



Members' Performance Report

Q3 "2017"

14/11/2017

www.tanmeyah-jo.org

About Tanmeyah:

Jordan Microfinance Network – Tanmeyah - was established and formally registered as a non-profit institution at the Ministry of Industry and Trade in 2007 and was incepted to become the official representative for the microfinance institutions (MFIs), replacing the Microfinance Association of Jordan (MAJ), which was operating at that time. The Network's main objective is to develop a sustainable microfinance industry that will become an integral part of the national financial system in Jordan. It will play an active role in supporting the further development of the microfinance industry, providing advocacy and awareness rising on behalf of its members, promoting information and dissemination of developments and trends in the industry. Most importantly it will support the implementation of an appropriate regulatory environment, and will gather performance and benchmarking data for the sector.

Microfinance in Jordan:

The sector was formed in 1994 with the launch of a pilot lending scheme in Amman. Today, the industry is comprised of seven professionally run institutions that follow world class lending practices and are self-sustainable, meaning they do not rely on grants or subsidies for continuity.

Initially the sector focused primarily on group and business purpose lending but, based on demand, has evolved significantly to include individual enabling and supporting loans and products such as educational loans, life insurance and business development services concentrating on productive households and low income segment quality of living.

Microfinance has proved to be a powerful and effective tool in empowering Jordan's entrepreneurial poor to increase their family income and contribute to socio-economic growth. Tanmeyah's members prove their capability to grow on sustainable and solid bases envisioned through strong operational performance and the sustainability of the services provided.

Members of Tanmeyah:

Tanmeyah membership profile consist of the following members (random order):

- VITAS JORDAN.
- Micro Fund for Women.
- Jordan Micro Credit Company “Tamweelcom”.
- National Microfinance Bank “Al Watani”.
- Ahli Micro Finance Company.
- FINCA Jordan.
- UNRWA Microfinance Department.
- Ethmar for Islamic Finance.

Members Profile:

VITAS JORDAN:

Vitas Jordan originated as a continuation of the 1998 Cooperative Agreement signed between Global Communities (formerly CHF International) and USAID to establish the Southern Jordan Access to Credit Project (SJACP). The purpose of the project was to provide microfinance lending services to the residents of the southern Governorates of Jordan over a period of five years, as well as building an interactive capacity with the formal financial institutions through risk-sharing partnerships with commercial banks. In response to the local community needs, the vision of transforming the project into a sustainable local corporate entity was finally realized, culminating with the registration of MEMCC (Middle East Micro Credit Company) as a Limited Liability Non-Profit Company in January 2003. While MEMCC has achieved much in its 10 years, we feel that it is no longer the right structure to keep up with the growing and changing needs of our clients. To position ourselves to make a more lasting impact as we grow, MEMCC has joined the Vitas Group, a wholly-owned subsidiary company of Global Communities. With this move, MEMCC becomes “Vitas Jordan” in name and in values, but still remains true to its founding purpose: to make a difference in our communities by bringing financial opportunities to those who are not well-served by traditional banks or lenders. Vitas Jordan has the privilege of serving over 27,000 clients across Jordan. As we move forward, we renew our commitment to fulfill these clients’ needs. We constantly strive to live up to their expectations on all levels –

in keeping up with their life changes, in making their lives easier, and in providing comfortable and easy financial solutions that enable them to become self-sufficient and great contributors to the growth of their communities. Our clients represent our highest priority, so Vitas Jordan remains committed to keeping in constant communication with our clients dedicated and understanding to their surrounding conditions, we always keep in mind our role in being proactive to fulfill the exact need our client desires, we also dig deep to find the hidden potential of our clients to make the best out of their experience opening new endeavors and creating promising future opportunities for them.

Micro Fund for Women:

Microfund for Women is a limited liability non-profit organization that has been the hand that cares, protects, empowers and improves the lives of less fortunate Jordanian women entrepreneurs through microfinancing since 1999.

Microfund for Women's mission is to provide sustainable financial and non-financial services to the entrepreneurial poor, especially women, in order to empower them socially and economically, and to help them achieve a better quality of life.

In the last 17 years, MFW granted more than 750 thousand loans exceeding the amount of 300 million Jordanian dinars. Additionally, it has expanded its branch network by initiating 52 branches spread in different areas across the Kingdom.

MFW has been recently recognized as the Best Institution Supporting Women through Sheikh Mohammed bin Rashid Al Maktoum Award, in addition to Grameen-Jameel Sustainable Growth Award for efficiency, product innovation and financial sustainability on the Arab world level, as well as "A" Rating in Financial Performance and (4-) Rating in Social Performance by Planet Rating, Which positioned MFW as the leading MFI amongst 400 local and international MFIs.

Jordan Micro Credit Company "Tamweelcom":

The Jordan Micro Credit Company (Tamweelcom) was established in 1999 as a non-profit organization to pioneer the field of micro-enterprise support and development. Tamweelcom is owned by the Noor Al-Hussein Foundation which operates independently under the umbrella of the King Hussein Foundation.

To this day with its capital reserves exceeding JD 3 million, Tamweelcom continues to leave its mark on any challenge it faces. A growing capital coupled with enormous dedication and laser-like visions have propelled Tamweelcom toward unprecedented successes in the microfinance industry. Tamweelcom has proudly positioned itself as one of the leading microfinance companies on local, regional and international levels.

Tamweelcom provides financial and non-financial services to the low-income and productive-poor to improve their social and living standards by adopting and implementing international microfinance best practices. In addition to the financial and non-financial services which Tamweelcom provides, Tamweelcom through its value chain aims to offer further business development services such as necessary technical training including products packaging, and marketing, accounting and necessary financial literacy training, and such services will be provided by unique partners.

It's worth mentioning that Tamweelcom helps clients to sell their finished handmade products through Souk Ayyadi outlets, an opportunity to grant our clients the chance to market their products in fairs and exhibitions.

Our financial products include Individual Loans for projects such as (Hope Progress and Pioneer Loans), and those for (Marriage, Home Improvement, Car registration and Licensing etc, in addition to Group Loans, granted to groups of women comprised of 2 to 7 members.

Tamweelcom has served as of the end of 2013 over 341,153 clients, 93.71% of which are women, with over 406,983 loans disbursed with a total value exceeding JD 181, 340,976.

With regards to award and accreditation, Tamweelcom won the King Abdullah II Award for Excellence 2013 on Large Services category, and was rated the Number One Microfinance Company in Jordan and the Arab World according to "The MIX" market classification, 2008.

Tamweelcom seeks through its commitment to its mission in providing the best practices not solely to improve people's lives economically but socially as well. It also aspires to create an impact through its social services by validating and accrediting its practices and building on them.

National Microfinance Bank "Al Watani":

"Alwatani" (National Microfinance Bank) is a Jordanian private shareholding not-profit company that finances income generating projects for underserved segments of society, spreading a culture of micro credit and entrepreneurship and carries out mission driven activities. The

concept of Alwatani stems from His Highness, Prince Talal bin Abdul-Aziz's initiative to establish banks for micro and small entrepreneurs throughout the Arab World.

In March 27, 2006 under the patronage of Her Majesty Queen Rania, and His Highness', Prince Talal bin Abdul-Aziz, Alwatani disbursed its first loans in parallel with the opening of three branches. Now Alwatani have twenty-five branches.

Ahli Micro Finance Company:

Ahli Microfinance Company (AMC) was founded in mid-1999, and it is considered to be the first private-sector microfinance institution that operates in this field. Since then, AMC has provided 65 million JDs worth of loans to small and local businesses. As part of its ambitions on-going development plan AMC continues to open new branches in different cities across the kingdom. Through specialized training and advanced management techniques in the field, AMC supports its growing operation and sustains its team's development. It is a pioneer microfinance institution that targets customers who do not benefit from the services of commercial banks; therefore, the company's services take into account the social, economic and financial dimensions of its products

AMC excels in providing its services through developing loan programs professionally tailored to suit a varied assortment of businesses and social segments. These include: group and individual loans for licensed and unlicensed projects, The funding amount ranges from 500 JD to JD 15000.

Under the accelerated international changes and the strong competition between different sectors, it is very essential to adopt a system that achieves and ensures quality, supports competitiveness, and helps achieve required targets and continuously improves performance. Accordingly, AMC was granted the ISO 9001:2008 Quality Management Certificate through establishing effective methodologies to be implemented and controlled for management, marketing, operations, customer relations, human resources management, infrastructure resources and information technology.

FINCA Jordan:

FINCA's microfinance program in Jordan started in August 2007 and the first loan was disbursed on November 18, 2007. FINCA Jordan has established its head office in Amman, and has branches serving residents of Amman, Zarqa, Irbid, Jerash, Dier Alla, Sahab, Madaba, and Northern Shuneh.

FINCA Jordan targets women entrepreneurs in rural and urban areas that own small and medium businesses, either from their homes or from registered outlets in addition to small business sector clients. The FINCA clients have businesses in a variety of sectors from trade, services, manufacturing and agriculture. FINCA also targets the male and female young entrepreneurs under 30 years of age aspiring to start and expand their own ventures. As of today, the program has 25,000 active clients. FINCA Jordan targets under-served rural areas of Jordan where poverty is more widespread. FINCA Jordan's staff is comprised of experienced and dedicated professionals, committed to building a sustainable microfinance program and providing long-term solutions to the needs of its clients.

UNRWA Microfinance Department:

The United Nations Relief and Works Agency for Palestine Refugees in the Near East (UNRWA) was established by the United Nations General Assembly resolution 302 (IV) of the 8 December 1949 as a separate entity within the United Nations System to carry out direct relief and works programs for Palestine refugees. The Agency began operations on 1 May 1950. It operates in Jordan under special agreement with the Government of Jordan. UNRWA Microfinance was established in Gaza in 1991 and introduced into the West Bank in 1996. It was extended into Jordan and Syria in 2003. It is headquartered in Jerusalem and is uniquely the only multinational MFI in the Middle East. The microfinance program currently operates as a special financially and institutionally autonomous department within UNRWA, operating on a sustainable and operationally self-sufficient basis, following microfinance best practice disclosure, audit and social performance guidelines. Plans are currently underway to move the operation from UNRWA and to transform UNRWA Microfinance into an independent regional microfinance operation.

UNRWA Microfinance finances loans to both Palestine refugees and Jordanians citizens, providing loans to microenterprises, women's household income-generating activities, home improvement, and household asset-building, as well as education and healthcare. It is one of the pioneers of social performance management in the MENA region, winning the gold category for MIX indicator reporting in 2009 and 2010 and the Platinum prize in 2011. Its microfinance outreach focuses on the poor and low-income clients, informal enterprises, women and youth.

Ethmar for Islamic Finance:

Ethmar for Islamic Finance is a private share holding company established by King Al-Hussein Foundation (KHF) in 2015 to serve those who are financially excluded with Shari'a –compliant, innovative and flexible financial solutions. It helps individuals and small businesses owners to improve their living standards and empower them economically and socially to fight poverty and unemployment.

Ethmar for Islamic Finance is Jordan's first Shari'a-compliant finance company that adheres to innovation as an approach to design and develop its products to meet the needs of the underserved clients. The idea of Islamic Microfinance is based on the principle of sharing capital, work, effort and risk in any business or investment project in accordance with the provisions of Islamic Shari'a Laws. Despite the spread of Islamic financial institutions throughout the region, the fact is that Jordan's potential demand for tailored Islamic finance products is still largely unmet – only the needs of 4% of clients who prefer Shari'a banking, have been met by institutions offering a mix of conventional and Shari'a-compliant products.

Our unique vision, mission and values capture the essence of who we are and how we interact with one another. In addition, it speaks to how we go to market and our commitment to delivering excellence to our clients, stakeholders, and the community.

Executive Summary:

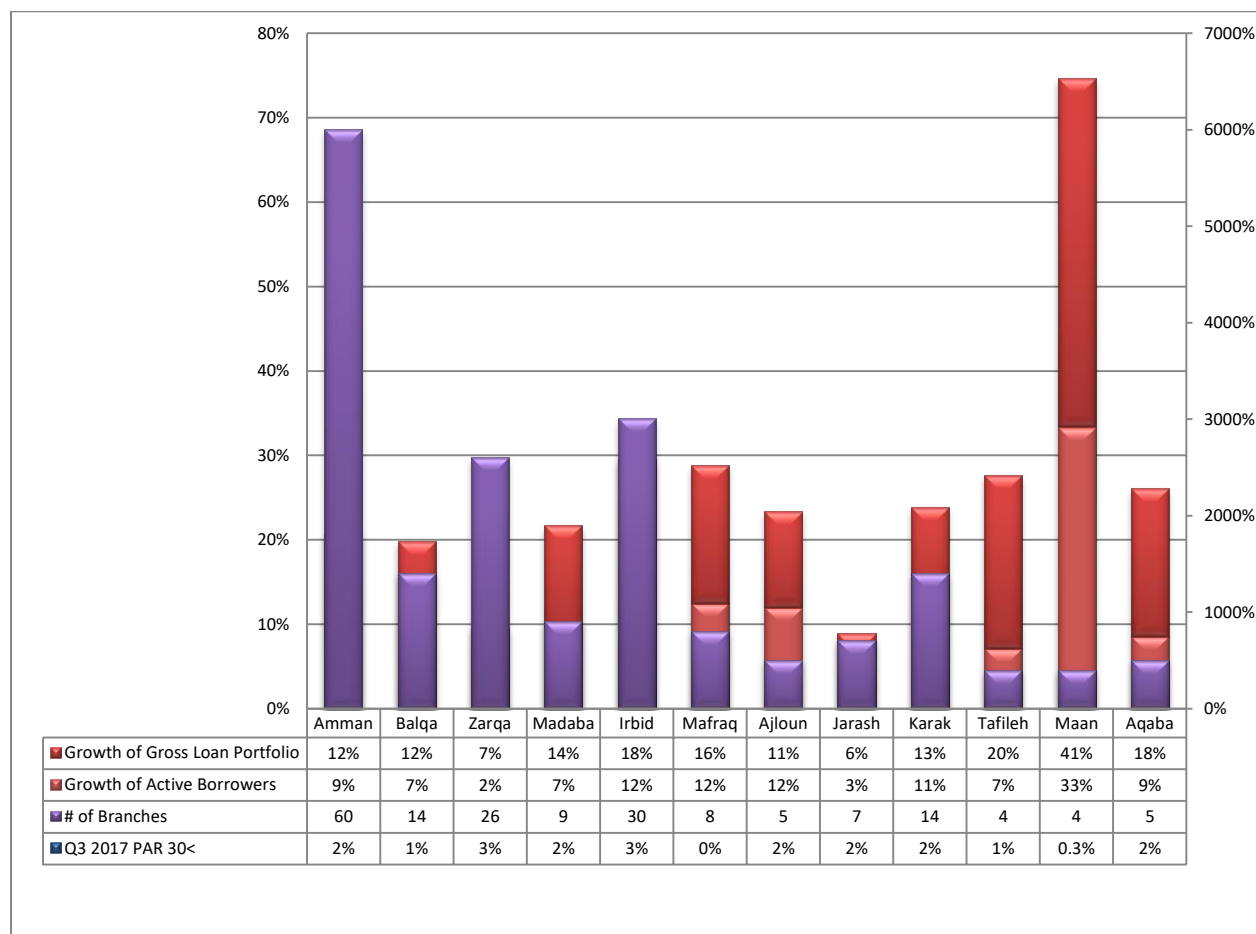
The microfinance industry during the third quarter of 2017 was able to achieve the following growth comparing to the same period of 2016:

Number of Active Borrowers: increased by 8% to reach (411,372).

Number of Active Loans: increased by 4% to reach (413,591).

Total Gross Loan Portfolio: increased by 13% reaching JD (224) million.

On the governorates level, 69% of the industry outreach was focused outside Amman, with an average growth rate of 9% in annual basis compared to 2016. In terms of governorates' performance, Maan was leading with 41% of portfolio growth, 33% increase in the number Active Borrowers and PAR > 30 of 0.3% followed by Tafileh with 20% growth in the portfolio, 7% increase in the number of Active Borrowers and PAR >30 of 1% as per the graph below:



Industry Performance:

Outreach Indicators Compared to Q3 2016:

- Number of Active Borrowers:**
 Number of Active Borrowers increased by 8% reaching (411,372) Active Borrower.
- Number of Active Loans:**
 Number of Active Loans increased by 4% reaching (413,591) Active Loans.
- Gross loan Portfolio:**
 Total Gross Loan Portfolio increased by 13% reaching JD (224) million.
- Average Outstanding Loan Balance:**
 Average Outstanding Loan Balance increased by 8% reaching JD (541).

- **Number of Branches:**

Number of Branches increased by 8% reaching 186 branches.

Comparison Table Q3 2016 - Q3 2017:

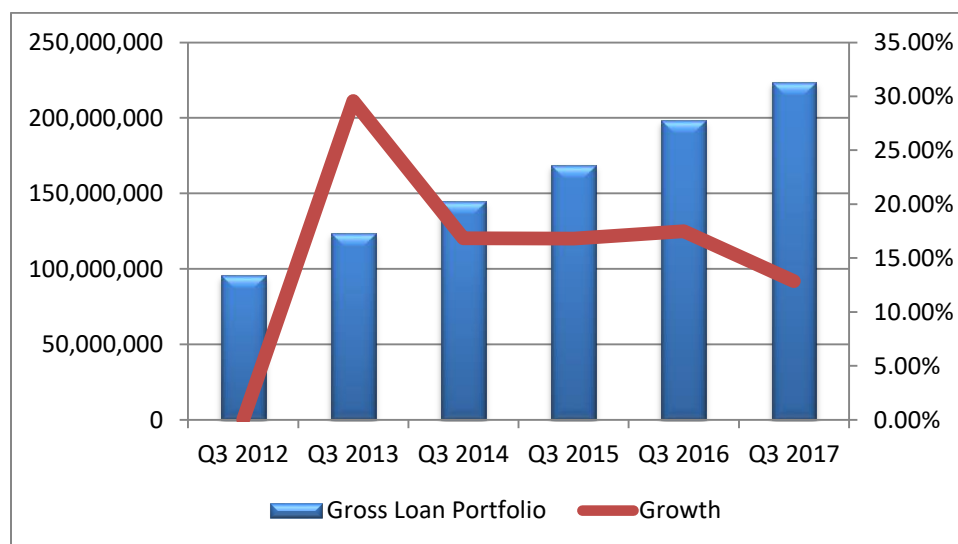
Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	379,438	411,372	8%
Active Loans	395,954	413,591	4%
Total Gross Loan Portfolio (GLP) JD Million	198	224	13%
Average Outstanding Loan Size JD	501	541	8%
Number of Branches	173	186	8%
PAR 30<	3.4%	1.7%	-1.7%
Written Off %	0.39%	0.33%	-0.06%

Gross loan Portfolio (Annual Comparison):

On average, the Gross loan portfolio indicator as a figure grow at a sustainable pace of 19% for the past years (Q3 2012:Q3 2017), and this increase was mainly resulted of the outreach policy applied by the different MFIs, and the introduction of new financial products to the market. In Maan the growth of the total loan portfolio has reached 41% compared to the same period of 2016 reaching JD (2.2) million, followed by Tafileh with an increase of 20% reaching JD (4.1) million and Irbid which have witnessed an increase of 18% reaching JD (33.5) million

Period Q3	Total Gross Loan Portfolio (GLP) JOD	Periodical Growth Rate
2012	95,517,180	0%

2013	123,747,974	30%
2014	144,566,952	17%
2015	168,879,664	17%
2016	198,398,365	17%
2017	223,897,422	13%



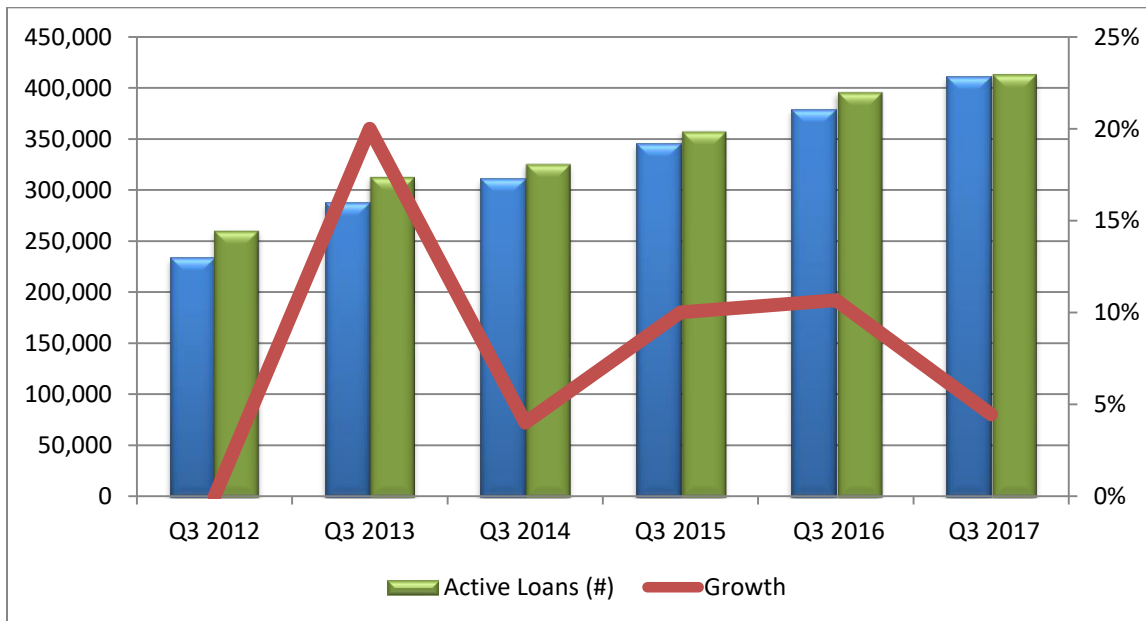
Outreach Indicators (Periodical Comparison):

The outreach indicators illustrated by the number of Active Borrowers and Active loans achieved an average growth rate of 8% for the past seven years as indicated through the following table:

The major driving force that has pushed the number of Active Borrowers and Loans was mainly due to the opening of 13 new branches during the period; 3 in Amman, 3 in Irbid, 1 in Balqa, 2 in Zarqa, 1 in Mafraq, 2 in Karak and 1 in Maan, which has left up the total number of the branches to 186.

Period Q3	Active Borrowers (#)	Active Loans (#)	Growth
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Period Q3	Active Borrowers (#)	Active Loans (#)	Growth
2012	233,757	261,279	0%
2013	287,891	313,449	20%
2014	311,443	325,930	4%
2015	345,742	357,763	10%
2016	379,438	395,954	11%
2017	411,372	413,591	4%



Total Disbursed Loans (Borrower):

Total Disbursed Loans has increased in the third quarter of 2017 by 8% reaching 81,485 thousand compared to the same quarter of 2016.

Number and Amount of Disbursed Loans:

The total number of Disbursed Loans has decreased by 2% in the third quarter of 2017 reaching 79,116 compared to the same period of 2016, coupled with an increase of 13% on the amount of Disbursed Loans reaching JD (68.8) million.

Loans Disbursement Profile (Q3 2016 – Q3 2017):

Performance	Q3 2016	Q3 2017	Growth
Disbursed Loans (Borrowers)	75,684	81,485	8%
Number of Disbursed Loans	80,713	79,116	-2%
Amount of Disbursed Loans JD Million	60.8	68.8	13%
Average Loan Disbursed	753	870	15%

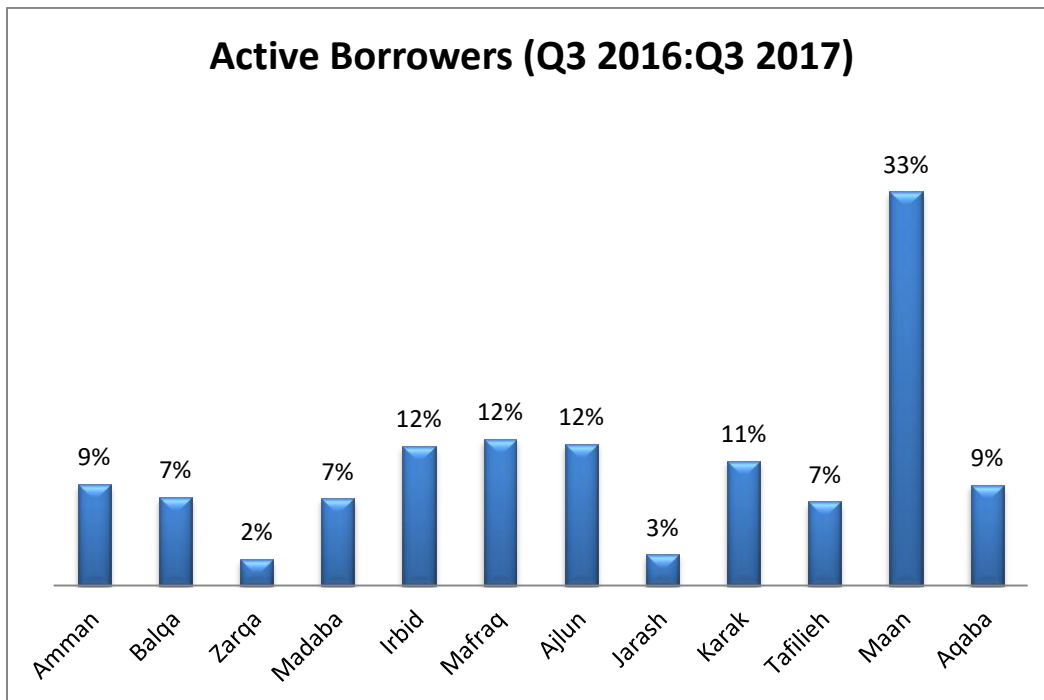
Governorates Profile:

Governorates Analysis:

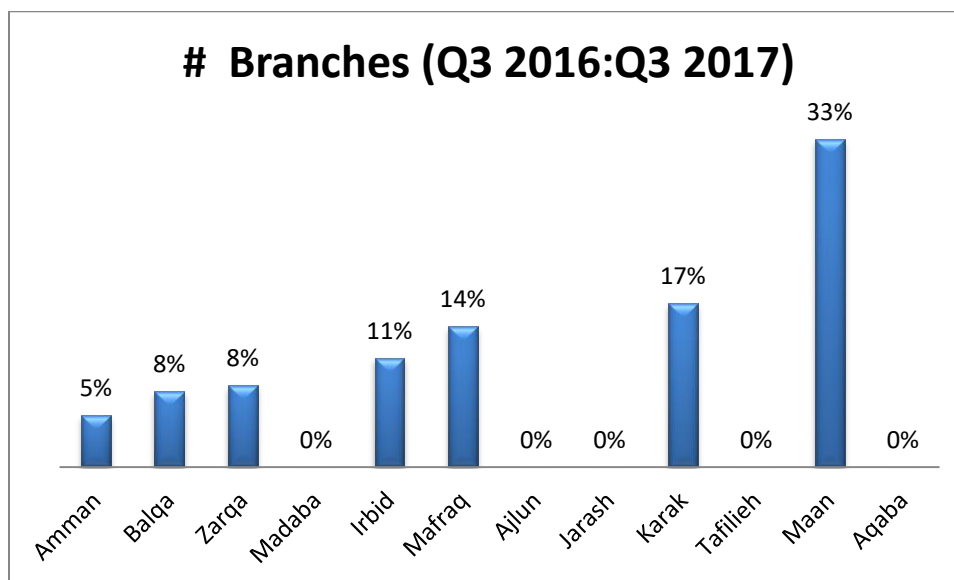
Generally, the microfinance institutions are giving more priority towards the governorates, rural areas and the poverty pockets inside and outside Amman, believing in extending more focused outreach to enhance development in the kingdom, throughout providing better services to the targeted segment that includes; productive and low-income people and micro and small enterprises (MSEs).

The latest updated statistics of the microfinance operations shows that, 69% of the total industry’s operations and infrastructure are set outside of Amman in terms of borrowers, branches, and 64% of the portfolio investments.

In terms of the related governorates operations growth, Maan recorded the highest annual percentage of growth rate in terms of active borrowers recording 33%, followed by Irbid, Mafraq and Ajlune recording 12%.



In terms of outreach (Branches), Maan recorded the highest growth in the number of branches followed by Karak and Mafraq.



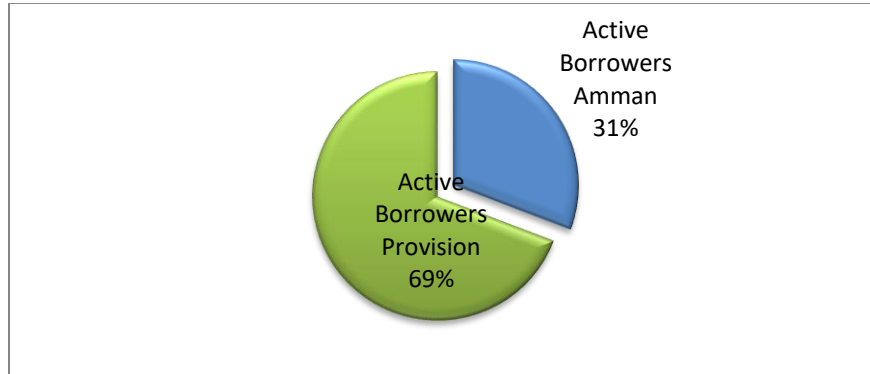
Amman Vs. Other Governorates:

The majority of the progress achieved by the microfinance industry was mainly outside the borders of Amman according to the following:

Performance	Amman	Outside Amman	Total
Active Borrowers	127,369	284,003	411,372
%	31%	69%	100%
Active Loans	129,721	283,870	413,591
%	31%	69%	100%
Total Gross Loan Portfolio (GLP) JD	81,688,415	142,209,007	223,897,422
%	36%	64%	100%
Number of Branches	60	126	186
%	32%	68%	100%

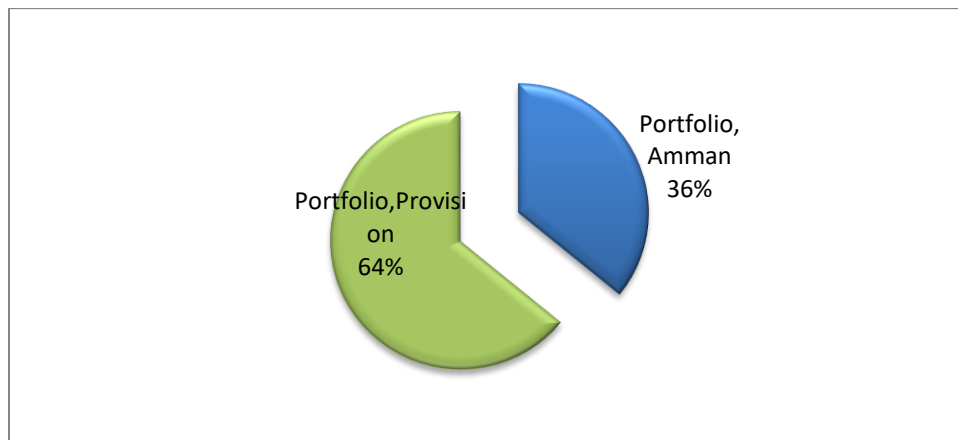
Active Borrowers:

Only 31% or (127,369) of the microfinance industry Active Borrowers are located within the framework of Amman, which makes the larger number available outside Amman (284,003).



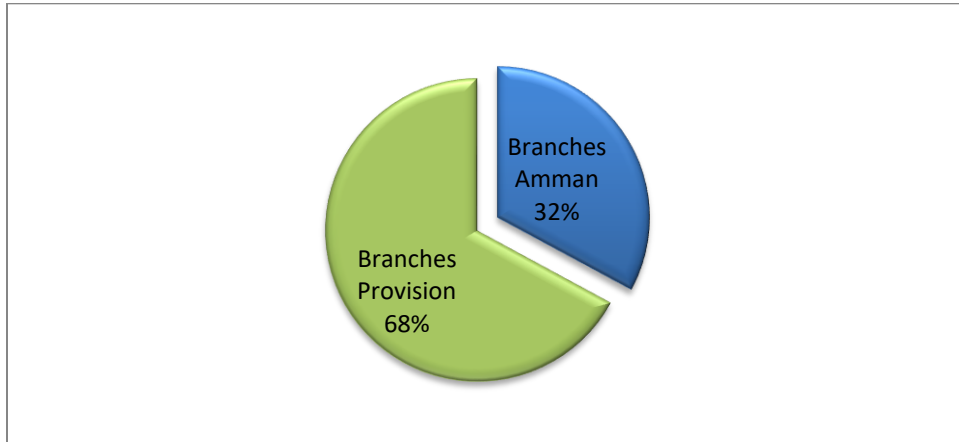
Total Gross Loan Portfolio:

36% or JD (81.6) million of the microfinance industry's portfolio is operated within the framework of Amman, and 64% of the portfolio with the amount of JD (142.2) million is operated outside of Amman, coupled with a growth rate of 13%.



Number of Branches:

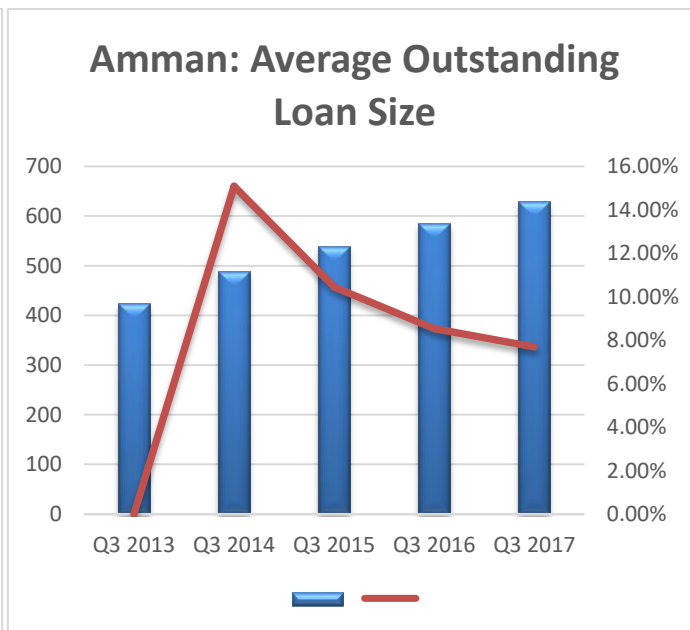
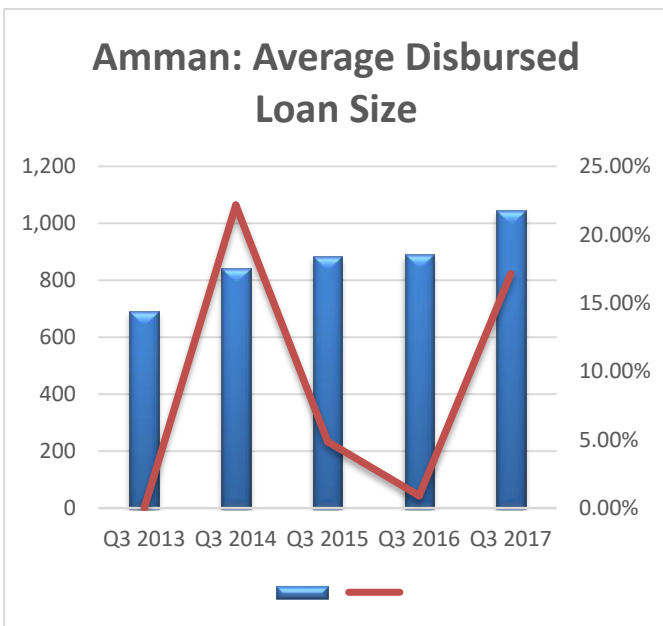
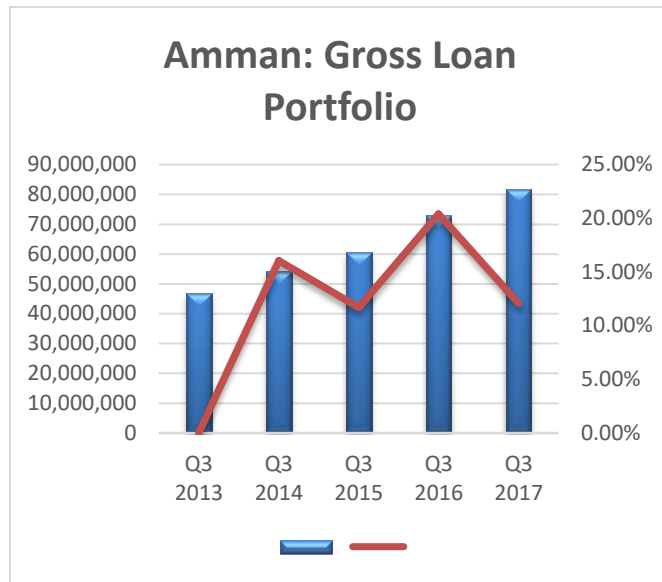
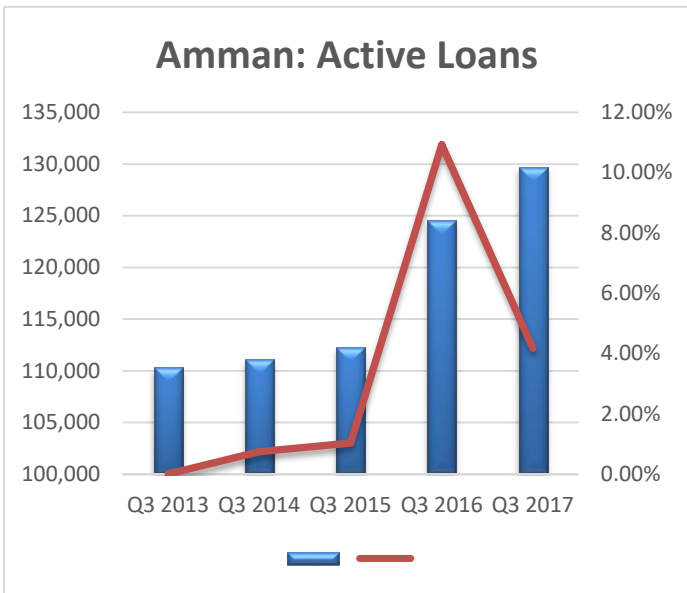
126 branches or 68% of the microfinance industry branches are located outside the governorate of Amman.



Detailed Governorates Performance:

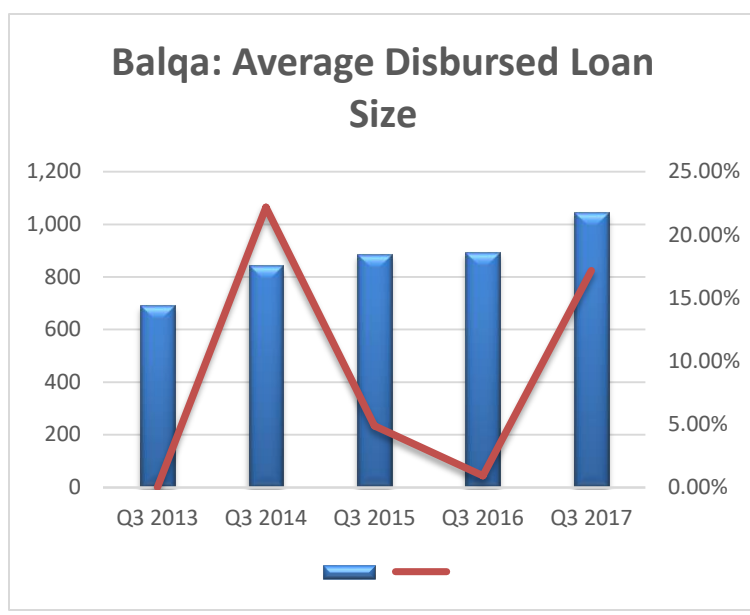
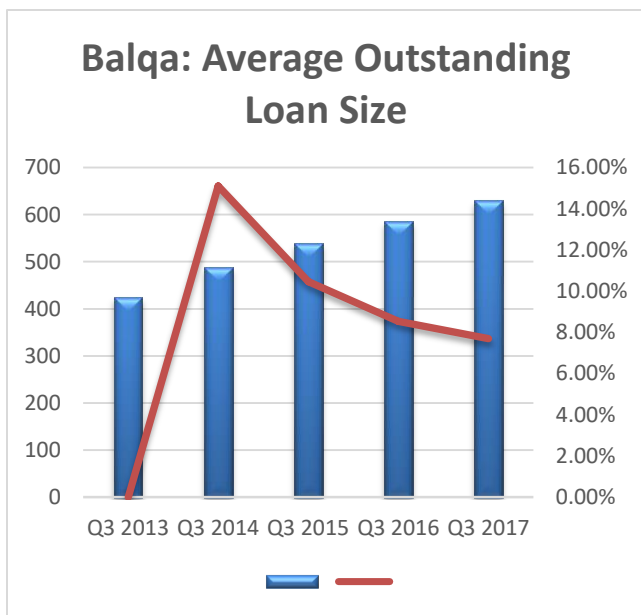
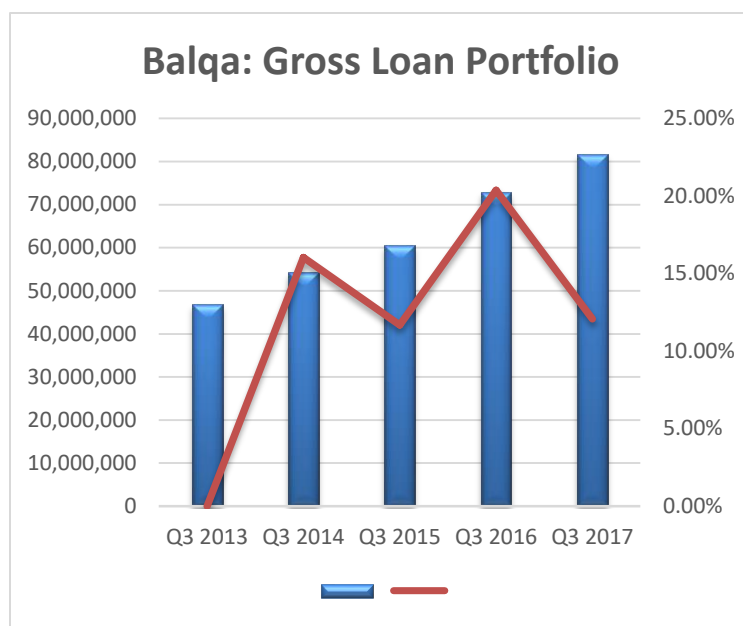
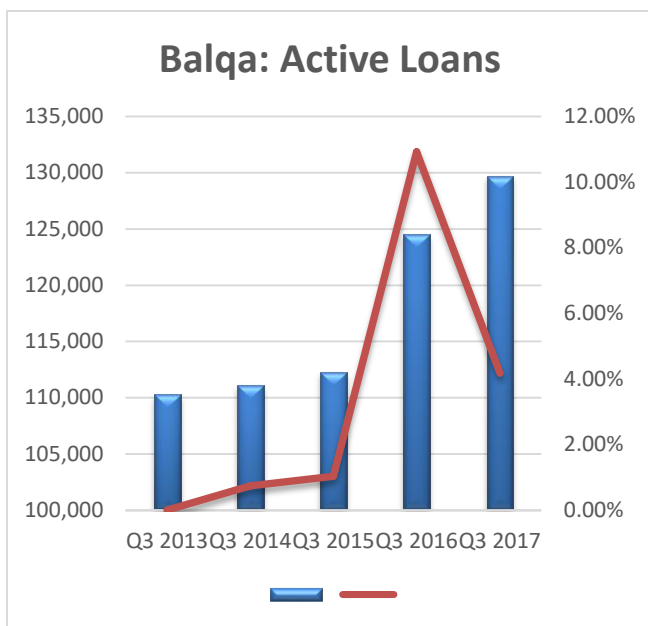
Amman:

Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	117,305	127,369	9%
Active Loans	124,528	129,721	4%
Total Gross Loan Portfolio (GLP) JD	72,883,142	81,688,415	12%
Average Outstanding Loan Size JD	585	630	8%
Women Borrowers	76%	75%	-1%
PAR >30	2.0%	2.5%	0.5%
Written Off %	0.5%	0.6%	0.1%
Number of Branches	57	60	5%
Performance	Q3 2016	Q3 2017	Growth
Total Disbursed Loans (Borrowers)	23,850	25,399	6%
Number of Loans Disbursed	25,983	25,007	-4%
Amount of Loans Disbursed (JD)	23,187,606	26,144,159	13%
Average Disbursed Loan Size (JD)	892	1,045	17%



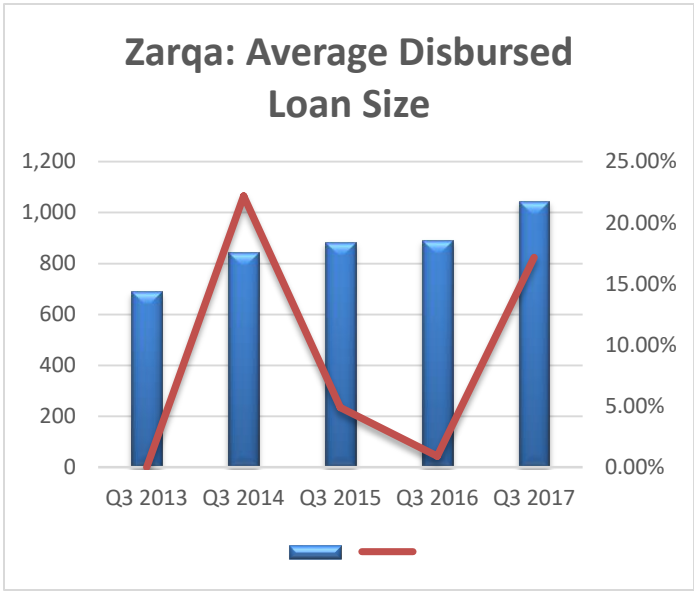
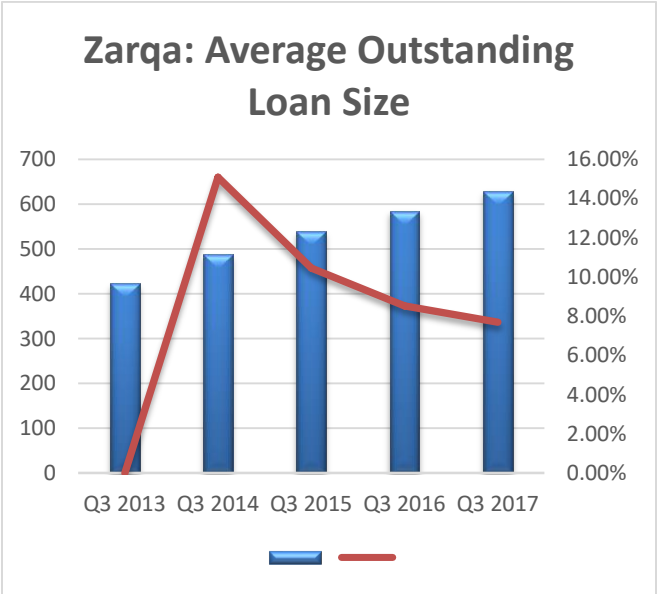
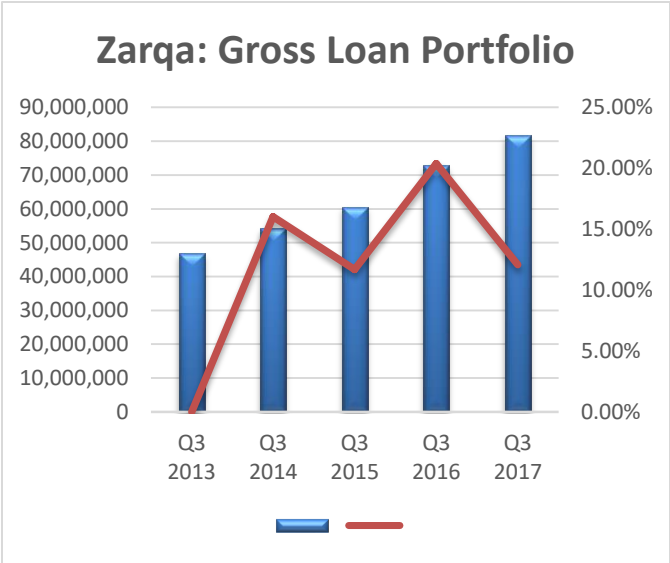
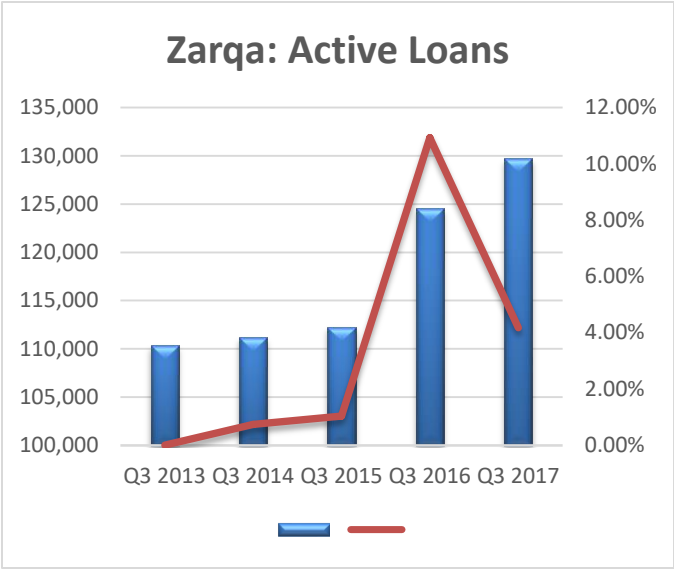
Balqa:

Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	32,550	34,982	7%
Active Loans	33,798	34,771	3%
Total Gross Loan Portfolio (GLP) JD	14,463,751	16,242,730	12%
Average Outstanding Loan Size JD	428	467	9%
Women Borrowers	90%	89%	-1%
PAR >30	0.6%	0.9%	0.3%
Written Off %	0.2%	0.2%	0.0%
Number of Branches	13	14	8%
Performance	Q3 2016	Q3 2017	Growth
Total Disbursed Loans (Borrowers)	6,770	7,083	5%
Number of Loans Disbursed	7,113	6,677	-6%
Amount of Loans Disbursed (JD)	4,689,166	5,228,605	12%
Average Disbursed Loan Size (JD)	659	783	19%



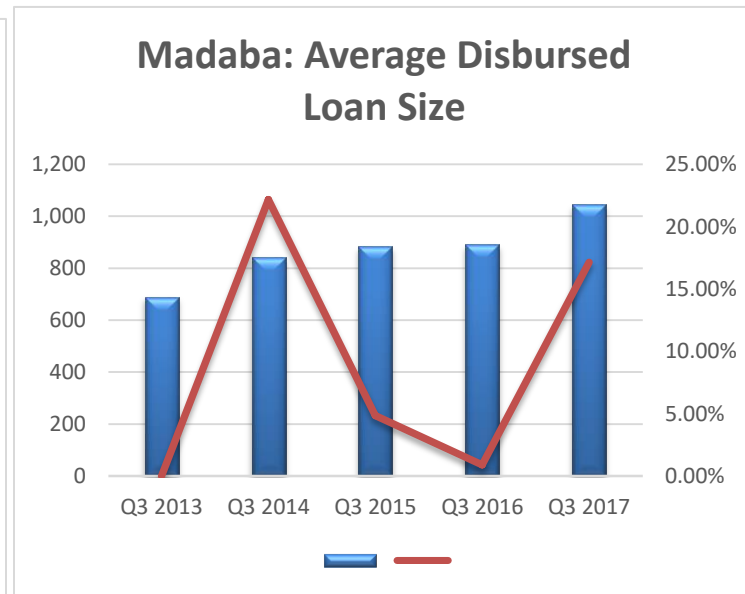
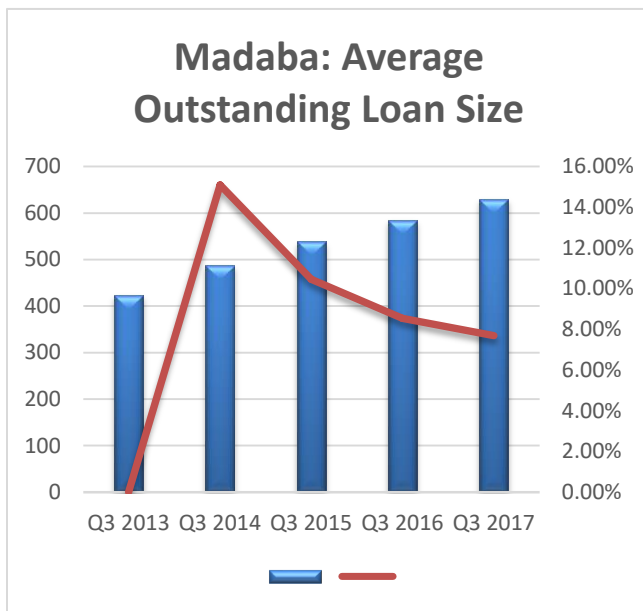
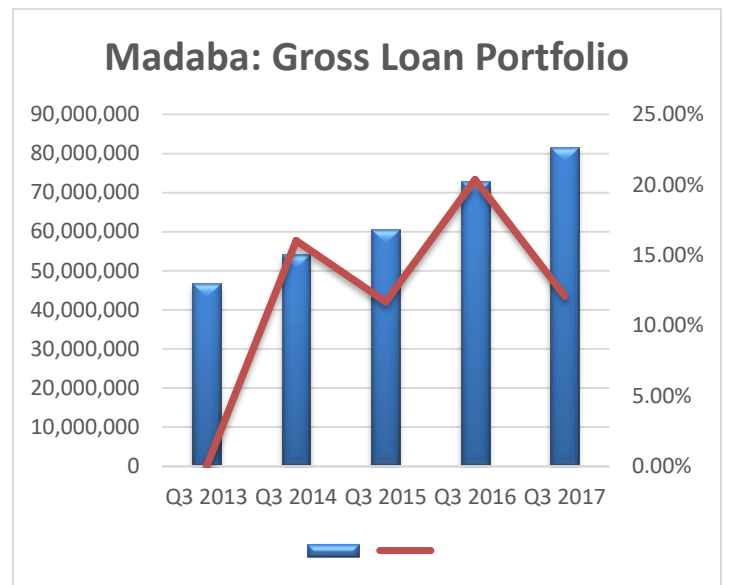
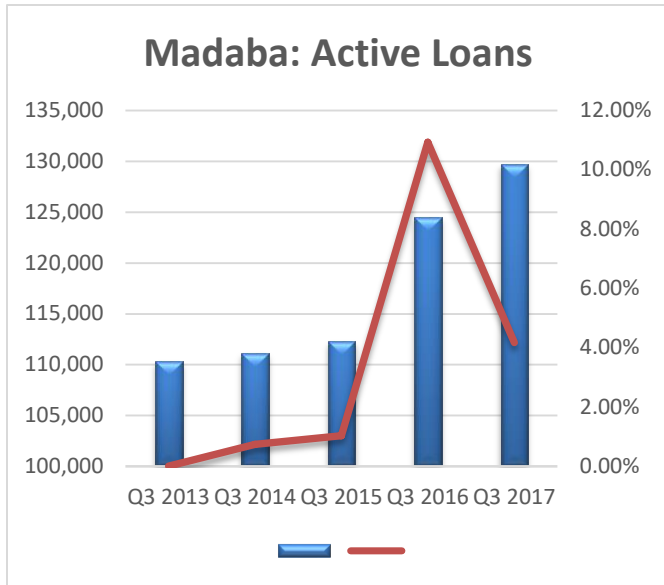
Zarqa:

Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	57,070	58,350	2%
Active Loans	58,834	58,254	-1%
Total Gross Loan Portfolio (GLP) JD	29,501,577	31,647,954	7%
Average Outstanding Loan Size JD	501	543	8%
Women Borrowers	82%	80%	-1%
PAR >30	2.1%	3.0%	0.9%
Written off %	0.7%	0.8%	0.1%
Number of Branches	24	26	8%
Performance	Q3 2016	Q3 2017	Growth
Total Disbursed Loans (Borrowers)	11,001	11,201	2%
Number of Loans Disbursed	11,590	10,817	-7%
Amount of Loans Disbursed (JD)	8,447,205	9,138,634	8%
Average Disbursed Loan Size (JD)	729	845	16%



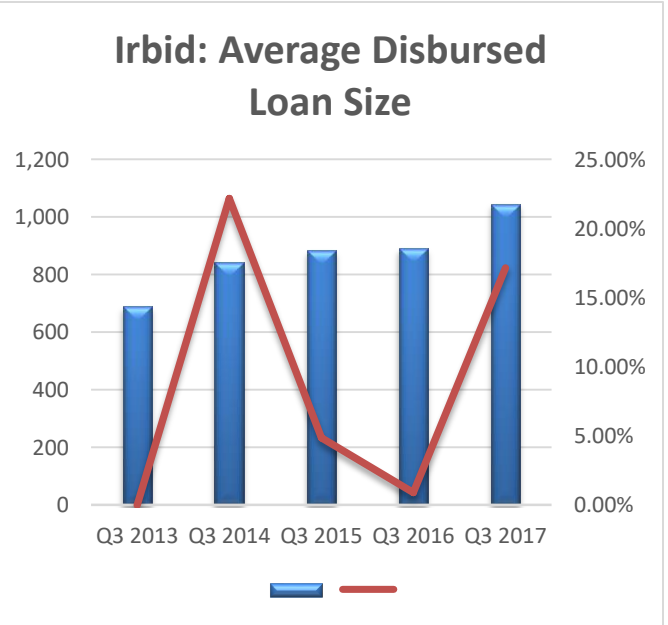
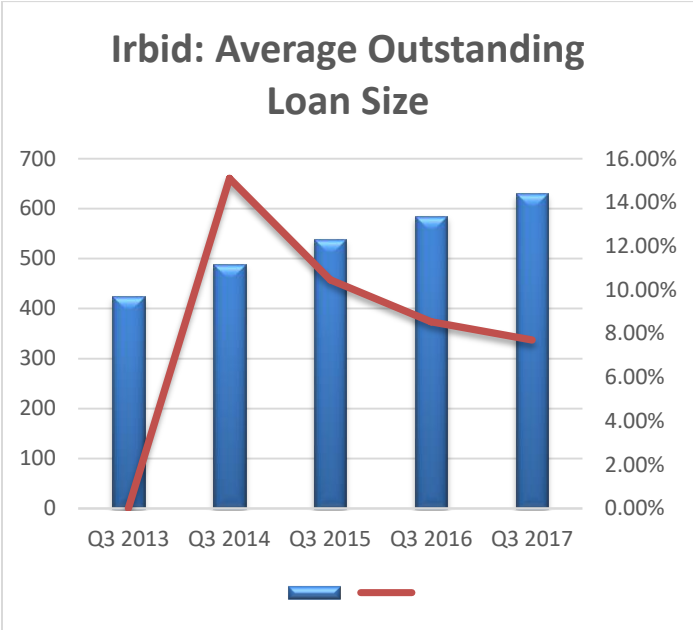
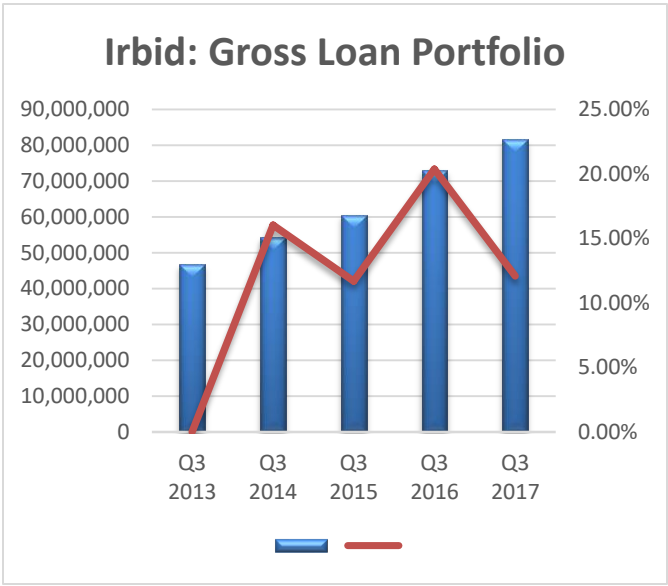
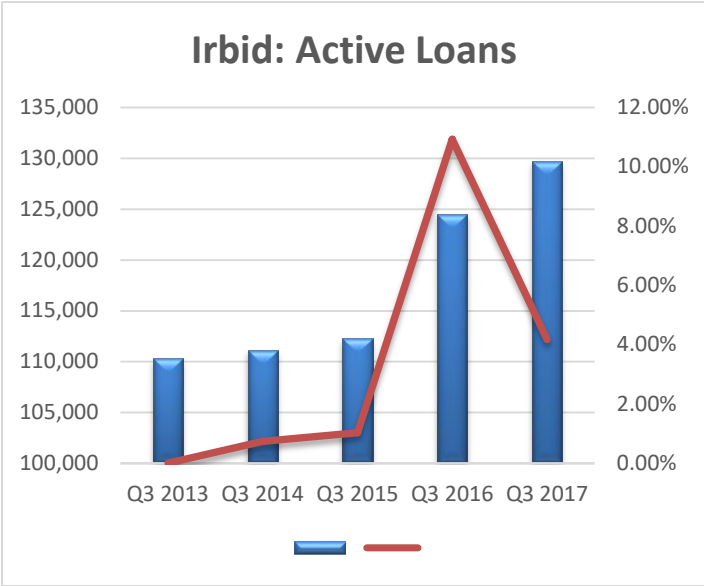
Madaba:

Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	19,977	21,448	7%
Active Loans	20,555	21,729	6%
Total Gross Loan Portfolio (GLP) JD	10,264,385	11,734,248	14%
Average Outstanding Loan Size JD	499	540	8%
Women Borrowers	86%	84%	-2%
PAR >30	1.0%	1.7%	0.7%
Written Off %	0.4%	0.4%	0.0%
Number of Branches	9	9	0%
Performance	Q3 2016	Q3 2017	Growth
Total Disbursed Loans (Borrowers)	3,748	4,006	7%
Number of Loans Disbursed	4,022	3,944	-2%
Amount of Loans Disbursed (JD)	2,953,644	3,248,764	10%
Average Disbursed Loan Size (JD)	734	824	12%



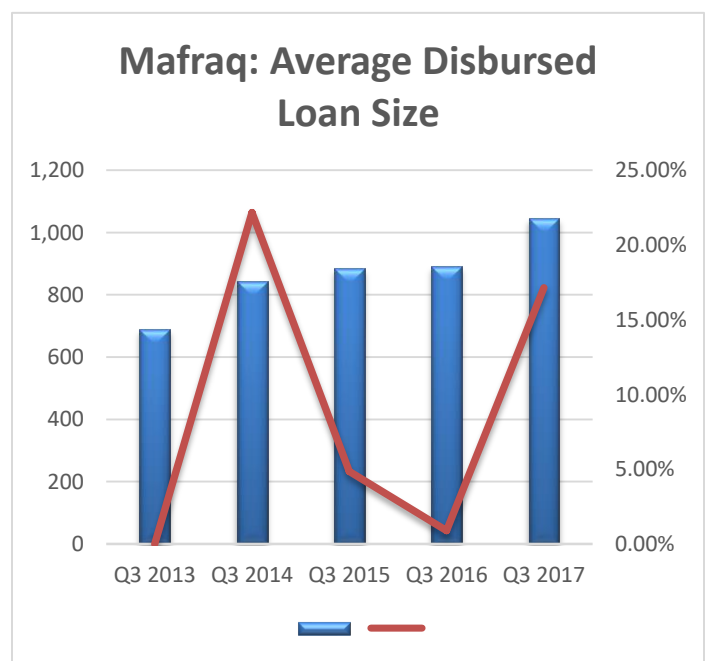
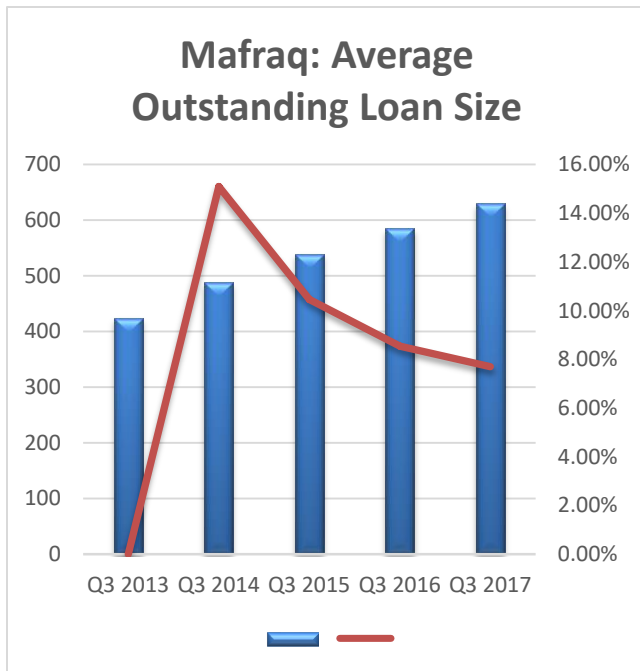
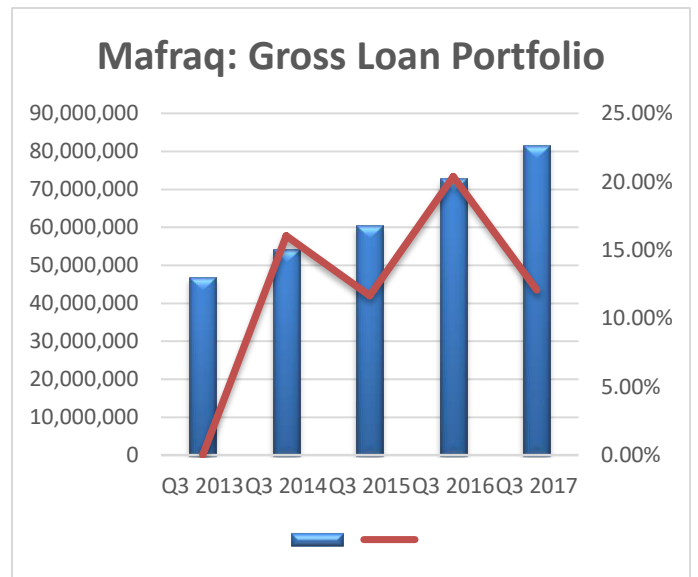
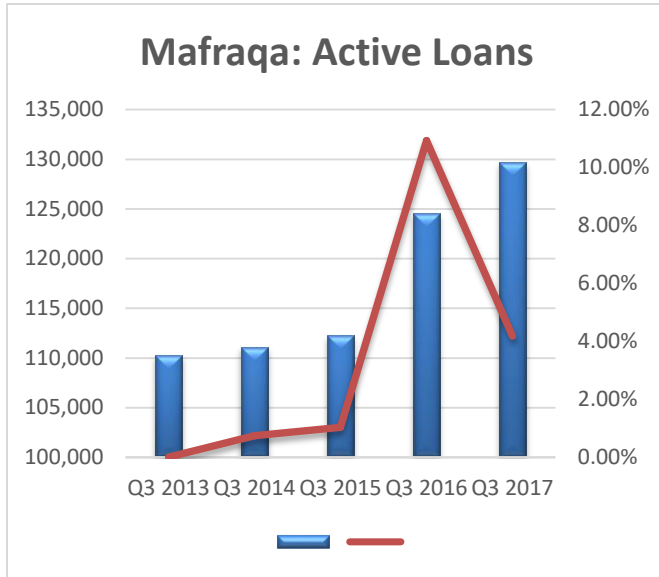
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Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	63,078	70,542	12%
Active Loans	64,673	69,618	8%
Total Gross Loan Portfolio (GLP) JD	28,486,107	33,516,626	18%
Average Outstanding Loan Size JD	440	481	9%
Women Borrowers	80%	78%	-2%
PAR >30	2.5%	3.2%	0.7%
Written Off %	0.6%	0.5%	-0.1%
Number of Branches	27	30	11%
Performance	Q3 2016	Q3 2017	Growth
Total Disbursed Loans (Borrowers)	12,701	14,381	13%
Number of Loans Disbursed	12,935	13,889	7%
Amount of Loans Disbursed (JD)	8,925,622	10,474,322	17%
Average Disbursed Loan Size (JD)	690	754	9%



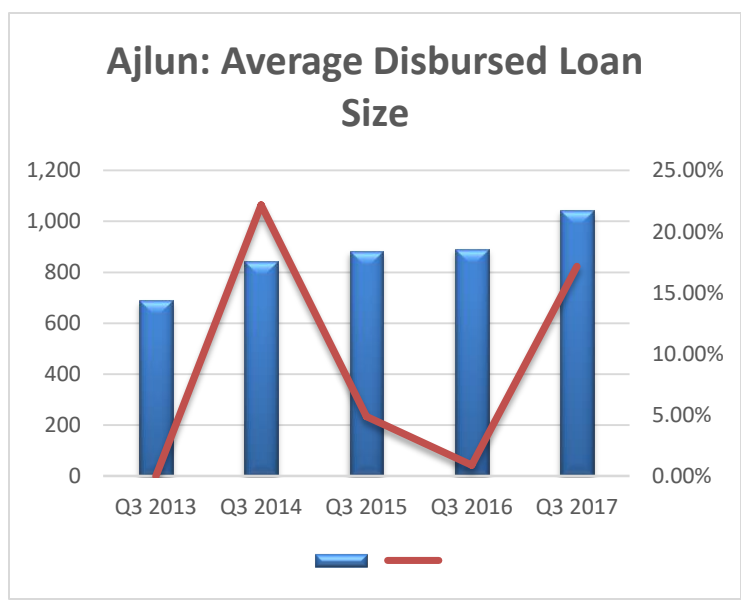
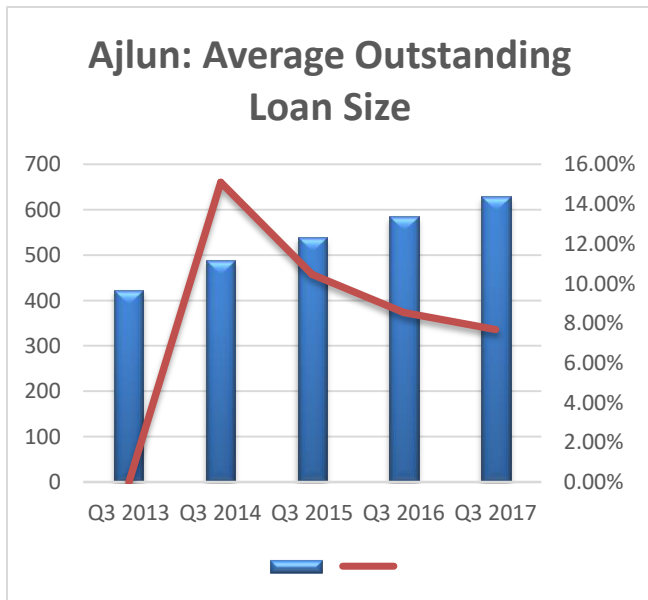
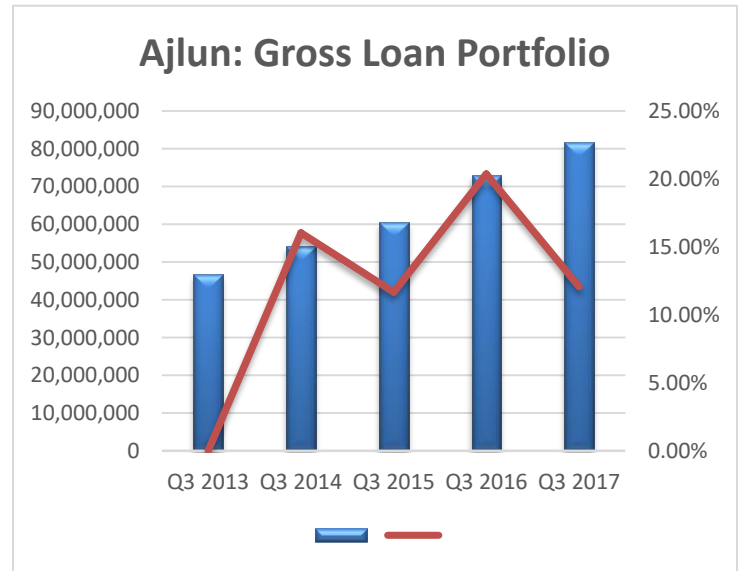
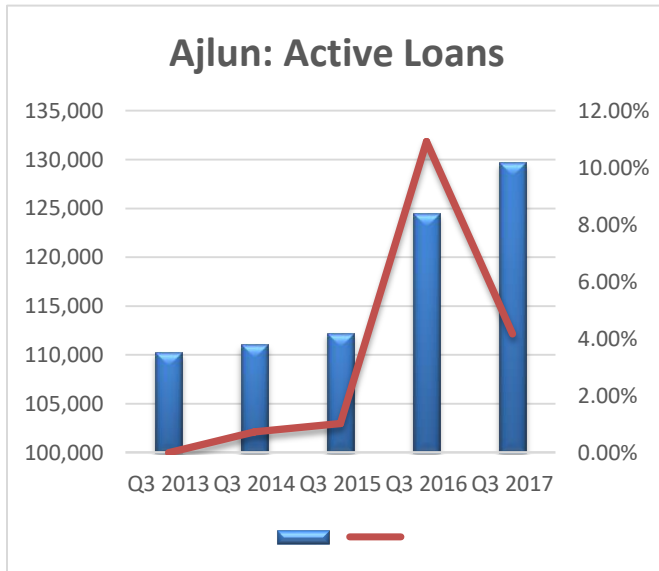
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Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	18,828	21,166	12%
Active Loans	19,769	21,201	7%
Total Gross Loan Portfolio (GLP) JD	7,127,787	8,297,091	16%
Average Outstanding Loan Size JD	361	391	9%
Women Borrowers	90%	69%	-21%
PAR >30	0.5%	0.4%	-0.1%
Written Off %	0.15%	0.16%	0.0%
Number of Branches	7	8	14%
Performance	Q3 2016	Q3 2017	Growth
Total Disbursed Loans (Borrowers)	3,961	4,264	8%
Number of Loans Disbursed	4,320	4,076	-6%
Amount of Loans Disbursed (JD)	2,387,773	2,770,048	16%
Average Disbursed Loan Size (JD)	553	680	23%



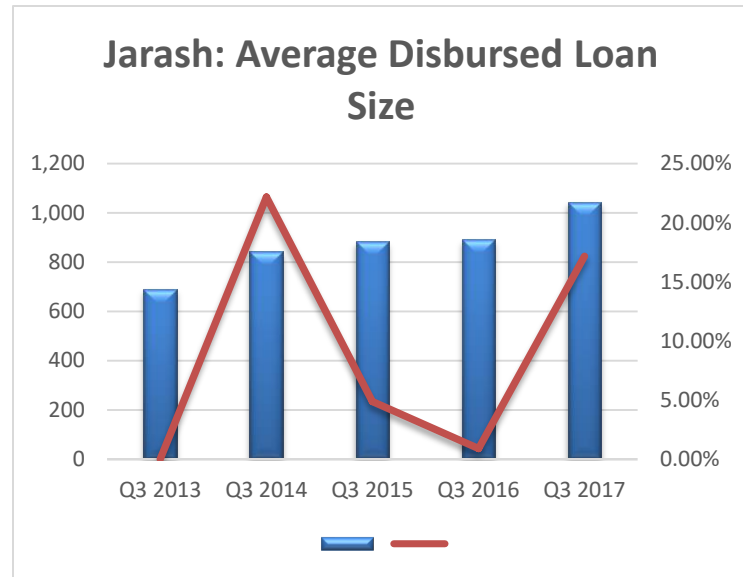
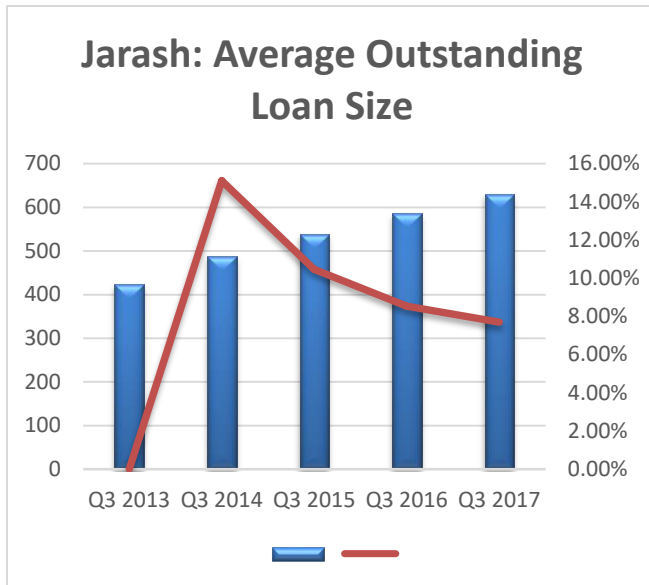
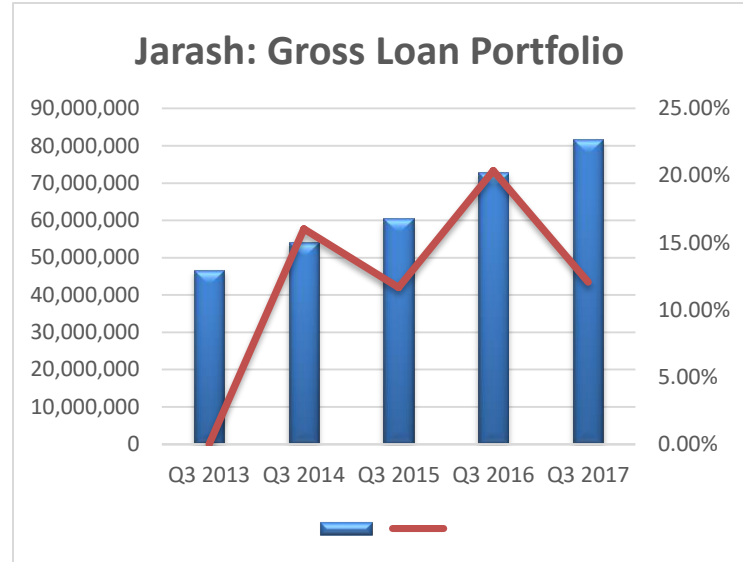
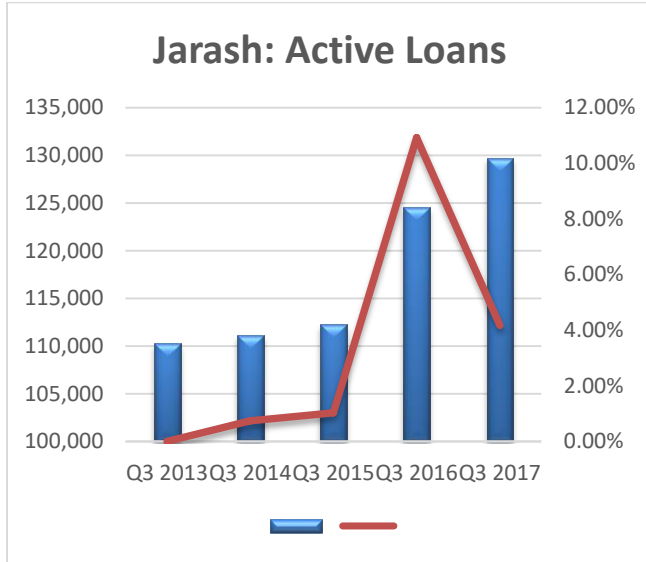
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Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	9,148	10,245	12%
Active Loans	9,494	10,164	7%
Total Gross Loan Portfolio (GLP) JD	3,755,855	4,183,641	11%
Average Outstanding Loan Size JD	396	412	4%
Women Borrowers	115%	85%	-30%
PAR >30	1.0%	1.7%	0.7%
Written Off %	0.13%	0.24%	0.1%
Number of Branches	5	5	0%
Performance	Q3 2016	Q3 2017	Growth
Total Disbursed Loans (Borrowers)	1,925	1,921	0%
Number of Loans Disbursed	2,004	1,835	-8%
Amount of Loans Disbursed (JD)	1,271,348	1,255,725	-1%
Average Disbursed Loan Size (JD)	634	684	8%



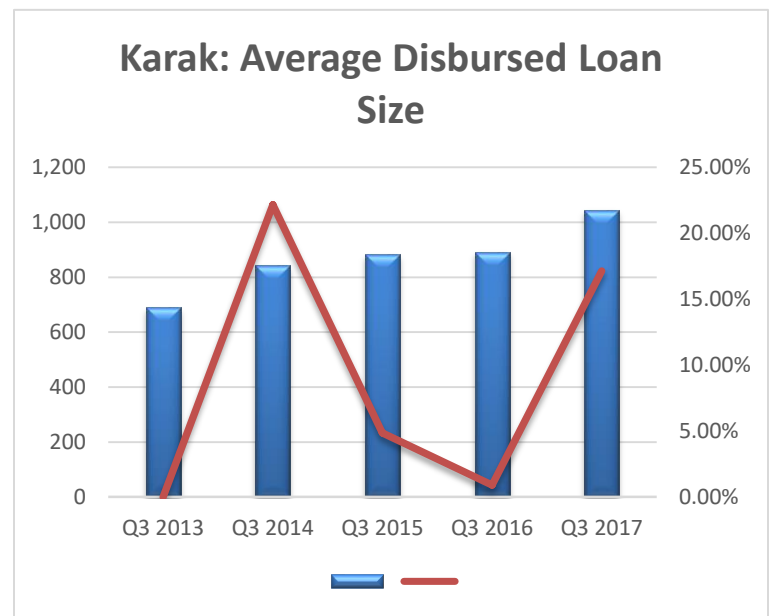
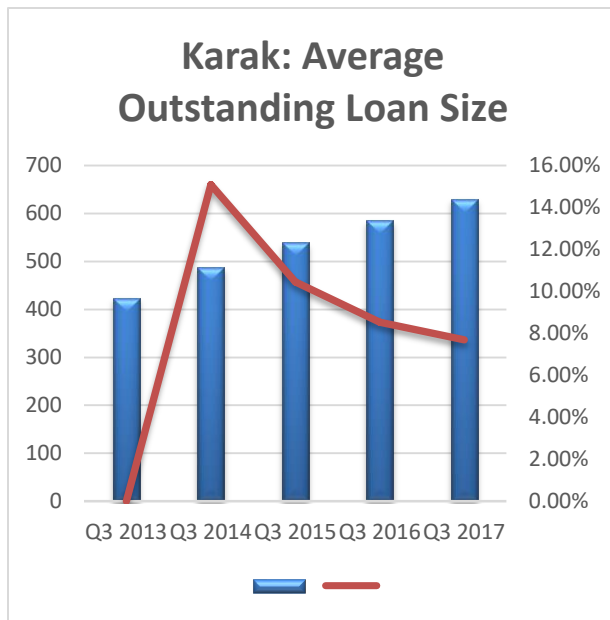
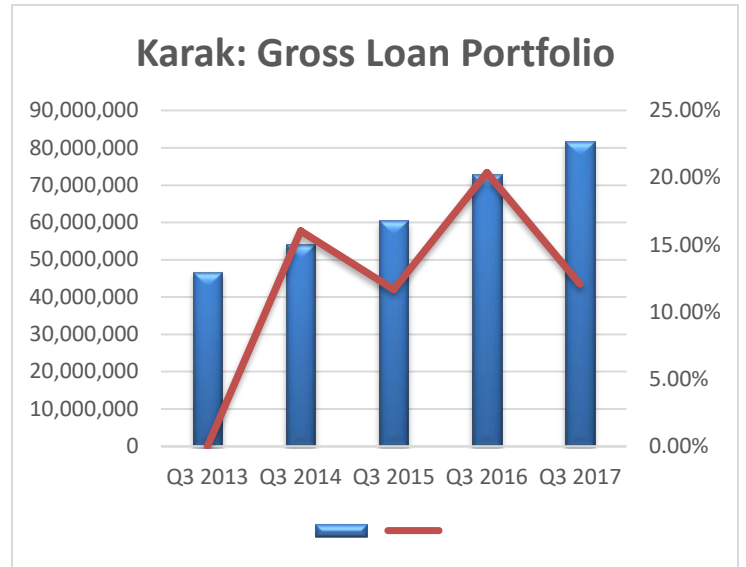
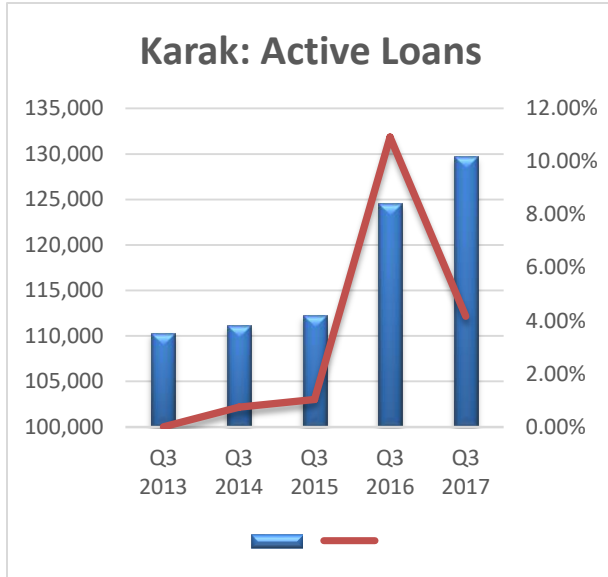
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Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	14,344	14,720	3%
Active Loans	14,625	14,761	1%
Total Gross Loan Portfolio (GLP) JD	6,823,363	7,255,456	6%
Average Outstanding Loan Size JD	467	492	5%
Women Borrowers	74%	74%	0%
PAR >30	2.3%	1.9%	-0.4%
Written Off %	0.6%	0.5%	-0.1%
Number of Branches	7	7	0%
Performance	Q3 2016	Q3 2017	Growth
Total Disbursed Loans (Borrowers)	2,657	2,712	2%
Number of Loans Disbursed	2,782	2,688	-3%
Amount of Loans Disbursed (JD)	1,901,596	1,955,424	3%
Average Disbursed Loan Size (JD)	684	727	6%



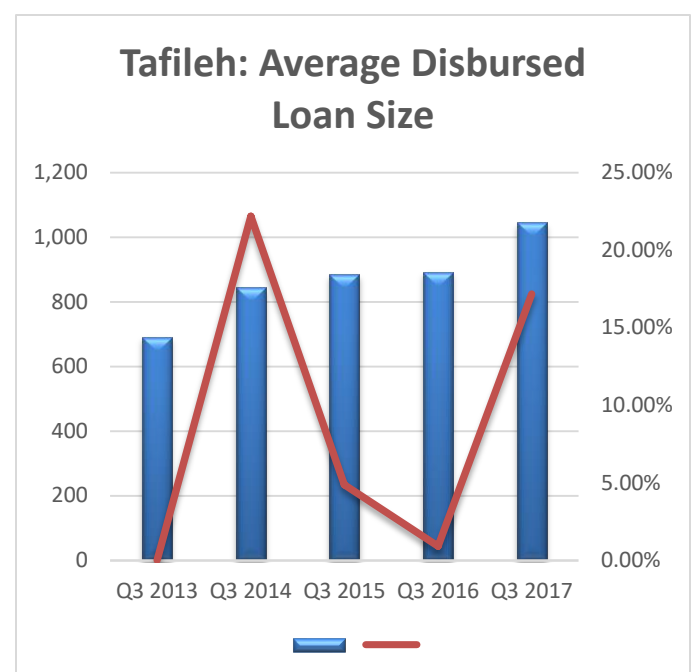
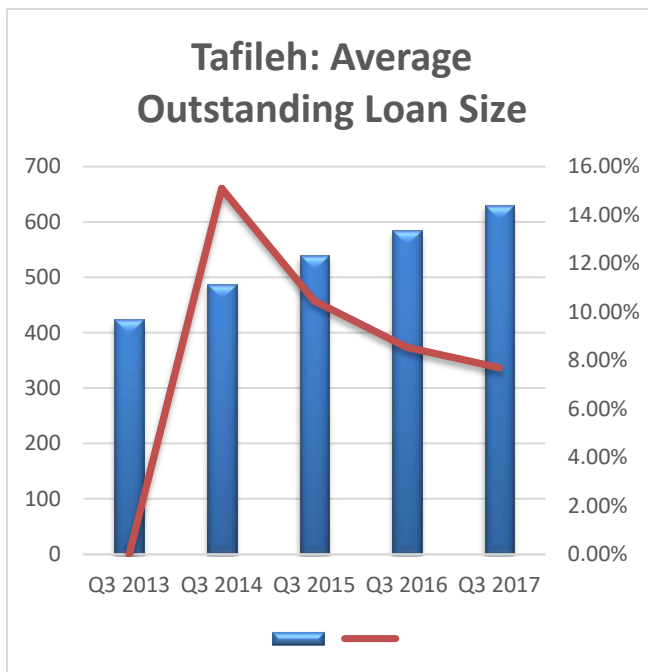
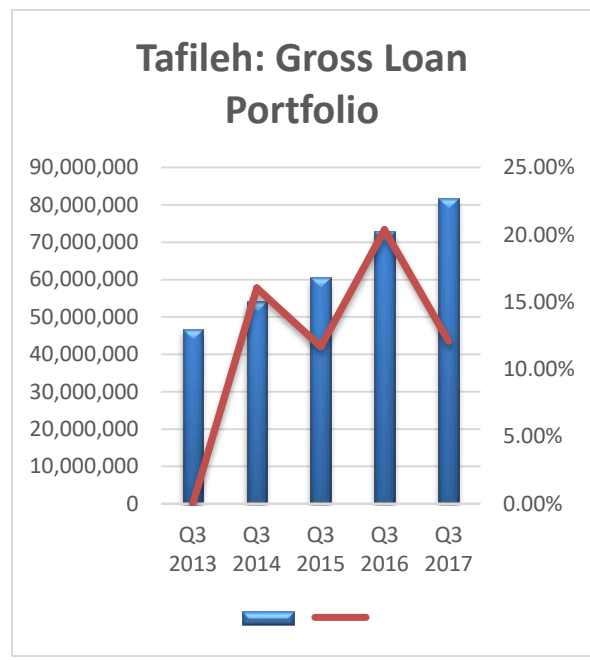
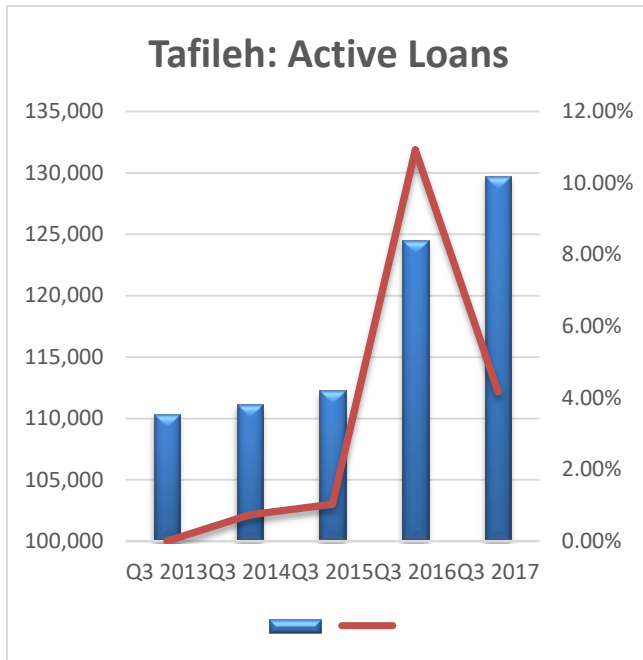
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Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	26,754	29,578	11%
Active Loans	29,001	30,985	7%
Total Gross Loan Portfolio (GLP) JD	14,753,569	16,719,187	13%
Average Outstanding Loan Size JD	509	540	6%
Women Borrowers	105%	70%	-35%
PAR >30	0.4%	1.7%	1.3%
Written Off %	0.16%	0.12%	0.0%
Number of Branches	12	14	17%
Performance	Q3 2016	Q3 2017	Growth
Total Disbursed Loans (Borrowers)	5,372	5,800	8%
Number of Loans Disbursed	6,086	5,786	-5%
Amount of Loans Disbursed (JD)	4,169,070	4,792,813	15%
Average Disbursed Loan Size (JD)	685	828	21%



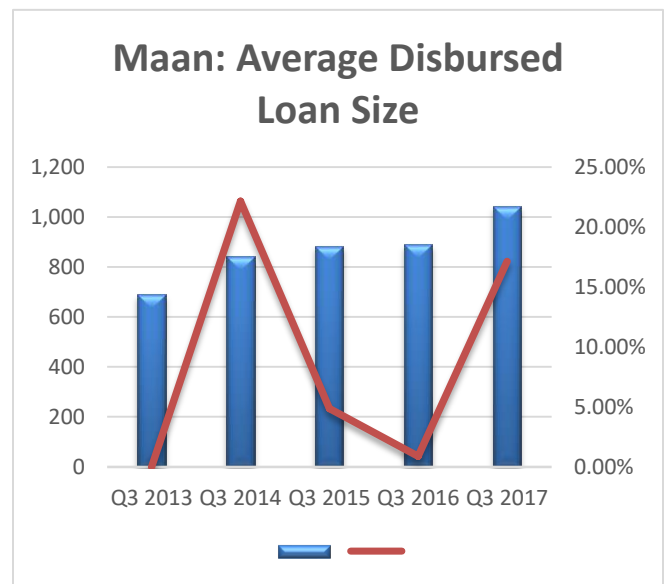
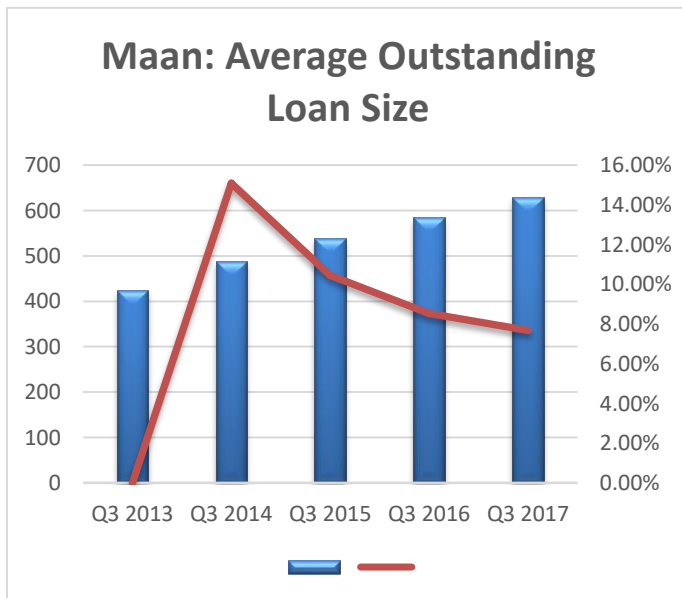
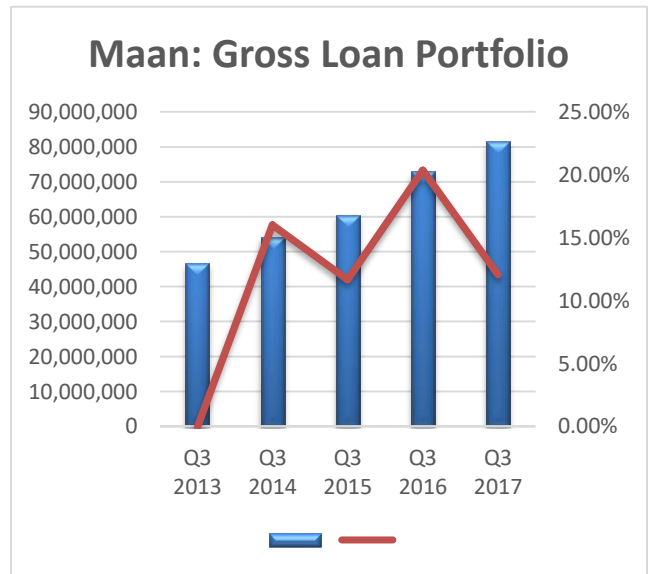
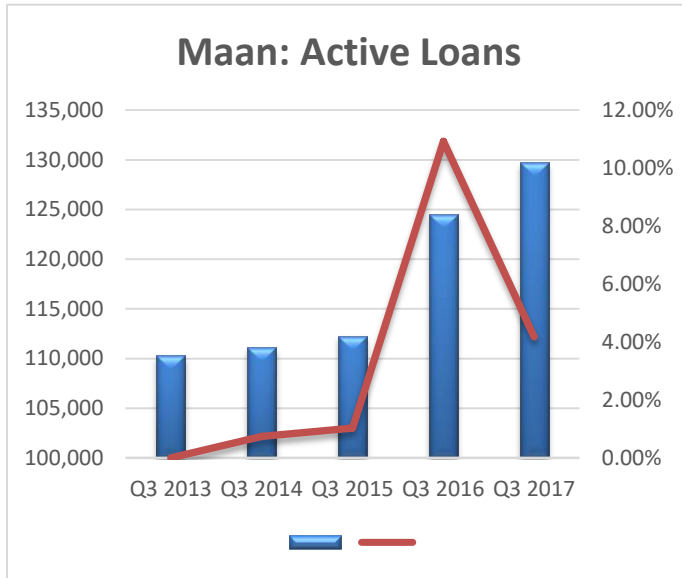
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Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	7,748	8,299	7%
Active Loans	7,960	8,332	5%
Total Gross Loan Portfolio (GLP) JD	3,405,917	4,103,082	20%
Average Outstanding Loan Size JD	428	492	15%
Women Borrowers	79%	79%	0%
PAR >30	1.2%	0.6%	-0.6%
Written Off %	0.20%	0.08%	-0.1%
Number of Branches	4	4	0%
Performance	Q3 2016	Q3 2017	Growth
Total Disbursed Loans (Borrowers)	1,300	1,616	24%
Number of Loans Disbursed	1,403	1,538	10%
Amount of Loans Disbursed (JD)	883,218	1,147,104	30%
Average Disbursed Loan Size (JD)	630	746	18%



Maan:

Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	3,857	5,144	33%
Active Loans	3,524	4,523	28%
Total Gross Loan Portfolio (GLP) JD	1,527,371	2,156,699	41%
Average Outstanding Loan Size JD	433	477	10%
Women Borrowers	55%	81%	25%
PAR >30	25.8%	0.3%	-25.4%
Written Off %	0.59%	0.09%	-0.5%
Number of Branches	3	4	33%
Performance	Q3 2016	Q3 2017	Growth
Total Disbursed Loans (Borrowers)	820	1,276	56%
Number of Loans Disbursed	740	1,099	49%
Amount of Loans Disbursed (JD)	555,087	793,172	43%
Average Disbursed Loan Size (JD)	750	722	-4%



Aqaba:

Performance	Q3 2016	Q3 2017	Growth
Active Borrowers	8,779	9,529	9%
Active Loans	9,193	9,532	4%
Total Gross Loan Portfolio (GLP) JD	5,405,542	6,352,293	18%
Average Outstanding Loan Size JD	588	666	13%
Women Borrowers	82%	81%	-1%
PAR >30	1.5%	1.9%	0.4%
Written Off %	0.3%	0.2%	-0.2%
Number of Branches	5	5	0%
Performance	Q3 2016	Q3 2017	Growth
Total Disbursed Loans (Borrowers)	1,579	1,826	16%
Number of Loans Disbursed	1,735	1,760	1%
Amount of Loans Disbursed (JD)	1,440,007	1,867,659	30%
Average Disbursed Loan Size (JD)	830	1,061	28%

