

## QUARTER 3, 2011

### BRIEF PROJECT UPDATE FOR INVESTMENT COMMITTEE

#### Summary:

<b>1. Total Mobile Money Subscribers</b>	<b>487,944*</b>	Vodafone: 367,835; Digicel Fiji:83,960; Digicel Vanuatu:7,886; Digicel Samoa:8,687; Digicel Tonga: 19,576;
<b>2. Total unbanked Mobile Money Subscribers</b>	<b>170,658</b>	Vodafone: 169,283; Digicel Fiji:748; Digicel Vanuatu: 52; Digicel Samoa:295; Digicel Tonga: 280;
<b>3. Total New Depositors (NBV/NMB/Westpac)</b>	<b>155,433</b>	NBV: 35,733 NMB: 98,200 Westpac: 21,500

\*Figures corrected from Q2 Report

**Vodafone Fiji** has over 360,000 subscribers, of which 169,283 reported being unbanked. Reports are as of 30 September 2011.

	Output/Activity	Baseline	Dec-10		Mar-11	Jun-11		Sept-11
	Core		Min	Target	Result	Min	Target	Result
1	No. of Active Clients (90 days)	4,753	6,000	7,500	9,365	15,000	20,000	367,835
2	No. of transformational clients*	18,367	10,200	12,000	26,377	20,000	30,000	169,283
3	Cost per domestic transfers (FJD)	\$ 3.00	\$ 3.00	\$ 2.50	\$ 2.50	\$ 2.50	\$ 2.00	\$2.50
	<b>Secondary</b>							
4	No. of rural subscribers	12,000	15,000	20,000	29,978	30,000	60,000	95,350
5	No. of women subscribers	40,616	23,800	28,000	46,200	60,000	70,000	112,160
6	No. of service points	123	150	200	179	255	300	260
7	No. of rural agents (exc. Post Fiji)	10	20	35	31	35	60	19
8	No. of rural women subscribers	N/A	5,000	7000	14,445	5,000	7,000	*

- No data yet

**Digicel Fiji** has 120,109 fully register subscribers, of which 1,375 have self-identified as being unbanked (through sampling method call out campaign) are unbanked and 1,041 are rural.

	Output/ Activity	Aug-10	Dec-10		Dec-10	Sept-11		
		Baseline	Min.	Target	Actual	Min.	Target	Actual
	<b>Primary</b>							
1	No. of Active users (90 days)	13,479	35,000	40,000	435	45,000	50,000	890 <sup>1</sup>
3	No. of transformational clients†	22% <sup>2</sup>	15%	25%	29%	25%	35%	84%
4	No. of active rural users	31% (4,178)	10,500	12,250	15,203	10,000	15,000	150
4	No. of agents	41	120	150	106	150	200	171
5	No. of rural agents in Fiji	15	15	29	18	40	58	74
	<b>Secondary</b>							
6	Volume of transactions/mo.	2,757	5,000	7,000	1,113	7,500	10,000	6900
7	No. of women users	<a href="#">Approx. 38%[3]</a>	25%	30%	42%	35%	40%	20%
8	No. of transformational rural users in Fiji†	Unknown	750	1,000	NA	1,250	1,500	97
10	No. of active women rural users in Fiji	Unknown	3,000	3,500	5,216	3,500	5,500	28

† all subscribers;

\*\* indicates data is either unavailable or unreliable.

#### **Digicel Tonga**

	Output/Activity	31-Mar-11			30-Jun-11		30-Sept-11
	Core	Min.	Target	Result	Min.	Target	Result
1	No. of subscribers	500	600	7474	3,000	4,000	19,576
2	No. of active users	350	500	1132	2,000	3,000	2,157
3	No. of transformational users	5%	10%	NA	15%	20%	13%
4	No. agents/points of service	4	6	21	8	10	63
	<b>Secondary</b>						

<sup>1</sup> Figures tightened up from Quarter 1, 2011 reporting.

<sup>2</sup> Based on sampling method.

	Output/Activity	31-Mar-11			30-Jun-11		30-Sept-11
	Core	Min.	Target	Result	Min.	Target	Result
5	Volume of transactions/mo.	500	900	15207	5,000	6,700	1,523
6	No. of women users	20%	25%	TBA	25%	35%	1,097
7	No. of rural users	10%	15%	64%	15%	20%	41%

#### Digicel Samoa

	Output/Activity	31-Mar-11			30-Jun-11		30-Sept-11
	Core	Min.	Target	Result	Min.	Target	Result
1	No. of subscribers			4152	3,000	4,000	8,687
2	No. of active users	0	0	667	2,000	3,000	656
3	No. of transformational users†	0	0	63%	5%	10%	45%
4	No. agents/points of service	0	0	15	10	15	32
<b>Secondary</b>							
5	Volume of transactions/mo.	0	0	3403	5,000	6,800	4,000
6	No. of women users	20%	25%	53%	25%	30%	44%
7	No. of rural users	10%	15%	55%	15%	20%	8%

#### Digicel Vanuatu

	Output/Activity Core	Actual
1	No. of users	Registered 7,866
2	No. Active users	169
3	No. of transformational clients†	52
4	No. agents/points of service	10
<b>Secondary</b>		
5	Volume of transactions/mo.	68
6	No. of women users	41
7	No. of rural users	56

### Nationwide Microbank (No Longer Current Targets)

	Output/Activity	Baseline	31 Dec – 2010		30-Sept-2011
	Core		Minimum	Target	Result
1	Number of savers	69,000	200,000	250,000	98,200
2	Volume of monthly “branchless” deposit and withdrawals	0	35,000	50,000	*
3	Number of funds transfer clients	0	30,000	50,000	**
4	Operational Self-Sufficiency	105%	120%	150%	99.4%
5	Number of savers in rural areas	Unknown	30,000	50,000	*
6	Number of women savers	25%	35%	40%	36%.
7	Number of borrowers	4,250	25,000	30,000	2,909
8	Portfolio at risk > 30 days	13%	7%	5%	13.3%
9	Cost per saver	K113	K80	K65	K4.28

\* To be provided

\*\* Not yet launched

\*\*\* New Agreement with NMB: Pilot launched 21 November 2011; results to be provided in Qtr 1, 2012

### LIFE INSURANCE CORPORATION OF INDIA (LICI) Fiji

	Output/Activity	Base- line	30-June-11		30-Sept-11		
	Outreach (Reported Quarterly)		Minimum	Target	Minimum	Target	Result
1	No. of microinsurance policy holders	NA	1000	1670	2250	3330	364
2	No. of transformational microinsurance policy holders†	NA	5%	10%	10%	15%	43%
3	No. of women microinsurance policy holders	NA	10%	15%	20%	30%	30%
4	No. or rural microinsurance policy holders	NA	5%	5%	7%	10%	21%