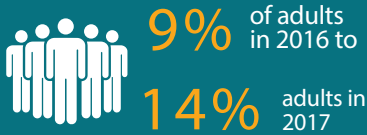


# DFS Insights Accelerator

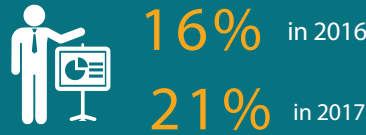
QUARTERLY DIGITAL FINANCIAL INCLUSION UPDATE

ISSUE 1

Percentage of adults (15+) with a registered formal financial services account



\*Access to full-service financial services institutions



Mobile Money Users



| Highlights                         | 2013 | 2014 | 2015 | 2016 | 2017 |
|------------------------------------|------|------|------|------|------|
| Financial Inclusion                | 8%   | 7%   | 9%   | 9%   | 14%  |
| Registered Banked Population       | 7%   | 7%   | 7%   | 9%   | 11%  |
| Registered Mobile Money Population | 0.4% | 0.3% | 1.0% | 0.6% | 4.0% |

\*Counts individuals who have a bank account registered in their name or use a bank account that is registered to someone else, or have ever used a mobile money service, or have ever used a full-service NBF

Source: [http://finclusion.org/uploads/file/pakistan-wave-5-report\\_final.pdf](http://finclusion.org/uploads/file/pakistan-wave-5-report_final.pdf)

## Key Telecom Indicators:

Cellular Subscription

**161** million  
annual Cellular Subscribers  
as of June 2019

Teledensity  
**76.76%**

3G/4G Subscribers

**69** million

Penetration  
**32.72%**



**59**  
Million  
Subscribers

**36.93%**  
Market Share



**23**  
Million  
Subscribers

**14.05%**  
Market Share



**35**  
Million  
Subscribers

**21.56%**  
Market Share



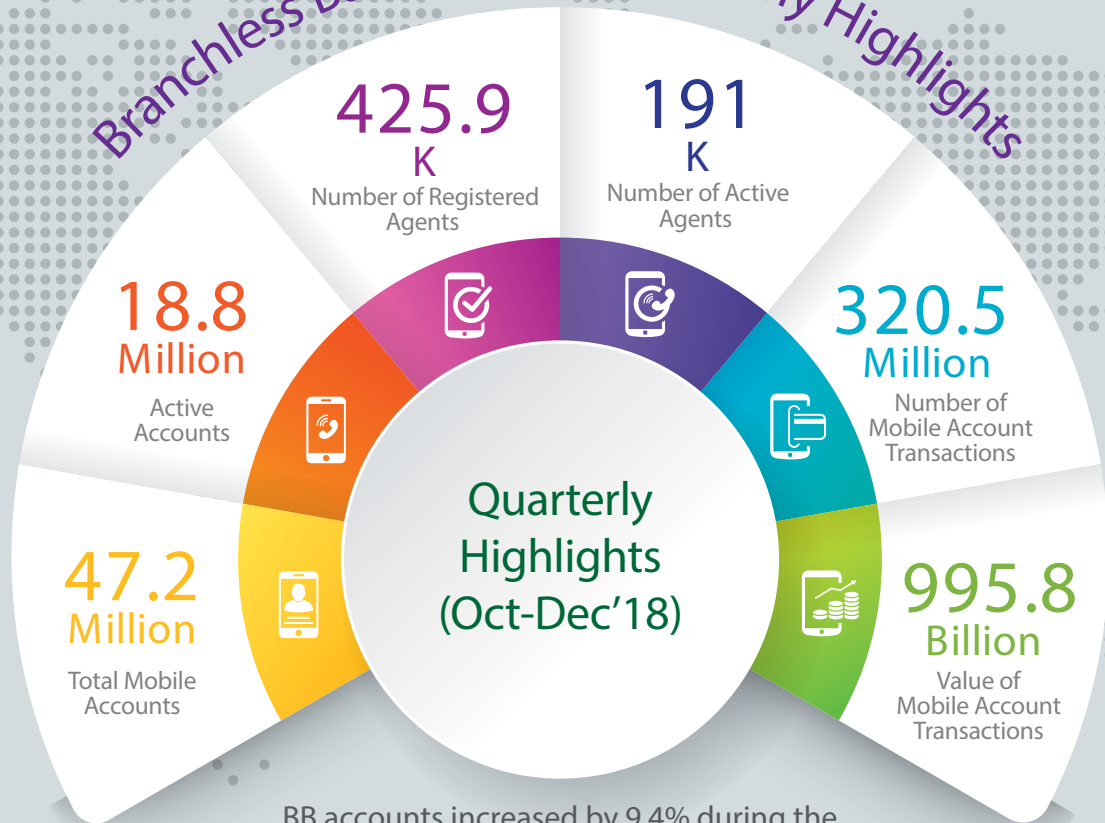
**44**  
Million  
Subscribers

**27.46%**  
Market Share

\*all figures have been rounded off to nearest hundred

Source: <https://www.pta.gov.pk/en/telecom-indicators/7>

# Branchless Banking (BB) Quarterly Highlights

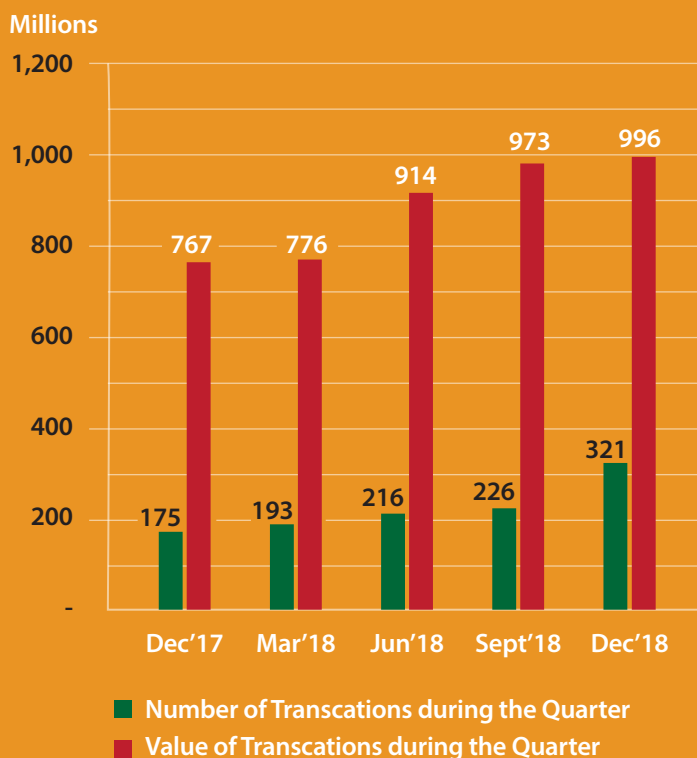


BB accounts increased by 9.4% during the quarter to reach 47.2 million

**37.5 Million**  
male accounts

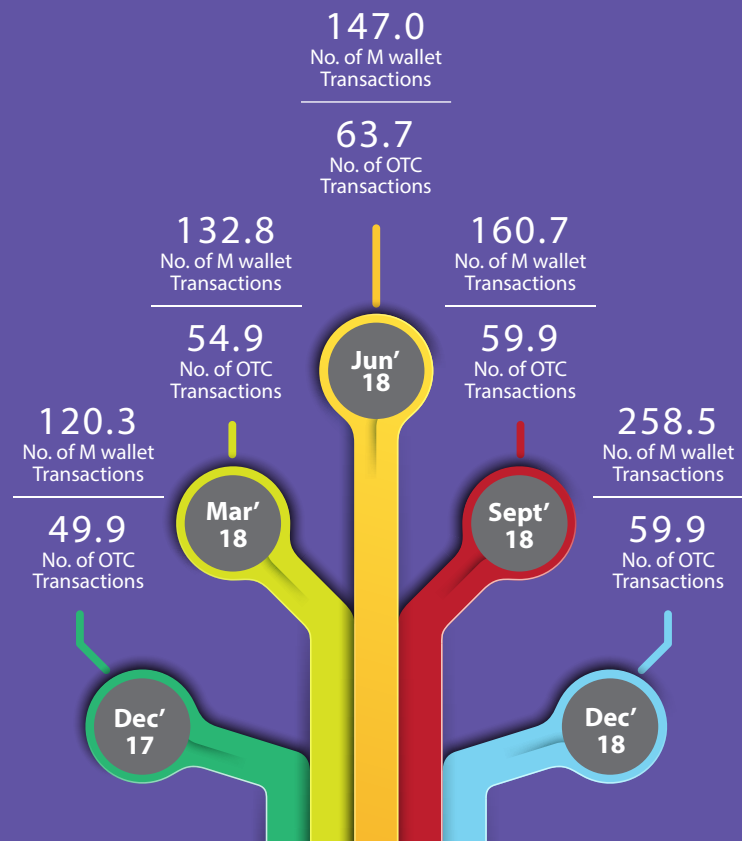
**9.6 Million**  
female accounts

## Branchless Banking Number of Transactions vs Volume (PKR) of Transactions

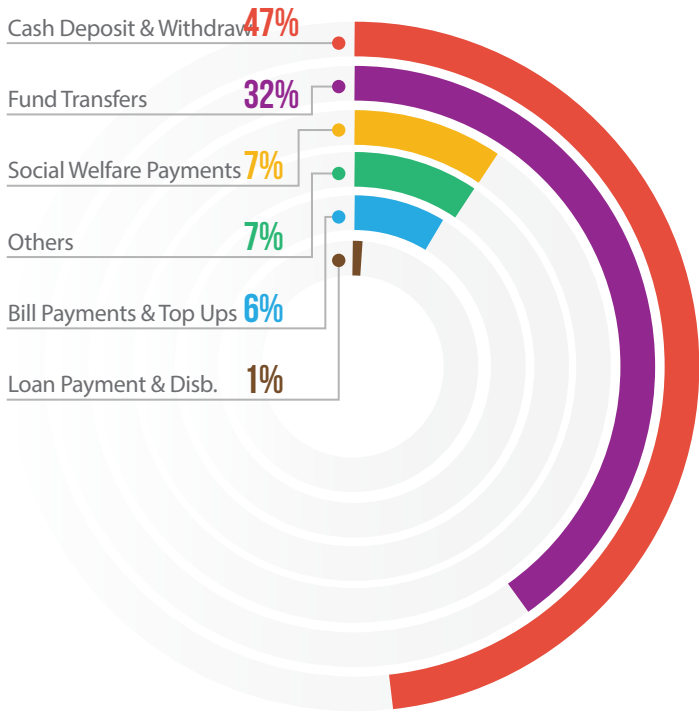


## Over-the-Counter vs Mobile Wallet Transactions

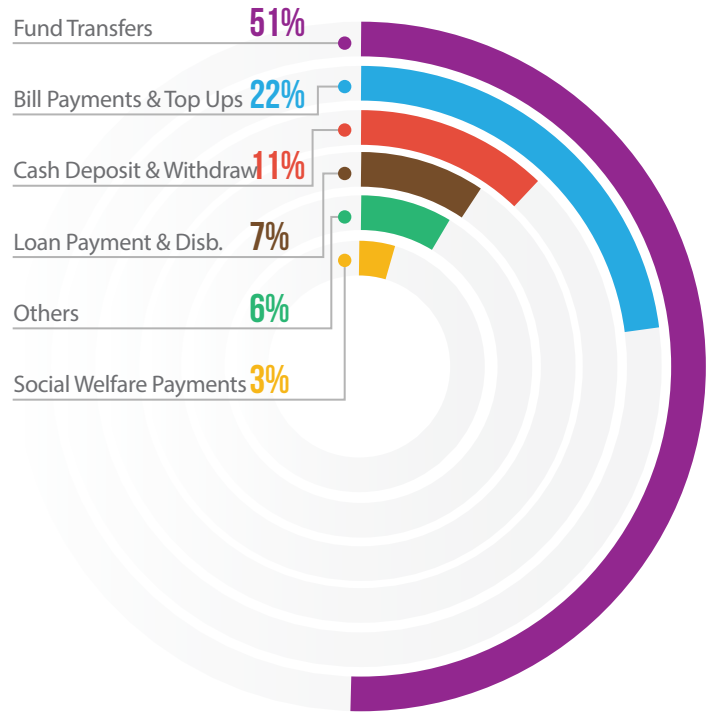
Quarterly Trend Number & Value of BB Transactions



# Type of Transactions



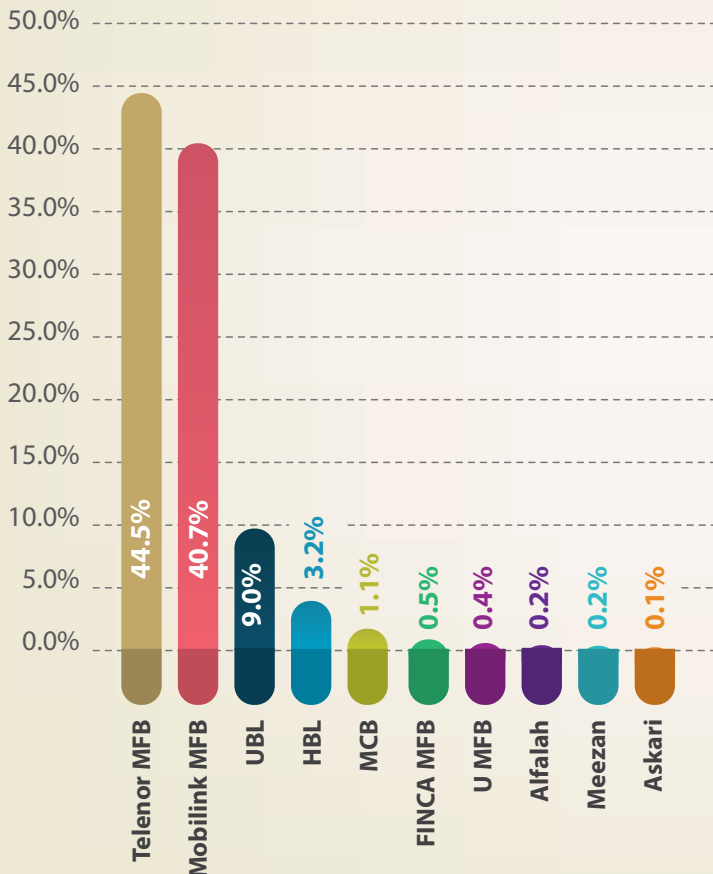
Breakup of M-wallet Transactions



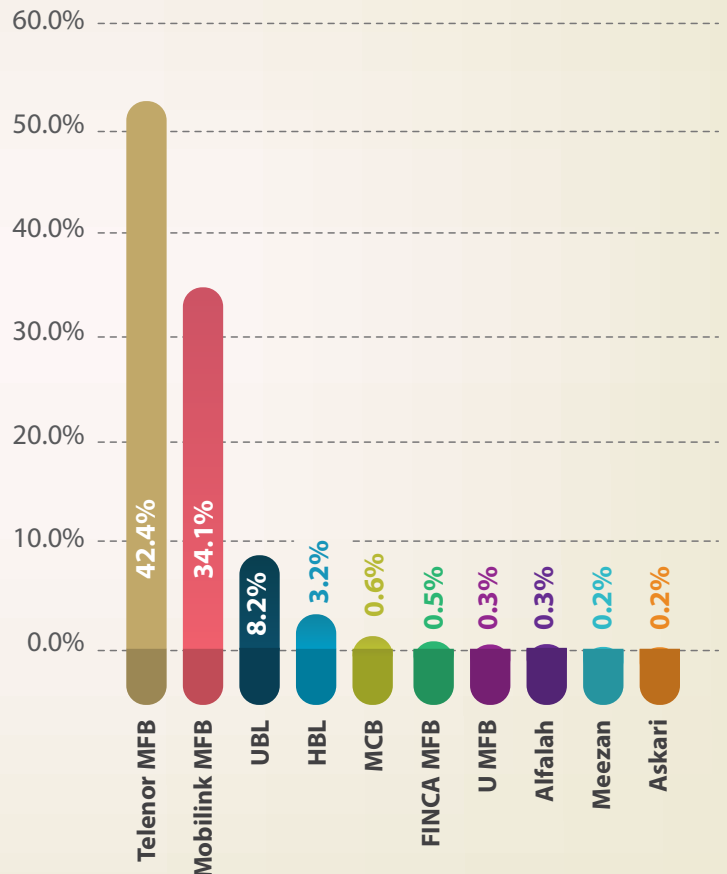
Breakup of OTC Transactions

## Market Share Branchless Banking Accounts

% Share of Active Accounts

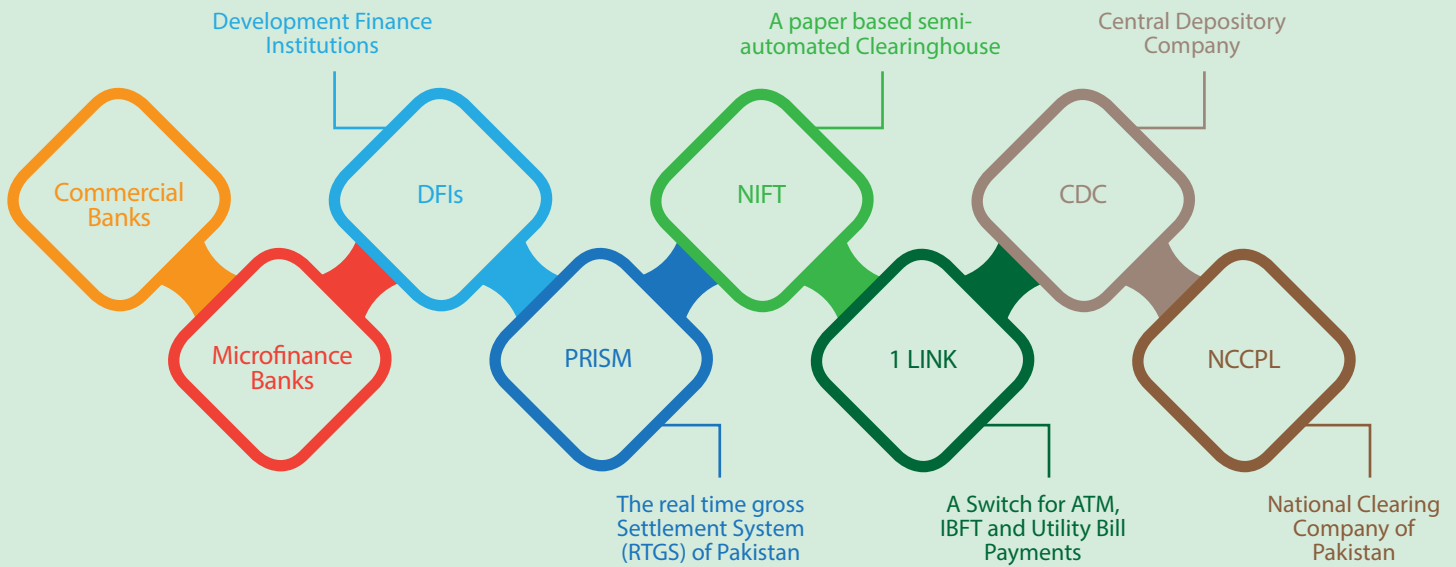


% Share of Registered Accounts

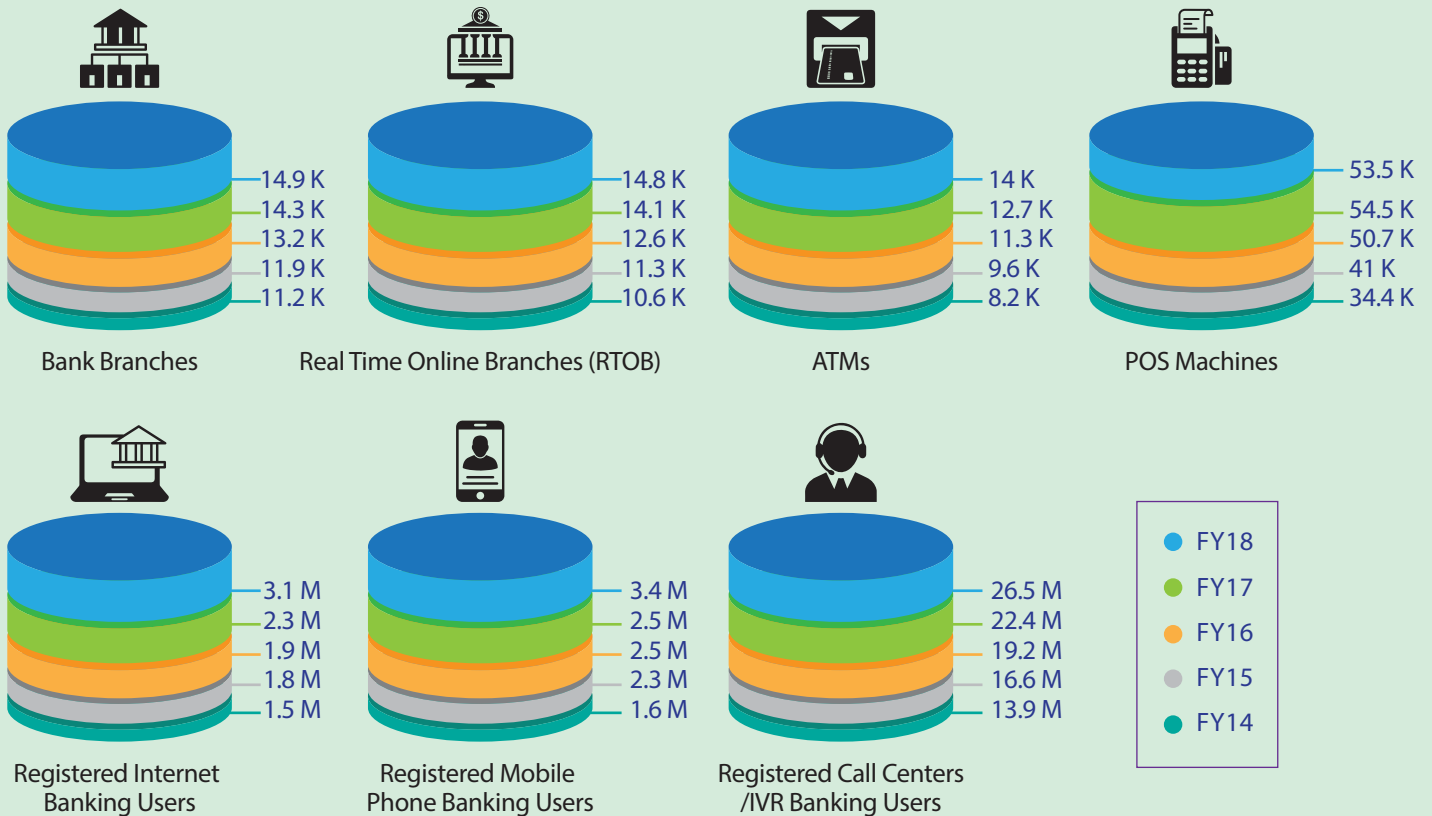


# Pakistan's Payment Systems Highlights

State Bank of Pakistan performs a catalyst's role as an operator, monitor, supervisor, regulator and sets future directions. The key payment infrastructure of the country comprises of the following:



## Payment Systems Infrastructure



Source: <http://www.sbp.org.pk/PS/PDF/FiscalYear-2017-18.pdf>

## Karandaaz Pakistan

A Section 42 company established in August 2014 and focuses on fostering economic growth and creating jobs through financial inclusion of unbanked individuals and unserved enterprises, with a special focus on women and youth.

**Karandaaz Digital**  
Focuses on expanding the poor's access to digital financial services in Pakistan by working across the ecosystem with all

**Karandaaz Capital**  
Provides wholesale structured credit and equity-linked direct capital investments to micro, small and mid-size enterprises (MSMEs) that demonstrate compelling prospects for sustainable business growth and employment

**Karandaaz Innovation**  
Manages the Innovation Challenge Fund and Women Entrepreneurship Challenge, providing risk capital and grants to partners with the aim to generate innovative solutions in areas of financial

**Knowledge Management and Communications**  
Supports the company's core financial inclusion goal by developing and disseminating evidence based insights and

Karandaaz Pakistan has received funding from the United Kingdom's Department for International Development (DFID) and the Bill & Melinda Gates Foundation (BMGF).