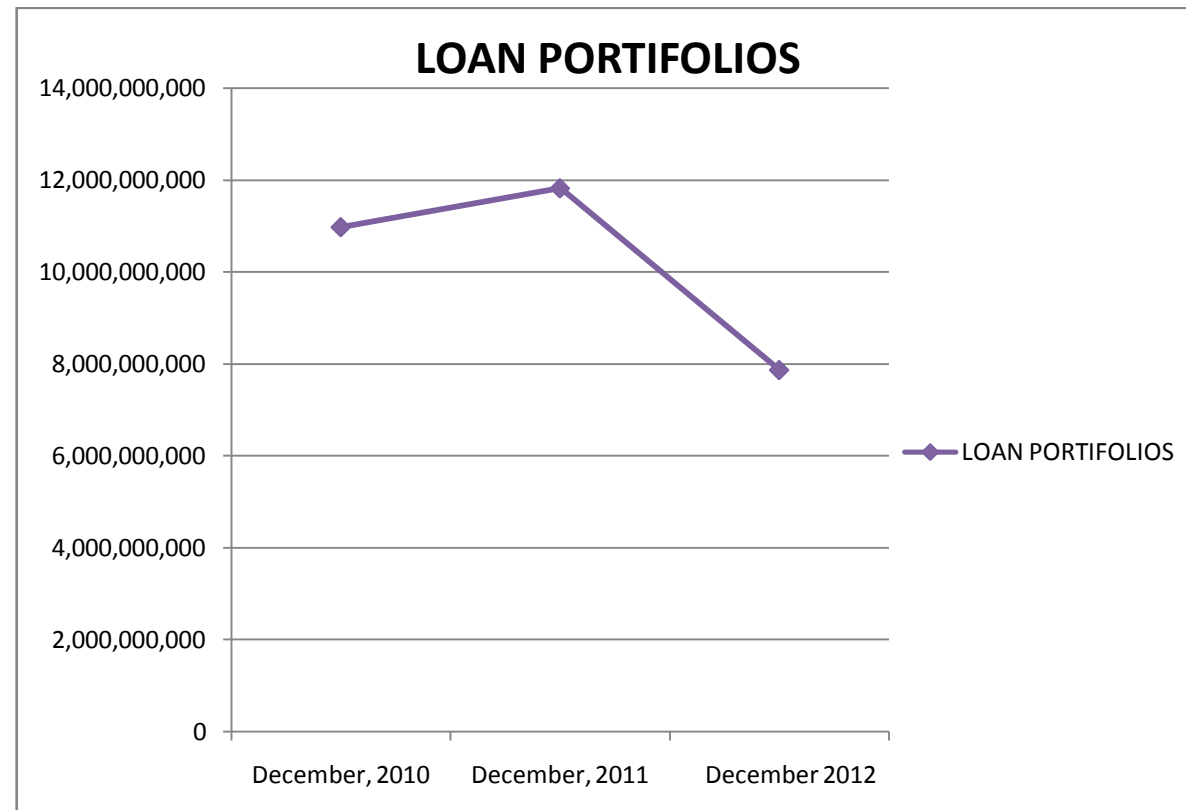


**MALAWI MICROFINANCE NETWORK**

**PERFORMANCE INDICATORS REPORT**

<b>No</b>	<b>Indicator</b>	<b>Baseline December, 2010</b>	<b>December, 2011</b>	<b>December 2012</b>
1	Number of MAMN Members	20	19	20
2	Number of Members Paid Subscription Fee	19	19	18
3	Total Number of Clients of MAMN Members	584,369	399,841	271,356
4	% of Total Clients that are Women	63%	54%	56%
5	Total Outstanding Portfolio (MK)	10,974,303,825	11,819,321,216	7,864,897,347
6	Total Value of Voluntary savers (MK)	8,640,056,562	1,061,926,551	3,858,724,294
7	Total Workforce for MAMN Members			
	Senior Management Team	63	53	45
	Credit Officers	765	719	562
	Other	561	719	439
	Total	1,389	1,491	1,046
8	Number of Member Staff Trained in the last three years 2007 - 2010			
	Number of Staff in operations		9	
	Number of Staff in Management		19	
	Other		28	
	Total		56	
9	% of Total Workforce Trained by the Network			



**NOTE:**

THE DROP IN VALUE OF PORTIFOLIO IN 2012 IS DUE TO FACTORS LIKE

1. NON SUBMISSION OF CALL REPORT BY SOME INSTITUTIONS
2. CHANGE IN MEMBERSHIP OF MAMN, SOME INSTITUTIONS JOINED WHILE OTHERS CEASED MEMBERSHIP.