6.5                               | 6.3  | 6.7  |
| LAC Medium   |               | 29.8                              | 33.3 | 33.3 | 7.0                | 10.1   | 7.0    | 33.2                                       | 36.5 | 35.6 | 24.6                                    | 30.0 | 29.2     | 25.7                          | 28.7 | 28.9 | 7.3                               | 6.8  | 7.3  |
| LAC Large  |               | 26.7                              | 26.3 | 24.4 | 11.1               | 13.6   | 12.6   | 29.6                                       | 29.2 | 27.6 | 23.7                                    | 22.3 | 20.4     | 21.8                          | 21.2 | 21.4 | 6.6                               | 7.3  | 7.2  |
| LAC FSS  |               | 29.6                              | 29.3 | 28.4 | 14.5               | 14.4   | 13.6   | 33.0                                       | 31.7 | 31.0 | 27.3                                    | 25.8 | 25.5     | 24.2                          | 24.3 | 23.6 | 6.8                               | 7.2  | 7.4  |
| LAC Non FSS  |               | 27.6                              | 25.6 | 26.5 | (13.8)             | (11.8) | (9.0)  | 32.1                                       | 32.1 | 32.1 | 22.6                                    | 24.1 | 24.6     | 31.3                          | 33.5 | 31.4 | 7.5                               | 6.0  | 6.6  |
| MENA Small   |               | 26.9                              | 33.7 | n/a  | (11.0)             | (1.1)  | n/a    | 36.7                                       | 38.9 | n/a  | 31.4                                    | 24.7 | n/a      | 27.6                          | 34.5 | n/a  | 7.3                               | 6.5  | n/a  |
| MENA Medium  |               | 19.7                              | 20.4 | 24.8 | 8.3                | (10.2) | 5.0    | 30.2                                       | 30.0 | 34.7 | 24.1                                    | 24.2 | 27.8     | 17.7                          | 21.8 | 21.7 | 2.5                               | 5.6  | 3.8  |
| MENA Large   |               | 25.0                              | 23.6 | 21.1 | 21.9               | 18.0   | 18.5   | 30.5                                       | 29.4 | 29.4 | 25.5                                    | 22.3 | 24.0     | 19.4                          | 19.6 | 18.3 | 3.3                               | 4.5  | 5.5  |
| MENA FSS   |               | 26.2                              | 28.2 | 25.9 | 21.5               | 16.9   | 19.4   | 33.3                                       | 33.5 | 32.2 | 32.2                                    | 26.3 | 26.5     | 19.8                          | 20.7 | 20.0 | 2.8                               | 4.5  | 5.1  |
| MENA Non FSS   |               | 14.0                              | 15.8 | 17.0 | (31.0)             | (19.6) | (14.8) | 30.0                                       | 32.1 | 33.5 | 23.0                                    | 19.7 | 25.0     | 21.8                          | 23.2 | 20.3 | 7.0                               | 6.6  | 8.4  |

For definitions of Peer Group criteria, refer to pages 27 to 28; For details on indicator definitions, refer to pages 43-44.

All values, except "number of MFIs," are medians. Statistics are not published for peer groups containing fewer than three observations. These results are marked with "n/a."

## Trend Lines 2005 – 2007 MFI Benchmarks (Median Values)

| PEER GROUP                      | Units<br>Year | Provision for Loan<br>Impairment/Assets<br>% |      |      | Operating<br>Expense/Assets<br>% |      |      | EXPENSES<br>Personnel<br>Expense/Assets<br>% |      |      | Administrative<br>Expense/Assets<br>% |      |      | Adjustment<br>Expense/Assets<br>% |      |      |
|---------------------------------|---------------|--|------|------|----------------------------------|------|------|--|------|------|---------------------------------------|------|------|-----------------------------------|------|------|
|                                 |               | 2005   | 2006 | 2007 | 2005                             | 2006 | 2007 | 2005   | 2006 | 2007 | 2005                                  | 2006 | 2007 | 2005                              | 2006 | 2007 |
|                                 |               | 1.5  | 1.4  | 1.3  | 15.1                             | 14.5 | 13.4 | 8.2  | 7.8  | 7.4  | 6.8                                   | 6.5  | 6.0  | 1.7                               | 1.5  | 1.3  |
| <b>ALL MFIs</b>                 |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| <b>SIMPLE PEER GROUPS</b>       |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| <b>Age</b>                      |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| New                             |               | 1.1  | 1.1  | 0.9  | 19.5                             | 18.9 | 20.6 | 10.0   | 9.7  | 10.9 | 8.9                                   | 7.9  | 9.0  | 1.8                               | 2.2  | 2.2  |
| Young                           |               | 1.4  | 1.7  | 1.1  | 15.5                             | 16.2 | 14.9 | 9.3  | 8.3  | 8.3  | 6.8                                   | 7.0  | 6.5  | 1.6                               | 1.6  | 1.5  |
| Mature                          |               | 1.6  | 1.4  | 1.4  | 13.6                             | 13.6 | 12.8 | 7.3  | 7.5  | 7.0  | 6.5                                   | 6.3  | 5.8  | 1.7                               | 1.4  | 1.2  |
| <b>Charter Type</b>             |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| Bank                            |               | 1.4  | 1.5  | 1.3  | 11.5                             | 11.1 | 9.7  | 5.1  | 5.4  | 5.1  | 5.7                                   | 5.7  | 5.1  | 1.2                               | 0.9  | 0.8  |
| Credit Union                    |               | 2.0  | 1.5  | 1.6  | 9.5                              | 10.3 | 10.9 | 4.7  | 4.5  | 4.6  | 4.7                                   | 5.5  | 6.0  | 0.5                               | 0.5  | 0.7  |
| NBFI                            |               | 1.5  | 1.5  | 1.2  | 15.2                             | 15.0 | 13.4 | 8.2  | 8.5  | 7.5  | 6.5                                   | 6.6  | 6.0  | 1.7                               | 1.6  | 1.4  |
| NGO                             |               | 1.4  | 1.5  | 1.5  | 19.7                             | 18.2 | 17.9 | 10.9   | 10.5 | 10.4 | 8.0                                   | 7.8  | 7.5  | 2.0                               | 1.7  | 1.5  |
| Rural Bank                      |               | 1.5  | 1.1  | 1.0  | 10.6                             | 10.4 | 9.1  | 4.9  | 4.8  | 4.4  | 4.8                                   | 4.9  | 4.5  | 2.7                               | 1.9  | 1.6  |
| <b>Financial Intermediation</b> |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| Non FI                          |               | 1.5  | 1.5  | 1.3  | 18.2                             | 17.0 | 16.6 | 10.4   | 9.9  | 9.1  | 7.6                                   | 7.3  | 6.7  | 1.9                               | 1.8  | 1.5  |
| Low FI                          |               | 1.1  | 1.2  | 1.3  | 15.4                             | 14.2 | 11.9 | 8.0  | 7.5  | 7.6  | 7.2                                   | 6.5  | 5.5  | 3.0                               | 2.6  | 2.2  |
| High FI                         |               | 1.7  | 1.4  | 1.3  | 11.4                             | 10.9 | 10.3 | 5.1  | 4.9  | 4.8  | 5.7                                   | 5.8  | 5.5  | 1.2                               | 0.8  | 0.8  |
| <b>Methodology</b>              |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| Individual                      |               | 1.7  | 1.5  | 1.4  | 12.1                             | 11.9 | 11.1 | 6.1  | 5.8  | 5.6  | 5.8                                   | 5.7  | 5.5  | 1.4                               | 1.1  | 1.0  |
| Individual/Solidarity           |               | 1.5  | 1.5  | 1.3  | 16.4                             | 15.8 | 14.7 | 9.2  | 9.0  | 8.2  | 7.2                                   | 7.0  | 6.2  | 2.1                               | 2.0  | 1.6  |
| Solidarity                      |               | 0.9  | 0.9  | 0.9  | 19.1                             | 15.0 | 17.4 | 9.8  | 8.1  | 10.1 | 6.9                                   | 6.2  | 7.6  | 1.9                               | 1.7  | 1.2  |
| Village Banking                 |               | 1.4  | 1.1  | 1.3  | 23.7                             | 25.1 | 19.1 | 13.5   | 12.7 | 11.0 | 10.2                                  | 9.6  | 8.1  | 1.7                               | 1.6  | 1.1  |
| <b>Outreach</b>                 |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| Small (Outreach)                |               | 1.4  | 1.4  | 1.1  | 16.6                             | 16.5 | 14.4 | 9.6  | 8.9  | 7.9  | 7.3                                   | 7.3  | 6.4  | 2.4                               | 2.2  | 1.8  |
| Medium (Outreach)               |               | 1.7  | 1.7  | 1.6  | 16.0                             | 16.1 | 16.6 | 8.5  | 9.2  | 8.9  | 7.3                                   | 7.5  | 7.1  | 1.7                               | 1.8  | 1.4  |
| Large (Outreach)                |               | 1.4  | 1.4  | 1.3  | 12.1                             | 11.5 | 11.2 | 5.9  | 6.0  | 5.8  | 5.4                                   | 5.4  | 5.0  | 1.2                               | 0.9  | 0.8  |
| <b>Profit Status</b>            |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| Profit                          |               | 1.5  | 1.4  | 1.2  | 12.6                             | 13.3 | 11.7 | 6.0  | 6.5  | 5.9  | 6.4                                   | 6.6  | 5.7  | 1.5                               | 1.2  | 1.1  |
| Not for Profit                  |               | 1.5  | 1.4  | 1.4  | 16.6                             | 15.5 | 14.7 | 9.8  | 8.8  | 8.4  | 7.0                                   | 6.5  | 6.2  | 1.8                               | 1.7  | 1.4  |
| <b>Region</b>                   |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| Africa                          |               | 1.7  | 1.4  | 1.5  | 15.9                             | 15.3 | 15.8 | 8.5  | 8.1  | 8.2  | 8.1                                   | 8.0  | 8.1  | 2.8                               | 2.3  | 2.2  |
| Asia                            |               | 1.5  | 1.2  | 1.0  | 12.2                             | 11.6 | 11.3 | 5.9  | 6.0  | 5.9  | 5.7                                   | 5.1  | 4.9  | 1.7                               | 1.6  | 1.5  |
| ECA                             |               | 1.1  | 1.3  | 1.0  | 15.6                             | 14.6 | 13.2 | 8.2  | 8.3  | 7.1  | 6.1                                   | 6.3  | 5.6  | 1.7                               | 1.9  | 1.7  |
| LAC                             |               | 1.8  | 1.7  | 1.6  | 16.1                             | 15.8 | 14.4 | 9.2  | 8.8  | 7.9  | 6.9                                   | 6.9  | 6.3  | 1.3                               | 1.1  | 0.8  |
| MENA                            |               | 0.7  | 0.9  | 0.5  | 15.5                             | 15.2 | 15.0 | 9.8  | 10.3 | 9.9  | 6.2                                   | 4.8  | 4.6  | 1.7                               | 3.5  | 2.5  |
| <b>Scale</b>                    |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| Small (Scale)                   |               | 1.4  | 1.3  | 1.4  | 20.1                             | 20.8 | 20.5 | 11.8   | 11.9 | 11.0 | 8.7                                   | 9.0  | 8.0  | 2.7                               | 2.7  | 2.5  |
| Medium (Scale)                  |               | 1.5  | 1.6  | 1.4  | 15.7                             | 16.6 | 17.2 | 8.8  | 9.1  | 9.3  | 7.4                                   | 7.3  | 7.0  | 1.8                               | 2.1  | 1.6  |
| Large (Scale)                   |               | 1.6  | 1.4  | 1.3  | 11.9                             | 11.4 | 11.3 | 5.8  | 5.8  | 5.7  | 5.4                                   | 5.3  | 5.3  | 1.1                               | 1.0  | 0.9  |
| <b>Sustainability</b>           |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| FSS                             |               | 1.2  | 1.3  | 1.1  | 14.0                             | 13.6 | 12.3 | 7.8  | 7.5  | 6.8  | 6.1                                   | 6.0  | 5.5  | 1.0                               | 1.1  | 0.9  |
| Non-FSS                         |               | 2.2  | 2.4  | 2.2  | 18.0                             | 16.8 | 16.7 | 9.8  | 9.1  | 8.6  | 8.2                                   | 8.0  | 7.6  | 3.9                               | 4.0  | 3.4  |
| <b>Target Market</b>            |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| Low end                         |               | 1.4  | 1.3  | 1.3  | 20.2                             | 19.4 | 19.6 | 11.8   | 11.3 | 11.4 | 8.0                                   | 7.9  | 7.5  | 1.7                               | 1.8  | 1.5  |
| Broad                           |               | 1.6  | 1.6  | 1.4  | 13.7                             | 13.7 | 12.9 | 7.3  | 7.5  | 6.9  | 6.4                                   | 6.4  | 5.9  | 1.9                               | 1.4  | 1.2  |
| High end                        |               | 1.6  | 1.5  | 0.9  | 10.4                             | 10.7 | 9.7  | 5.6  | 5.4  | 4.5  | 5.3                                   | 4.9  | 5.0  | 1.1                               | 0.8  | 1.1  |
| Small Business                  |               | 1.2  | 1.3  | 1.0  | 9.8                              | 9.0  | 9.8  | 4.4  | 4.5  | 4.7  | 5.1                                   | 4.7  | 4.5  | 1.8                               | 0.9  | 0.8  |
| <b>COMPOUND PEER GROUPS</b>     |               |  |      |      |                                  |      |      |  |      |      |                                       |      |      |                                   |      |      |
| Africa Small                    |               | 0.9  | 1.0  | 1.3  | 18.2                             | 24.5 | 16.7 | 9.3  | 13.7 | 9.5  | 8.5                                   | 10.1 | 7.7  | 4.6                               | 2.6  | 4.3  |
| Africa Medium                   |               | 1.7  | 1.3  | 1.6  | 24.8                             | 20.1 | 19.8 | 13.0   | 9.1  | 11.3 | 10.0                                  | 9.4  | 8.7  | 2.8                               | 3.9  | 3.7  |
| Africa Large                    |               | 2.5  | 2.4  | 1.6  | 12.1                             | 13.5 | 14.4 | 5.3  | 5.6  | 5.3  | 6.6                                   | 7.4  | 8.2  | 1.9                               | 1.5  | 1.8  |
| Africa FSS                      |               | 0.8  | 1.1  | 1.3  | 15.5                             | 13.5 | 15.9 | 8.9  | 6.1  | 8.4  | 7.4                                   | 7.6  | 7.5  | 1.7                               | 1.2  | 1.1  |
| Africa Non FSS                  |               | 3.1  | 1.6  | 1.9  | 16.4                             | 19.6 | 15.8 | 7.3  | 11.2 | 7.5  | 8.3                                   | 9.4  | 8.5  | 3.2                               | 4.5  | 3.9  |
| Asia Small                      |               | 1.4  | 1.4  | 2.3  | 12.8                             | 16.9 | 16.2 | 7.2  | 8.0  | 7.7  | 7.2                                   | 8.7  | 8.4  | 2.1                               | 3.7  | 1.9  |
| Asia Medium                     |               | 1.7  | 1.5  | 1.4  | 12.6                             | 11.9 | 11.2 | 5.7  | 5.5  | 5.1  | 7.1                                   | 5.7  | 5.1  | 1.8                               | 1.6  | 1.2  |
| Asia Large                      |               | 1.1  | 1.0  | 0.9  | 11.3                             | 10.8 | 11.3 | 5.7  | 5.6  | 5.9  | 4.5                                   | 4.6  | 4.8  | 1.3                               | 1.1  | 1.2  |
| Asia FSS                        |               | 0.9  | 0.9  | 0.7  | 10.8                             | 11.4 | 11.3 | 5.3  | 5.8  | 5.8  | 3.7                                   | 5.0  | 4.6  | 0.9                               | 1.2  | 0.9  |
| Asia Non FSS                    |               | 3.1  | 3.5  | 3.3  | 15.9                             | 11.9 | 11.3 | 7.8  | 6.2  | 5.9  | 7.5                                   | 5.7  | 5.9  | 4.0                               | 4.1  | 3.3  |
| ECA Small                       |               | 1.1  | 1.6  | 1.0  | 19.7                             | 19.6 | 16.7 | 12.4   | 11.1 | 10.9 | 8.9                                   | 7.9  | 8.0  | 3.5                               | 3.2  | 3.6  |
| ECA Medium                      |               | 0.8  | 1.3  | 1.2  | 17.3                             | 16.8 | 17.0 | 10.1   | 9.6  | 9.1  | 7.8                                   | 7.3  | 6.5  | 2.4                               | 4.3  | 2.9  |
| ECA Large                       |               | 1.2  | 1.2  | 0.9  | 10.1                             | 9.8  | 10.4 | 5.0  | 5.0  | 5.6  | 4.9                                   | 4.7  | 4.8  | 1.1                               | 1.3  | 1.0  |
| ECA FSS                         |               | 1.1  | 1.1  | 0.8  | 12.7                             | 13.0 | 11.7 | 7.7  | 7.0  | 6.7  | 5.4                                   | 5.2  | 4.9  | 1.2                               | 1.4  | 1.1  |
| ECA Non FSS                     |               | 1.7  | 1.6  | 1.4  | 18.0                             | 18.1 | 17.4 | 10.4   | 9.5  | 8.8  | 8.2                                   | 7.3  | 8.2  | 5.9                               | 3.6  | 3.3  |
| LAC Small                       |               | 1.7  | 1.5  | 1.5  | 22.8                             | 21.9 | 23.6 | 13.0   | 11.9 | 13.5 | 9.6                                   | 9.6  | 7.9  | 2.5                               | 2.7  | 1.7  |
| LAC Medium                      |               | 1.6  | 2.0  | 1.7  | 16.5                             | 20.3 | 19.1 | 9.3  | 10.5 | 10.7 | 7.3                                   | 8.8  | 8.7  | 1.5                               | 1.3  | 1.2  |
| LAC Large                       |               | 1.9  | 1.7  | 1.6  | 12.2                             | 12.1 | 11.2 | 5.9  | 5.9  | 5.7  | 5.9                                   | 6.0  | 5.3  | 0.8                               | 0.4  | 0.3  |
| LAC FSS                         |               | 1.7  | 1.6  | 1.6  | 15.1                             | 14.7 | 13.7 | 8.3  | 8.2  | 7.5  | 6.6                                   | 6.4  | 6.0  | 0.9                               | 0.8  | 0.6  |
| LAC Non FSS                     |               | 2.5  | 3.0  | 3.3  | 20.0                             | 22.1 | 20.2 | 11.7   | 11.9 | 11.0 | 8.6                                   | 9.9  | 10.5 | 3.5                               | 3.9  | 2.0  |
| MENA Small                      |               | 0.8  | 0.4  | n/a  | 22.0                             | 25.3 | n/a  | 11.9   | 14.3 | n/a  | 9.1                                   | 9.9  | n/a  | 3.4                               | 5.8  | n/a  |
| MENA Medium                     |               | 0.9  | 0.9  | 0.5  | 14.9                             | 14.5 | 17.8 | 9.7  | 8.9  | 12.4 | 5.2                                   | 4.5  | 5.6  | 1.6                               | 4.0  | 3.0  |
| MENA Large                      |               | 0.6  | 1.0  | 0.6  | 15.0                             | 13.6 | 10.8 | 8.6  | 9.0  | 7.1  | 6.4                                   | 4.6  | 3.8  | 0.8                               | 2.7  | 1.9  |
| MENA FSS                        |               | 0.7  | 0.7  | 0.7  | 15.5                             | 15.8 | 15.0 | 9.9  | 10.7 | 9.9  | 6.4                                   | 5.4  | 4.6  | 0.9                               | 2.4  | 1.6  |
| MENA Non FSS                    |               | 0.7  | 1.6  | 0.4  | 15.0                             | 13.6 | 16.3 | 8.5  | 8.5  | 11.4 | 5.0                                   | 4.2  | 4.3  | 3.1                               | 5.4  | 3.8  |

For definitions of Peer Group criteria, refer to pages 27 to 28; For details on indicator definitions, refer to pages 43-44.

All values, except "number of MFIs," are medians. Statistics are not published for peer groups containing fewer than three observations. These results are marked with "n/a."

| Trend Lines 2005 – 2007 MFI Benchmarks (Median Values) |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
|--|---------------|---|-------------|-------------|---|-------------|------------|--|------------|------------|--------------------------|------------|------------|----------------------|------------|------------|---|------------|------------|
| PEER GROUP   | Units<br>Year | EFFICIENCY                                |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
|  |               | Operating Expense/<br>Loan Portfolio<br>% |             |             | Personnel Expense/<br>Loan Portfolio<br>% |             |            | Average Salary/<br>GNI per Capita<br>x |            |            | Cost per Borrower<br>USD |            |            | Cost per Loan<br>USD |            |            | Cost per Borrower/<br>GNI per Capita<br>% |            |            |
|  |               | 2005                                      | 2006        | 2007        | 2005                                      | 2006        | 2007       | 2005                                   | 2006       | 2007       | 2005                     | 2006       | 2007       | 2005                 | 2006       | 2007       | 2005                                      | 2006       | 2007       |
| <b>All MFIs</b>  |               | <b>20.6</b>                               | <b>18.7</b> | <b>18.1</b> | <b>11.2</b>                               | <b>10.2</b> | <b>9.4</b> | <b>4.3</b>                             | <b>4.2</b> | <b>3.9</b> | <b>108</b>               | <b>111</b> | <b>126</b> | <b>106</b>           | <b>110</b> | <b>122</b> | <b>6.4</b>                                | <b>6.6</b> | <b>6.4</b> |
| <b>SIMPLE PEER GROUPS</b>                              |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
| <b>Age</b>   |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
| New  |               | 31.9                                      | 27.8        | 32.7        | 16.5                                      | 15.5        | 20.4       | 4.6                                    | 5.3        | 4.6        | 131                      | 110        | 120        | 131                  | 110        | 120        | 12.7                                      | 19.8       | 17.9       |
| Young  |               | 20.7                                      | 20.6        | 19.8        | 11.8                                      | 10.4        | 10.4       | 4.5                                    | 4.3        | 4.2        | 120                      | 116        | 141        | 118                  | 117        | 139        | 6.5                                       | 7.4        | 7.1        |
| Mature   |               | 18.4                                      | 17.9        | 16.9        | 9.7                                       | 9.9         | 9.2        | 3.8                                    | 4.1        | 3.8        | 103                      | 111        | 124        | 99                   | 105        | 120        | 5.6                                       | 5.8        | 5.8        |
| <b>Charter Type</b>                                    |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
| Bank   |               | 17.5                                      | 16.8        | 14.1        | 7.5                                       | 7.5         | 7.5        | 5.6                                    | 5.0        | 5.0        | 264                      | 282        | 274        | 280                  | 261        | 236        | 17.3                                      | 17.0       | 14.4       |
| Credit Union   |               | 12.9                                      | 14.0        | 14.1        | 5.7                                       | 5.8         | 5.8        | 3.4                                    | 3.8        | 3.7        | 162                      | 199        | 231        | 158                  | 171        | 199        | 6.5                                       | 7.5        | 7.5        |
| NBFI   |               | 19.5                                      | 18.4        | 16.6        | 10.3                                      | 10.4        | 9.3        | 5.5                                    | 5.5        | 5.2        | 143                      | 137        | 147        | 129                  | 127        | 138        | 8.0                                       | 8.8        | 7.6        |
| NGO  |               | 25.4                                      | 24.0        | 22.5        | 14.8                                      | 13.2        | 13.0       | 3.0                                    | 3.3        | 3.2        | 80                       | 78         | 87         | 79                   | 78         | 88         | 4.3                                       | 4.4        | 3.9        |
| Rural Bank   |               | 16.3                                      | 16.9        | 16.6        | 7.5                                       | 9.1         | 8.5        | 3.1                                    | 2.9        | 2.8        | 62                       | 76         | 98         | 63                   | 75         | 98         | 5.2                                       | 6.3        | 5.9        |
| <b>Financial Intermediation</b>                        |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
| Non FI   |               | 23.4                                      | 21.6        | 20.6        | 13.7                                      | 12.7        | 11.8       | 4.0                                    | 4.0        | 3.6        | 96                       | 102        | 114        | 96                   | 101        | 113        | 5.6                                       | 5.8        | 5.0        |
| Low FI   |               | 21.5                                      | 17.8        | 15.0        | 11.4                                      | 10.3        | 9.7        | 5.6                                    | 6.4        | 6.6        | 30                       | 37         | 41         | 30                   | 29         | 38         | 6.0                                       | 7.5        | 6.6        |
| High FI  |               | 15.3                                      | 15.9        | 15.2        | 7.2                                       | 7.1         | 6.9        | 4.3                                    | 4.2        | 4.2        | 159                      | 170        | 191        | 146                  | 155        | 173        | 8.4                                       | 9.6        | 8.9        |
| <b>Methodology</b>                                     |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
| Individual   |               | 15.5                                      | 15.0        | 13.9        | 7.5                                       | 7.5         | 6.9        | 4.3                                    | 4.1        | 3.9        | 157                      | 190        | 208        | 147                  | 172        | 187        | 7.7                                       | 7.6        | 7.8        |
| Individual/ Solidarity                                 |               | 23.4                                      | 21.2        | 19.7        | 13.2                                      | 11.7        | 10.3       | 4.6                                    | 4.9        | 4.3        | 104                      | 105        | 112        | 103                  | 103        | 110        | 6.9                                       | 7.4        | 6.6        |
| Solidarity   |               | 30.4                                      | 24.9        | 23.2        | 15.3                                      | 13.1        | 15.4       | 3.6                                    | 3.2        | 3.2        | 30                       | 32         | 30         | 28                   | 29         | 30         | 3.5                                       | 2.8        | 2.6        |
| Village Banking  |               | 32.4                                      | 28.6        | 24.2        | 18.1                                      | 16.2        | 13.8       | 2.7                                    | 2.9        | 3.2        | 53                       | 59         | 65         | 53                   | 58         | 64         | 3.3                                       | 3.2        | 3.0        |
| <b>Outreach</b>  |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
| Small (Outreach)                                       |               | 23.4                                      | 21.4        | 19.1        | 12.8                                      | 11.8        | 11.1       | 4.3                                    | 3.7        | 3.2        | 144                      | 140        | 155        | 139                  | 139        | 151        | 7.5                                       | 7.4        | 6.4        |
| Medium (Outreach)                                      |               | 22.6                                      | 22.6        | 21.8        | 12.4                                      | 12.7        | 11.7       | 4.8                                    | 4.9        | 5.6        | 101                      | 111        | 127        | 98                   | 104        | 127        | 6.8                                       | 7.5        | 8.6        |
| Large (Outreach)                                       |               | 16.4                                      | 15.7        | 14.3        | 8.4                                       | 8.4         | 8.0        | 3.6                                    | 4.3        | 4.0        | 61                       | 73         | 92         | 58                   | 69         | 89         | 4.4                                       | 5.0        | 5.0        |
| <b>Profit Status</b>                                   |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
| Profit   |               | 18.5                                      | 18.2        | 17.0        | 9.3                                       | 9.6         | 8.7        | 5.2                                    | 5.2        | 4.8        | 134                      | 137        | 146        | 124                  | 131        | 134        | 9.1                                       | 10.0       | 8.5        |
| Not for Profit   |               | 21.9                                      | 19.3        | 18.7        | 12.4                                      | 10.9        | 10.2       | 3.7                                    | 3.8        | 3.7        | 103                      | 106        | 117        | 101                  | 102        | 116        | 5.5                                       | 5.6        | 5.1        |
| <b>Region</b>  |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
| Africa   |               | 36.2                                      | 33.4        | 28.6        | 18.3                                      | 16.6        | 13.8       | 13.8                                   | 14.6       | 12.5       | 93                       | 97         | 114        | 76                   | 93         | 114        | 17.9                                      | 19.1       | 21.7       |
| Asia   |               | 17.2                                      | 15.9        | 15.0        | 9.3                                       | 8.8         | 8.8        | 2.5                                    | 2.6        | 2.6        | 30                       | 38         | 42         | 27                   | 34         | 41         | 3.3                                       | 3.7        | 3.7        |
| ECA  |               | 19.1                                      | 17.9        | 15.3        | 10.3                                      | 9.8         | 8.5        | 4.6                                    | 4.8        | 4.2        | 199                      | 239        | 280        | 198                  | 229        | 265        | 10.9                                      | 11.2       | 10.4       |
| LAC  |               | 20.6                                      | 19.0        | 18.2        | 10.7                                      | 10.2        | 9.9        | 4.6                                    | 4.2        | 3.9        | 143                      | 140        | 148        | 128                  | 137        | 143        | 6.0                                       | 6.3        | 6.0        |
| MENA   |               | 21.9                                      | 21.0        | 19.9        | 14.0                                      | 13.4        | 14.0       | 3.0                                    | 3.8        | 3.2        | 57                       | 64         | 68         | 57                   | 62         | 66         | 3.2                                       | 3.1        | 2.8        |
| <b>Scale</b>   |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
| Small (Scale)  |               | 29.8                                      | 30.0        | 30.5        | 16.5                                      | 16.9        | 16.7       | 3.7                                    | 3.1        | 2.6        | 83                       | 84         | 81         | 83                   | 84         | 80         | 5.5                                       | 5.9        | 4.9        |
| Medium (Scale)   |               | 22.0                                      | 21.1        | 21.6        | 12.3                                      | 11.9        | 11.8       | 4.3                                    | 4.2        | 3.8        | 114                      | 111        | 126        | 108                  | 108        | 120        | 7.1                                       | 6.4        | 6.0        |
| Large (Scale)  |               | 15.1                                      | 14.9        | 14.7        | 7.6                                       | 7.5         | 7.6        | 4.8                                    | 4.7        | 4.6        | 143                      | 152        | 147        | 131                  | 145        | 142        | 6.8                                       | 7.9        | 7.4        |
| <b>Sustainability</b>                                  |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
| FSS  |               | 17.5                                      | 17.3        | 15.7        | 9.8                                       | 9.4         | 8.8        | 3.8                                    | 4.2        | 3.9        | 109                      | 116        | 129        | 106                  | 114        | 124        | 5.7                                       | 6.3        | 6.0        |
| Non-FSS  |               | 27.4                                      | 25.2        | 22.8        | 15.0                                      | 13.2        | 12.2       | 5.3                                    | 4.1        | 3.6        | 106                      | 106        | 120        | 105                  | 102        | 112        | 9.2                                       | 7.7        | 8.3        |
| <b>Target Market</b>                                   |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
| Low end  |               | 28.3                                      | 27.3        | 25.3        | 16.4                                      | 15.9        | 15.2       | 2.8                                    | 2.7        | 2.8        | 48                       | 49         | 57         | 47                   | 48         | 54         | 3.3                                       | 3.3        | 2.8        |
| Broad  |               | 18.0                                      | 17.9        | 16.3        | 9.4                                       | 9.2         | 8.7        | 4.9                                    | 4.8        | 4.5        | 143                      | 141        | 152        | 133                  | 136        | 145        | 8.4                                       | 8.8        | 8.0        |
| High end   |               | 15.4                                      | 12.9        | 13.7        | 7.3                                       | 6.9         | 6.8        | 8.9                                    | 9.9        | 8.9        | 256                      | 259        | 249        | 262                  | 237        | 222        | 26.0                                      | 23.0       | 22.4       |
| Small Business   |               | 13.5                                      | 13.9        | 14.1        | 6.8                                       | 6.8         | 5.9        | 10.0                                   | 11.4       | 12.5       | 484                      | 412        | 379        | 496                  | 412        | 374        | 50.2                                      | 78.7       | 50.2       |
| <b>COMPOUND PEER GROUPS</b>                            |               |   |             |             |   |             |            |  |            |            |                          |            |            |                      |            |            |   |            |            |
| Africa Small   |               | 63.9                                      | 61.0        | 49.2        | 25.6                                      | 27.4        | 22.7       | 10.7                                   | 9.5        | 8.8        | 53                       | 76         | 104        | 54                   | 76         | 104        | 14.7                                      | 15.1       | 10.0       |
| Africa Medium  |               | 41.5                                      | 36.4        | 34.0        | 20.1                                      | 18.2        | 20.4       | 15.0                                   | 14.6       | 13.9       | 93                       | 84         | 104        | 77                   | 81         | 104        | 17.9                                      | 16.2       | 23.6       |
| Africa Large   |               | 17.2                                      | 21.5        | 22.6        | 6.9                                       | 8.9         | 8.7        | 14.7                                   | 17.1       | 15.2       | 118                      | 131        | 131        | 118                  | 131        | 125        | 20.2                                      | 21.3       | 25.3       |
| Africa FSS   |               | 37.9                                      | 28.6        | 31.8        | 18.9                                      | 13.7        | 17.1       | 11.5                                   | 12.4       | 15.0       | 91                       | 109        | 132        | 70                   | 109        | 132        | 20.2                                      | 21.1       | 28.1       |
| Africa Non FSS   |               | 33.4                                      | 39.8        | 23.1        | 15.9                                      | 22.5        | 11.1       | 15.0                                   | 14.9       | 11.9       | 93                       | 87         | 95         | 84                   | 86         | 93         | 16.5                                      | 18.6       | 15.8       |
| Asia Small   |               | 28.1                                      | 31.4        | 28.4        | 14.2                                      | 14.2        | 13.6       | 1.6                                    | 2.2        | 2.0        | 37                       | 58         | 71         | 31                   | 58         | 71         | 3.0                                       | 4.5        | 4.5        |
| Asia Medium  |               | 18.5                                      | 17.7        | 16.0        | 9.3                                       | 9.1         | 9.3        | 2.5                                    | 2.8        | 2.9        | 43                       | 38         | 53         | 40                   | 34         | 41         | 4.5                                       | 4.3        | 4.1        |
| Asia Large   |               | 14.2                                      | 14.3        | 14.3        | 7.6                                       | 8.0         | 8.6        | 2.8                                    | 2.8        | 2.9        | 15                       | 18         | 26         | 14                   | 18         | 23         | 2.3                                       | 2.6        | 2.8        |
| Asia FSS   |               | 14.0                                      | 15.5        | 14.2        | 7.6                                       | 8.5         | 8.0        | 1.9                                    | 2.6        | 2.6        | 21                       | 34         | 35         | 21                   | 30         | 35         | 2.3                                       | 3.4        | 3.5        |
| Asia Non FSS   |               | 28.0                                      | 18.6        | 18.0        | 14.8                                      | 9.1         | 10.3       | 3.7                                    | 2.7        | 2.9        | 51                       | 48         | 50         | 51                   | 48         | 48         | 4.6                                       | 4.7        | 4.6        |
| ECA Small  |               | 24.5                                      | 22.8        | 30.4        | 14.4                                      | 13.3        | 18.9       | 3.5                                    | 3.1        | 2.4        | 133                      | 183        | 120        | 133                  | 168        | 120        | 11.1                                      | 8.1        | 6.5        |
| ECA Medium   |               | 23.4                                      | 20.7        | 18.8        | 12.7                                      | 11.5        | 10.5       | 4.6                                    | 4.9        | 3.7        | 181                      | 205        | 263        | 173                  | 194        | 215        | 8.6                                       | 10.4       | 7.4        |
| ECA Large  |               | 13.1                                      | 13.9        | 13.1        | 6.9                                       | 6.5         | 6.6        | 5.4                                    | 4.9        | 5.2        | 287                      | 324        | 289        | 281                  | 324        | 289        | 13.7                                      | 12.5       | 11.0       |
| ECA FSS  |               | 16.5                                      | 15.5        | 13.8        | 8.7                                       | 9.0         | 7.6        | 4.6                                    | 4.9        | 4.6        | 162                      | 192        | 206        | 162                  | 192        | 198        | 9.0                                       | 11.2       | 9.1        |
| ECA Non FSS  |               | 24.5                                      | 21.6        | 21.9        | 13.5                                      | 11.8        | 11.4       | 4.8                                    | 4.7        | 3.7        | 326                      | 309        | 393        | 326                  | 309        | 393        | 17.3                                      | 10.8       | 13.9       |
| LAC Small  |               | 29.4                                      | 28.7        | 27.8        | 17.6                                      | 15.7        | 16.5       | 3.6                                    | 3.1        | 2.7        | 106                      | 101        | 87         | 102                  | 101        | 87         | 5.1                                       | 4.9        | 3.9        |
| LAC Medium   |               | 22.1                                      | 25.7        | 22.5        | 11.8                                      | 13.3        | 12.5       | 5.3                                    | 4.3        | 4.0        | 145                      | 137        | 133        | 137                  | 135        | 133        | 7.3                                       | 6.9        | 5.9        |
| LAC Large  |               | 15.6                                      | 15.4        | 14.0        | 7.5                                       | 7.5         | 7.3        | 5.5                                    | 5.0        | 4.6        | 164                      | 181        | 187        | 151                  | 160        | 166        | 6.7                                       | 7.6        | 7.2        |
| LAC FSS  |               | 18.7                                      | 18.1        | 16.7        | 10.2                                      | 9.4         | 9.0        | 4.6                                    | 4.3        | 4.0        | 138                      | 153        | 150        | 128                  | 142        | 143        | 6.0                                       | 6.4        | 6.1        |
| LAC Non FSS  |               | 27.3                                      | 29.4        | 25.8        | 15.6                                      | 14.5        | 13.1       | 4.8                                    | 3.7        | 3.0        | 147                      | 128        | 147        | 146                  | 128        | 145        | 6.4                                       | 5.5        | 5.1        |
| MENA Small   |               | 32.9                                      | 30.9        | n/a         | 17.8                                      | 18.4        | n/a        | 2.7                                    | 4.3        | n/a        | 43                       | 53         | n/a        | 43                   | 53         | n/a        | 3.4                                       | 4.4        | n/a        |
| MENA Medium  |               | 20.7                                      | 21.1        | 24.2        | 13.4                                      | 17.1        | 16.3       | 3.0                                    | 3.3        | 3.0        | 99                       | 124        | 82         | 99                   | 124        | 82         | 3.1                                       | 2.9        | 3.0        |
| MENA Large   |               | 19.9                                      | 15.4        | 13.8        | 11.5                                      | 10.8        | 9.8        | 3.4                                    | 3.9        | 3.6        | 48                       | 51         | 66         | 48                   | 51         | 62         | 2.8                                       | 2.7        | 2.7        |
| MENA FSS   |               | 21.2                                      | 19.2        | 19.4        | 13.0                                      | 13.0        | 12.7       | 3.2                                    | 3.9        | 3.2        | 66                       | 68         | 71         | 63                   | 66         | 68         | 2.9                                       | 3.3        | 2.7        |
| MENA Non FSS   |               | 31.7                                      | 26.3        | 27.7        | 16.4                                      | 17.3        | 19.2       | 2.5                                    | 2.7        | 2.9        | 43                       | 42         | 44         | 43                   | 42         | 44         | 4.2                                       | 2.9        | 3.5        |

For definitions of Peer Group criteria, refer to pages 27 to 28; For details on indicator definitions, refer to pages 43-44.

All values, except "number of MFIs," are medians. Statistics are not published for peer groups containing fewer than three observations. These results are marked with "n/a".

| Trend Lines 2005 – 2007 MFI Benchmarks (Median Values) |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
|--|---------------|---|------|------|-------------------------------------|------|------|---|------|------|-------------------------------------|------|------|--|------|------|--|------|------|------------------------------------|------|------|
| PEER GROUP   | Units<br>Year | Borrowers per<br>Staff Member<br>Number |      |      | Loans per Staff<br>Member<br>Number |      |      | Borrowers per<br>Loan Officer<br>Number |      |      | Loans per Loan<br>Officer<br>Number |      |      | Voluntary Depositors<br>per Staff Member<br>Number |      |      | Deposit Accounts<br>per Staff Member<br>Number |      |      | Personnel<br>Allocation Ratio<br>% |      |      |
|  |               | 2005                                    | 2006 | 2007 | 2005                                | 2006 | 2007 | 2005                                    | 2006 | 2007 | 2005                                | 2006 | 2007 | 2005   | 2006 | 2007 | 2005   | 2006 | 2007 | 2005                               | 2006 | 2007 |
|  |               | 120                                     | 118  | 120  | 122                                 | 126  | 124  | 230                                     | 225  | 221  | 235                                 | 237  | 232  | 1  | 0    | 0    | 1  | 0    | 0    | 56.3                               | 55.2 | 55.1 |
| <b>ALL MFIs</b>  |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| <b>SIMPLE PEER GROUPS</b>                              |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| <b>Age</b>   |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| New  |               | 92                                      | 81   | 92   | 96                                  | 81   | 93   | 196                                     | 165  | 159  | 200                                 | 165  | 160  | 0  | 0    | 0    | 0  | 0    | 0    | 57.9                               | 52.8 | 58.1 |
| Young  |               | 119                                     | 109  | 95   | 120                                 | 114  | 98   | 237                                     | 225  | 206  | 239                                 | 231  | 209  | 0  | 0    | 0    | 0  | 0    | 0    | 56.0                               | 53.8 | 52.1 |
| Mature   |               | 126                                     | 128  | 125  | 134                                 | 134  | 130  | 233                                     | 236  | 233  | 242                                 | 246  | 248  | 55   | 3    | 0    | 53   | 3    | 0    | 56.6                               | 57.2 | 55.9 |
| <b>Charter Type</b>                                    |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| Bank   |               | 88                                      | 86   | 81   | 92                                  | 87   | 82   | 221                                     | 229  | 196  | 242                                 | 232  | 209  | 105  | 112  | 132  | 115  | 115  | 132  | 50.0                               | 41.2 | 44.5 |
| Credit Union   |               | 110                                     | 106  | 102  | 115                                 | 121  | 115  | 215                                     | 194  | 170  | 213                                 | 195  | 186  | 302  | 166  | 257  | 252  | 187  | 265  | 48.7                               | 56.7 | 52.2 |
| NBFI   |               | 120                                     | 112  | 120  | 129                                 | 120  | 123  | 233                                     | 224  | 220  | 243                                 | 243  | 232  | 0  | 0    | 0    | 0  | 0    | 0    | 56.5                               | 53.4 | 53.0 |
| NGO  |               | 142                                     | 144  | 143  | 145                                 | 147  | 146  | 237                                     | 248  | 246  | 242                                 | 260  | 258  | 0  | 0    | 0    | 0  | 0    | 0    | 57.3                               | 57.5 | 58.9 |
| Rural Bank   |               | 83                                      | 80   | 76   | 85                                  | 80   | 77   | 149                                     | 147  | 169  | 147                                 | 147  | 173  | 223  | 254  | 231  | 252  | 251  | 235  | 60.9                               | 65.4 | 61.7 |
| <b>Financial Intermediation</b>                        |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| Non FI   |               | 133                                     | 130  | 129  | 133                                 | 132  | 132  | 231                                     | 233  | 227  | 236                                 | 242  | 236  | 0  | 0    | 0    | 0  | 0    | 0    | 57.1                               | 55.7 | 57.1 |
| Low FI   |               | 145                                     | 151  | 153  | 147                                 | 154  | 163  | 263                                     | 274  | 296  | 275                                 | 293  | 300  | 42   | 68   | 90   | 42   | 66   | 93   | 57.9                               | 52.4 | 52.1 |
| High FI  |               | 90                                      | 90   | 84   | 96                                  | 98   | 87   | 198                                     | 182  | 182  | 204                                 | 201  | 195  | 168  | 163  | 178  | 174  | 185  | 197  | 51.0                               | 55.1 | 52.5 |
| <b>Methodology</b>                                     |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| Individual   |               | 92                                      | 89   | 87   | 97                                  | 97   | 91   | 205                                     | 190  | 181  | 215                                 | 202  | 185  | 73   | 77   | 27   | 81   | 77   | 31   | 51.6                               | 55.4 | 53.6 |
| Individual/Solidarity                                  |               | 114                                     | 118  | 119  | 117                                 | 123  | 121  | 223                                     | 228  | 226  | 224                                 | 241  | 228  | 0  | 0    | 0    | 0  | 0    | 0    | 56.0                               | 53.4 | 53.0 |
| Solidarity   |               | 162                                     | 188  | 197  | 171                                 | 188  | 209  | 243                                     | 301  | 295  | 259                                 | 301  | 305  | 0  | 0    | 0    | 0  | 0    | 0    | 64.3                               | 63.7 | 65.0 |
| Village Banking  |               | 178                                     | 180  | 177  | 182                                 | 192  | 182  | 294                                     | 299  | 310  | 294                                 | 319  | 320  | 0  | 0    | 0    | 0  | 0    | 0    | 60.0                               | 62.6 | 61.4 |
| <b>Outreach</b>  |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| Small (Outreach)                                       |               | 86                                      | 84   | 77   | 87                                  | 85   | 78   | 164                                     | 159  | 146  | 167                                 | 159  | 150  | 0  | 0    | 0    | 0  | 0    | 0    | 54.9                               | 54.3 | 53.6 |
| Medium (Outreach)                                      |               | 133                                     | 134  | 120  | 139                                 | 137  | 124  | 244                                     | 239  | 212  | 250                                 | 258  | 225  | 0  | 0    | 0    | 0  | 0    | 0    | 54.0                               | 54.0 | 52.8 |
| Large (Outreach)                                       |               | 176                                     | 166  | 172  | 184                                 | 173  | 184  | 308                                     | 288  | 284  | 319                                 | 311  | 302  | 40   | 23   | 1    | 38   | 22   | 1    | 62.0                               | 59.1 | 58.3 |
| <b>Profit Status</b>                                   |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| Profit   |               | 97                                      | 103  | 103  | 102                                 | 109  | 108  | 219                                     | 218  | 212  | 223                                 | 239  | 230  | 104  | 77   | 68   | 104  | 78   | 76   | 55.5                               | 51.5 | 51.7 |
| Not for Profit   |               | 133                                     | 128  | 125  | 140                                 | 132  | 129  | 232                                     | 226  | 224  | 238                                 | 235  | 238  | 0  | 0    | 0    | 0  | 0    | 0    | 57.0                               | 56.9 | 57.4 |
| <b>Region</b>  |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| Africa   |               | 139                                     | 146  | 131  | 145                                 | 149  | 136  | 263                                     | 283  | 262  | 263                                 | 284  | 275  | 86   | 97   | 133  | 90   | 97   | 133  | 51.5                               | 53.2 | 53.7 |
| Asia   |               | 142                                     | 135  | 141  | 146                                 | 145  | 145  | 227                                     | 232  | 249  | 231                                 | 240  | 265  | 5  | 3    | 2    | 3  | 2    | 3    | 66.7                               | 65.4 | 61.4 |
| ECA  |               | 80                                      | 73   | 74   | 80                                  | 75   | 75   | 159                                     | 172  | 174  | 165                                 | 174  | 174  | 0  | 0    | 0    | 0  | 0    | 0    | 51.5                               | 46.0 | 43.0 |
| LAC  |               | 121                                     | 125  | 122  | 131                                 | 132  | 127  | 252                                     | 241  | 225  | 263                                 | 260  | 239  | 32   | 18   | 0    | 38   | 18   | 0    | 50.0                               | 55.6 | 56.1 |
| MENA   |               | 150                                     | 148  | 167  | 150                                 | 148  | 167  | 221                                     | 224  | 217  | 221                                 | 224  | 218  | 0  | 0    | 0    | 0  | 0    | 0    | 68.9                               | 63.1 | 63.0 |
| <b>Scale</b>   |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| Small (Scale)  |               | 114                                     | 102  | 99   | 117                                 | 103  | 99   | 223                                     | 185  | 167  | 229                                 | 185  | 168  | 0  | 0    | 0    | 0  | 0    | 0    | 55.4                               | 54.5 | 57.7 |
| Medium (Scale)   |               | 117                                     | 128  | 123  | 119                                 | 131  | 126  | 216                                     | 227  | 227  | 221                                 | 231  | 238  | 0  | 0    | 0    | 0  | 0    | 0    | 56.0                               | 54.8 | 52.2 |
| Large (Scale)  |               | 140                                     | 134  | 125  | 144                                 | 145  | 136  | 242                                     | 245  | 235  | 271                                 | 271  | 257  | 70   | 23   | 1    | 63   | 22   | 1    | 56.6                               | 56.8 | 56.2 |
| <b>Sustainability</b>                                  |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| FSS  |               | 132                                     | 121  | 123  | 138                                 | 128  | 129  | 238                                     | 230  | 230  | 250                                 | 246  | 249  | 7  | 0    | 0    | 5  | 0    | 0    | 57.0                               | 55.9 | 57.0 |
| Non-FSS  |               | 109                                     | 110  | 108  | 111                                 | 111  | 114  | 205                                     | 204  | 186  | 208                                 | 208  | 186  | 0  | 0    | 0    | 0  | 0    | 0    | 53.5                               | 53.9 | 52.7 |
| <b>Target Market</b>                                   |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| Low end  |               | 165                                     | 166  | 171  | 173                                 | 171  | 173  | 267                                     | 283  | 292  | 280                                 | 295  | 307  | 0  | 0    | 0    | 0  | 0    | 0    | 61.0                               | 60.7 | 59.5 |
| Broad  |               | 108                                     | 104  | 105  | 110                                 | 109  | 111  | 213                                     | 208  | 205  | 219                                 | 218  | 221  | 52   | 4    | 0    | 50   | 3    | 0    | 52.5                               | 54.0 | 54.0 |
| High end   |               | 55                                      | 63   | 64   | 54                                  | 63   | 65   | 121                                     | 169  | 144  | 121                                 | 174  | 148  | 31   | 57   | 124  | 31   | 57   | 124  | 54.5                               | 44.2 | 47.0 |
| Small Business   |               | 38                                      | 36   | 50   | 40                                  | 43   | 50   | 85                                      | 96   | 124  | 80                                  | 102  | 139  | 55   | 102  | 124  | 65   | 102  | 133  | 44.2                               | 51.4 | 40.9 |
| <b>COMPOUND PEER GROUPS</b>                            |               |   |      |      |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |
| Africa Small   |               | 131                                     | 106  | 90   | 132                                 | 109  | 90   | 273                                     | 226  | 251  | 277                                 | 226  | 251  | 90   | 10   | 24   | 133  | 10   | 24   | 50.0                               | 53.5 | 57.1 |
| Africa Medium  |               | 144                                     | 166  | 137  | 146                                 | 167  | 137  | 258                                     | 284  | 259  | 254                                 | 287  | 259  | 17   | 23   | 10   | 10   | 32   | 10   | 53.6                               | 53.9 | 50.6 |
| Africa Large   |               | 145                                     | 153  | 137  | 152                                 | 153  | 143  | 273                                     | 314  | 276  | 281                                 | 314  | 295  | 197  | 177  | 167  | 203  | 210  | 167  | 54.6                               | 51.4 | 53.2 |
| Africa FSS   |               | 128                                     | 143  | 120  | 145                                 | 143  | 125  | 276                                     | 264  | 250  | 293                                 | 277  | 250  | 174  | 210  | 228  | 203  | 213  | 231  | 52.4                               | 51.7 | 53.2 |
| Africa Non FSS   |               | 144                                     | 149  | 144  | 144                                 | 151  | 151  | 254                                     | 285  | 285  | 252                                 | 288  | 297  | 38   | 10   | 24   | 35   | 20   | 24   | 51.5                               | 53.9 | 55.9 |
| Asia Small   |               | 101                                     | 77   | 67   | 101                                 | 77   | 67   | 183                                     | 154  | 113  | 183                                 | 154  | 113  | 20   | 90   | 71   | 20   | 90   | 71   | 64.4                               | 66.7 | 63.4 |
| Asia Medium  |               | 132                                     | 144  | 134  | 140                                 | 146  | 146  | 222                                     | 239  | 297  | 223                                 | 260  | 301  | 43   | 5    | 89   | 58   | 3    | 89   | 67.9                               | 62.2 | 57.6 |
| Asia Large   |               | 178                                     | 168  | 163  | 187                                 | 191  | 166  | 238                                     | 282  | 269  | 277                                 | 288  | 277  | 0  | 0    | 1    | 0  | 0    | 1    | 70.3                               | 66.6 | 61.9 |
| Asia FSS   |               | 163                                     | 146  | 160  | 176                                 | 156  | 165  | 236                                     | 240  | 270  | 259                                 | 276  | 292  | 7  | 3    | 1    | 2  | 3    | 1    | 68.0                               | 65.4 | 62.5 |
| Asia Non FSS   |               | 120                                     | 118  | 118  | 121                                 | 118  | 119  | 210                                     | 208  | 219  | 210                                 | 208  | 231  | 4  | 0    | 29   | 7  | 0    | 31   | 64.1                               | 65.3 | 58.7 |
| ECA Small  |               | 64                                      | 66   | 66   | 64                                  | 68   | 66   | 135                                     | 134  | 205  | 135                                 | 146  | 205  | 0  | 0    | 0    | 0  | 0    | 0    | 39.3                               | 45.5 | 37.8 |
| ECA Medium   |               | 80                                      | 71   | 67   | 80                                  | 75   | 71   | 161                                     | 153  | 144  | 162                                 | 153  | 147  | 0  | 0    | 0    | 0  | 0    | 0    | 56.0                               | 52.2 | 43.4 |
| ECA Large  |               | 88                                      | 75   | 79   | 87                                  | 76   | 79   | 191                                     | 200  | 195  | 191                                 | 200  | 195  | 7  | 0    | 0    | 6  | 0    | 0    | 50.0                               | 43.0 | 43.9 |
| ECA FSS  |               | 90                                      | 80   | 87   | 90                                  | 80   | 88   | 174                                     | 191  | 212  | 174                                 | 191  | 212  | 0  | 0    | 0    | 0  | 0    | 0    | 51.8                               | 45.5 | 43.3 |
| ECA Non FSS  |               | 42                                      | 54   | 55   | 43                                  | 54   | 55   | 110                                     | 116  | 121  | 110                                 | 122  | 121  | 0  | 0    | 0    | 0  | 0    | 0    | 41.9                               | 51.5 | 42.4 |
| LAC Small  |               | 120                                     | 115  | 120  | 121                                 | 118  | 123  | 251                                     | 250  | 176  | 251                                 | 251  | 178  | 0  | 0    | 0    | 0  | 0    | 0    | 56.4                               | 54.1 | 61.5 |
| LAC Medium   |               | 115                                     | 121  | 127  | 119                                 | 129  | 127  | 235                                     | 233  | 238  | 242                                 | 244  | 238  | 0  | 0    | 0    | 0  | 0    | 0    | 48.6                               | 52.6 | 52.2 |
| LAC Large  |               | 134                                     | 136  | 124  | 144                                 | 152  | 140  | 315                                     | 241  | 232  | 319                                 | 272  | 262  | 117  | 103  | 86   | 133  | 105  | 93   | 46.7                               | 59.7 | 60.3 |
| LAC FSS  |               | 134                                     | 122  | 125  | 144                                 | 132  | 137  | 267                                     | 241  | 228  | 289                                 | 262  | 250  | 46   | 37   | 0    | 50   | 45   | 0    | 51.5                               | 57.7 | 58.3 |
| LAC Non FSS  |               | 101                                     | 130  | 117  | 109                                 | 130  | 117  | 206                                     | 241  | 221  | 213                                 | 241  | 221  | 0  | 0    | 0    | 0  | 0    | 0    | 49.3                               | 51.4 | 53.2 |
| MENA Small   |               | 178                                     | 133  | n/a  | 178                                 | 133  | n/a  | 252                                     | 200  | n/a  | 252                                 | 200  | n/a  | 0  | 0    | n/a  | 0  | 0    | n/a  | 67.6                               | 64.6 | n/a  |
| MENA Medium  |               | 133                                     | 84   | 127  | 133                                 | 84   | 127  | 185                                     | 147  | 194  | 185                                 | 147  | 194  | 0  | 0    | 0    | 0  | 0    | 0    | 65.2                               | 62.7 | 62.2 |
| MENA Large   |               | 185                                     | 220  | 194  |                                     |      |      |   |      |      |                                     |      |      |  |      |      |  |      |      |                                    |      |      |

| Trend Lines 2005 – 2007 MFI Benchmarks (Median Values) |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
|--|---------------|-------------------------------------|------|------|-------------------------------------|------|------|----------------------|------|------|---------------------|------|------|--------------------------|-------|-------|--|------|------|
| PEER GROUP   | Units<br>Year | RISK AND LIQUIDITY                  |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
|  |               | Portfolio at Risk<br>> 30 Days<br>% |      |      | Portfolio at Risk<br>> 90 Days<br>% |      |      | Write-Off Ratio<br>% |      |      | Loan Loss Rate<br>% |      |      | Risk Coverage Ratio<br>% |       |       | Non-Earning Liquid Assets<br>as a % of Total Assets<br>% |      |      |
|  |               | 2005                                | 2006 | 2007 | 2005                                | 2006 | 2007 | 2005                 | 2006 | 2007 | 2005                | 2006 | 2007 | 2005                     | 2006  | 2007  | 2005   | 2006 | 2007 |
| <b>All MFIs</b>  |               | 2.6                                 | 2.7  | 2.6  | 1.3                                 | 1.4  | 1.3  | 1.1                  | 1.2  | 1.2  | 0.9                 | 0.9  | 1.0  | 88.2                     | 94.7  | 96.7  | 8.2  | 6.2  | 5.8  |
| <b>SIMPLE PEER GROUPS</b>                              |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
| <b>Age</b>   |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
| New  |               | 1.2                                 | 0.9  | 2.1  | 0.5                                 | 0.4  | 0.6  | 0.3                  | 0.5  | 0.3  | 0.2                 | 0.4  | 0.3  | 98.8                     | 150.1 | 81.2  | 8.3  | 7.8  | 6.3  |
| Young  |               | 1.6                                 | 2.1  | 1.9  | 0.9                                 | 1.0  | 0.9  | 0.9                  | 1.1  | 1.0  | 0.8                 | 0.8  | 0.8  | 96.4                     | 99.4  | 104.4 | 8.0  | 5.2  | 5.2  |
| Mature   |               | 4.0                                 | 3.2  | 2.9  | 2.3                                 | 1.6  | 1.5  | 1.7                  | 1.4  | 1.5  | 1.2                 | 1.1  | 1.3  | 82.6                     | 88.9  | 95.6  | 8.5  | 6.5  | 5.8  |
| <b>Charter Type</b>                                    |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
| Bank   |               | 2.0                                 | 1.9  | 2.0  | 1.1                                 | 1.0  | 1.1  | 1.3                  | 1.1  | 0.9  | 0.9                 | 0.9  | 0.6  | 115.7                    | 144.4 | 146.2 | 6.9  | 4.7  | 4.6  |
| Credit Union   |               | 5.4                                 | 5.1  | 4.0  | 3.5                                 | 3.1  | 2.4  | 2.6                  | 2.1  | 1.9  | 1.8                 | 1.6  | 1.6  | 50.5                     | 56.8  | 68.7  | 10.0   | 8.3  | 6.6  |
| NBFI   |               | 2.3                                 | 2.2  | 2.0  | 1.1                                 | 1.0  | 0.8  | 1.3                  | 1.2  | 1.1  | 1.0                 | 0.9  | 0.9  | 96.3                     | 100.0 | 104.4 | 7.0  | 5.9  | 5.2  |
| NGO  |               | 2.4                                 | 2.3  | 2.9  | 1.1                                 | 1.3  | 1.4  | 0.9                  | 1.0  | 1.3  | 0.7                 | 0.8  | 1.1  | 88.0                     | 94.7  | 97.1  | 6.7  | 6.5  | 6.5  |
| Rural Bank   |               | 7.5                                 | 5.0  | 4.6  | 3.3                                 | 3.2  | 2.4  | 1.0                  | 2.3  | 2.8  | 1.0                 | 2.0  | 2.5  | 67.4                     | 53.2  | 48.8  | 19.3   | 7.1  | 5.7  |
| <b>Financial Intermediation</b>                        |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
| Non FI   |               | 2.1                                 | 2.2  | 2.2  | 1.0                                 | 1.1  | 1.1  | 0.9                  | 0.9  | 1.0  | 0.7                 | 0.7  | 0.8  | 93.3                     | 96.1  | 105.1 | 5.9  | 5.1  | 5.2  |
| Low FI   |               | 2.1                                 | 1.6  | 2.0  | 0.7                                 | 0.9  | 1.0  | 1.0                  | 1.2  | 1.0  | 0.8                 | 0.9  | 0.7  | 100.0                    | 111.8 | 90.1  | 10.6   | 7.3  | 7.0  |
| High FI  |               | 5.1                                 | 4.0  | 3.7  | 3.2                                 | 2.6  | 2.1  | 1.8                  | 1.9  | 2.2  | 1.5                 | 1.6  | 1.8  | 70.6                     | 80.4  | 75.7  | 11.2   | 7.7  | 6.6  |
| <b>Methodology</b>                                     |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
| Individual   |               | 3.6                                 | 3.6  | 3.0  | 1.9                                 | 2.0  | 1.6  | 1.4                  | 1.9  | 1.7  | 1.1                 | 1.4  | 1.3  | 91.0                     | 97.7  | 98.3  | 8.2  | 5.4  | 5.0  |
| Individual/ Solidarity                                 |               | 2.6                                 | 2.3  | 2.4  | 1.3                                 | 1.3  | 1.3  | 1.2                  | 1.2  | 1.2  | 1.0                 | 1.0  | 1.0  | 86.1                     | 92.5  | 94.7  | 8.1  | 6.5  | 5.9  |
| Solidarity   |               | 1.0                                 | 1.6  | 1.4  | 0.4                                 | 0.7  | 0.6  | 0.3                  | 0.4  | 0.5  | 0.3                 | 0.4  | 0.3  | 87.7                     | 89.6  | 102.0 | 11.8   | 5.0  | 7.4  |
| Village Banking  |               | 2.1                                 | 1.8  | 2.1  | 0.5                                 | 0.9  | 0.8  | 0.3                  | 0.4  | 1.0  | 0.2                 | 0.4  | 0.7  | 87.7                     | 99.7  | 116.4 | 7.2  | 8.0  | 6.9  |
| <b>Outreach</b>  |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
| Small (Outreach)                                       |               | 3.2                                 | 3.5  | 3.0  | 1.6                                 | 1.9  | 1.6  | 0.9                  | 1.3  | 1.4  | 0.7                 | 1.0  | 1.1  | 86.6                     | 78.2  | 79.3  | 8.5  | 6.6  | 5.8  |
| Medium (Outreach)                                      |               | 2.4                                 | 2.6  | 2.8  | 1.2                                 | 1.1  | 1.4  | 1.3                  | 1.5  | 1.8  | 1.0                 | 1.2  | 1.5  | 91.6                     | 98.8  | 94.4  | 10.6   | 6.4  | 6.5  |
| Large (Outreach)                                       |               | 2.1                                 | 1.8  | 1.8  | 1.0                                 | 1.1  | 1.0  | 1.2                  | 1.0  | 0.9  | 1.0                 | 0.8  | 0.8  | 91.9                     | 106.2 | 113.9 | 6.1  | 5.3  | 5.4  |
| <b>Profit Status</b>                                   |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
| Profit   |               | 3.1                                 | 2.9  | 2.5  | 1.8                                 | 1.5  | 1.3  | 1.4                  | 1.9  | 1.4  | 1.1                 | 1.5  | 1.1  | 93.0                     | 93.8  | 96.4  | 10.6   | 5.2  | 5.0  |
| Not for Profit   |               | 2.5                                 | 2.6  | 2.7  | 1.2                                 | 1.3  | 1.4  | 0.9                  | 0.9  | 1.2  | 0.8                 | 0.8  | 1.0  | 87.7                     | 95.0  | 97.1  | 6.6  | 6.9  | 6.2  |
| <b>Region</b>  |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
| Africa   |               | 4.8                                 | 4.4  | 4.0  | 2.3                                 | 1.9  | 1.7  | 1.5                  | 1.8  | 1.8  | 1.4                 | 1.7  | 1.5  | 60.3                     | 65.2  | 61.4  | 13.4   | 10.6 | 13.4 |
| Asia   |               | 2.3                                 | 2.2  | 2.1  | 0.7                                 | 1.0  | 1.4  | 0.7                  | 0.8  | 1.0  | 0.6                 | 0.7  | 0.9  | 84.8                     | 84.7  | 84.9  | 12.6   | 5.4  | 5.3  |
| ECA  |               | 1.1                                 | 1.3  | 1.0  | 0.6                                 | 0.6  | 0.5  | 0.6                  | 0.7  | 0.5  | 0.4                 | 0.5  | 0.3  | 115.8                    | 132.1 | 143.6 | 4.9  | 4.6  | 3.3  |
| LAC  |               | 4.1                                 | 3.6  | 3.2  | 2.5                                 | 2.0  | 1.7  | 1.5                  | 1.7  | 1.9  | 1.2                 | 1.3  | 1.7  | 90.5                     | 96.8  | 101.3 | 6.6  | 6.6  | 5.8  |
| MENA   |               | 0.7                                 | 1.2  | 1.4  | 0.3                                 | 0.3  | 0.6  | 0.3                  | 0.5  | 0.6  | 0.3                 | 0.2  | 0.5  | 81.8                     | 82.8  | 82.5  | 7.6  | 4.0  | 4.5  |
| <b>Scale</b>   |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
| Small (Scale)  |               | 3.2                                 | 4.2  | 3.7  | 1.5                                 | 1.7  | 1.7  | 0.9                  | 1.1  | 1.7  | 0.6                 | 0.7  | 1.2  | 83.8                     | 84.7  | 78.8  | 11.4   | 9.1  | 10.0 |
| Medium (Scale)   |               | 2.6                                 | 2.6  | 2.5  | 1.4                                 | 1.3  | 1.3  | 1.1                  | 1.5  | 1.5  | 0.9                 | 1.1  | 1.2  | 90.5                     | 90.2  | 91.4  | 8.0  | 5.7  | 6.0  |
| Large (Scale)  |               | 2.3                                 | 2.3  | 2.3  | 1.1                                 | 1.1  | 1.3  | 1.6                  | 1.1  | 1.1  | 1.1                 | 0.9  | 0.9  | 95.2                     | 107.6 | 104.9 | 5.8  | 5.0  | 5.0  |
| <b>Sustainability</b>                                  |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
| FSS  |               | 2.1                                 | 2.2  | 2.0  | 1.0                                 | 1.1  | 1.0  | 1.0                  | 1.0  | 1.0  | 0.7                 | 0.8  | 0.9  | 97.5                     | 104.4 | 109.0 | 7.1  | 5.6  | 5.3  |
| Non-FSS  |               | 4.6                                 | 4.6  | 4.4  | 2.4                                 | 2.4  | 2.2  | 1.8                  | 1.8  | 2.2  | 1.3                 | 1.5  | 1.8  | 77.3                     | 73.7  | 72.4  | 10.6   | 7.8  | 7.9  |
| <b>Target Market</b>                                   |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
| Low end  |               | 2.3                                 | 2.2  | 2.0  | 1.0                                 | 1.1  | 1.1  | 1.0                  | 0.8  | 1.1  | 0.8                 | 0.7  | 1.0  | 86.1                     | 92.9  | 90.7  | 8.8  | 6.5  | 6.6  |
| Broad  |               | 2.9                                 | 2.8  | 2.8  | 1.6                                 | 1.5  | 1.4  | 1.3                  | 1.5  | 1.5  | 1.0                 | 1.1  | 1.2  | 94.8                     | 94.1  | 98.6  | 8.2  | 5.9  | 5.2  |
| High end   |               | 2.6                                 | 2.3  | 2.8  | 0.9                                 | 1.1  | 1.3  | 0.8                  | 1.2  | 0.9  | 0.5                 | 0.9  | 0.5  | 69.1                     | 131.3 | 101.9 | 7.3  | 5.7  | 7.7  |
| Small Business   |               | 2.8                                 | 3.6  | 3.1  | 1.5                                 | 2.4  | 1.6  | 2.4                  | 0.8  | 1.4  | 1.8                 | 0.8  | 1.1  | 89.9                     | 68.4  | 83.2  | 5.4  | 7.5  | 6.7  |
| <b>COMPOUND PEER GROUPS</b>                            |               |                                     |      |      |                                     |      |      |                      |      |      |                     |      |      |                          |       |       |  |      |      |
| Africa Small   |               | 4.6                                 | 4.8  | 5.4  | 1.6                                 | 2.1  | 1.8  | 1.3                  | 1.5  | 1.8  | 1.0                 | 1.5  | 1.8  | 60.8                     | 84.8  | 57.0  | 22.5   | 18.0 | 18.4 |
| Africa Medium  |               | 3.9                                 | 3.0  | 2.4  | 2.3                                 | 1.5  | 1.1  | 1.5                  | 1.6  | 2.2  | 1.4                 | 1.1  | 1.9  | 68.7                     | 57.0  | 75.1  | 13.1   | 8.6  | 12.6 |
| Africa Large   |               | 5.6                                 | 4.6  | 4.5  | 2.7                                 | 2.2  | 2.3  | 2.0                  | 2.0  | 1.7  | 2.0                 | 1.9  | 1.5  | 51.2                     | 60.5  | 59.4  | 10.0   | 8.3  | 10.3 |
| Africa FSS   |               | 3.6                                 | 3.6  | 3.3  | 1.5                                 | 1.7  | 1.4  | 1.0                  | 1.7  | 1.4  | 1.0                 | 1.6  | 1.1  | 50.5                     | 61.8  | 70.1  | 10.6   | 8.8  | 10.3 |
| Africa Non FSS   |               | 5.4                                 | 5.3  | 6.5  | 3.4                                 | 2.7  | 2.5  | 1.9                  | 1.9  | 2.2  | 1.9                 | 1.8  | 1.8  | 61.1                     | 65.2  | 59.5  | 15.3   | 11.4 | 14.2 |
| Asia Small   |               | 2.4                                 | 5.0  | 3.2  | 1.0                                 | 2.5  | 1.9  | 0.0                  | 1.3  | 1.7  | 0.0                 | 0.6  | 1.7  | 82.2                     | 73.6  | 56.3  | 18.4   | 17.7 | 29.0 |
| Asia Medium  |               | 2.6                                 | 2.2  | 2.4  | 1.4                                 | 1.4  | 1.6  | 0.7                  | 2.2  | 2.8  | 0.4                 | 2.1  | 2.4  | 84.8                     | 75.9  | 69.4  | 12.9   | 5.7  | 6.1  |
| Asia Large   |               | 0.8                                 | 1.1  | 1.5  | 0.3                                 | 0.7  | 0.7  | 1.0                  | 0.7  | 0.7  | 0.9                 | 0.7  | 0.6  | 107.9                    | 100.3 | 99.4  | 6.2  | 4.5  | 3.5  |
| Asia FSS   |               | 1.5                                 | 1.9  | 0.9  | 0.5                                 | 0.9  | 0.6  | 0.2                  | 0.7  | 0.7  | 0.2                 | 0.5  | 0.6  | 91.3                     | 96.8  | 90.1  | 11.5   | 5.4  | 5.3  |
| Asia Non FSS   |               | 3.6                                 | 4.5  | 5.2  | 1.5                                 | 1.5  | 2.6  | 2.6                  | 2.5  | 2.9  | 2.2                 | 2.5  | 2.6  | 83.8                     | 63.7  | 80.7  | 12.8   | 5.1  | 5.5  |
| ECA Small  |               | 1.3                                 | 1.3  | 0.3  | 0.9                                 | 0.8  | 0.2  | 0.2                  | 0.8  | 0.3  | 0.2                 | 0.8  | 0.3  | 95.3                     | 102.0 | 345.7 | 6.0  | 4.8  | 5.5  |
| ECA Medium   |               | 1.3                                 | 1.5  | 1.9  | 0.7                                 | 0.5  | 0.5  | 0.7                  | 0.6  | 0.5  | 0.4                 | 0.5  | 0.3  | 101.9                    | 94.1  | 122.3 | 5.2  | 4.0  | 4.1  |
| ECA Large  |               | 0.8                                 | 1.2  | 0.9  | 0.4                                 | 0.6  | 0.5  | 0.8                  | 0.7  | 0.6  | 0.6                 | 0.4  | 0.3  | 194.4                    | 188.6 | 146.7 | 4.2  | 4.8  | 2.7  |
| ECA FSS  |               | 1.1                                 | 1.2  | 0.9  | 0.5                                 | 0.6  | 0.4  | 0.5                  | 0.5  | 0.3  | 0.4                 | 0.4  | 0.3  | 117.1                    | 146.8 | 170.0 | 5.0  | 4.9  | 2.7  |
| ECA Non FSS  |               | 1.1                                 | 1.6  | 2.5  | 0.7                                 | 0.6  | 1.3  | 0.6                  | 1.1  | 1.5  | 0.3                 | 0.6  | 1.2  | 101.9                    | 100.0 | 82.4  | 4.4  | 3.5  | 6.7  |
| LAC Small  |               | 4.2                                 | 4.6  | 4.1  | 2.2                                 | 2.0  | 1.9  | 1.1                  | 1.2  | 1.6  | 0.8                 | 0.6  | 1.0  | 87.7                     | 84.9  | 87.5  | 7.9  | 7.0  | 6.0  |
| LAC Medium   |               | 3.7                                 | 3.5  | 3.0  | 2.5                                 | 2.1  | 1.6  | 1.6                  | 1.6  | 1.7  | 1.4                 | 1.2  | 1.6  | 96.4                     | 102.3 | 106.6 | 5.3  | 6.1  | 5.3  |
| LAC Large  |               | 4.6                                 | 3.5  | 3.0  | 3.1                                 | 2.0  | 1.8  | 2.0                  | 2.0  | 2.1  | 1.8                 | 1.8  | 1.8  | 87.6                     | 106.6 | 103.4 | 5.8  | 6.8  | 6.2  |
| LAC FSS  |               | 3.5                                 | 3.1  | 2.9  | 2.4                                 | 1.7  | 1.6  | 1.4                  | 1.7  | 1.8  | 1.1                 | 1.3  | 1.6  | 97.5                     | 106.9 | 107.3 | 6.6  | 6.5  | 5.8  |
| LAC Non FSS  |               | 6.0                                 | 5.0  | 4.9  | 4.1                                 | 3.2  | 3.2  | 1.9                  | 1.7  | 2.3  | 1.3                 | 1.1  | 2.0  | 66.8                     | 75.8  | 77.4  | 6.4  | 7.8  | 6.2  |
| MENA Small   |               | 0.4                                 | 2.2  | n/a  | 0.4                                 | 1.7  | n/a  | 0.1                  | 0.4  | n/a  | 0.1                 | 0.1  | n/a  | 90.4                     | 59.7  | n/a   | 9.7  | 7.3  | n/a  |
| MENA Medium  |               | 1.0                                 | 2.3  | 1.5  | 0.5                                 | 0.9  | 0.7  | 1.1                  | 0.5  | 0.6  | 1.0                 | 0.2  | 0.5  | 84.3                     | 64.0  | 73.7  | 9.5  | 5.0  | 10.5 |
| MENA Large   |               | 0.3                                 | 0.4  | 0.9  | 0.1                                 | 0.2  | 0.4  | 0.3                  | 0.5  | 0.5  | 0.3                 | 0.3  | 0.4  | 55.1                     | 283.9 | 87.4  | 1.4  | 3.1  | 3.3  |
| MENA FSS   |               | 0.6                                 | 0.5  | 0.9  | 0.2                                 | 0.3  | 0.3  | 0.3                  | 0.5  | 0.4  | 0.3                 | 0.2  | 0.4  | 86.7                     | 96.1  | 91.0  | 5.6  | 3.8  | 6.9  |
| MENA Non FSS   |               | 1.8                                 | 6.0  | 3.0  | 0.7                                 | 3.7  | 2.0  | 2.1                  | 0.4  | 1.1  | 0.5                 | 0.2  | 0.9  | 81.3                     | 68.9  | 75.7  | 12.7   | 5.6  | 2.5  |

For definitions of Peer Group criteria, refer to pages 27 to 28; For details on indicator definitions, refer to pages 43-44.

All values, except "number of MFIs," are medians. Statistics are not published for peer groups containing fewer than three observations. These results are marked with "n/a."

## Index of Terms and Definitions (Balance Sheet)

| Terms                                     | Definitions  |
|---|--|
| Cash and Due from Banks                   | Cash, petty cash, balances in banks, including non-interest bearing deposits   |
| Reserves from Central Bank                | Cash reserves in a central bank  |
| Trade Investments                         | Treasury bills and other short term investments, including interest-bearing deposits, convertible to cash within 12 months. Usually used in liquidity management.  |
| Net Loan Portfolio                        | Gross loan portfolio minus impairment loss allowance   |
| Gross Loan Portfolio                      | All outstanding principal for all outstanding client loans, including current, delinquent and restructured loans, but not loans that have been written off. It does not include interest receivable. It does not include employee loans.                   |
| (Impairment Loss Allowance)               | The portion of the gross loan portfolio that has been expensed (provisioned for) in anticipation of losses due to default. This item represents the cumulative value of the provision for loan impairment, less the cumulative value of loans written off. |
| Interest Receivable                       | Interest receivable on all asset accounts. Recorded by institutions using accrual accounting.  |
| Accounts Receivable and Other Assets      | Accounts receivable, notes receivables and other receivables. This includes all receivables other than client loan accounts, including employee loans.   |
| Other Investments                         | Long term investments not convertible to cash within 12 months   |
| Net Fixed Assets                          | The purchase value of property, plant and equipment, less accumulated depreciation. This includes intangibles, such as MIS development or goodwill, less accumulated amortization.   |
| <b>TOTAL ASSETS</b>                       | <b>Total of all net asset accounts</b>   |
| Demand Deposits                           | Total of voluntary and compulsory deposits   |
| Voluntary Deposits                        | Demand deposits from the general public and members that are not maintained as a condition for accessing a current or future loan and are held with the institution  |
| Compulsory Deposits                       | Client deposit accounts that are maintained as a condition for a current or future loan and are held with the institution  |
| Time Deposits                             | Certificates of deposit or other fixed term deposits   |
| Borrowings                                | Total of commercial and concessional borrowings  |
| Borrowings at Concessional Interest Rates | Principal balance of all borrowings, including overdraft accounts, for which the institution pays a nominal rate of interest that is less than the local commercial interest rate  |
| Borrowings at Commercial Interest Rates   | Principal balance of all borrowings, including overdraft accounts, for which the institution pays a nominal rate of interest that is greater than to or equal to the local commercial interest rate  |
| Interest Payable                          | Interest payable on all liability accounts. Recorded by institutions using accrual accounting.   |
| Accounts Payable and Other Liabilities    | Other liabilities including tax and salary liabilities, social withholdings, deferred revenue, other accounts payable, including liabilities that do not fund the portfolio, such as mortgages on real estate.   |
| <b>TOTAL LIABILITIES</b>                  | <b>Total of all liability accounts</b>   |
| Paid-in Capital                           | Capital paid by shareholders or members  |
| Donated Equity                            | Accumulated donations  |
| Prior Years                               | Accumulated donations from prior periods   |
| Current Year                              | Donations from the current year  |
| Retained Earnings                         | Accumulated net income after taxes and before donations  |
| Prior Years                               | Accumulated net income after taxes and before donations from prior periods   |
| Current Year                              | Net income after taxes and before donations from the current year  |
| Adjustments to Equity                     | Value of all adjustments, including inflation adjustment   |
| Inflation Adjustment                      | Value of inflation adjustment expense  |
| Subsidized Costs of Funds Adjustment      | Value of subsidized cost of funds adjustment expense   |
| In-Kind Subsidy Adjustment                | Value of in-kind subsidy adjustment  |
| Reserves                                  | Reserves such as those imposed by law or statute.  |
| Other Equity Accounts                     | Other equity accounts not included elsewhere   |
| <b>TOTAL EQUITY</b>                       | <b>Total of all equity accounts</b>  |
| <b>TOTAL LIABILITIES AND EQUITY</b>       | <b>Total of total liabilities and total equity</b>   |

## Index of Terms and Definitions (Income Statement)

| Terms  | Definitions   |
|--|---|
| Financial Revenue                                    | Total of revenue from loan portfolio and other financial assets, as well as other financial revenue from financial services   |
| Financial Revenue from Loan Portfolio                | Total interest, fees and commission on loan portfolio   |
| Interest on Loan Portfolio                           | Interest earned on loan portfolio   |
| Fees and Commissions on Loan Portfolio               | Penalties, commissions and other fees charged on loan portfolio   |
| Financial Revenue from Investments                   | Net gains on other financial assets   |
| Other Operating Revenue                              | Other revenue from provision of financial services, including revenue from insurance or transfer services or non-financial revenue from the provision of financial services, such as the sale of passbooks or SmartCards. This account also include net exchange gains. |
| Financial Expense                                    | Total of financial expense on liabilities, net inflation adjustment, cost-of-funds adjustment and other expenses from financial services  |
| Financial Expense on Funding Liabilities             | Total of interest and fees paid on deposits and borrowings  |
| Interest and Fee Expense on Deposits                 | Interest and fees paid on demand or term deposits   |
| Interest and Fee Expense on Borrowings               | Interest and fees paid on borrowings  |
| Net Adjustment for Inflation                         | Reserved for institutions that use inflation based accounting. Net amount of inflation adjustment.  |
| Inflation Adjustment to Equity                       | Cost of maintaining the value of the institution's equity   |
| Inflation Adjustment to Fixed Assets                 | Gain on the value of fixed assets due to inflation  |
| Adjustment for Subsidized Cost of Funds              | Adjustment expense for difference between market rate and concessional rate on borrowings   |
| Other Financial Expense                              | Other expenses from provision of financial services, including non-financial expenses on financial products, as well as net exchange depreciation   |
| <b>NET FINANCIAL INCOME</b>                          | <b>Financial revenue minus financial expense</b>  |
| Impairment Losses on Loans                           | Sum of provision for loan impairment and recovery on loans written off  |
| Provision for Loan Impairment                        | Provision for loan impairment for the period  |
| Value of Loans Recovered                             | Total recovery on loans written off   |
| Operating Expense                                    | Total of personnel expense and administrative expense   |
| Personnel Expense                                    | Salaries, withholdings, fringe benefits and personnel taxes paid on all those who work for the institution  |
| Administrative Expense                               | Total of rent and utilities, transportation, office supplies, depreciation and other administrative expenses  |
| Rent and Utilities                                   | Rent and utility charges  |
| Transportation                                       | Transportation of staff to attend to clients and to manage operations   |
| Office Supplies                                      | Printed matter, supplies, photocopies, books, etc.  |
| Depreciation and Amortization                        | Allowance for deterioration, eventual replacement of equipment  |
| Other Administrative Expense                         | Other non-personnel administrative expenses   |
| <b>NET OPERATING INCOME</b>                          | <b>Financial revenue less financial expense, net loan loss provision expense and operating expense</b>  |
| Net Non-Operating Income                             | Non-operating Revenue less Non-operating Expense  |
| Non-Operating Revenue                                | Revenue from activity unrelated to the MFI's core activity of providing financial services. This could include consulting income, sale of IT products, or fees for business development services (BDS).   |
| Non-Operating Expense                                | Expenses from activity unrelated to the MFIs core activity of providing financial services, such as BDS development costs or consulting expenses  |
| <b>NET INCOME (BEFORE TAXES AND DONATIONS)</b>       | <b>Net operating income less net non-operating income</b>   |
| Taxes  | Includes all taxes paid on Net Income or other measure of profits as defined by local tax authorities.  |
| <b>NET INCOME (AFTER TAXES AND BEFORE DONATIONS)</b> | <b>Net income (before taxes and donations) less taxes</b>   |
| Donations  | Donations made to the MFI to subsidize its operations   |
| <b>NET INCOME (AFTER TAXES AND DONATIONS)</b>        | <b>Net income (after taxes and before donations) plus donations.</b>  |

## Index of Indicators and Definitions

### INSTITUTIONAL CHARACTERISTICS

|                |   |
|----------------|---|
| Number of MFIs | Sample Size of Group  |
| Age            | Years Functioning as an MFI   |
| Total Assets   | Total Assets, adjusted for Inflation and standardized provisioning for loan impairment and write-offs |
| Offices        | Number, including head office   |
| Personnel      | Total number of staff members   |

### FINANCING STRUCTURE

|                                      |   |
|--------------------------------------|---|
| Capital/Asset Ratio                  | Adjusted Total Equity/Adjusted Total Assets   |
| Commercial Funding Liabilities Ratio | (Voluntary and Time Deposits + Borrowings at Commercial Interest Rates)/Adjusted Average Gross Loan Portfolio |
| Debt to Equity                       | Adjusted Total Liabilities/Adjusted Total Equity  |
| Deposits to Loans                    | Voluntary Deposits/Adjusted Gross Loan Portfolio  |
| Deposits to Total Assets             | Voluntary Deposits/Adjusted Total Assets  |
| Portfolio to Assets                  | Adjusted Gross Loan Portfolio/Adjusted Total Assets   |

### OUTREACH INDICATORS

|  |  |
|--|--|
| Number of Active Borrowers                           | Number of borrowers with loans outstanding, adjusted for standardized write-offs |
| Percent of Women Borrowers                           | Number of active women borrowers/Adjusted Number of Active Borrowers             |
| Number of Loans Outstanding                          | Number of loans outstanding, adjusted for standardized write-offs                |
| Gross Loan Portfolio                                 | Gross Loan Portfolio, adjusted for standardized write-offs                       |
| Average Loan Balance per Borrower                    | Adjusted Gross Loan Portfolio/Adjusted Number of Active Borrowers                |
| Average Loan Balance per Borrower/GNI per Capita     | Adjusted Average Loan Balance per Borrower/GNI per Capita                        |
| Average Outstanding Balance                          | Adjusted Gross Loan Portfolio/Adjusted Number of Loans Outstanding               |
| Average Outstanding Balance/GNI per Capita           | Adjusted Average Outstanding Balance GNI per Capita                              |
| Number of Voluntary Depositors                       | Number of depositors with voluntary deposit and time deposit accounts            |
| Number of Voluntary Deposit Accounts                 | Number of voluntary deposit and time deposit accounts                            |
| Voluntary Deposits                                   | Total value of voluntary deposit and time deposit accounts                       |
| Average Deposit Balance per Depositor                | Voluntary Deposits/Number of Voluntary Depositors                                |
| Average Deposit Balance per Depositor/GNI per capita | Average Deposit Balance per Depositor/GNI per capita                             |
| Average Deposit Account Balance                      | Voluntary Depositors/Number of Voluntary Deposit Accounts                        |
| Average Deposit Account Balance/GNI per capita       | Average Deposit Account Balance/GNI per capita                                   |

### MACROECONOMIC INDICATORS

|                 |   |
|-----------------|---|
| GNI per Capita  | Total income generated by a country's residents, irrespective of location/Total number of residents       |
| GDP Growth Rate | Annual growth in the total output of goods and services occurring within the territory of a given country |
| Deposit Rate    | Interest rate offered to resident customers for demand, time, or savings deposits                         |
| Inflation Rate  | Annual change in average consumer prices  |
| Financial Depth | Money aggregate including currency, deposits and electronic currency (M3)/GDP                             |

### OVERALL FINANCIAL PERFORMANCE

|                              |  |
|------------------------------|--|
| Return on Assets             | (Adjusted Net Operating Income — Taxes)/Adjusted Average Total Assets                                    |
| Return on Equity             | (Adjusted Net Operating Income — Taxes)/Adjusted Average Total Equity                                    |
| Operational Self-Sufficiency | Financial Revenue/(Financial Expense + Impairment Losses on Loans + Operating Expense)                   |
| Financial Self-Sufficiency   | Adjusted Financial Revenue/Adjusted (Financial Expense + Impairment Losses on Loans + Operating Expense) |

## Index of Indicators and Definitions (continued)

### REVENUES

|                                    |  |
|------------------------------------|--|
| Financial Revenue/Assets           | Adjusted Financial Revenue/Adjusted Average Total Assets                             |
| Profit Margin                      | Adjusted Net Operating Income/Adjusted Financial Revenue                             |
| Yield on Gross Portfolio (nominal) | Adjusted Financial Revenue from Loan Portfolio/Adjusted Average Gross Loan Portfolio |
| Yield on Gross Portfolio (real)    | (Adjusted Yield on Gross Portfolio (nominal) — Inflation Rate)/(1 + Inflation Rate)  |

### EXPENSES

|                                      |  |
|--------------------------------------|--|
| Total Expense/Assets                 | Adjusted (Financial Expense + Net Loan Loss Provision Expense + Operating Expense)/Adjusted Average Total Assets |
| Financial Expense/Assets             | Adjusted Financial Expense/Adjusted Average Total Assets   |
| Provision for Loan Impairment/Assets | Adjusted Impairment Losses on Loans/Adjusted Average Total Assets  |
| Operating Expense/Assets             | Adjusted Operating Expense/Adjusted Average Total Assets   |
| Personnel Expense/Assets             | Adjusted Personnel Expense/Adjusted Average Total Assets   |
| Administrative Expense/Assets        | Adjusted Administrative Expense/Adjusted Average Total Assets  |
| Adjustment Expense/Assets            | (Adjusted Net Operating Income — Unadjusted Net Operating Income)/Adjusted Average Total Assets                  |

### EFFICIENCY

|                                  |  |
|----------------------------------|--|
| Operating Expense/Loan Portfolio | Adjusted Operating Expense/Adjusted Average Gross Loan Portfolio       |
| Personnel Expense/Loan Portfolio | Adjusted Personnel Expense/Adjusted Average Gross Loan Portfolio       |
| Average Salary/GNI per Capita    | Adjusted Average Personnel Expense/GNI per capita                      |
| Cost per Borrower                | Adjusted Operating Expense/Adjusted Average Number of Active Borrowers |
| Cost per Loan                    | Adjusted Operating Expense/Adjusted Average Number of Loans            |

### PRODUCTIVITY

|                                       |  |
|---------------------------------------|--|
| Borrowers per Staff Member            | Adjusted Number of Active Borrowers/Number of Personnel      |
| Loans per Staff Member                | Adjusted Number of Loans Outstanding/Number of Personnel     |
| Borrowers per Loan Officer            | Adjusted Number of Active Borrowers/Number of Loan Officers  |
| Loans per Loan Officer                | Adjusted Number of Loans Outstanding/Number of Loan Officers |
| Voluntary Depositors per Staff Member | Number of Voluntary Depositors/Number of Personnel           |
| Deposit Accounts per Staff Member     | Number of Deposit Accounts/Number of Personnel               |
| Personnel Allocation Ratio            | Number of Loan Officers/Number of Personnel                  |

### RISK AND LIQUIDITY

|  |   |
|--|---|
| Portfolio at Risk > 30 Days                      | Outstanding balance, portfolio overdue > 30 Days + renegotiated portfolio/Adjusted Gross Loan Portfolio |
| Portfolio at Risk > 90 Days                      | Outstanding balance, portfolio overdue > 90 Days + renegotiated portfolio/Adjusted Gross Loan Portfolio |
| Write-off Ratio                                  | Adjusted Value of loans written-off/Adjusted Average Gross Loan Portfolio                               |
| Loan Loss Rate                                   | (Adjusted Write-offs - Value of Loans Recovered)/Adjusted Average Gross Loan Portfolio                  |
| Risk Coverage Ratio                              | Adjusted Impairment Loss Allowance/PAR > 30 Days  |
| Non-earning Liquid Assets as a % of Total Assets | Adjusted Cash and banks/Adjusted Total Assets   |

## Peer Groups 2005

| PEER GROUP                          | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS  |
|-------------------------------------|----------------|-----|-----|----|---|
|                                     | N              | *** | **  | *  |   |
| <b>SIMPLE PEER GROUPS 2005</b>      |                |     |     |    |   |
| <b>Age: New</b><br>(0 to 4 Years)   | 73             | 10  | 52  | 11 | ABCRDM, AccessBank, Agroinvestbank, AMC de R.L., AML, APED, ARMP, ASP Financiera, Azal, Bandhan, Bereke, BOM, BRAC - AFG, CredAgro NBCO, CZWSDA, DD Bank, ECLOF - ARM, ECLOF - PHL, EDPYME Alternativa, EDPYME Efectiva, FIE Gran Poder, FINCA - AFG, FINCA - DRC, FINCA - TJK, FINCA - ZMB, FMFB - AFG, FMFB - Pakistan, FMFB - TJK, FODEM, FONDESOL, Fundación San Miguel, Grameen Mendoza, Horizon, Horizonti, Kakum RB, KAS, Kasagana-Ka, Kazama Grameen, Kompanion, KosInvest, KRUSHI, Lead Foundation, LIDER, MBK Ventura, MDF, Metemamen, MFI, Microinvest, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, NMF, NMF, OBS, OISL, OMB, Parwaz, ProCredit - ECU, ProCredit - GHA, ProCredit Bank - BGR, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, ProMujer - MEX, Rozgar, Saadhana, Sodeistviye (Pyatigorsk), TFS, Toende RB, Ujijvan, Upper Many RB, VFC   |
| <b>Age: Young</b><br>(5 to 8 Years) | 152            | 24  | 108 | 20 | ABS-CBN, ACME, ACSI, ADRA - PER, AFK, AgroInvest, Aiyl Bank, Akiba, Al Amana, Al Karama, Al Majmoua, AMC, Ameen, AMK, AMMACTS, AREGAK, ASDIR, Asociación Ariwari, Asociación Raiz, AVFS, Azeri Star, Bai Tushum, Banco da Familia, BanGente, BESA, BFL, BG, BSS, BZMF, Capitec Bank, Caritas, CCA, CDS, CEF, CEOSS, CEVI, CFF, CMEDFI, COAC Acción Rural, COAC MCCC, COAC Mushuc Runa, COAC Sac Aiet, CODESARROLLO, CRAC Los Andes, Credi Fé, CrediAmigo, CREDIT, CREDO, CRY SOL, DBACD, DECSI, DEMOS SLC, D-Miro, EcoFuturo FFP, EDPYME Nueva Visión, EDPYME Proempresa, Emprender, ENLACE, Eshet, FBPMC, FDM, Financiera Edyficar, FINCA - ARM, FINCA - AZE, FINCA - GEO, FINCA - GTM, FINCA - KOS, FINCA - TZA, FinDev, FINSOL, FONCRESOL, FOVIDA, Friendship Bridge, FULM, FUNDAMHICRO, FUNDEA, FUNDESER, Gasha, GK, GU, HOPE, ICC BluSol, ImerCredit, Imkoniyat, IMON, INMAA, Intellect, JSC Bank Constanta, KADET, KAMURJ, KBSLAB, KEP, Khushhali Bank, KMB, KMF, KRK Ltd, Lazika Capital, LOK Microcredit Foundation, Mahasemam - SMILE, Manuela Ramos, MCN, MDSL, MED-Net, MEMCO, Microserfin, MIDE, MIKRA, MIKROFIN, Mikrofond, Normicro, NovoBanco - MOZ, OBM, OMO, Opportunity Albania, PALFSI, Partner, PEACE, PRIZMA, ProCredit - MDA, ProCredit - NIC, ProCredit Bank - ALB, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProMujer - PER, Rost, SBACD, SBS, SEAP, SEF-ARM, SFPI, SINERGIJA, SKS, Sodeystviye, SOGESOL, SPBD, Sunrise, SWAWS, Tamweelcom, Tchuma, UCADE Ambato, UML, UOMB, USTOI, Valiant RB, Viator, Vital Finance, VRFSSBS, Wasasa, Wisdom, Women for Women, XacBank  |
| <b>Age: Mature</b><br>(> 8 Years)   | 260            | 58  | 165 | 37 | A1st Valley Bank, ABA, ACBA, ACCOVI, ACEP Senegal, ACLEDA, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADOPEM, ADRI, AgroCapital, AGUDESA, Al Tadamon, Alternativa, AMA, AMRET, AMSSF/MC, Apoyo Integral, ASA, ASEI, ASHI, AYNLA, Azercrédit, Banco ADEMI, Banco Santiago de Libon, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, BANEX (ex FINDESA), Bangko Kabayan, Bangko Mabuhay, Bank Eshkata, BASIX, BCB, BCSC, Bessfa RB, BISWA, BRAC, BURO Bangladesh, Caja Nor Perú, Caja Popular Mexicana, CamCCUL, Cantilan Bank, CAPA, CAPPED, CARD Bank, CARD NGO, Cashpor MC, CBMO, CDRO, CEADe, CEAPE Maranhão, Centenary Bank, CEP, CEPESIU, CEPRODEL, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paíta, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, CMS, COAC Jardín Azuayo, COAC San José, CompartamosBanco, Contactar, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRECER, Credicoop, CREDIMUJER, Crediscotia, CReSA, DAMEN, Diaconia, EDAPROSP, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EKI, Enda, Equity Bank, ESAF, FADES, FAFIDESS, FAMA OPDF, FAPE, FASL, Fassil FFP, FATEN, Faulu - UGA, FCBFI, FCC, FDL, FED, FFCEC, FICO, FIDERPAC, FIE FFP, FIELCO, FinAmérica, Financiera Fama, Financiera Familiar, FINCA - ECU, FINCA - HND, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - UGA, FinComún, FINCORP, FMCC, FMM Bucaramanga, FMM Popayán, FMSD, FODEMI, FOMIC, FONDEP, FONDESURCO, Fonkoze, Fortaleza FFP, FORUS, FUCEC Togo, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, FUNDAMIC, FUNDECOCO, FUNDENUSE, FUNDESPE, Fundusz Mikro, FUNED, FUNSALDE, Génesis Empresarial, Genesis, Grameen Bank, Green Bank, GV, Hermandad de Honduras OPDF, HKL, IDESI Lambayeque, IDF, IMPRO, INECO, INSOTEC, Interactuar, Interfisa, JCF, Jemeni, Kafo Jiginew, Kashf, Khan Bank, KMBI, Kondo Jigima, K-Rep, KWFT, LAPO, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buahna, LPD Celuk, LPD Ketewel, LPD Kukuh, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Maata-N-Tudu, Mallig Plains RB, MEDF, MFW, MGBB, MiBanco, MI-BOSPO, Microempresas de Antioquia, Mikro ALDI, Moznosti, Naara RB, New RB of Victorias, Nirdhan, NOA, NWTf, Nyesigiso, ODEF Financiera S.A., OLC, OMRO, PADME, PGBB, PRASAC, PRESTANIC, PRIDE - TZA, PRISMA, ProCaja, ProCredit - BOL, ProCredit - SLV, PRODEM FFP, PRODESA, ProMujer - BOL, ProMujer - NIC, RASS, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, RCPB, RGVN, Sanghamithra, Sarvodaya Nano Finance, SAT, Sathapana Limited, SED, SEDA, SEEDS, SEF-ZAF, SHARE, SKDRDP, SMEP, SMSS, Sociedad Cooperativa PADECOMSM, Sonzelle RB, Spandana, TMSS, TPC, TSKI, TSPI, UNRWA, VEF, VFS, Visión Banco, WAGES, World Relief - HND, WWB Cali, Zakoura |
| <b>Charter Type: Bank</b><br>(Bank) | 46             | 12  | 31  | 3  | ACBA, AccessBank, ACLEDA, ADOPEM, Agroinvestbank, Akiba, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanDesarrollo Microempresas, BanGente, Bank Eshkata, BCSC, BOM, Capitec Bank, Centenary Bank, CrediAmigo, Crediscotia, Equity Bank, FMFB - AFG, FMFB - Pakistan, FMFB - TJK, Grameen Bank, INECO, Khan Bank, KMB, K-Rep, MiBanco, NovoBanco - MOZ, OBM, OMB, ProCredit - BOL, ProCredit - ECU, ProCredit - NIC, ProCredit - ROM, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, XacBank   |

| PEER GROUP  | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|---|----------------|-----|-----|----|--|
|   | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2005</b>  |                |     |     |    |  |
| <b>Charter Type: Credit Union</b><br>(Credit Union)                                 | 35             | 2   | 21  | 12 | ACEP Senegal, Alternativa, AMMACT, Caja Popular Mexicana, CamCCUL, CMS, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, Credicoop, DEMOS SLC, FFECC, FUCEC Togo, FULM, Intellect, Jemeni, Kafo Jiginew, Kondo Jigima, Moznosti, Nachala, NOA, Nyesigiso, RCPB, Rost, SBS, Sodeistviye (Pyatigorsk), Sodeystviye   |
| <b>Charter Type: NBFi</b><br>(Non-Bank Financial Intermediary)                      | 143            | 55  | 80  | 8  | ACCOVI, AgroInvest, Aiyl Bank, AMC, AMC de R.L., AMK, AML, AMRET, Apoyo Integral, ASP Financiera, AVFS, Azercredit, Azeri Star, Bai Tushum, BanCovelo, BANEX (ex FINDESA), BASIX, BFL, BG, Caja Nor Perú, CAPA, CCA, CDS, CEF, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paíta, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CompartamosBanco, CRAC Los Andes, CredAgro NBCCO, Credi Fé, CREDIT, CREDO, Crystal, DD Bank, DECSI, EcoFuturo FFP, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, EKI, ENLACE, Eshet, FASL, Fassil FFP, FATEN, Faulu - UGA, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Edyficar, Financiera Familiar, FINCA - AZE, FINCA - ECU, FINCA - UGA, FINCA - ZMB, FinComún, FINCORP, FinDev, FINSOL, FMCC, Fortaleza FFP, Fundusz Mikro, Gasha, HKL, Interfisa, KADET, KEP, Khushhali Bank, KMF, Kompanion, KRK Ltd, KWFT, LIDER, LOK Microcredit Foundation, MCN, MDSL, Metemamen, MFW, MI-BOSPO, Microinvest, Microserfin, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MikroMaliyye Credit, Nirdhan, NMFb, Normicro, OBS, OISL, OMO, OMRO, Opportunity Albania, Partner, PEACE, PRASAC, PRIZMA, ProCredit - GHA, ProCredit - MDA, PRODEM FFP, Rozgar, Sarvodaya Nano Finance, Sathapana Limited, SED, SEEDS, SEF-ARM, SFPI, SHARE, SINERGIJA, SKS, SMEP, SOGESOL, Spandana, Sunrise, Tamweelcom, Tchuma, TFS, TPC, Ujjivan, UML, UNRWA, UOMB, USTOI, VFC, Viator, Visión Banco, VRFBS, Wasasa, Wisdom   |
| <b>Charter Type: NGO</b><br>(Non Government Organization)                           | 222            | 23  | 169 | 30 | ABA, ABCRDM, ABS-CBN, ACME, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADRA - PER, ADRI, AFK, AgroCapital, AGUDES, Al Amana, Al Karama, Al Majmoua, Al Tadamun, AMA, Ameen, AMSSF/MC, APED, AREGAK, ARMP, ASA, ASDIR, ASEI, ASHI, Asociación Arariwa, Asociación Raíz, AYNLA, Azal, Banco da Família, Bandhan, Bereke, BESA, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, BZMF, CAPPED, CARD NGO, Caritas, Cashpor MC, CDRO, CEADe, CEAPE Maranhão, CEOSS, CEP, CEPESIU, CEPRODEL, CEVI, CFF, CMEDFI, CMM Bogotá, CMM Medellín, Contactar, CRECER, CREDIMUJER, CreSA, CRY SOL, CZWSDA, DAMEN, DBACD, Diaconia, D-Miro, ECLOF - ARM, ECLOF - PHL, EDAPROPO, Emprender, Enda, ESAF, FADES, FAFIDESS, FAMA OPDF, FAPE, FBPMC, FCBFI, FCC, FDL, FDM, FED, FIDERPAC, Financiera Fama, FINCA - AFG, FINCA - ARM, FINCA - DRC, FINCA - GEO, FINCA - GTM, FINCA - HND, FINCA - KOS, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TJK, FINCA - TZA, FMM Bucaramanga, FMM Popayán, FMSD, FODEM, FODEMI, FOMIC, FONCRESOL, FONDEP, FONDESOL, FONDESURCO, Fonkoze, FORUS, FOVIDA, Friendship Bridge, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDEA, FUNDECOCO, FUNDENUSE, FUNDESER, FUNDESPE, FUNED, FUNSALDE, Génesis Empresarial, Genesis, GK, Grameen Mendoza, GU, GV, Hermandad de Honduras OPDF, HOPE, Horizon, Horizonti, ICC BluSol, IDESI Lambayeque, IDF, ImerCredit, Imkoniyat, IMON, IMPRO, INMAA, INSOTEC, Interactuar, JCF, JSC Bank Constanta, KAMURJ, KAS, Kasagana-Ka, Kashf, Kazama Grameen, KMBI, KosInvest, KRUSHI, LAPO, Lazika Capital, Lead Foundation, Maata-N-Tudu, Mahasemam - SMILE, Manuela Ramos, MBK Ventura, MDF, MEDF, MED-Net, MEMCO, MFI, Microempresas de Antioquia, MIDE, MLF HUMO, MLF MicroInvest, NMF, NWTF, ODEF Financiera S.A., OLC, PADME, PALFSI, Parwaz, PRESTANIC, PRIDE - TZA, PRISMA, ProCaja, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, RGVN, Saadhana, Sanghamithra, SAT, SBACD, SEAP, SED, SEF-ZAF, SKDRDP, SMSS, Sociedad Cooperativa PADECOMSM, SPBD, SWAWS, TMSS, TSKI, TSPI, UCADE Ambato, VEF, VFS, Vital Finance, WAGES, Women for Women, World Relief - HND, WWB Cali, Zakoura |
| <b>Charter Type: Rural Bank</b><br>(Rural Bank)                                     | 41             | 1   | 25  | 15 | 1st Valley Bank, ACSi, Banco Santiago de Libon, Bangko Kabayan, Bangko Mabuay, BCB, Bessfa RB, Cantilan Bank, CARD Bank, CBMO, FICO, Green Bank, Kakum RB, KBSLAB, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kukup, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Mallig Plains RB, MGBB, Naara RB, New RB of Victorias, PGBB, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, Sonzelle RB, Toende RB, Upper Many RB, Valiant RB   |
| <b>Financial Intermediation: Non FI</b><br>(Voluntary Savings/<br>Total Assets = 0) | 289            | 50  | 211 | 28 | ABA, ABCRDM, ABS-CBN, ACME, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADRA - PER, ADRI, AFK, AgroCapital, AgroInvest, AGUDES, Aiyl Bank, Al Amana, Al Karama, Al Majmoua, Al Tadamun, AMA, AMC, AMC de R.L., Ameen, AML, AMSSF/MC, APED, Apoyo Integral, AREGAK, ARMP, ASDIR, ASEI, Asociación Arariwa, Asociación Raíz, ASP Financiera, AYNLA, Azal, Azercredit, Azeri Star, Bai Tushum, Banco da Família, BanCovelo, Bandhan, BASIX, Bereke, BESA, BFL, BISWA, BRAC - AFG, BSS, BZMF, CAPA, CARD NGO, Caritas, Cashpor MC, CDRO, CEADe, CEAPE Maranhão, CEF, CEOSS, CEPESIU, CEPRODEL, CEVI, CMM Bogotá, CMM Medellín, CompartamosBanco, Contactar, CRECER, CredAgro NBCCO, Credi Fé, CrediAmigo, CREDIMUJER, CREDO, CreSA, CRY SOL, Crystal, CZWSDA, DAMEN, DBACD, Diaconia, D-Miro, ECLOF - ARM, ECLOF - PHL, EDAPROPO, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, EKI, Emprender, Enda, ENLACE, ESAF, FADES, FAFIDESS, FAPE, FATEN, Faulu - UGA, FBPMC, FCC, FDL, FDM, FED, FIDERPAC, FIE Gran Poder, Financiera Edyficar, Financiera Fama, FINCA - AFG, FINCA - ARM, FINCA - AZE, FINCA - DRC, FINCA - GEO, FINCA -   |

| PEER GROUP   | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|--|----------------|-----|-----|----|--|
|  | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2005</b>   |                |     |     |    |  |
|  |                |     |     |    | GTM, FINCA - HND, FINCA - KOS, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TJK, FINCA - TZA, FINCA - ZMB, FINCORP, FinDev, FMCC, FMM Bucaramanga, FMM Popayán, FMSD, FODEM, FODEMI, FOMIC, FONCRESOL, FONDEP, FONDESOL, FONDESURCO, FORUS, FOVIDA, Friendship Bridge, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, Fundación San Miguel, FUNDAHMICRO, FUNDAMICA, FUNDEA, FUNDECOCA, FUNDENUSE, FUNDESER, FUNDESPE, Fundusz Mikro, FUNED, FUNSALDE, Génesis Empresarial, Genesis, GK, Grameen Mendoza, GU, GV, Hermandad de Honduras OPDF, HOPE, Horizon, Horizonti, ICC BluSol, IDESI Lambayeque, ImerCredit, Imkoniyat, IMON, IMPRO, INMAA, INSOTEC, Interactuar, JSC Bank Constanta, KADET, KAMURJ, KAS, Kasagana-Ka, KEP, Khushhali Bank, KMBI, KMF, Kompanion, KosInvest, KRK Ltd, KRUSHI, KWFT, LAPO, Lazika Capital, Lead Foundation, LIDER, LOK Microcredit Foundation, Maata-N-Tudu, Manuela Ramos, MBK Ventura, MCN, MDF, MDSL, MEDF, MED-Net, MEMCO, Metemamen, MFI, MFW, MI-BOSPO, Microempresas de Antioquia, Microinvest, Microserfin, MIDE, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Nachala, NMF, Normicro, OLC, OMRO, Opportunity Albania, PADME, PALFSI, Partner, Parwaz, PRESTANIC, PRIDE - TZA, PRISMA, PRIZMA, ProCredit - MDA, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, RGVN, Saadhana, Sanghamithra, Sarvodaya Nano Finance, SAT, Sathapana Limited, SBACD, SEAP, SED, SEDA, SEF-ARM, SEF-ZAF, SHARE, SINERGIA, SKDRDP, SKS, SMEP, SMSS, Sociedad Cooperativa PADECOMSM, SOGESOL, Spandana, Sunrise, SWAWS, Tamweelcom, TFS, TPC, TSKI, TSPI, UCADE Ambato, Ujivan, UNRWA, UOMB, USTOI, VEF, VFC, VFS, Viator, Vital Finance, VRFBSB, Women for Women, World Relief - HND, WWB Cali, Zakoura   |
| <b>Financial Intermediation: Low FI</b><br><i>(Voluntary Savings/Total Assets &gt; 0 and &lt; 20%)</i> | 54             | 4   | 42  | 8  | ACBA, AccessBank, ACEP Senegal, ADOPEM, AMK, AMMACTS, AMRET, ASA, ASHI, AVFS, BG, BOM, BRAC, CEP, CFF, CREDIT, DD Bank, DECSI, DEMOS SLC, Eshet, FAMA OPDF, FCBFI, FINCA - ECU, FMFB - AFG, FMFB - TJK, Gasha, HKL, IDF, Kashf, Kazama Grameen, KMB, Mahasemam - SMILE, MGBB, Moznosti, Nirdhan, NMF, NWTF, OBS, ODEF Financiera S.A., OISL, OMB, OMO, PEACE, PGBB, PRASAC, ProCaja, Rozgar, SEEDS, SFPI, SPBD, Tchuma, TMSS, Wasasa, Wisdom   |
| <b>Financial Intermediation: High FI</b><br><i>(Voluntary Savings/Total Assets ≥ 20%)</i>              | 144            | 39  | 73  | 32 | 1st Valley Bank, ACCOVI, ACLEDA, ACSI, Agroinvestbank, Akiba, Alternativa, Banco ADEMI, Banco Santiago de Libon, Banco Solidario, BancoEstado, BancoSol, BanDesarrollo Microempresas, BANEX (ex FINDESA), BanGente, Bangko Kabayan, Bangko Mabuhay, Bank Eshkhat, BCB, BCSC, Bessfa RB, BURO Bangladesh, Caja Nor Perú, Caja Popular Mexicana, CamCCUL, Cantilan Bank, Capitec Bank, CAPPED, CARD Bank, CBMO, CCA, CDS, Centenary Bank, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMEDFI, CMS, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, Credicoop, Crediscotia, EcoFuturo FFP, Equity Bank, FASL, Fassil FFP, FFECC, FICO, FIE FFP, FIELCO, FinAmérica, Financiera Familiar, FINCA - UGA, FinComún, FINSOL, FMFB - Pakistan, Fonkoze, Fortaleza FFP, FUCEC Togo, FULM, Grameen Bank, Green Bank, INECO, Intellect, Interfisa, JCF, Jemeni, Kafo Jiginew, Kakum RB, KBSLAB, Khan Bank, Kondo Jigima, K-Rep, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kukuh, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Mallig Plains RB, MiBanco, Naara RB, New RB of Victorias, NOA, NovoBanco - MOZ, Nyesigiso, OBM, ProCredit - BOL, ProCredit - ECU, ProCredit - GHA, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, PRODEM FFP, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, RCPB, Rost, SBS, Sodestviye (Pyatigorsk), Sodestviye, Sonzelle RB, Toende RB, UML, Upper Many RB, Valiant RB, Visión Banco, WAGES, XacBank   |
| <b>Methodology: Individual</b>   | 177            | 46  | 114 | 17 | ACBA, AccessBank, ACCOVI, ACLEDA, ACME, ACORDE, Actuar Caldas, Actuar Tolima, ADRI, AFK, AgroCapital, AgrolInvest, Agroinvestbank, AMA, AMC, AMC de R.L., Ameen, ASA, ASDIR, ASP Financiera, Banco da Familia, Banco Santiago de Libon, BANEX (ex FINDESA), Bank Eshkhat, BCB, BCSC, BESA, BRAC, BZMF, Caja Nor Perú, Caja Popular Mexicana, CamCCUL, CAPA, Capitec Bank, CBMO, Centenary Bank, CEP, CEPRODEL, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMEDFI, CMM Bogotá, CMM Medellín, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, Contactar, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CredAgro NBCO, Credi Fé, CrediAmigo, Credicoop, CREDIMUJER, Crediscotia, Crystal, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, Equity Bank, Fassil FFP, FED, FIDERPAC, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Fama, Financiera Familiar, FINCA - AFG, FINCA - GEO, FINCORP, FMM Bucaramanga, FMM Popayán, FMSD, FODEM, FODEMI, FOMIC, Fortaleza FFP, FULM, Fundación CAMPO, Fundación León 2000, Fundación Nieborowski, FUNDECOCA, Genesis, Green Bank, HKL, ICC BluSol, IDESI Lambayeque, ImerCredit, IMPRO, INECO, INSOTEC, Intellect, Interactuar, Interfisa, Kafo Jiginew, Khan Bank, KMB, KosInvest, KRK Ltd, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kukuh, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, MCN, MDF, MEMCO, MiBanco, Microempresas de Antioquia, Microserfin, Mikrofond, Nachala, New RB of Victorias, NovoBanco - MOZ, OBM, OBS, ODEF Financiera S.A., Partner, PRESTANIC, ProCaja, ProCredit - BOL, ProCredit - ECU, ProCredit - GHA, ProCredit - MDA, ProCredit - NIC, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, |

| PEER GROUP   | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|--|----------------|-----|-----|----|--|
|  | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2005</b>   |                |     |     |    |  |
| <b>Methodology: Individual/Solidarity</b><br><i>(Individual &amp; Solidarity; or Individual, Solidarity &amp; Village Banking)</i> | 209            | 36  | 148 | 25 | ProCredit Bank - UKR, ProCredit Bank Serbia, PRODESA, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, Rost, SBS, Sociedad Cooperativa PADECOSM, Sodeistviye (Pyatigorsk), Sodeistviye, SOGESOL, Sunrise, TFS, Valiant RB, Visión Banco, WVB Cali   |
| <b>Methodology: Solidarity</b>   | 40             | 2   | 26  | 12 | Al Tadamun, APED, ASHI, Bandhan, Bessfa RB, BG, BSS, CARD NGO, Cashpor MC, CEAPE Maranhão, CEVI, CFF, CRESA, CRY SOL, DAMEN, DD Bank, ECLOF - ARM, Fundación Alternativa, Fundación San Miguel, GK, Grameen Bank, GV, IDF, Imkoniyat, KAMURJ, KMBI, LAPO, Maata-N-Tudu, Mahasemam - SMILE, MDSL, MGGB, MikroMaliyye Credit, Parwaz, Saadhana, SEF-ZAF, SMEP, SWAWS, TMSS, UNRWA, USTOI   |
| <b>Methodology: Village Banking</b>  | 61             | 9   | 38  | 14 | ABCRDM, ADIM, ADMIC, ADRA - PER, Alternativa, AMK, AMMACTS, Asociación Arariwa, BFL, BISWA, BRAC - AFG, Caritas, CDRO, CRECER, Diaconia, EDAPROSP, FINCA - AZE, FINCA - DRC, FINCA - GTM, FINCA - KOS, FINCA - MEX, FINCA - MWI, FINCA - PER, FINCA - TJK, FINCA - TZA, FINCA - UGA, FINCA - ZMB, Friendship Bridge, Fundación Espoir, Fundación MICROS, FUNED, Génesis Empresarial, GU, KADET, KAS, Kazama Grameen, KRUSHI, Manuela Ramos, MBK Ventura, MEDF, Metemamen, MFI, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, Sanghamithra, Sarvodaya Nano Finance, SED, SEDA, SEEDS, SKDRDP, SMSS, SPBD, TSKI, UCADE Ambato, Ujjivan, UOMB, VFC, VFS   |
| <b>Outreach: Small</b><br><i>(Number of Borrowers &lt; 10,000)</i>   | 221            | 29  | 155 | 37 | AccessBank, ACCOVI, ACME, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADRA - PER, ADRI, AFK, AgroCapital, Agroinvestbank, AGUDESA, Al Karama, Al Majmoua, Alternativa, AMA, AMC, AMC de R.L., Ameen, APED, ASDIR, ASEI, Asociación Arariwa, ASP Financiera, AVFS, AYNLA, Azal, Azercredit, Azeri Star, Bai Tushum, Banco da Família, Bangko Kabayan, Bangko Mabuhay, Bank Eskhata, BCB, Bereke, BESA, BOM, BZMF, CAPA, CAPPED, CBMO, CDRO, CDS, CEADe, CEF, CEPESIU, CFF, CMEDFI, COAC Acción Rural, COAC MCCC, COAC Sac Aiet, COAC San José, Contactar, Coop Fátima, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CredAgro NBCO, Credicoop, CREDIMUJER, CREDO, CRY SOL, Crystal, CZWSDA, DEMOS SLC, ECLOF - ARM, ECLOF - PHL, EDAPROSP, EDPYME Alternativa, EDPYME Crear Tacna, EDPYME Nueva Visión, Emprender, FAFIDESS, FAPE, FASL, Fassil FFP, FATEN, FCBFI, FCC, FDM, FFECC, FICO, FIDERPAC, FIE Gran Poder, FINCA - ARM, FINCA - KOS, FINCA - PER, FINCA - TJK, FINCORP, FinDev, FMFB - AFG, FMFB - TJK, FODEM, FODEMI, FOMIC, FONCRESOL, FONDESOL, FONDESURCO, Fortaleza FFP, FOVIDA, Friendship Bridge, FULM, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Paraguaya, Fundación San Miguel, FUNDAMIC, FUNDEA, FUNDECOCA, FUNDESER, FUNDESPE, FUNSALDE, Gasha, Genesis, Grameen Mendoza, Hermandad de Honduras OPDF, HKL, HOPE, Horizon, Horizonti, ICC BluSol, IDESI Lambayeque, ImerCredit, Imkoniyat, IMPRO, INMAA, INSOTEC, Intellekt, Jemeni, Kakum RB, KAMURJ, Kasagana-Ka, KEP, KosInvest, KRK Ltd, Lazika Capital, LIDER, LOK Microcredit Foundation, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buahian, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Maata-N-Tudu, Manuela Ramos, MCN, MDF, MDSL, MEDF, MEMCO, Metemamen, Microinvest, Microserfin, MIDE, MIKRA, Mikro ALDI, Mikrofond, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Moznosti, Naara RB, Nachala, New RB of Victorias, NMF, NMF, NOA, Normicro, OBS, OLC, OMRO, Opportunity Albania, Parwaz, PRESTANIC, ProCaja, ProCredit - GHA, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, Rost, Rozgar, SBS, SEAP, SED, SEF-ARM, SINERGIJA, Sociedad Cooperativa PADECOSM, Sodeistviye (Pyatigorsk), Sodeistviye, SOGESOL, Sonzelle RB, SPBD, Tchuma, TFS, Toende RB, UCADE Ambato, Ujjivan, Upper Many RB, USTOI, Valiant RB, VEF, Viator, VRFSSBS, WAGES, Women for Women |
| <b>Outreach: Medium</b><br><i>(Number of Borrowers ≥ 10,000 and ≤ 30,000)</i>  | 139            | 29  | 98  | 12 | 1st Valley Bank, ABCRDM, ACEP Senegal, ADMIC, AgroInvest, Akiba, Al Tadamun, AMSSF/MC, Apoyo Integral, AREGAK, ARMP, ASHI, Asociación Raiz, Banco Santiago de Libon, BanCovelo, BANEX (ex FINDESA), BanGente, Bessfa RB, BG, BSS, Caja Nor Perú, Cantilan Bank, CARD Bank,   |

| PEER GROUP   | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|--|----------------|-----|-----|----|--|
|  | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2005</b>                                     |                |     |     |    |  |
|  |                |     |     |    | Caritas, CCA, CEAPE Maranhão, CEOSS, CEPRODEL, CEVI, CMAC Del Santa, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Tacna, CMM Medellín, COAC Jardín Azuayo, COAC Mushuc Runa, CODESARROLLO, CREDIT, CReSA, DAMEN, DD Bank, Diaconia, D-Miro, EcoFuturo FFP, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Efectiva, EDPYME Proempresa, EKI, Enda, ENLACE, Eshet, FADES, FAMA OPDF, Faulu - UGA, FED, FIELCO, FinAmérica, FINCA - AFG, FINCA - AZE, FINCA - DRC, FINCA - GEO, FINCA - GTM, FINCA - HND, FINCA - MWI, FINCA - NIC, FINCA - ZMB, FINSOL, FMCC, FMFB - Pakistan, Fonkoze, FORUS, FUCEC Togo, Fundación Espoir, Fundación Nieborowski, FUNDAHMICRO, FUNDENUSE, Fundusz Mikro, FUNED, GU, IMON, INECO, Interactuar, JSC Bank Constanta, KADET, Kazama Grameen, KBSLAB, KMF, Kompanion, Kondo Jigima, KRUSHI, Mallig Plains RB, MBK Ventura, MED-Net, MFW, MI-BOSPO, Microempresas de Antioquia, MIKROFIN, NovoBanco - MOZ, Nyesigiso, OBM, ODEF Financiera S.A., OISL, OMB, PALFSI, Partner, PEACE, PRISMA, PRIZMA, ProCredit - ECU, ProCredit - MDA, ProCredit Bank - ALB, ProCredit Bank - BIH, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, PRODESA, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, RB Talisayan, RGVN, Sathapana Limited, SBACD, SEDA, SFPI, SMEP, SMSS, Sunrise, Tamweelcom, UNRWA, UOMB, VFC, Vital Finance, Wasasa, Wisdom, World Relief - HND  |
| <b>Outreach: Large</b><br><i>(Number of Borrowers &gt; 30,000)</i> | 127            | 35  | 73  | 19 | ABA, ABS-CBN, ACBA, ACLEDA, ACODEP, ACSI, ADOPEM, Aiyl Bank, Al Amana, AMK, AML, AMMACTS, AMRET, ASA, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanDesarrollo Microempresas, Bandhan, BASIX, BCSC, BFL, BISWA, BRAC, BRAC - AFG, BURO Bangladesh, Caja Popular Mexicana, CamCCUL, Capitec Bank, CARD NGO, Cashpor MC, Centenary Bank, CEP, CMAC Arequipa, CMAC Cusco, CMAC Huancayo, CMAC Sullana, CMAC Trujillo, CMM Bogotá, CMS, CompartamosBanco, Coop Universitaria, CRECER, Credi Fé, CrediAmigo, Crediscotia, DBACD, DECSI, Equity Bank, ESAF, FBPMC, FDL, FIE FFP, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - ECU, FINCA - MEX, FINCA - TZA, FINCA - UGA, FinComún, FMM Bucaramanga, FMM Popayán, FMSD, FONDEP, Génesis Empresarial, GK, Grameen Bank, Green Bank, GV, IDF, Interfisa, JCF, Kafo Jiginew, KAS, Kashf, Khan Bank, Khushhali Bank, KMB, KMBI, K-Rep, KWFT, LAPO, Lead Foundation, Mahasemam - SMILE, MFI, MGBB, MiBanco, Nirdhan, NWTf, OMO, PADME, PGBB, PRASAC, PRIDE - TZA, ProCredit - BOL, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - BGR, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank Serbia, PRODEM FFP, ProMujer - BOL, RCPB, Saadhana, Sanghamithra, Sarvodaya Nano Finance, SAT, SEEDS, SEF-ZAF, SHARE, SKDRDP, SKS, Spandana, SWAWS, TMSS, TPC, TSKI, TSPI, UML, VFS, Visión Banco, WWB Cali, XacBank, Zakoura   |
| <b>Profit Status: Profit</b>                                       | 173            | 44  | 107 | 22 | 1st Valley Bank, ACBA, AccessBank, ACCOVI, ACLEDA, ACSI, ADOPEM, AgroInvest, Agroinvestbank, Akiba, AMC de R.L., AMK, AML, AMRET, Apoyo Integral, ASP Financiera, AVFS, Banco ADEMI, Banco Santiago de Libon, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, BanGente, Bangko Kabayan, Bangko Mabuhay, Bank Eskhata, BASIX, BCB, BCSC, Bessfa RB, BFL, BG, BOM, Caja Nor Perú, Cantilan Bank, Capitec Bank, CARD Bank, CBMO, CDS, Centenary Bank, CompartamosBanco, CRAC Los Andes, Credi Fé, CrediAmigo, Crediscotia, CREDIT, DD Bank, DECSI, EcoFuturo FFP, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, ENLACE, Equity Bank, Eshet, FASL, Fasil FFP, Faulu - UGA, FICO, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Edyficar, Financiera Familiar, FINCA - ECU, FINCA - UGA, FINCA - ZMB, FinComún, FINCORP, FMFB - AFG, FMFB - Pakistan, FMFB - TJK, Fortaleza FFP, Gasha, Grameen Bank, Green Bank, HKL, INECO, Interfisa, KADET, Kakum RB, KBSLAB, Khan Bank, Khushhali Bank, KMB, K-Rep, KWFT, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buahhan, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Mallig Plains RB, MCN, MDSL, Metemamen, MGBB, MiBanco, Microinvest, Microserfin, Mikrofond, Naara RB, New RB of Victorias, Nirdhan, NMFB, NovoBanco - MOZ, OBM, OBS, OISL, OMB, OMO, OMRO, PEACE, PGBB, ProCredit - BOL, ProCredit - ECU, ProCredit - GHM, ProCredit - MDA, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, PRODEM FFP, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, Rozgar, Sarvodaya Nano Finance, Sathapana Limited, SED, SEF-ARM, SFPI, SHARE, SKS, SOGESOL, Sonzelle RB, Spandana, TFS, Toende RB, TPC, Ujivan, UML, Upper Many RB, Valiant RB, VFC, Visión Banco, Wasasa, Wisdom, XacBank |
| <b>Profit Status: Not for Profit</b>                               | 314            | 49  | 219 | 46 | ABA, ABCRDM, ABS-CBN, ACEP Senegal, ACME, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADRA - PER, ADRI, AFK, AgroCapital, AGUDESA, Aiyl Bank, Al Amana, Al Karama, Al Majmoua, Al Tadamun, Alternativa, AMA, AMC, Ameen, AMMACTS, AMSSF/MC, APED, AREGAK, ARMP, ASA, ASDIR, ASEI, ASHI, Asociación Arariwa, Asociación Raíz, AYNLA, Azal, Azercredit, Azeri Star, Bai Tushum, Banco da Familia, Bandhan, BANEX (ex FINDESA), Bereke, BESA, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, BZMF, Caja Popular Mexicana, CamCCUL, CAPA, CAPPED, CARD NGO, Caritas, Cashpor MC, CCA, CDRO, CEADe, CEAPE Maranhão, CEF, CEOSS, CEP, CEPESIU, CEPRODEL, CEVI, CFF, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMEDFI, CMM Bogotá, CMM Medellín, CMS, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC Sac José, CODESARROLLO, Contactar, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRECER, CredAgro NBCO, Credicoop, CREDIMUJER, CREDO, CReSA, CRYSQL, Crystal, CZWSDA, DAMEN, DBACD, DEMOS SLC, Diaconia, D-Miro, ECLOF - ARM, ECLOF - PHL, EDAPROSP, EKI, Emprender, Enda, ESAF, FADES, FAFIDESS, FAMA OPDF, FAPE, FATEN, FBPMC, FCBFI, FCC, FDL, FDM, FED, FFECC, FIDERPAC, Financiera Fama, FINCA - AFG, FINCA - ARM, FINCA - AZE, FINCA - DRC, FINCA - GEO, FINCA - GTM, FINCA - HND, FINCA - KOS, FINCA -  |

| PEER GROUP   | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|--|----------------|-----|-----|----|--|
|  | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2005</b>                                     |                |     |     |    |  |
|  |                |     |     |    | MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TJK, FINCA - TZA, FinDev, FINSOL, FMCC, FMM Bucaramanga, FMM Popayán, FMSD, FODEM, FODEMI, FOMIC, FONCRESOL, FONDEP, FONDESOL, FONDESURCO, Fonkoze, FORUS, FOVIDA, Friendship Bridge, FUCEC Togo, FULM, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDEA, FUNDECOCO, FUNDENUSE, FUNDESER, FUNDESPE, Fundusz Mikro, FUNED, FUNSALDE, Génesis Empresarial, Genesis, GK, Grameen Mendoza, GU, GV, Hermandad de Honduras OPDF, HOPE, Horizon, Horizonti, ICC BluSol, IDESI Lambayeque, IDF, ImerCredit, Imkoniyat, IMON, IMPRO, INMAA, INSOTEC, Intellect, Interactuar, JCF, Jemeni, JSC Bank Constanta, Kafo Jiginew, KAMURJ, KAS, Kasagana-Ka, Kashf, Kazama Grameen, KEP, KMBI, KMF, Kompanion, Kondo Jigima, KosInvest, KRK Ltd, KRUSHI, LAPO, Lazika Capital, Lead Foundation, LIDER, LOK Microcredit Foundation, Maata-N-Tudu, Mahasemam - SMILE, Manuela Ramos, MBK Ventura, MDF, MEDF, MED-Net, MEMCO, MFI, MFW, MI-BOSPO, Microempresas de Antioquia, MIDE, MIKRA, Mikro ALDI, MIKROFIN, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Moznosti, Nachala, NMF, NOA, Normicro, NWT, Nyesigiso, ODEF Financiera S.A., OLC, Opportunity Albania, PADME, PALFSI, Partner, Parwaz, PRASAC, PRESTANIC, PRIDE - TZA, PRISMA, PRIZMA, ProCaja, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, RCPB, RGVN, Rost, Saadhana, Sanghamithra, SAT, SBACD, SBS, SEAP, SEDA, SEEDS, SEF-ZAF, SINERGIJA, SKDRDP, SMEP, SMSS, Sociedad Cooperativa PADECOMSM, Sodeistviye (Pyatigorsk), Sodeystviye, SPBD, Sunrise, SWAWS, Tamweelcom, Tchuma, TMSS, TSKI, TSPI, UCADE Ambato, UNRWA, UOMB, USTOI, VEF, VFS, Viator, Vital Finance, VRFBS, WAGES, Women for Women, World Relief - HND, WWB Cali, Zakoura |
| <b>Region: Africa</b><br>( <i>sub-Saharan Africa</i> )             | 69             | 0   | 52  | 17 | ACEP Senegal, ACSI, Akiba, APED, AVFS, Bessfa RB, BG, BOM, CamCCUL, Capitec Bank, CAPPED, CCA, CDS, Centenary Bank, CFF, CMS, DECSI, Equity Bank, Eshet, FASL, Faulu - UGA, FCC, FDM, FINCA - DRC, FINCA - MWI, FINCA - TZA, FINCA - UGA, FINCA - ZMB, FINCORP, FUCEC Togo, Gasha, Jemeni, KADET, Kafo Jiginew, Kakum RB, Kondo Jigima, K-Rep, KWTF, LAPO, Maata-N-Tudu, MDL, MED-Net, Metemamen, Naara RB, NovoBanco - MOZ, Nyesigiso, OISL, OMO, PADME, PEACE, PRIDE - TZA, ProCredit - GHA, RCPB, SAT, SEAP, SEDA, SEF-ZAF, SFPI, SMEP, Sonzelle RB, Tchuma, Toende RB, UML, UOMB, Upper Many RB, Vital Finance, WAGES, Wasasa, Wisdom  |
| <b>Region: Asia</b><br>( <i>South &amp; East Asia</i> )            | 117            | 7   | 79  | 31 | ACBA, AccessBank, AFK, AgroInvest, Agroinvestbank, Aiyl Bank, Alternativa, AREGAK, Azercredit, Azeri Star, Bai Tushum, Bank Eshkhat, Bereke, BESA, BZMF, CAPA, CEF, CredAgro NBCO, CREDO, Crystal, DEMOS SLC, ECLOF - ARM, EKI, FFECC, FINCA - ARM, FINCA - AZE, FINCA - GEO, FINCA - KOS, FINCA - TJK, FinDev, FMCC, FMFB - TJK, FORUS, FULM, Fundusz Mikro, HOPE, Horizon, Horizonti, ImerCredit, Imkoniyat, IMON, INECO, Intellect, JSC Bank Constanta, KAMURJ, KEP, Khan Bank, KMB, KMF, Kompanion, KosInvest, KRK Ltd, Lazika Capital, LIDER, LOK Microcredit Foundation, MDF, MI-BOSPO, Microinvest, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Moznosti, Nachala, NOA, Normicro, OBM, OBS, OMRO, Opportunity Albania, Partner, PRIZMA, ProCredit - MDA, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, Rost, SBS, SEF-ARM, SINERGIJA, Sodeistviye (Pyatigorsk), Sodeystviye, Sunrise, TFS, USTOI, Viator, VRFBS, Women for Women, XacBank  |
| <b>Region: ECA</b><br>( <i>Eastern Europe &amp; Central Asia</i> ) | 98             | 15  | 68  | 15 | ACBA, AccessBank, AFK, AgroInvest, Agroinvestbank, Aiyl Bank, Alternativa, AREGAK, Azercredit, Azeri Star, Bai Tushum, Bank Eshkhat, Bereke, BESA, BZMF, CAPA, CEF, CredAgro NBCO, CREDO, Crystal, DEMOS SLC, ECLOF - ARM, EKI, FFECC, FINCA - ARM, FINCA - AZE, FINCA - GEO, FINCA - KOS, FINCA - TJK, FinDev, FMCC, FMFB - TJK, FORUS, FULM, Fundusz Mikro, HOPE, Horizon, Horizonti, ImerCredit, Imkoniyat, IMON, INECO, Intellect, JSC Bank Constanta, KAMURJ, KEP, Khan Bank, KMB, KMF, Kompanion, KosInvest, KRK Ltd, Lazika Capital, LIDER, LOK Microcredit Foundation, MDF, MI-BOSPO, Microinvest, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Moznosti, Nachala, NOA, Normicro, OBM, OBS, OMRO, Opportunity Albania, Partner, PRIZMA, ProCredit - MDA, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, Rost, SBS, SEF-ARM, SINERGIJA, Sodeistviye (Pyatigorsk), Sodeystviye, Sunrise, TFS, USTOI, Viator, VRFBS, Women for Women, XacBank  |
| <b>Region: LAC</b><br>( <i>Latin America &amp; the Caribbean</i> ) | 179            | 70  | 107 | 2  | ACCOVI, ACME, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADOPPEM, ADRA - PER, ADRI, AgroCapital, AGUDES, AMA, AMC de R.L., Apoyo Integral, ASDIR, ASEI, Asociación Arariwa, Asociación Raíz, ASP Financiera, AYNLA, Banco ADEMI, Banco da Família, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, BANEX (ex FINDESA), BanGente, BCSC, Caja Nor Perú, Caja Popular Mexicana, Caritas, CDRO, CEADe, CEAPE Maranhão, CEPESIU, CEPRODEL, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paiza, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, CompartamosBanco, Contactar, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CRECER, Credi Fé, CrediAmigo, Credicoop, CREDIMUJER, Crediscotia, CRYSQL, Diaconia, D-Miro, EcoFuturo FFP, EDAPROSPO, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, Emprender, ENLACE, FADES, FAFIDESS, FAMA OPDF, FAPE, Fassil FFP, FDL, FED, FIDERPAC, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Edficar, Financiera Fama, Financiera Familiar, FINCA - ECU, FINCA - GTM, FINCA - HND, FINCA - MEX, FINCA - NIC, FINCA - PER, FinComún, FINSOL, FMM Bucaramanga, FMM Popayán, FMSD, FODEM, FODEMI,  |

| PEER GROUP  | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|---|----------------|-----|-----|----|--|
|   | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2005</b>  |                |     |     |    |  |
|   |                |     |     |    | FOMIC, FONCRESOL, FONDESOL, FONDESURCO, Fonkoze, Fortaleza FFP, FOVIDA, Friendship Bridge, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDEA, FUNDECOCA, FUNDENUSE, FUNDESER, FUNDESPE, FUNED, FUNSALDE, Génesis Empresarial, Genesis, Grameen Mendoza, Hermandad de Honduras OPDF, ICC BluSol, IDESI Lambayeque, IMPRO, INSOTEC, Interactuar, Interfisa, Manuela Ramos, MCN, MiBanco, Microempresas de Antioquia, Microserfin, MIDE, ODEF Financiera S.A., OLC, PRESTANIC, PRISMA, ProCaja, ProCredit - BOL, ProCredit - ECU, ProCredit - NIC, ProCredit - SLV, PRODEM FFP, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, Sociedad Cooperativa PADECOSMS, SOGESOL, UCADE Ambato, Visión Banco, World Relief - HND, WWB Cali  |
| <b>Region: MENA</b><br><i>(Middle East &amp; North Africa)</i>  | 24             | 1   | 20  | 3  | ABA, Al Amana, Al Karama, Al Majmoua, Al Tadamun, AMC, Ameen, AMSSF/MC, Azal, CEOSS, DBACD, Enda, FATEN, FBPMC, FONDEP, INMAA, Lead Foundation, MEMCO, MFW, NMF, SBACD, Tamweelcom, UNRWA, Zakoura   |
| <b>Scale: Small</b><br><i>(GLP in USD, LAC &lt; 4,000,000;<br/>Others &lt; 2,000,000)</i>   | 170            | 13  | 127 | 30 | ABCRDM, ACME, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADRA - PER, AGUDESA, Al Karama, Al Tadamun, Alternativa, AMA, APED, ASDIR, ASEI, ASHI, Asociación Arariwa, ASP Financiera, AVFS, AYNSA, Azal, Azeri Star, Banco da Familia, Banco Santiago de Libon, Bereke, Bessfa RB, BG, BOM, CAPPED, CDRO, CEADe, CEAPE Maranhão, CEF, CEOSS, CEPESIU, CEVI, CFF, CMEDFI, COAC Acción Rural, COAC MCCH, Contactar, CRAC Los Andes, CREDIMUJER, CreSA, CRYSol, Crystal, CZWSDA, DAMEN, DD Bank, ECLOF - ARM, ECLOF - PHL, EDAPROSO, EDPYME Alternativa, EDPYME Efectiva, Emprender, ENLACE, Eshet, FAFIDESS, FAMA OPDF, FAPE, FCBFI, FCC, FDM, FIDERPAC, FINCA - AFG, FINCA - DRC, FINCA - GTM, FINCA - HND, FINCA - NIC, FINCA - PER, FINCA - TJK, FINCA - ZMB, FinDev, FODEM, FODEMI, FOMIC, FONCRESOL, FONDESOL, FONDESURCO, Fonkoze, FOVIDA, Friendship Bridge, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación MICROS, Fundación Mujer, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDECOCA, FUNDESPE, FUNED, FUNSALDE, Gasha, Genesis, Grameen Mendoza, GU, HOPE, Horizon, Horizonti, ICC BluSol, IDESI Lambayeque, ImerCredit, Imkoniyat, IMPRO, INMAA, INSOTEC, Intellect, Kakum RB, Kasagana-Ka, Kazama Grameen, KosInvest, Lazika Capital, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Sibetan, LPD Ubung, Maata-N-Tudu, Manuela Ramos, MBK Ventura, MDSL, MEDF, Metemamen, MIDE, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Naara RB, New RB of Victorias, NMF, NMF, Normicro, OLC, PALFSI, Parwaz, PEACE, PRISMA, ProCaja, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, RB Sto. Tomas, RGVN, Rozgar, SBS, SEAP, SED, SEDA, SEF-ARM, SFPI, SMSS, Sociedad Cooperativa PADECOSMS, Sonzelle RB, SPBD, TFS, Toende RB, UCADE Ambato, Ujjivan, UOMB, Upper Many RB, VEF, VRFBS, Wasasa |
| <b>Scale: Medium</b><br><i>(GLP in USD,<br/>LAC ≥ 4,000,000 and<br/>≤ 15,000,000;<br/>Others ≥ 2,000,000 and<br/>≤ 8,000,000)</i> | 153            | 28  | 100 | 25 | ABS-CBN, ADMIC, ADRI, AFK, Al Majmoua, AMC, AMC de R.L., Ameen, AMK, AMMACTS, AMSSF/MC, AREGAK, Azercredit, Bai Tushum, BanCovelo, Bangko Mabuhay, Bank Eshkata, BCB, BRAC - AFG, BSS, BZMF, Cantilan Bank, CAPA, CARD Bank, Caritas, CBMO, CCA, CDS, CEPRODEL, COAC Sac Aiet, COAC San José, COOPAC San Martín, COOPAC Santo Cristo, CredAgro NBGO, Credicoop, CREDIT, CREDO, DEMOS SLC, Diaconia, D-Miro, EDPYME Crear Tacna, EDPYME Nueva Visión, EDPYME Proempresa, Enda, ESAF, FASL, Fassil FFP, FATEN, Faulu - UGA, FED, FFEC, FICO, FIE Gran Poder, FIELCO, FINCA - ARM, FINCA - AZE, FINCA - GEO, FINCA - MEX, FINCA - MWI, FINCA - TZA, FINCA - UGA, FMFB - AFG, FMFB - Pakistan, FMFB - TJK, FMSD, FULM, Fundación Espoir, Fundación León 2000, Fundación Nieborowski, Fundación Paraguaya, FUNDEA, FUNDENUSE, FUNDESER, GK, GV, Hermandad de Honduras OPDF, HKL, IDF, IMON, JSC Bank Constanta, KADET, KAMURJ, KBSLAB, KMBI, Kompanion, Kondo Jigima, KRK Ltd, KRUSHI, LAPO, Lead Foundation, LIDER, LPD Kuta, LPD Pecatu, Mahasemam - SMILE, Mallig Plains RB, MCN, MDF, MED-Net, MEMCO, MFW, MGBB, Microempresas de Antioquia, Microinvest, Microserfin, MIKRA, Mikro ALDI, Mikrofond, Nachala, Nirdhan, NOA, NWTF, OBS, ODEF Financiera S.A., OISL, OMB, OMO, OMRO, PGBB, PRESTANIC, ProCredit - GHA, PRODESA, ProMujer - BOL, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Talisayan, Rost, Saadhana, Sanghamithra, SAT, Sathapana Limited, SBACD, SEF-ZAF, SMEP, Sodeistviye (Pyatigorsk), Sodeystviye, SOGESOL, SWAWS, Tamweelcom, Tchuma, TPC, USTOI, Valiant RB, VFC, VFS, Viator, Vital Finance, WAGES, Wisdom, Women for Women, World Relief - HND   |
| <b>Scale: Large</b><br><i>(GLP in USD, LAC &gt; 15,000,000;<br/>Others &gt; 8,000,000)</i>  | 164            | 52  | 99  | 13 | 1st Valley Bank, ABA, ACBA, AccessBank, ACCOVI, ACEP Senegal, ACLEDA, ACODEP ACORDE, ACSI, ADOPEM, AgroCapital, AgroInvest, Agroinvestbank, Aiyi Bank, Akiba, Al Amana, AML, AMRET, Apoyo Integral, ARMP, ASA, Asociación Raíz, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanDesarrollo Microempresas, Bandhan, BANEX (ex FINDESA), BanGente, Bangko Kabayan, BASIX, BCSC, BESA, BFL, BISWA, BRAC, BURO Bangladesh, Caja Nor Perú, Caja Popular Mexicana, CamCCUL, Capitec Bank, CARD NGO, Cashpor MC, Centenary Bank, CEP, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paíta, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, CMS, COAC Jardín Azuayo, COAC Mushuc Runa, CODESARROLLO, CompartamosBanco, Coop Fátima, Coop Universitaria, CRECER, Credi Fé, CrediAmigo, Crediscotia, DBACD, DECSI, EcoFuturo FFP, EDPYME Confianza, EDPYME Crear Arequipa, EKI, Equity Bank, FADES, FBPMC, FDL, FIE FFP, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - ECU, FINCA - KOS, FinComún, FINCORP, FINSOL, FMCC, FMM Bucaramanga, FMM Popayán, FONDEP, Fortaleza FFP, FORUS, FUCEC Togo, Fundusz Mikro, Génesis Empresarial, Grameen Bank, Green Bank, INECO, Interactuar, Interfisa, JCF, Jemeni, Kafo Jiginew, KAS, Kashf, KEP, Khan Bank, Khushhali Bank, KMB, KMF, K-Rep, KWFT, LOK Microcredit Foundation, MFI, MiBanco, MI-BOSSO, MIKROFIN, Moznosti, NovoBanco - MOZ, Nyesigiso, OBM, Opportunity Albania, PADME,  |

| PEER GROUP   | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS  |
|--|----------------|-----|-----|----|---|
|  | N              | *** | **  | *  |   |
| <b>SIMPLE PEER GROUPS 2005</b>   |                |     |     |    |   |
|  |                |     |     |    | Partner, PRASAC, PRIDE - TZA, PRIZMA, ProCredit - BOL, ProCredit - ECU, ProCredit - MDA, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, PRODEM FFP, RCPB, Sarvodaya Nano Finance, SEEDS, SHARE, SINERGUA, SKDRDP, SKS, Spandana, Sunrise, TMSS, TSKI, TSPI, UML, UNRWA, Visión Banco, WWB Cali, XacBank, Zakoura  |
| <b>Sustainability: FSS</b><br>(Financial Self-Sufficiency ≥ 100%)  | 313            | 76  | 190 | 47 | [These names are held confidential]   |
| <b>Sustainability: Non-FSS</b><br>(Financial Self-Sufficiency < 100%)  | 174            | 17  | 136 | 21 | [These names are held confidential]   |
| <b>Target Market: Low End</b><br>(Avg. Balance per Borrower/<br>GNI per Capita < 20% and Avg.<br>Balance per Borrower < USD 150) | 190            | 21  | 135 | 34 | ABA, ABCRDM, ABS-CBN, ACSI, ADICH, ADMIC, ADOPEM, ADRA - PER, AGUDES, AI Amana, AI Karama, AI Majmoua, AI Tadamun, Alternativa, AMA, Ameen, AMK, AML, AMMACTS, AMRET, AMSSF/MC, APED, ASA, ASEI, ASHI, Asociación Arariwa, ASP Financiera, AVFS, ANYLA, Azal, Azeri Star, Banco da Familia, Banco Santiago de Libon, Bandhan, BanGente, Bereke, Bessfa, BG, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, Caja Popular Mexicana, Capitec Bank, CARD Bank, CARD NGO, Caritas, Cashpor MC, CEAPE Maranhão, CEOSS, CEPESIU, CEVI, CFF, CMEDFI, CompartamosBanco, CrediAmigo, Credicoop, CREDIMUJER, CReSA, CRYSQL, CZWSDA, DAMEN, DBACD, DD Bank, DEMOS SLC, ECLOF - PHL, EDAPROSP, EDPYME Alternativa, EDPYME Efectiva, Enda, ENLACE, ESAF, Eshet, FAFIDESS, FAPE, FBPMC, FCBFI, FCC, FDM, FIDERPAC, FINCA - AFG, FINCA - DRC, FINCA - ECU, FINCA - GTM, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TZA, FINCA - UGA, FINCA - ZMB, FinComún, FMM Popayán, FMSD, FODEMI, FONDEP, FONDESOL, Friendship Bridge, Fundación Alternativa, Fundación Espoir, Fundación MICROS, Fundación Mujer, Fundación San Miguel, FUNDAMIC, FUNDECOCA, FUNDESPE, Fundusz Mikro, GK, Grameen Bank, Grameen Mendoza, GU, GV, Horizonti, IDESI Lambayeque, IDF, INMAA, JCF, KAS, Kasagana-Ka, Kazama Grameen, Khushhali Bank, KMBI, LAPO, Lead Foundation, Maata-N-Tudu, Mahasemam - SMILE, Mallig Plains RB, Manuela Ramos, MBK Ventura, MEDF, MED-Net, Metemamen, MFW, MGBB, Microserfin, MIDE, Nirdhan, NMF, NWTf, OLC, OMB, OMO, PALFSI, Parwaz, PEACE, PGBB, PRASAC, PRISMA, ProCaja, ProMujer - BOL, ProMujer - MEX, ProMujer - PER, RASS, RB Talisayan, RGVN, Saadhana, Sanghamithra, Sarvodaya Nano Finance, SAT, SBACD, SBS, SEAP, SED, SEDA, SEEDS, SEF-ZAF, SFP, SHARE, SKDRDP, SKS, Spandana, SPBD, SWAWS, TMSS, Toende RB, TPC, TSKI, TSPI, UCADE Ambato, Ujjivan, UOMB, USTOI, VEF, VFC, VFS, Wasasa, Wisdom, Women for Women, Zakoura  |
| <b>Target Market: Broad</b><br>(Avg. Balance per Borrower/GNI<br>per Capita ≥ 20% and ≤ 150%)                                    | 250            | 65  | 159 | 26 | 1st Valley Bank, ACBA, ACCOVI, ACME, ACODEP, Actuar Caldas, Actuar Tolima, ADIM, ADRI, AgroInvest, AMC, AMC de R.L., Apoyo Integral, AREGAK, ASDIR, Asociación Raíz, Azzercredit, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarollo Microempresas, Bangko Kabayan, Bangko Mabuhay, BASIX, BCB, BCSC, BESA, BFL, BOM, Caja Nor Perú, CamCCUL, Cantilan Bank, CAPA, CAPPED, CBMO, CCA, CDRO, CDS, CEADe, CEF, CEP, CEPRODEL, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCCH, COAC Mushuk Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, Contactar, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CRECER, Credi Fé, Crediscotia, CREDIT, CREDO, Crystal, DECSI, Diaconia, D-Miro, ECLOF - ARM, EcoFuturo FFP, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Nueva Visión, EDPYME Proempresa, EKI, Empreder, Equity Bank, FADES, FAMA OPDF, Fassil FFP, FATEN, Faulu - UGA, FDL, FED, FFECC, FICO, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - ARM, FINCA - AZE, FINCA - GEO, FINCA - HND, FINCA - TJK, FINCORP, FinDev, FINSOL, FMCC, FMFB - Pakistan, FMM Bucaramanga, FODEM, FOMIC, FONCRESOL, FONDESURCO, Fonkoze, FORUS, FOVIDA, FULM, FUNBODEM, Fundación CAMPO, Fundación León 2000, Fundación Nieborowski, Fundación Paraguaya, FUNDAHMICRO, FUNDEA, FUNDENUSE, FUNDESER, FUNED, FUNSALDE, Gasha, Génesis Empresarial, GenesisS, Green Bank, Hermandad de Honduras OPDF, HKL, HOPE, Horizon, ICC BluSol, ImerCredit, Imkoniyat, IMON, IMPRO, INECO, INSOTEC, Interactuar, Interfisa, JSC Bank Constanta, KADET, Kafo Jiginew, Kakum RB, KAMURJ, Kashf, KSLAB, KEP, Khan Bank, KMF, Kompanion, Kondo Jigima, KosInvest, K-Rep, KRK Ltd, KRUSHI, KWFT, Lazika Capital, LIDER, LOK Microcredit Foundation, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Ketewel, LPD Kuku, LPD Sibetan, MDF, MDSL, MEMCO, MFI, MiBanco, MI-BOSPO, Microempresas de Antioquia, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Moznosti, Naara RB, Nachala, New RB of Victorias, NMFB, NOA, Normicro, Nyesigiso, OBM, OBS, ODEF Financiera S.A., OISL, OMRO, Opportunity Albania, Partner, PRESTANIC, PRIDE - TZA, PRIZMA, ProCredit - ECU, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BIH, ProCredit Bank - ROM, ProCredit Bank Serbia, PRODESA, ProMujer - NIC, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, Rost, Rozgar, Sathapana Limited, SEF-ARM, SINERGUA, SMEP, SMSS, Sociedad Cooperativa PADECOMSM, Sodeistviye (Pyatigorsk), Sodeistviye, Sonzelle RB, Sunrise, Tamweelcom, Tchuma, TFS, UML, UNRWA, Upper Manya RB, Valiant RB, Viator, Visión Banco, Vital Finance, VRFBS, World Relief - HND, WWB Cali, XacBank |
| <b>Target Market: High End</b><br>(Avg. Balance per Borrower/GNI<br>per Capita > 150% and ≤ 250%)                                | 25             | 4   | 14  | 7  | ACLEDA, AFK, ARMP, BANEX (ex FINDESA), BZMF, CMS, FASL, FINCA - KOS, Intellect, KMB, LPD Kuta, LPD Pecatu, LPD Ubung, MCN, Microinvest, NovoBanco - MOZ, PADME, ProCredit - BOL, ProCredit - MDA, ProCredit Bank - BGR, ProCredit Bank - MKD, PRODEM FFP, RCPB, SOGESOL, WAGES  |

| PEER GROUP   | DATA QUALITY † |     |    |    | PARTICIPATING INSTITUTIONS  |
|--|----------------|-----|----|----|---|
|  | N              | *** | ** | *  |   |
| <b>SIMPLE PEER GROUPS 2005</b>   |                |     |    |    |   |
| <b>Target Market: Small Business</b><br><i>(Avg. Balance per Borrower/<br/>GNI per Capita &gt; 250%)</i> | 22             | 3   | 18 | 1  | AccessBank, ACEP Senegal, ACORDE, AgroCapital, Agroinvestbank, Aiyl Bank, Akiba, Bai Tushum, Bank Eshkata, Centenary Bank, Coop Fátima, CredAgro NBSCO, FMFB - AFG, FMFB - TJK, Fortaleza FFP, FUCEC Togo, Jemeni, LPD Celuk, ProCredit - GHA, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - UKR   |
| <b>COMPOUND PEER GROUPS 2005</b>   |                |     |    |    |   |
| <b>Africa Small</b>  | 27             | 0   | 20 | 7  | APED, AVFS, Bessfa RB, BG, BOM, CAPPED, CFF, Eshet, FCC, FDM, FINCA - DRC, FINCA - ZMB, Gasha, Kakum RB, Maata-N-Tudu, MDSL, Metemamen, Naara RB, PEACE, SEAP, SEDA, SFPI, Sonzelle RB, Toende RB, UOMB, Upper Many RB, Wasasa  |
| <b>Africa Medium</b>   | 21             | 0   | 15 | 6  | CCA, CDS, FASL, Faulu - UGA, FINCA - MWI, FINCA - TZA, FINCA - UGA, KADET, Kondo Jigima, LAPO, MED-Net, OISL, OMO, ProCredit - GHA, SAT, SEF-ZAF, SMEP, Tchuma, Vital Finance, WAGES, Wisdom  |
| <b>Africa Large</b>  | 21             | 0   | 17 | 4  | ACEP Senegal, ACSI, Akiba, CamCCUL, Capitec Bank, Centenary Bank, CMS, DECSI, Equity Bank, FINCORP, FUCEC Togo, Jemeni, Kafo Jiginew, K-Rep, KWFT, NovoBanco - MOZ, Nyesigiso, PADME, PRIDE - TZA, RCPB, UML  |
| <b>Africa FSS</b>  | 26             | 0   | 20 | 6  | [These names are held confidential]   |
| <b>Africa Non FSS</b>  | 43             | 0   | 32 | 11 | [These names are held confidential]   |
| <b>Asia Small</b>  | 39             | 1   | 23 | 15 | ABCRDM, ASHI, Banco Santiago de Libon, CEVI, CMEDFI, CreSA, CZWSDA, DAMEN, DD Bank, ECLOF - PHL, FCBFI, FINCA - AFG, GU, Kasagana-Ka, Kazama Grameen, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kukuh, LPD Sibetan, LPD Ubung, MBK Ventura, MEDF, New RB of Victorias, NMFB, PALFSI, Parwaz, RASS, RB Sto. Tomas, RGVN, Rozgar, SED, SMSS, SPBD, Ujivan, VEF  |
| <b>Asia Medium</b>   | 45             | 5   | 31 | 9  | ABS-CBN, AMK, AMMACTS, Bangko Mabuhay, BCB, BRAC - AFG, BSS, Cantilan Bank, CARD Bank, CBMO, CREDIT, ESAF, FICO, FMFB - AFG, FMFB - Pakistan, GK, GV, HKL, IDF, KBSLAB, KMBI, KRUSHI, LPD Kuta, LPD Pecatu, Mahasemam - SMILE, Mallig Plains RB, MGBB, Nirdhan, NWT, OMB, PGBB, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Talisayan, Saadhana, Sanghamithra, Sathapana Limited, SWAWS, TPC, Valiant RB, VFC, VFS  |
| <b>Asia Large</b>  | 33             | 1   | 25 | 7  | 1st Valley Bank, ACLEDA, AML, AMRET, ARMP, ASA, Bandhan, Bangko Kabayan, BASIX, BFL, BISWA, BRAC, BURO Bangladesh, CARD NGO, Cashpor MC, CEP, Grameen Bank, Green Bank, JCF, KAS, Kashf, Khushhali Bank, MFI, PRASAC, Sarvodaya Nano Finance, SEEDS, SHARE, SKDRDP, SKS, Spandana, TMSS, TSKI, TSPI   |
| <b>Asia FSS</b>  | 71             | 3   | 43 | 25 | [These names are held confidential]   |
| <b>Asia Non FSS</b>  | 46             | 4   | 36 | 6  | [These names are held confidential]   |
| <b>ECA Small</b>   | 24             | 4   | 14 | 6  | Alternativa, Azeri Star, Bereke, CEF, Crystal, ECLOF - ARM, FINCA - TJK, FinDev, HOPE, Horizon, Horizonti, ImerCredit, Imkoniyat, Intellekt, KosInvest, Lazika Capital, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Normicro, SBS, SEF-ARM, TFS, VRFSBS   |
| <b>ECA Medium</b>  | 37             | 8   | 20 | 9  | AFK, AREGAK, Azercrredit, Bai Tushum, Bank Eshkata, BZMF, CAPA, CredAgro NBSCO, CREDO, DEMOS SLC, FFECC, FINCA - ARM, FINCA - AZE, FINCA - GEO, FMFB - TJK, FULM, IMON, JSC Bank Constanta, KAMURJ, Kompanion, KRK Ltd, LIDER, MDF, Microinvest, MIKRA, Mikro ALDI, Mikrofond, Nachala, NOA, OBS, OMRO, Rost, Sodeistviye (Pyatigorsk), Sodeistviye, USTOI, Viator, Women for Women   |
| <b>ECA Large</b>   | 37             | 3   | 34 | 0  | ACBA, AccessBank, AgroInvest, Agroinvestbank, Aiyl Bank, BESA, EKI, FINCA - KOS, FMCC, FORUS, Fundusz Mikro, INECO, KEP, Khan Bank, KMB, KMF, LOK Microcredit Foundation, MI-BOSPO, MIKROFIN, Moznosti, OBM, Opportunity Albania, Partner, PRIZMA, ProCredit - MDA, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, SINERGJA, Sunrise, XacBank   |
| <b>ECA FSS</b>   | 71             | 9   | 50 | 12 | [These names are held confidential]   |
| <b>ECA Non FSS</b>   | 27             | 6   | 18 | 3  | [These names are held confidential]   |
| <b>LAC Small</b>   | 74             | 8   | 66 | 0  | ACME, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADRA - PER, AGUDES, AMA, ASDIR, ASEI, Asociación Arariwa, ASP Financiera, AYNLA, Banco da Família, CDRO, CEADe, CEAPE Maranhão, CEPESIU, COAC Acción Rural, COAC MCCH, Contactar, CRAC Los Andes, CREDIMUJER, CRY SOL, EDAPROSPRO, EDPYME Alternativa, EDPYME Efectiva, Emprender, ENLACE, FAFIDESS, FAMA OPDF, FAPE, FIDERPAC, FINCA - GTM, FINCA - HND, FINCA - NIC, FINCA - PER, FODEM, FODEMI, FOMIC, FONCRESOL, FONDESOL, FONDESURCO, Fonkoze, FOVIDA, Friendship Bridge, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación MICROS, Fundación Mujer, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDECOSA, FUNDESPE, FUNED, FUNSALDE, Genesis, Grameen Mendoza, ICC BluSol, IDESI Lambayeque, IMPRO, INSOTEC, Manuela Ramos, MIDE, OLC, PRISMA, ProCaja, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, Sociedad Cooperativa PADECOMSM, UCADE Ambato |
| <b>LAC Medium</b>  | 39             | 15  | 24 | 0  | ADMIC, ADRI, AMC de R.L., BanCovelo, Caritas, CEPRODEL, COAC Sac Aiet, COAC San José, COOPAC San Martín, COOPAC Santo Cristo, Credicoop, Diaconia, D-Miro, EDPYME Crear Tacna, EDPYME Nueva Visión, EDPYME Proempresa, Fasil FFP, FED, FIE Gran Poder, FIELCO, FINCA - MEX, FMSD, Fundación Espoir, Fundación León 2000, Fundación Nieborowski, Fundación Paraguaya, FUNDEA, FUNDENUSE, FUNDESER, Hermandad de Honduras OPDF, MCN, Microempresas de Antioquia, Microserfin, ODEF Financiera S.A., PRESTANIC, PRODESA, ProMujer - BOL, SOGESOL, World Relief - HND   |

| PEER GROUP                       | DATA QUALITY † |     |    |   | PARTICIPATING INSTITUTIONS   |
|----------------------------------|----------------|-----|----|---|--|
|                                  | N              | *** | ** | * |  |
| <b>COMPOUND PEER GROUPS 2005</b> |                |     |    |   |  |
| <b>LAC Large</b>                 | 66             | 47  | 17 | 2 | ACCOVI, ACODEP, ACORDE, ADOPEM, AgroCapital, Apoyo Integral, Asociación Raíz, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanDesarrollo Microempresas, BANEX (ex FINDESA), BanGente, BCSC, Caja Nor Perú, Caja Popular Mexicana, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, COAC Jardín Azuayo, COAC Mushuc Runa, CODESARROLLO, CompartamosBanco, Coop Fátima, Coop Universitaria, CRECER, Credi Fé, CrediAmigo, Crediscotia, EcoFuturo FFP, EDPYME Confianza, EDPYME Crear Arequipa, FADES, FDL, FIE FFP, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - ECU, FinComún, FINSOL, FMM Bucaramanga, FMM Popayán, Fortaleza FFP, Génesis Empresarial, Interactuar, Interfisa, MiBanco, ProCredit - BOL, ProCredit - ECU, ProCredit - NIC, ProCredit - SLV, PRODEM FFP, Visión Banco, WWB Cali |
| <b>LAC FSS</b>                   | 129            | 64  | 63 | 2 | [These names are held confidential]  |
| <b>LAC Non FSS</b>               | 50             | 6   | 44 | 0 | [These names are held confidential]  |
| <b>MENASmall</b>                 | 6              | 0   | 4  | 2 | Al Karama, Al Tadamun, Azal, CEOSS, INMAA, NMF   |
| <b>MENA Medium</b>               | 11             | 0   | 10 | 1 | Al Majmoua, AMC, Ameen, AMSSF/MC, Enda, FATEN, Lead Foundation, MEMCO, MFW, SBACD, Tamweelcom  |
| <b>MENA Large</b>                | 7              | 1   | 6  | 0 | ABA, Al Amana, DBACD, FBPMC, FONDEP, UNRWA, Zakoura  |
| <b>MENA FSS</b>                  | 16             | 0   | 14 | 2 | [These names are held confidential]  |
| <b>MENA Non FSS</b>              | 8              | 1   | 6  | 1 | [These names are held confidential]  |

## Peer Groups 2006

|                                     |     |    |     |    |  |
|-------------------------------------|-----|----|-----|----|--|
| <b>SIMPLE PEER GROUPS 2006</b>      |     |    |     |    |  |
| <b>Age: New</b>                     | 41  | 2  | 29  | 10 | AccessBank, Agroinvestbank, ARMP, Azal, Bereke, BOM, ECLOF - ARM, FINCA - AFG, FINCA - DRC, FINCA - TJK, FMFB - AFG, FMFB - Pakistan, FMFB - TJK, FONDESOL, Fundación San Miguel, Horizon, Kakum RB, KAS, Kasagana-Ka, Kompanion, KRUSHI, Lead Foundation, LIDER, MBK Ventura, Metemamen, MFI, Microinvest, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, NMF, OBS, OISL, Parwaz, ProCredit - GHA, ProCredit Bank - MKD, ProCredit Bank - ROM, Rozgar, Sodeistviye (Pyatigorsk), Toende RB, Ujijvan  |
| <b>Age: Young</b><br>(5 to 8 Years) | 133 | 20 | 96  | 17 | ABCRDM, AFK, AgroInvest, Al Karama, AMC, AMC de R.L., Ameen, AMK, AML, APED, AREGAK, ASDIR, Asociación Arariwa, Asociación Raíz, ASP Financiera, AVFS, Azeri Star, Bai Tushum, Banco da Familia, Bandhan, BanGente, BESA, BFL, BG, BRAC - AFG, BSS, BZMF, Capitec Bank, CEF, CEOSS, CEVI, CFF, CMEDFI, COAC Acción Rural, COAC MCCH, COAC Sac Aiet, CODESARROLLO, CredAgro NBCO, Credi Fé, CREDIT, CRY SOL, Crystal, CZWSDA, DBACD, DD Bank, DEMOS SLC, ECLOF - PHL, EcoFuturo FFP, EDPYME Alternativa, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, Empreder, Eshet, FBPMC, FIE Gran Poder, FINCA - ARM, FINCA - AZE, FINCA - GEO, FINCA - KOS, FINCA - TZA, FINCA - ZMB, FODEM, FOVIDA, Friendship Bridge, FULM, FUNDAHMICRO, Gasha, GK, Grameen Mendoza, Horizonti, ImerCredit, Imkoniyat, IMON, INMAA, Intellect, KADET, KAMURJ, Kazama Grameen, KBSLAB, KEP, Khushhali Bank, KMB, KosInvest, KRK Ltd, Mahasemam - SMILE, MCN, MDF, MDSL, MEMCO, Microserfin, MIDE, MIKRA, Mikrofond, NMF, Normicro, NovoBanco - MOZ, OBM, OMB, Opportunity Albania, PEACE, ProCredit - ECU, ProCredit - MDA, ProCredit - NIC, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - UKR, ProCredit Bank Serbia, ProMujer - MEX, ProMujer - PER, Rost, Saadhana, SBS, SEAP, SEF-ARM, SFPI, SOGESOL, SPBD, SWAWS, Tamweelcom, Tchuma, TFS, Upper Manya RB, USTOI, VFC, Viator, Vital Finance, VRFBSBS, Wasasa, Wisdom, XacBank   |
| <b>Age: Mature</b><br>( > 8 Years)  | 313 | 70 | 193 | 50 | 1st Valley Bank, ABA, ABS-CBN, ACBA, ACCOVI, ACEP Senegal, ACLEDA, ACME, ACODEP, ACORDE, ACSI, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADOPEM, ADRA - PER, ADRI, AgroCapital, AGUDES, Aiyi Bank, Akiba, Al Amana, Al Majmoua, Al Tadamun, Alternativa, AMA, AMMACTS, AMRET, AMSSF/MC, Apoyo Integral, ASA, ASEI, ASHI, AYNLA, Azercredit, Banco ADEMI, Banco Santiago de Libon, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, BANEX (ex FINDESA), Bangko Kabayan, Bangko Mabuhay, Bank Eskhata, BASIX, BCB, BCSC, Bessfa RB, BISWA, BRAC, BURO Bangladesh, Caja Nor Perú, Caja Popular Mexicana, CamCCUL, Cantilan Bank, CAPA, CAPPED, CARD Bank, CARD NGO, Caritas, Cashpor MC, CBMO, CCA, CDRO, CDS, CEADe, CEAPE Maranhão, Centenary Bank, CEP, CEPESIU, CEPRODEL, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, CMS, COAC Jardín Azuayo, COAC Mushuc Runa, COAC San José, CompartamosBanco, Contactar, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CRECER, CrediAmigo, Credicoop, CREDIMUJER, Crediscotia, CREDO, CRESA, DAMEN, DECSI, Diaconia, D-Miro, EDAPROSPRO, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EKI, Enda, ENLACE, Equity Bank, ESAF, FADES, FAFIDESS, FAMA OPDF, FAPE, FASL, Fassil FFP, FATEN, Faulu - UGA, FCBFI, FCC, FDL, FDM, FED, FECC, FICO, FIDERPAC, FIE FFP, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - ECU, FINCA - GTM, FINCA - HND, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - UGA, FinComún, FINCORP, FinDev, FINSOL, FMCC, FMM Bucaramanga, FMM Popayán, FMSD, FODEMI, FOMIC, FONCRESOL, FONDEP, FONDESURCO, Fonkoze, Fortaleza FFP, FORUS, FUCEC Togo, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación |

| PEER GROUP   | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS  |
|--|----------------|-----|-----|----|---|
|  | N              | *** | **  | *  |   |
| <b>SIMPLE PEER GROUPS 2006</b>                                 |                |     |     |    |   |
|  |                |     |     |    | Paraguay, FUNDAMIC, FUNDEA, FUNDECOCA, FUNDENUSE, FUNDESER, FUNDESPE, Fundusz Mikro, FUNED, FUNSALDE, Génesis Empresarial, Genesis, Grameen Bank, Green Bank, GU, GV, Hermandad de Honduras OPDF, HKL, HOPE, ICC BluSol, IDESI Lambayeque, IDF, IMPRO, INECO, INSOTEC, Interactuar, Interfisa, JCF, Jemeni, JSC Bank Constanta, Kafo Jiginew, Kashf, Khan Bank, KMBI, KMF, Kondo Jigima, K-Rep, KWFT, LAPO, Lazika Capital, LOK Microcredit Foundation, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kukuh, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Maata-N-Tudu, Mallig Plains RB, Manuela Ramos, MEDF, MED-Net, MFW, MGBB, MiBanco, MI-BOSPO, Microempresas de Antioquia, Mikro ALDI, MIKROFIN, Moznosti, Naara RB, Nachala, New RB of Victorias, Nirdhan, NOA, NWTf, Nyesigiso, ODEF Financiera S.A., OLC, OMO, OMRO, PADME, PALFSI, Partner, PGBB, PRASAC, PRESTANIC, PRIDE - TZA, PRISMA, PRIZMA, ProCaja, ProCredit - BOL, ProCredit - SLV, ProCredit Bank - BIH, PRODEM FFP, PRODESA, ProMujer - BOL, ProMujer - NIC, RASS, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, RCPB, RGVN, Sanghamithra, Sarvodaya Nano Finance, SAT, Sathapana Limited, SBACD, SED, SEDA, SEEDS, SEF-ZAF, SHARE, SINERGIJA, SKDRDP, SKS, SMEP, SMSS, Sociedad Cooperativa PADECOMSM, Sodeystviye, Sonzelle RB, Spandana, Sunrise, TMSS, TPC, TSKI, TSPI, UCADE Ambato, UML, UNRWA, UOMB, Valiant RB, VEF, VFS, Visión Banco, WAGES, Women for Women, World Relief - HND, WWB Cali, Zakoura  |
| <b>Charter Type: Bank</b><br>(Bank)                            | 48             | 12  | 34  | 2  | ACBA, AccessBank, ACLEDA, ADOPEM, Agroinvestbank, Akiba, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanDesarrollo Microempresas, BanGente, Bank Eskhata, BCSC, BOM, Capitec Bank, Centenary Bank, CompartamosBanco, CrediAmigo, Equity Bank, FMFB - AFG, FMFB - TJK, FORUS, Grameen Bank, INECO, KBSLAB, Khan Bank, KMB, K-Rep, MiBanco, NovoBanco - MOZ, OBM, OMB, ProCredit - BOL, ProCredit - ECU, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, XacBank  |
| <b>Charter Type: Credit Union</b><br>(Credit Union)            | 35             | 6   | 23  | 6  | ACEP Senegal, Alternativa, AMMACTs, Caja Popular Mexicana, CamCCUL, CMS, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, Credicoop, DEMOS SLC, FFECC, FUCEC Togo, FULM, Intellekt, Jemeni, Kafo Jiginew, Kondo Jigima, Moznosti, Nachala, NOA, Nyesigiso, RCPB, Rost, SBS, Sodeistviye (Pyatigorsk), Sodeystviye   |
| <b>Charter Type: NBFi</b><br>(Non-Bank Financial Intermediary) | 169            | 48  | 104 | 17 | ACCOVI, ACSi, AgroInvest, Aiyl Bank, AMC, AMC de R.L., Ameen, AMK, AML, AMRET, Apoyo Integral, AREGAK, ASP Financiera, AVFS, Azercredit, Azeri Star, Bai Tushum, BanCovelo, Bandhan, BANEX (ex FINDESA), BASIX, BFL, BG, Caja Nor Perú, CAPA, CCA, CDS, CEF, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paíta, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CRAC Los Andes, CredAgro NBCCO, Credi Fé, CREDIT, CREDO, Crystal, DD Bank, DECSI, ECLOF - ARM, EcoFuturo FFP, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, EKI, ENLACE, Eshet, FAMA OPDF, FASL, Fassil FFP, FATEN, Faulu - UGA, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - AFG, FINCA - ARM, FINCA - AZE, FINCA - ECU, FINCA - GEO, FINCA - TJK, FINCA - UGA, FINCA - ZMB, FinComún, FINCORP, FinDev, FINSOL, FMCC, FMFB - Pakistan, Fortaleza FFP, Fundusz Mikro, Gasha, Hermandad de Honduras OPDF, HKL, HOPE, Horizon, ImerCredit, Imkoniyat, IMON, Interfisa, JSC Bank Constanta, KADET, KAMURJ, KEP, Khushhali Bank, KMF, Kompanion, KRK Ltd, KWFT, Lazika Capital, LIDER, LOK Microcredit Foundation, Mahasemam - SMILE, MCN, MDSL, MEMCO, Metemamen, MFW, MI-BOSPO, Microinvest, Microserfin, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Nirdhan, NMFb, Normicro, OBS, ODEF Financiera S.A., OISL, OMO, OMRO, Opportunity Albania, Partner, Parwaz, PEACE, PRASAC, PRIZMA, ProCredit - GHA, ProCredit - MDA, PRODEM FFP, Rozgar, Sarvodaya Nano Finance, Sathapana Limited, SED, SEEDS, SEF-ARM, SFPI, SHARE, SINERGIJA, SKS, SMEP, SOGESOL, Spandana, Sunrise, Tamweelcom, Tchuma, TFS, TPC, Ujjivan, UML, UNRWA, UOMB, USTOI, VFC, Viator, Visión Banco, Wasasa, Wisdom, Women for Women |
| <b>Charter Type: NGO</b><br>(Non Government Organization)      | 196            | 26  | 135 | 35 | ABA, ABCRDM, ABS-CBN, ACME, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADRA - PER, ADRI, AFK, AgroCapital, AGUDESa, Al Amana, Al Karama, Al Majmoua, Al Tadamon, AMA, AMSSF/MC, APED, ARMP, ASA, ASDIR, ASEI, ASHI, Asociación Arariwa, Asociación Raíz, AYNLA, Azal, Banco da Família, Bereke, BESA, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, BZMF, CAPPED, CARD NGO, Caritas, Cashpor MC, CDRO, CEADe, CEAPE Maranhão, CEOSS, CEP, CEPESIU, CEPRODEL, CEVI, CFF, CMEDFI, CMM Bogotá, CMM Medellín, Contactar, CRECER, CREDIMUJER, CReSA, CRY SOL, CZWSDA, DAMEN, DBACD, Diaconia, D-Miro, ECLOF - PHL, EDAPROSPo, Emprender, Enda, ESAF, FADES, FAFIDESS, FAPE, FBPMC, FCBFI, FCC, FDL, FDM, FED, FIDERPAC, FINCA - DRC, FINCA - GTM, FINCA - HND, FINCA - KOS, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TZA, FMM Bucaramanga, FMM Popayán, FMSD, FODEM, FODEMI, FOMIC, FONCRESOL, FONDEP, FONDESOL, FONDESURJ, Fonkoze, FOVIDA, Friendship Bridge, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDECOCA, FUNDENUSE, FUNDESER, FUNDESPE, FUNED, FUNSALDE, Génesis Empresarial, Genesis, GK, Grameen Mendoza, GU, GV, Horizonti, ICC BluSol, IDESI Lambayeque, IDF, IMPRO, INMAA, INSOTEC, Interactuar, JCF, KAS, Kasagana-Ka, Kashf, Kazama Grameen, KMBI, KosInvest, KRUSHI, LAPO, Lead Foundation, Maata-N-Tudu, Manuela Ramos, MBK Ventura, MDF,   |

| PEER GROUP  | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS  |
|---|----------------|-----|-----|----|---|
|   | N              | *** | **  | *  |   |
| <b>SIMPLE PEER GROUPS 2006</b>  |                |     |     |    |   |
|   |                |     |     |    | MEDF, MED-Net, MFI, Microempresas de Antioquia, MIDE, NMF, NWTF, OLC, PADME, PALFSI, PRESTANIC, PRIDE - TZA, PRISMA, ProCaja, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, RGVN, Saadhana, Sanghamithra, SAT, SBACD, SEAP, SEDA, SEF-ZAF, SKDRDP, SMSS, Sociedad Cooperativa PADECOMSM, SPBD, SWAWS, TMS, TSKI, TSPI, UCADE Ambato, VEF, VFS, Vital Finance, VRFBS, WAGES, World Relief - HND, WWB Cali, Zakoura  |
| <b>Charter Type: Rural Bank</b><br>(Rural Bank)   | 39             | 0   | 22  | 17 | 1st Valley Bank, Banco Santiago de Libon, Bangko Kabayan, Bangko Mabuhay, BCB, Bessfa RB, Cantilan Bank, CARD Bank, CBMO, FICO, Green Bank, Kakum RB, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Mallig Plains RB, MGBB, Naara RB, New RB of Victorias, PGBB, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, Sonzelle RB, Toende RB, Upper Many RB, Valiant RB  |
| <b>Financial Intermediation: Non FI</b><br>(Voluntary Savings/<br>Total Assets = 0)           | 288            | 50  | 194 | 44 | ABA, ABCRDM, ABS-CBN, ACME, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADRA - PER, ADRI, AFK, AgroCapital, AgrolInvest, AGUDESA, Aijl Bank, Al Amana, Al Karama, Al Majmoua, Al Tadamun, AMA, AMC, AMC de R.L., Ameen, AML, AMSS/MC, APED, Apoyo Integral, AREGAK, ARMP, ASDIR, ASEI, ASHI, Asociación Arariwa, Asociación Raíz, ASP Financiera, AYNLA, Azal, Azercrédit, Azeri Star, Bai Tushum, Banco da Familia, BanCovel, Bandhan, BASIX, Bereke, BESA, BFL, BISWA, BRAC - AFG, BSS, BZMF, CAPA, CARD NGO, Caritas, Cashpor MC, CDRO, CEADe, CEAPE Maranhão, CEF, CEOSS, CEPESIU, CEPRODEL, CEVI, CMM Bogotá, CMM Medellín, CompartamosBanco, Contactar, CRECER, CredAgro NBCCO, Credi Fé, CrediAmigo, CREDIMUJER, CREDO, CReSA, CRY SOL, Crystal, CZWSDA, DAMEN, DBACD, Diaconia, D-Miro, ECLOF - ARM, ECLOF - PHL, EDAPROSPO, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, EKI, Emprender, Enda, ENLACE, ESAF, FADES, FAFIDESS, FAPE, FATEN, Faulu - UGA, FBPMC, FCC, FDL, FDM, FED, FIDERPAC, FIE Gran Poder, Financiera Edyficar, Financiera Fama, FINCA - AFG, FINCA - ARM, FINCA - AZE, FINCA - DRC, FINCA - GEO, FINCA - GTM, FINCA - HND, FINCA - KOS, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TJK, FINCA - TZA, FINCA - ZMB, FINCORP, FinDev, FMCC, FMM Bucaramanga, FMM Popayán, FMSD, FODEM, FODEMI, FOMIC, FONCRESOL, FONDEP, FONDESOL, FONDESURCO, FORUS, FOVIDA, Friendship Bridge, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDEA, FUNDECOCA, FUNDENUSE, FUNDESER, FUNDESPE, Fundusz Mikro, FUNED, FUNSALDE, Génesis Empresarial, Genesis, GK, Grameen Mendoza, GU, GV, Hermandad de Honduras OPDF, HOPE, Horizon, Horizonti, ICC BluSol, IDESI Lambayeque, ImerCredit, Imkoniyat, IMON, IMPRO, INMAA, INSOTEC, Interactuar, JSC Bank Constanta, KADET, KAMURJ, KAS, Kasagana-Ka, KEP, Khushhali Bank, KMBI, KMF, Kompanion, KosInvest, KRK Ltd, KRUSHI, KWFT, LAPO, Lazika Capital, Lead Foundation, LIDER, LOK Microcredit Foundation, Maata-N-Tudu, Mahasemam - SMILE, Manuela Ramos, MBK Ventura, MCN, MDF, MDSL, MEDF, MED-Net, MEMCO, Metemamen, MFI, MFW, MI-BOSPO, Microempresas de Antioquia, Microinvest, Microserfin, MIDE, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Nachala, NMF, NOA, Normicro, OLC, OMRO, Opportunity Albania, PADME, PALFSI, Partner, Parwaz, PRESTANIC, PRIDE - TZA, PRISMA, PRIZMA, ProCredit - MDA, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, RGVN, Saadhana, Sanghamithra, Sarvodaya Nano Finance, SBACD, SEAP, SED, SEDA, SEF-ARM, SEF-ZAF, SHARE, SINERGIA, SKDRDP, SKS, SMEP, SMSS, Sociedad Cooperativa PADECOMSM, SOGESOL, Spandana, Sunrise, SWAWS, Tamweelcom, TSKI, TSPI, UCADE Ambato, Ujjivan, UNRWA, UOMB, USTOI, VEF, VFC, VFS, Viator, Vital Finance, VRFBS, Women for Women, World Relief - HND, WWB Cali, Zakoura |
| <b>Financial Intermediation: Low FI</b><br>(Voluntary Savings/<br>Total Assets > 0 and < 20%) | 57             | 4   | 44  | 9  | ACBA, AccessBank, ACEP Senegal, AMK, AMMACTS, AMRET, ASA, AVFS, BG, BRAC, CEP, CFF, CREDIT, DD Bank, DECSI, DEMOS SLC, Eshet, FAMA OPDF, FCBFI, FINCA - ECU, FMFB - AFG, FMFB - TJK, Fonkoze, Gasha, Grameen Bank, HKL, IDF, JCF, Kashf, Kazama Grameen, KMB, MGBB, Moznosti, Nirdhan, NMF, NWTF, OBS, ODEF Financiera S.A., OISL, OMB, OMO, PEACE, PGBB, PRASAC, ProCaja, Rozgar, SAT, Sathapana Limited, SEEDS, SFPI, SPBD, Tchuma, TMS, TPC, UML, Wasasa, Wisdom   |
| <b>Financial Intermediation: High FI</b><br>(Voluntary Savings/<br>Total Assets ≥ 20%)        | 142            | 38  | 80  | 24 | 1st Valley Bank, ACCOVI, ACLEDA, ACSI, ADOPEM, AgrolInvestbank, Akiba, Alternativa, Banco ADEMI, Banco Santiago de Libon, Banco Solidario, BancoEstado, BancoSol, BanDesarrollo Microempresas, BANEX (ex FINDESA), BanGente, Bangko Kabayan, Bangko Mabuhay, Bank Eskhata, BCB, BCSC, Bessfa RB, BOM, BURO Bangladesh, Caja Nor Perú, Caja Popular Mexicana, CamCCUL, Cantilan Bank, Capitec Bank, CAPPED, CARD Bank, CBMO, CCA, CDS, Centenary Bank, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paíta, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMEDFI, CMS, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, Credicoop, Crediscotia, EcoFuturo FFP, Equity Bank, FASL, Fasil FFP, FFECC, FICO, FIE FFP, FIELCO, FinAmérica, Financiera Familiar, FINCA - UGA, FinComún, FINSOL, FMFB - Pakistan, Fortaleza FFP, FUCEC Togo, FULM, Green Bank, INECO, Intellect, Interfisa, Jemeni, Kafo Jiginew, Kakum RB, KBSLAB, Khan Bank, Kondo Jigima, K-Rep, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Mallig Plains RB, MiBanco, Naara RB, New RB of Victorias, NovoBanco - MOZ, Nyesigiso, OBM, ProCredit - BOL, ProCredit - ECU, ProCredit - GHA, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit   |

| PEER GROUP   | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS  |
|--|----------------|-----|-----|----|---|
|  | N              | *** | **  | *  |   |
| <b>SIMPLE PEER GROUPS 2006</b>   |                |     |     |    |   |
| <b>Methodology: Individual</b>   | 178            | 50  | 100 | 28 | <p>RB Solano, RB Sto. Tomas, RB Talisayan, RCPB, Rost, SBS, Sodeistviye (Pyatigorsk), Sodeystviye, Sonzelle RB, TFS, Toende RB, Upper Manya RB, Valiant RB, Visión Banco, WAGES, XacBank</p> <p>1st Valley Bank, ACBA, AccessBank, ACCOVI, ACME, ACORDE, Actuar Caldas, ADMIC, ADRI, AFK, AgroCapital, AgroInvest, Agroinvestbank, Alternativa, AMA, AMC, AMC de R.L., Ameen, ASDIR, ASP Financiera, Banco ADEMI, Banco da Familia, Banco Santiago de Libon, BancoEstado, BANEX (ex FINDESA), Bank Eskhata, BCB, BCSC, BESA, BRAC, BZMF, Caja Nor Perú, Caja Popular Mexicana, CAPA, Capitec Bank, CBMO, CEF, Centenary Bank, CEPRODEL, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paíta, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMEDFI, CMM Bogotá, CMM Medellín, COAC Jardín Azuayo, COAC MCCB, COAC Mushuc Runa, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CredAgro NBCO, Credi Fé, CrediAmigo, Credicoop, CREDIMUJER, Crediscotia, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, Equity Bank, Fasil FFP, FED, FFECC, FIDERPAC, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Fama, Financiera Familiar, FINCA - AFG, FinComún, FINCORP, FMFB - AFG, FMM Bucaramanga, FMM Popayán, FMSD, FOMIC, Fortaleza FFP, FULM, Fundación CAMPO, Fundación Nieborowski, FUNDECOCA, FUNSALDE, Genesis, Green Bank, ICC BluSol, IDESI Lambayeque, ImerCredit, IMPRO, INECO, INSOTEC, Interactuar, Interfisa, Kafo Jiginew, Khan</p> <p>Bank, Khushhali Bank, KMB, KosInvest, KRK Ltd, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kukuh, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, MCN, MDF, MEMCO, MiBanco, Microempresas de Antioquia, Microsefin, MIKROFIN, Mikrofond, Nachala, New RB of Victorias, NOA, NovoBanco - MOZ, OBM, OBS, Partner, PGBB, PRESTANIC, ProCaja, ProCredit - BOL, ProCredit - ECU, ProCredit - GHA, ProCredit - MDA, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, PRODESA, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, Rost, SBS, Sociedad Cooperativa PADECOMSM, Sodeistviye (Pyatigorsk), Sodeystviye, SOGESOL, Sunrise, TFS, Valiant RB, VFS, Visión Banco, WWB Cali</p> |
| <b>Methodology: Individual/Solidarity</b><br><i>(Individual &amp; Solidarity; or Individual, Solidarity &amp; Village Banking)</i> | 224            | 34  | 162 | 28 | <p>ABA, ABS-CBN, ACEP Senegal, ACLEDA, ACODEP, ACSI, Actuar Tolima, ADICH, ADIM, ADOPEM, AGUDES, Aiyl Bank, Akiba, Al Amana, Al Karama, Al Majmoua, AMK, AMMACTS, AMRET, AMSSF/MC, Apoyo Integral, AREGAK, ARMP, Asociación Raíz, AVFS, AYNL, Azal, Azercredit, Azeri Star, Bai Tushum, Banco Solidario, BancoSol, BanCovelo, BanDesarrollo Microempresas, BanGente, Bangko Kabayan, Bangko Mabuhay, BASIX, Bereke, BG, BOM, BRAC - AFG, CamCCUL, Cantilan Bank, CAPPED, CARD Bank, Caritas, CCA, CDRO, CDS, CEADe, CEAPE Maranhão, CEOSS, CEPESIU, CMS, COAC Acción Rural, COAC Sac Aiet, COAC San José, CODESARROLLO, CompartamosBanco, Contactar, CREDIT, CREDO, Crystal, DBACD, DECSI, DEMOS SLC, D-Miro, ECLOF - PHL, EcoFuturo FFP, EDAPROSPO, EKI, Empreder, Enda, ENLACE, ESAF, Eshet, FADES, FAFIDESS, FAMA OPDF, FAPE, FASL, FATEN, Faulu - UGA, FBPMC, FCBFI, FCC, FDL, FDM, FICO, Financiera Edyficar, FINCA - ARM, FINCA - ECU, FINCA - GEO, FINCA - KOS, FINCA - NIC, FINCA - TJK, FinDev, FINSOL, FMCC, FMFB - TJK, FODEM, FODEMI, FONCRESOL, FONDEP, FONDESOL, FONDESURCO, Fonkoze, FORUS, FOVIDA, FUCEC Togo, FUNBODEM, Fundación León 2000, Fundación MICRO, Fundación Paraguaya, FUNDAHMICRO, FUNDAMIC, FUNDEA, FUNDENUSE, FUNDESER, FUNDESPE, Fundusz Mikro, Gasha, Grameen Mendoza, Hermandad de Honduras OPDF, HKL, HOPE, Horizon, Horizonti, IMON, INMAA, Intellect, JCF, Jemeni, JSC Bank Constanta, Kakum RB, KAMURJ, Kasagana-Ka, Kashf, KBSLAB, KEP, KMF, Kompanion, Kondo Jigima, K-Rep, KRUSHI, KWFT, Lazika Capital, Lead Foundation, LIDER, LOK Microcredit Foundation, Mallig Plains RB, MED-Net, MFW, MGBB, MI-BOSPO, Microinvest, MIDE, MIKRA, Mikro ALDI, MLF HUMO, MLF MicroInvest, Moznosti, Naara RB, Nirdhan, NMF, NMFB, Normicro, NWTf, Nyesigiso, ODEF Financiera S.A., OISL, OLC, OMB, OMO, OMRO, Opportunity Albania, PADME, PALFSI, Parwaz, PEACE, PRASAC, PRIDE - TZA, PRISMA, PRIZMA, PRODEM FFP, RCPB, RGVN, SAT, Sathapana Limited, SBACD, SEAP, SED, SEEDS, SEF-ARM, SFPI, SHARE, SINERGIJA, SKS, Sonzelle RB, Spandana, SWAWS, Tamweelcom, Tchuma, TMSS, Toende RB, TPC, TSPI, UML, UNRWA, Upper Manya RB, USTOI, VEF, VFC, Viator, Vital Finance, VRF3SBS, WAGES, Wasasa, Wisdom, Women for Women, World Relief - HND, XacBank, Zakoura</p>  |
| <b>Methodology: Solidarity</b>   | 33             | 0   | 26  | 7  | <p>Al Tadamun, AML, ASA, ASHI, Bandhan, Bessfa RB, BSS, BURO Bangladesh, CARD NGO, CEVI, CFF, CreSA, CZWSDA, DAMEN, DD Bank, ECLOF - ARM, FMFB - Pakistan, Fundación Alternativa, Fundación San Miguel, Grameen Bank, GV, IDF, Imkoniyat, KMBI, LAPO, Maata-N-Tudu, Mahasemam - SMILE, MDSL, MikroMaliyye Credit, Rozgar, Saadhana, SEF-ZAF, SMEP</p>   |
| <b>Methodology: Village Banking</b>  | 52             | 8   | 30  | 14 | <p>ABCRDM, ADRA - PER, APED, ASEI, Asociación Arariwa, BFL, BISWA, Cashpor MC, CEP, CRECER, CRYSQL, Diaconia, FINCA - AZE, FINCA - DRG, FINCA - GTM, FINCA - HND, FINCA - MEX, FINCA - MWI, FINCA - PER, FINCA - TZA, FINCA - UGA, FINCA - ZMB, Friendship Bridge, Fundación Espoir, Fundación Mujer, FUNED, Génesis Empresarial, GK, GU, KADET, KAS, Kazama Grameen, Manuela Ramos, MBK Ventura, MEDF, Metemamen, MFI, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, Sanghamithra, Sarvodaya Nano Finance, SEDA, SKDRDP, SMSS, SPBD, TSKI, UCADE Ambato, Ujjivan, UOMB</p>   |
| <b>Outreach: Small</b><br><i>(Number of Borrowers &lt; 10,000)</i>   | 199            | 21  | 141 | 37 | <p>ACCOVI, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADRI, AFK, AgroCapital, Agroinvestbank, AGUDES, Al Karama, Al Majmoua, Alternativa, AMA, AMC, AMC de R.L., Ameen, ASDIR, ASEI, ASP Financiera, AVFS, Azal, Azercredit, Azeri Star, Bai Tushum, Banco da Familia, Banco Santiago de Libon, Bangko Kabayan, Bangko Mabuhay, Bank Eskhata,</p>   |

| PEER GROUP  | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|---|----------------|-----|-----|----|--|
|   | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2006</b>  |                |     |     |    |  |
|   |                |     |     |    | BCB, Bereke, BESA, BOM, BZMF, CAPA, CAPPED, CDRO, CEADe, CEF, CEPESIU, CFF, CMEDFI, COAC Acción Rural, COAC MCCH, COAC Sac Aiet, COAC San José, Contactar, Coop Fátima, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CredAgro NBCO, Credicoop, CREDIMUJER, CREDO, Crystal, CZWSDA, DEMOS SLC, ECLOF - ARM, ECLOF - PHL, EDAPROSPRO, EDPYME Crear Tacna, EDPYME Nueva Visión, Emprender, FAPE, FASL, Fassil FFP, FATEN, FCC, FDM, FFECC, FICO, FIDERPAC, FIE Gran Poder, FINCA - ARM, FINCA - KOS, FINCA - PER, FINCA - TJK, FINCORP, FinDev, FMFB - TJK, FODEM, FODEMI, FOMIC, FONCRESOL, FONDOSOL, FONDOSURCO, Fortaleza FFP, FOVIDA, Friendship Bridge, FULM, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación San Miguel, FUNDAMIC, FUNDECOCOA, FUNDESEPE, FUNSALDE, Gasha, Genesis, Grameen Mendoza, Hermandad de Honduras OPDF, HOPE, Horizon, Horizonti, ICC BluSol, IDESI Lambayeque, ImerCredit, Imkoniyat, IMPRO, INMAA, INSOTEC, Intellekt, Jemeni, Kakum RB, KAMURJ, Kasagana-Ka, KEP, KosInvest, KRK Ltd, Lazika Capital, LIDER, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buahian, LPD Celuk, LPD Ketewel, LPD Kukuh, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Maata-N-Tudu, MCN, MDF, MDSL, MEDF, MED-Net, MEMCO, Metemamen, Microinvest, Microserfin, MIDE, Mikro ALDI, Mikrofond, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Moznosti, Naara RB, Nachala, New RB of Victorias, NMF, NOA, Normicro, OBS, OLC, OMRO, Parwaz, PRESTANIC, ProCaja, ProCredit - GHA, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, Rost, Rozgar, SBS, SEAP, SED, SEF-ARM, SINERGJA, Sociedad Cooperativa PADECOMSM, Sodeistviye (Pyatigorsk), Sodeystviye, Sonzelle RB, SPBD, Tchuma, TFS, Toende RB, UCADE Ambato, Upper Manya RB, USTOI, Valiant RB, VEF, Viator, VRFBSBS, WAGES, Women for Women |
| <b>Outreach: Medium</b><br><i>(Number of Borrowers ≥ 10,000 and ≤ 30,000)</i> | 128            | 27  | 88  | 13 | AccessBank, ACEP Senegal, ACME, ADMIC, ADRA - PER, AgroInvest, Akiba, Al Tadamun, AMSSF/MC, APED, Apoyo Integral, AREGAK, ASHI, Asociación Arariwa, Asociación Raíz, AYNLA, BanCovelo, BG, Caja Nor Perú, Cantilan Bank, Caritas, CBMO, CDS, CEAPE Maranhão, CEOSS, CEPRODEL, CEVI, CMAC Del Santa, CMAC Maynas, CMAC Paita, CMAC Tacna, COAC Jardín Azuayo, COAC Mushuc Runa, CODESARROLLO, CREDIT, CreSA, CRY SOL, DAMEN, DD Bank, D-Miro, EcoFuturo FFP, EDPYME Alternativa, EDPYME Crear Arequipa, EDPYME Proempresa, EKI, ENLACE, Eshet, FADES, FAFIDESS, FAMA OPDF, Faulu - UGA, FCBFI, FED, FINCA - AFG, FINCA - DRC, FINCA - GEO, FINCA - GTM, FINCA - HND, FINCA - MWI, FINCA - NIC, FINCA - ZMB, FINSOL, FMFB - AFG, Fonkoze, FORUS, Fundación Espoir, Fundación Nieborowski, Fundación Paraguaya, FUNDAHMICRO, FUNDEA, FUNDENUSE, FUNDESER, Fundusz Mikro, FUNED, HKL, IMON, Interactuar, JSC Bank Constanta, KADET, Kazama Grameen, KMF, Kompanion, Kondo Jigima, LOK Microcredit Foundation, Mallig Plains RB, Manuela Ramos, MBK Ventura, MFW, MI-BOSPO, Microempresas de Antioquia, MIKRA, MIKROFIN, NMF, NovoBanco - MOZ, Nyesigiso, OBM, ODEF Financiera S.A., OMB, Opportunity Albania, PALFSI, PEACE, PRISMA, PRIZMA, ProCredit - MDA, ProCredit Bank - ALB, ProCredit Bank - MKD, ProCredit Bank - ROM, PRODESA, ProMujer - MEX, ProMujer - NIC, RASS, RB Talisayan, RGVN, Sathapana Limited, SBACD, SEDA, SFPI, SMEP, SMSS, SOGESOL, Sunrise, Tamweelcom, Ujjivan, UNRWA, UOMB, Vital Finance, Wasasa, World Relief - HND   |
| <b>Outreach: Large</b><br><i>(Number of Borrowers &gt; 30,000)</i>            | 160            | 44  | 89  | 27 | 1st Valley Bank, ABA, ABCRDM, ABS-CBN, ACBA, ACLEDA, ACODEP, ACSI, ADOPEM, Aiyl Bank, Al Amana, AMK, AML, AMMACTS, AMRET, ARMP, ASA, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanDesarrollo Microempresas, Bandhan, BANEX (ex FINDESA), BanGente, BASIX, BCSC, Bessfa RB, BFL, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, Caja Popular Mexicana, CamCCUL, Capitec Bank, CARD Bank, CARD NGO, Cashpor MC, CCA, Centenary Bank, CEP, CMAC Arequipa, CMAC Cusco, CMAC Huancayo, CMAC Ica, CMAC Sullana, CMAC Trujillo, CMM Bogotá, CMM Medellín, CMS, CompartamosBanco, Coop Universitaria, CRECER, Credi Fé, CrediAmigo, Crediscotia, DBACD, DECSI, Diaconia, EDPYME Confianza, EDPYME Efectiva, Enda, Equity Bank, ESAF, FBPMC, FDL, FIE FFP, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - AZE, FINCA - ECU, FINCA - MEX, FINCA - TZA, FINCA - UGA, FinComún, FMCC, FMFB - Pakistan, FMM Bucaramanga, FMM Popayán, FMSD, FONDEP, FUCEC Togo, Génesis Empresarial, GK, Grameen Bank, Green Bank, GU, GV, IDF, INECO, Interfisa, JCF, Kafo Jiginew, KAS, Kashf, KBSLAB, Khan Bank, Khushhali Bank, KMB, KMBI, K-Rep, KRUSHI, KWFT, LAPO, Lead Foundation, Mahasemam - SMILE, MFI, MGBB, MiBanco, Nirdhan, NWTF, OISL, OMO, PADME, Partner, PGBB, PRASAC, PRIDE - TZA, ProCredit - BOL, ProCredit - ECU, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - UKR, ProCredit Bank Serbia, PRODEM FFP, ProMujer - BOL, ProMujer - PER, RCPB, Saadhana, Sanghamithra, Sarvodaya Nano Finance, SAT, SEEDS, SEF-ZAF, SHARE, SKDRDP, SKS, Spandana, SWAWS, TMSS, TPC, TSKI, TSPI, UML, VFC, VFS, Visión Banco, Wisdom, WWB Cali, XacBank, Zakoura   |
| <b>Profit Status: Profit</b>  | 170            | 43  | 111 | 16 | 1st Valley Bank, ACBA, AccessBank, ACCOVI, ACLEDA, ACSI, ADOPEM, AgroInvest, Agroinvestbank, Akiba, AMC de R.L., Ameen, AMK, AML, AMRET, Apoyo Integral, AREGAK, ASP Financiera, AVFS, Banco ADEMI, Banco Santiago de Libon, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, BANEX (ex FINDESA), BanGente, Bangko Kabayan, Bangko Mabuhay, Bank Eskhata, BASIX, BCB, BCSC, Bessfa RB, BFL, BG, BOM, Caja Nor Perú, Cantilan Bank, Capitec Bank, CARD Bank, CBMO, CCA, CDS, Centenary Bank, CompartamosBanco, CRAC Los Andes, Credi Fé, CrediAmigo, Crediscotia, CREDIT, DD Bank, DECSI, EcoFuturo FFP, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, ENLACE, Equity Bank, Eshet, FASL, Fassil FFP, Faulu - UGA, FICO, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - ECU, FINCA - TJK, FINCA - UGA, FINCA - ZMB, FinComún, FINCORP, FINSOL, FMFB - AFG, FMFB - Pakistan, FMFB - TJK, Fortaleza FFP, FORUS, Gasha, Grameen Bank, Green Bank, IMON, INECO, Interfisa, KADET,  |

| PEER GROUP                                      | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS  |
|---|----------------|-----|-----|----|---|
|   | N              | *** | **  | *  |   |
| <b>SIMPLE PEER GROUPS 2006</b>                  |                |     |     |    |   |
| <b>Profit Status: Not for Profit</b>            | 317            | 49  | 207 | 61 | <p>Kakum RB, KBSLAB, Khan Bank, Khushhali Bank, KMB, K-Rep, KWFT, Mahasemam - SMILE, Mallig Plains RB, MCN, MDSL, Metemamen, MGBB, MiBanco, Microinvest, Microserfin, Mikrofond, Naara RB, New RB of Victorias, Nirdhan, NMFB, NovoBanco - MOZ, OBM, OBS, OISL, OMB, OMO, PEACE, PGBB, ProCredit - BOL, ProCredit - ECU, ProCredit - GHA, ProCredit - MDA, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, PRODEM FFP, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, Rozgar, Sarvodaya Nano Finance, Sathapana Limited, SED, SEF-ARM, SFPI, SHARE, SKS, SOGESOL, Sonzelle RB, Spandana, TFS, Toende RB, TPC, Ujivian, UML, Upper Manya RB, Valiant RB, VFC, Visión Banco, Wasasa, Wisdom, XacBank</p>  |
| <b>Region: Africa<br/>(sub-Saharan Africa)</b>  | 69             | 1   | 60  | 8  | <p>ABA, ABCRDM, ABS-CBN, ACEP Senegal, ACME, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADRA - PER, ADRI, AFK, AgroCapital, AGUDES, Aiyi Bank, Al Amana, Al Karama, Al Majmoua, Al Tadamon, Alternativa, AMA, AMC, AMMACTS, AMSSF/MC, APED, ARMP, ASA, ASDIR, ASEI, ASHI, Asociación Arariwa, Asociación Raíz, AYNLA, Azal, Azercredit, Azeri Star, Bai Tushum, Banco da Família, Bandhan, Bereke, BESA, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, BZMF, Caja Popular Mexicana, CamCCUL, CAPA, CAPPED, CARD NGO, Caritas, Cashpor MC, CDRO, CEADe, CEAPE Maranhão, CEF, CEOSS, CEP, CEPESIU, CEPRODEL, CEVI, CFF, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMEDFI, CMM Bogotá, CMM Medellín, CMS, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, Contactar, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRECER, CredAgro NBOCO, Credicoop, CREDIMUJER, CREDO, CReSA, CRYSQL, Crystal, CZWSDA, DAMEN, DBACD, DEMOS SLC, Diaconia, D-Miro, ECLOF - ARM, ECLOF - PHL, EDAPROPO, EKI, Emprender, Enda, ESAF, FADES, FAFIDESS, FAMA OPDF, FAPE, FATEN, FBPMC, FCBFI, FCC, FDL, FDM, FED, FECC, FIDERPAC, FINCA - AFG, FINCA - ARM, FINCA - AZE, FINCA - DRC, FINCA - GEO, FINCA - GTM, FINCA - HND, FINCA - KOS, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TZA, FinDev, FMCC, FMM Bucaramanga, FMM Popayán, FMSD, FODEM, FODEMI, FOMIC, FONCRESOL, FONDEP, FONDESOL, FONDESURCO, Fonkoze, FOVIDA, Friendship Bridge, FUCEC Togo, FULM, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDEA, FUNDECOCOA, FUNDENUSE, FUNDESER, FUNDESPE, Fundusz Mikro, FUNED, FUNSALDE, Génesis Empresarial, Genesis, GK, Grameen Mendoza, GU, GV, Hermandad de Honduras, IDPF, HKL, HOPE, Horizon, Horizonti, ICC BluSol, IDESI Lambayeque, IDF, ImerCredit, Imkoniyat, IMPRO, INMAA, INSOTEC, Intellekt, Interactuar, JCF, Jemeni, JSC Bank Constanta, Kafo Jiginew, KAMURJ, KAS, Kasagana-Ka, Kashf, Kazama Grameen, KEP, KMBI, KMF, Kompanion, Kondo Jigima, KosInvest, KRK Ltd, KRUSHI, LAPO, Lazika Capital, Lead Foundation, LIDER, LOK Microcredit Foundation, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Maata-N-Tudu, Manuela Ramos, MBK Ventura, MDF, MEDF, MED-Net, MEMCO, MFI, MFW, MI-BOSPO, Microempresas de Antioquia, MIDE, MIKRA, Mikro ALDI, MIKROFIN, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Moznosti, Nachala, NMF, NOA, Normicro, NWT, Nyesigiso, ODEF Financiera S.A., OLC, OMRO, Opportunity Albania, PADME, PALFSI, Partner, Parwaz, PRASAC, PRESTANIC, PRIDE - TZA, PRISMA, PRIZMA, ProCaja, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, RCPB, RGVN, Rost, Saadhana, Sanghamithra, SAT, SBACD, SBS, SEAP, SEDA, SEEDS, SEF-ZAF, SINERGIA, SKDRDP, SMEP, SMSS, Sociedad Cooperativa PADECOMSM, Sodeistviye (Pyatigorsk), Sodeystviye, SPBD, Sunrise, SWAWS, Tamweelcom, Tchuma, TMSS, TSKI, TSPI, UCADE Ambato, UNRWA, UOMB, USTOI, VEF, VFS, Viator, Vital Finance, VRFSBS, WAGES, Women for Women, World Relief - HND, WWB Cali, Zakoura</p> |
| <b>Region: Asia<br/>(South &amp; East Asia)</b> | 117            | 4   | 74  | 39 | <p>1st Valley Bank, ABCRDM, ABS-CBN, ACLEDA, AMK, AML, AMMACTS, AMRET, ARMP, ASA, ASHI, Banco Santiago de Libon, Bandhan, Bangko Kabayan, Bangko Mabuhay, BASIX, BCB, BFL, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, Cantilan Bank, CARD Bank, CARD NGO, Cashpor MC, CBMO, CEP, CEVI, CMEDFI, CREDIT, CReSA, CZWSDA, DAMEN, DD Bank, ECLOF - PHL, ESAF, FCBFI, FICO, FINCA - AFG, FMFB - AFG, FMFB - Pakistan, GK, Grameen Bank, Green Bank, GU, GV, HKL, IDF, JCF, KAS, Kasagana-Ka, Kashf, Kazama Grameen, KBSLAB, Khushhali Bank, KMBI, KRUSHI, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Mahasemam - SMILE, Mallig Plains RB, MBK Ventura, MEDF, MFI, MGBB, New RB of Victorias, Nirdhan, NMFB, NWT, OMB, PALFSI, Parwaz, PGBB, PRASAC, RASS, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, RGVN, Rozgar, Saadhana, Sanghamithra, Sarvodaya Nano Finance, Sathapana Limited, SED, SEEDS, SHARE, SKDRDP, SKS, SMSS, Spandana, SPBD, SWAWS, TMSS, TPC, TSKI, TSPI, Ujivian, Valiant RB, VEF, VFC, VFS</p>  |

| PEER GROUP  | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|---|----------------|-----|-----|----|--|
|   | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2006</b>  |                |     |     |    |  |
| <b>Region: ECA</b><br><i>(Eastern Europe &amp; Central Asia)</i>  | 98             | 8   | 78  | 12 | ACBA, AccessBank, AFK, AgroInvest, Agroinvestbank, Aiyl Bank, Alternativa, AREGAK, Azercredit, Azeri Star, Bai Tushum, Bank Eskhata, Bereke, BESA, BZMF, CAPA, CEF, CredAgro NBCO, CREDO, Crystal, DEMOS SLC, ECLF - ARM, EKI, FFEC, FINCA - ARM, FINCA - AZE, FINCA - GEO, FINCA - KOS, FINCA - TJK, FinDev, FMCC, FMFB - TJK, FORUS, FULM, Fundusz Mikro, HOPE, Horizon, Horizonti, ImerCredit, Imkoniyat, IMON, INECO, Intellect, JSC Bank Constanta, KAMURJ, KEP, Khan Bank, KMB, KMF, Kompanion, KosInvest, KRK Ltd, Lazika Capital, LIDER, LOK Microcredit Foundation, MDF, MI-BOSPO, Microinvest, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Moznosti, Nachala, NOA, Normicro, OBM, OBS, OMRO, Opportunity Albania, Partner, PRIZMA, ProCredit - MDA, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, Rost, SBS, SEF-ARM, SINERGIJA, Sodeistviye (Pyatigorsk), Sodeystviye, Sunrise, TFS, USTO, Viator, VRFBSBS, Women for Women, XacBank   |
| <b>Region: LAC</b><br><i>(Latin America &amp; the Caribbean)</i>  | 179            | 76  | 91  | 12 | ACCOVI, ACME, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADOPEM, ADRA - PER, ADRI, AgroCapital, AGUDES, AMA, AMC de R.L., Apoyo Integral, ASDIR, ASEI, Asociación Arariwa, Asociación Raíz, ASP Financiera, AYNLA, Banco ADEMI, Banco da Familia, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, BANEX (ex FINDESA), BanGente, BCSC, Caja Nor Perú, Caja Popular Mexicana, Caritas, CDRO, CEADe, CEAPE Maranhão, CEPESIU, CEPRODEL, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, CompartamosBanco, Contactar, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CRECER, Credi Fé, CrediAmigo, Credicoop, CREDIMUJER, Crediscotia, CRYSQL, Diaconia, D-Miro, EcoFuturo FFP, EDAPROSPO, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, Emprender, ENLACE, FADES, FAFIDESS, FAMA OPDF, FAPE, Fasil FFP, FDL, FED, FIDERPAC, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - ECU, FINCA - GTM, FINCA - HND, FINCA - MEX, FINCA - NIC, FINCA - PER, FinComún, FINSOL, FMM Bucaramanga, FMM Popayán, FMSD, FODEM, FODEMI, FOMIC, FONCRESOL, FONDESOL, FONDESURCO, Fonkoze, Fortaleza FFP, FOVIDA, Friendship Bridge, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDEA, FUNDECOSA, FUNDENUSE, FUNDESER, FUNDESPE, FUNED, FUNSALDE, Génesis Empresarial, Genesisis, Grameen Mendoza, Hermandad de Honduras OPDF, ICC BluSol, IDESI Lambayeque, IMPRO, INSOTEC, Interactuar, Interfisa, Manuela Ramos, MCN, MiBanco, Microempresas de Antioquia, Microserfin, MIDE, ODEF Financiera S.A., OLC, PRESTANIC, PRISMA, ProCaja, ProCredit - BOL, ProCredit - ECU, ProCredit - NIC, ProCredit - SLV, PRODEM FFP, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, Sociedad Cooperativa PADECOMSM, SOGESOL, UCADE Ambato, Visión Banco, World Relief - HND, WWB Cali |
| <b>Region: MENA</b><br><i>(Middle East &amp; North Africa)</i>  | 24             | 3   | 15  | 6  | ABA, Al Amana, Al Karama, Al Majmoua, Al Tadamun, AMC, Ameen, AMSSF/MC, Azal, CEOSS, DBACD, Enda, FATEN, FBPMC, FONDEP, INMAA, Lead Foundation, MEMCO, MFW, NMF, SBACD, Tamweelcom, UNRWA, Zakoura   |
| <b>Scale: Small</b><br><i>(GLP in USD, LAC &lt; 4,000,000; Others &lt; 2,000,000)</i>                             | 123            | 8   | 91  | 24 | Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADRA - PER, AGUDES, Al Karama, Alternativa, AMA, APED, ASDIR, ASEI, ASHI, Asociación Arariwa, AVFS, AYNLA, Azal, Azeri Star, Banco da Familia, Banco Santiago de Libon, Bereke, Bessfa RB, BG, BOM, CAPPED, CDRO, CEADe, CEPESIU, CEVI, CFF, CMEDFI, COAC Acción Rural, CREDIMUJER, Crystal, CZWSA, ECLF - ARM, ECLF - PHL, EDAPROSPO, Emprender, FAPE, FCBFI, FCC, FDM, FIDERPAC, FINCA - GTM, FINCA - MWI, FINCA - PER, FINCA - ZMB, FOMIC, FONCRESOL, FONDESOL, FONDESURCO, FOVIDA, Friendship Bridge, Fundación Alternativa, Fundación CAMPO, Fundación MICROS, Fundación Mujer, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDECOSA, FUNDESPE, FUNSALDE, Gasha, Genesisis, Grameen Mendoza, Horizon, Horizonti, IDESI Lambayeque, ImerCredit, Imkoniyat, IMPRO, INMAA, INSOTEC, Intellect, Kasagana-Ka, KosInvest, Lazika Capital, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kukuh, LPD Sibetan, LPD Ubung, Maata-N-Tudu, Manuela Ramos, MBK Ventura, MDSL, MEDF, MED-Net, Metemamen, MIDE, MLF HUMO, Naara RB, New RB of Victorias, NMF, NMF, OLC, Parwaz, ProCaja, ProMujer - NIC, RB Lebak, RB Sto. Tomas, Rozgar, SBS, SEAP, SED, Sociedad Cooperativa PADECOMSM, Sonzelle RB, SPBD, TFS, Toende RB, UCADE Ambato, Ujjivan, UOMB, Upper Many RB, USTOI, VEF, VRFBSBS  |
| <b>Scale: Medium</b><br><i>(GLP in USD, LAC ≥ 4,000,000 and ≤ 15,000,000; Others ≥ 2,000,000 and ≤ 8,000,000)</i> | 163            | 27  | 108 | 28 | ABCRDM, ABS-CBN, ACME, ADMIC, ADRI, AFK, Al Majmoua, Al Tadamun, AMC, AMC de R.L., Ameen, AMK, AMMACTS, AMSSF/MC, ASP Financiera, Azercredit, BanCovelo, Bangkok Mabuhay, BCB, BZMF, Cantilan Bank, CARD Bank, Caritas, CBMO, CEAPE Maranhão, CEF, CEOSS, CEPRODEL, COAC MCCH, COAC Sac Aiet, COAC San José, Contactar, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, Credicoop, CREDIT, CREDO, CReSA, CRYSQL, DAMEN, DD Bank, DEMOS SLC, Diaconia, D-Miro, EDPYME Alternativa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, ENLACE, Eshet, FAFIDESS, FAMA OPDF, Fasil FFP, FATEN, Faulu - UGA, FED, FFEC, FIE Gran Poder, FINCA - AFG, FINCA - ARM, FINCA - DRC, FINCA - HND, FINCA - NIC, FINCA - TJK, FINCA - TZA, FinDev, FMFB - TJK, FMSD, FODEM, FODEMI, Fonkoze, FULM, FUNBODEM, Fundación Espoir, Fundación León 2000, Fundación Paraguaya, FUNDEA, FUNDENUSE, FUNDESER, FUNED, GU, Hermandad de Honduras OPDF, HOPE, HKL, ICC  |

| PEER GROUP  | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS  |
|---|----------------|-----|-----|----|---|
|   | N              | *** | **  | *  |   |
| <b>SIMPLE PEER GROUPS 2006</b>  |                |     |     |    |   |
| <b>Scale: Large</b><br><i>(GLP in USD, LAC &gt; 15,000,000;<br/>Others &gt; 8,000,000)</i>  | 201            | 57  | 119 | 25 | <p>BluSol, IDF, IMON, KADET, Kakum RB, KAMURJ, Kazama Grameen, KBSLAB, KMBI, Kompanion, Kondo Jigima, KRUSHI, LAPO, Lead Foundation, LIDER, LPD Pecatu, Mallig Plains RB, MCN, MDF, MEMCO, MGBB, Microempresas de Antioquia, Microinvest, Microserfin, Mikro ALDI, Mikrofond, MikroMaliyye Credit, MLF Microinvest, Nachala, Nirdhan, NOA, Normicro, NWTF, ODEF Financiera S.A., OMB, PALFSI, PEACE, PGBB, PRESTANIC, PRISMA, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - PER, RASS, RB Digos, RB Mabitac, RB Oroquieta, RB Solano, RB Talisayan, RGVN, Rost, Saadhana, Sanghamithra, SAT, SBACD, SEDA, SEF-ARM, SEF-ZAF, SFPI, SMEP, SMSS, Sodeistviye (Pyatigorsk), Sodeystviye, SOGESOL, Tchuma, TPC, UNRWA, Valiant RB, VFC, VFS, Viator, Vital Finance, WAGES, Wasasa, Wisdom, Women for Women, World Relief - HND</p> <p>1st Valley Bank, ABA, ACBA, AccessBank, ACCOVI, ACEP Senegal, ACLEDA, ACODEP, ACORDE, ACSI, ADOPEM, AgroCapital, AgrolInvest, Agroinvestbank, Aiyi Bank, Akiba, Al Amana, AML, AMRET, Apoyo Integral, AREGAK, ARMP, ASA, Asociación Raíz, Bai Tushum, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanDesarrollo Microempresas, Bandhan, BANEX (ex FINDESA), BanGente, Bangko Kabayan, Bank Eskhata, BASIX, BCSC, BESA, BFL, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, Caja Nor Perú, Caja Popular Mexicana, CamCCUL, CAPA, Capitec Bank, CARD NGO, Cashpor MC, CCA, CDS, Centenary Bank, CEP, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, CMS, COAC Jardín Azuayo, COAC Mushuc Runa, CODESARROLLO, CompartamosBanco, Coop Fátima, Coop Universitaria, CRECER, CredAgro NBCO, Credi Fé, CrediAmigo, Crediscotia, DBACD, DECSI, EcoFuturo FFP, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Proempresa, EKI, Enda, Equity Bank, ESAF, FADES, FASL, FBPMC, FDL, FICO, FIE FFP, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - AZE, FINCA - ECU, FINCA - GEO, FINCA - KOS, FINCA - MEX, FINCA - UGA, FinComún, FINCORP, FINSOL, FMCC, FMFB - AFG, FMFB - Pakistan, FMM Bucaramanga, FMM Popayán, FONDEP, Fortaleza FFP, FORUS, FUCEC Togo, Fundación Nieborowski, Fundusz Mikro, Génesis, Empresarial, GK, Grameen Bank, Green Bank, GV, INECO, Interactuar, Interfisa, JCF, Jemeni, JSC Bank Constanta, Kafo Jiginew, KAS, Kashf, KEP, Khan Bank, Khushhali Bank, KMB, KMF, K-Rep, KRK Ltd, KWFT, LOK Microcredit Foundation, LPD Kuta, Mahasemam - SMILE, MFI, MFW, MiBanco, MI-BOSPO, MIKRA, MIKROFIN, Moznosti, NovoBanco - MOZ, Nyesigiso, OBM, OBS, OISL, OMO, OMRO, Opportunity Albania, PADME, Partner, PRASAC, PRIDE - TZA, PRIZMA, ProCredit - BOL, ProCredit - ECU, ProCredit - GHA, ProCredit - MDA, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, PRODEM FFP, RCPB, Sarvodaya Nano Finance, Sathapana Limited, SEEDS, SHARE, SINERGJA, SKDRDP, SKS, Spandana, Sunrise, SWAWS, Tamweelcom, TMSS, TSKI, TSPI, UML, Visión Banco, WWB Cali, XacBank, Zakoura</p> |
| <b>Sustainability: FSS</b><br><i>(Financial Self-Sufficiency &gt; 100%)</i>   | 334            | 83  | 201 | 50 | [These names are held confidential]   |
| <b>Sustainability: Non-FSS</b><br><i>(Financial Self-Sufficiency &lt; 100%)</i>   | 153            | 9   | 117 | 27 | [These names are held confidential]   |
| <b>Target Market: Low End</b><br><i>(Avg. Balance per Borrower/<br/>GNI per Capita &lt; 20% and Avg.<br/>Balance per Borrower &lt; USD 150)</i> | 173            | 20  | 117 | 36 | <p>ABA, ABCRDM, ABS-CBN, ACSI, ADICH, ADIM, ADMIC, ADOPEM, ADRA - PER, AGUDESA, Al Karama, Al Majmoua, Al Tadamun, AMA, Ameen, AMK, AML, AMMACTS, AMRET, AMSSF/MC, APED, ASA, ASEI, ASHI, Asociación Arariwa, ASP Financiera, AVFS, AYNLA, Azal, Azeri Star, Banco da Familia, Banco Santiago de Libon, Bandhan, BASIX, Bereke, Bessfa RB, BFL, BG, BISWA, BRAC, BSS, BURO Bangladesh, Caja Popular Mexicana, Capitec Bank, CAPPED, CARD Bank, CARD NGO, Caritas, Cashpor MC, CEAPE Maranhão, CEOSS, CEPESIU, CEVI, CFF, CMEDFI, CompartamosBanco, CrediAmigo, Credicoop, CREDIMUJER, CReSA, CRYSQL, CZWSDA, DAMEN, DBACD, DEMOS SLC, EDAPROSPRO, EDPYME Alternativa, EDPYME Efectiva, Enda, ENLACE, ESAF, Eshet, FAPE, FCBFI, FIDERPAC, FINCA - ECU, FINCA - GTM, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TZA, FINCA - ZMB, FinComún, FMSD, FODEMI, FONDEP, FONDESOL, Friendship Bridge, Fundación Alternativa, Fundación Espoir, Fundación MICROS, Fundación Mujer, Fundación San Miguel, FUNDAMIC, ABA, ABCRDM, ABS-CBN, ACSI, ADICH, ADIM, ADMIC, ADOPEM, ADRA - PER, AGUDESA, Al Karama, Al Majmoua, Al Tadamun, AMA, Ameen, AMK, AML, AMMACTS, AMRET, AMSSF/MC, APED, ASA, ASEI, ASHI, Asociación Arariwa, ASP Financiera, AVFS, AYNLA, Azal, Azeri Star, Banco da Familia, Banco Santiago de Libon, Bandhan, BASIX, Bereke, Bessfa RB, BFL, BG, BISWA, BRAC, BSS, BURO Bangladesh, Caja Popular Mexicana, Capitec Bank, CAPPED, CARD Bank, CARD NGO, Caritas, Cashpor MC, CEAPE Maranhão, CEOSS, CEPESIU, CEVI, CFF, CMEDFI, CompartamosBanco, CrediAmigo, Credicoop, CREDIMUJER, CReSA, CRYSQL, CZWSDA, DAMEN, DBACD, DEMOS SLC, EDAPROSPRO, EDPYME Alternativa, EDPYME Efectiva, Enda, ENLACE, ESAF, Eshet, FAPE, FCBFI, FIDERPAC, FINCA - ECU, FINCA - GTM, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TZA, FINCA - ZMB, FinComún, FMSD, FODEMI, FONDEP, FONDESOL, Friendship Bridge, Fundación Alternativa, Fundación Espoir, Fundación MICROS, Fundación Mujer, Fundación San Miguel, FUNDAMIC, FUNDECOCOA, FUNDESPE, GK, Grameen Bank, Grameen Mendoza, GU, GV, IDESI Lambayeque, IDF, INMAA, JCF, KAS, Kasagana-Ka, Kazama Grameen, Khushhali Bank, KMBI, LAPO, Lead Foundation, Maata-N-Tudu, Mahasemam - SMILE, Mallig Plains RB, Manuela Ramos, MBK Ventura, MEDF, Metemamen, MFI, MFW, MGBB, Microserfin, MIDE, Nirdhan, NMF, NWTF, OLC, OMB, OMO, PALFSI, Parwaz, PRISMA, ProCaja, ProMujer - BOL, ProMujer - MEX, ProMujer - PER, RASS, RB Talisayan, RGVN, Saadhana, Sanghamithra, Sarvodaya Nano Finance, SAT, SBACD, SEAP, SED, SEDA, SEEDS, SEF-ZAF, SFPI, SHARE, SKDRDP, SKS, SMSS, Spandana, SPBD, SWAWS, Tamweelcom, TMSS, TPC, TSKI, TSPI, UCADE Ambato, Ujjivan, UOMB, VEF, VFS, Viator, Wasasa, Wisdom, Zakoura</p>  |

| PEER GROUP   | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|--|----------------|-----|-----|----|--|
|  | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2006</b>   |                |     |     |    |  |
| <b>Target Market: Broad</b><br><i>(Avg. Balance per Borrower/GNI per Capita ≥ 20% and ≤ 150%)</i>        | 261            | 67  | 159 | 35 | 1st Valley Bank, ACBA, ACME, ACODEP, Actuar Caldas, Actuar Tolima, AgrolInvest, AI Amana, Alternativa, AMC, AMC de R.L., Apoyo Integral, AREGAK, ASDIR, Asociación Raiz, Azercredit, Banco ADEMI, Banco Solidario, BancoEstado, BanCovelo, BanDesarrollo Microempresas, BanGente, Bangko Kabayan, Bangko Mabuhay, BCB, BCSC, BOM, BRAC - AFG, Caja Nor Perú, CamCCUL, Cantilan Bank, CAPA, CBMO, CCA, CDRO, CDS, CEADe, CEF, CEP, CEPRODEL, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paíta, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, Contactar, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CRECER, Credi Fé, Crediscotia, CREDIT, CREDO, Crystal, DD Bank, DECSI, Diaconia, D-Miro, ECLOF - ARM, ECLOF - PHL, EcoFuturo FFP, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Nueva Visión, EDPYME Proempresa, EKI, Emprender, Equity Bank, FADES, FAFIDESS, FAMA OPDF, Fassil FFP, FATEN, Faulu - UGA, FBPMC, FCC, FDL, FDM, FED, FFECC, FICO, FIE Gran Poder, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - AFG, FINCA - ARM, FINCA - AZE, FINCA - GEO, FINCA - HND, FINCA - KOS, FINCA - TJK, FINCA - UGA, FINCORP, FinDev, FINSOL, FMCC, FMFB - Pakistan, FMM Bucaramanga, FMM Popayán, FODEM, FOMIC, FONCRESOL, FONDESURCO, Fonkoze, FORUS, FOVIDA, FULM, FUNBODEM, Fundación CAMPO, Fundación León 2000, Fundación Nieborowski, Fundación Paraguaya, FUNDAHMICRO, FUNDEA, FUNDENUSE, FUNDESER, Fundusz Mikro, FUNED, FUNSALDE, Gasha, Génesis Empresarial, Genesis, Green Bank, Hermandad de Honduras OPDF, HKL, HOPE, Horizon, Horizonti, ICC BluSol, ImerCredit, Imkoniyat, IMON, IMPRO, INECO, INSOTEC, Intellect, Interactuar, Interfisa, JSC Bank Constanta, KADET, Kafo Jiginew, Kakum RB, KAMURJ, Kashf, KBSLAB, Khan Bank, KMF, Kompanion, Kondo Jigima, Kosinvest, K-Rep, KRK Ltd, KRUSHI, KWFT, Lazika Capital, LIDER, LOK Microcredit Foundation, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Ketewel, LPD Kuku, LPD Sibetan, MDF, MDSL, MED-Net, MEMCO, MiBanco, MI-BOSPO, Microempresas de Antioquia, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MikroMaliye Credit, MLF HUMO, MLF MicroInvest, Moznosti, Naara RB, Nachala, New RB of Victorias, NMFB, NOA, Normicro, Nyesigiso, OBM, OBS, ODEF Financiera S.A., OISL, OMRO, Opportunity Albania, Partner, PEACE, PGBB, PRASAC, PRESTANIC, PRIDE - TZA, PRIZMA, ProCredit - ECU, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - BIH, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank Serbia, PRODESA, ProMujer - NIC, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RCPB, Rost, Rozgar, SBS, SEF-ARM, SINERGIJA, SMEP, Sociedad Cooperativa PADECOMSM, Sodeistviye (Pyatigorsk), Sodeystviye, Sonzelle RB, Sunrise, Tchuma, TFS, Toende RB, UNRWA, Upper Many RB, USTOI, Valiant RB, VFC, Visión Banco, Vital Finance, VRFSSBS, Women for Women, World Relief - HND, WWB Cali, XacBank |
| <b>Target Market: High End</b><br><i>(Avg. Balance per Borrower/GNI per Capita &gt; 150% and ≤ 250%)</i> | 32             | 4   | 26  | 2  | AccessBank, ACCOVI, ACEP Senegal, ACLEDA, ADRI, AFK, Aiyl Bank, ARMP, BancoSol, BANEX (ex FINDESA), BESA, BZMF, CMS, CredAgro NBICO, FIE FFP, FINCA - DRC, KEP, LPD Celuk, LPD Ubung, MCN, NovoBanco - MOZ, PADME, ProCredit - BOL, ProCredit - MDA, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - GEO, PRODEM FFP, Sathapana Limited, SOGESOL, UML, WAGES  |
| <b>Target Market: Small Business</b><br><i>(Avg. Balance per Borrower/GNI per Capita &gt; 250%)</i>      | 21             | 1   | 16  | 4  | ACORDE, AgroCapital, Agroinvestbank, Akiba, Bai Tushum, Bank Eskhata, Centenary Bank, Coop Fátima, FASL, FMFB - AFG, FMFB - TJK, Fortaleza FFP, FUCEC Togo, Jemeni, KMB, LPD Kuta, LPD Pecatu, Microinvest, ProCredit - GHA, ProCredit Bank - KOS, ProCredit Bank - UKR  |
| <b>COMPOUND PEER GROUPS 2006</b>   |                |     |     |    |  |
| <b>Africa Small</b>  | 22             | 1   | 17  | 4  | ACORDE, AgroCapital, Agroinvestbank, Akiba, Bai Tushum, Bank Eskhata, Centenary Bank, Coop Fátima, FASL, FMFB - AFG, FMFB - TJK, Fortaleza FFP, FUCEC Togo, Jemeni, KMB, LPD Kuta, LPD Pecatu, Microinvest, ProCredit - GHA, ProCredit Bank - KOS, ProCredit Bank - UKR, APED, AVFS, Bessfa RB, BG, BOM, CAPPED, CFF, FCC, FDM, FINCA - MWI, FINCA - ZMB, Gasha, Maata-N-Tudu, MDSL, MED-Net, Metemamen, Naara RB, SEAP, Sonzelle RB, Toende RB, UOMB, Upper Many RB   |
| <b>Africa Medium</b>   | 19             | 0   | 17  | 2  | Eshet, Faulu - UGA, FINCA - DRC, FINCA - TZA, KADET, Kakum RB, Kondo Jigima, LAPO, PEACE, SAT, SEDA, SEF-ZAF, SFPI, SMEP, Tchuma, Vital Finance, WAGES, Wasasa, Wisdom   |
| <b>Africa Large</b>  | 28             | 0   | 26  | 2  | ACEP Senegal, ACSI, Akiba, CamCCUL, Capitec Bank, CCA, CDS, Centenary Bank, CMS, DECSI, Equity Bank, FASL, FINCA - UGA, FINCORP, FUCEC Togo, Jemeni, Kafo Jiginew, K-Rep, KWFT, NovoBanco - MOZ, Nyesigiso, OISL, OMO, PADME, PRIDE - TZA, ProCredit - GHA, RCPB, UML  |
| <b>Africa FSS</b>  | 31             | 0   | 27  | 4  | [These names are held confidential]  |
| <b>Africa Non FSS</b>  | 38             | 1   | 33  | 4  | [These names are held confidential]  |
| <b>Asia Small</b>  | 29             | 0   | 18  | 11 | ASHI, Banco Santiago de Libon, CEVI, CMEDFI, CZWSDA, ECLOF - PHL, FCBFI, Kasagana-Ka, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Sibetan, LPD Ubung, MBK Ventura, MEDF, New RB of Victorias, NMFB, Parwaz, RB Lebak, RB Sto. Tomas, Rozgar, SED, SPBD, Ujjivan, VEF   |
| <b>Asia Medium</b>   | 43             | 2   | 28  | 13 | ABCRDM, ABS-CBN, AMK, AMMACT, Bangko Mabuhay, BCB, Cantilan Bank, CARD Bank, CBMO, CREDIT, CreSA, DAMEN, DD Bank, FINCA - AFG, GU, HKL, IDF, Kazama Grameen, KBSLAB, KMBI, KRUSHI, LPD Pecatu, Malling Plains RB, MGBB, Nirdhan, NWF, OMB, PALFSI, PGBB, RASS, RB Digos, RB Mabitac, RB Oroquieta, RB Solano, RB Talisayan, RGVN, Saadhana, Sanghamithra, SMSS, TPC, Valiant RB, VFC, VFS  |

| PEER GROUP                       | DATA QUALITY † |     |    |    | PARTICIPATING INSTITUTIONS   |
|----------------------------------|----------------|-----|----|----|--|
|                                  | N              | *** | ** | *  |  |
| <b>COMPOUND PEER GROUPS 2006</b> |                |     |    |    |  |
| <b>Asia Large</b>                | 45             | 2   | 28 | 15 | 1st Valley Bank, ACLEDA, AML, AMRET, ARMP, ASA, Bandhan, Bangko Kabayan, BASIX, BFL, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, CARD NGO, Cashpor MC, CEP, ESAF, FICO, FMFB - AFG, FMFB - Pakistan, GK, Grameen Bank, Green Bank, GV, JCF, KAS, Kashf, Khushhali Bank, LPD Kuta, Mahasemam - SMILE, MFI, PRASAC, Sarvodaya Nano Finance, Sathapana Limited, SEEDS, SHARE, SKDRDP, SKS, Spandana, SWAWS, TMSS, TSKI, TSPI   |
| <b>Asia FSS</b>                  | 80             | 3   | 50 | 27 | [These names are held confidential]  |
| <b>Asia Non FSS</b>              | 37             | 1   | 24 | 12 | [These names are held confidential]  |
| <b>ECA Small</b>                 | 17             | 2   | 12 | 3  | ACBA, AccessBank, AgroInvest, Agroinvestbank, Aiyl Bank, AREGAK, Bai Tushum, Bank Eshkata, BESA, CAPA, CredAgro NBCO, EKI, FINCA - AZE, FINCA - GEO, FINCA - KOS, FMCC, FORUS, Fundusz Mikro, INECO, JSC Bank Constanta, KEP, Khan Bank, KMB, KMF, KRK Ltd, LOK Microcredit Foundation, MI-BOSPO, MIKRA, MIKROFIN, Moznosti, OBM, OBS, OMRO, Opportunity Albania, Partner, PRIZMA, ProCredit - MDA, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, SINERGIIA, Sunrise, XacBank   |
| <b>ECA Medium</b>                | 32             | 3   | 22 | 7  | AFK, Azercredit, BZMF, CEF, CREDO, DEMOS SLC, FFECC, FINCA - ARM, FINCA - TJK, FinDev, FMFB - TJK, FULM, HOPE, IMON, KAMURJ, Kompanion, LIDER, MDF, Microinvest, Mikro ALDI, Mikrofond, MikroMaliyye Credit, MLF Microinvest, Nachala, NOA, Normicro, Rost, SEF-ARM, Sodeystviye (Pyatigorsk), Sodeystviye, Viator, Women for Women  |
| <b>ECA Large</b>                 | 49             | 3   | 44 | 2  | ACBA, AccessBank, AgroInvest, Agroinvestbank, Aiyl Bank, AREGAK, Bai Tushum, Bank Eshkata, BESA, CAPA, CredAgro NBCO, EKI, FINCA - AZE, FINCA - GEO, FINCA - KOS, FMCC, FORUS, Fundusz Mikro, INECO, JSC Bank Constanta, KEP, Khan Bank, KMB, KMF, KRK Ltd, LOK Microcredit Foundation, MI-BOSPO, MIKRA, MIKROFIN, Moznosti, OBM, OBS, OMRO, Opportunity Albania, Partner, PRIZMA, ProCredit - MDA, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, SINERGIIA, Sunrise, XacBank   |
| <b>ECA FSS</b>                   | 71             | 7   | 57 | 7  | [These names are held confidential]  |
| <b>ECA Non FSS</b>               | 27             | 1   | 21 | 5  | [These names are held confidential]  |
| <b>LAC Small</b>                 | 51             | 4   | 43 | 4  | Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADRA - PER, AGUDESA, AMA, ASDIR, ASEI, Asociación Arariwa, AYNLA, Banco da Familia, CDRO, CEADe, CEPESIU, COAC Acción Rural, CREDIMUJER, EDAPROPO, Emprender, FAPE, FIDERPAC, FINCA - GTM, FINCA - PER, FOMIC, FONCRESOL, FONDESOL, FONDESURCO, FOVIDA, Friendship Bridge, Fundación Alternativa, Fundación CAMPO, Fundación MICROS, Fundación Mujer, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDECOSA, FUNDESPE, FUNSALDE, Genesis, Grameen Mendoza, IDESI Lambayeque, IMPRO, INSOTEC, Manuela Ramos, MIIDE, OLC, ProCaja, ProMujer - NIC, Sociedad Cooperativa PADECOMSM, UCADE Ambato  |
| <b>LAC Medium</b>                | 58             | 21  | 33 | 4  | ACME, ADMIC, ADRI, AMC de R.L., ASP Financiera, BanCovelo, Caritas, CEAPE Maranhão, CEPRODEL, COAC MCCCH, COAC Sac Aiet, COAC San José, Contactar, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, Credicoop, CRY SOL, Diaconia, D-Miro, EDPYME Alternativa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, ENLACE, FAFIDESS, FAMA OPDF, Fasil FFP, FED, FIE Gran Poder, FINCA - HND, FINCA - NIC, FMSD, FODEM, FODEMI, Fonkoze, FUNBODEM, Fundación Espoir, Fundación León 2000, Fundación Paraguaya, FUNDEA, FUNDENUSE, FUNDESER, FUNED, Hermandad de Honduras OPDF, ICC BluSol, MCN, Microempresas de Antioquia, Microserfin, ODEF Financiera S.A., PRESTANIC, PRISMA, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - PER, SOGESOL, World Relief - HND  |
| <b>LAC Large</b>                 | 70             | 51  | 15 | 4  | ACCOVI, ACOPEP, ACORDE, ADOPEM, AgroCapital, Apoyo Integral, Asociación Raíz, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanDesarrollo Microempresas, BANEX (ex FINDESA), BanGente, BCSC, Caja Nor Perú, Caja Popular Mexicana, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paíta, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, COAC Jardín Azuayo, COAC Mushuc Runa, CODESARROLLO, CompartamosBanco, Coop Fátima, Coop Universitaria, CRECER, Credi Fé, CrediAmigo, Crediscotia, EcoFuturo FFP, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Proempresa, FADES, FDL, FIE FFP, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - ECU, FINCA - MEX, FinComún, FINSOLA, FMM Bucaramanga, FMM Popayán, Fortaleza FFP, Fundación Nieborowski, Génesis Empresarial, Interactuar, Interfisa, MiBanco, ProCredit - BOL, ProCredit - ECU, ProCredit - NIC, ProCredit - SLV, PRODEM FFP, Visión Banco, WWB Cali |
| <b>LAC FSS</b>                   | 138            | 70  | 58 | 10 | [These names are held confidential]  |
| <b>LAC Non FSS</b>               | 41             | 6   | 33 | 2  | [These names are held confidential]  |
| <b>MENA Small</b>                | 4              | 1   | 1  | 2  | Al Karama, Azal, INMAA, NMF  |
| <b>MENA Medium</b>               | 11             | 1   | 8  | 2  | Al Majmoua, Al Tadamon, AMC, Ameen, AMSSF/MC, CEOSS, FATEN, Lead Foundation, MEMCO, SBACD, UNRWA   |
| <b>MENA Large</b>                | 9              | 1   | 6  | 2  | ABA, Al Amana, DBACD, Enda, FBPMC, FONDEP, MFW, Tamweelcom, Zakoura  |
| <b>MENA FSS</b>                  | 14             | 3   | 9  | 2  | [These names are held confidential]  |
| <b>MENA Non FSS</b>              | 10             | 0   | 6  | 4  | [These names are held confidential]  |

## Peer Groups 2007

| PEER GROUP                          | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS  |
|-------------------------------------|----------------|-----|-----|----|---|
|                                     | N              | *** | **  | *  |   |
| <b>SIMPLE PEER GROUPS 2007</b>      |                |     |     |    |   |
| <b>Age: New</b>                     | 26             | 0   | 24  | 2  | Bereke, BOM, ECLOF - ARM, FINCA - AFG, FINCA - DRC, FINCA - TJK, FMFB - AFG, FMFB - TJK, FONDESOL, Fundación San Miguel, Kakum RB, Kasagana-Ka, Kompanion, KRUSHI, Lead Foundation, MBK Ventura, MEMCO, Microinvest, MikroMaliyye Credit, MLF HUMO, NMFMB, OISL, ProCredit Bank - MKD, Rozgar, Toende RB, Ujivivan  |
| <b>Age: Young</b><br>(5 to 8 Years) | 108            | 11  | 67  | 30 | ABCRDM, AccessBank, AFK, AgroInvest, Agroinvestbank, Al Karama, AMC, AMC de R.L., AMK, AML, APED, ARMP, ASDIR, Asociación Arariwa, ASP Financiera, Azal, Azeri Star, Bai Tushum, Bandhan, BanGente, BG, BRAC - AFG, BZMF, Capitec Bank, CEOSS, CEVI, CFF, COAC Acción Rural, COAC Sac Aiet, CredAgro NBCO, Credi Fé, CREDIT, CRYSQL, CZWSDA, DD Bank, DEMOS SLC, ECLOF - PHL, EcoFuturo FFP, EDPYME Alternativa, EDPYME Efectiva, Emprender, Eshet, FIE Gran Poder, FINCA - ARM, FINCA - KOS, FINCA - ZMB, FMFB - Pakistan, FODEM, FOVIDA, FULM, FUNDAHMICRO, Grameen Mendoza, Horizon, Horizonti, Imkoniyat, IMON, INMAA, Intellect, KADET, KAS, Kazama Grameen, KEP, Khushhali Bank, KMB, KosInvest, KRK Ltd, LIDER, MCN, MDF, MDL, Metemamen, MFI, MIDE, Mikrofond, MLF MicroInvest, NMF, NovoBanco - MOZ, OBM, OBS, OMB, Parwaz, PEACE, ProCredit - ECU, ProCredit - GHA, ProCredit - MDA, ProCredit - NIC, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - KOS, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, ProMujer - MEX, ProMujer - PER, Rost, Saadhana, Sodeistviye (Pyatigorsk), SOGESOL, SPBD, Tamweelcom, TFS, Upper Many RB, USTOI, VFC, Viator, VRFBSBS, Wasasa, Wisdom   |
| <b>Age: Mature</b><br>( > 8 Years)  | 353            | 63  | 201 | 89 | 1st Valley Bank, ABA, ABS-CBN, ACBA, ACCOVI, ACEP Senegal, ACLEDA, ACME, ACODEP, ACORDE, ACSI, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADOPEM, ADRA - PER, ADRI, AgroCapital, AGUDES, Aiyl Bank, Akiba, Al Amana, Al Majmoua, Al Tadamun, Alternativa, AMA, Ameen, AMMACTS, AMRET, AMSSF/MC, Apoyo Integral, AREGAK, ASA, ASEI, ASHI, Asociación Raiz, AVFS, AYNLA, Azercredit, Banco ADEMI, Banco da Familia, Banco Santiago de Libon, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, BANEX (ex FINDESA), Bangko Kabayan, Bangko Mabuhay, Bank Eshkata, BASIX, BCB, BCSC, BESA, Bessfa RB, BFL, BISWA, BRAC, BSS, BURO Bangladesh, Caja Nor Perú, Caja Popular Mexicana, CamCCUL, Cantilan Bank, CAPA, CAPPED, CARD Bank, CARD NGO, Caritas, Cashpor MC, CBMO, CCA, CDRO, CDS, CEADe, CEAPE Maranhão, CEF, Centenary Bank, CEP, CEPESIU, CEPRODEL, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMEDFI, CMM Bogotá, CMM Medellín, CMS, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC San José, CODESARROLLO, CompartamosBanco, Contactar, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CRECER, CrediAmigo, Credicoop, CREDIMUJER, Crediscotia, CREDO, CReSA, Crystal, DAMEN, DBACD, DECSI, Diaconia, D-Miro, EDAPROSP, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Nueva Visión, EDPYME Proempresa, EKI, Enda, ENLACE, Equity Bank, ESAF, FADES, FAFIDESS, FAMA OPDF, FAPE, FASL, Fassil FFP, FATEN, Faulu - UGA, FBPMC, FCBFI, FCC, FDL, FDM, FED, FFECC, FICO, FIDERPAC, FIE FFP, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - AZE, FINCA - ECU, FINCA - GEO, FINCA - GTM, FINCA - HND, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TZA, FINCA - UGA, FinComún, FINCORP, FinDev, FINSOL, FMCC, FMM Bucaramanga, FMM Popayán, FMSD, FODEMI, FOMIC, FONCRESOL, FONDEP, FONDESURCO, Fonkoze, Fortaleza FFP, FORUS, Friendship Bridge, FUCEC Togo, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, FUNDAMIC, FUNDEA, FUNDECOCA, FUNDENUSE, FUNDESER, FUNDESPE, Fundusz Mikro, FUNED, FUNSALDE, Gasha, Génesis Empresarial, Genesis, GK, Grameen Bank, Green Bank, GU, GV, Hermandad de Honduras OPDF, HKL, HOPE, ICC BluSol, IDESI Lambayeque, IDF, ImerCredit, IMPRO, INECO, INSOTEC, Interactuar, Interfisa, JCF, Jemeni, JSC Bank Constanta, Kafo Jiginew, KAMURJ, Kashf, KBSLAB, Khan Bank, KMBI, KMF, Kondo Jigima, K-Rep, KWFT, LAPO, Lazika Capital, LOK Microcredit Foundation, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buahian, LPD Celuk, LPD Ketewel, LPD Kukuh, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Maata-N-Tudu, Mahasemam - SMILE, Mallig Plains RB, Manuela Ramos, MEDF, MED-Net, MFW, MGBB, MiBanco, MI-BOSPO, Microempresas de Antioquia, Microserfin, MIKRA, Mikro ALDI, MIKROFIN, Moznosti, Naara RB, Nachala, New RB of Victorias, Nirdhan, NOA, Normicro, NWTF, Nyesigiso, ODEF Financiera S.A., OLC, OMO, OMRO, Opportunity Albania, PADME, PALFSI, Partner, PGBB, PRASAC, PRESTANIC, PRIDE - TZA, PRISMA, PRIZMA, ProCaja, ProCredit - BOL, ProCredit - SLV, ProCredit Bank - BIH, ProCredit Bank - GEO, PRODEM FFP, PRODESA, ProMujer - BOL, ProMujer - NIC, RASS, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, RCPB, RGVN, Sanghamithra, Sarvodaya Nano Finance, SAT, Sathapana Limited, SBACD, SBS, SEAP, SED, SEDA, SEEDS, SEF-ARM, SEF-ZAF, SFPI, SHARE, SINERGIJA, SKDRDP, SKS, SMEP, SMSS, Sociedad Cooperativa PADECOMSM, Sodeystviye, Sonzelle RB, Spandana, Sunrise, SWAWS, Tchuma, TMSS, TPC, TSKI, TSPI, UCADE Ambato, UML, UNRWA, UOMB, Valiant RB, VEF, VFS, Visión Banco, Vital Finance, WAGES, Women for Women, World Relief - HND, WWB Cali, XacBank, Zakoura |
| <b>Charter Type: Bank</b><br>(Bank) | 50             | 4   | 42  | 4  | ACBA, AccessBank, ACLEDA, ADOPEM, Agroinvestbank, Aiyl Bank, Akiba, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, BanGente, Bank Eshkata, BCSC, BOM, Capitec Bank, Centenary Bank, CompartamosBanco, CrediAmigo, Crediscotia, Equity Bank, FMFB - AFG, FMFB - TJK, FORUS, Grameen Bank, INECO, Khan Bank, KMB, K-Rep, MiBanco, NovoBanco - MOZ, OBM, OBS, OMB, ProCredit - BOL, ProCredit - ECU, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank -  |

| PEER GROUP  | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS  |
|---|----------------|-----|-----|----|---|
|   | N              | *** | **  | *  |   |
| <b>SIMPLE PEER GROUPS 2007</b>  |                |     |     |    |   |
| <b>Charter Type: Credit Union</b><br><i>(Credit Union)</i>                                  | 35             | 5   | 16  | 14 | BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, XacBank   |
| <b>Charter Type: NBF</b><br><i>(Non-Bank Financial Intermediary)</i>                        | 172            | 28  | 109 | 35 | ACEP Senegal, Alternativa, AMMACT, Caja Popular Mexicana, CamCCUL, CMS, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, Credicoop, DEMOS SLC, FFEC, FUCEC Togo, FULM, Intellect, Jemeni, Kafo Jiginew, Kondo Jigima, Moznosti, Nachala, NOA, Nyesigiso, RCPB, Rost, SBS, Sodeistviye (Pyatigorsk), Sodeystviye   |
| <b>Charter Type: NGO</b><br><i>(Non Government Organization)</i>                            | 190            | 37  | 100 | 53 | ACCOVI, ACSI, AgrolInvest, AMC, AMC de R.L., Ameen, AMK, AML, AMRET, Apoyo Integral, AREGAK, ASP Financiera, AVFS, Azercredit, Azeri Star, Bai Tushum, Bandhan, BANEX (ex FINDESA), BASIX, BFL, BG, BRAC - AFG, Caja Nor Perú, CAPA, CCA, CDS, CEF, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CRAC Los Andes, CredAgro NBDO, Credi Fé, CREDIT, CREDO, Crystal, DD Bank, DECSI, ECLOF - ARM, EcoFuturo FFP, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, EKI, ENLACE, Eshet, FAMA OPDF, FASL, Fassil FFP, FATEN, Faulu - UGA, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - AFG, FINCA - ARM, FINCA - AZE, FINCA - ECU, FINCA - TJK, FINCA - UGA, FINCA - ZMB, FinComún, FINCORP, FinDev, FINSOL, FMCC, FMFB - Pakistan, Fortaleza FFP, Fundusz Mikro, Gasha, GK, GV, Hermandad de Honduras OPDF, HKL, HOPE, Horizon, ImerCredit, Imkoniyat, IMON, Interfisa, JSC Bank Constanta, KADET, KAMURJ, KEP, Khashhali Bank, KMF, Kompanion, KRK Ltd, KWFT, Lazika Capital, LIDER, LOK Microcredit Foundation, Mahasemam - SMILE, MCN, MDSL, Metemamen, MFI, MFW, MI-BOSPO, Microinvest, Microserfin, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MikroMaliyye Credit, MLF HUMO, MLF Microinvest, Nirdhan, NMFb, Normicro, ODEF Financiera S.A., OISL, OMO, OMRO, Opportunity Albania, Partner, Parwaz, PEACE, PRASAC, PRIZMA, ProCredit - GHA, ProCredit - MDA, PRODEM FFP, Rozgar, Sarvodaya Nano Finance, Sathapana Limited, SED, SEEDS, SEF-ARM, SFPI, SHARE, SINERGIJA, SKS, SMEP, Sociedad Cooperativa PADECOMSM, SOGESOL, Spandana, Sunrise, SWAWS, Tamweelcom, Tchuma, TFS, TPC, Ujjivan, UML, UNRWA, UOMB, USTOI, VFC, VFS, Viator, Visión Banco, VRFBSB, Wasasa, Wisdom, Women for Women                                   |
| <b>Charter Type: Rural Bank</b><br><i>(Rural Bank)</i>                                      | 40             | 0   | 25  | 15 | ABA, ABCRDM, ABS-CBN, ACME, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADRA - PER, ADRI, AFK, AgroCapital, AGUDESA, Al Amana, Al Karama, Al Majmoua, Al Tadamun, AMA, AMSSF/MC, APED, ARMP, ASA, ASDIR, ASEI, ASHI, Asociación Arariwa, Asociación Raiz, AYNLA, Azal, Banco da Família, Bereke, BESA, BISWA, BRAC, BSS, BURO Bangladesh, BZMF, CAPPED, CARD NGO, Caritas, Cashpor MC, CDRO, CEADe, CEAPE Maranhão, CEOSS, CEP, CEPESIU, CEPRODEL, CEVI, CFF, CMEDFI, CMM Bogotá, CMM Medellín, Contactar, CRECER, CREDIMUJER, CreSA, CRY SOL, CZWSDA, DAMEN, DBACD, Diaconia, D-Miro, ECLOF - PHL, EDAPROSP, Emprender, Enda, ESAF, FADES, FAFIDESS, FAPE, FBPMC, FCBFI, FCC, FDL, FDM, FED, FIDERPAC, FINCA - DRC, FINCA - GEO, FINCA - GTM, FINCA - HND, FINCA - KOS, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TZA, FMM Bucaramanga, FMM Popayán, FMSD, FODEM, FODEMI, FOMIC, FONCRESOL, FONDEP, FONDESOL, FONDESURCO, Fonkoze, FOVIDA, Friendship Bridge, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, Fundación San Miguel, FUNDAMICRO, FUNDAMIC, FUNDEA, FUNDECOCA, FUNDENUSE, FUNDESER, FUNDESPE, FUNED, FUNSALDE, Génesis Empresarial, Genesiss, Grameen Mendoza, GU, Horizonti, ICC BluSol, IDESI Lambayeque, IDF, IMPRO, INMAA, INSOTEC, Interactuar, JCF, KAS, Kasagana-Ka, Kashf, Kazama Grameen, KMBI, KosInvest, KRUSHI, LAPO, Lead Foundation, Maata-N-Tudu, Manuela Ramos, MBK Ventura, MDF, MEDF, MED-Net, MEMCO, Microempresas de Antioquia, MIDE, NMF, NWTF, OLC, PADME, PALFSI, PRESTANIC, PRIDE - TZA, PRISMA, ProCaja, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, RGVN, Saadhana, Sanghamithra, SAT, SBACD, SEAP, SEDA, SEF-ZAF, SKDRDP, SMSS, SPBD, TMSS, TSKI, TSPI, UCADE Ambato, VEF, Vital Finance, WAGES, World Relief - HND, WWB Cali, Zakoura |
| <b>Financial Intermediation: Non FI</b><br><i>(Voluntary Savings/<br/>Total Assets = 0)</i> | 286            | 50  | 174 | 62 | ABA, ABCRDM, ABS-CBN, ACME, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADRA - PER, ADRI, AFK, AgroCapital, AgrolInvest, AGUDESA, Al Amana, Al Karama, Al Majmoua, Al Tadamun, AMA, AMC, AMSSF/MC, APED, Apoyo Integral, AREGAK, ARMP, ASDIR, ASEI, ASHI, Asociación Arariwa, Asociación Raiz, ASP Financiera, AYNLA, Azal, Azercredit, Azeri Star, Bai Tushum, Banco da Família, Bandhan, BASIX, Bereke, BESA, BFL, BG, BISWA, BRAC - AFG, BSS, BZMF, CAPA, CARD NGO, Caritas, Cashpor MC, CDRO, CEADe, CEAPE Maranhão, CEF, CEOSS, CEPESIU, CEPRODEL, CEVI, CMEDFI, CMM Bogotá, CMM Medellín, CompartamosBanco, Contactar, CRECER, CredAgro NBDO, Credi Fé, CrediAmigo, CREDIMUJER, CREDO, CreSA, CRY SOL, Crystal, CZWSDA, DAMEN, DBACD, Diaconia, D-Miro, ECLOF - ARM, ECLOF - PHL, EDAPROSP, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, EKI, Emprender, Enda, ENLACE, ESAF, FADES, FAFIDESS, FAPE, FATEN, Faulu - UGA, FBPMC, FCC, FDL, FDM, FED, FIDERPAC, FIE Gran Poder, Financiera Edyficar, Financiera Fama,   |

| PEER GROUP  | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|---|----------------|-----|-----|----|--|
|   | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2007</b>  |                |     |     |    |  |
|   |                |     |     |    | FINCA - AFG, FINCA - ARM, FINCA - AZE, FINCA - DRC, FINCA - GEO, FINCA - GTM, FINCA - HND, FINCA - KOS, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TJK, FINCA - TZA, FINCA - ZMB, FINCORP, FinDev, Microempresas de Antioquia, Microinvest, Microserfin, MIDE, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Nachala, NMF, NOA, Normicro, OLC, OMRO, Opportunity Albania, PADME, PALFSI, Partner, Parwaz, PRESTANIC, PRIDE - TZA, PRISMA, PRIZMA, ProCaja, ProCredit - MDA, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, RGVN, Saadhana, Sanghamithra, Sarvodaya Nano Finance, SBACD, SEAP, SED, SEDA, SEF-ARM, SEF-ZAF, SHARE, SINERGIJA, SKDRDP, SKS, SMEP, SMSS, Sociedad Cooperativa PADECOMSM, SOGESOL, Spandana, Sunrise, SWAWS, Tamweelcom, TSPI, UCADE Ambato, Ujjivan, UNRWA, USTOI, VEF, VFS, Viator, Vital Finance, VRFBS, Women for Women, World Relief - HND, WWB Cali, Zakoura  |
| <b>Financial Intermediation: Low FI</b><br>(Voluntary Savings/<br>Total Assets > 0 and < 20%) | 55             | 2   | 32  | 21 | ACBA, AccessBank, ACEP Senegal, Aiyl Bank, AMK, AMMACTS, AMRET, ASA, AVFS, BANEX (ex FINDESA), BRAC, CEF, CFF, CREDIT, DD Bank, DECSI, DEMOS SLC, Eshet, FAMA OPDF, FCBF, FINCA - ECU, FMFB - AFG, FMFB - TJK, Gasha, Grameen Bank, HKL, IDF, JCF, Kashf, Kazama Grameen, KMB, K-Rep, MGBB, Moznosti, Nirdhan, NMF, NMTF, ODEF Financiera S.A., OMO, PEACE, PGBB, PRASAC, SAT, Sathapana Limited, SFPI, SPBD, Tchuma, TFS, TMSS, TPC, TSKI, UOMB, Upper Manya RB, VFC, Wisdom  |
| <b>Financial Intermediation: High FI</b><br>(Voluntary Savings/Total Assets<br>≥ 20%)         | 146            | 22  | 86  | 38 | 1st Valley Bank, ACCOVI, ACLEDA, ACSI, ADOPEM, Agroinvestbank, Akiba, Alternativa, Banco ADEMI, Banco Santiago de Libon, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, BanGente, Bangko Kabayan, Bangko Mabuhay, Bank Eskhata, BCB, BCSC, Bessfa RB, BOM, BURO Bangladesh, Caja Nor Perú, Caja Popular Mexicana, CamCCUL, Cantilan Bank, Capitec Bank, CAPPED, CARD Bank, CBMO, CCA, CDS, Centenary Bank, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMS, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, Credicoop, Crediscotia, EcoFuturo FFP, Equity Bank, FASL, Fassil FFP, FFECC, FICO, FIE FFP, FIELCO, FinAmérica, Financiera Familiar, FINCA - UGA, FinComún, FINSOL, FMFB - Pakistan, Fonkoze, Fortaleza FFP, FUCEC Togo, FULM, Green Bank, INECO, Intellekt, Interfisa, Jemeni, Kafo Jiginew, Kakum RB, KBSLAB, Khan Bank, Kondo Jigima, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Mallig Plains RB, MiBanco, Naara RB, New RB of Victorias, NovoBanco - MOZ, Nyesigiso, OBM, OBS, OISL, OMB, ProCredit - BOL, ProCredit - ECU, ProCredit - GHA, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, PRODEM FFP, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, RCPB, Rost, Rozgar, SBS, SEEDS, Sodeistviye (Pyatigorsk), Sodeystviye, Sonzelle RB, Toende RB, UML, Valiant RB, Visión Banco, WAGES, Wasasa, XacBank   |
| <b>Methodology: Individual</b>  | 164            | 33  | 101 | 30 | 1st Valley Bank, ACBA, AccessBank, ACCOVI, ACME, ACORDE, Actuar Caldas, ADRI, AFK, AgroInvest, Agroinvestbank, Alternativa, AMA, AMC, AMC de R.L., Ameen, ASA, ASDIR, ASP Financiera, Banco ADEMI, Banco da Familia, Banco Santiago de Libon, BancoEstado, BanDesarrollo Microempresas, BANEX (ex FINDESA), Bangko Mabuhay, Bank Eskhata, BCB, BCSC, BESA, BRAC, BZMF, Caja Nor Perú, CAPA, Capitec Bank, CBMO, CEF, Centenary Bank, CEP, CEPRODEL, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMEDFI, CMM Bogotá, CMM Medellín, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CredAgro NBCCO, Credi Fé, Credicoop, CREDIMUJER, Crediscotia, EDPYME Alternativa, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, EKI, Fassil FFP, FFECC, FICO, FIDERPAC, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Familiar, FINCA - AZE, FMM Bucaramanga, FMM Popayán, FMSD, FOMIC, FONDESURCO, Fortaleza FFP, FULM, Fundación CAMPO, Fundación Nieborowski, FUNDECOCA, Genesis, ICC BluSol, IDESI Lambayeque, ImerCredit, IMPRO, INECO, INSOTEC, Intellekt, Interactuar, Interfisa, Kafo Jiginew, Khan Bank, Khushhali Bank, KMB, KosInvest, KRK Ltd, LPD Bedha, LPD Buah, LPD Kuta, LPD Pecatu, MCN, MDF, MEMCO, Microempresas de Antioquia, Microserfin, MIKROFIN, CREDIMUJER, Crediscotia, EDPYME Alternativa, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, EKI, Fassil FFP, FFECC, FICO, FIDERPAC, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Familiar, FINCA - AZE, FMM Bucaramanga, FMM Popayán, FMSD, FOMIC, FONDESURCO, Fortaleza FFP, FULM, Fundación CAMPO, Fundación Nieborowski, FUNDECOCA, Genesis, ICC BluSol, IDESI Lambayeque, ImerCredit, IMPRO, INECO, INSOTEC, Intellekt, Interactuar, Interfisa, Kafo Jiginew, Khan Bank, Khushhali Bank, KMB, KosInvest, KRK Ltd, LPD Bedha, LPD Buah, LPD Pecatu, MCN, MDF, MEMCO, Microempresas de Antioquia, Microserfin, MIKROFIN, Mikrofond, Nachala, New RB of Victorias, NOA, NovoBanco - MOZ, OBM, OBS, Partner, PGBB, PRESTANIC, ProCaja, ProCredit - BOL, ProCredit - ECU, ProCredit - GHA, ProCredit - MDA, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, PRODESA, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, Rost, SBS, Sociedad Cooperativa PADECOMSM, Sodeistviye (Pyatigorsk), Sodeystviye, SOGESOL, Sunrise, TFS, Valiant RB, Visión Banco, WWB Cali |

| PEER GROUP   | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|--|----------------|-----|-----|----|--|
|  | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2007</b>   |                |     |     |    |  |
| <b>Methodology: Individual/Solidarity</b><br><i>(Individual &amp; Solidarity; or Individual, Solidarity &amp; Village Banking)</i> | 245            | 31  | 146 | 68 | ABA, ABS-CBN, ACEP Senegal, ACLEDA, ACODEP, ACSI, Actuar Tolima, ADICH, ADIM, ADMIC, ADOPEM, AGUDESA, Aiyl Bank, Akiba, Al Amana, Al Karama, Al Majmoua, AMK, AML, AMMACTS, AMRET, AMSSF/MC, Apoyo Integral, AREGAK, ARMP, Asociación Raíz, AVFS, AYNLA, Azal, Azercredit, Azeri Star, Bai Tushum, Banco Solidario, BancoSol, BanCovelo, BanGente, Bangko Kabayan, Bereke, BG, BOM, BRAC - AFG, BURO Bangladesh, Caja Popular Mexicana, CamCCUL, Cantilan Bank, CAPPED, CARD Bank, CARD NGO, Caritas, CCA, CDRO, CDS, CEADe, CEAPE Maranhão, CEOSS, CEPESIU, CMS, COAC Acción Rural, COAC Sac Aiet, COAC San José, CODESARROLLO, CompartamosBanco, Contactar, CrediAmigo, CREDIT, CREDO, Crystal, DBACD, DECSI, DEMOS SLC, D-Miro, ECLOF - ARM, ECLOF - PHL, EcoFuturo FFP, EDAPROSPRO, Emprender, Enda, ENLACE, Equity Bank, Eshet, FADES, FAFIDESS, FAMA OPDF, FAPE, FASL, FATEN, Faulu - UGA, FBPMC, FCBFI, FCC, FDL, FDM, Financiera Edyficar, Financiera Fama, FINCA - AFG, FINCA - ARM, FINCA - ECU, FINCA - GEO, FINCA - HND, FINCA - KOS, FINCA - PER, FinComún, FINCORP, FinDev, FINSOL, FMCC, FMFB - AFG, FMFB - Pakistan, FMFB - TJK, FODEM, FODEMI, FONCRESOL, FONDEP, FONDESOL, Fonkoze, FORUS, FOVIDA, FUCEC Togo, FUNBODEM, Fundación Alternativa, Fundación León 2000, Fundación MICROS, Fundación Paraguaya, FUNDAHMICRO, FUNDAMIC, FUNDEA, FUNDENUSE, FUNDESER, FUNDESPE, Fundusz Mikro, FUNED, FUNSALDE, Gasha, GK, Grameen Mendoza, Green Bank, GV, Hermandad de Honduras OPDF, HKL, HOPE, Horizon, Horizonti, IMON, INMAA, JCF, Jemeni, JSC Bank Constanta, Kakum RB, KAMURJ, Kasagana-Ka, Kashf, KBSLAB, KEP, KMF, Kompanion, Kondo Jigima, K-Rep, KWFT, LAPO, Lazika Capital, Lead Foundation, LIDER, LOK Microcredit Foundation, LPD Ambengan, LPD Bayung Gede, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Sibetan, LPD Ubung, Mallig Plains RB, Manuela Ramos, MBK Ventura, MED-Net, MFW, MGBB, MiBanco, MI-BOSPO, Microinvest, MIDE, MIKRA, Mikro ALDI, MLF HUMO, MLF MicroInvest, Moznosti, Naara RB, Nirdhan, NMF, NMFB, Normicro, NWTf, Nyesigiso, ODEF Financiera S.A., OISL, OMB, OMO, OMRO, Opportunity Albania, PADME, Parwaz, PEACE, PRASAC, PRIDE - TZA, PRISMA, PRIZMA, PRODEM FFP, RCPB, RGVN, SAT, Sathapana Limited, SBACD, SEAP, SED, SEEDS, SEF-ARM, SFPI, SHARE, SINERGIJA, SKS, Sonzelle RB, Spandana, SWAWS, Tamweelcom, Tchuma, TMSS, Toende RB, TPC, TSKI, TSPI, UML, UNRWA, Upper Manya RB, USTOI, VEF VFC, Viator, Vital Finance, VRFSSBS, WAGES, Wasasa, Wisdom, Women for Women, World Relief - HND, XacBank, Zakoura |
| <b>Methodology: Solidarity</b>   | 27             | 0   | 19  | 8  | Al Tadamun, ASHI, Bandhan, Bessfa RB, CEVI, CFF, CReSA, CZWSDA, DAMEN, DD Bank, ESAF, Fundación San Miguel, Grameen Bank, IDF, Imkoniyat, KMBI, KRUSHI, Maata-N-Tudu, Mahasemam - SMILE, MDSL, MikroMaliyye Credit, PALFSI, Rozgar, Saadhana, SEF-ZAF, SMEP, Ujjivan   |
| <b>Methodology: Village Banking</b>  | 51             | 10  | 26  | 15 | ABCRDM, ADRA - PER, AgroCapital, APED, ASEI, Asociación Arariwa, BASIX, BFL, BISWA, BSS, Cashpor MC, CRECER, CRYSQL, Diaconia, EDPYME Confianza, FED, FINCA - DRC, FINCA - GTM, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - TJK, FINCA - TZA, FINCA - UGA, FINCA - ZMB, Friendship Bridge, Fundación Espoir, Fundación Mujer, Génesis Empresarial, GU, KADET, KAS, Kazama Grameen, MEDF, Metemamen, MFI, OLC, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, Sanghamithra, Sarvodaya Nano Finance, SEDA, SKDRDP, SMSS, SPBD, UCADE Ambato, UOMB, VFS   |
| <b>Outreach: Small</b><br><i>(Number of Borrowers &lt; 10,000)</i>   | 164            | 21  | 93  | 50 | ACCOVI, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADRI, AFK, AGUDESA, Al Majmoua, Alternativa, AMA, AMC, Ameen, ASDIR, ASEI, ASP Financiera, AVFS, Azal, Azeri Star, Banco da Família, Banco Santiago de Libon, Bangko Mabuhay, Bank Eskhata, BCB, Bereke, BESA, BOM, BZMF, CAPA, CAPPED, CDRO, CEADe, CEF, CEPESIU, CFF, CMEDFI, COAC Acción Rural, COAC MCCH, COAC Sac Aiet, COAC San José, Contactar, Coop Fátima, COOPAC Santo Cristo, CRAC Los Andes, CredAgro NBCO, Credicoop, CREDIMUJER, Crystal, CZWSDA, DEMOS SLC, ECLOF - ARM, ECLOF - PHL, EDAPROSPRO, EDPYME Nueva Visión, Emprender, FAPE, Fassil FFP, FATEN, FCC, FDM, FFEC, FIDERPAC, FIE Gran Poder, FinDev, FODEM, FOMIC, FONCRESOL, FONDESURCO, Fortaleza FFP, FOVIDA, FULM, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación León 2000, Fundación MICROS, Fundación Mujer, FUNDAMIC, FUNDECOCOA, FUNDESPE, FUNSALDE, Genesis, Grameen Mendoza, Hermandad de Honduras OPDF, HOPE, Horizon, Horizonti, ICC BluSol, IDESI Lambayeque, ImerCredit, Imkoniyat, IMPRO, INSOTEC, Intellect, Jemeni, Kakum RB, KosInvest, KRK Ltd, Lazika Capital, LIDER, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buahan, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Maata-N-Tudu, MDF, MDSL, MEDF, MED-Net, MEMCO, Microinvest, Microserfin, MIDE, Mikro ALDI, Mikrofond, MikroMaliyye Credit, MLF HUMO, Moznosti, Naara RB, Nachala, New RB of Victorias, NMF, NMFB, NOA, Normicro, OBS, OLC, OMRO, ProCaja, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, Rost, Rozgar, SBS, SED, SEF-ARM, SINERGIJA, Sociedad Cooperativa PADECOMSM, Sodeystviye (Pyatigorsk), Sodeystviye, Sonzelle RB, SPBD, TFS, Toende RB, UCADE Ambato, Upper Manya RB, USTOI, Valiant RB, VEF, Vital Finance, VRFSSBS, Women for Women,   |
| <b>Outreach: Medium</b><br><i>(Number of Borrowers ≥ 10,000 and ≤ 30,000)</i>  | 138            | 26  | 80  | 32 | ACEP Senegal, ACME, ADMIC, ADRA - PER, AgroCapital, Agroinvestbank, Akiba, Al Karama, AMC de R.L., AMSSF/MC, APED, AREGAK, ASHI, Asociación Arariwa, Asociación Raíz, AYNLA, Azercredit, Bai Tushum, BanCovelo, Bangko Kabayan, Cantilan Bank, Caritas, CBMO, CDS, CEAPE Maranhão, CEOSS, CEPRODEL, CEVI, CMAC Del Santa, CMAC Maynas, CMAC Paita, CMAC Tacna, COAC Jardín Azuayo, CODESARROLLO, COOPAC San Martín, CREDIT, CREDO, CReSA, CRYSQL, DD Bank, D-Miro, EcoFuturo FFP, EDPYME Alternativa, EDPYME Crear Tacna, ENLACE, Eshet, FADES, FAFIDESS, FAMA OPDF, FASL, Faulu - UGA, FCBFI, FED, FICO, FINCA - ARM, FINCA - DRC, FINCA - GEO, FINCA - HND, FINCA - KOS, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TJK, FINCA - ZMB, FINCORP, FINSOL, FMFB - AFG, FMFB - TJK, FODEMI, FONDESOL, Fonkoze, FORUS, Friendship Bridge, Fundación Espoir, Fundación Nieborowski, Fundación Paraguaya,  |

| PEER GROUP   | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS  |
|--|----------------|-----|-----|----|---|
|  | N              | *** | **  | *  |   |
| <b>SIMPLE PEER GROUPS 2007</b>                           |                |     |     |    |   |
|  |                |     |     |    | Fundación San Miguel, FUNDAHMICRO, FUNDEA, FUNDENUSE, FUNDESER, Fundusz Mikro, FUNED, Gasha, HKL, IMON, INMAA, JSC Bank Constanta, KADET, KAMURJ, Kasagana-Ka, Kazama Grameen, KEP, KMF, Kondo Jigima, LOK Microcredit Foundation, Mallig Plains RB, Manuela Ramos, MCN, Metemamen, Microempresas de Antioquia, MIKRA, MLF MicroInvest, NovoBanco - MOZ, Nyesigiso, ODEF Financiera S.A., OMB, Opportunity Albania, PADME, PALFSI, Parwaz, PEACE, PRESTANIC, PRISMA, PRIZMA, ProCredit - GHA, ProCredit - MDA, ProCredit Bank - MKD, PRODESA, ProMujer - MEX, ProMujer - NIC, RB Talisayan, Sathapana Limited, SBACD, SEAP, SEDA, SFPI, SMEP, SMSS, SOGESOL, Sunrise, Tchuma, UML, UNRWA, UOMB, Viator, WAGES, World Relief - HND   |
| <b>Outreach: Large</b><br>(Number of Borrowers > 30,000) | 185            | 27  | 119 | 39 | 1st Valley Bank, ABA, ABCRDM, ABS-CBN, ACBA, AccessBank, ACLEDA, ACODEP, ACSI, ADOPEM, AgrolInvest, Aiyi Bank, Al Amana, Al Tadamun, AMK, AML, AMMACTS, AMRET, Apoyo Integral, ARMP, ASA, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanDesarrollo Microempresas, Bandhan, BANEX (ex FINDESA), BanGente, BASIX, BCSC, Bessfa RB, BFL, BG, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, Caja Nor Perú, Caja Popular Mexicana, CamCCUL, Capitec Bank, CARD Bank, CARD NGO, Cashpor MC, CCA, Centenary Bank, CEP, CMAC Arequipa, CMAC Cusco, CMAC Huancayo, CMAC Ica, CMAC Sullana, CMAC Trujillo, CMM Bogotá, CMM Medellín, CMS, COAC Mushuc Runa, CompartamosBanco, Coop Universitaria, CRECER, Credi Fé, CrediAmigo, Crediscotia, DAMEN, DBACD, DECSI, Diaconia, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Efectiva, EDPYME Proempresa, EKI, Enda, Equity Bank, ESAF, FBPMC, FDL, FIE FFP, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - AFG, FINCA - AZE, FINCA - ECU, FINCA - GTM, FINCA - MEX, FINCA - TZA, FINCA - UGA, FinComún, FMCC, FMFB - Pakistan, FMM Bucaramanga, FMM Popayán, FMSD, FONDEP, FUCEC Togo, Génesis Empresarial, GK, Grameen Bank, Green Bank, GU, GV, IDF, INECO, Interactuar, Interfisa, JCF, Kafo Jiginew, KAS, Kashf, KBSLAB, Khan Bank, Khushhali Bank, KMB, KMBI, Kompanion, K-Rep, KRUSHI, KWFT, LAPO, Lead Foundation, Mahasemam - SMILE, MBK Ventura, MFI, MFV, MGBB, MiBanco, MI-BOSPO, MIKROFIN, Nirdhan, NWF, OBM, OISL, OMO, Partner, PGBB, PRASAC, PRIDE - TZA, ProCredit - BOL, ProCredit - ECU, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, PRODEM FFP, ProMujer - BOL, ProMujer - PER, RASS, RCPB, RGVN, Saadhana, Sanghamithra, Sarvodaya Nano Finance, SAT, SEEDS, SEF-ZAF, SHARE, SKDRDP, SKS, Spandana, SWAWS, Tamweelcom, TMSS, TPC, TSKI, TSPI, Ujivian, VFC, VFS, Visión Banco, Wasasa, Wisdom, WWB Cali, XacBank, Zakoura   |
| <b>Profit Status: Profit</b>                             | 180            | 21  | 131 | 28 | 1st Valley Bank, ACBA, AccessBank, ACCOVI, ACLEDA, ACSI, ADOPEM, AgrolInvest, AgrolInvestbank, Aiyi Bank, Akiba, AMC de R.L., Ameen, AMK, AML, AMRET, Apoyo Integral, AREGAK, ASP Financiera, AVFS, Banco ADEMI, Banco Santiago de Libon, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, Bandhan, BANEX (ex FINDESA), BanGente, Bangko Kabayan, Bangko Mabuhay, Bank Eskhata, BASIX, BCB, BCSC, Bessfa RB, BFL, BG, BOM, Caja Nor Perú, Cantilan Bank, Capitec Bank, CARD Bank, CBMO, CCA, CDS, Centenary Bank, CompartamosBanco, CRAC Los Andes, Credi Fé, CrediAmigo, Crediscotia, CREDIT, Crystal, DD Bank, DECSI, EcoFuturo FFP, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, ENLACE, Equity Bank, Eshet, FASL, Fassil FFP, Faulu - UGA, FICO, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - AZE, FINCA - ECU, FINCA - TJK, FINCA - UGA, FINCA - ZMB, FinComún, FINCORP, FINSOL, FMCC, FMFB - AFG, FMFB - Pakistan, FMFB - TJK, Fortaleza FFP, FORUS, GK, Grameen Bank, Green Bank, GV, HKL, IMON, INECO, Interfisa, KADET, Kakum RB, KBSLAB, Khan Bank, Khushhali Bank, KMB, K-Rep, KWFT, Mahasemam - SMILE, Mallig Plains RB, MCN, MDLS, Metemamen, MFI, MGBB, MiBanco, Microinvest, Microserfn, Mikrofond, Naara RB, New RB of Victorias, Nirdhan, NMFB, NovoBanco - MOZ, OBM, OBS, OISL, OMB, OMO, PEACE, PGBB, ProCredit - BOL, ProCredit - ECU, ProCredit - GHA, ProCredit - MDA, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, PRODEM FFP, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, Rozgar, Sarvodaya Nano Finance, Sathapana Limited, SED, SEF-ARM, SFPI, SHARE, SKS, Sociedad Cooperativa PADECOMSM, SOGESOL, Sonzelle RB, Spandana, SWAWS, TFS, Toende RB, TPC, Ujivian, UML, Upper Manya RB, Valiant RB, VFC, VFS, Visión Banco, Wasasa, XacBank |
| <b>Profit Status: Not for Profit</b>                     | 307            | 53  | 161 | 93 | ABA, ABCRDM, ABS-CBN, ACEP Senegal, ACME, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADRA - PER, ADRI, AFK, AgroCapital, AGUDES, Al Amana, Al Karama, Al Majmoua, Al Tadamun, Alternativa, AMA, AMC, AMMACTS, AMSSF/MC, APED, ARMP, ASA, ASDIR, ASEI, ASHI, Asociación Arariwa, Asociación Raiz, AYNLA, Azal, Azercredit, Azeri Star, Bai Tushum, Banco da Família, Bereke, BESA, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, BZMF, Caja Popular Mexicana, CamCCUL, CAPA, CAPPED, CARD NGO, Caritas, Cashpor MC, CDRO, CEADe, CEAPE Maranhão, CEF, CEOSS, CEP, CEPESIU, CEPRODEL, CEVI, CFF, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paíta, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMEDFI, CMM Bogotá, CMM Medellín, CMS, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, Contactar, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRECER, CredAgro NBICO, Credicoop, CREDIMUJER, CREDO, CreSA, CRYSQL, CZWSDA, DAMEN, DBACD, DEMOS SLC, Diaconia, D-Miro, ECLOF - ARM, ECLOF - PHL, EDAPROSP, EKI, Emprender, Enda, ESAF, FADES, FAFIDESS, FAMA OPDF, FAPE, FATEN, FBPMC, FCBFI, FCC, FDL, FDM, FED, FECC, FIDERPAC, FINCA - AFG, FINCA - ARM, FINCA - DRC,   |

| PEER GROUP   | DATA QUALITY † |     |    |    | PARTICIPATING INSTITUTIONS   |
|--|----------------|-----|----|----|--|
|  | N              | *** | ** | *  |  |
| <b>SIMPLE PEER GROUPS 2007</b>                                     |                |     |    |    |  |
|  |                |     |    |    | FINCA - GEO, FINCA - GTM, FINCA - HND, FINCA - KOS, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TZA, FinDev, FMM Bucaramanga, FMM Popayán, FMSD, FODEM, FODEMI, FOMIC, FONCRESOL, FONDEP, FONDESOL, FONDESURCO, Fonkoze, FOVIDA, Friendship Bridge, FUCEC Togo, FULM, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDEA, FUNDECOCA, FUNDENUSE, FUNDESER, FUNDESPE, Fundusz Mikro, FOUED, FUNSALDE, Gasha, Génesis Empresarial, Genesis, Grameen Mendoza, GU, Hermandad de Honduras OPDF, HOPE, Horizon, Horizonti, ICC BluSol, IDESI Lambayeque, IDF, ImerCredit, Imkoniyat, IMPRO, INMAA, INSOTEC, Intellekt, Interactuar, JCF, Jemeni, JSC Bank Constanta, Kafo Jiginew, KAMURJ, KAS, Kasagana-Ka, Kashf, Kazama Grameen, KEP, KMBI, KMF, Kompanion, Kondo Jigima, KosInvest, KRK Ltd, KRUSHI, LAPO, Lazika Capital, Lead Foundation, LIDER, LOK Microcredit Foundation, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Maata-N-Tudu, Manuela Ramos, MBK Ventura, MDF, MEDF, MED-Net, MEMCO, MFW, MI-BOSPO, Microempresas de Antioquia, MIDE, MIKRA, Mikro ALDI, MIKROFIN, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Moznosti, Nachala, NMF, NOA, Normicro, NWTf, Nyesigiso, ODEF Financiera S.A., OLC, OMRO, Opportunity Albania, PADME, PALFSI, Partner, Parwaz, PRASAC, PRESTANIC, PRIDE - TZA, PRISMA, PRIZMA, ProCaja, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RASS, RCPB, RGVN, Rost, Saadhana, Sanghamithra, SAT, SBACD, SBS, SEAP, SEDA, SEEDS, SEF-ZAF, SINERGIJA, SKDRDP, SMEP, SMSS, Sodeistviye (Pyatigorsk), Sodeystviye, SPBD, Sunrise, Tamweelcom, Tchuma, TMSS, TSKI, TSPI, UCADE Ambato, UNRWA, UOMB, USTOI, VEF, Viator, Vital Finance, VRFBS, WAGES, Wisdom, Women for Women, World Relief - HND, WWB Cali, Zakoura |
| <b>Region: Africa</b><br>( <i>sub-Saharan Africa</i> )             | 69             | 2   | 39 | 28 | ACEP Senegal, ACSI, Akiba, APED, AVFS, Bessfa RB, BG, BOM, CamCCUL, Capitec Bank, CAPPED, CCA, CDS, Centenary Bank, CFF, CMS, DECSI, Equity Bank, Eshet, FASL, Faulu - UGA, FCC, FDM, FINCA - DRC, FINCA - MWI, FINCA - TZA, FINCA - UGA, FINCA - ZMB, FINCORP, FUCEC Togo, Gasha, Jemeni, KADET, Kafo Jiginew, Kakum RB, Kondo Jigima, K-Rep, KWFT, LAPO, Maata-N-Tudu, MDSL, MED-Net, Metemamen, Naara RB, NovoBanco - MOZ, Nyesigiso, OISL, OMO, PADME, PEACE, PRIDE - TZA, ProCredit - GHA, RCPB, SAT, SEAP, SEDA, SEF-ZAF, SFP, SMEP, Sonzelle RB, Tchuma, Toende RB, UML, UOMB, Upper Many RB, Vital Finance, WAGES, Wasasa, Wisdom  |
| <b>Region: Asia</b><br>( <i>South &amp; East Asia</i> )            | 117            | 1   | 76 | 40 | 1st Valley Bank, ABCRDM, ABS-CBN, ACLEDA, AMK, AML, AMMACTS, AMRET, ARMP, ASA, ASHI, Banco Santiago de Libon, Bandhan, Bangko Kabayan, Bangko Mabuhay, BASIX, BCB, BFL, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, Cantilan Bank, CARD Bank, CARD NGO, Cashpor MC, CBMO, CEP, CEVI, CMEDFI, CREDIT, CReSA, CZWSDA, DAMEN, DD Bank, ECLOF - PHL, ESAF, FCBFI, FICO, FINCA - AFG, FMFB - AFG, FMFB - Pakistan, GK, Grameen Bank, Green Bank, GU, GV, HKL, IDF, JCF, KAS, Kasagana-Ka, Kashf, Kazama Grameen, KBSLAB, Khushhali Bank, KMBI, KRUSHI, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Kuta, LPD Pecatu, LPD Sibetan, LPD Ubung, Mahasemam - SMILE, Mallig Plains RB, MBK Ventura, MEDF, MFI, MGBB, New RB of Victoria, Nirdhan, NMFB, NWTf, OMB, PALFSI, Parwaz, PGBB, PRASAC, RASS, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, RGVN, Rozgar, Saadhana, Sanghamithra, Sarvodaya Nano Finance, Sathapana Limited, SED, SEEDS, SHARE, SKDRDP, SKS, SMSS, Spandana, SPBD, SWAWS, TMSS, TPC, TSKI, TSPI, Ujjivan, Valiant RB, VEF, VFC, VFS  |
| <b>Region: ECA</b><br>( <i>Eastern Europe &amp; Central Asia</i> ) | 98             | 4   | 81 | 13 | ACBA, AccessBank, AFK, AgroInvest, Agroinvestbank, Ayil Bank, Alternativa, AREGAK, Azercredit, Azeri Star, Bai Tushum, Bank Eskhata, Bereke, BESA, BZMF, CAPA, CEF, CredAgro NBCO, CREDO, Crystal, DEMOS SLC, ECLOF - ARM, EKI, FFECC, FINCA - ARM, FINCA - AZE, FINCA - GEO, FINCA - KOS, FINCA - TJK, FinDev, FMCC, FMFB - TJK, FORUS, FULM, Fundusz Mikro, HOPE, Horizon, Horizonti, ImerCredit, Imkoniyat, IMON, INECO, Intellekt, JSC Bank Constanta, KAMURJ, KEP, Khan Bank, KMB, KMF, Kompanion, KosInvest, KRK Ltd, Lazika Capital, LIDER, LOK Microcredit Foundation, MDF, MI-BOSPO, Microinvest, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MikroMaliyye Credit, MLF HUMO, MLF MicroInvest, Moznosti, Nachala, NOA, Normicro, OBM, OBS, OMRO, Opportunity Albania, Partner, PRIZMA, ProCredit - MDA, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, Rost, SBS, SEF-ARM, SINERGIJA, Sodeistviye (Pyatigorsk), Sodeystviye, Sunrise, TFS, USTOI, Viator, VRFBS, Women for Women, XacBank  |
| <b>Region: LAC</b><br>( <i>Latin America &amp; the Caribbean</i> ) | 179            | 66  | 74 | 39 | ACCOVI, ACME, ACODEP, ACORDE, Actuar Caldas, Actuar Tolima, ADICH, ADIM, ADMIC, ADOPEM, ADRA - PER, ADRI, AgroCapital, AGUDES, AMA, AMC de R.L., Apoyo Integral, ASDIR, ASEI, Asociación Arariwa, Asociación Raíz, ASP Financiera, AYNLA, Banco ADEMI, Banco da Família, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, BANEX (ex FINDESA), BanGente, BCSC, Caja Nor Perú, Caja Popular Mexicana, Caritas, CDRO, CEADe, CEAPE Maranhão, CEPESIU, CEPRODEL, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paiza, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, CompartamosBanco, Contactar, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CRECER, Credi Fé, CrediAmigo, Credicoop, CREDIMUJER, Crediscotia, CRYSQL, Diaconia, D-Miro, EcoFuturo FFP, EDAPROSP, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Nueva Visión, EDPYME Proempresa, Emprender, ENLACE, FADES, FAFIDESS, FAMA OPDF, FAPE, Fossil FFP, FDL,  |

| PEER GROUP  | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|---|----------------|-----|-----|----|--|
|   | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2007</b>  |                |     |     |    |  |
|   |                |     |     |    | FED, FIDERPAC, FIE FFP, FIE Gran Poder, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - ECU, FINCA - GTM, FINCA - HND, FINCA - MEX, FINCA - NIC, FINCA - PER, FinComún, FINSOL, FMM Bucaramanga, FMM Popayán, FMSD, FODEM, FODEMI, FOMIC, FONCRESOL, FONDESOL, FONDESURCO, Fonkoze, Fortaleza FFP, FOVIDA, Friendship Bridge, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación MICROS, Fundación Mujer, Fundación Nieborowski, Fundación Paraguaya, Fundación San Miguel, FUNDAHMICRO, FUNDAMIC, FUNDEA, FUNDECOCA, FUNDENUSE, FUNDESER, FUNDESPE, FUNED, FUNSALDE, Génesis Empresarial, Genesis, Grameen Mendoza, Hermandad de Honduras OPDF, ICC BluSol, IDESI Lambayeque, IMPRO, INSOTEC, Interactuar, Interfisa, Manuela Ramos, MCN, MiBanco, Microempresas de Antioquia, Microserfin, MIDE, ODEF Financiera S.A., OLC, PRESTANIC, PRISMA, ProCaja, ProCredit - BOL, ProCredit - ECU, ProCredit - NIC, ProCredit - SLV, PRODEM FFP, PRODESA, ProMujer - BOL, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, Sociedad Cooperativa PADECOSM, SOGESOL, UCADE Ambato, Visión Banco, World Relief - HND, WWB Cali   |
| <b>Region: MENA</b><br>(Middle East & North Africa)   | 24             | 1   | 22  | 1  | ABA, Al Amana, Al Karama, Al Majmoua, Al Tadamun, AMC, Ameen, AMSSF/MC, Azal, CEOSS, DBACD, Enda, FATEN, FBPMC, FONDEP, INMAA, Lead Foundation, MEMCO, MFW, NMF, SBACD, Tamweelcom, UNRWA, Zakoura   |
| <b>Scale: Small</b><br>(GLP in USD, LAC < 4,000,000;<br>Others < 2,000,000)   | 97             | 13  | 41  | 43 | ADICH, ADIM, ADRA - PER, AGUDESA, Alternativa, AMA, APED, ASDIR, ASEI, Asociación Arariwa, AVFS, Azal, Azeri Star, Banco Santiago de Libon, Bessfa RB, BOM, CAPPED, CDRO, CEADe, CEPESIU, CEVI, CFF, CMEDFI, CREDIMUJER, CZWSDA, ECLOF - ARM, ECLOF - PHL, EDAPROSPRO, Emprender, FAPE, FCBFI, FCC, FDM, FIDERPAC, FINCA - PER, FINCA - ZMB, FOMIC, FONCRESOL, FONDESOL, FONDESURCO, Fonkoze, FOVIDA, Friendship Bridge, Fundación Alternativa, Fundación MICROS, Fundación Mujer, Fundación San Miguel, FUNDAMIC, FUNDECOCA, FUNDESPE, FUNSALDE, Gasha, Genesis, Grameen Mendoza, IDESI Lambayeque, ImerCredit, Imkoniyat, IMPRO, INSOTEC, Intellekt, Kasagana-Ka, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kuku, LPD Sibetan, LPD Ubung, Maata-N-Tudu, Manuela Ramos, MEDF, MED-Net, Metemamen, MIDE, MikroMaliyye Credit, Naara RB, New RB of Victorias, NMF, NMFB, OLC, OMB, Parwaz, ProCaja, ProMujer - NIC, Rozgar, SEAP, SED, Sociedad Cooperativa PADECOSM, Sonzelle RB, SPBD, TFS, Toende RB, UCADE Ambato, USTOI, VEF   |
| <b>Scale: Medium</b><br>(GLP in USD, LAC ≥ 4,000,000 and<br>≤ 15,000,000;<br>Others ≥ 2,000,000 and ≤<br>8,000,000) | 137            | 21  | 83  | 33 | ABCRDM, ABS-CBN, ACME, Actuar Caldas, Actuar Tolima, ADMIC, ADRI, AFK, Al Karama, Al Majmoua, Al Tadamun, AMC, Ameen, AMSSF/MC, ASHI, ASP Financiera, AYNLA, Banco da Familia, Banco Mabuhay, BCB, Bereke, BG, BZMF, Caritas, CBMO, CEAPE Maranhão, CEF, CEOSS, CEPRODEL, COAC Acción Rural, COAC MCCH, COAC Sac Aiet, Contactar, CRAC Los Andes, Credicoop, CReSA, CRYSQL, Crystal, DAMEN, DD Bank, DEMOS SLC, D-Miro, EDPYME Alternativa, EDPYME Nueva Visión, ENLACE, Eshet, FAFIDESS, FAMA OPDF, FATEN, Faulu - UGA, FED, FIE Gran Poder, FINCA - DRC, FINCA - GTM, FINCA - HND, FINCA - MWI, FINCA - NIC, FINCA - TJK, FINCA - TZA, FinDev, FODEM, FODEMI, FULM, FUNBODEM, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación Paraguaya, FUNDAHMICRO, FUNDEA, FUNDENUSE, FUNDESER, FUNED, Hermandad de Honduras OPDF, HOPE, Horizon, Horizonti, ICC BluSol, IDF, INMAA, KADET, Kakum RB, Kazama Grameen, KosInvest, KRUSHI, Lazika Capital, LIDER, LPD Pecatu, Mallig Plains RB, MBK Ventura, MCN, MDF, MDSL, MGGB, Microserfin, Mikro ALDI, Mikrofond, MLF HUMO, MLF MicroInvest, Nachala, NOA, Normicro, PALFSI, PEACE, PGBB, PRISMA, ProMujer - MEX, ProMujer - PER, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, RGVN, Rost, Saadhana, SBACD, SBS, SEDA, SEF-ARM, SFPI, SMSS, Sodeistviye (Pyatigorsk), Sodeistviye, SOGESOL, Tchuma, UOMB, Upper Many RB, VFS, Viator, Vital Finance, VRFBS, Wasasa, Wisdom, World Relief - HND  |
| <b>Scale: Large</b><br>(GLP in USD, LAC > 15,000,000;<br>Others > 8,000,000)  | 253            | 40  | 168 | 45 | 1st Valley Bank, ABA, ACBA, AccessBank, ACCOVI, ACEP Senegal, ACLEDA, ACODEP, ACORDE, ACSI, ADOPEM, AgroCapital, AgroInvest, Agroinvestbank, Aiyl Bank, Akiba, Al Amana, AMC de R.L., AMK, AML, AMMACT, AMRET, Apoyo Integral, AREGAK, ARMP, AWA, Asociación Raiz, Azercredit, Bai Tushum, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, Bandhan, BANEX (ex FINDESA), BanGente, Bangko Kabayan, Bank Eskhata, BASIX, BCSC, BESA, BFL, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, Caja Nor Perú, Caja Popular Mexicana, CamCCUL, Cantilan Bank, CAPA, Capitec Bank, CARD Bank, CARD NGO, Cashpor MC, CCA, CDS, Centenary Bank, CEP, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paíta, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, CMS, COAC Jardín Azuayo, COAC Mushuc Runa, COAC San José, CODESARROLLO, CompartamosBanco, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRECER, CredAgro NBCO, Credi Fé, CrediAmigo, Crediscotia, CREDIT, CREDO, DBACD, DECSI, Diaconia, EcoFuturo FFP, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Proempresa, EKI, Enda, Equity Bank, ESAF, FADES, FASL, Fassil FFP, FBPMC, FDL, FFEC, FICO, FIE FFP, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - AFG, FINCA - ARM, FINCA - AZE, FINCA - ECU, FINCA - GEO, FINCA - KOS, FINCA - MEX, FINCA - UGA, FinComún, FINCORP, FINSOL, FMCC, FMB - AFG, FMB - Pakistan, FMB - TJK, FMM Bucaramanga, FMM Popayán, FMSD, FONDEP, Fortaleza FFP, FORUS, FUCEC Togo, Fundación Nieborowski, Fundusz Mikro, Génesis Empresarial, GK, Grameen Bank, Green Bank, GU, GV, HKL, IMON, INECO, Interactuar, Interfisa, JCF, Jemeni, JSC Bank Constanta, Kafo Jiginew, KAMURJ, KAS, Kashf, KBSLAB, KEP, Khan Bank, Khushhali Bank, KMB, KMBI, KMF, Kompanion, Kondo Jigima, K-Rep, KRK Ltd, KWTF, LAPO, Lead Foundation, LOK Microcredit Foundation, LPD Kuta, Mahasemam - SMILE, MEMCO, MFI, MFW, MiBanco, MI-BOSPO, Microempresas de Antioquia, Microinvest, MIKRA, MIKROFIN, Moznosti, Nirdhan, NovoBanco - MOZ, NWTF, Nyesigiso, OBM, |

| PEER GROUP  | DATA QUALITY † |     |     |    | PARTICIPATING INSTITUTIONS   |
|---|----------------|-----|-----|----|--|
|   | N              | *** | **  | *  |  |
| <b>SIMPLE PEER GROUPS 2007</b>  |                |     |     |    |  |
|   |                |     |     |    | OBS, ODEF Financiera S.A., OISL, OMO, OMRO, Opportunity Albania, PADME, Partner, PRASAC, PRESTANIC, PRIDE - TZA, PRIZMA, ProCredit - BOL, ProCredit - ECU, ProCredit - GHA, ProCredit - MDA, ProCredit - NIC, ProCredit - SLV, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, PRODEM FFP, PRODESA, ProMujer - BOL, RASS, RCPB, Sanghamithra, Sarvodaya Nano Finance, SAT, Sathapana Limited, SEEDS, SEF-ZAF, SHARE, SINERGIJA, SKDRDP, SKS, SMEP, Spandana, Sunrise, SWAWS, Tamweelcom, TMSS, TPC, TSKI, TSPI, Ujjivan, UML, UNRWA, Valiant RB, VFC, Visión Banco, WAGES, Women for Women, WWB Cali, XacBank, Zakoura  |
| <b>Sustainability: FSS</b><br><i>(Financial Self-Sufficiency &gt; 100%)</i>   | 343            | 63  | 211 | 69 | [These names are held confidential]  |
| <b>Sustainability: Non-FSS</b><br><i>(Financial Self-Sufficiency &lt; 100%)</i>   | 144            | 11  | 81  | 52 | [These names are held confidential]  |
| <b>Target Market: Low End</b><br><i>(Avg. Balance per Borrower/<br/>GNI per Capita &lt; 20% and Avg.<br/>Balance per Borrower &lt; USD 150)</i> | 162            | 18  | 94  | 50 | ABA, ABCRDM, ABS-CBN, Actuar Tolima, ADIM, ADMIC, ADOPEM, ADRA - PER, AGUDESA, Al Karama, Al Majmoua, Al Tadamon, AMA, Ameen, AMK, AML, AMMACTS, AMSSF/MC, APED, ASA, ASEI, ASHI, Asociación Arariwa, ASP Financiera, AVFS, Azal, Azeri Star, Banco da Familia, Banco Santiago de Libon, Bandhan, BASIX, Bereke, Bessfa RB, BFL, BG, BISWA, BRAC, BSS, BURO Bangladesh, Caja Popular Mexicana, Capitec Bank, CARD Bank, CARD NGO, Cashpor MC, CEAPE Maranhão, CEOSS, CEPESIU, CEVI, CFF, CMEDFI, CompartamosBanco, CrediAmigo, Credicoop, CREDIMUJER, Crediscotia, CREsA, CRYsol, CZWSDA, DAMEN, DBACD, DEMOS SLC, EDAPROSP, EDPYME Efectiva, Emprender, Enda, ENLACE, ESAF, Eshet, FAPE, FCBFI, FIDERPAC, FINCA - ECU, FINCA - GTM, FINCA - MEX, FINCA - MWI, FINCA - NIC, FINCA - PER, FINCA - TZA, FinComún, FMM Popayán, FMSD, FODEMI, FONDEP, FONDOSOL, Friendship Bridge, Fundación Espoir, Fundación MICROS, Fundación Mujer, Fundación San Miguel, FUNDAMIC, FUNSALDE, Gasha, GK, Grameen Bank, Grameen Mendoza, GV, IDESI Lambayeque, IDF, INMAA, JCF, KAS, Kasagana-Ka, Kazama Grameen, Khushhali Bank, KMBI, KRUSHI, LAPO, Lead Foundation, Maata-N-Tudu, Mahasemam - SMILE, Mallig Plains RB, Manuela Ramos, MBK Ventura, MEDF, Metemamen, MFI, MFW, MGBB, Microserfin, MIDE, MikroMaliyye Credit, NMF, NWTW, OLC, OMB, OMO, PALFSI, Parwaz, PRISMA, ProCaja, ProMujer - MEX, ProMujer - NIC, ProMujer - PER, RGVN, Saadhana, Sanghamithra, Sarvodaya Nano Finance, SBACD, SEAP, SED, SEEDS, SEF-ZAF, SFPI, SHARE, SKDRDP, SMSS, Spandana, SPBD, SWAWS, Tamweelcom, TMSS, Toende RB, TSKI, TSPI, UCADE Ambato, Ujjivan, UOMB, VEF, VFS, Viator, Wasasa, Wisdom   |
| <b>Target Market: Broad</b><br><i>(Avg. Balance per Borrower/GNI<br/>per Capita ≥ 20% and ≤ 150%)</i>   | 267            | 55  | 152 | 60 | 1st Valley Bank, ACBA, AccessBank, ACME, ACOPEP, ACSI, Actuar Caldas, ADICH, AgroCapital, Agrolinvest, Al Amana, Alternativa, AMC, AMC de R.L., AMRET, Apoyo Integral, AREGAK, ASDIR, Asociación Raíz, AYNLA, Azercredit, Banco ADEMI, Banco Solidario, BancoEstado, BanDesarrollo Microempresas, BanGente, Bangko Kabayan, Bangko Mabuhay, BCB, BCSC, BESA, BOM, BRAC - AFG, Caja Nor Perú, Cantilan Bank, CAPA, CAPPED, Caritas, CBMO, CCA, CDRO, CDS, CEADe, CEF, CEP, CEPRODEL, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paita, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, COAC Acción Rural, COAC Jardín Azuayo, COAC MCCCH, COAC Mushuc Runa, COAC Sac Aiet, COAC San José, CODESARROLLO, Contactar, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRAC Los Andes, CRECEP, CredAgro NBCCO, Credi Fé, CREDIT, CREDO, Crystal, DD Bank, DECSI, Diaconia, D-Miro, ECLOF - ARM, ECLOF - PHL, EcoFuturo FFP, EDPYME Alternativa, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Nueva Visión, EDPYME Proempresa, EKI, FADES, FAFIDESS, FAMA OPDF, FATEN, Faulu - UGA, FBPMC, FCC, FDL, FDM, FED, FECC, FICO, FIE Gran Poder, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - AFG, FINCA - ARM, FINCA - AZE, FINCA - GEO, FINCA - HND, FINCA - KOS, FINCA - TJK, FINCA - UGA, FINCA - ZMB, FINCORP, FinDev, FINSOL, FMCC, FMFB - Pakistan, FMM Bucaramanga, FODEM, FOMIC, FONCRESOL, FONDESURCO, Fonkoze, FORUS, FOVIDA, FULM, FUNBODEM, Fundación Alternativa, Fundación CAMPO, Fundación León 2000, Fundación Nieborowski, Fundación Paraguaya, FUNDAHMICRO, FUNDEA, FUNDECOCA, FUNDENUSE, FUNDESER, FUNDESPE, Fundusz Mikro, FUNED, Génesis Empresarial, Genesis, Green Bank, GU, Hermandad de Honduras OPDF, HKL, HOPE, Horizon, Horizonti, ICC BluSol, ImerCredit, Imkoniyat, IMON, IMPRO, INECO, INSOTEC, Intellekt, Interactuar, Interfisa, JSC Bank Constanta, KADET, Kafo Jiginew, Kakum RB, KAMURJ, Kashf, KBSLAB, Khan Bank, KMF, Kompanion, Kondo Jigima, KosInvest, K-Rep, KRK Ltd, KWFT, Lazika Capital, LIDER, LOK Microcredit Foundation, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Ketewel, LPD Kukuh, LPD Sibetan, MDF, MDSL, MED-Net, MEMCO, MiBanco, MI-BOSPO, Microempresas de Antioquia, MIKRA, Mikro ALDI, MIKROFIN, Mikrofond, MLF HUMO, MLF MicroInvest, Naara RB, Nachala, New RB of Victorias, Nirdhan, NMF, NOA, Normicro, OBM, OBS, ODEF Financiera S.A., OISL, Opportunity Albania, Partner, PEACE, PGBB, PRASAC, PRESTANIC, PRIDE - TZA, PRIZMA, ProCredit - ECU, ProCredit - SLV, ProCredit Bank - BIH, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank Serbia, PRODESA, ProMujer - BOL, RASS, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, Rost, Rozgar, SAT, SBS, SEDA, SEF-ARM, SINERGIJA, SKS, SMEP, Sociedad Cooperativa PADECOMSM, Sodeistviye (Pyatigorsk), Sodeistviye, Sonzelle RB, Sunrise, Tchuma, TFS, TPC, UNRWA, Upper Manya RB, USTOI, Valiant RB, VFC, Visión Banco, Vital Finance, VRFSBS, Women for Women, World Relief - HND, WWB Cali, XacBank, Zakoura |
| <b>Target Market: High End</b><br><i>(Avg. Balance per Borrower/GNI<br/>per Capita &gt; 150% and ≤ 250%)</i>                                    | 34             | 0   | 28  | 6  | ACCOVI, ADRI, AFK, Aiyl Bank, ARMP, BancoSol, BanCovelo, BZMF, CamCCUL, Equity Bank, Fasil FFP, FIE FFP, FINCA - DRC, FMFB - TJK, FUCEC Togo, KEP, LPD Celuk, LPD Kuta, LPD Pecatu, LPD Ubung, MCN, Moznosti, OMRO, PADME, ProCredit - MDA, ProCredit - NIC, ProCredit Bank - ALB,   |

| PEER GROUP  | DATA QUALITY † |     |    |    | PARTICIPATING INSTITUTIONS   |
|---|----------------|-----|----|----|--|
|   | N              | *** | ** | *  |  |
| <b>SIMPLE PEER GROUPS 2007</b>  |                |     |    |    |  |
|   |                |     |    |    | ProCredit Bank - BGR, ProCredit Bank - GEO, PRODEM FFP, RCPB, Sathapana Limited, SOGESOL, UML  |
| <b>Target Market: Small Business</b><br><i>(Avg. Balance per Borrower/GNI per Capita &gt; 250%)</i> | 24             | 1   | 18 | 5  | ACEP Senegal, ACLEDA, ACORDE, Agroinvestbank, Akiba, Bai Tushum, BANEX (ex FINDESA), Bank Eshkhat, Centenary Bank, CMS, Coop Fátima, FASL, FMFB - AFG, Fortaleza FFP, Jemeni, KMB, Microinvest, NovoBanco - MOZ, Nyesigiso, ProCredit - BOL, ProCredit - GHA, ProCredit Bank - KOS, ProCredit Bank - UKR, WAGES  |
| <b>COMPOUND PEER GROUPS 2007</b>  |                |     |    |    |  |
| <b>Africa Small</b>   | 17             | 0   | 8  | 9  | APED, AVFS, Bessfa RB, BOM, CAPPED, CFF, FCC, FDM, FINCA - ZMB, Gasha, Maata-N-Tudu, MED-Net, Metemamen, Naara RB, SEAP, Sonzelle RB, Toende RB  |
| <b>Africa Medium</b>  | 18             | 0   | 11 | 7  | BG, Eshet, Faulu - UGA, FINCA - DRC, FINCA - MWI, FINCA - TZA, KADET, Kakum RB, MDSL, PEACE, SEDA, SFPI, Tchuma, UOMB, Upper Manya RB, Vital Finance, Wasasa, Wisdom   |
| <b>Africa Large</b>   | 34             | 2   | 20 | 12 | ACEP Senegal, ACSI, Akiba, CamCCUL, Capitec Bank, CCA, CDS, Centenary Bank, CMS, DECSI, Equity Bank, FASL, FINCA - UGA, FINCORP, FUCEC Togo, Jemeni, Kafo Jiginew, Kondo Jigima, K-Rep, KWFT, LAPO, NovoBanco - MOZ, Nyesigiso, OISL, OMO, PADME, PRIDE - TZA, ProCredit - GHA, RCPB, SAT, SEF-ZAF, SMEP, UML, WAGES   |
| <b>Africa FSS</b>   | 34             | 2   | 23 | 9  | [These names are held confidential]  |
| <b>Africa Non FSS</b>   | 35             | 0   | 16 | 19 | [These names are held confidential]  |
| <b>Asia Small</b>   | 25             | 0   | 9  | 16 | Banco Santiago de Libon, CEVI, CMEDFI, CZWSDA, ECLOF - PHL, FCBFI, Kasagana-Ka, LPD Ambengan, LPD Bayung Gede, LPD Bedha, LPD Buah, LPD Celuk, LPD Ketewel, LPD Kukuh, LPD Sibetan, LPD Ubung, MEDF, New RB of Victorias, NMFB, OMB, Parwaz, Rozgar, SED, SPBD, VEF  |
| <b>Asia Medium</b>  | 29             | 0   | 22 | 7  | ABCRDM, ABS-CBN, ASHI, Bangkok Mabuhay, BCB, CBMO, CReSA, DAMEN, DD Bank, IDF, Kazama Grameen, KRUSHI, LPD Pecatu, Mallig Plains RB, MBK Ventura, MGGB, PALFSI, PGBB, RB Digos, RB Lebak, RB Mabitac, RB Oroquieta, RB Solano, RB Sto. Tomas, RB Talisayan, RGVN, Saadhana, SMSS, VFS  |
| <b>Asia Large</b>   | 63             | 1   | 45 | 17 | 1st Valley Bank, ACLEDA, AMK, AML, AMMACTS, AMRET, ARMP, ASA, Bandhan, Bangkok Kabayan, BASIX, BFL, BISWA, BRAC, BRAC - AFG, BSS, BURO Bangladesh, Cantilan Bank, CARD Bank, CARD NGO, Cashpor MC, CEP, CREDIT, ESAF, FICO, FINCA - AFG, FMFB - AFG, FMFB - Pakistan, GK, Grameen Bank, Green Bank, GU, GV, HKL, JCF, KAS, Kashf, KBSLAB, Khushhali Bank, KMBI, LPD Kuta, Mahasemam - SMILE, MFI, Nirdhan, NWT, PRASAC, RASS, Sanghamithra, Sarvodaya Nano Finance, Sathapana Limited, SEEDS, SHARE, SKDRDP, SKS, Spandana, SWAWS, TMSS, TPC, TSKI, TSPI, Ujjivan, Valiant RB, VFC   |
| <b>Asia FSS</b>   | 78             | 0   | 55 | 23 | [These names are held confidential]  |
| <b>Asia Non FSS</b>   | 39             | 1   | 21 | 17 | [These names are held confidential]  |
| <b>ECA Small</b>  | 9              | 0   | 5  | 4  | ACBA, AccessBank, AgroInvest, Agroinvestbank, Aiyl Bank, AREGAK, Azercredit, Bai Tushum, Bank Eshkhat, BESA, CAPA, CredAgro NBCO, CREDO, EKI, FFECC, FINCA - ARM, FINCA - AZE, FINCA - GEO, FINCA - KOS, FMCC, FMFB - TJK, FORUS, Fundusz Mikro, IMON, INECO, JSC Bank Constanta, KAMURJ, KEP, Khan Bank, KMB, KMF, Kompanion, KRK Ltd, LOK Microcredit Foundation, MI-BOSPO, Microinvest, MIKRA, MIKROFIN, Moznosti, OBM, OBS, OMRO, Opportunity Albania, Partner, PRIZMA, ProCredit - MDA, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, SINERGIJA, Sunrise, Women for Women, XacBank |
| <b>ECA Medium</b>   | 30             | 4   | 20 | 6  | AFK, Bereke, BZMF, CEF, Crystal, DEMOS SLC, FINCA - TJK, FinDev, FULM, HOPE, Horizon, Horizonti, KosInvest, Lazika Capital, LIDER, MDF, Mikro ALDI, Mikrofond, MLF HUMO, MLF Microinvest, Nachala, NOA, Normicro, Rost, SBS, SEF-ARM, Sodeistviye (Pyatigorsk), Sodeystviye, Viator, VRFBS   |
| <b>ECA Large</b>  | 59             | 0   | 56 | 3  | ACBA, AccessBank, AgroInvest, Agroinvestbank, Aiyl Bank, AREGAK, Azercredit, Bai Tushum, Bank Eshkhat, BESA, CAPA, CredAgro NBCO, CREDO, EKI, FFECC, FINCA - ARM, FINCA - AZE, FINCA - GEO, FINCA - KOS, FMCC, FMFB - TJK, FORUS, Fundusz Mikro, IMON, INECO, JSC Bank Constanta, KAMURJ, KEP, Khan Bank, KMB, KMF, Kompanion, KRK Ltd, LOK Microcredit Foundation, MI-BOSPO, Microinvest, MIKRA, MIKROFIN, Moznosti, OBM, OBS, OMRO, Opportunity Albania, Partner, PRIZMA, ProCredit - MDA, ProCredit Bank - ALB, ProCredit Bank - BGR, ProCredit Bank - BIH, ProCredit Bank - GEO, ProCredit Bank - KOS, ProCredit Bank - MKD, ProCredit Bank - ROM, ProCredit Bank - UKR, ProCredit Bank Serbia, SINERGIJA, Sunrise, Women for Women, XacBank |
| <b>ECA FSS</b>  | 69             | 0   | 61 | 8  | [These names are held confidential]  |
| <b>ECA Non FSS</b>  | 29             | 4   | 20 | 5  | [These names are held confidential]  |
| <b>LAC Small</b>  | 44             | 13  | 17 | 14 | ADICH, ADIM, ADRA - PER, AGUDES, AMA, ASDIR, ASEI, Asociación Arariwa, CDRO, CEADe, CEPESIU, CREDIMUJER, EDAPROSPO, Emprender, FAPE, FIDERPAC, FINCA - PER, FOMIC, FONCRESOL, FONDESOL, FONDESURCO, Fonkoze, FOVIDA, Friendship Bridge, Fundación Alternativa, Fundación MICROS, Fundación Mujer, Fundación San Miguel, FUNDAMIC, FUNDECOCOA, FUNDESPE, FUNSALDE, Genesis, Grameen Mendoza, IDESI Lambayeque, IMPRO, INSOTEC, Manuela Ramos, MIDE, OLC, ProCaja, ProMujer - NIC, Sociedad Cooperativa PADECOSM, UCADE Ambato   |

| PEER GROUP                       | DATA QUALITY † |     |    |    | PARTICIPATING INSTITUTIONS  |
|----------------------------------|----------------|-----|----|----|---|
|                                  | N              | *** | ** | *  |   |
| <b>COMPOUND PEER GROUPS 2007</b> |                |     |    |    |   |
| <b>LAC Medium</b>                | 50             | 17  | 21 | 12 | ACME, Actuar Caldas, Actuar Tolima, ADMIC, ADRI, ASP Financiera, AYNLA, Banco da Familia, Caritas, CEAPE Maranhão, CEPRODEL, COAC Acción Rural, COAC MCCH, COAC Sac Aiet, Contactar, CRAC Los Andes, Credicoop, CRYSQL, D-Miro, EDPYME Alternativa, EDPYME Nueva Visión, ENLACE, FAFIDESS, FAMA OPDF, FED, FIE Gran Poder, FINCA - GTM, FINCA - HND, FINCA - NIC, FODEM, FODEMI, FUNBODEM, Fundación CAMPO, Fundación Espoir, Fundación León 2000, Fundación Paraguaya, FUNDAHMICRO, FUNDEA, FUNDENUSE, FUNDESER, FUNED, Hermandad de Honduras OPDF, ICC BluSol, MCN, Microserfin, PRISMA, ProMujer - MEX, ProMujer - PER, SOGESOL, World Relief - HND  |
| <b>LAC Large</b>                 | 85             | 36  | 36 | 13 | ACCOVI, ACODEP, ACORDE, ADOPEM, AgroCapital, AMC de R.L., Apoyo Integral, Asociación Raíz, Banco ADEMI, Banco Solidario, BancoEstado, BancoSol, BanCovelo, BanDesarrollo Microempresas, BANEX (ex FINDESA), BanGente, BCSC, Caja Nor Perú, Caja Popular Mexicana, CMAC Arequipa, CMAC Cusco, CMAC Del Santa, CMAC Huancayo, CMAC Ica, CMAC Maynas, CMAC Paíta, CMAC Sullana, CMAC Tacna, CMAC Trujillo, CMM Bogotá, CMM Medellín, COAC Jardín Azuayo, COAC Mushuc Runa, COAC San José, CODESARROLLO, CompartamosBanco, Coop Fátima, Coop Universitaria, COOPAC San Martín, COOPAC Santo Cristo, CRECER, Credi Fé, CrediAmigo, Crediscotia, Diaconia, EcoFuturo FFP, EDPYME Confianza, EDPYME Crear Arequipa, EDPYME Crear Tacna, EDPYME Efectiva, EDPYME Proempresa, FADES, Fassil FFP, FDL, FIE FFP, FIELCO, FinAmérica, Financiera Edyficar, Financiera Fama, Financiera Familiar, FINCA - ECU, FINCA - MEX, FinComún, FINSOL, FMM Bucaramanga, FMM Popayán, FMSD, Fortaleza FFP, Fundación Nieborowski, Génesis Empresarial, Interactuar, Interfisa, MiBanco, Microempresas de Antioquia, ODEF Financiera S.A., PRESTANIC, ProCredit - BOL, ProCredit - ECU, ProCredit - NIC, ProCredit - SLV, PRODEM FFP, PRODESA, ProMujer - BOL, Visión Banco, WWB Cali |
| <b>LAC FSS</b>                   | 146            | 60  | 58 | 28 | [These names are held confidential]   |
| <b>LAC Non FSS</b>               | 33             | 6   | 16 | 11 | [These names are held confidential]   |
| <b>MENA Small</b>                | 2              | 0   | 2  | 0  | Azal, NMF   |
| <b>MENA Medium</b>               | 10             | 0   | 9  | 1  | Al Karama, Al Majmoua, Al Tadamun, AMC, Ameen, AMSSF/MC, CEOSS, FATEN, INMAA, SBACD   |
| <b>MENA Large</b>                | 12             | 1   | 11 | 0  | ABA, Al Amana, DBACD, Enda, FBPMC, FONDEP, Lead Foundation, MEMCO, MFW, Tamweelcom, UNRWA, Zakoura  |
| <b>MENA FSS</b>                  | 16             | 1   | 14 | 1  | [These names are held confidential]   |
| <b>MENA Non FSS</b>              | 8              | 0   | 8  | 0  | [These names are held confidential]   |

† The MicroBanking Bulletin uses the following grading system to classify information received from MFIs:  
 \*\*\* The information is supported by an in-depth financial analysis conducted by an independent entity in the last three years  
 \*\* The MBB questionnaire plus audited financial statements, annual reports and other independent evaluations  
 \* The MBB questionnaire or audited financial statements without additional documentation