



Première Agence de Microfinance Côte d'Ivoire

2 0 1 2 R E P O R T



PREMIÈRE AGENCE DE MICROFINANCE CÔTE D'IVOIRE

The Première Agence de Microfinance (PAMF) has a modest market share nationally but is one of the leading institutions in the north of the country, where it is the sole operator. During the 2010-2011 political crisis, several microfinance institutions and banks closed but PAMF remained open, which helped it build a good reputation with the local population. With the restoration of normalcy, PAMF was able to attract new clients owing to its strong reputation and customer loyalty. There remains huge potential for growth in the market.

PAMF, which operates two rural branches in Boundiali and Korhogo, extends loans primarily for agricultural production, livestock rearing, and micro and small enterprises in rural and urban areas. PAMF also covers the catchment area of Ivoire Coton, a subsidiary the Aga Khan Fund for Economic Development (AKFED), and provides financial services to cotton farmers and their households.

In 2012 PAMF-CI realised strong growth of its savings and loan portfolio and benefited from excellent portfolio quality.

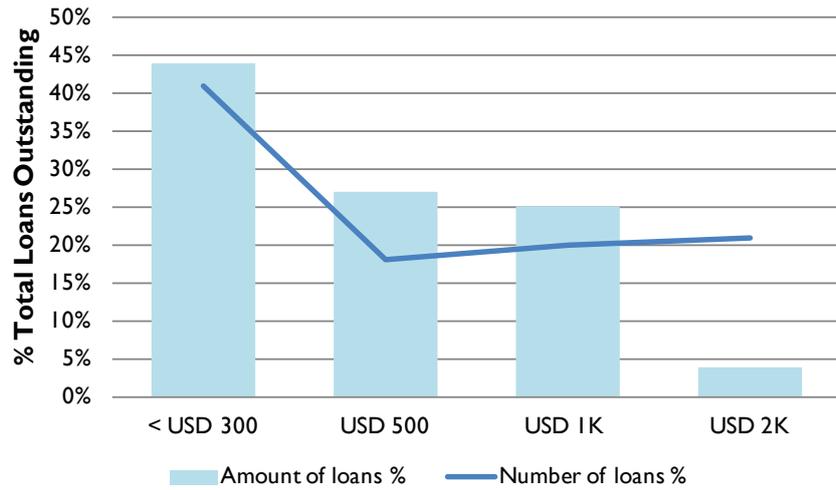
KEY POINTS:

- 84 percent of the loans are for trading and commerce but the portfolio is concentrated in rural areas, mainly for agriculture activities and trading and commerce related to agriculture and livestock.
- Women represent 40 percent of the clients, mainly in Korhogo, as they are involved in small trade in urban areas.
- 59 percent of loans are US\$ 500 or less.

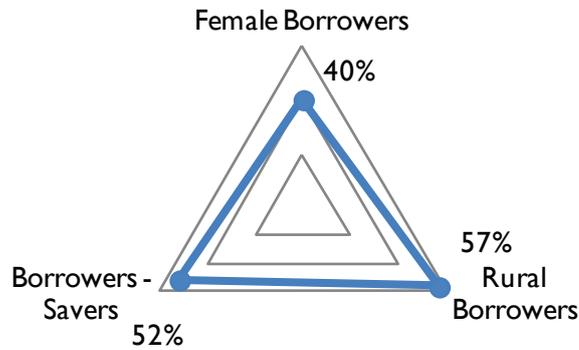
KEY FINANCIAL INDICATORS	2010	2011	2012
MICROFINANCE LOANS DISBURSED: VALUE (US\$ '000)	1'447	1'760	2'486
MICROFINANCE LOANS DISBURSED: NUMBER	5'661	4'764	7'659
MICROFINANCE PORTFOLIO OUTSTANDING: VALUE (US\$ '000)	260	770	1'302
MICROFINANCE PORTFOLIO OUTSTANDING: NUMBER	1'201	2'894	3'789
AVERAGE MICROFINANCE LOAN SIZE (US\$ UNIT)	216	266	344
PERCENTAGE OF WOMEN BORROWERS	45%	40%	40%
MICROFINANCE PORTFOLIO AT RISK (%) 30 DAYS	6.3%	0%	0%
NUMBER OF INDIVIDUAL SAVERS	2'139	4'049	6'565
VALUE OF INDIVIDUAL DEPOSITS (US\$ '000)	53	263	450
NUMBER OF STAFF	22	16	16

Cover picture: The branch in Boundiali of northern Côte d'Ivoire provides loans primarily intended for income generating activities, and are designed to improve agricultural productivity, acquire livestock and establish small enterprises in rural and urban areas. Photo: Lucas Cuervo Moura /AKDN

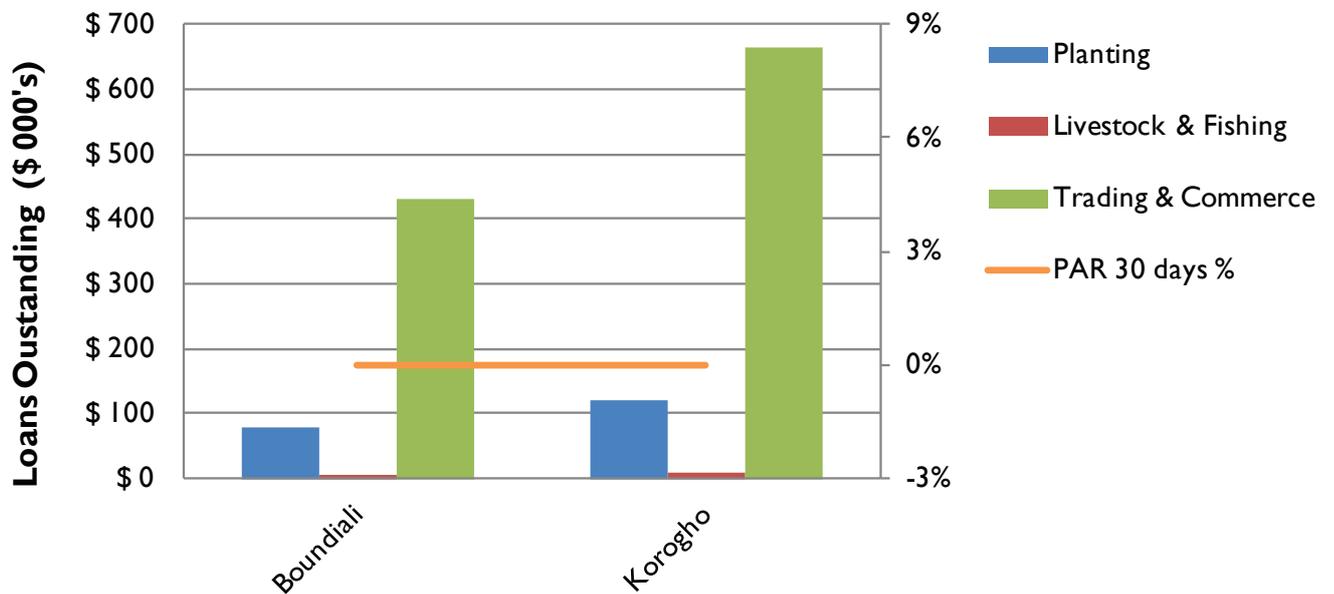
% LOANS OUTSTANDING BY SIZE CATEGORY



CUSTOMER CHARACTERISTICS



PAR AND SECTORAL BREAKDOWN PER BRANCH





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.

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