

Facts and Figures

As of
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ASA

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ASA introduces some new programs in 2012 besides its core program on microfinance for the overall development of the target groups providing them with innovative and helpful services. The programs are: creating health awareness and providing physiotherapy and yoga treatment to the poor patients. The program has resulted in enhancement of consciousness among the group members of the organization for changing their habits and lifestyle that will be helpful to prevent infectious and easily communicable diseases. Physiotherapy and Yoga treatments are made available to the poor patients of the backward regions at free of cost. People welcomed these new programs of ASA with great enthusiasm and in a positive manner. More people of these localities showed interest to get the services. Steps have been taken to expand these programs to cover major areas of the county gradually. Microfinance, the core program of the organization, has been advancing in full swing as the economy of the country is showing signs of stability.

Once more ASA brightened the country's image by occupying one of the top positions among the 100 best NGOs of the world as selected by the Switzerland-based Globe magazine. The declaration was published in the 'January-February' 2012 issue of the magazine.

Hope for the Poorest (HP), an associated organization of ASA, has broadened and strengthened its health and water, sanitation and hygiene (WASH) programs during the early six-months of this year. Three new primary healthcare centers have been established in remote areas of Jamalpur, Netrokona and Kishoreganj districts in June 2012. The WASH program of HP is also being implemented in an accelerated pace in two coastal towns of Satkhira and Bagerhat to improve the water, sanitation and hygiene condition of people living in slum areas.

In May 2012, ASA University Bangladesh (ASAUB) marked five years of its establishment in a function with festivity. Over this period ASAUB has successfully emerged as a centre of excellence and become one the apex institutions for higher education. About six thousand students have been enrolled under various disciplines and courses of the university.

As a philanthropic development organization ASA has been pursuing its effort relentlessly for planning and implementing innovative and useful programs and services for improving the living condition of the poor and the underprivileged.

Vision

The vision of ASA is to establish a poverty free society.

Mission

The institutional mission of ASA is to support and strengthen the economy at the bottom of the socio-economic pyramid by facilitating access to financial services for the poor, marginalized and disadvantaged.

ASA Financial Services

LOAN PRODUCT

As a social welfare oriented organization, ASA always aims to restructure its programs and activities in response to the demand of time for providing highest facilities to its target group. Upholding this spirit, the organization has been offering small and medium size loan to the poor and low income earning people in soft and friendly terms. They can use these loans in various income generating activities which would integrate them in the mainstream economic processes. This helps reduce their poverty and provides them access to manifold socio-economic opportunities and markets. At present ASA is offering primary and special loan under its financial program.

Primary loan: Loan amounting up to 50 thousand taka is considered as primary loan according to the latest categorization. 27% declining interest rate is being charged for this loan.

Special loan: Loan amounting above 50 thousand taka is considered as special loan as per the new classification. Also 27% declining interest rate is being charged for this loan.

SAVINGS PRODUCT

Considering the future uncertainty of the clients, ASA has been providing flexible and accessible saving products which works as the cushion for the poor to absorb any economic shocks. Without savings many poor live a rather precarious life. Even a minor emergency can drive these people to extreme poverty or financial ruin. So the members of ASA save money on a regular basis.

By offering safe and secured savings, ASA clients are not compelled to sell assets during their crisis times, but can simply withdraw their accumulated savings and use them to meet crying needs. ASA also provides voluntary, mandatory and long term savings services with comparative market interest to its clients.

SECURITY FUND/MINI INSURANCE

ASA has introduced two types of insurance policies for its borrowers. One is mini life insurance and the other is loan insurance. These services facilitate the clients to shield themselves in mitigating emergencies and sudden economic shocks.

MEMBER SECURITY FUND

(Mini life insurance)

Loan account holders of weekly repayment category deposit Tk.10 on weekly basis as the premium of insurance. On the other hand loan account holders of monthly repayment category deposit Tk.50 per months as premium. Inheritors receive 6 (six) times of the total deposit if a member dies. Otherwise, the depositors are refunded their savings amount with interest on maturity. During the first half of 2012, ASA paid Tk.19.13 million as claim to the families of 4008 deceased members.

LOAN INSURANCE

ASA charges a premium of only Tk. 10 per 1,000 (one thousand) taka loan to provide this insurance. The outstanding loan is adjusted in full as insurance benefit if a member or her husband/guardian dies with outstanding loan.

REMITTANCE SERVICES

ASA has been rendering foreign remittance service since 2008 with the collaboration of National Bank Ltd. and Western Union to provide better, faster and safer money transfer to the doorsteps of the relatives of expatriate Bangladeshis. The organization extended the remittance service to its 1700 branches up to June 2012. The service channeled Tk.365 crore to the beneficiaries across the country during January to June 2012.

Welfare Programs

1 Primary Education Strengthening Program (PESP)

ASA initiated Primary Education Strengthening program last year. It aims to increase enrollment in primary schools and improve the quality of education through providing extra tuition to the students of the poor households. The main objectives of the program are as follows:

- Reducing dropout and increasing students' enrollment in primary schools;
- Ensuring quality education to the students of the poor and the lower middle class families;
- Preparing learners for admission to primary school through pre-school practices; and
- Widening education's role to meet the challenges of development.



Over the last one and a half year this program has made a significant achievement towards its target. Up to June of this year 594 learning centers were opened in 37 districts throughout the country. About 24 thousand students were provided necessary supplementary tuition from these centers. Remote and backward areas are given priority in setting up education centers of PESP. An experienced and capable teacher is deployed in each centre to provide befitting learning skill to the kids considering their age and aptitude. Involvement of guardians of the students and local elite has been made a mandatory provision of this program and their advice and directions are considered with due importance to improve the quality of the service.

Most of the students receiving tuition from this program have significantly improved their learning skill and are attending their schools regularly. This was revealed in a brief survey conducted on assessing impact of the program. Teachers of the concerned primary schools admitted this and stressed the necessity of the program to benefit students of the disadvantaged facilities. Local elite and guardians have praised the program as well for improving quality of education and creating inquisitiveness among their children for learning. ASA has a plan to expand the program in all areas of the country gradually.

2 Health Awareness Program

ASA introduces in 2012 an awareness program on health for creating consciousness towards practicing healthy habits and pursuing hygienic habits in daily life. The main objectives of the program are to bring changes of habits and practices of the poor and the disadvantaged by providing relevant information and knowledge to prevent communicable and



water-borne diseases for the improvement of their living standard and livelihoods. For the purpose, orientation meetings are being arranged in every month with the participation of the clients in each group on different topics. The health awareness program is on topics and themes such as personal cleanliness, using safe water, prevention of arsenic contamination, caring of pregnant mother, prevention of diarrhoea and pneumonia, importance of household cleaning, killing flies and mosquitoes etc.,

3 Exposure & Internship Program

During the first half of 2012 a total of 88 visitors from various countries came to ASA to learn its innovative and sustainable microfinance model. These visitors included researchers, university teachers, students, NGO officials, social activists, microfinance experts, Govt. officials etc. The visitors from various countries had the opportunity to know about ASA microfinance operational methodologies through on-the-spot study of the branch office operations that are located both at urban and rural areas. Discussion meetings with top management personnel, group visits and interactions with the borrowers, borrowers' scheme visits, familiarizing with challenges and opportunities of MFIs in Bangladesh, etc. were some salient features of study for the exposure visitors. There were delegations from the USA, the Philippines, India, Nepal, Singapore, Sri Lanka, Sierra Leone, Laos, Cambodia and France. Besides a good number of students from abroad visited ASA during this period as many universities adopted microfinance study in their curricula a considering its importance in poverty alleviation.

4 Hope for the Poorest (HP)

Activities of HP are going on in full swing. Three new Primary Healthcare Centers have been opened in backward areas of Jamalpur, Netrokona and Kishoreganj districts in the first half of this year under its health program. With these new centers the total number of healthcare centers of HP now stands at seven. During the first six months of 2012, a total of 2,786 patients were treated providing them with different medical services and facilities on diagnosis from these health centers. Necessary medicines were supplied at a discount. Among those who were provided treatment included women, elderly people and children. Besides treatment and consultation HP healthcare centers have been offering diabetic test, nebulizer and pregnancy test to the poor patients at an affordable cost. Cares of pregnant mother and children are given topmost priority. Opening more healthcare centers is being planned in deserving regions especially coastal belt of Bangladesh.



Water, sanitation and hygiene (WASH) program of HP is also being implemented at an accelerated pace in two coastal municipalities at Satkhira and Bagerhat. Setting up of new toilets and repair and renovation of existing toilet facilities in different primary schools and slums are going on under the program. Orientation sessions are being organized to create awareness on healthy habits and hygiene practices among students and adolescents of slums. Besides, Community Based Organizations (CBOs) have been formed with men, women and adolescents living in slums of the two municipal areas to raise their voice and assert their rights for rationalizing WASH budget of the local government.

Moreover, promoting WASH entrepreneurs through providing necessary knowledge and soft loans is in progress as a part the program for developing sustainable WASH methodology. Approximately 50 thousand people are expected to be benefited from this program in next five year.

FINANCIAL ANALYSIS

Financial Statistics

(Amount in BD Taka)

Particulars	June 2012	2011	2010	2009
Information				
No. of branches	3,127	3,154	3,194	3,236
Total no. of groups	235,329	271,697	273,317	271,059
No. of members (in million)	4.95	4.94	5.66	5.50
No. of active borrowers (in million)	4.43	4.36	4.47	4.00
No. of loan officers (end of year)	11,946	11,897	12,498	13,266
Average no. of members per LO	415	410	453	407
Avg. no. of borrowers per LO	370	362	357	302
Avg. no. of members per branch	1,585	1,565	1,771	1,699
Loan portfolio				
Yearly total loan disbursed (in million)	52,761	86,702	68,486	61,495
No. of loans disbursed (in million)	2.58	4.64	4.83	5.04
Average loan size	20,476	18,675	14,183	12,203
Total loan outstanding (in million)	55,036	47,414	37,547	31,323
Current	54,298	46,716	36,780	30,195
Overdue (past due)	738	698	767	1,128
Avg. outstanding balance by clients	12,437	10,877	8,404	7,830
Portfolio per Loan Officer (in million)	4.61	3.99	3.00	2.36
Portfolio per staff (in million)	2.59	2.22	1.67	1.30
Total amount written off (in million)	320.97	329.50	343.41	306.39
Total loan loss reserve (in million)	1,169	1,146	1,048	1,089
Savings				
Total savings (in million)	14,907	13,378	10,551	8,145

Note: 2012 figures are provisional, Financial analysis based on 2011-12 provisional financing report.

FINANCIAL ANALYSIS

Financial Statistics

(Amount in BD Taka)

Particulars	June 2012	2011	2010	2009
Productivity/quantitative indicator				
Cost per money lent	0.054	0.054	0.066	0.068
Cost per loan made	1,106	1,076	938	839
Portfolio in arrears	1.34%	1.47%	2.04%	3.60%
Portfolio at risk	1.81%	2.28%	2.55%	4.67%
Loan loss ratio	0.58%	0.69%	0.91%	0.97%
Reserve ratio	2.12%	2.41%	2.79%	3.86%
Effective yield on avg. portfolio (Annualized)	27.86%	28.65%	25.84%	22.72%
Effective yield on avg. assets (Annualized)	25.13%	24.40%	20.06%	19.66%
ROE (Adjusted Return on Equity)	11.82%	9.42%	6.74%	3.57%
ROA (Adjusted Return on Assets)	7.06%	5.52%	3.67%	1.94%
Operating self-sufficiency (OSS)	209.72%	188.40%	184.02%	140.27%
Financial self-sufficiency (FSS)	134.82%	125.84%	119.48%	110.63%
Total expenses/Total average assets (Annualized)	20.27%	21.34%	18.83%	18.24%
Financial cost/Total average assets	3.05%	4.00%	1.62%	1.68%
Adjustment cost/Total average assets (Annualized)	7.24%	7.09%	6.60%	3.85%
Loan loss cost/Total average assets (Annualized)	0.73%	0.85%	0.41%	1.15%
Operating cost/Total average assets (Annualized)	9.25%	9.40%	10.19%	11.56%
Total equity (own fund)/assets	66.84%	64.09%	59.55%	57.28%
Total equity (own fund)/liability	165.14%	135.90%	132.71%	130.60%
USD1= Taka	81.83	80.22	70.75	68.45

ASA AT A GLANCE

Up to June 2012

(Amount in BD Taka)

1. Year of Starting the Microcredit Program			1992
2. Total number of Branch Offices			3,127
3. Total number of Staff			21,263
4. Total number of Thanas /Upazila (sub-districts)			511
5. Total number of Districts			64
6. Total number of active Groups (Function as a collection center)			235,329
7. Total number of Active Members	Primary	4,739,563	
	Special	215,551	4,955,114
8. Total number of longterm savings A/C			1,965,076
9. Savings balance	Primary	7,336.33	
	Special	1,149.02	
	LTS	6,421.68	14,907.03
10. Total number of Security Fund (Mini insurance policy holders)			4,923,145
11. Amount of Security Fund			4,324.18
12. Total number of active borrowers (end of the month)	Primary	4,208,624	
	Special	215,551	
	Solar	951	4,425,126
13. Loan outstanding (Principal)			55,036
Disbursed (cumulative) Taka		549,397	
Realized (cumulative) Taka		494,361	
14. Rate of Recovery (cumulative)			99.67%
15. Operational Self-Sufficiency (OSS)			209.72 %
16. Financial Self-Sufficiency (FSS)			134.82 %

*Taka in million

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