

KASHF FOUNDATION SOCIAL PERFORMANCE DASHBOARD - JUNE 2015

Poverty Focus

Clients from less developed Regions

Bench Mark
50%

June -15
40%

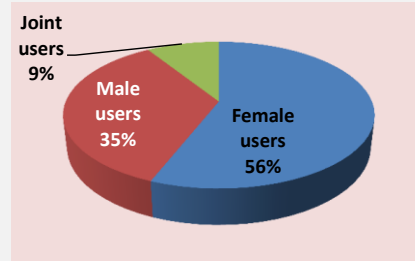
Dec-14
39%

Women Participation in Business

Loan Users

Bench Mark
60% Females

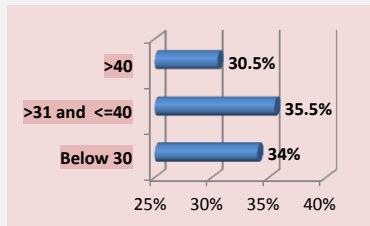
June- 15



Clients Poverty Score Card Analysis

Bench Mark
40% clients below 30 on Poverty Score Card

June-15



KF School Sarmaya

Percentage of Schoools led by Females

Bench Mark
80%

June-15

74%

Products and Services

	Bench Mark	June-15	Dec-14
Clients Retention Rate	75%	67.83%	69.27%
Turnaround Time	70%	63%	63%
Average Loan Size (Rs.)	30,000	29,372	27,680
Clients satisfied with KF	100%	99%	99%
Net Promoter Score	60%	64%	N/A
Clients received Business trainings	10,440	10,800	8,540
Clients received Financial Literacy	1,049,075	1,065,113	886,880
No. of individuals insured	1,375,000*	869,610	-

Responsible Finance

	<i>Bench Mark</i>	June-15	Dec-14
<i>Loans utilized for business</i>	100%	97%	98%
<i>Clients aware of KF policies</i>	100%	99%	99%
<i>CPC violations</i>	<1%	0.016%	0.020%

Top 3 positive Feedbacks from Clients

1. Individual lending system instead of group disbursements
2. Timely services at doorsteps
3. Supportive staff

Gender Equity

	<i>Bench Mark</i>	June-15	Dec-14
Gender Balance	50%	50%	50%
% of Women at Mgt levels	50%	46%	45%
% of Female Board Members	50%	36%	46%
Staff Attrition	16%	14%**	18%

Top 3 reasons for staff turnover

1. Better job opportunity
2. Personal reasons/ Family issues
3. Marriage (for females)

* The bench mark is for Dec-2015

** Staff attrition percentage has been annualized

Note: Impact assessment is under process, indicators will be updated in August end.