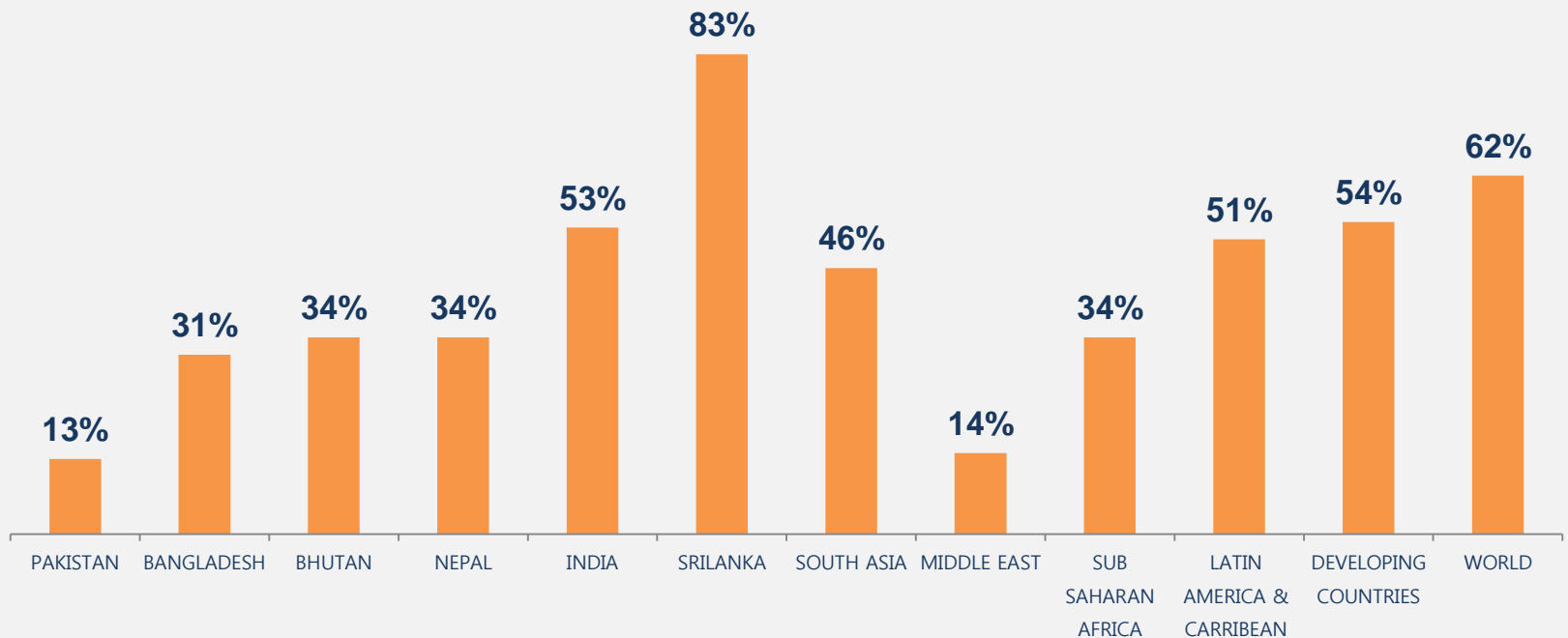


National Financial Inclusion Strategy (NFIS) PAKISTAN

Financial Inclusion in Pakistan

13 % - 23 % of population has access to formal financial services *(Findex 2014 & Access to Finance Survey 2015)*

SHARE OF ADULTS WITH AN ACCOUNT - GLOBAL FINDEX 2014



Did you know? Pakistan has one of the best Enabling Environment for Financial Inclusion

Business Environment Ranking

- 2010: Number 5
- 2011 : Number 3
- 2012 : Number 3
- 2013: Number 3

Regulatory Framework Ranking

- 2010 :Number 1
- 2011: Number 1
- 2012: Number 3
- 2013: Number 3

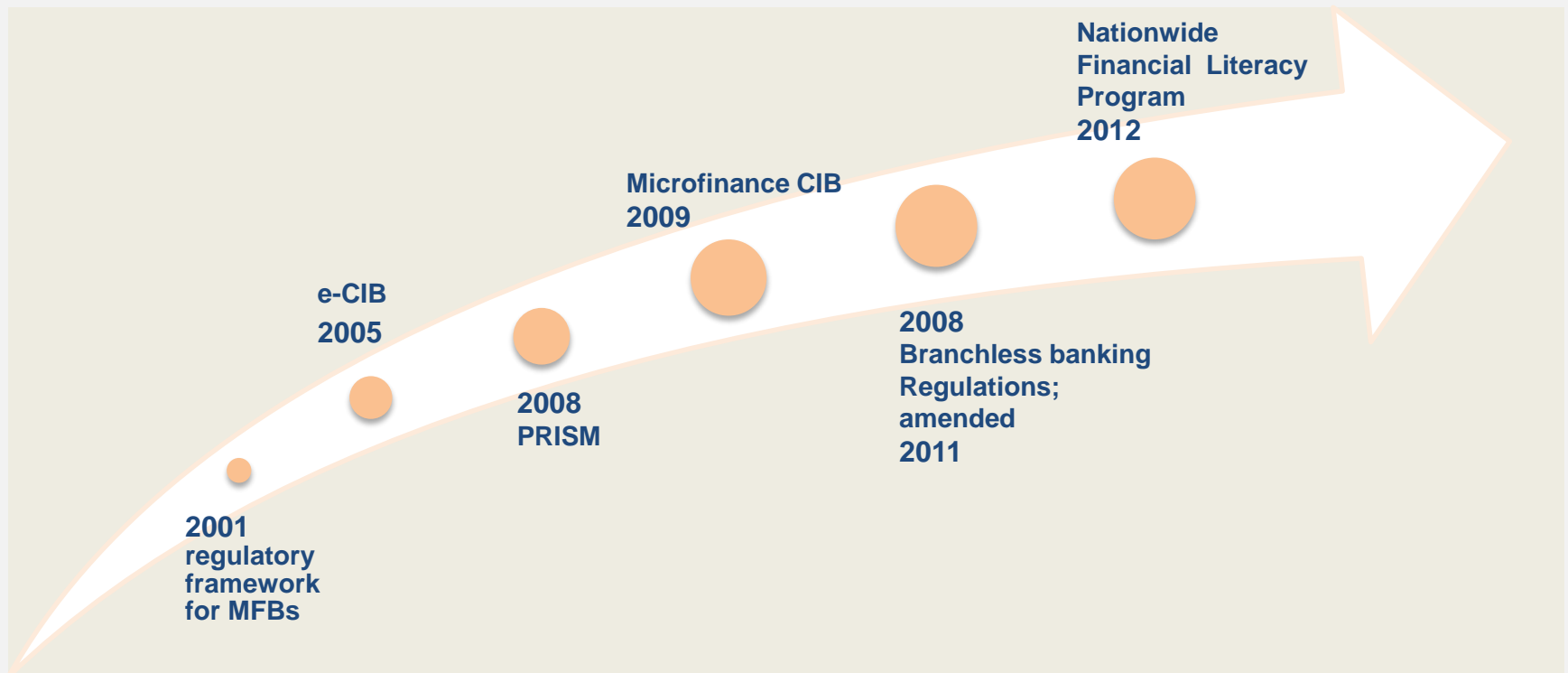
EIU 2014 Ranking
for Enabling
Environment for
Financial Inclusion:

Number 7



NFIS: The need of the hour

- Despite sustained efforts by **State Bank of Pakistan** (the Central Bank), SECP, GoP, DFID, World Bank and other stakeholders
Financial Inclusion remains very low in Pakistan
- NFIS comes at an opportune time - new technology and **branchless banking** offer unprecedented opportunities



NFIS Focus Areas

Vision: “individuals and firms can access and use a range of quality payments, savings, credit and insurance services which meet their needs with dignity and fairness”



Digital Transaction Accounts (DTAs)



Agriculture Finance



MSME Finance



Housing Finance



Pensions



Awareness & Literacy



Gender



Insurance



Islamic Finance

Framework for Action: Drivers & Enablers

PRODUCT ECOSYSTEM

Diverse set of tailored and responsible financial products (savings, credit, insurance), available to all

DRIVER 1: DTAs

- Expand Access to Digital Transaction Accounts
- Digitize payments

DRIVER 2: ACCESS POINTS

- Expand & Diversify Access Points

DRIVER 3: FINANCIAL SERVICE PROVIDERS

- Providers develop systems, knowledge, products to serve new market segments

DRIVER 4: FINANCIAL CAPABILITY

- Raise Financial Awareness & Capability (Consumers, SMEs)

ENABLER 4: *Financial/Payments/ICT Infrastructure*

ENABLER 3: *Supervisory & Judicial Capacity*

ENABLER 2: *Enabling Legal and Regulatory Environment*

ENABLER 1: *Public & Private Sector Commitment, Coordination*

Methodology & Consultative Process

**Stocktaking:
Data &
Diagnostics**

**Definition
Targets
Missions
Objectives**

**Strategy
Design**

**Public Sector
Actions**

**Private Sect
or Actions**

**Monitoring
&
Evaluation**

Coordination Structure

NFIS Council

(MoF, SBP, FBR, PTA, others)

NFIS Steering committee

*Technical Level Representatives from
MoF, SBP, SECP, PTA, PMN, PBA, IAP*

Technical Committees

Headline Financial Inclusion Targets 2020

50%

Adults having
formal accounts

25%

Females having access
to formal accounts

**Access
Points**

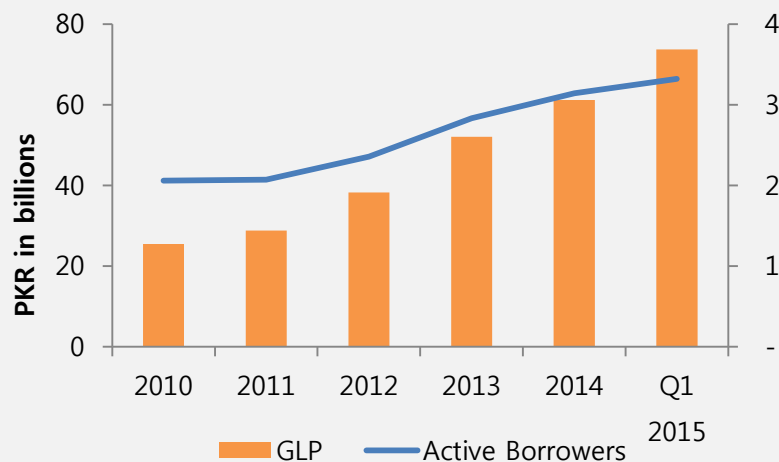
Increase in Financial
Access Points

MSME

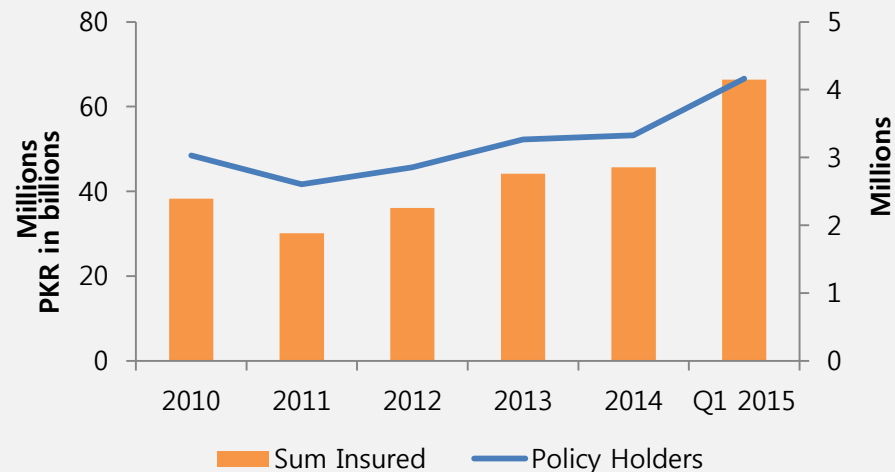
Encourage investment in
new credit products
tailored to MSMEs

Microfinance outreach in Pakistan

Credit



Insurance



Savings



Key Indicators (Q2 2015)

Active borrowers: 3.5 Million | GLP: PKR 80 Billion

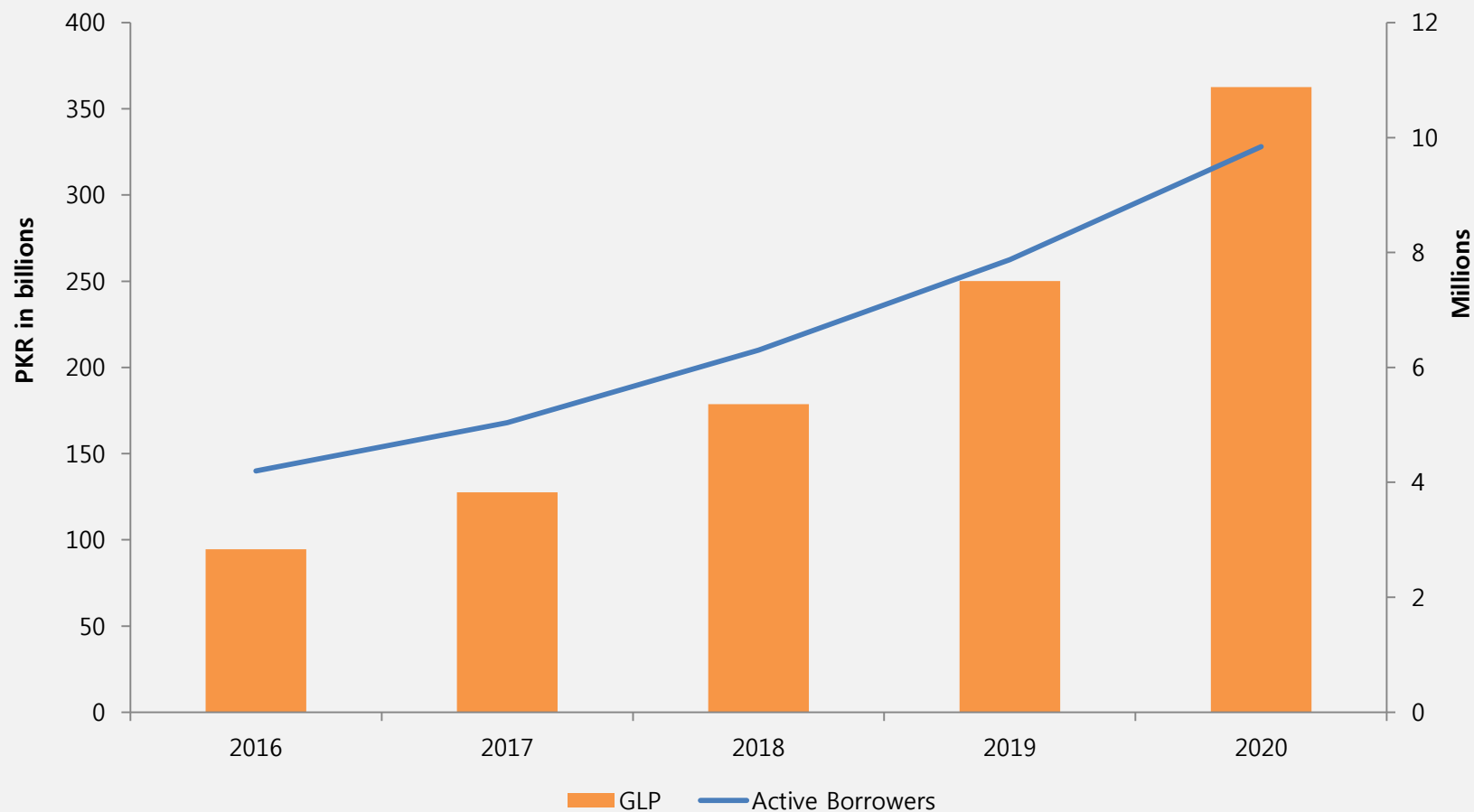
Active savers: 14.4 Million | Value of savings PKR 53B

Policy holders: 4.2 million | Sum insured: PKR 66B

Women clients: 56% Rural clients: 58%

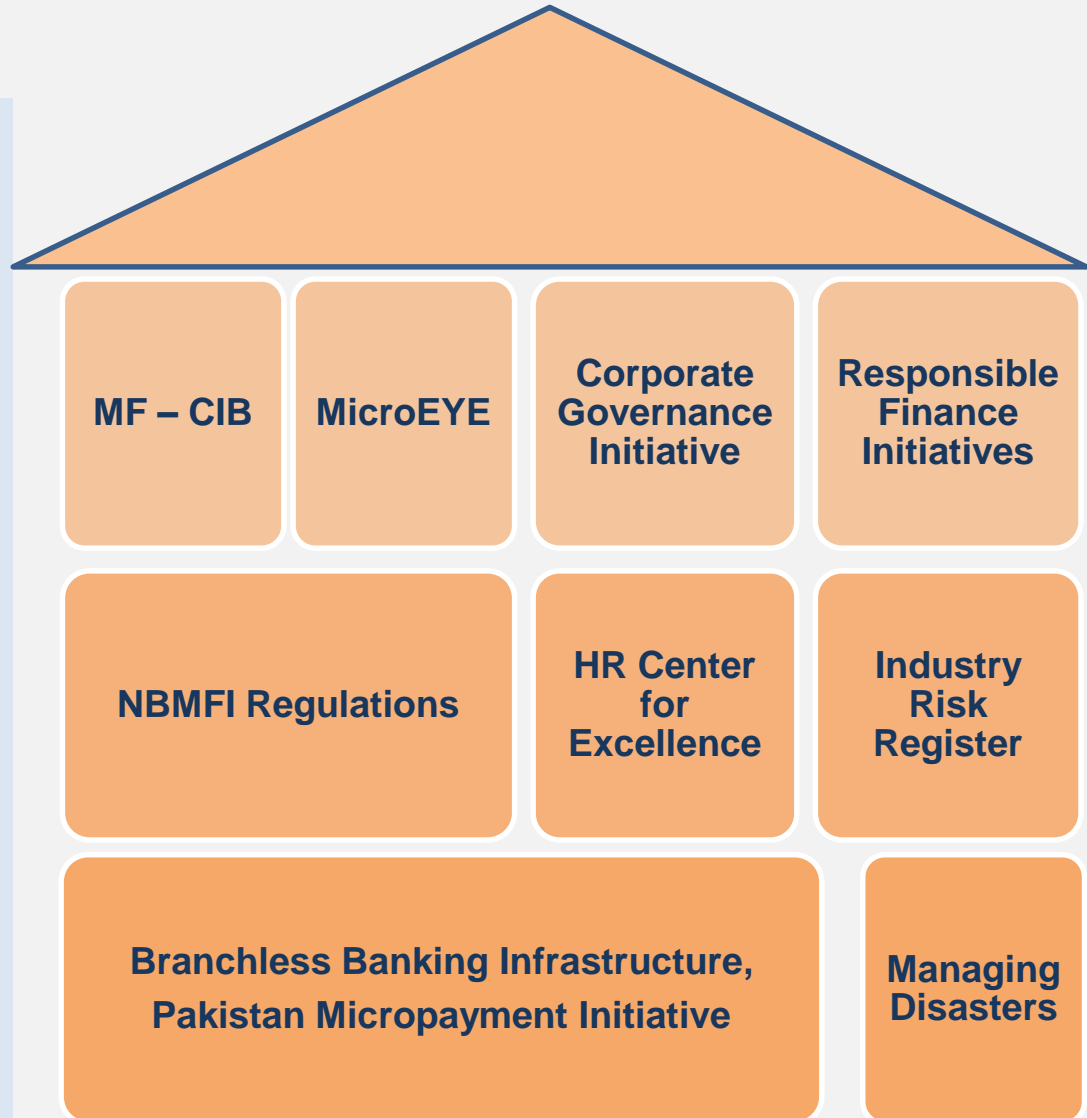
Microfinance Growth Strategy 2020: Reaching 10 Million clients

Projected Growth at Accelerated Growth Rate



Pillars of Sustainable Microfinance Growth

While we understand there are challenges to growth, however our optimism is backed by availability of and focus on setting pillars of sustainable growth





THANK YOU

