



Première Agence de Microfinance Burkina Faso

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PREMIÈRE AGENCE DE MICROFINANCE BURKINA FASO

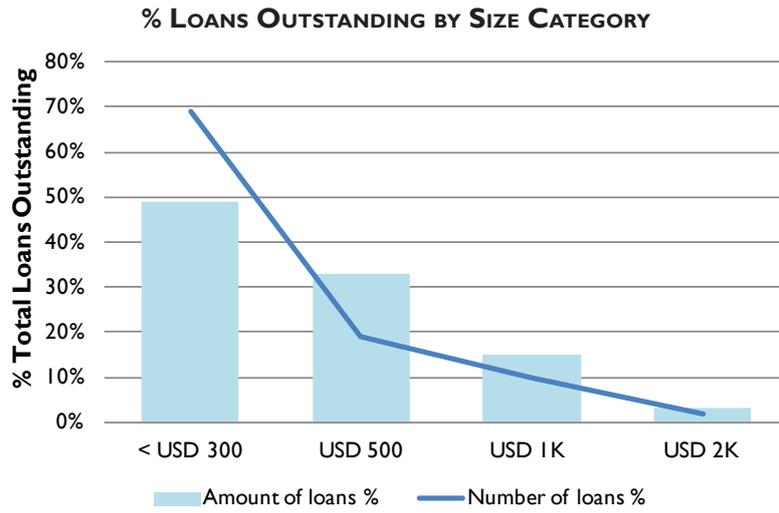
Established in 2006, the Première Agence de Microfinance (PAMF) Burkina Faso operates through five branches located in the centre and the south of the country. PAMF disburses 90 percent of its loans from its four rural branches providing loans primarily for agricultural production, livestock, and storage and trading of agricultural produce. It offers group loans with bullet repayment, which is well-suited to the needs of rural clients. At the end of 2012, PAMF had over 11,000 active borrowers with a total outstanding loan portfolio worth US\$ 2.6 million and more than 16,000 depositors with US\$ 2.3 million in deposits.

PAMF serves over 3,000 villagers who supply agro-processor Faso Coton, a subsidiary of the Aga Khan Fund for Economic Development (AKFED), with raw cotton. This cooperation is a key example of the synergies that are characteristic of AKDN operations in a number of countries. The concept is to provide cotton farmers with access to financial services, building on the infrastructure of the industrial venture, which then serves as a cornerstone for serving the broader local population. In areas where many jobs are seasonal, including Burkina Faso's cotton growing areas, a special focus of loan activity is the development of alternative sources of income to offset the lack of revenue between harvests.

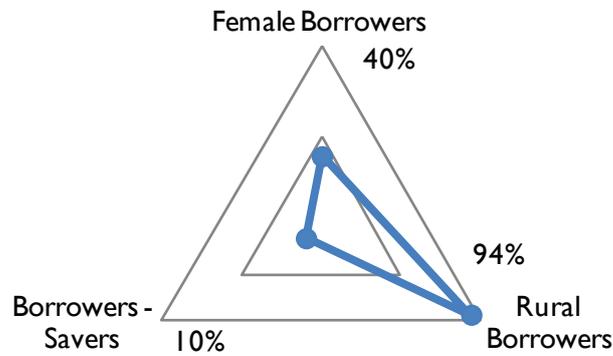
KEY POINTS:

- The portfolio is concentrated in agriculture and livestock.
- 69 percent of the loans are below US\$ 300 and only 2 percent are above US\$ 2,000.

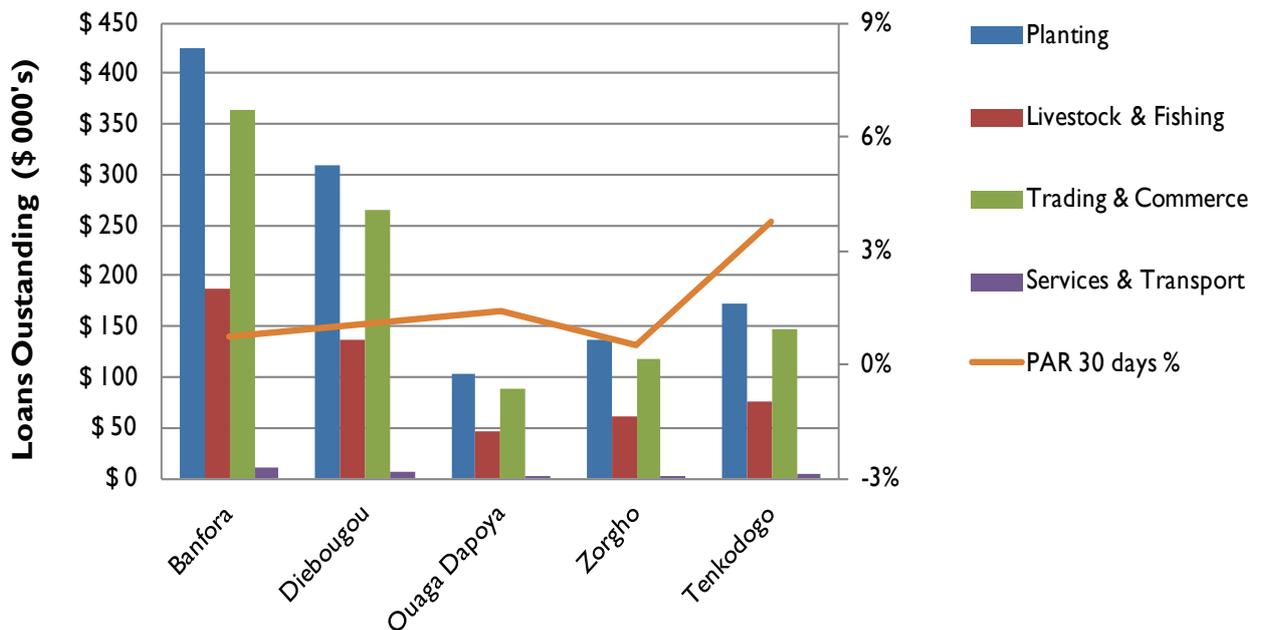
KEY FINANCIAL INDICATORS	2010	2011	2012
MICROFINANCE LOANS DISBURSED: VALUE (US\$ '000)	5'450	6'663	5'141
MICROFINANCE LOANS DISBURSED: NUMBER	22'813	22'481	17'584
MICROFINANCE PORTFOLIO OUTSTANDING: VALUE (US\$ '000)	2'937	3'062	2'662
MICROFINANCE PORTFOLIO OUTSTANDING: NUMBER	14'312	14'115	11'178
AVERAGE MICROFINANCE LOAN SIZE (US\$ UNIT)	205	217	238
PERCENTAGE OF WOMEN BORROWERS	40%	30%	40%
MICROFINANCE PORTFOLIO AT RISK (%) >30 DAYS	0.4%	0.6%	1.3%
NUMBER OF INDIVIDUAL SAVERS	10'962	14'331	16'695
VALUE OF INDIVIDUAL DEPOSITS (US\$ '000)	1'107	1'736	2'295
NUMBER OF STAFF	100	82	71



CUSTOMER CHARACTERISTICS



PAR AND SECTORAL BREAKDOWN PER REGION





Aga Khan Agency for Microfinance

The Première Agence de Microfinance Mali, Côte d'Ivoire and Burkina Faso are a part of the Aga Khan Agency for Microfinance (AKAM). The underlying objectives of AKAM are to reduce poverty, diminish the vulnerability of the poor and alleviate economic and social exclusion. AKAM's ultimate aim is to improve the quality of life by helping people increase raise incomes, become self-reliant and gain the skills needed to graduate into the mainstream financial markets.

PREMIERE AGENCE DE MICROFINANCE BURKINA FASO

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www.akdn.org/akam_west_africa.asp