



The Institute of  
Bankers Pakistan

**Time Allowed: 3 Hours**

**Maximum Marks:100**

**Date: June 21, 2023**

**Microfinance  
JAIBP (Specialization)**

**Roll No:**

Instructions:

- i. Attempt ALL questions;
- ii. Answers must be neat, relevant and brief;
- iii. In checking the answers, the examiner takes into account clarity of exposition, logic of arguments, presentation and language;
- iv. Read the instructions printed inside the top cover of answer script CAREFULLY before attempting the paper;
- v. DO NOT write your Name, Access No. or Roll. No. etc. anywhere inside the answer script(s);
- vi. Candidates are advised not to mark any of the objective answer on the question paper, otherwise their paper will be cancelled;
- vii. Question Paper must be returned to invigilator before leaving the examination hall.
- viii. Ensure that you shade your choice on the Optical Mark Reader sheet correctly. Only **ONE** circle must be shaded as shown below:

**Correct way**       A  B  C  D (Choice B is selected)

**Incorrect ways**       A  B  C  D

**SECTION B: SUBJECTIVE**

**Attempt ALL Questions**

**(55 Marks)**

**Q2.**

**A.** Explain the importance of Micro Enterprise development.

**(8 Marks)**

**B.** Describe how can risks be prioritized in a Risk Management Matrix?

**(5 Marks)**

**Q3.** List the Borrower's Screening and Monitoring Methods employed by MFIs.

**(5 Marks)**

**Q4.** Briefly explain a sequential method for approaching clients in order to collect their outstanding repayments.

**(10 Marks)**

**Q5.** Countries struggle with regulating their microfinance industries.

**(5 Marks)**

Critically discuss the above statement.

**Q6.** You are a relationship manager in Comfort Microfinance Bank. You visit in sub-urban area for promoting micro insurance product of your bank. Write some convincing points to explain in front of your target audience for promotion of your product as a useful tool for an effective risk mitigation for low-income people during hard times?

**(5 Marks)**



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**Q7.** A micro enterprise shows the following financial results and position this year. **(10 Marks)**

	<b>PKR Millions</b>
Average Performing Assets	10
Loan Loss Provisions	1
Operating Expenses	4
Financial Costs	2
Financial Income	5

Calculate the following ratios to gauge the financial sustainability of the organization.

- A. Financial Cost Ratio
  - B. Return on Performing Assets
  - C. Operating Cost Ratio
  - D. Loan Loss Provision Ratio
  - E. Operating Self Sufficiency
- Q8.** State any seven aspects of regulations covered under the Branchless Banking Regulations which are also pertinent to Microfinance businesses. **(07 Marks)**

**X ——— END OF PAPER ——— X**