

FinScope Rwanda 2012 Consumer Survey Topline Findings

District Financial Inclusion Profile



About FinScope



- **Developed by FinMark Trust**
 - Not-for-profit organisation, Goal: “Making financial markets work for the poor”
 - FinScope developed as research tool to provide information
 - Consumer survey in 16 countries in Africa: SMME survey in 6 countries in Africa;
- **Implemented in Rwanda 2008**
 - Demand side component
 - Representative survey of individuals 18 years or older
 - How do they generate money? How do they manage their money?
- **Representativeness at national, urban-rural, provincial and district levels**
 - Increased sample size from **2000** in 2008 to **6150** in 2012
 - Included a supply side component to look at aspects of ACCESS

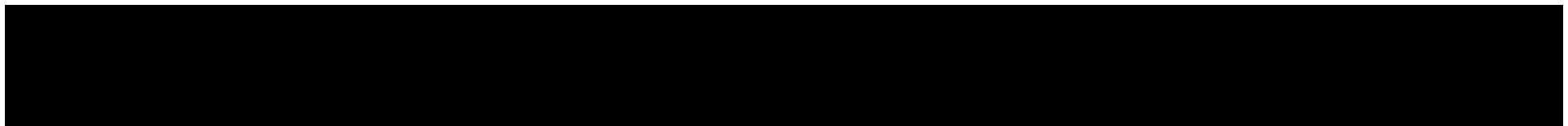
2012 Survey Implementation



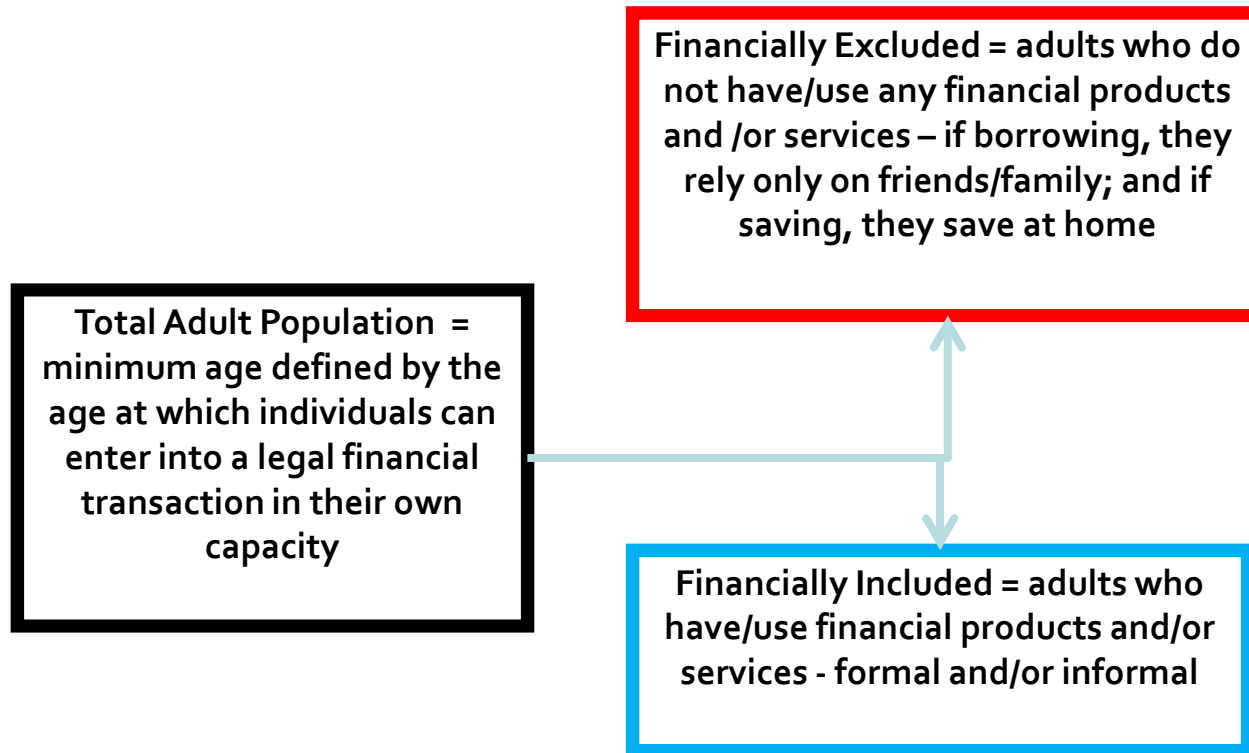
- **Implementing agency AFR**
 - Funding provided
 - Oversee and accountable for survey implementation and delivery
- **Technical Assistance: Yakini Development Consulting**
- **Fieldwork – Centre for Economic and Social Studies (CESS)**
- **Analysis – Institute of Policy Analysis and Research (IPAR) & Yakini**
- **Sampling, technical oversight & supervision, validation - National Institute of Statistics (NISR)**



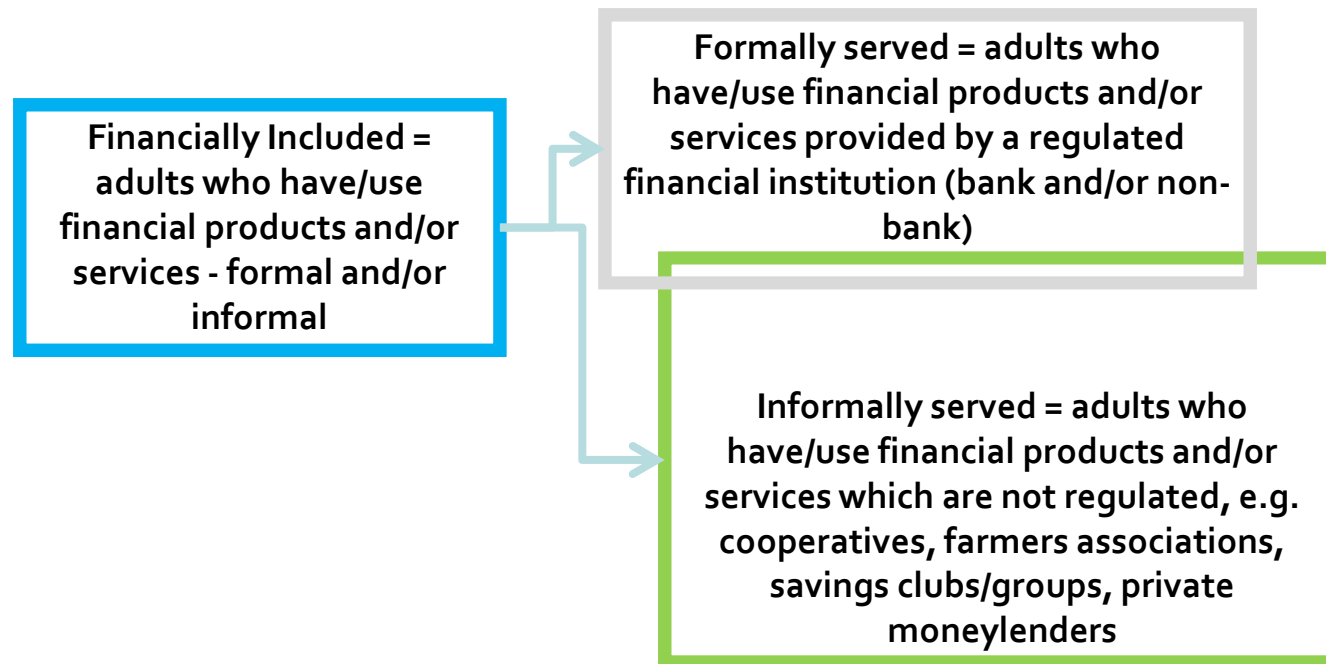
FinScope Rwanda 2012 Indicator Analysis per District



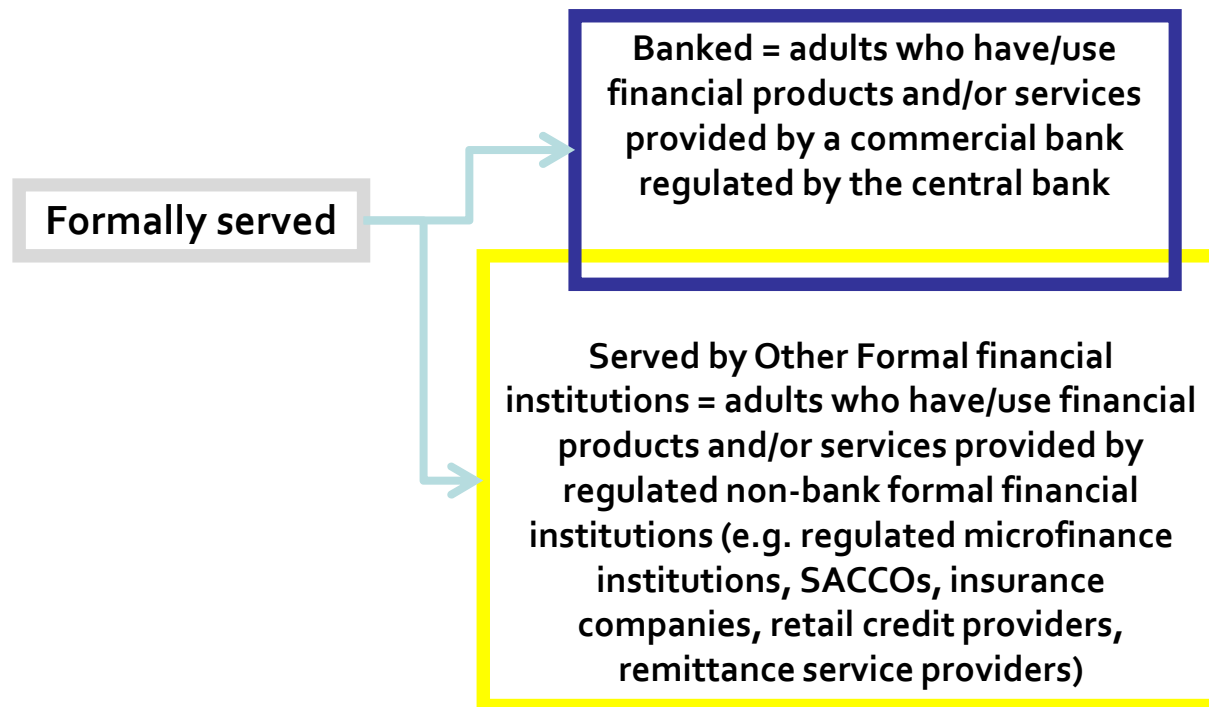
The FinScope methodology uses financial product uptake to segment the adult population



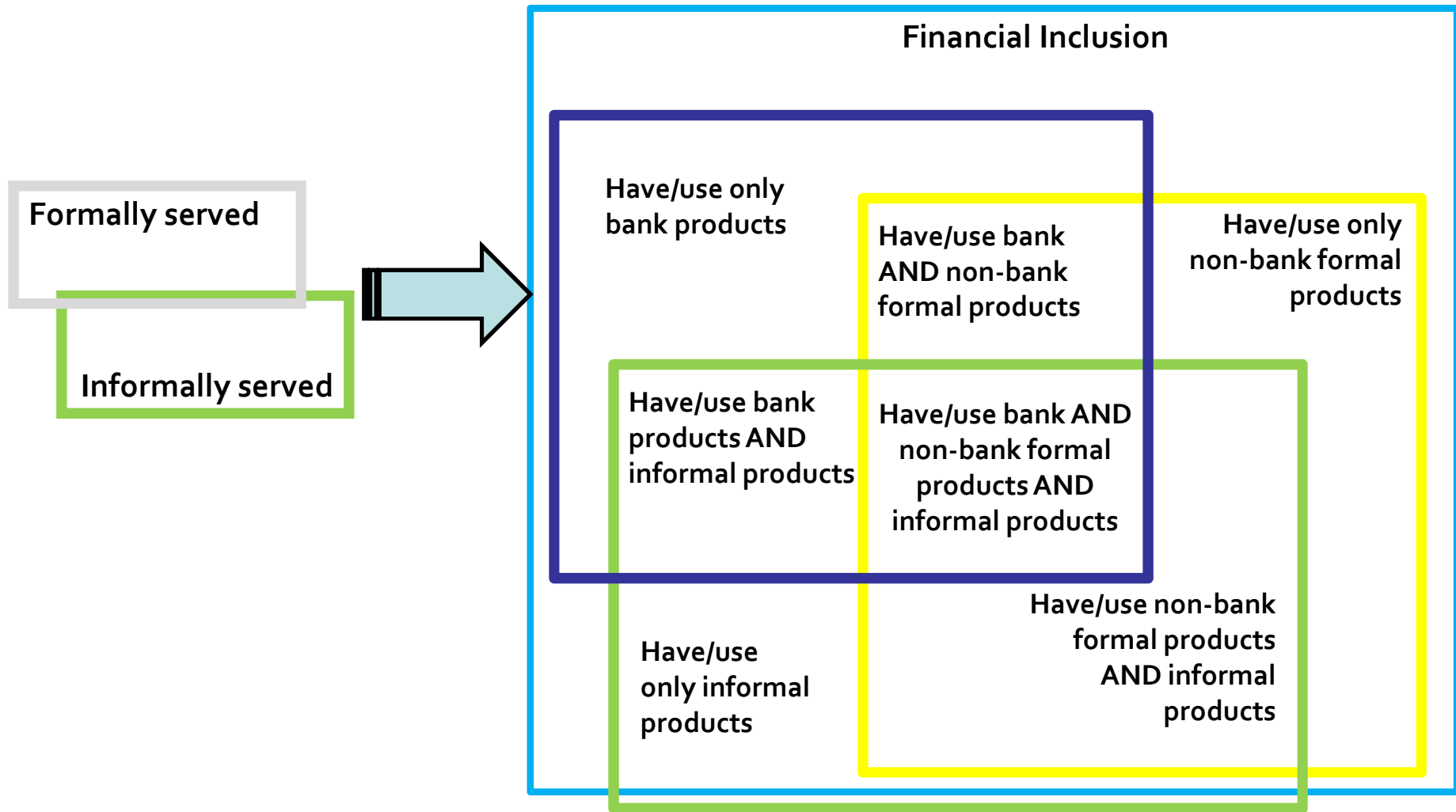
Defining Financial Inclusion



Defining Financial Inclusion



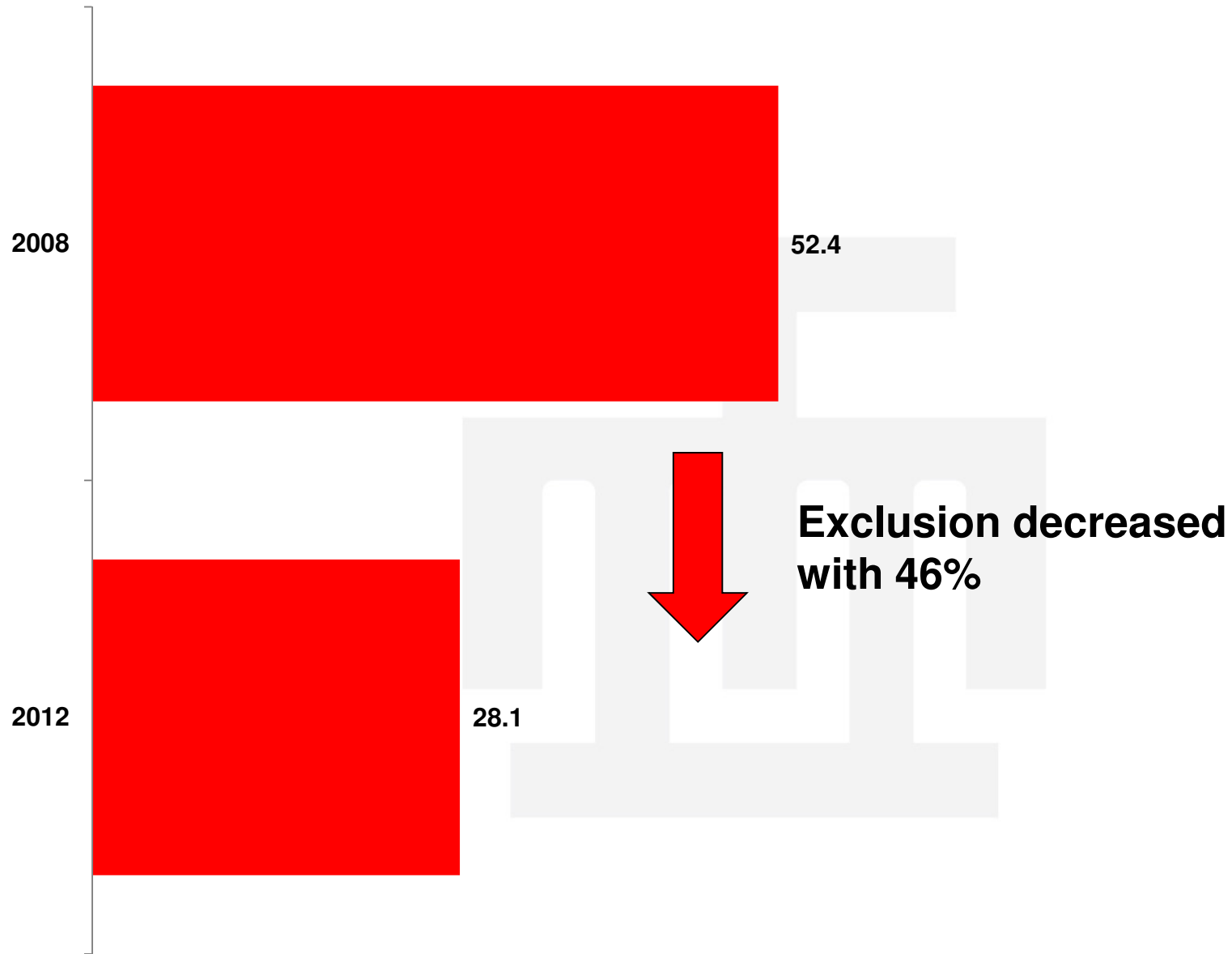
Defining Financial Inclusion



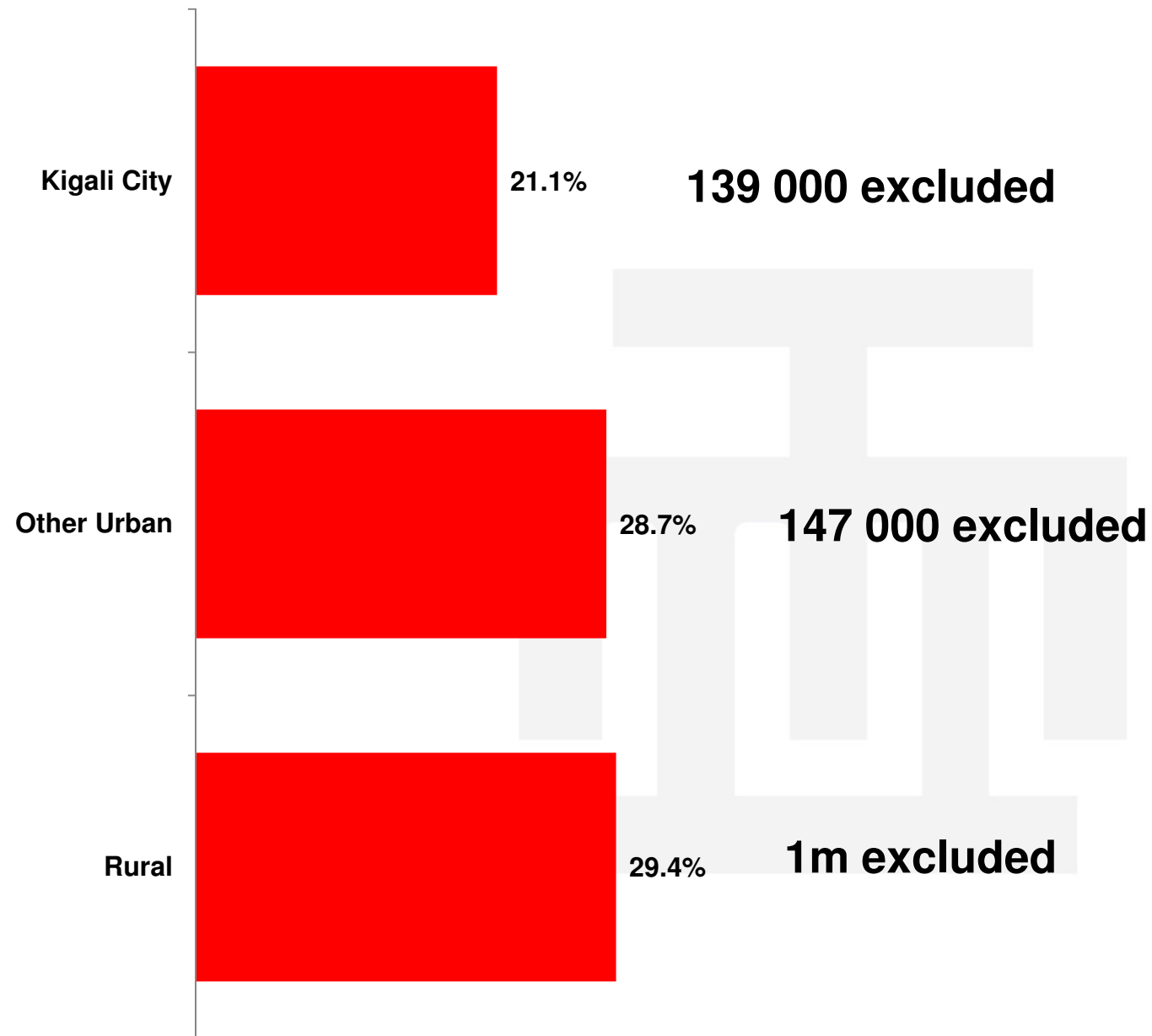
Defining Financial Inclusion



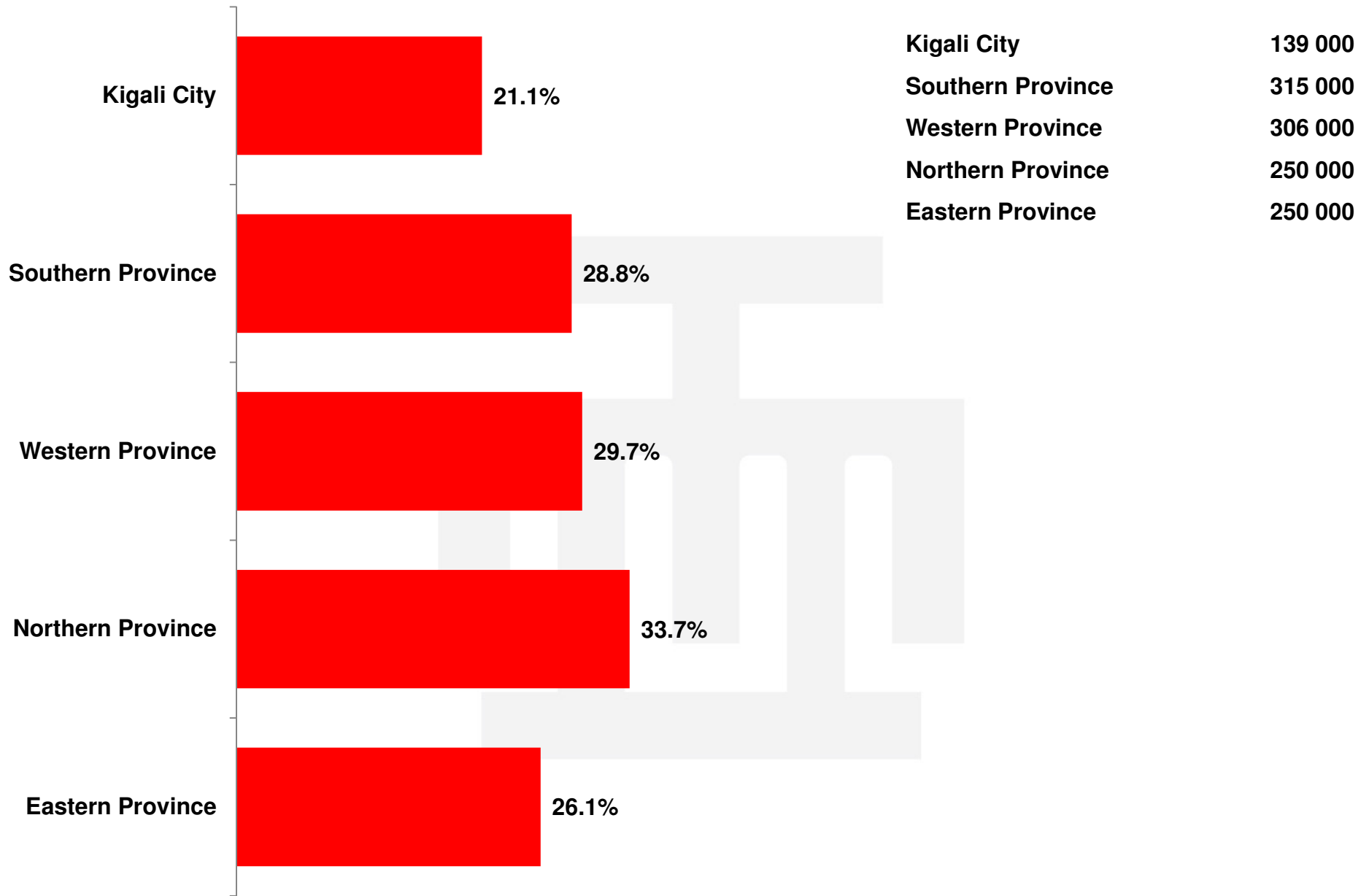
Levels of exclusion



1.3m Rwandan adults still excluded

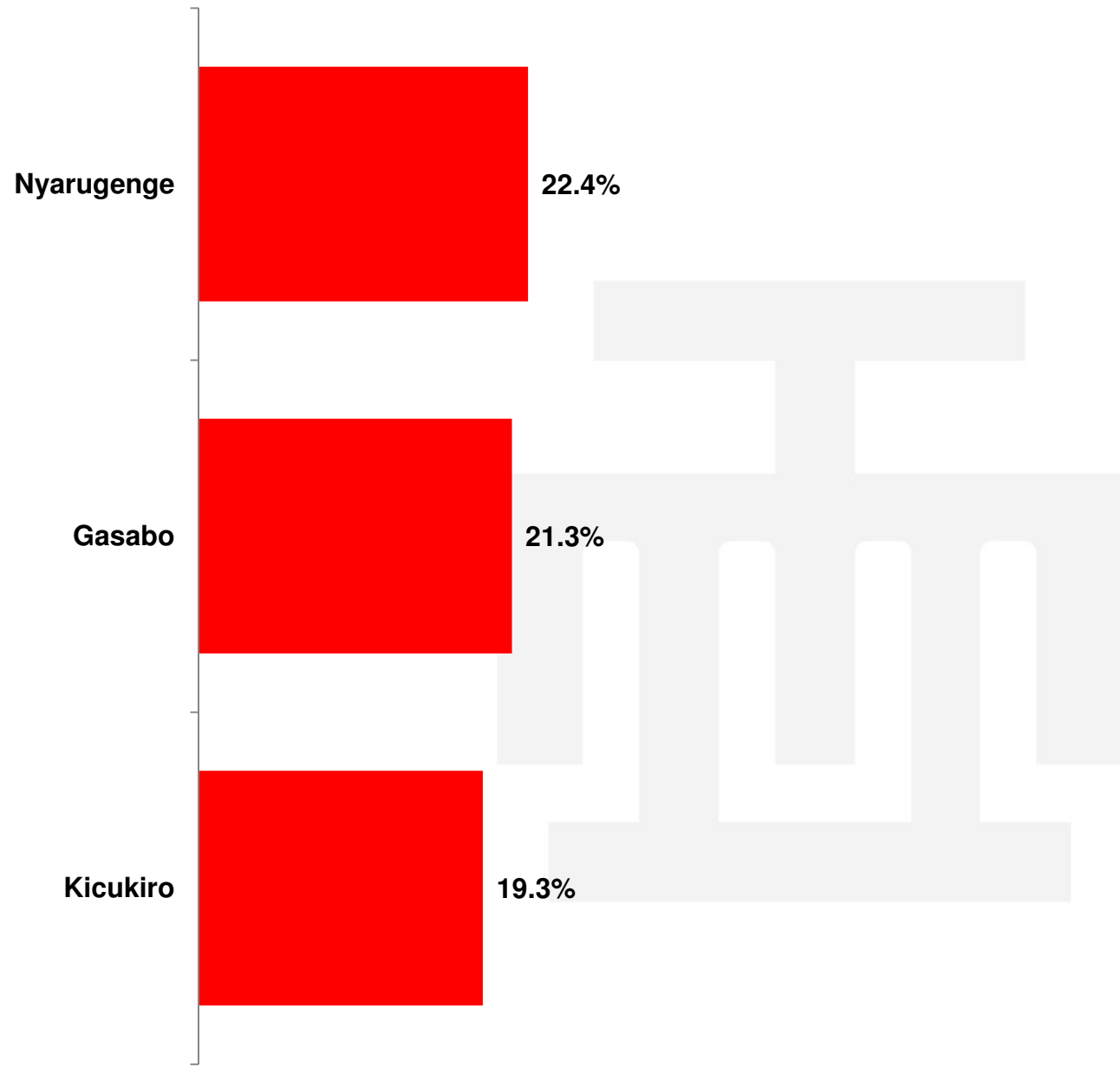


Urban-rural exclusion levels

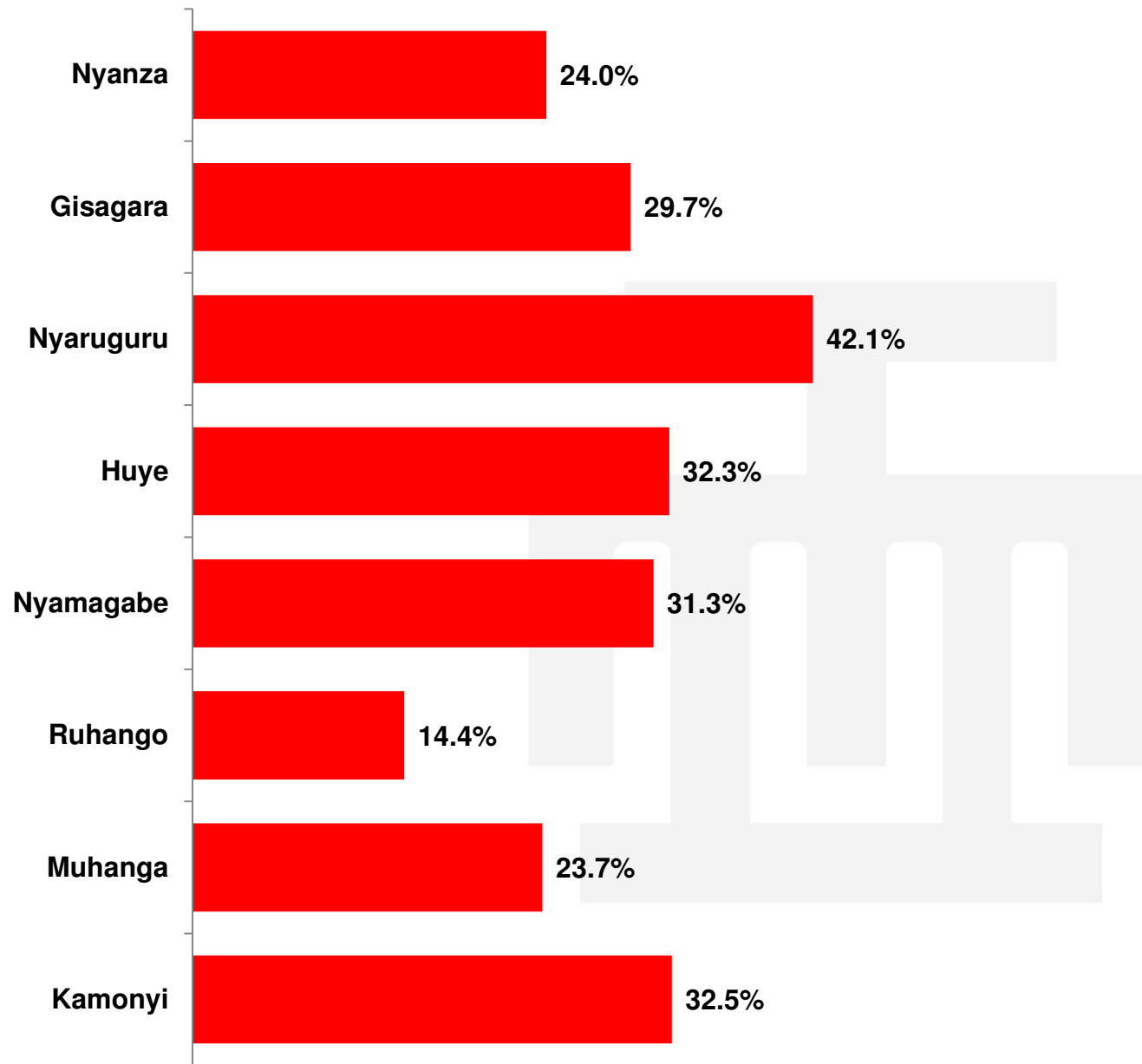


Kigali City	139 000
Southern Province	315 000
Western Province	306 000
Northern Province	250 000
Eastern Province	250 000

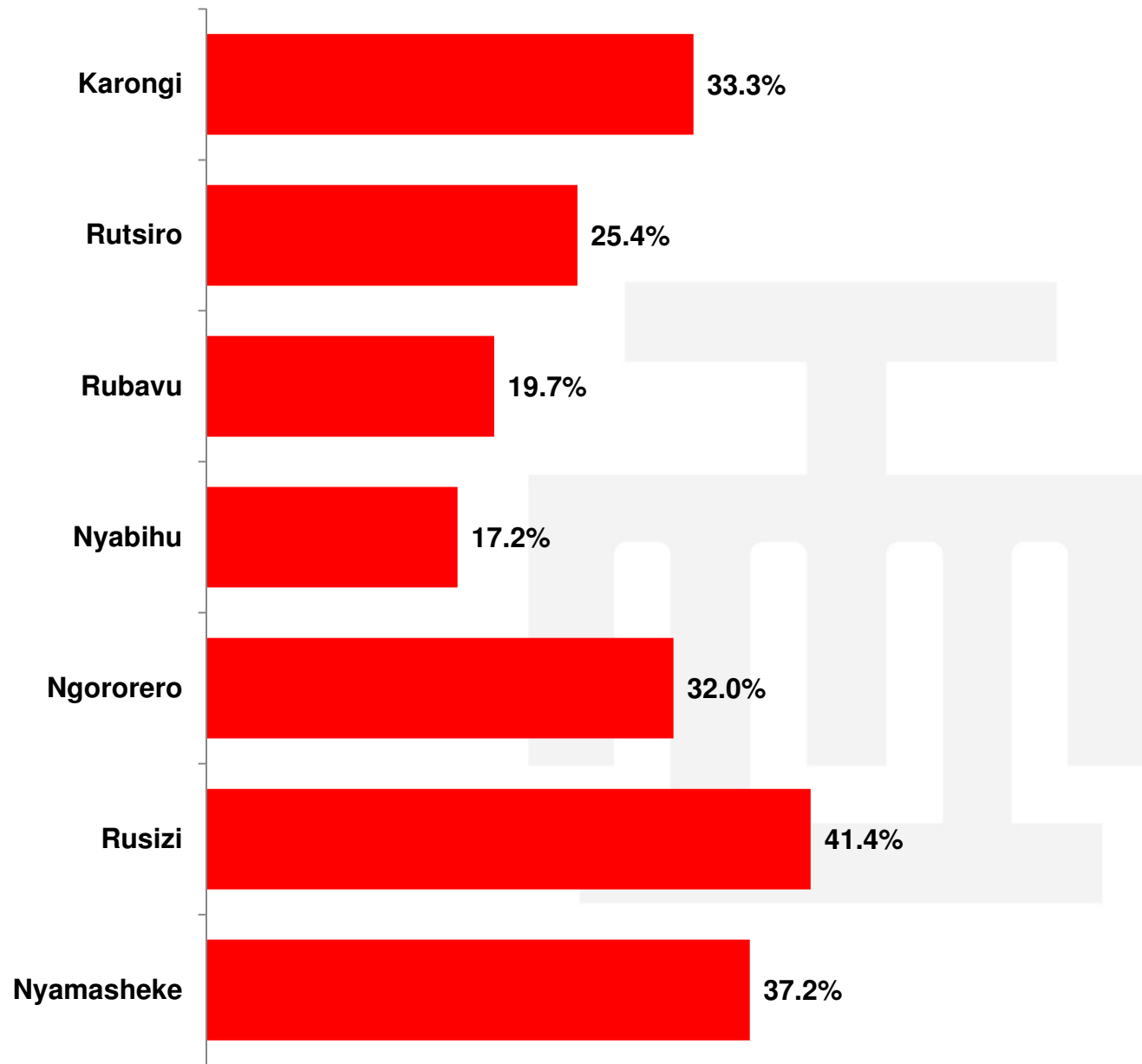
Provincial exclusion levels



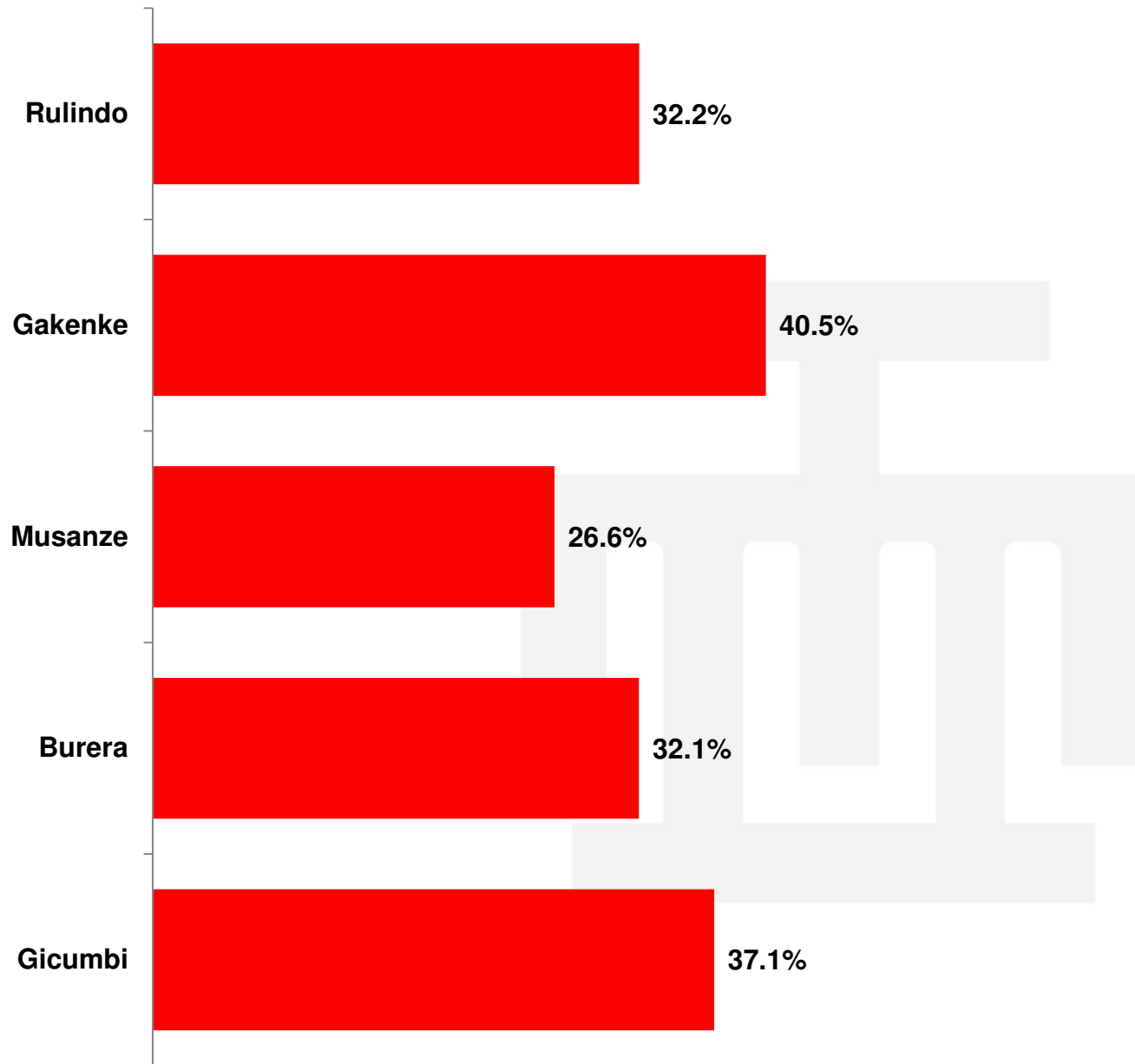
Levels of exclusion per district – Kigali City



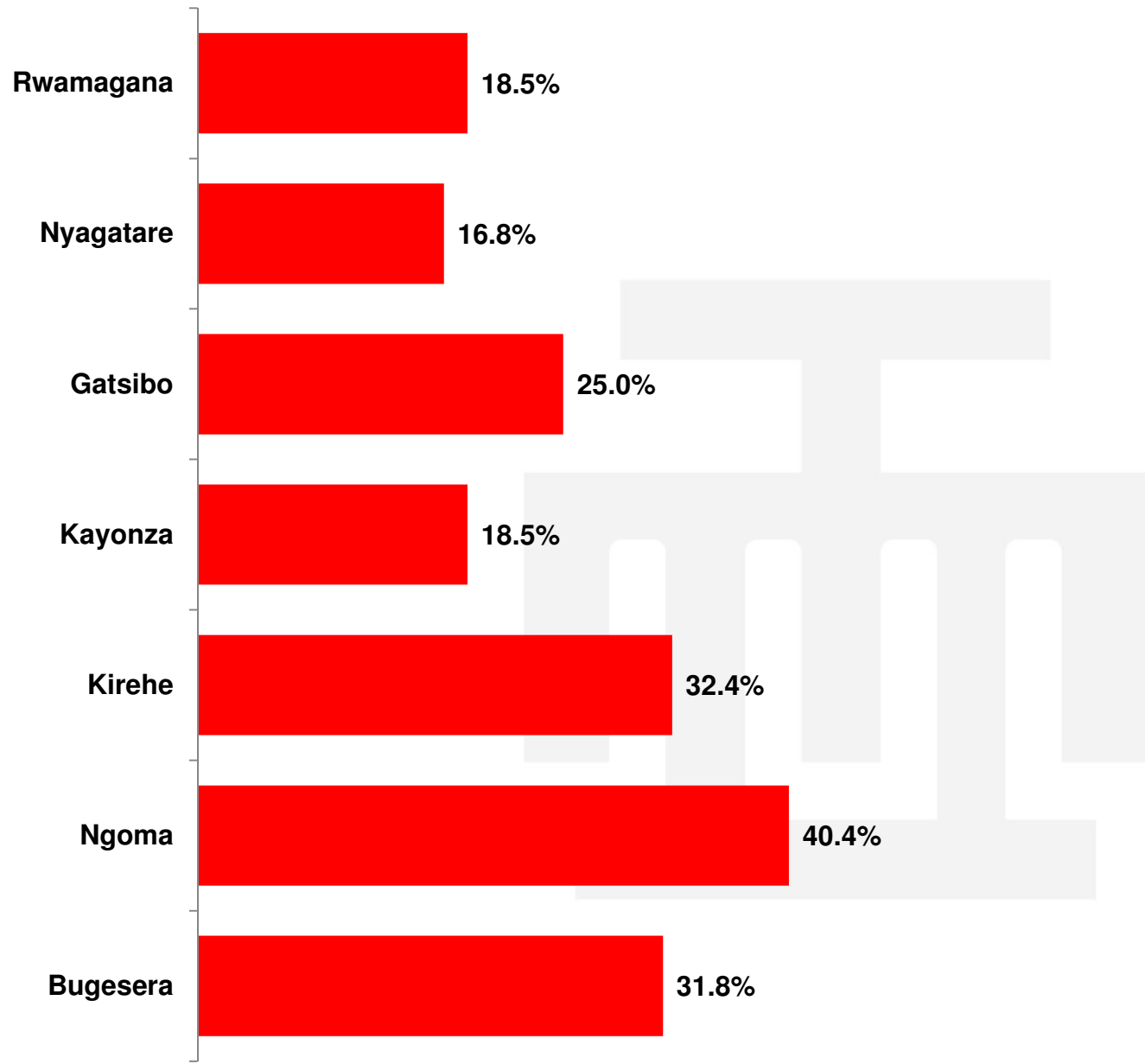
Levels of exclusion per district – Southern Province



Levels of exclusion per district – Western Province



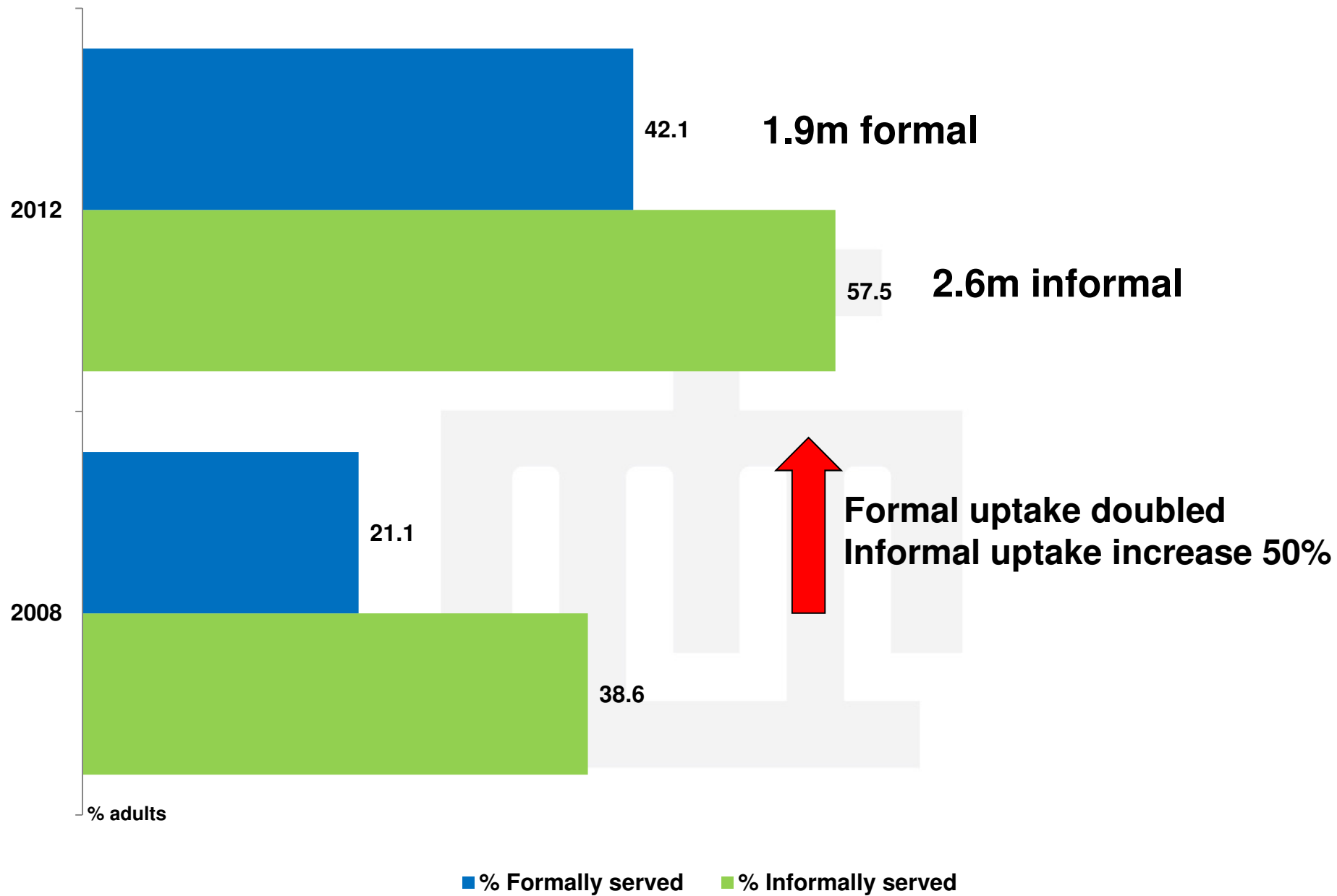
Levels of exclusion per district – Northern Province



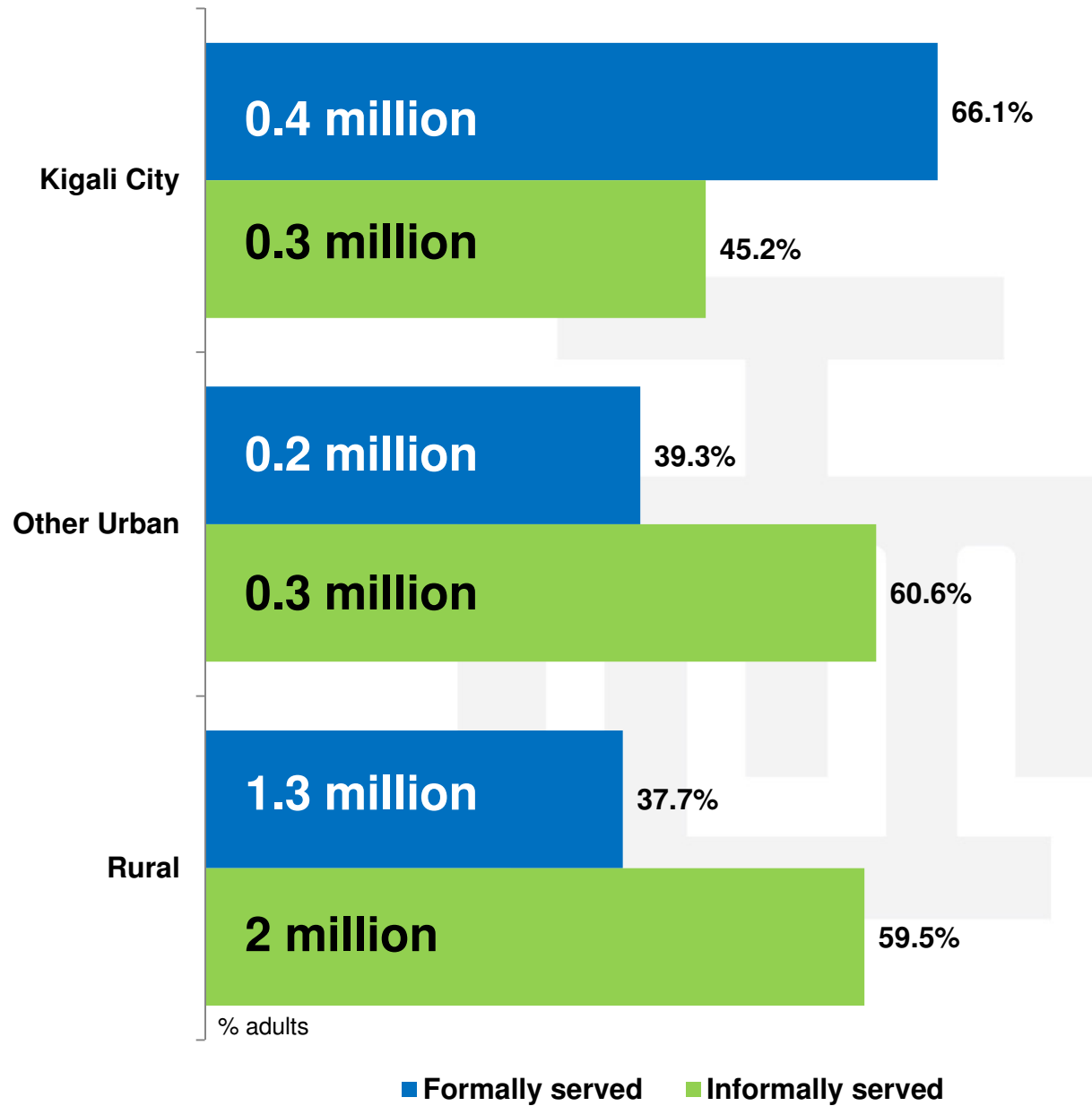
Levels of exclusion per district – Eastern Province



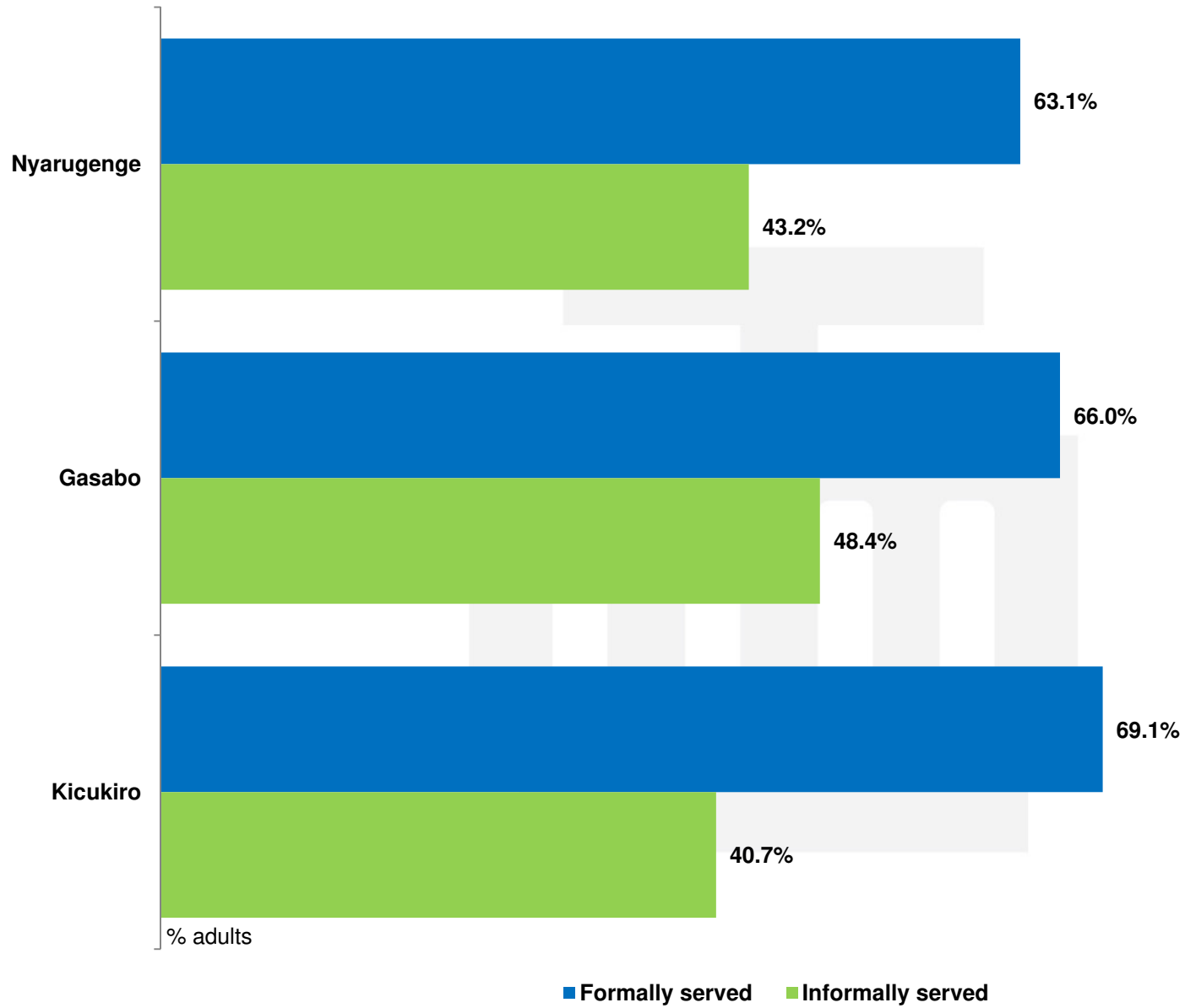
Are Rwandan adults using formal financial products and services or informal mechanisms to manage their money?



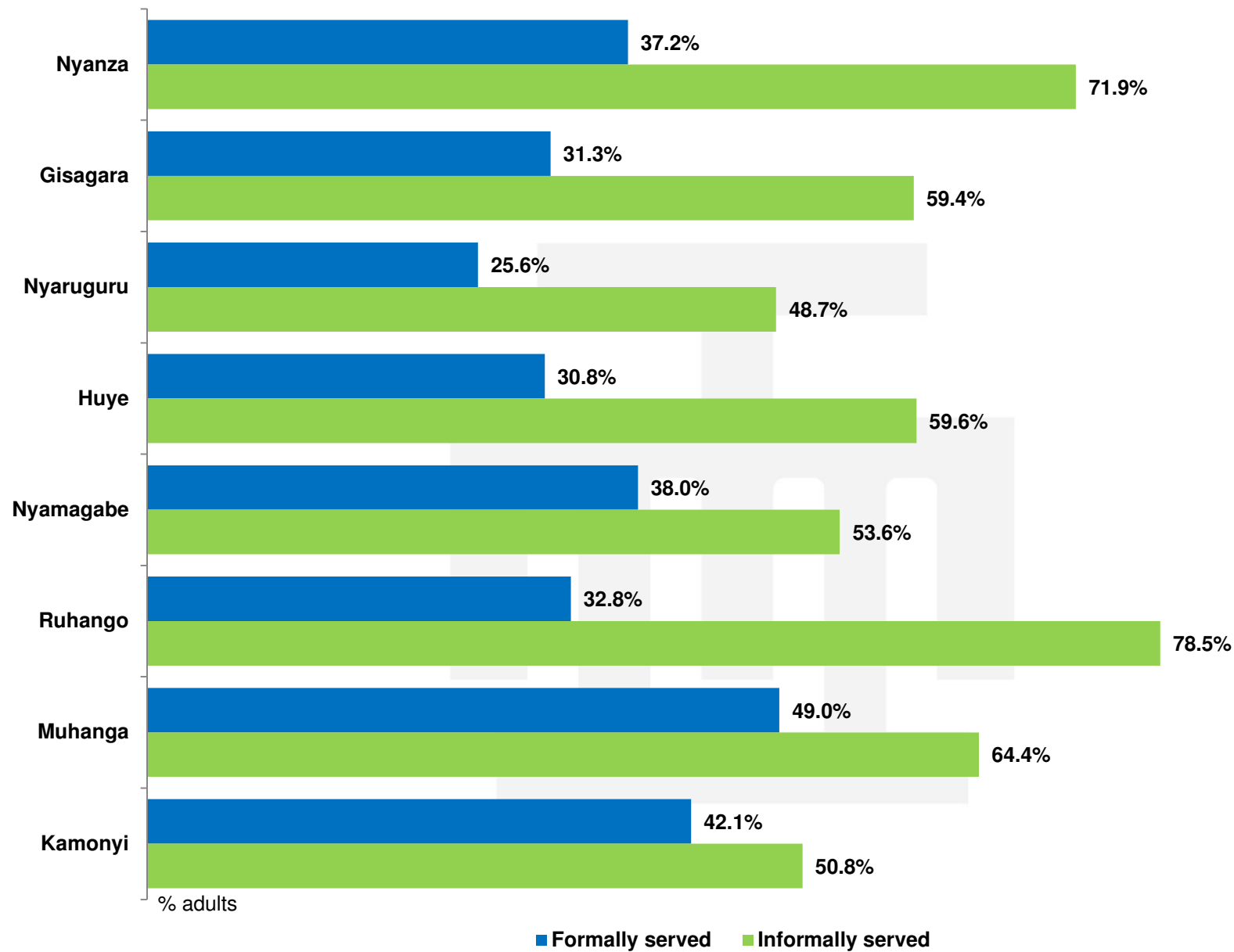
Both formal and informal uptake increased since 2008



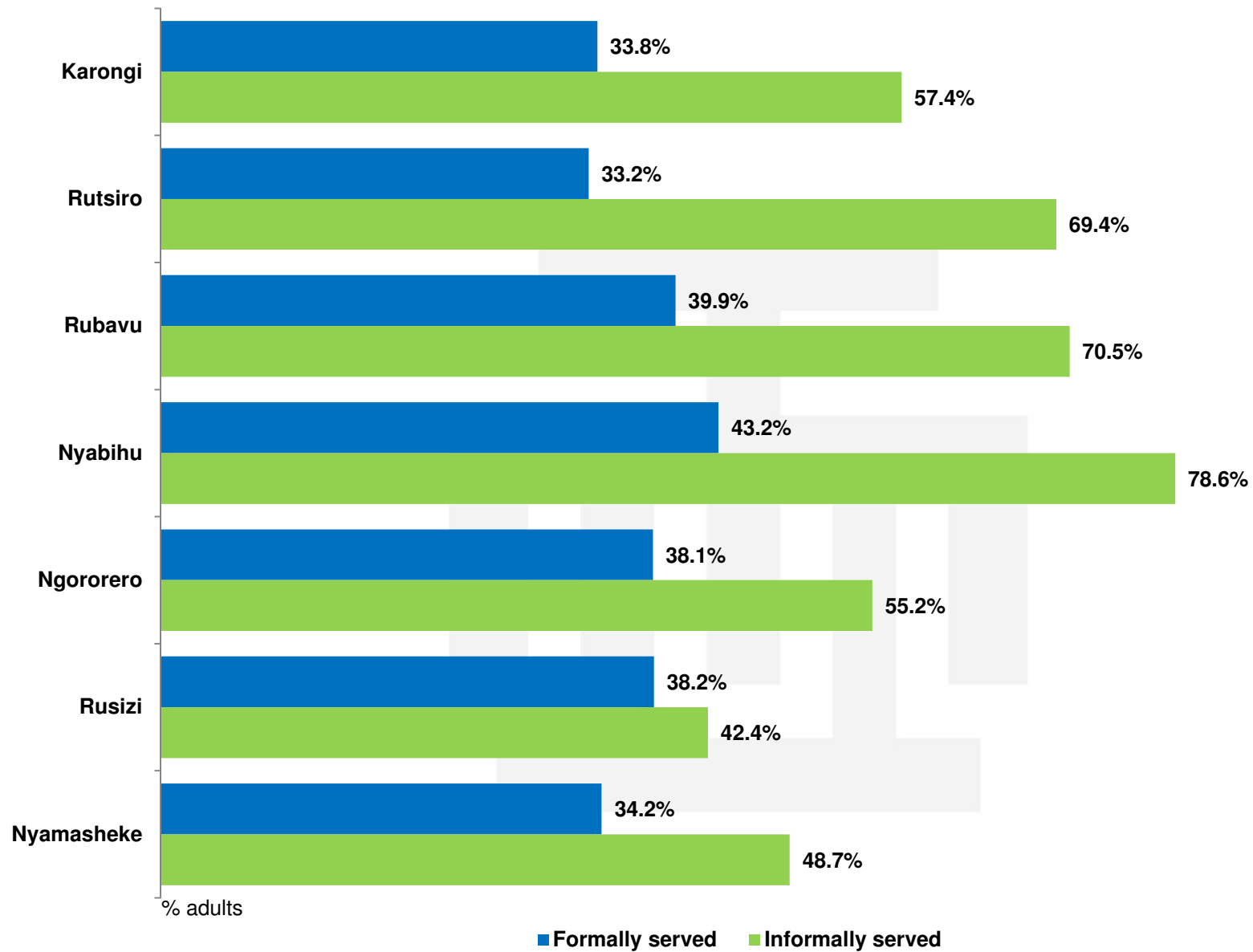
% of adults using formal financial products/services and the % using informal mechanisms - Urban-rural situation



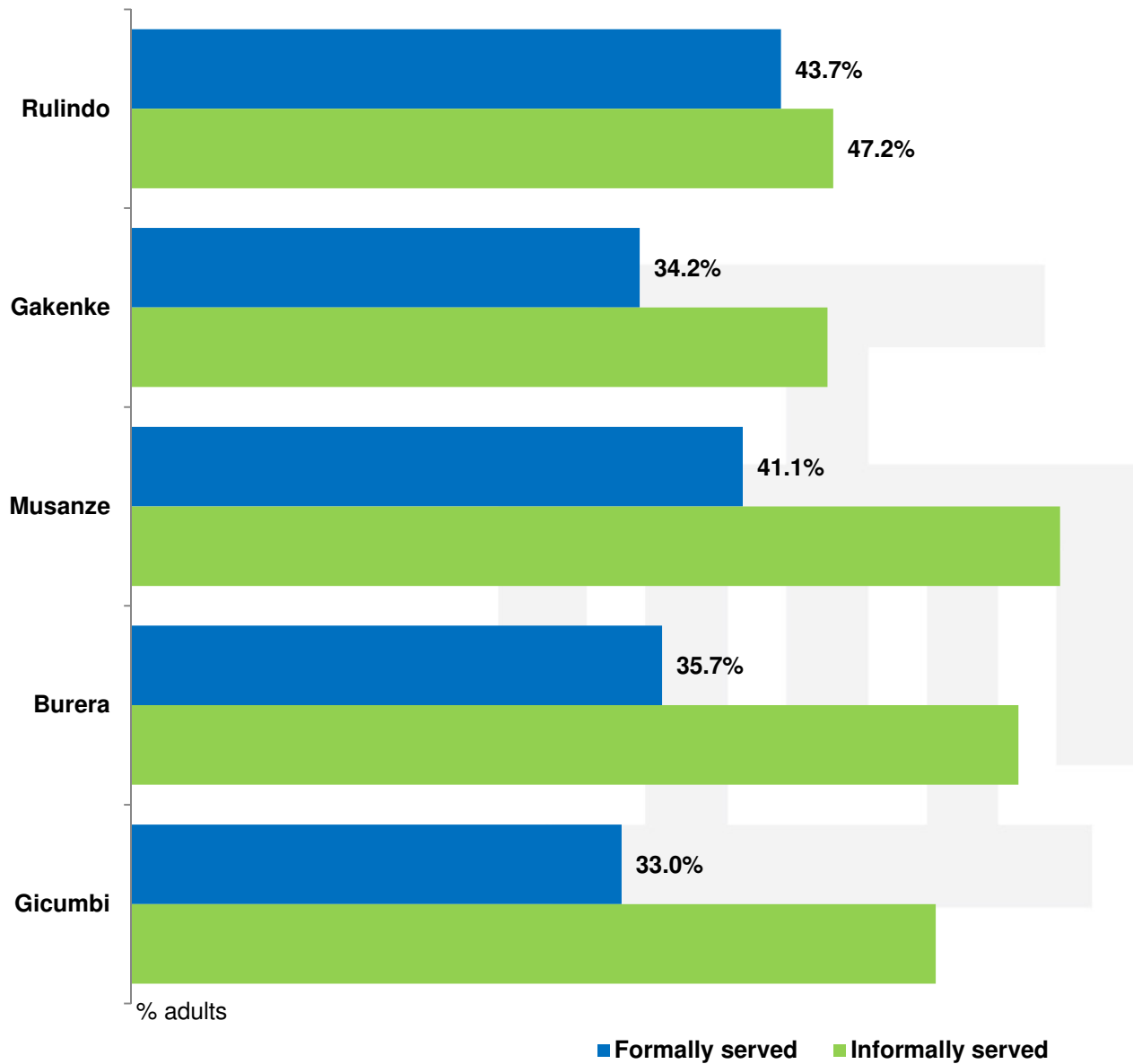
% of adults using formal financial products/services and the % using informal mechanisms – Kigali City



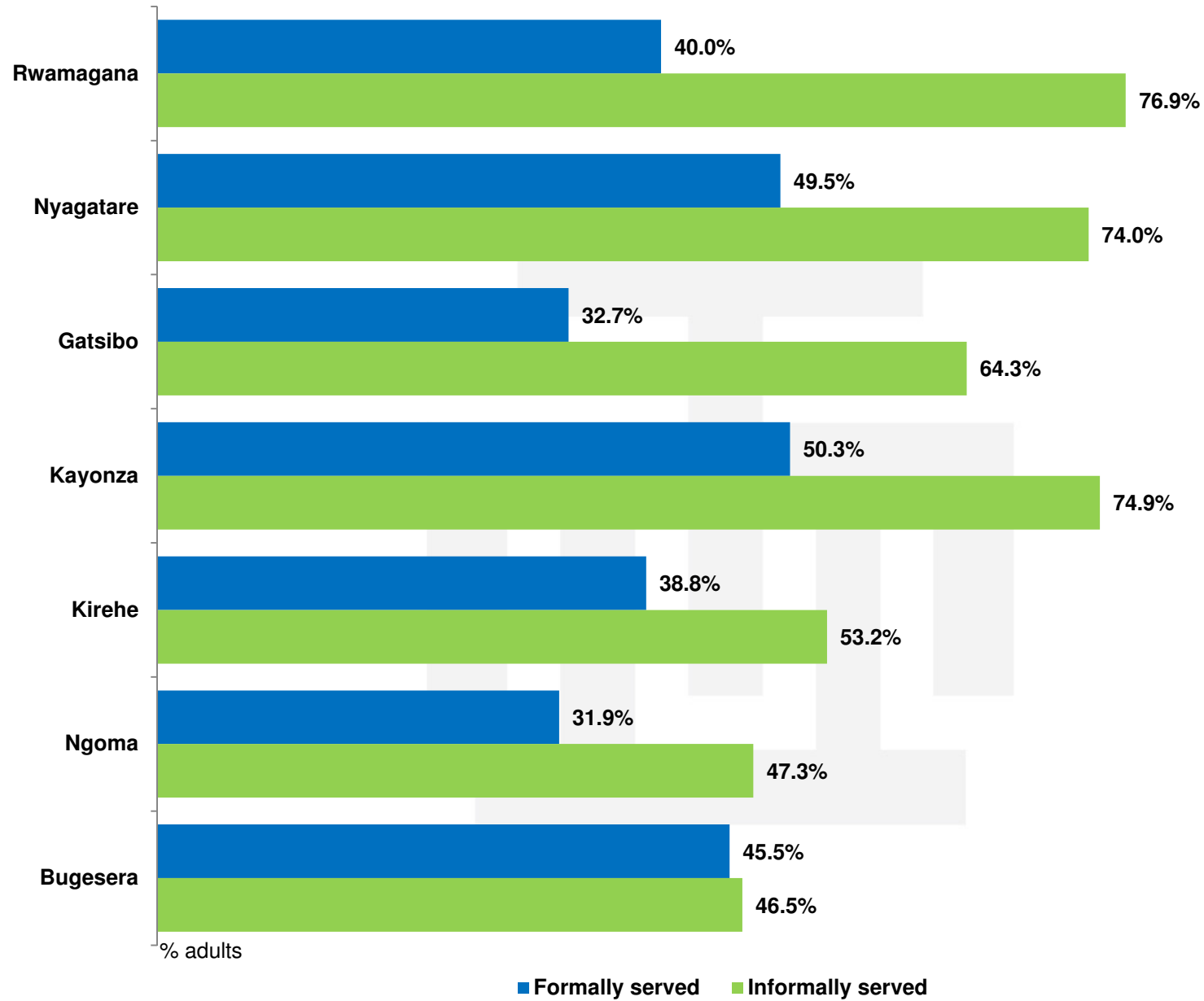
% of adults using formal financial products/services and the % using informal mechanisms – Southern Province



% of adults using formal financial products/services and the % using informal mechanisms – Western Province



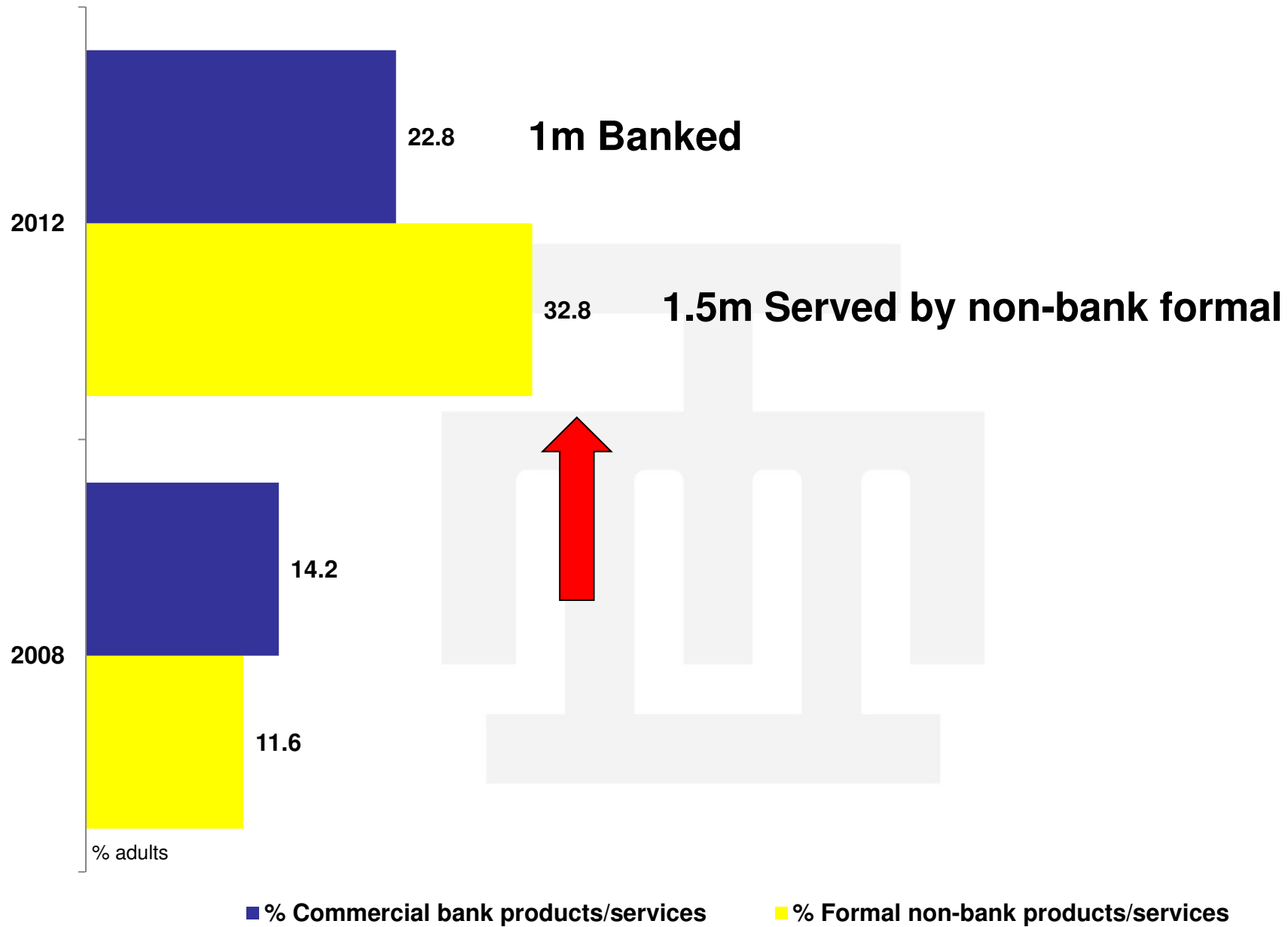
% of adults using formal financial products/services and the % using informal mechanisms – Northern Province



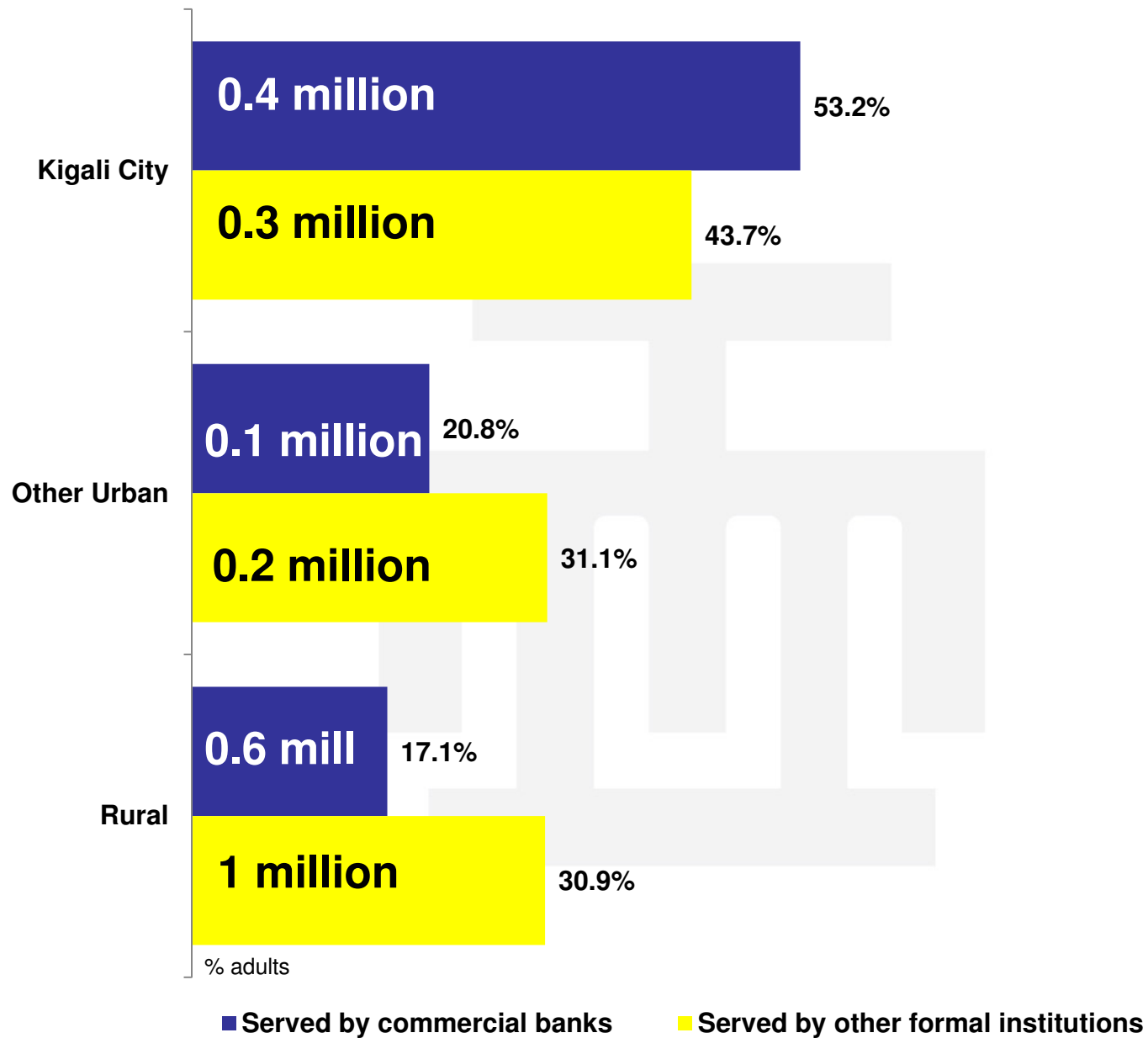
% of adults using formal financial products/services and the % using informal mechanisms – Eastern Province



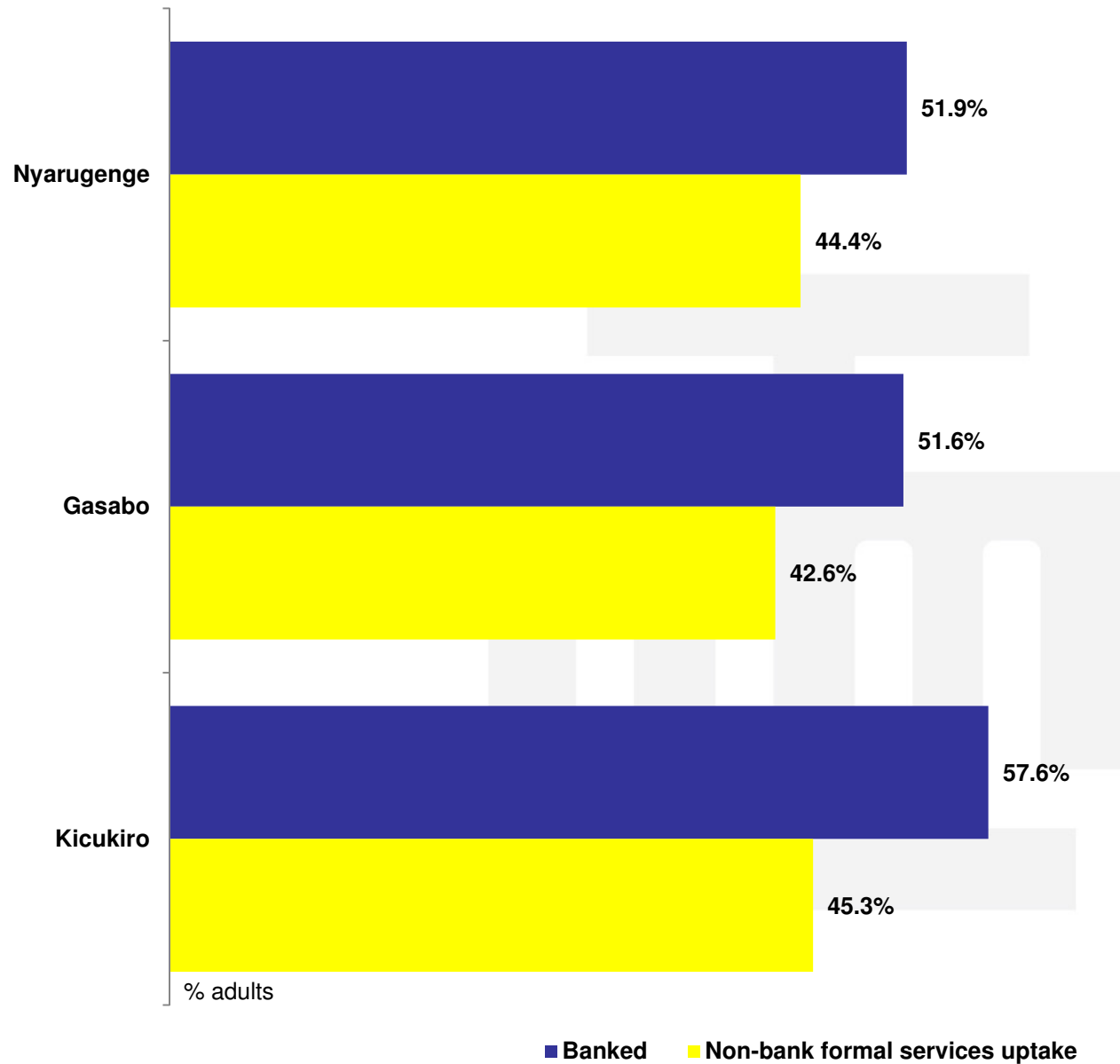
**Which formal financial services do
Rwandans have/use?**



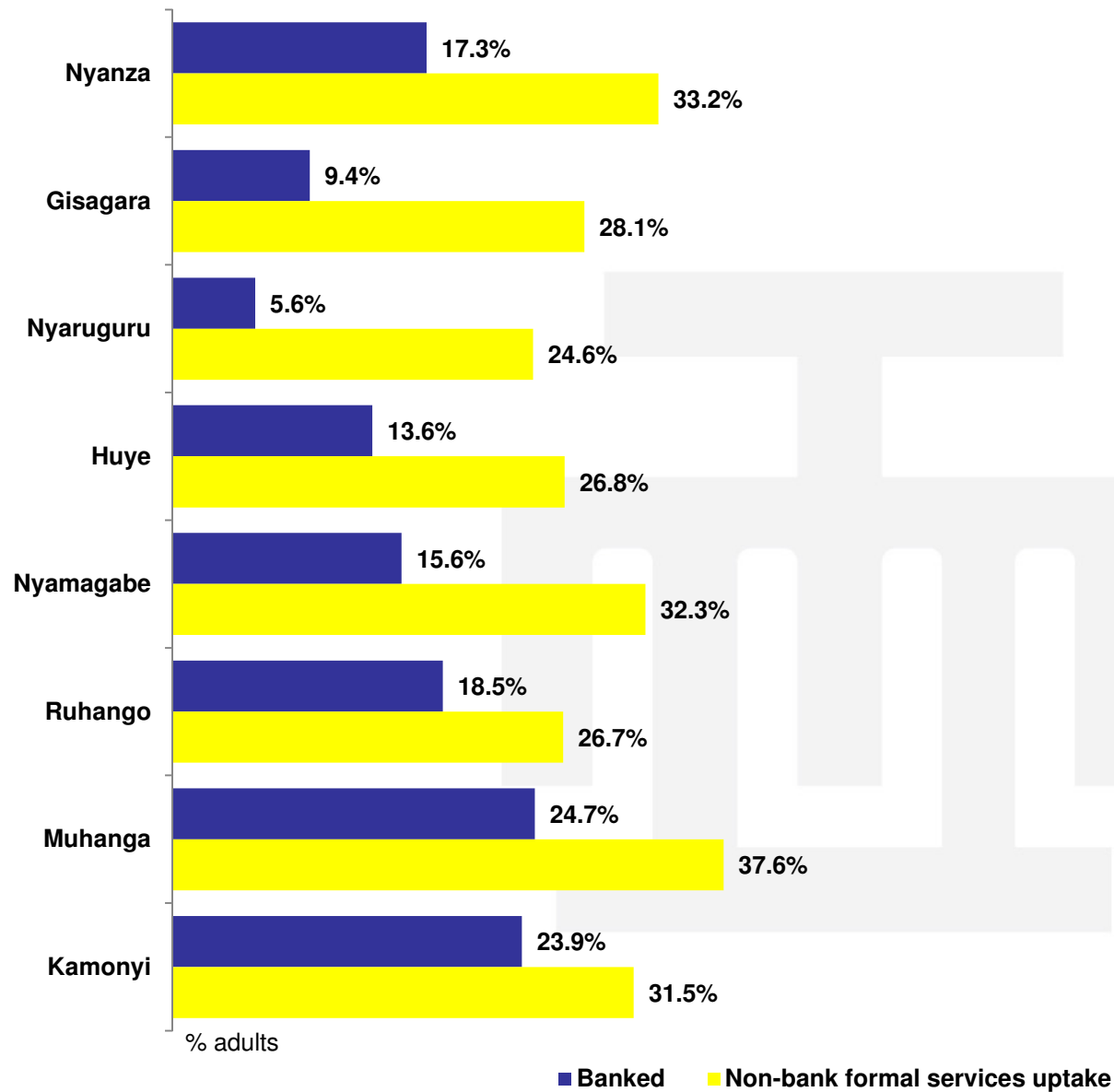
Since 2008 uptake of commercial bank & non-bank formal services increased



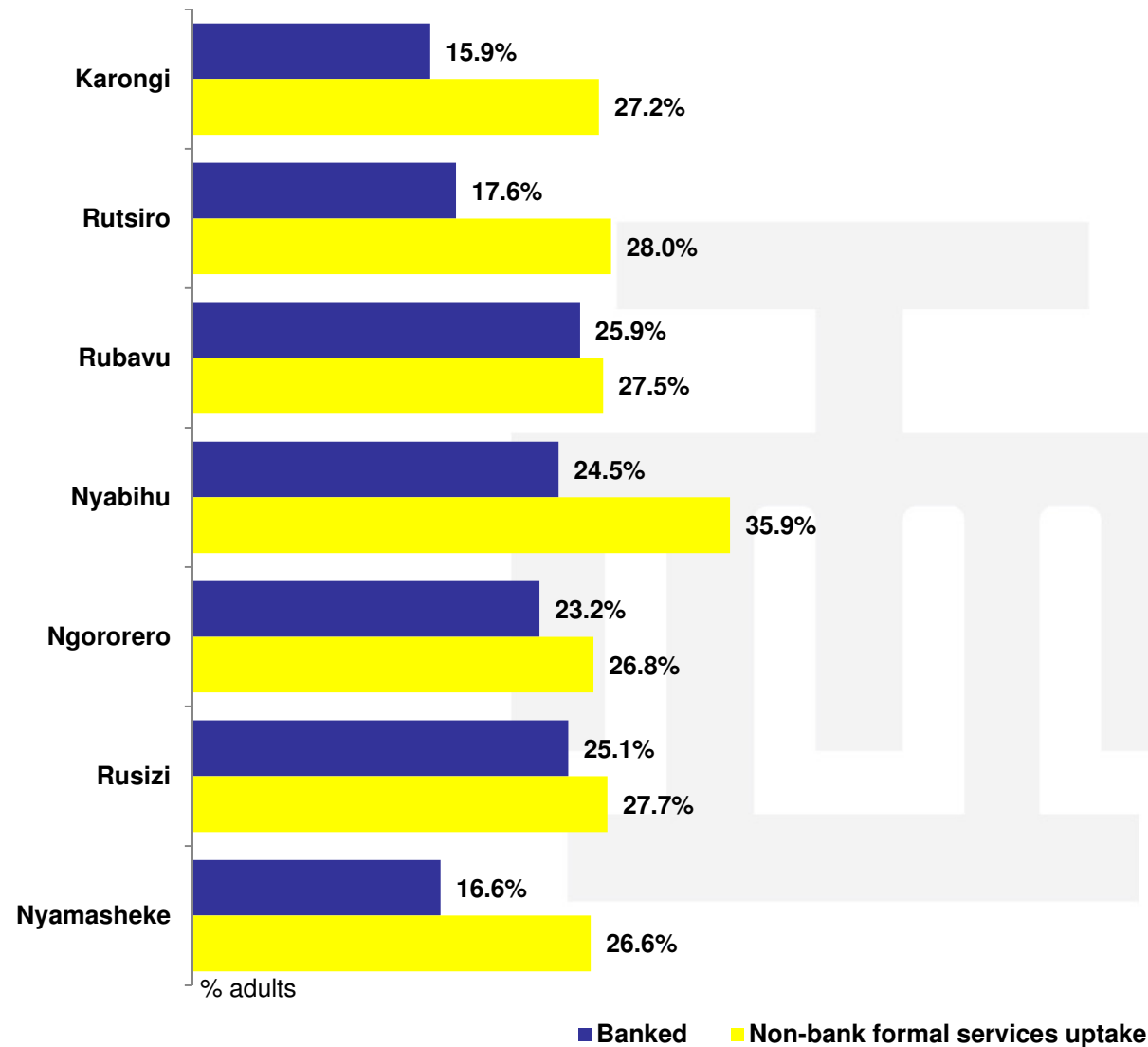
% Adults served by commercial bank and the % served by non-bank formal financial institutions - Urban-rural situation



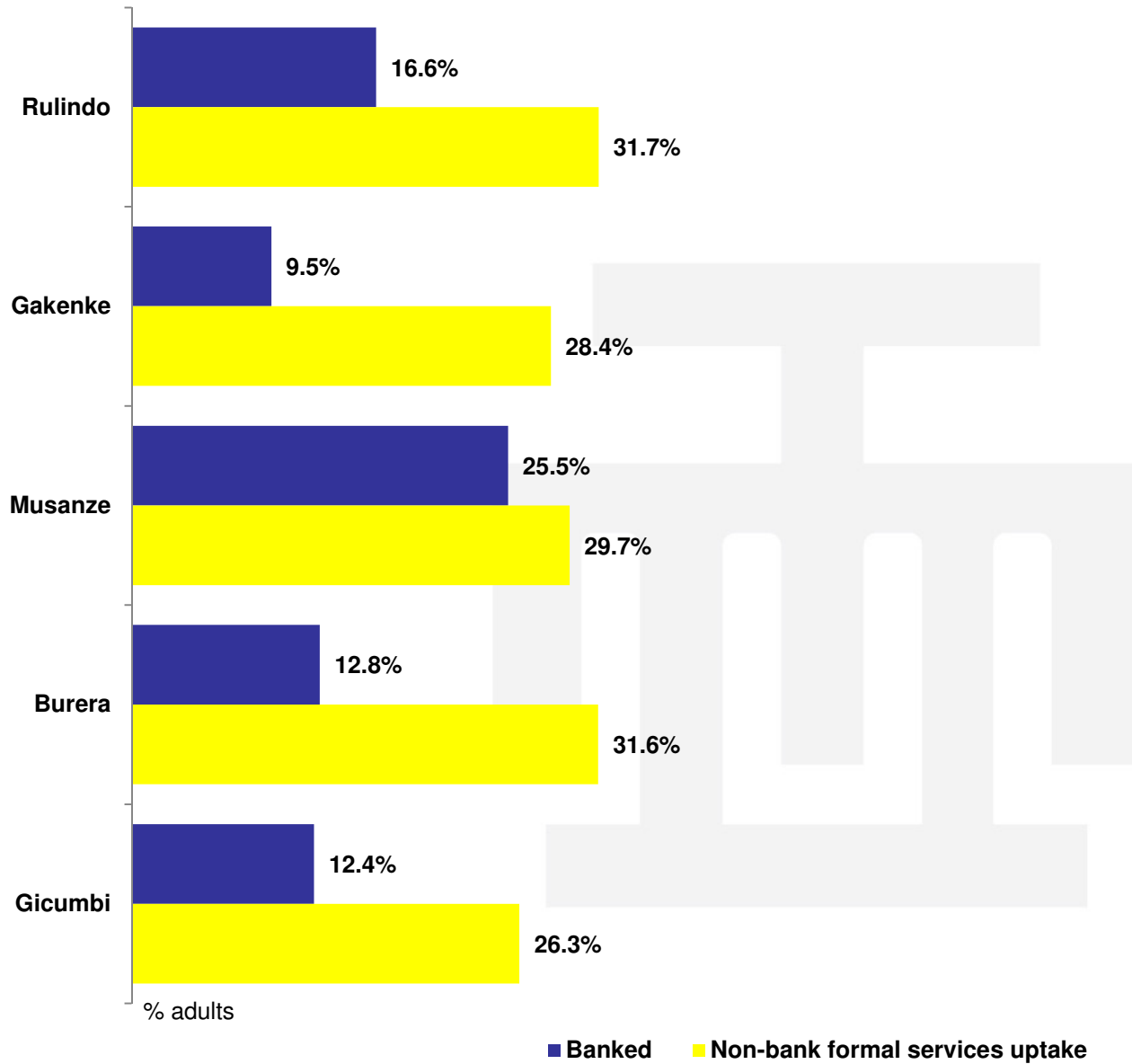
% Adults served by commercial bank and the % served by non-bank formal financial institutions – Kigali City



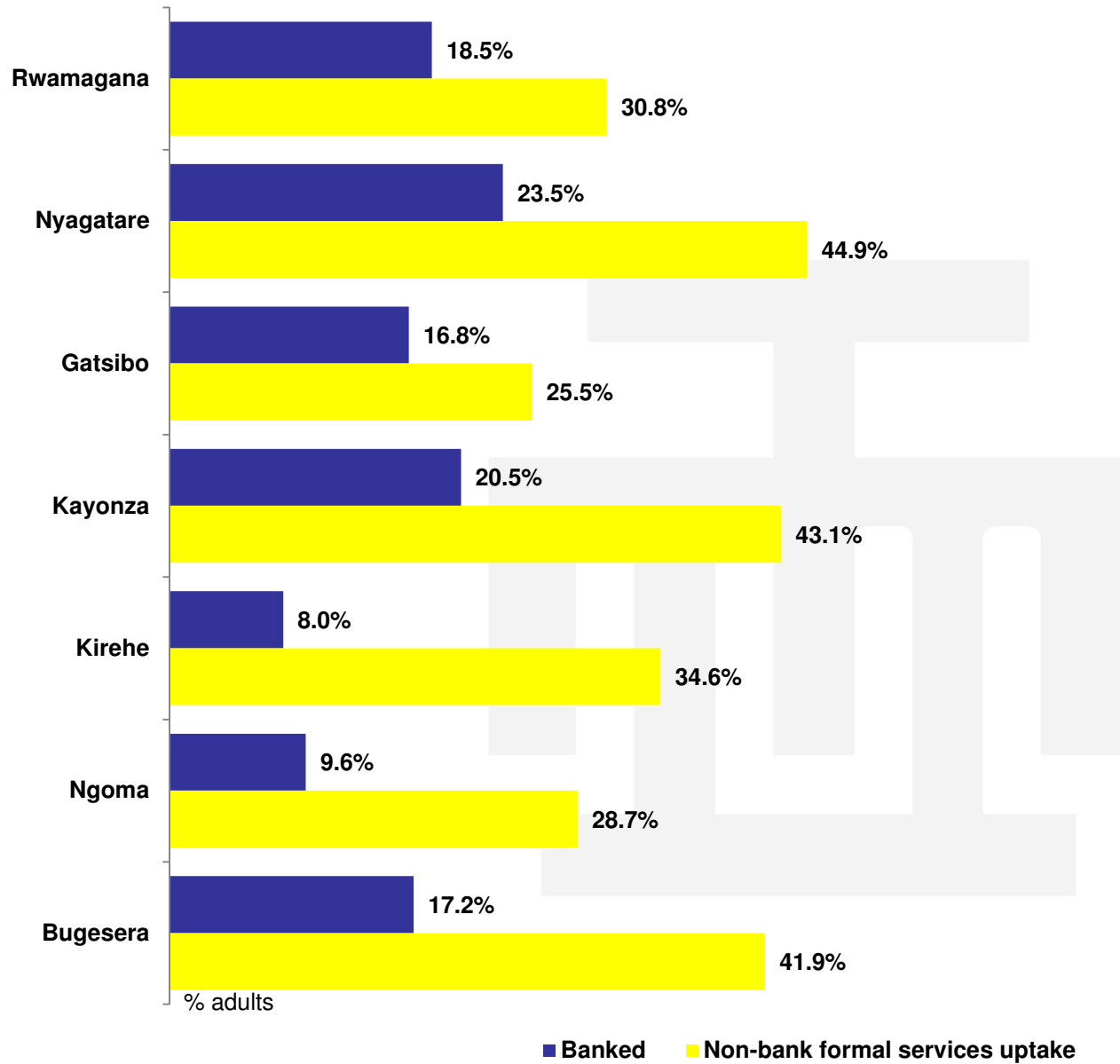
% Adults served by commercial bank and the % served by non-bank formal financial institutions – Southern Province



% Adults served by commercial bank and the % served by non-bank formal financial institutions – Western Province



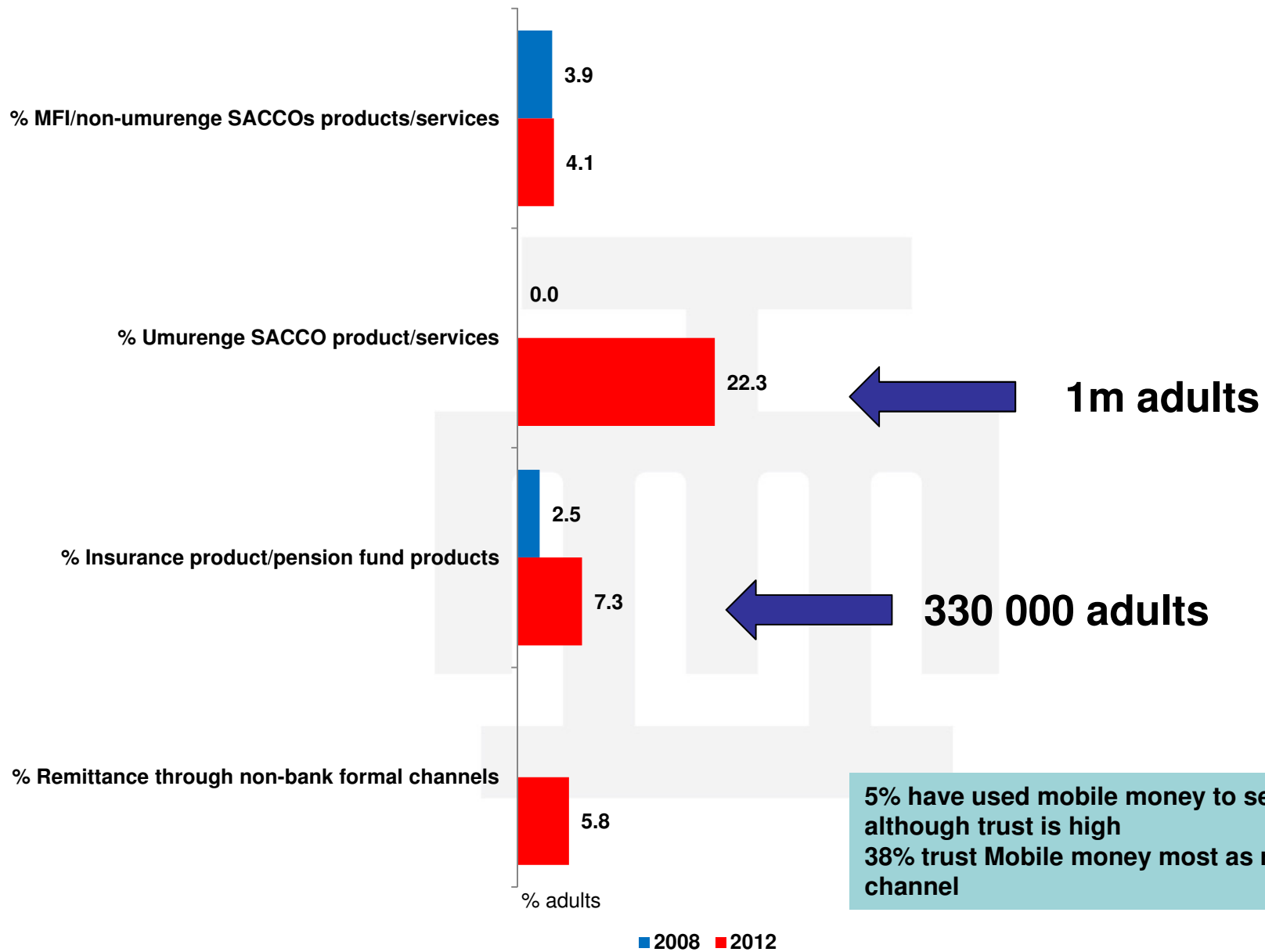
% Adults served by commercial bank and the % served by non-bank formal financial institutions – Northern Province



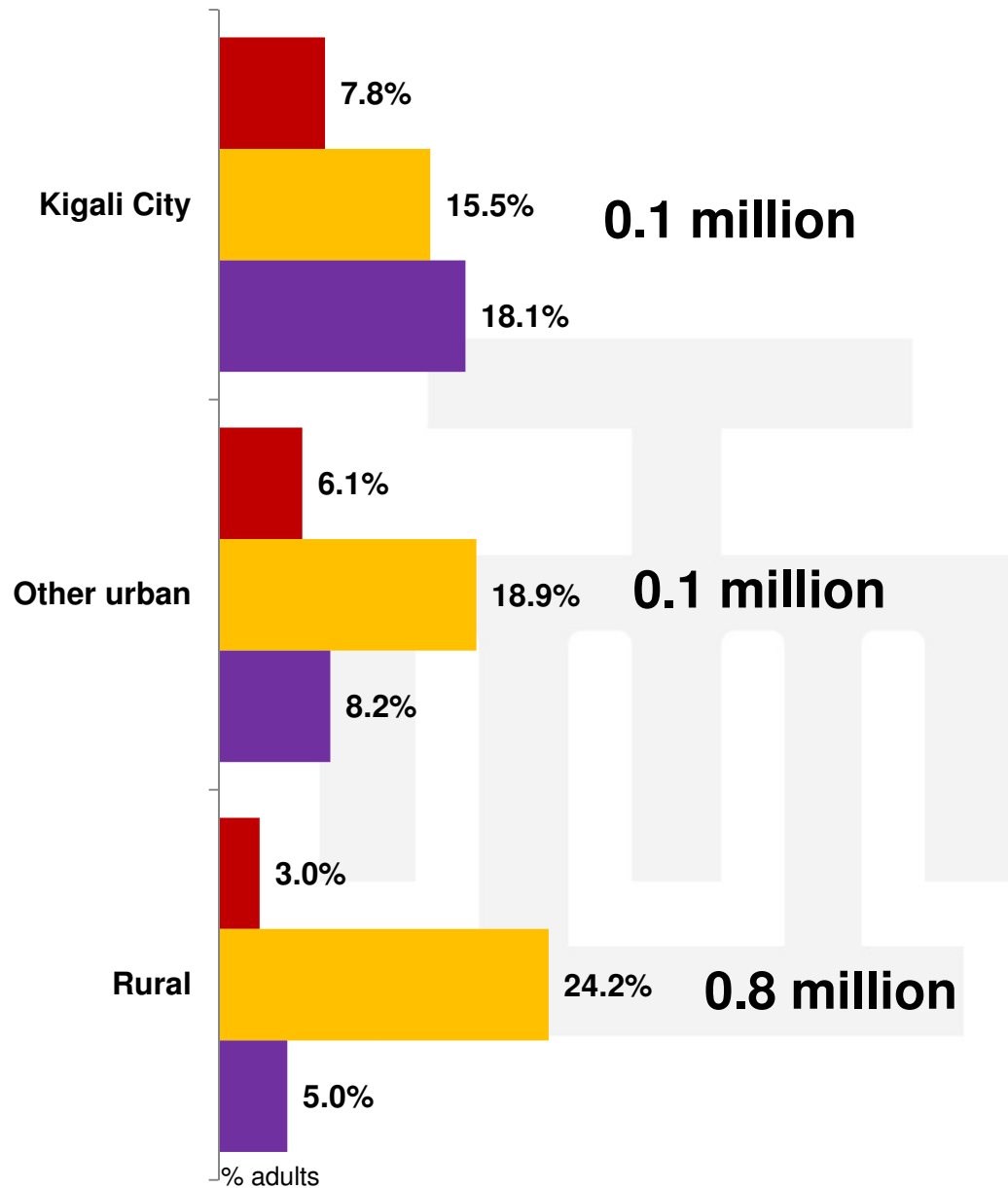
% Adults served by commercial bank and the % served by non-bank formal financial institutions – Eastern Province



**Which non-bank formal financial services
do Rwandans have/use?**



Most significant increase in uptake caused by SACCOs, but insurance/pension increased significantly too

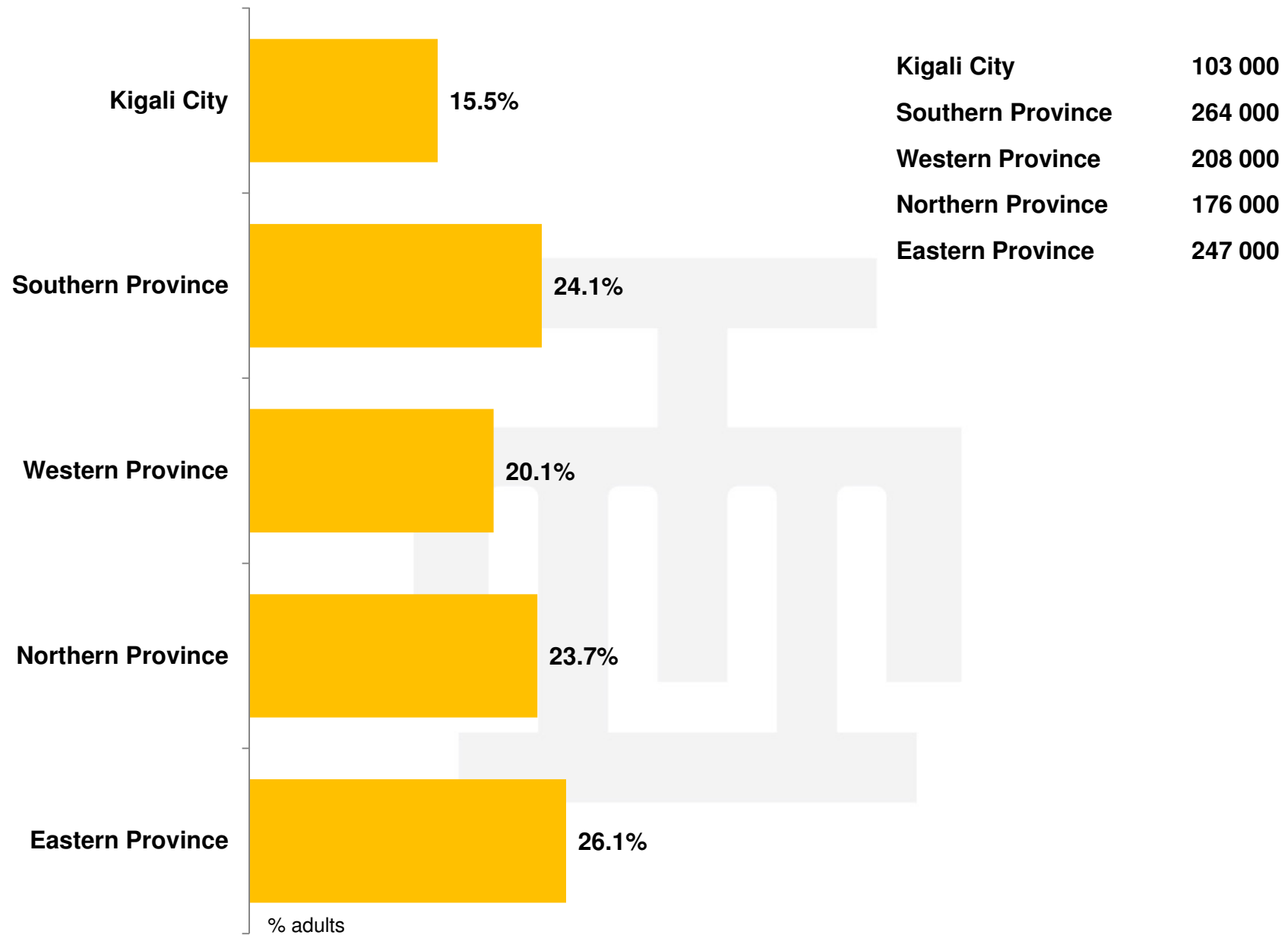


■ Have/use MFI product/service ■ Have/use U-SACCO product/service ■ Covered by insurance

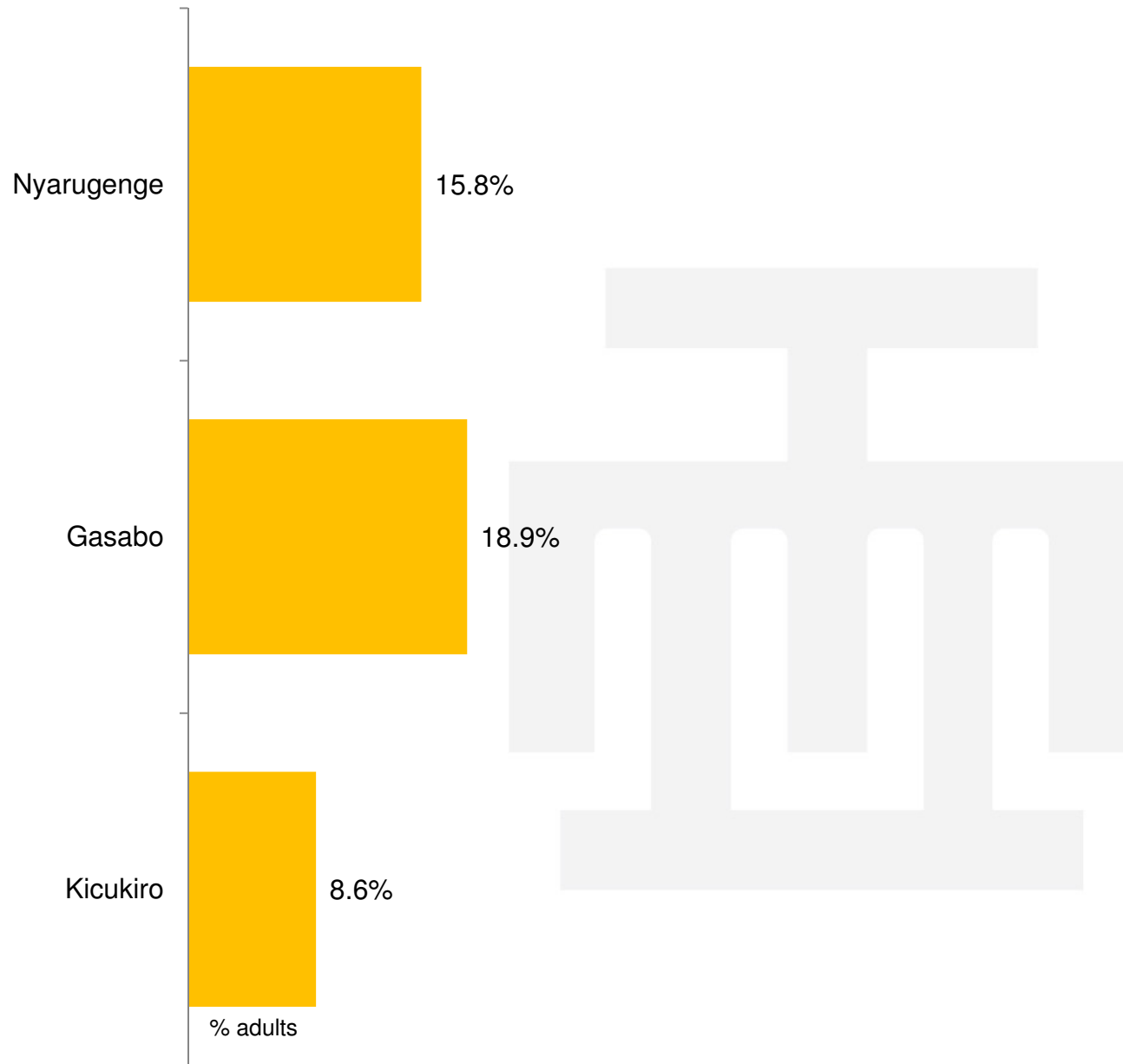
% adults that have/use MFI, Umurenge SACCO and Insurance products
- Urban-rural situation



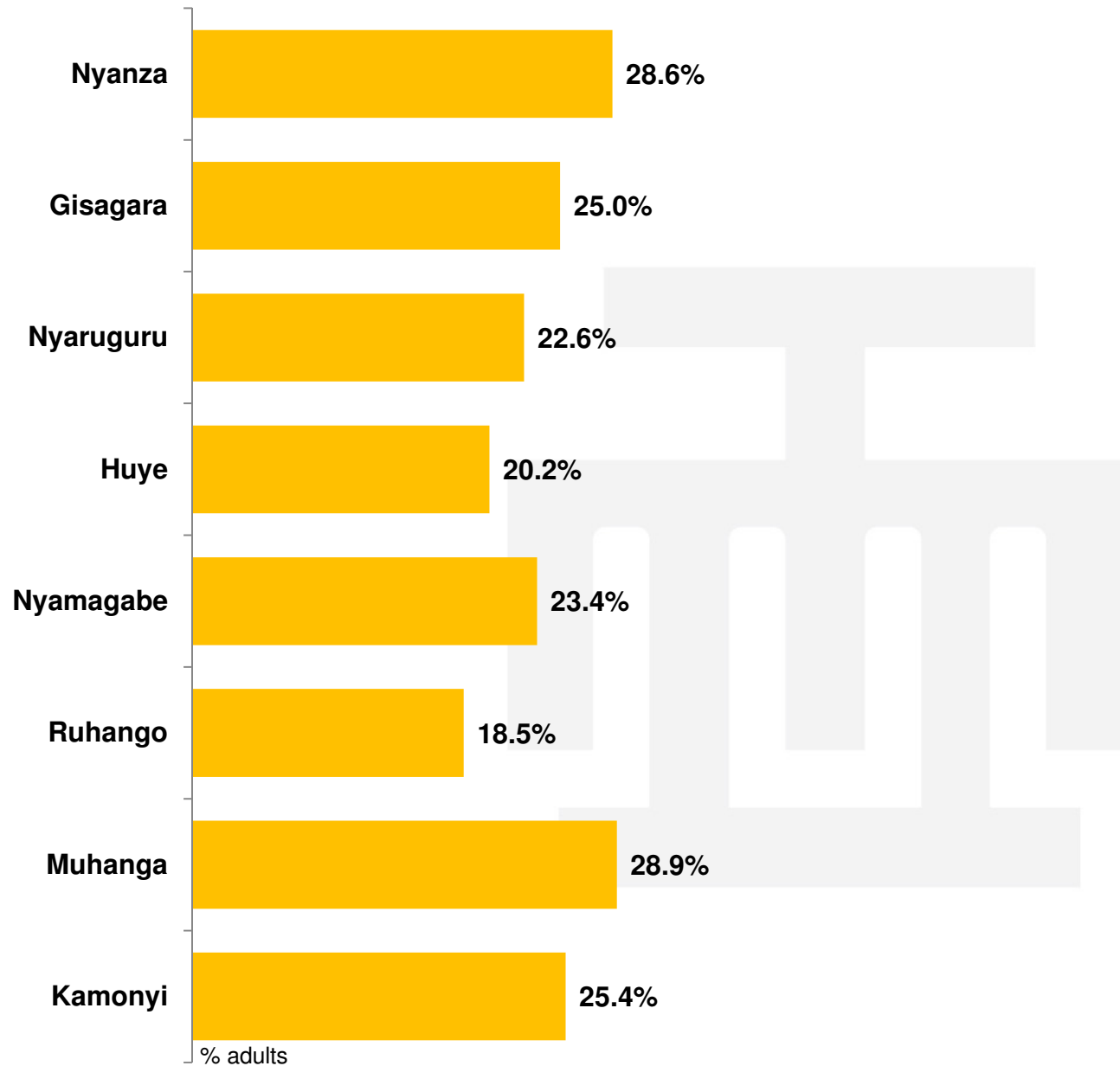
Umurenge SACCO uptake



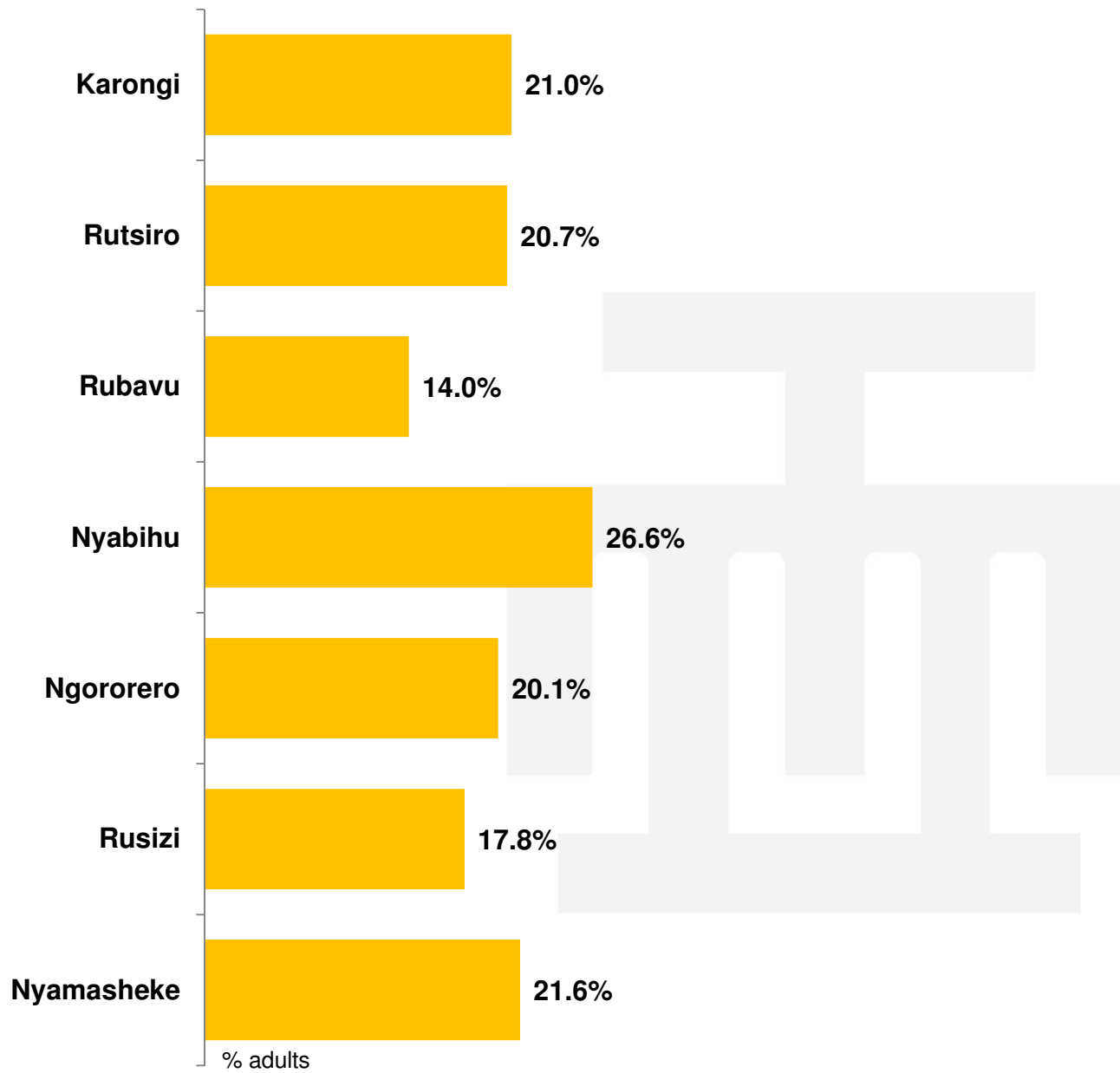
Percentage uptake amongst adults per province



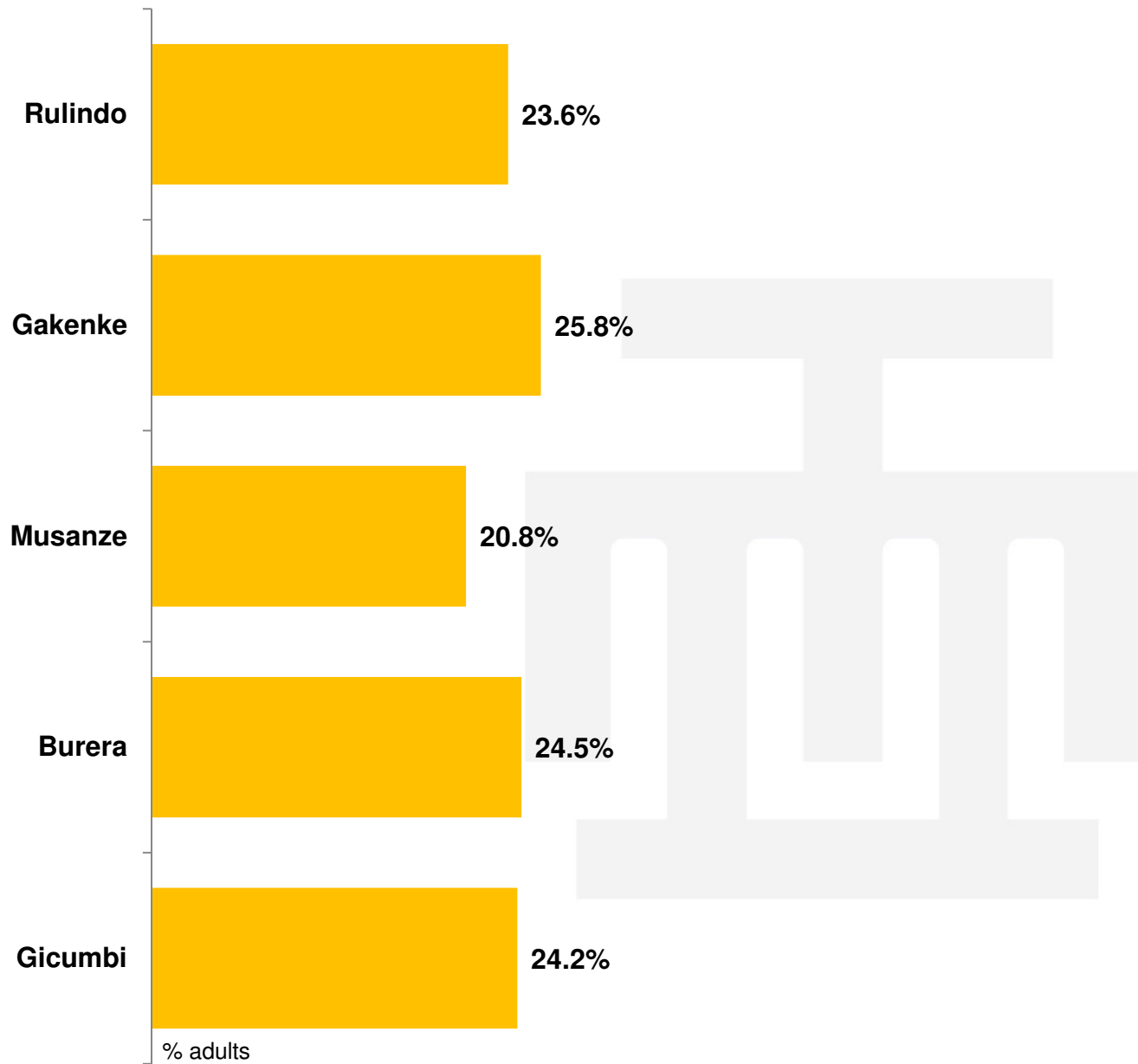
Percentage uptake amongst adults per district - Kigali City



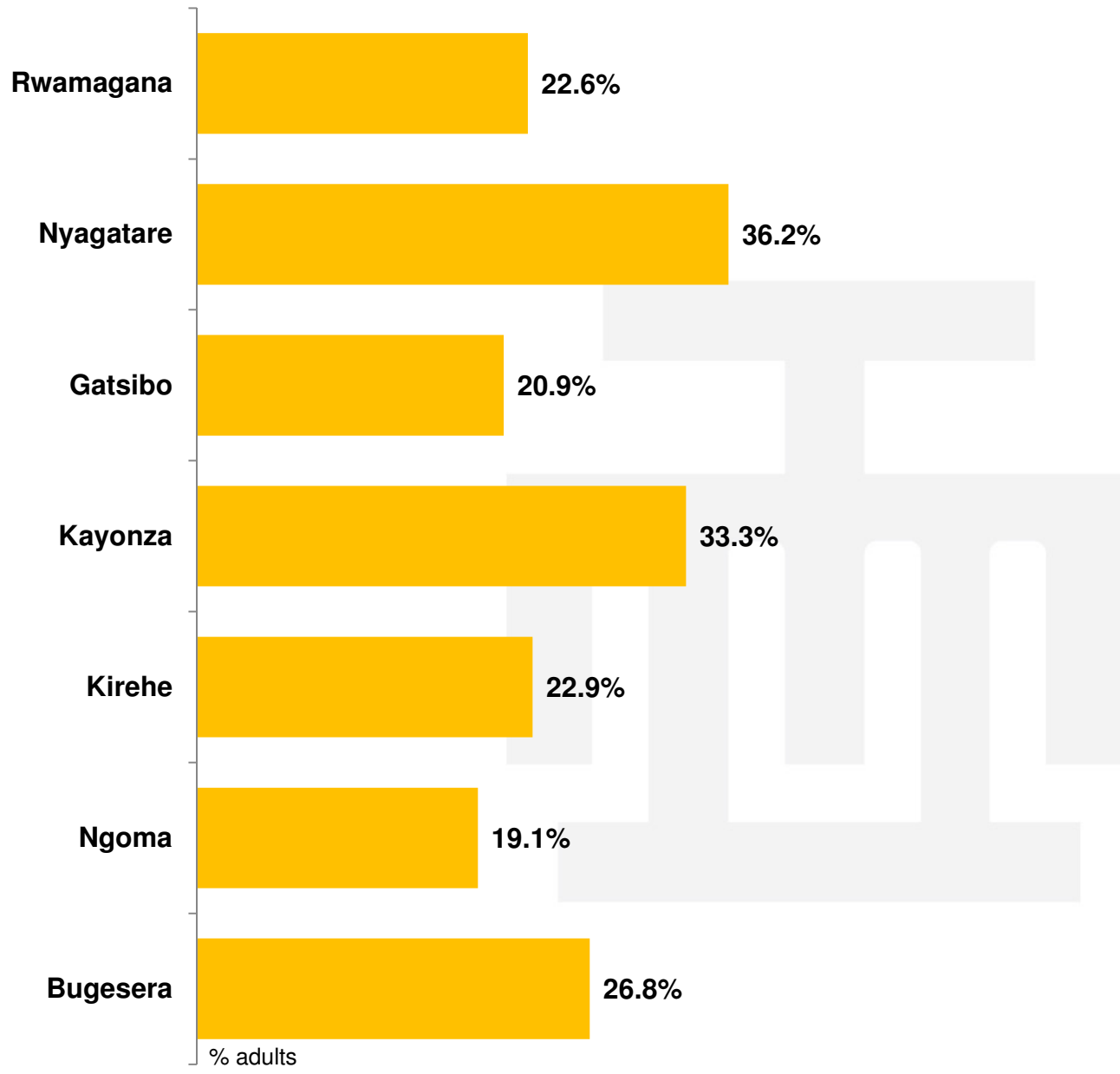
Percentage uptake amongst adults per district – Southern Province



Percentage uptake amongst adults per district - Western Province

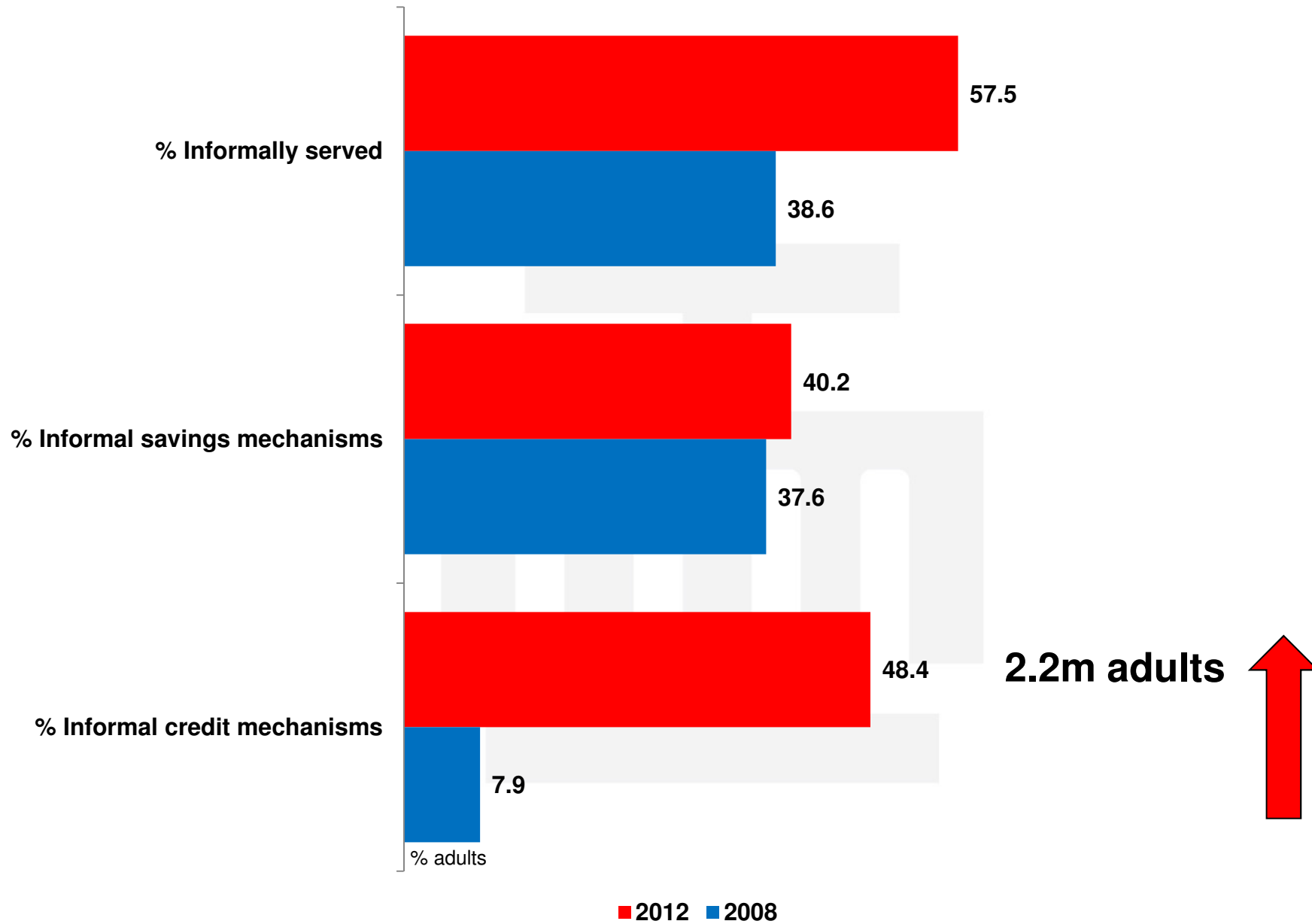


Percentage uptake amongst adults per district – Northern Province

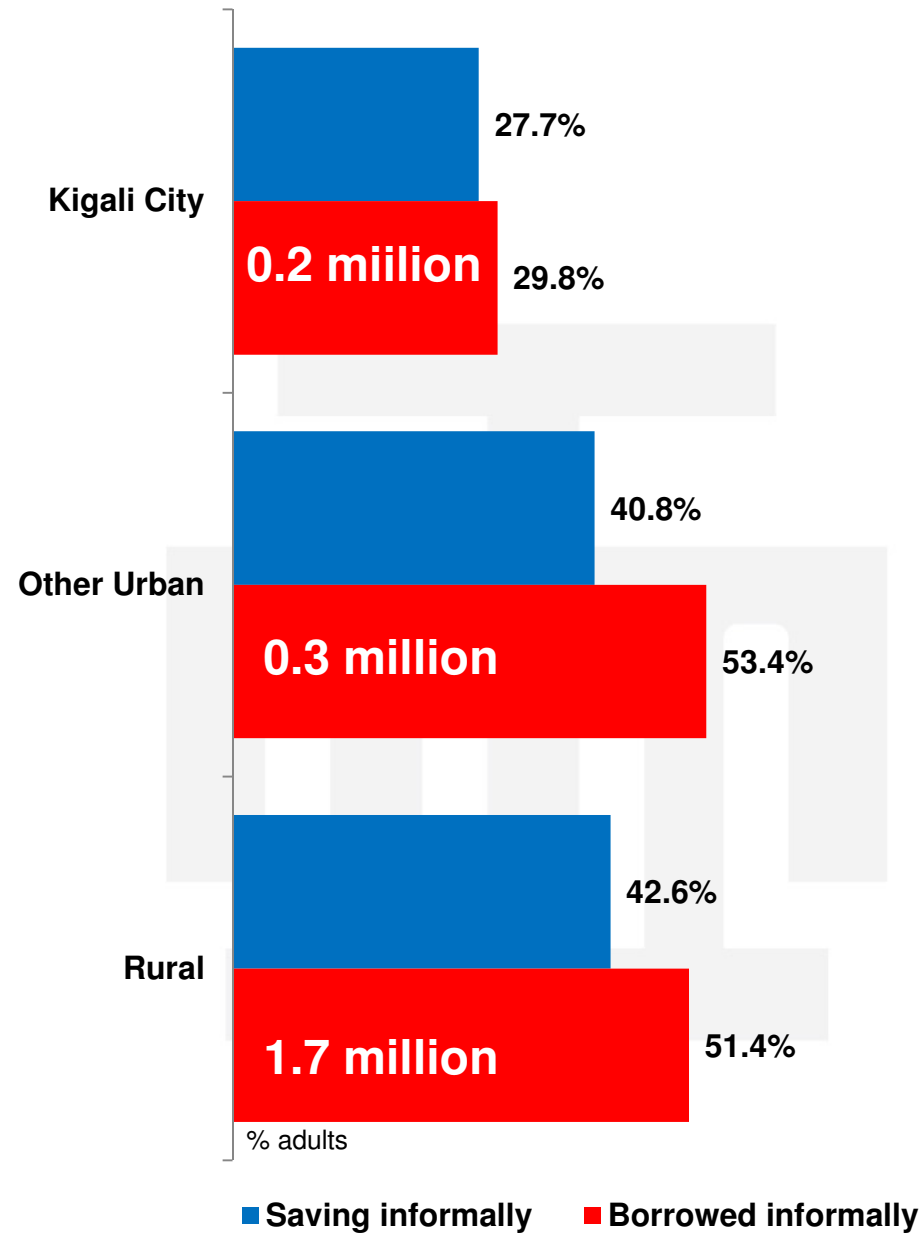


Percentage uptake amongst adults per district – Eastern Province

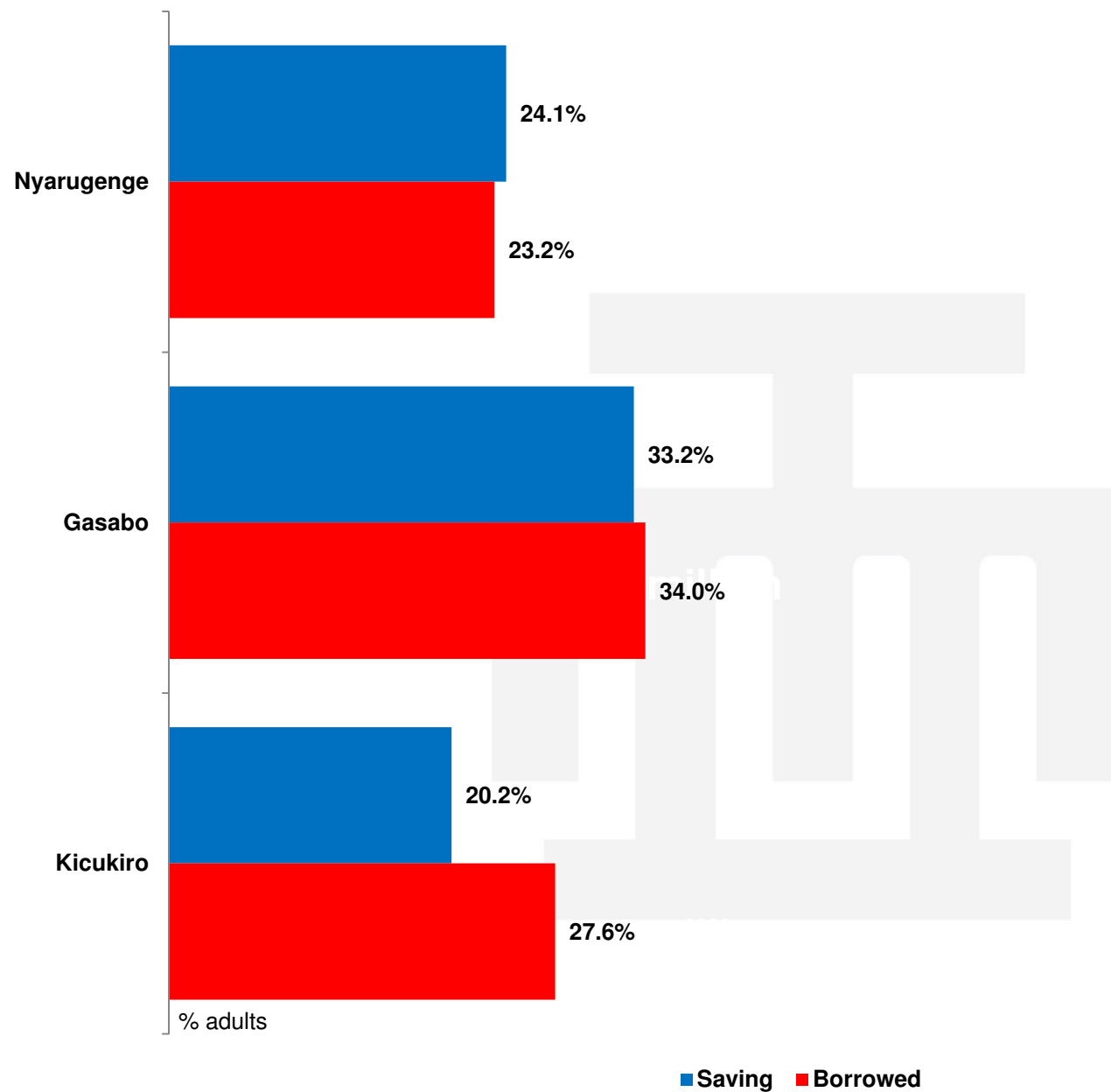
**What kind of informal mechanisms do
Rwandans use?**



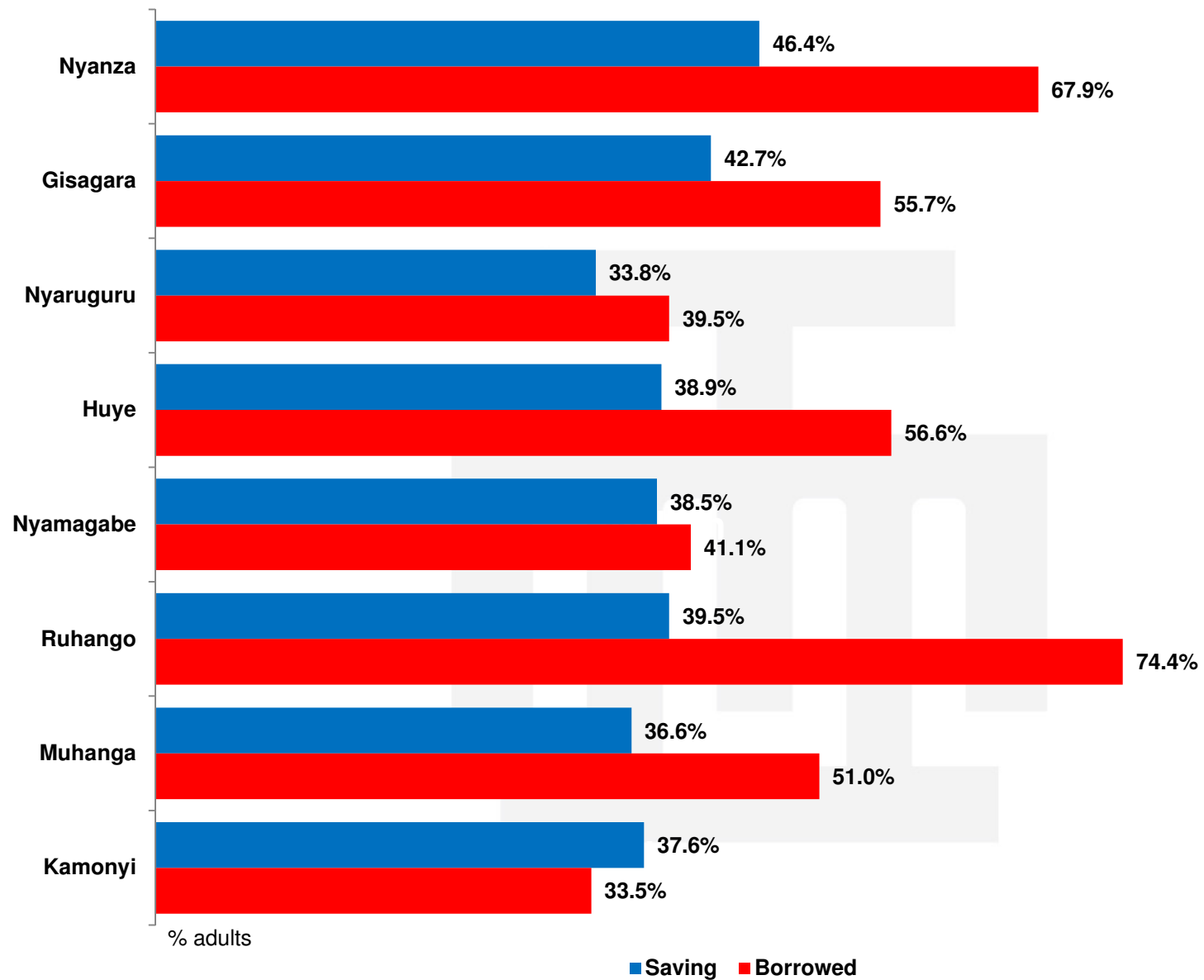
Increased informal uptake since 2008 caused by a highly significant increase in reported informal credit uptake



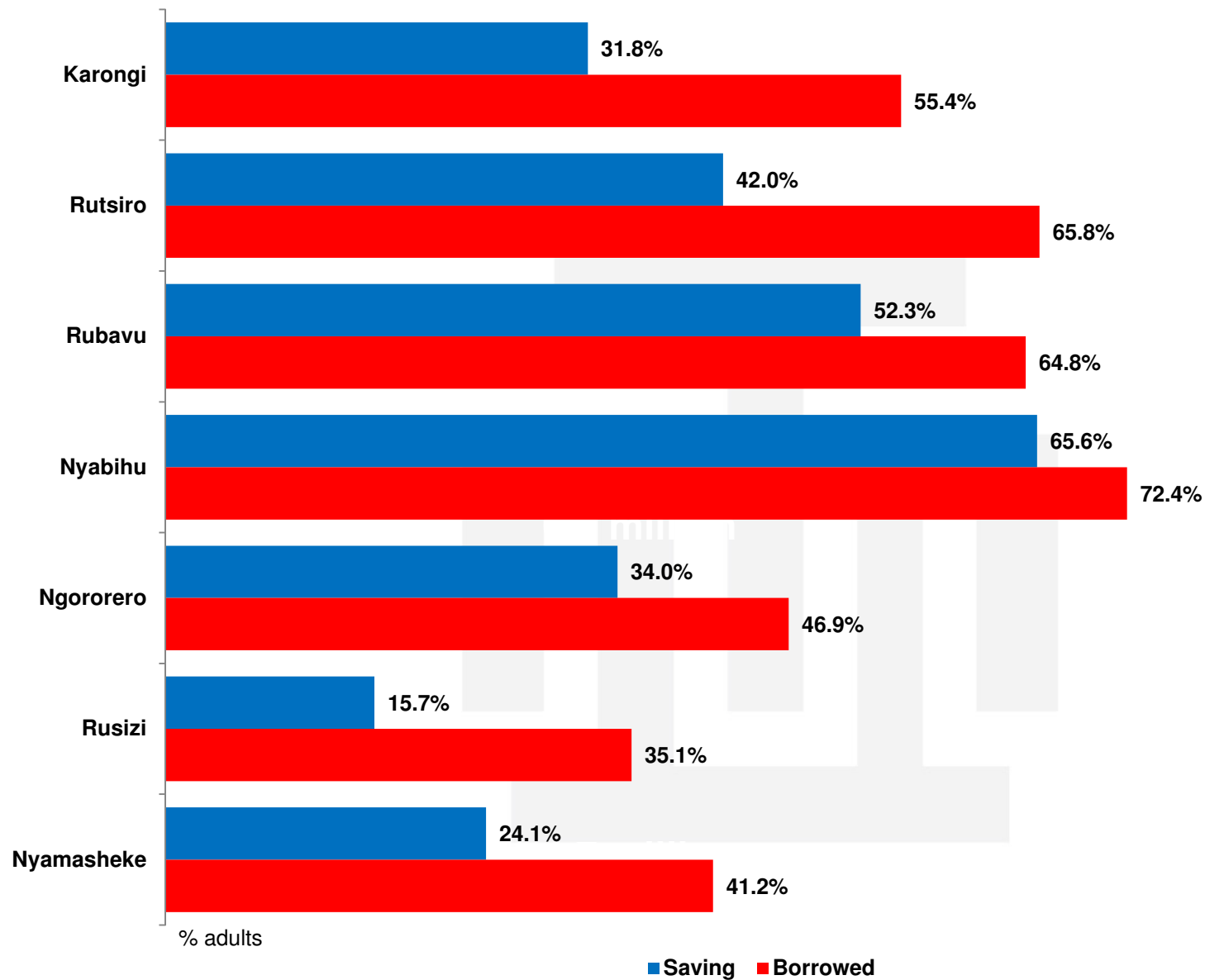
Informal mechanisms used - Urban-rural situation



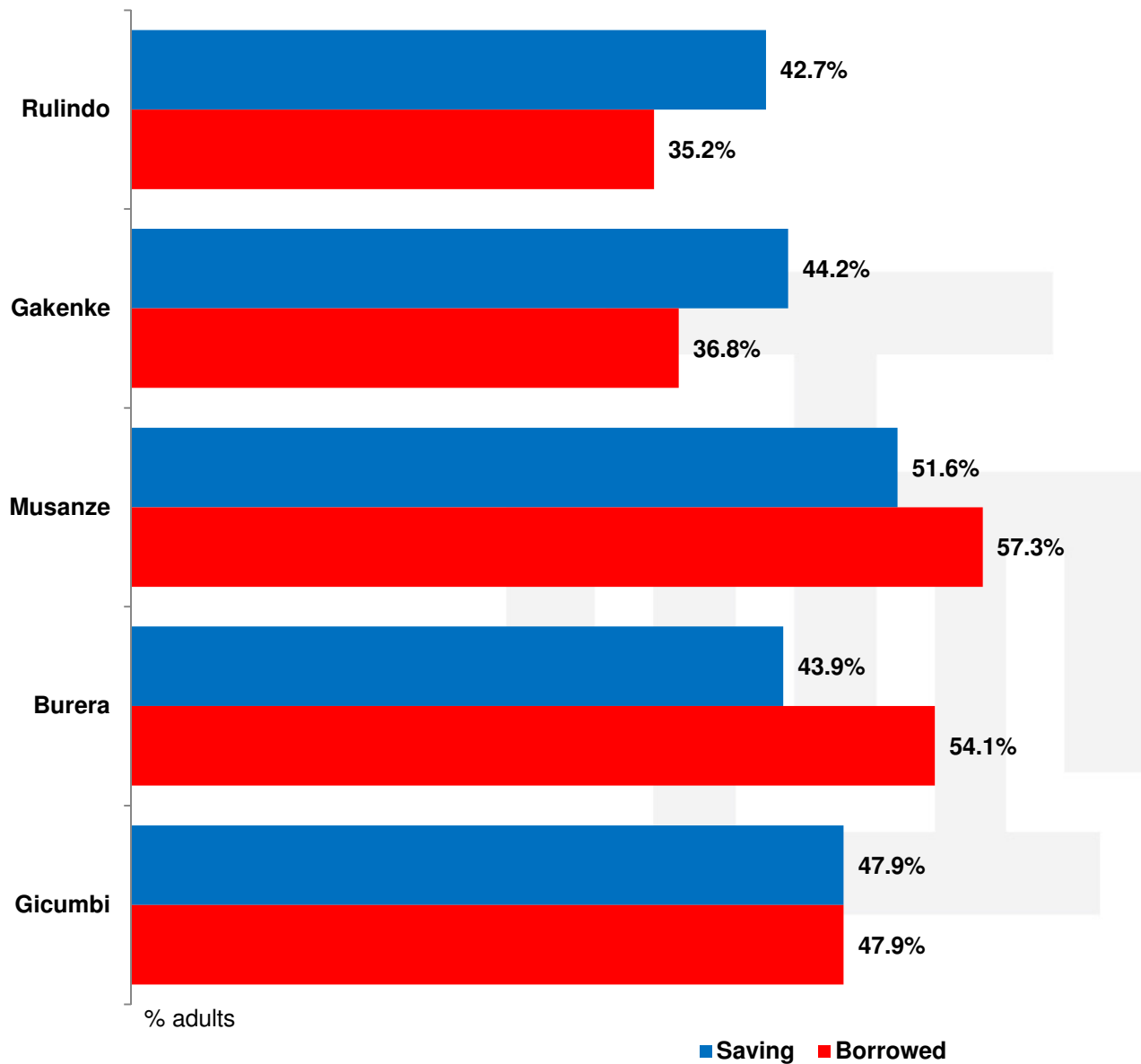
Informal mechanisms used per district – Kigali City



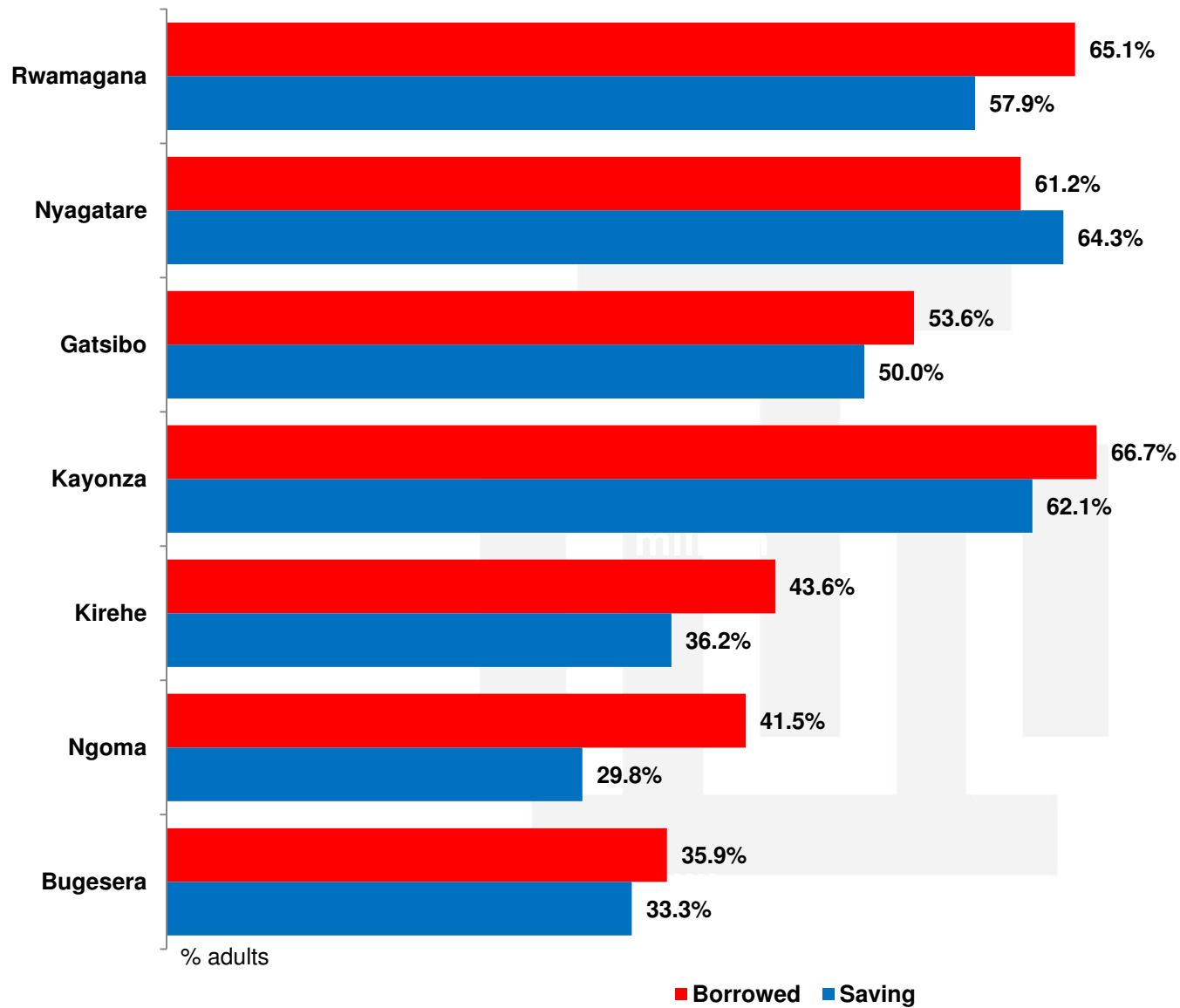
Informal mechanisms used per district – Southern Province



Informal mechanisms used per district – Western Province



Informal mechanisms used per district – Northern Province

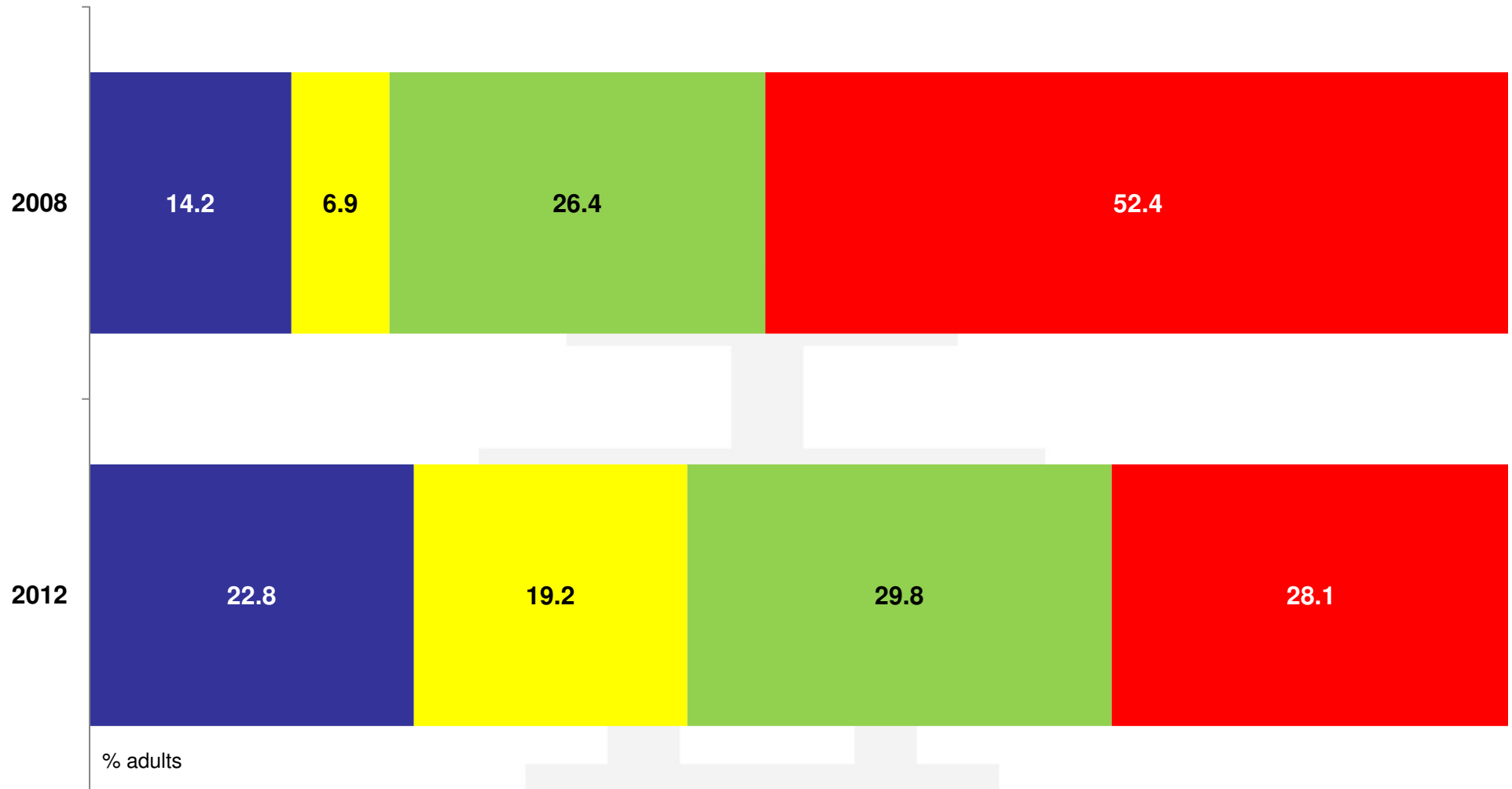


Informal mechanisms used per district – Eastern Province

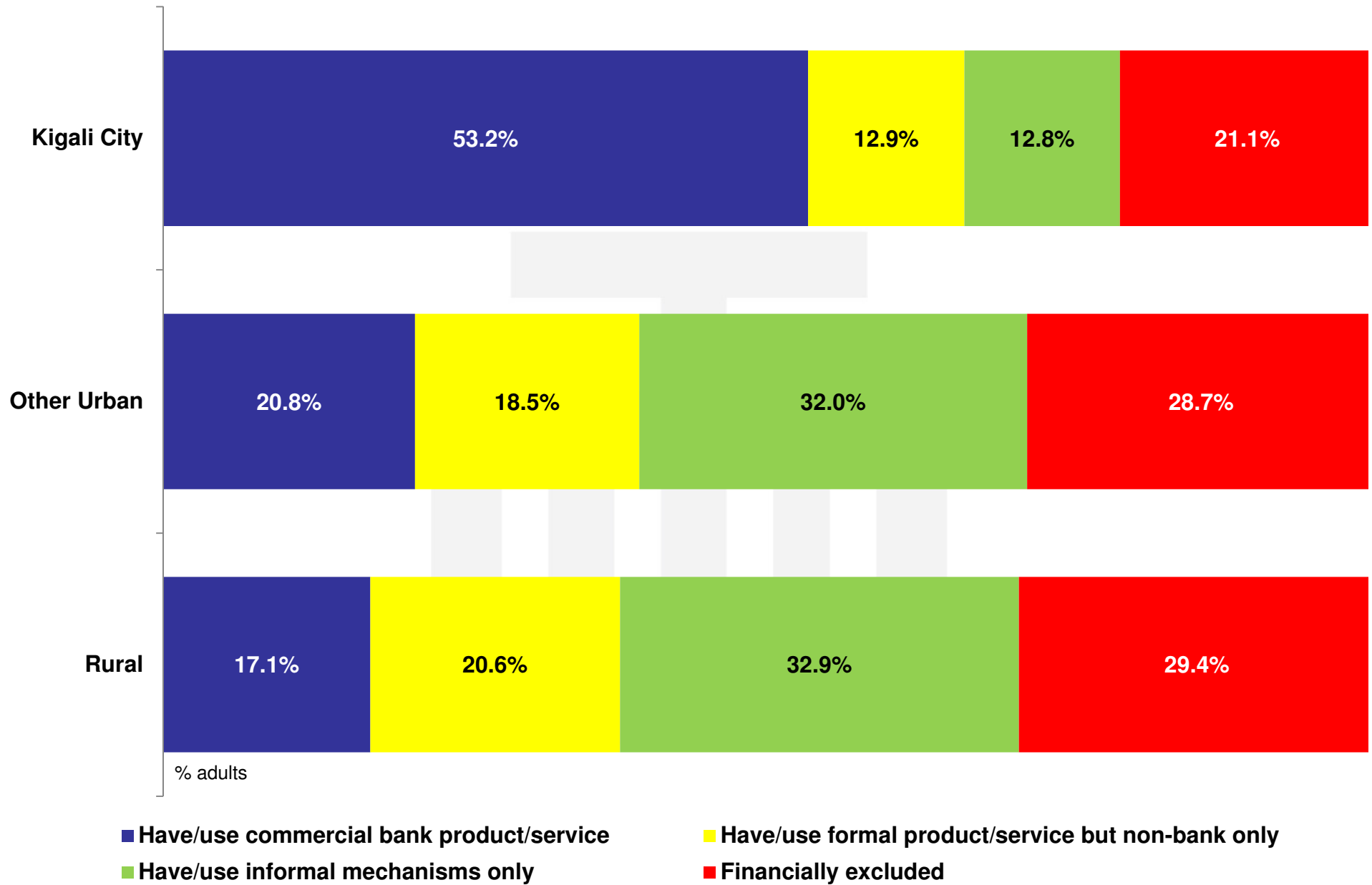
FinScope financial access strand

The FinScope Access Strand is constructed based on the premise that the ultimate goal of financial inclusion initiatives is formal financial inclusion. It is therefore constructed to illustrate the:

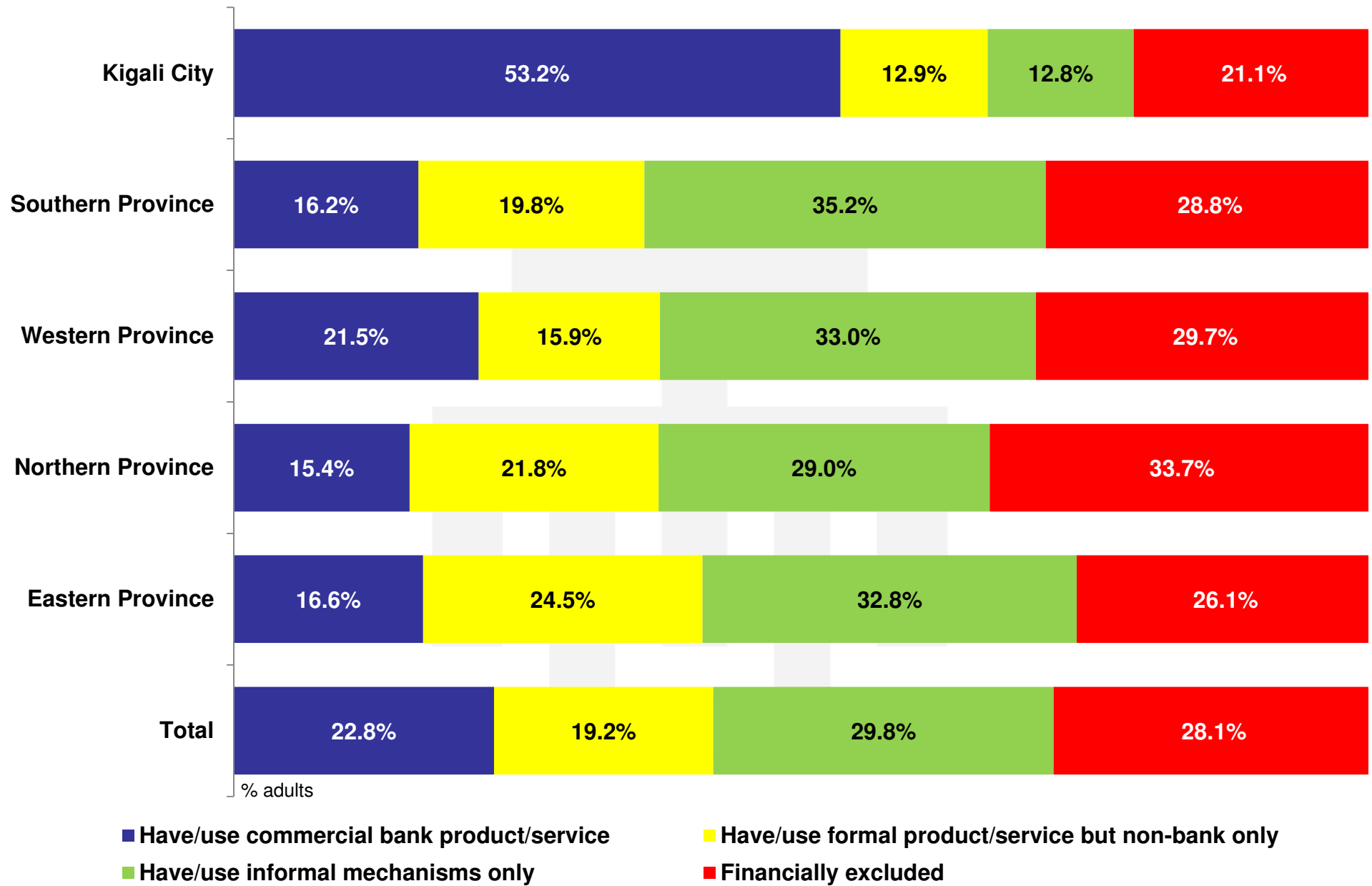
- % of adults that are financially excluded.
- % of adults who are financially served but not formally served – i.e. % of adults who are informally served only.
- % of adults who are formally served but not banked – i.e. % of adults who are served by nonbank formal financial institutions but not by commercial banks.
- % of adults who are banked – i.e. % of adults who are served by commercial banks.



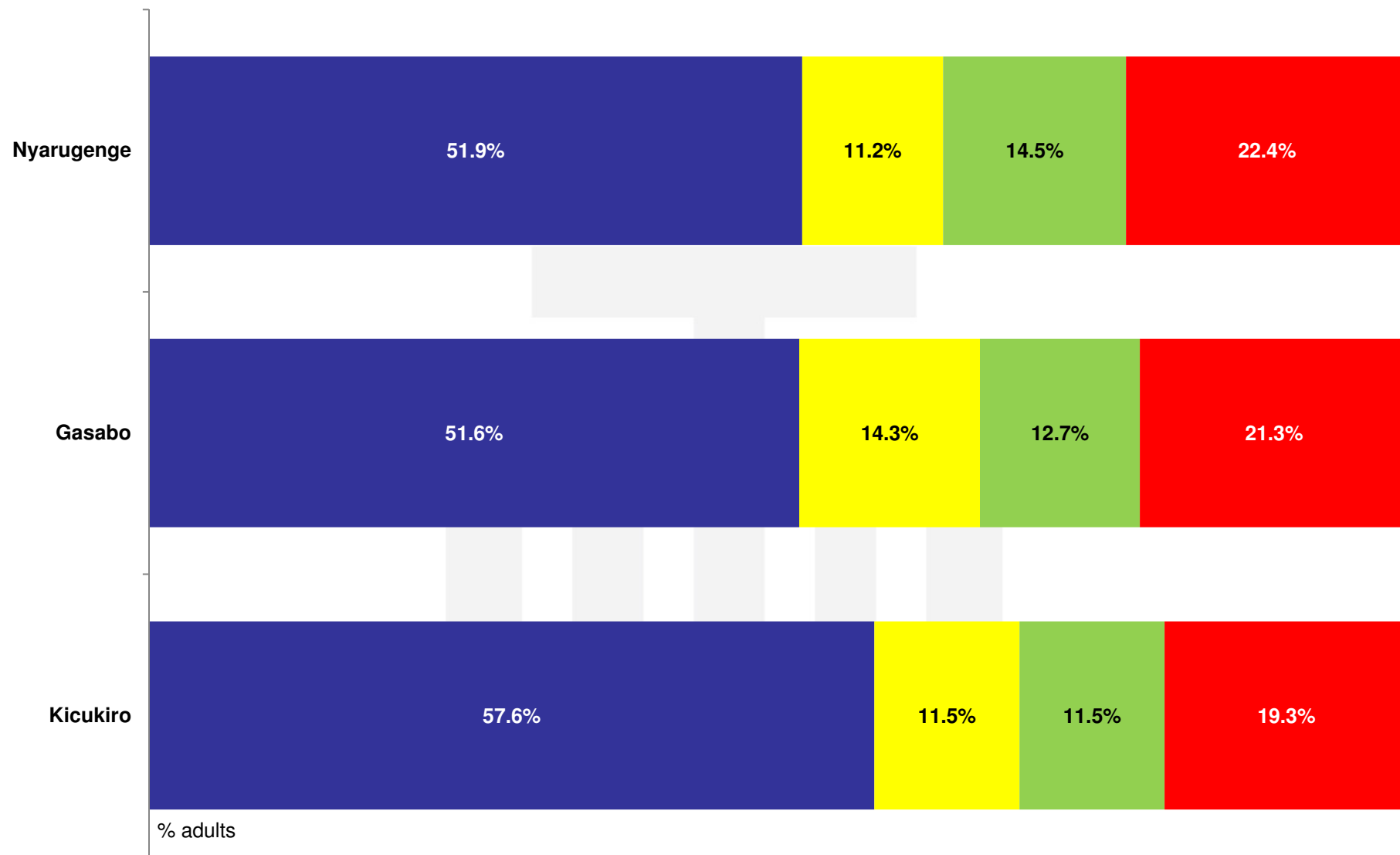
- % Have/use bank products/services
- % Have/use non-bank formal products/services only (not bank services)
- % Have informal mechanisms only
- % Excluded



Financial access strand – Urban-rural

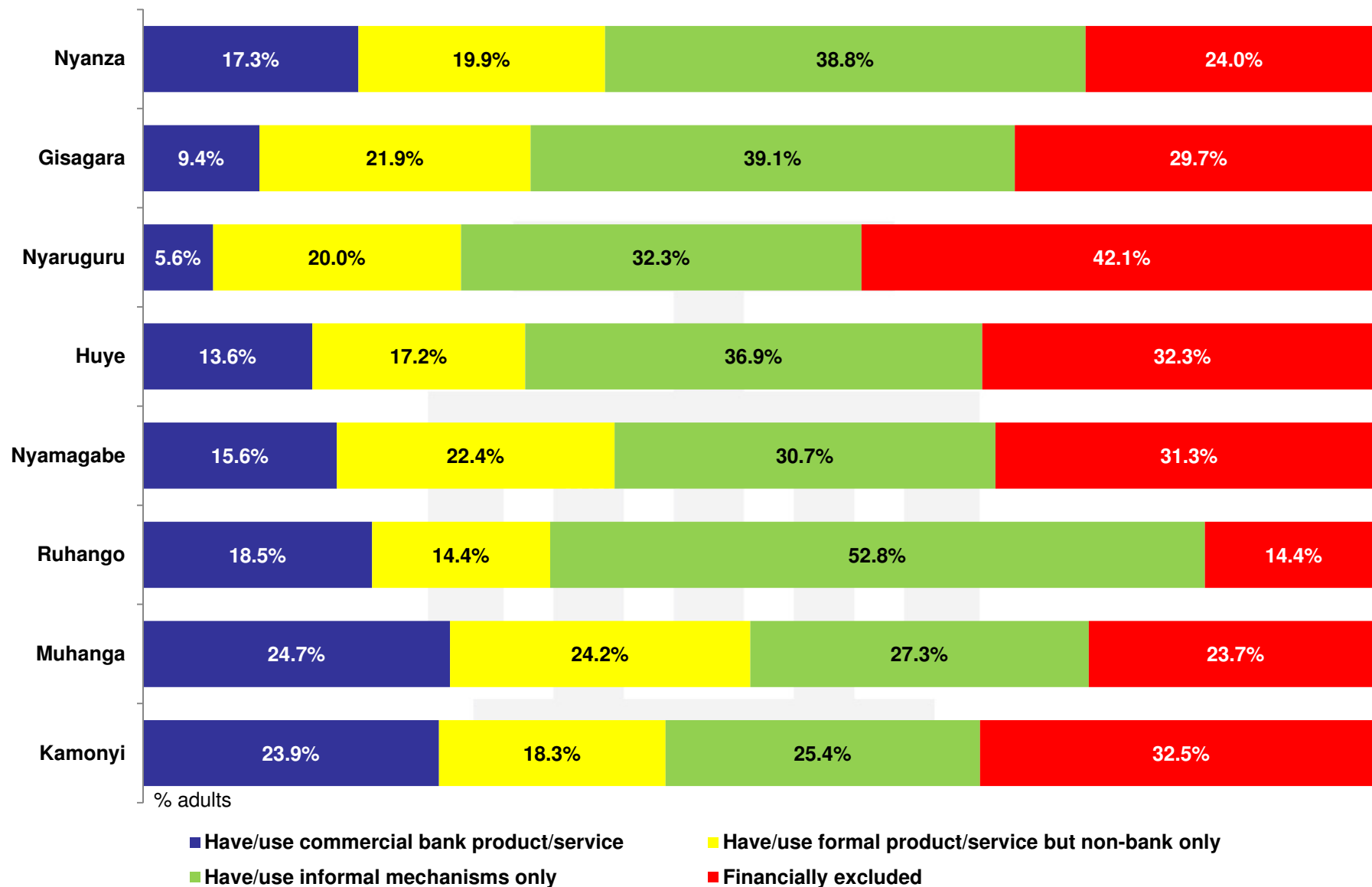


Financial access strand per province

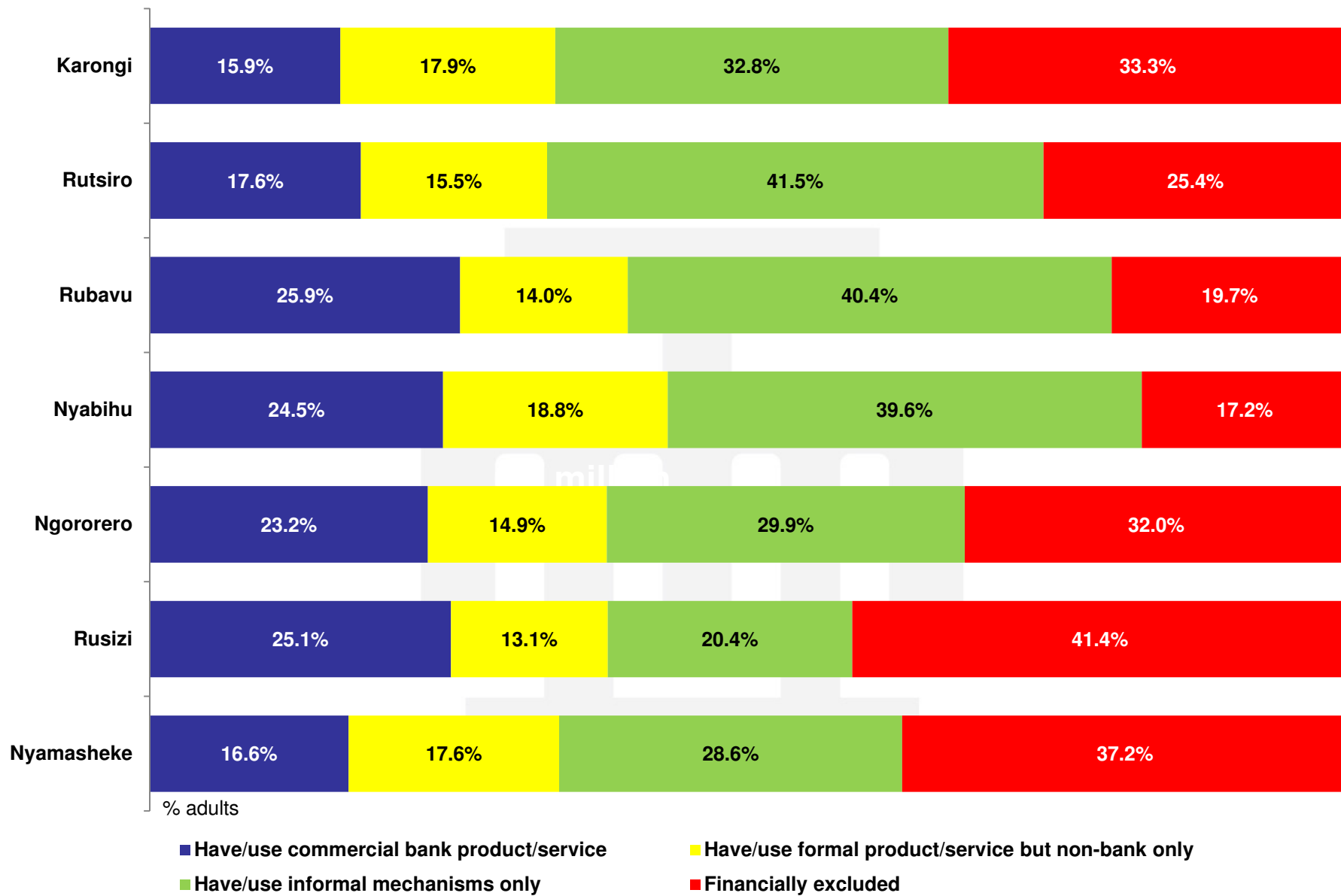


- Have/use commercial bank product/service
- Have/use formal product/service but non-bank only
- Have/use informal mechanisms only
- Financially excluded

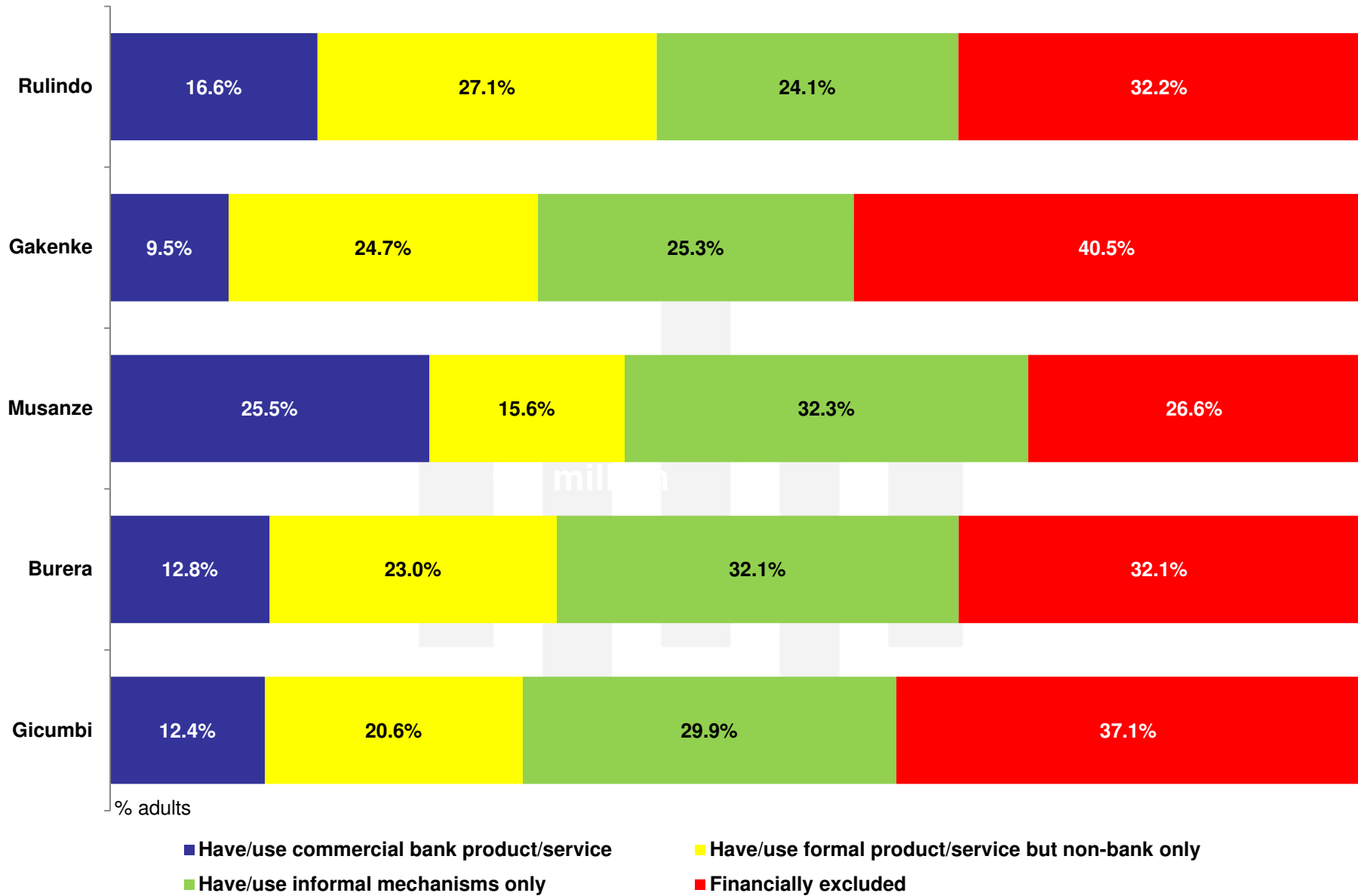
Financial access strand per district – Kigali City



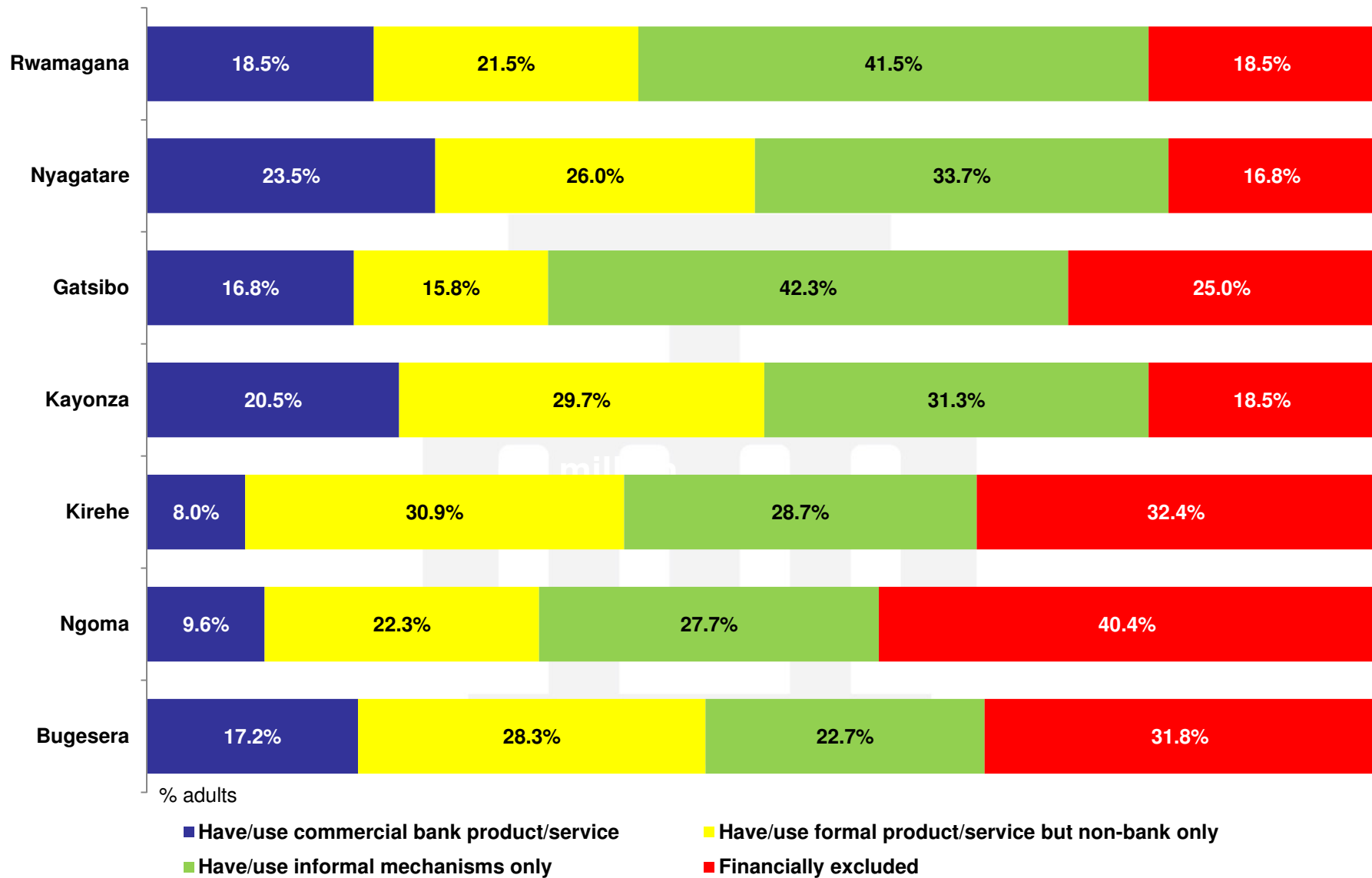
Financial access strand per district – Southern Province



Financial access strand per district – Western Province



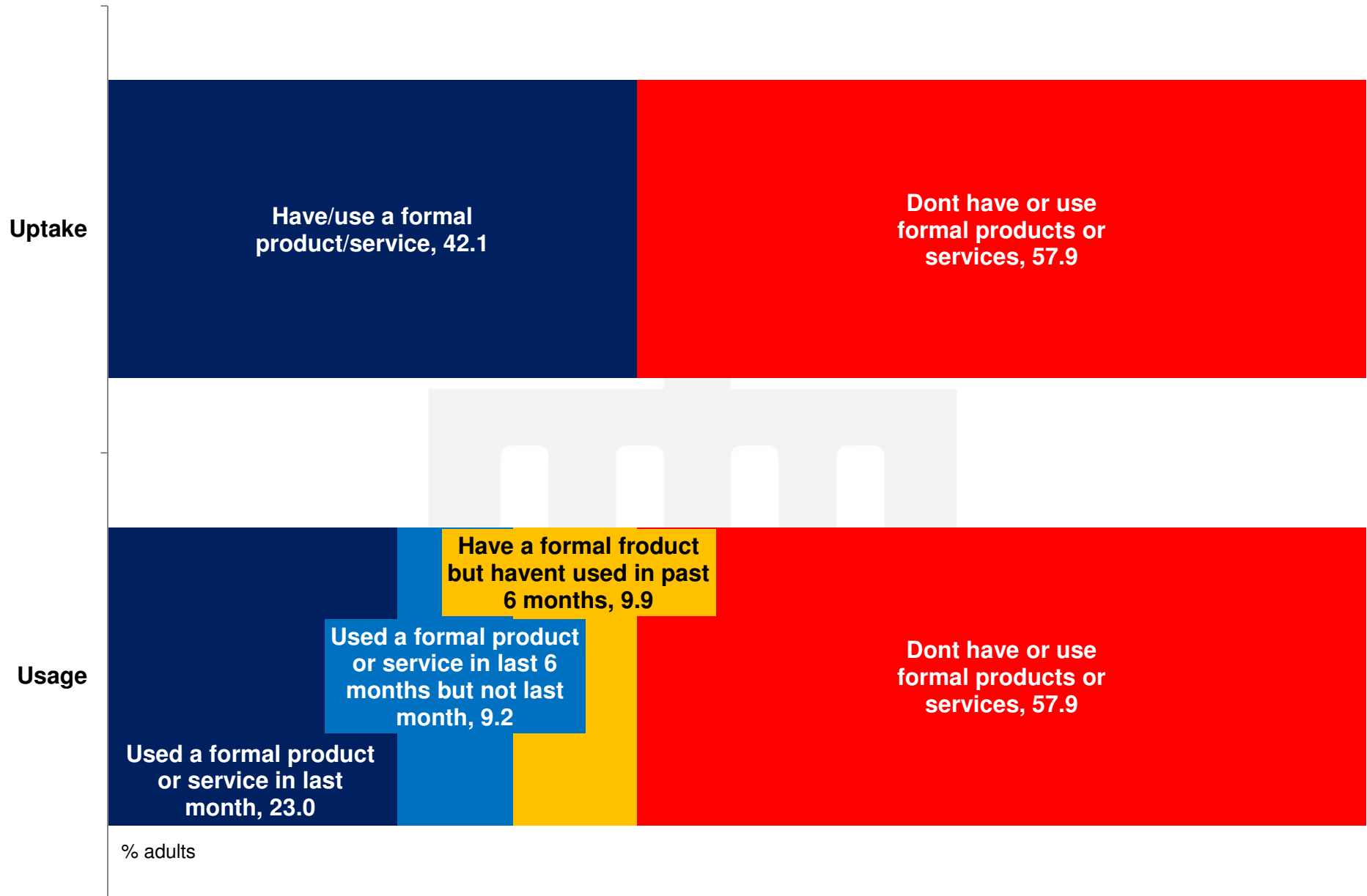
Financial access strand per district – Northern Province



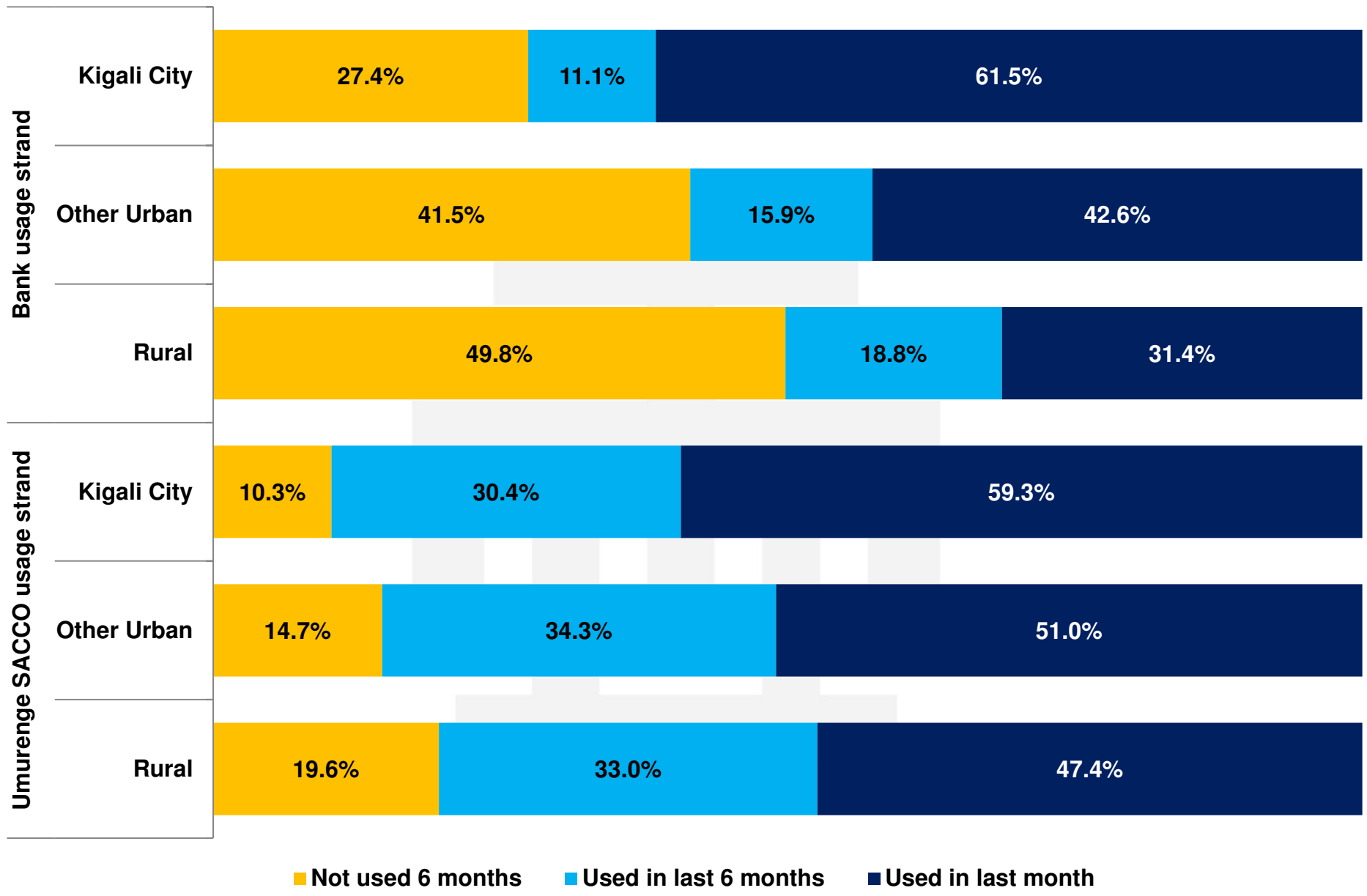
Financial access strand per district – Eastern Province



**Do Rwandans USE the financial products
they have?**

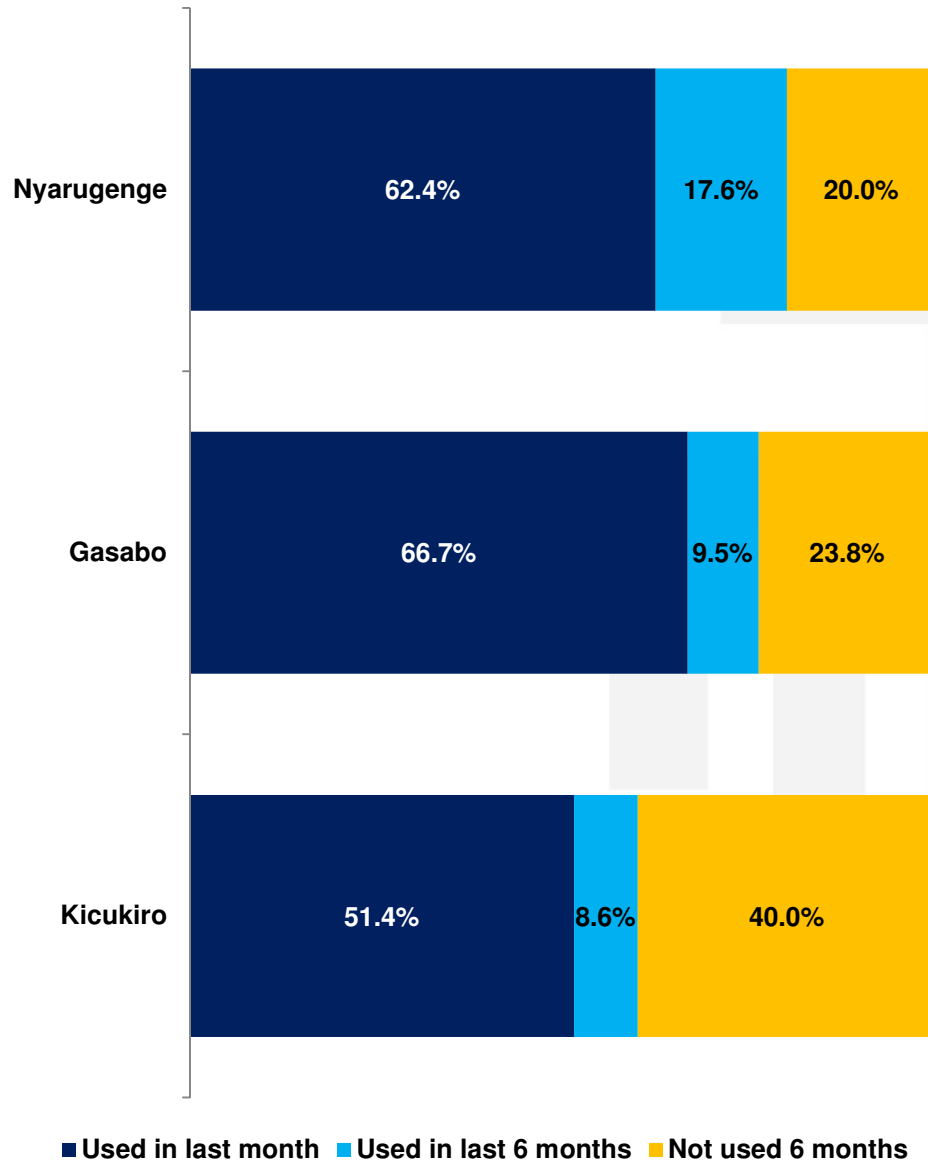


Formal product **uptake** vs. **usage** - 23% of adults have used a formal service or product in the last month (55% of the formally served – 433 000 adults)

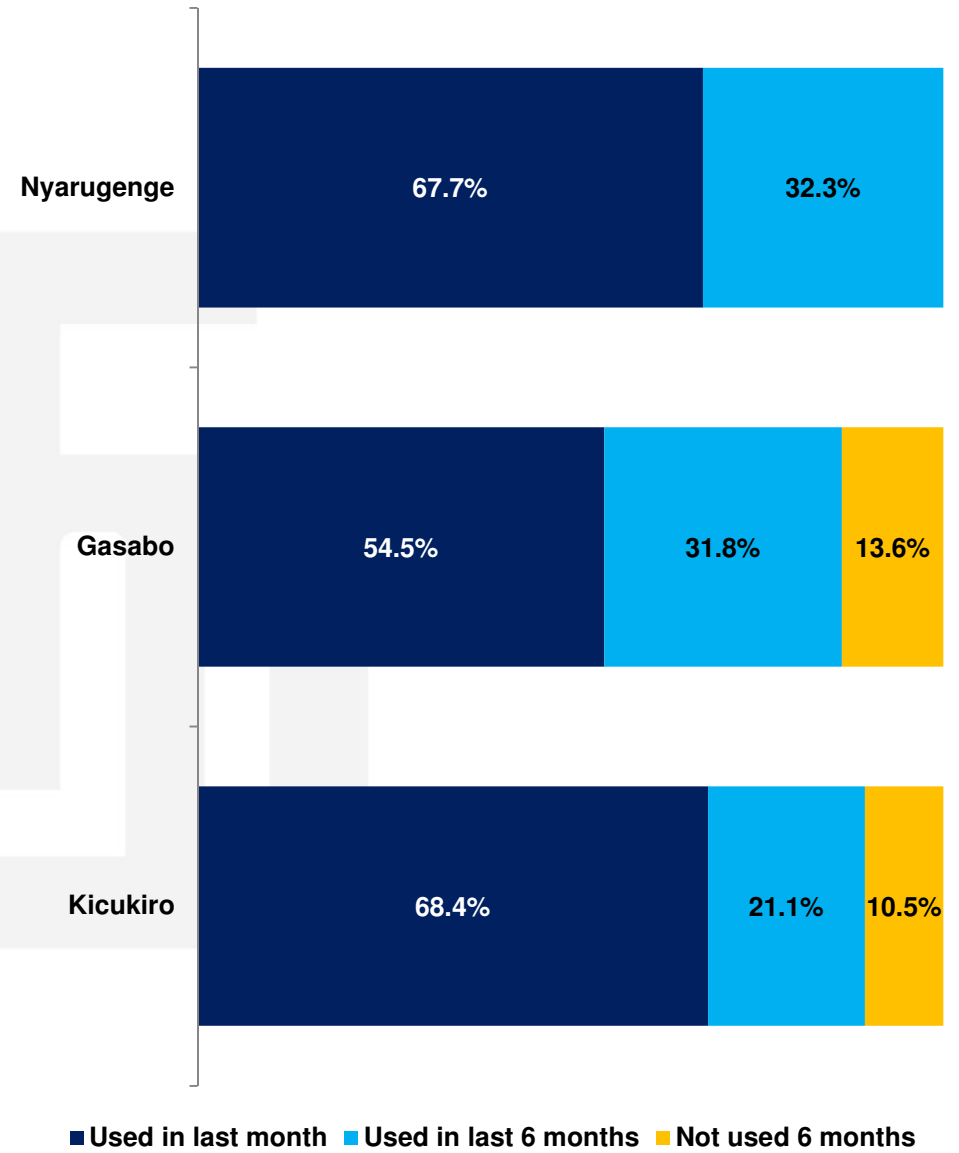


Usage of bank vs. Umurenge SACCO products – Urban-rural situation

Bank product usage

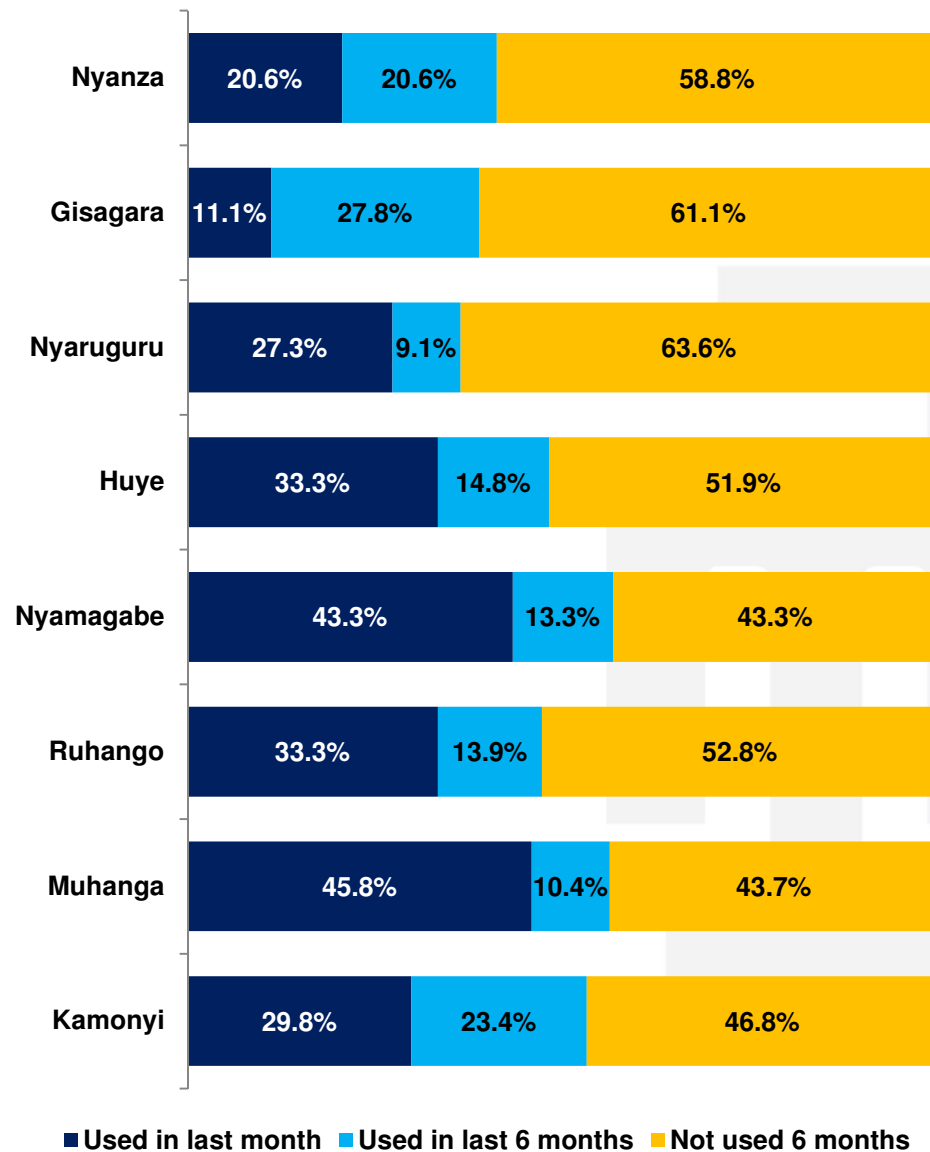


SACCO product usage

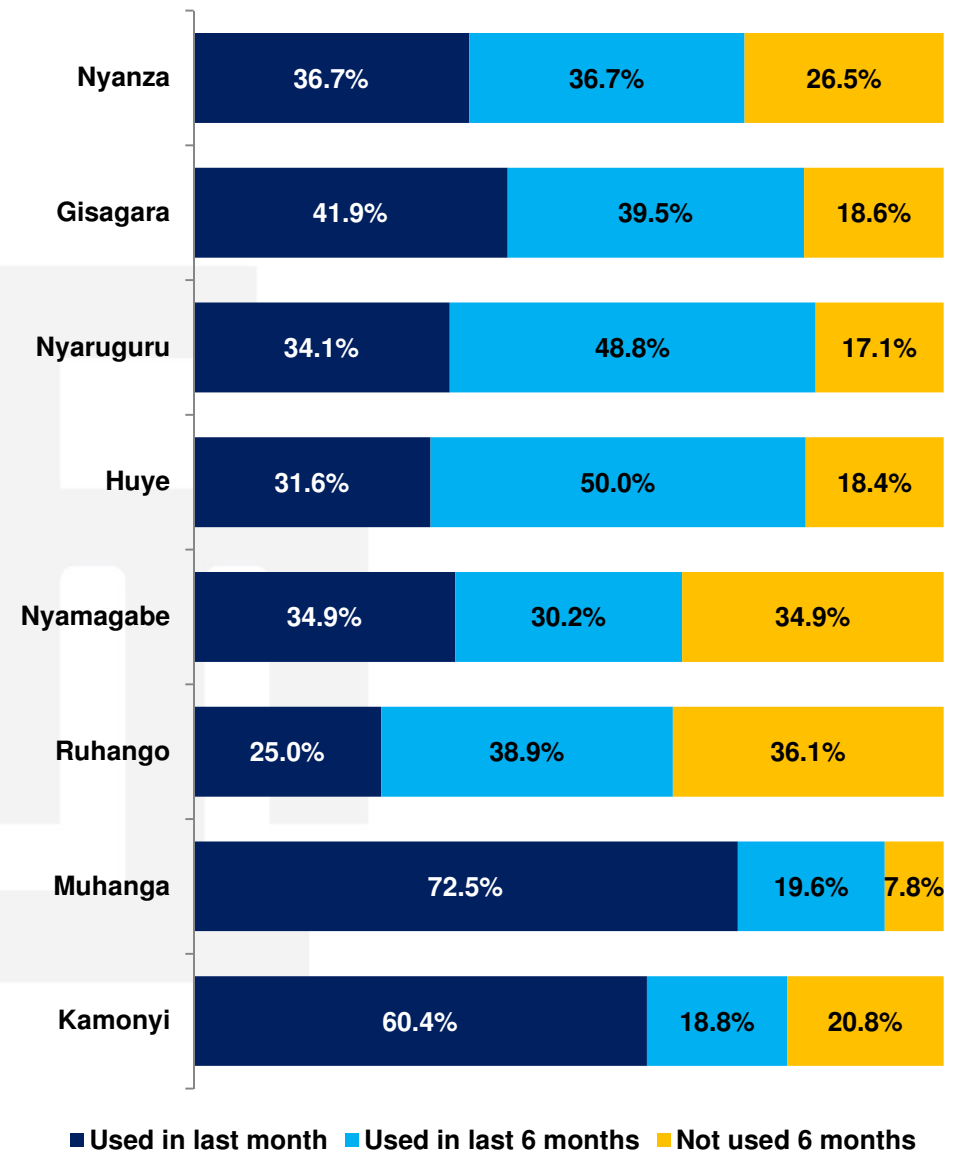


Usage of bank vs. Umurenge SACCO products – Kigali City

Bank product usage

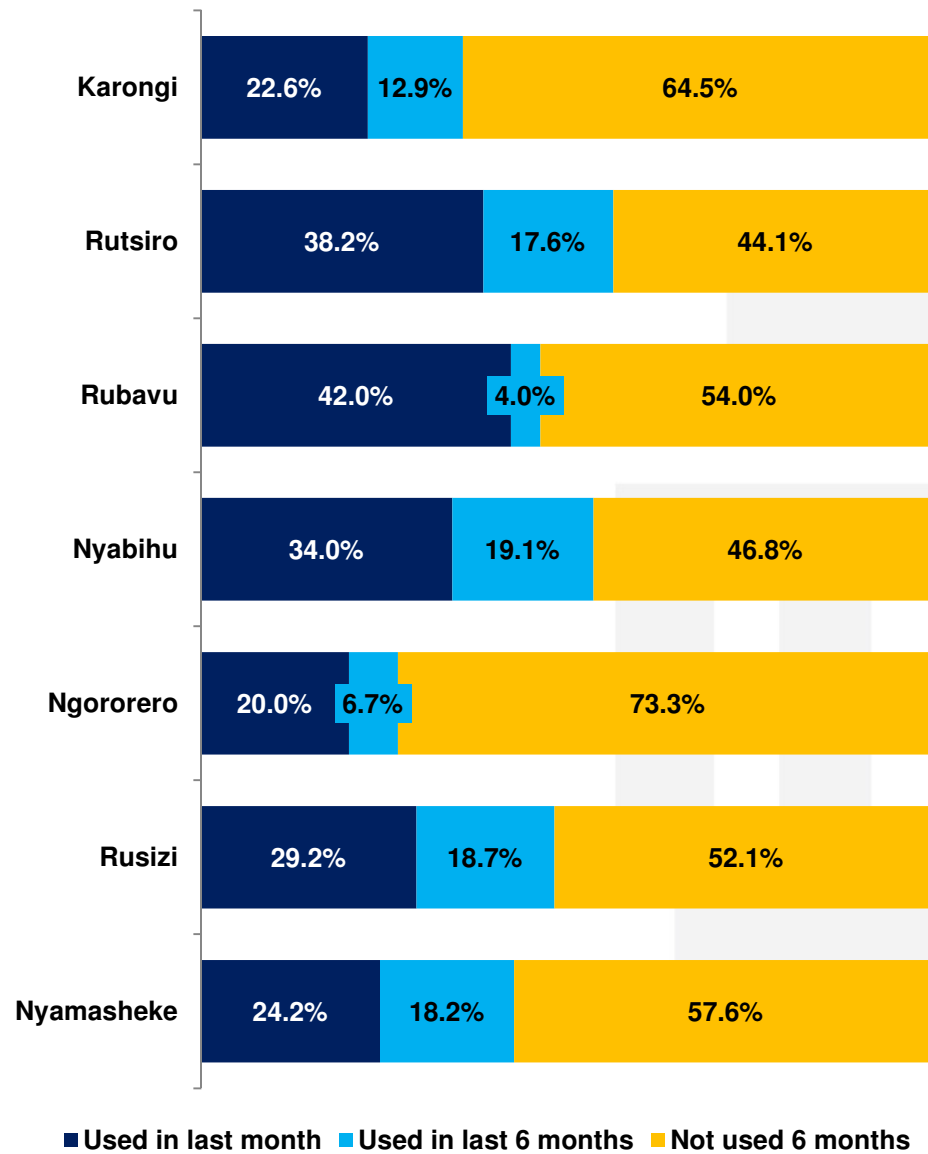


SACCO product usage

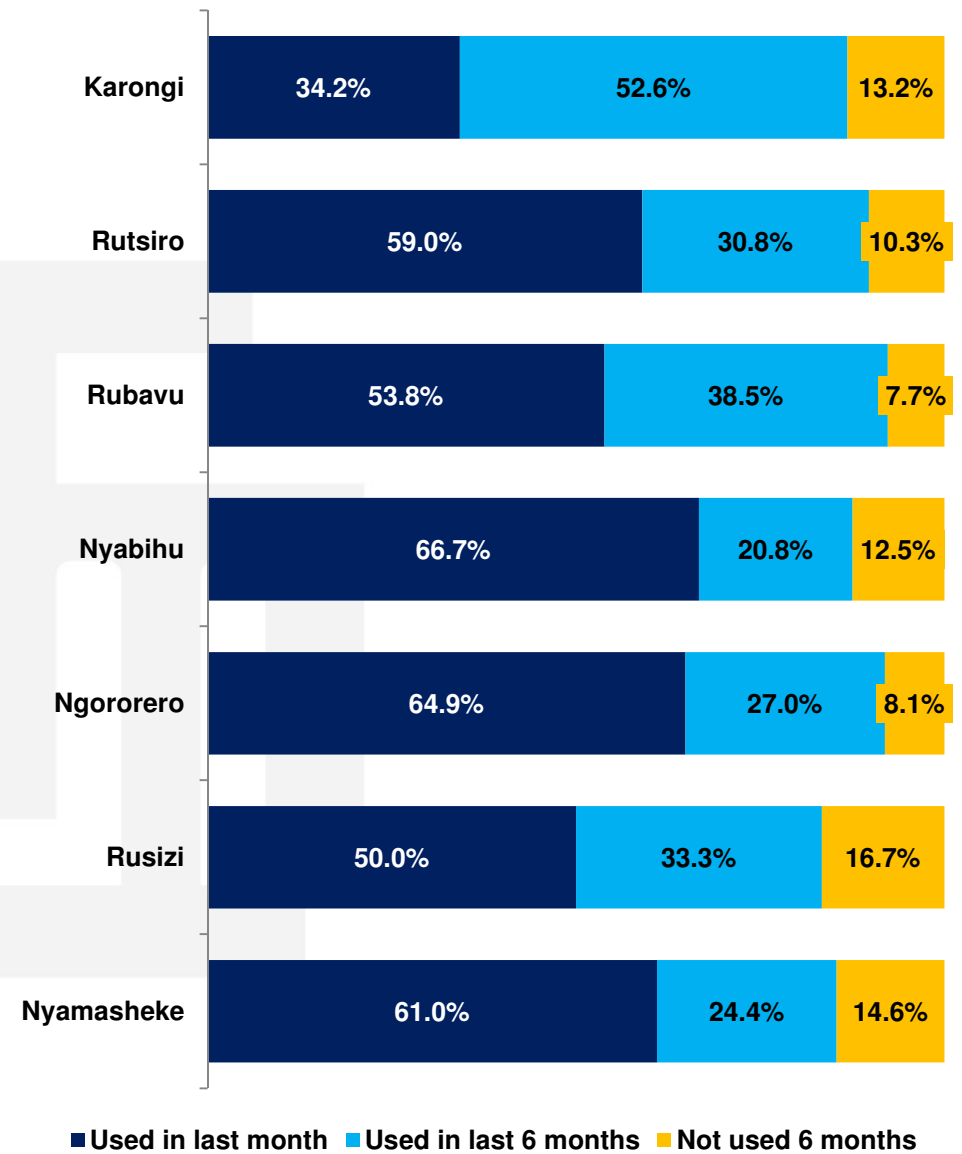


Usage of bank vs. Umurenge SACCO products – Southern Province

Bank product usage

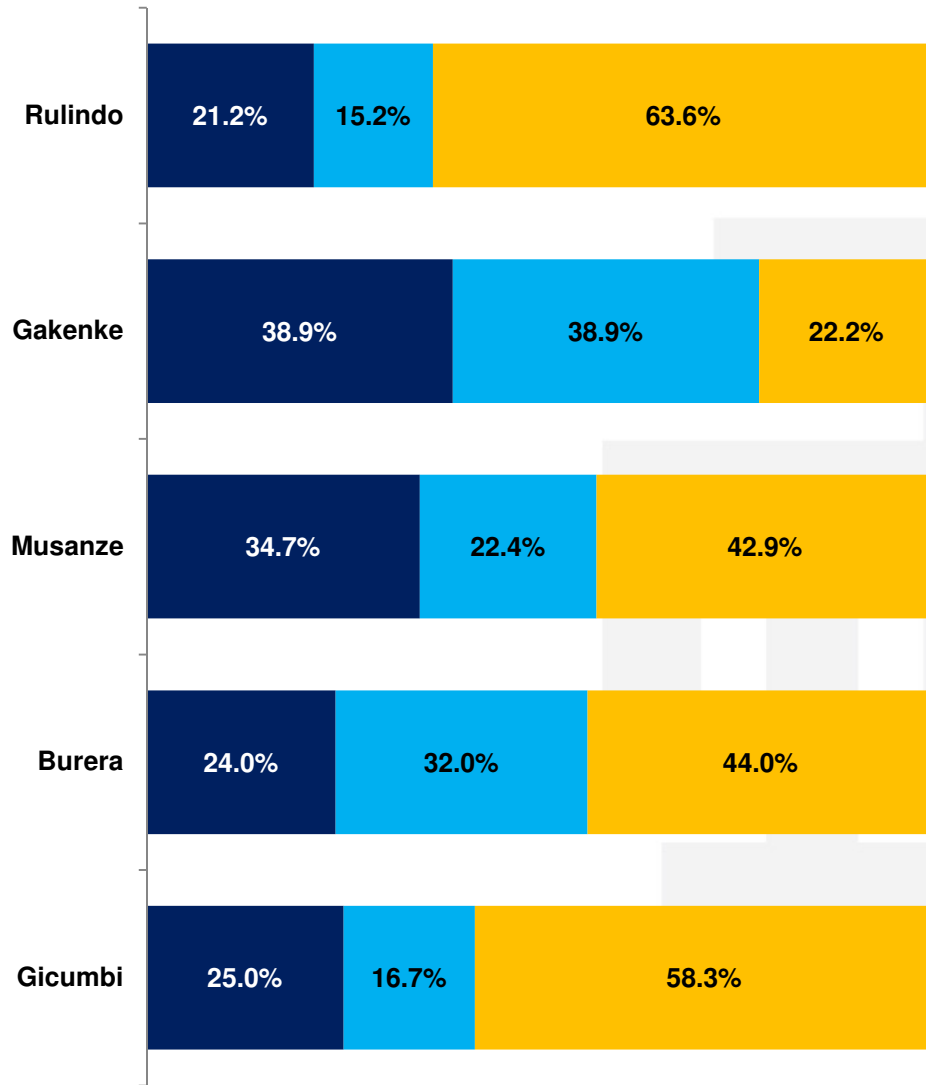


SACCO product usage



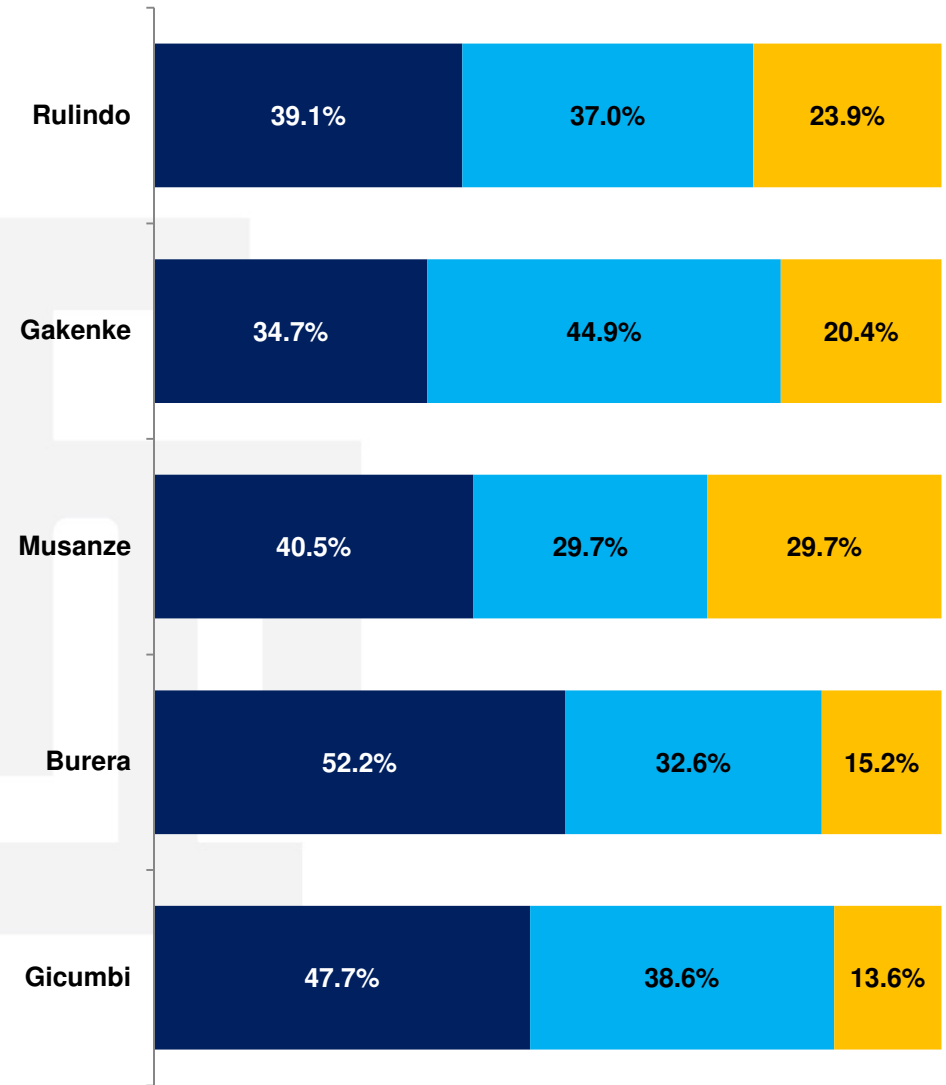
Usage of bank vs. Umurenge SACCO products – Western Province

Bank product usage



■ Used in last month ■ Used in last 6 months ■ Not used 6 months

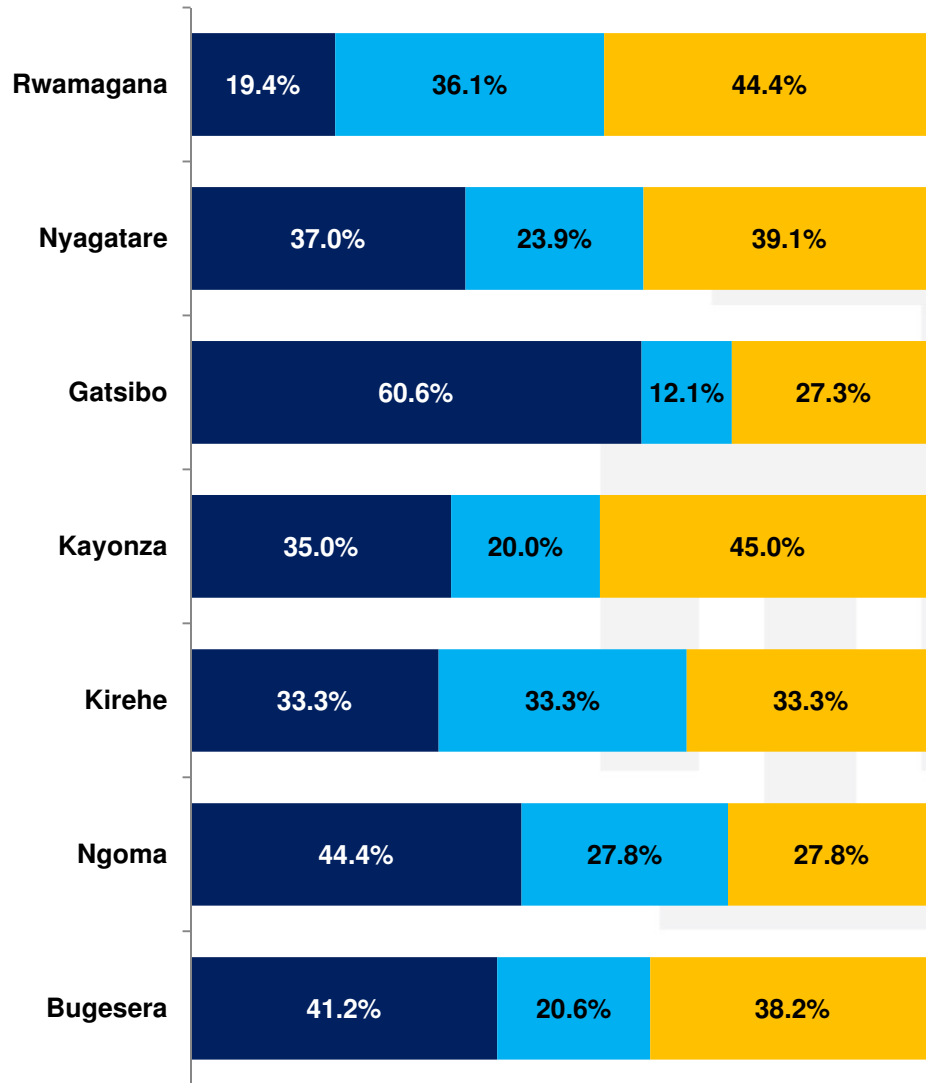
SACCO product usage



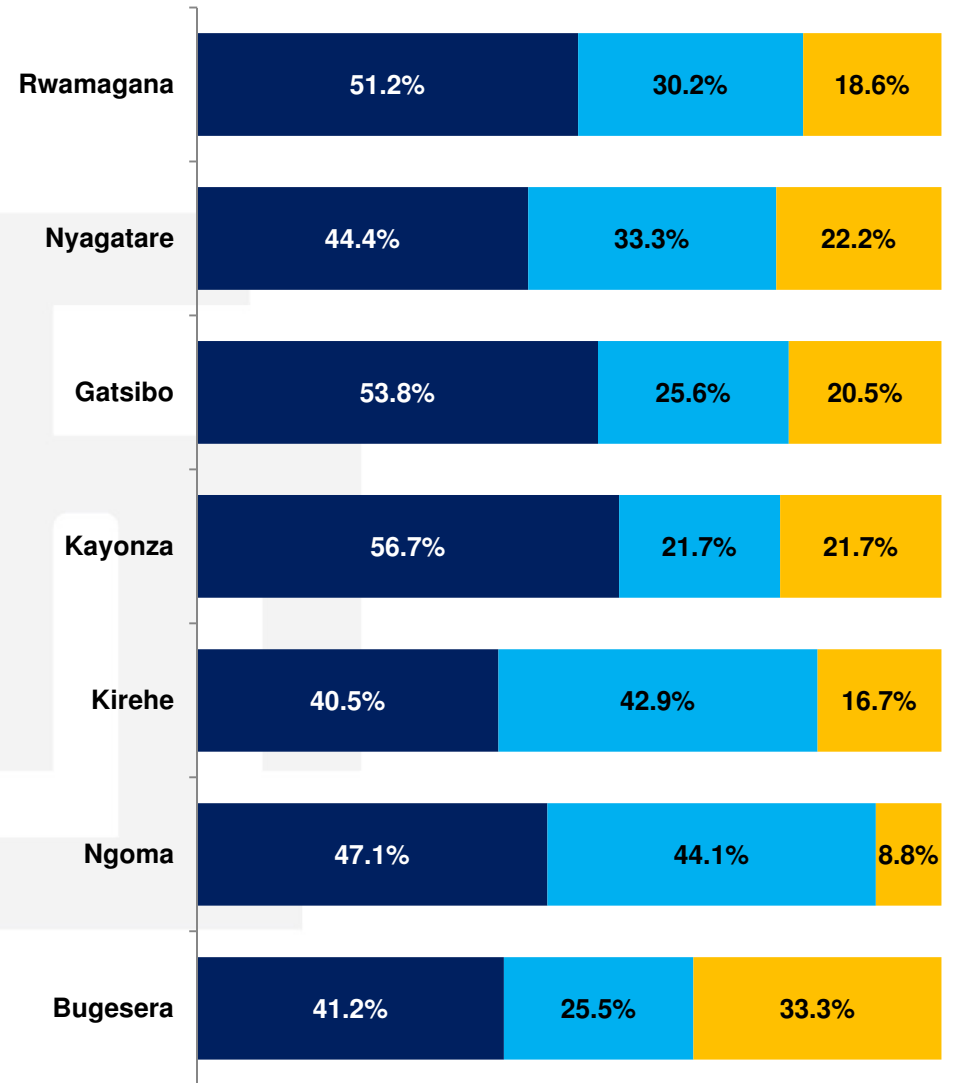
■ Used in last month ■ Used in last 6 months ■ Not used 6 months

Usage of bank vs. Umurenge SACCO products – Northern Province

Bank product usage



SACCO product usage



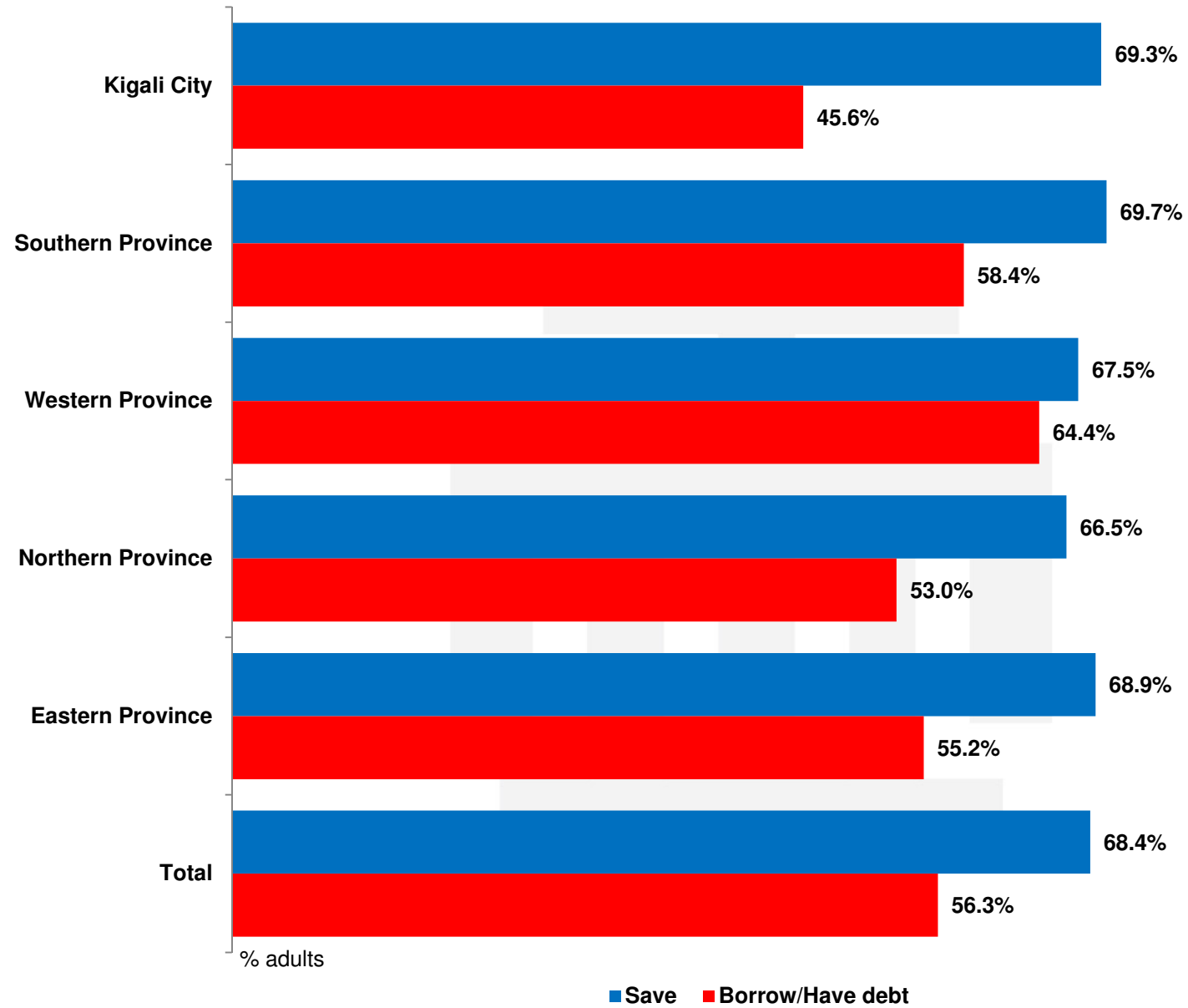
■ Used in last month ■ Used in last 6 months ■ Not used 6 months

■ Used in last month ■ Used in last 6 months ■ Not used 6 months

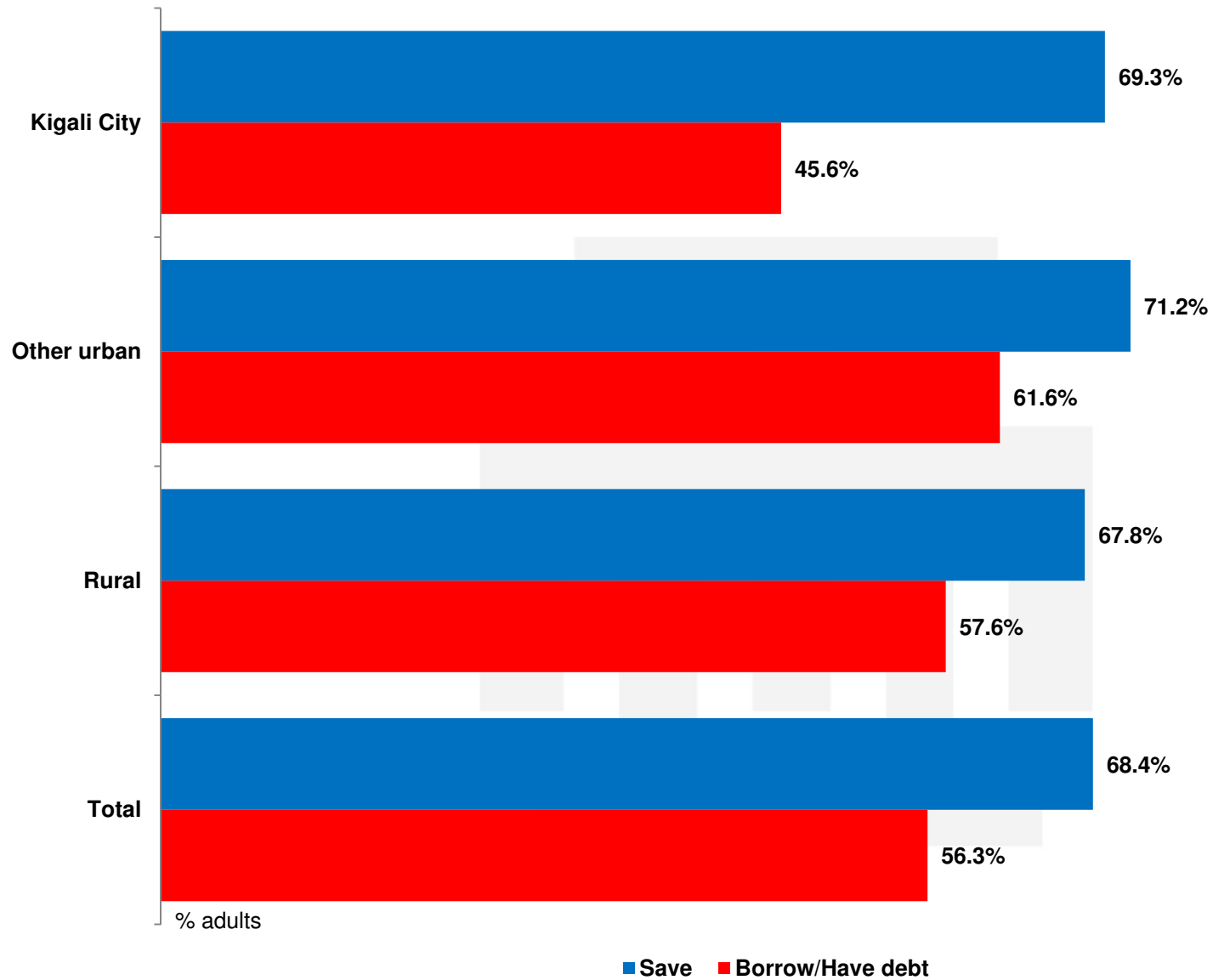
Usage of bank vs. Umurenge SACCO products – Eastern Province



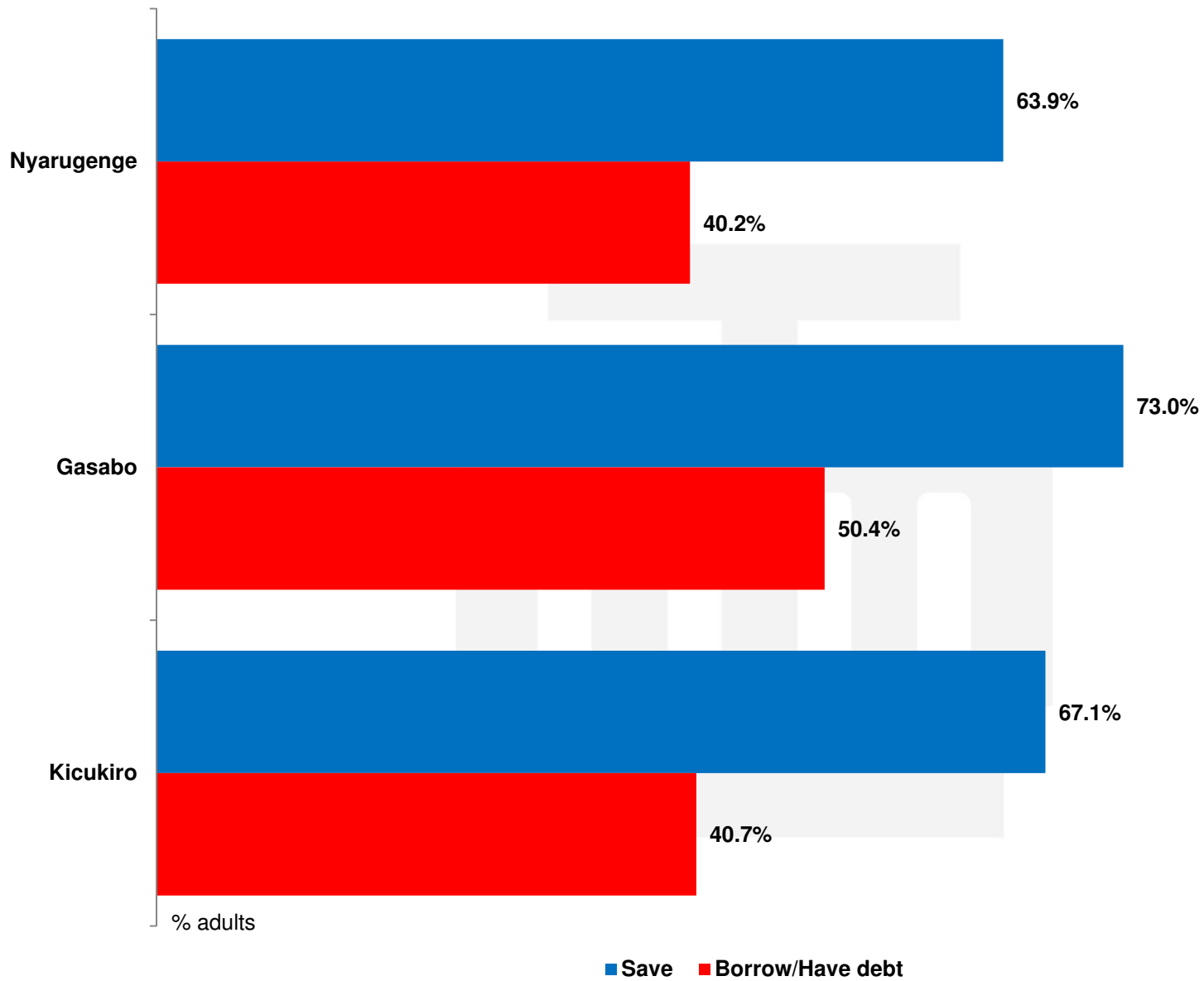
Saving and borrowing behaviour



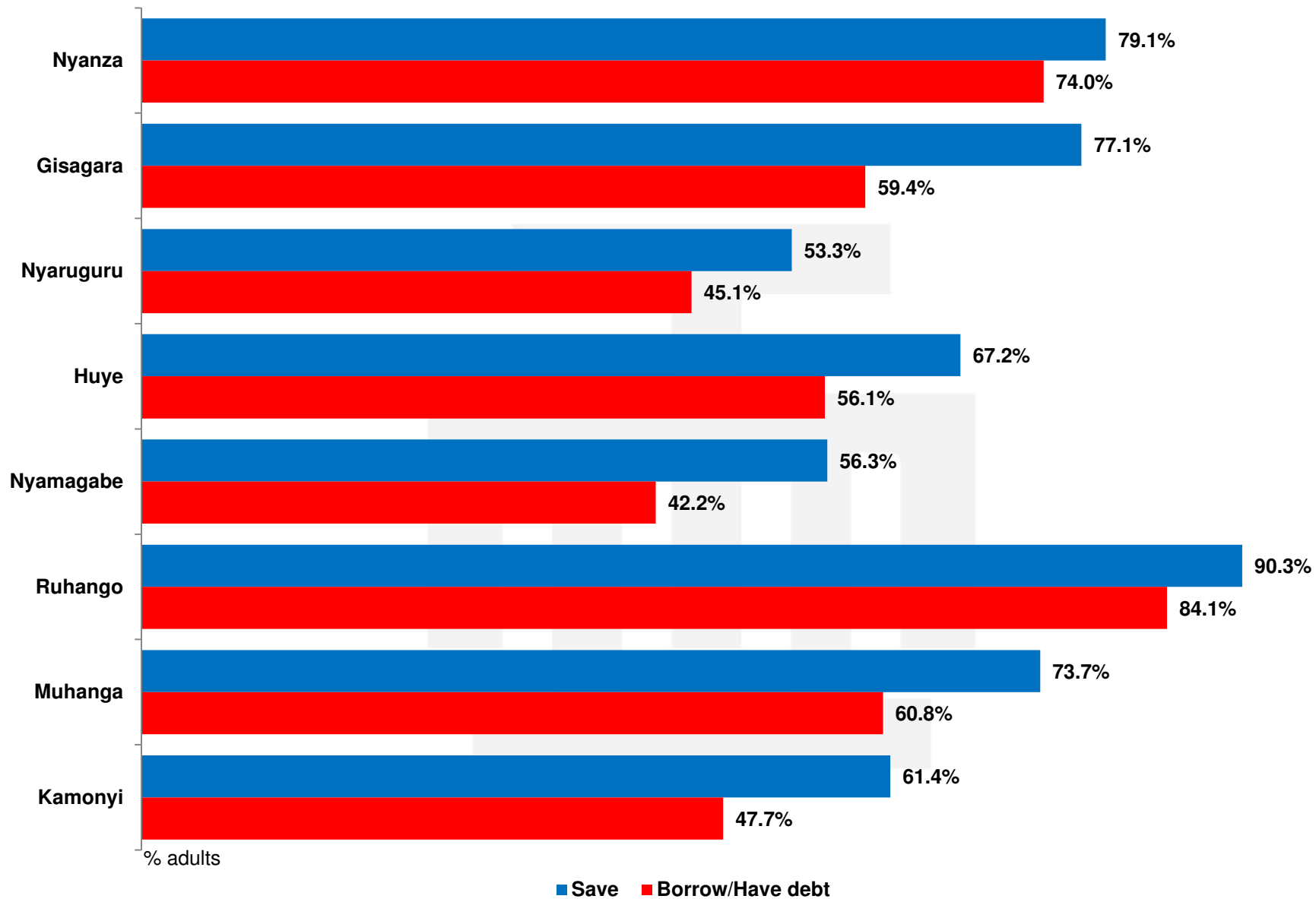
% of adult population saving and borrowing per province



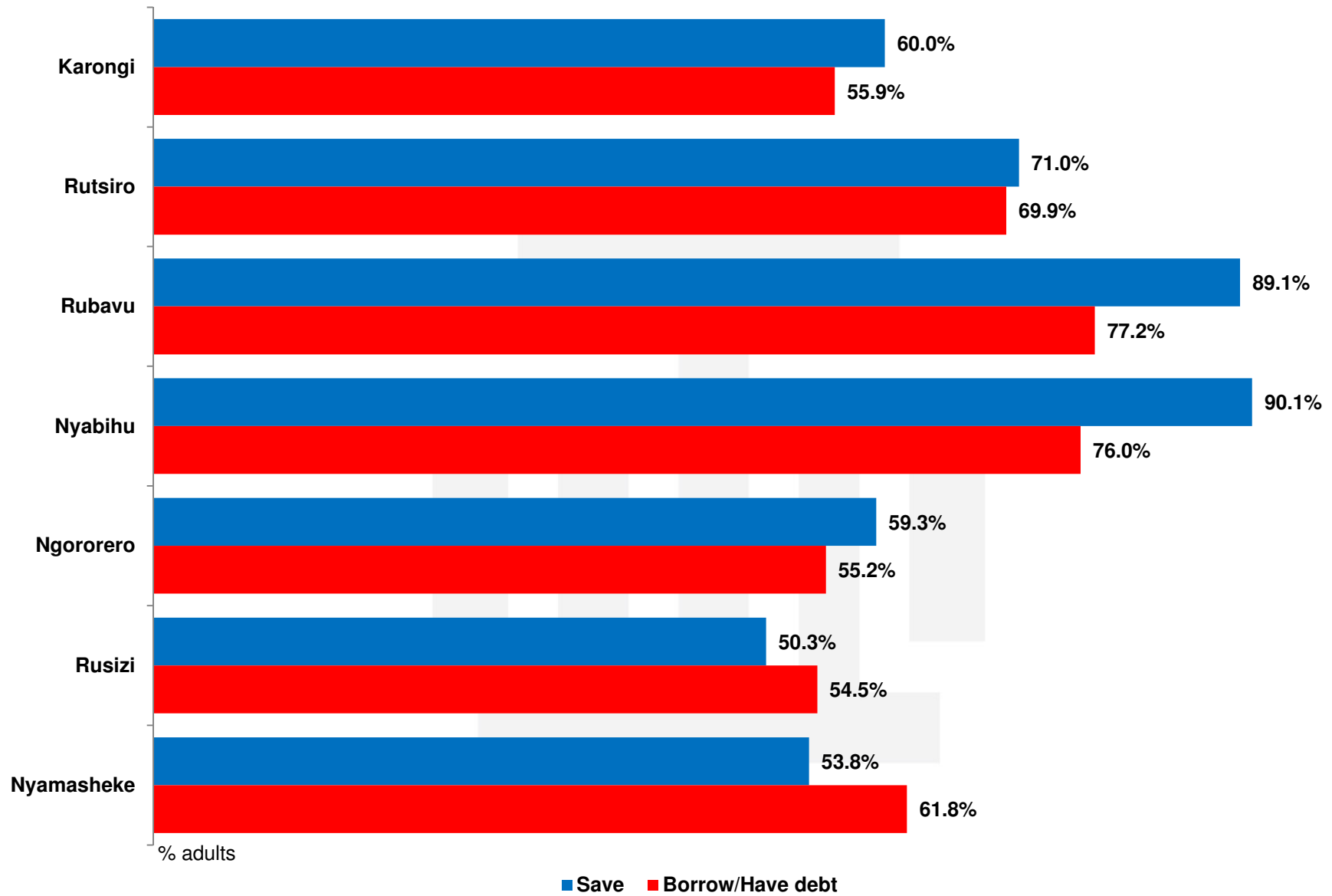
% of adult population saving and borrowing - Urban-rural situation



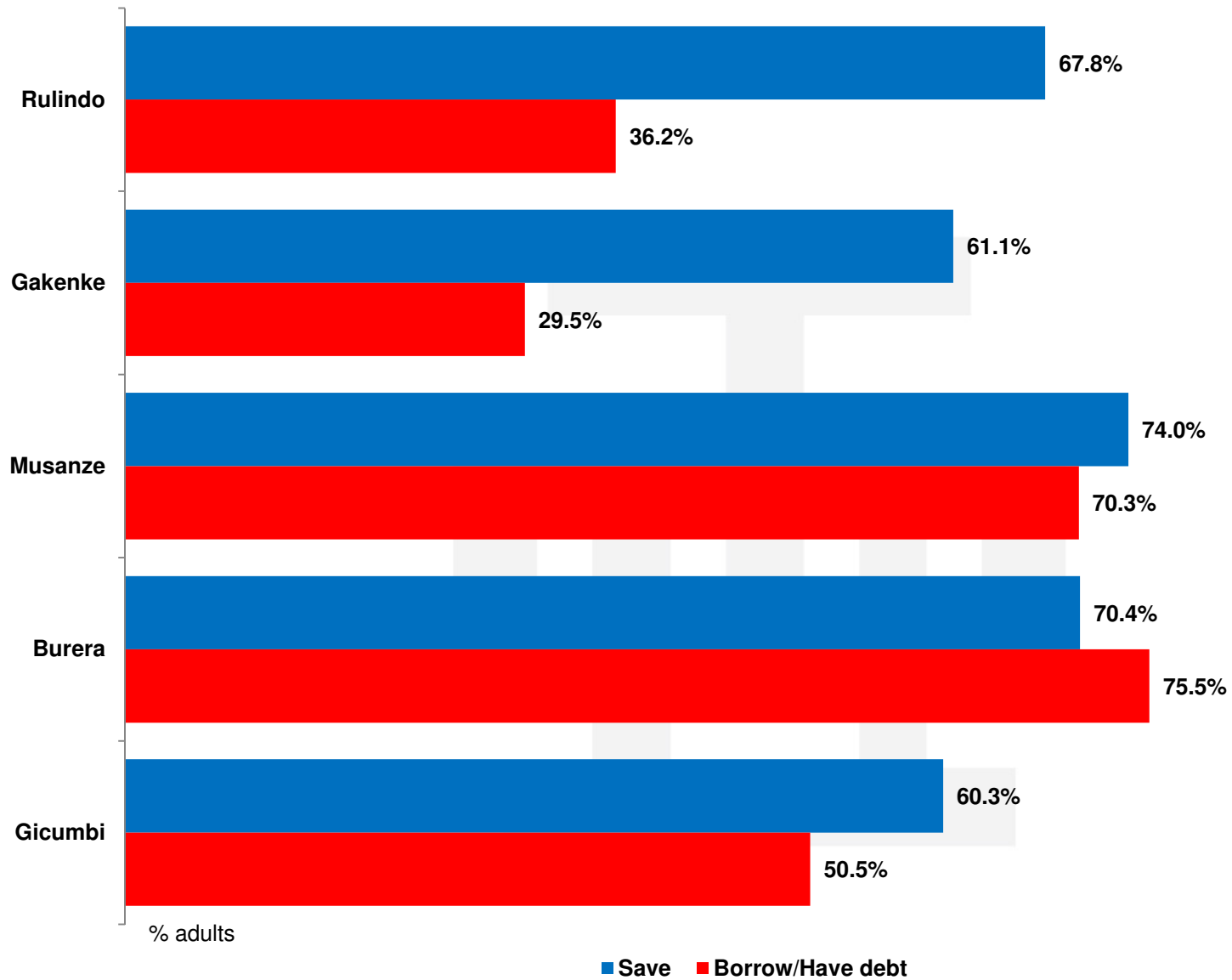
% of adult population saving and borrowing per district – Kigali City



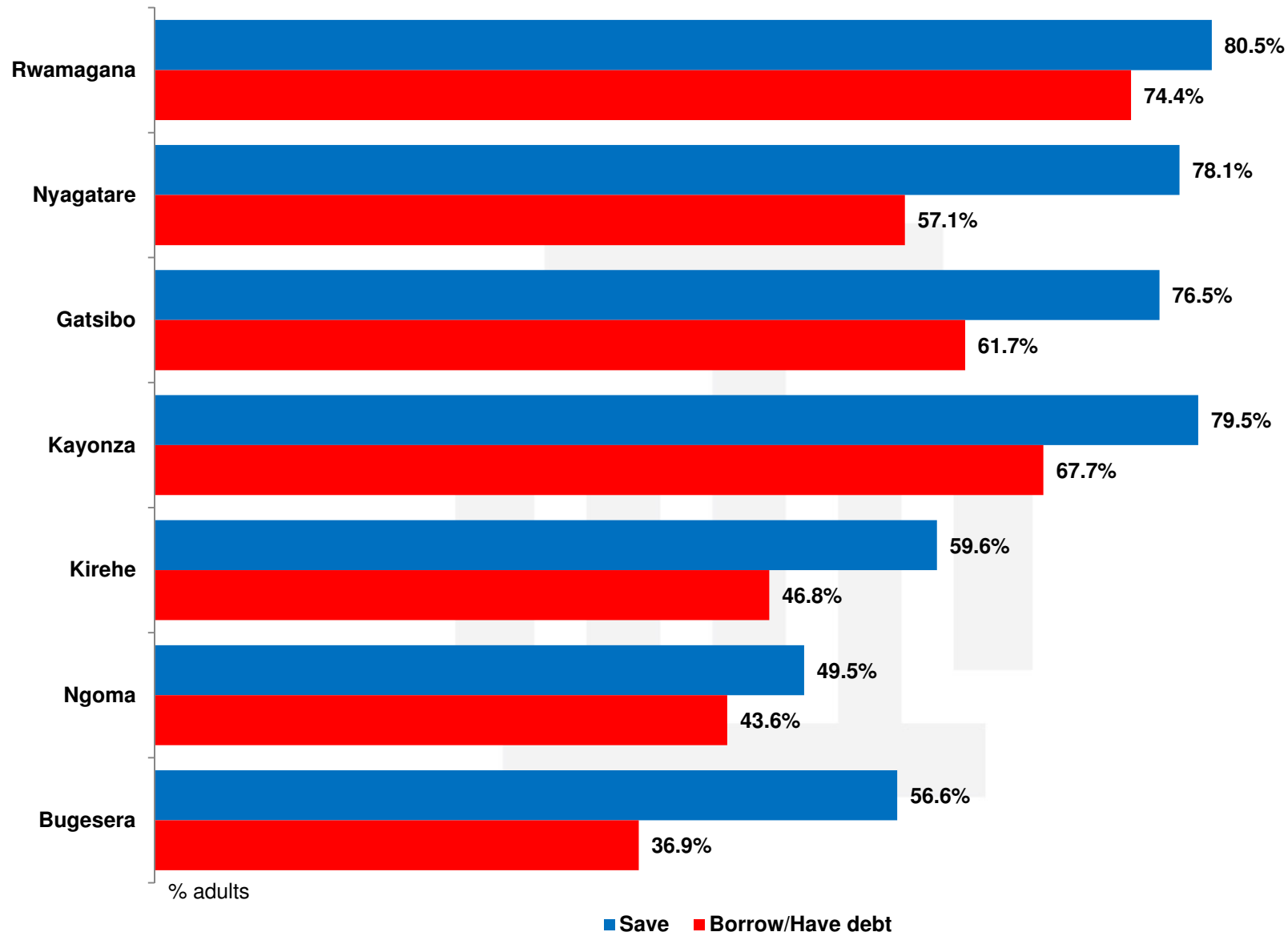
% of adult population saving and borrowing per district – Southern Province



% of adult population saving and borrowing per district – Western Province



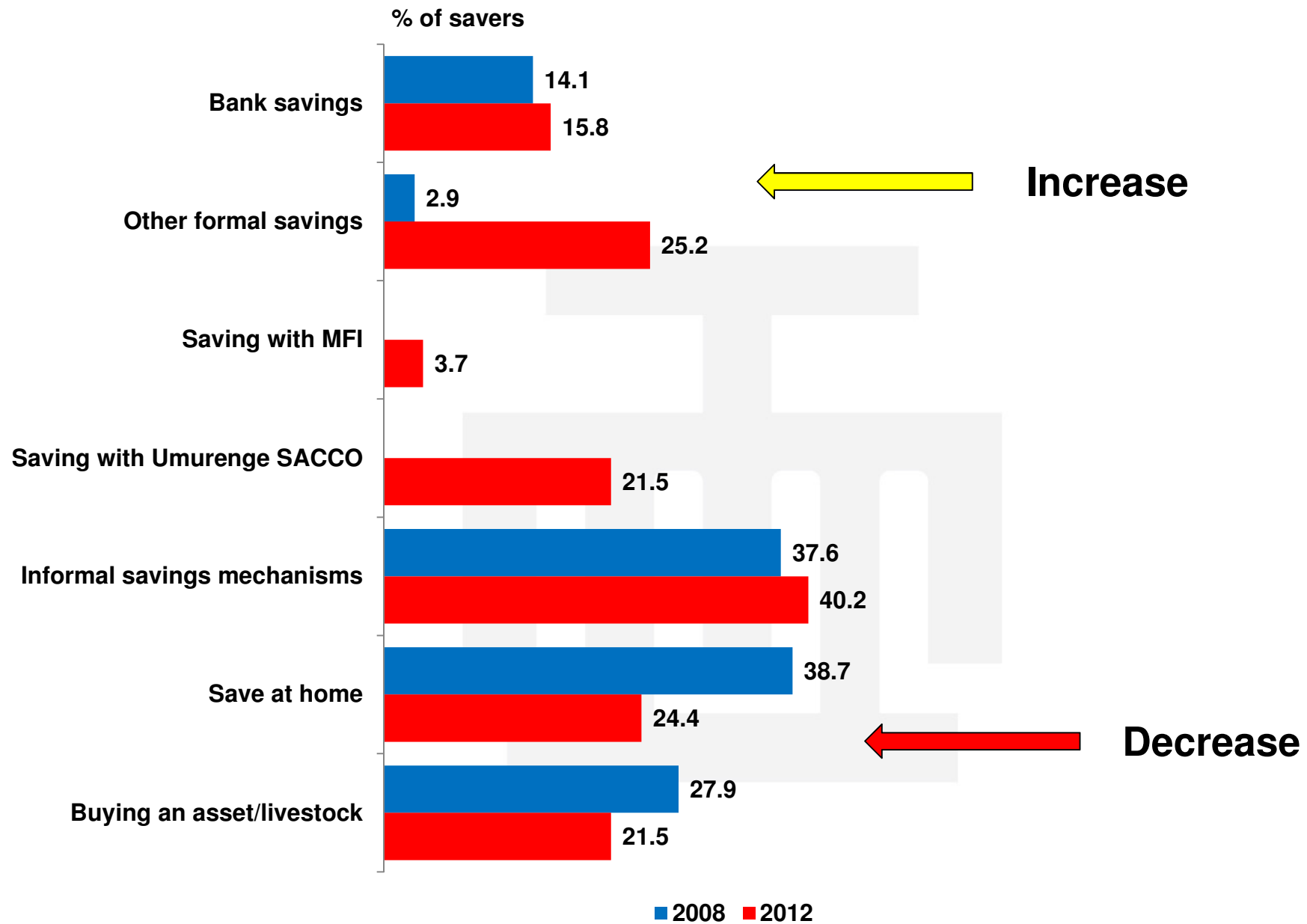
% of adult population saving and borrowing per district – Northern Province



% of adult population saving and borrowing per district – Eastern Province



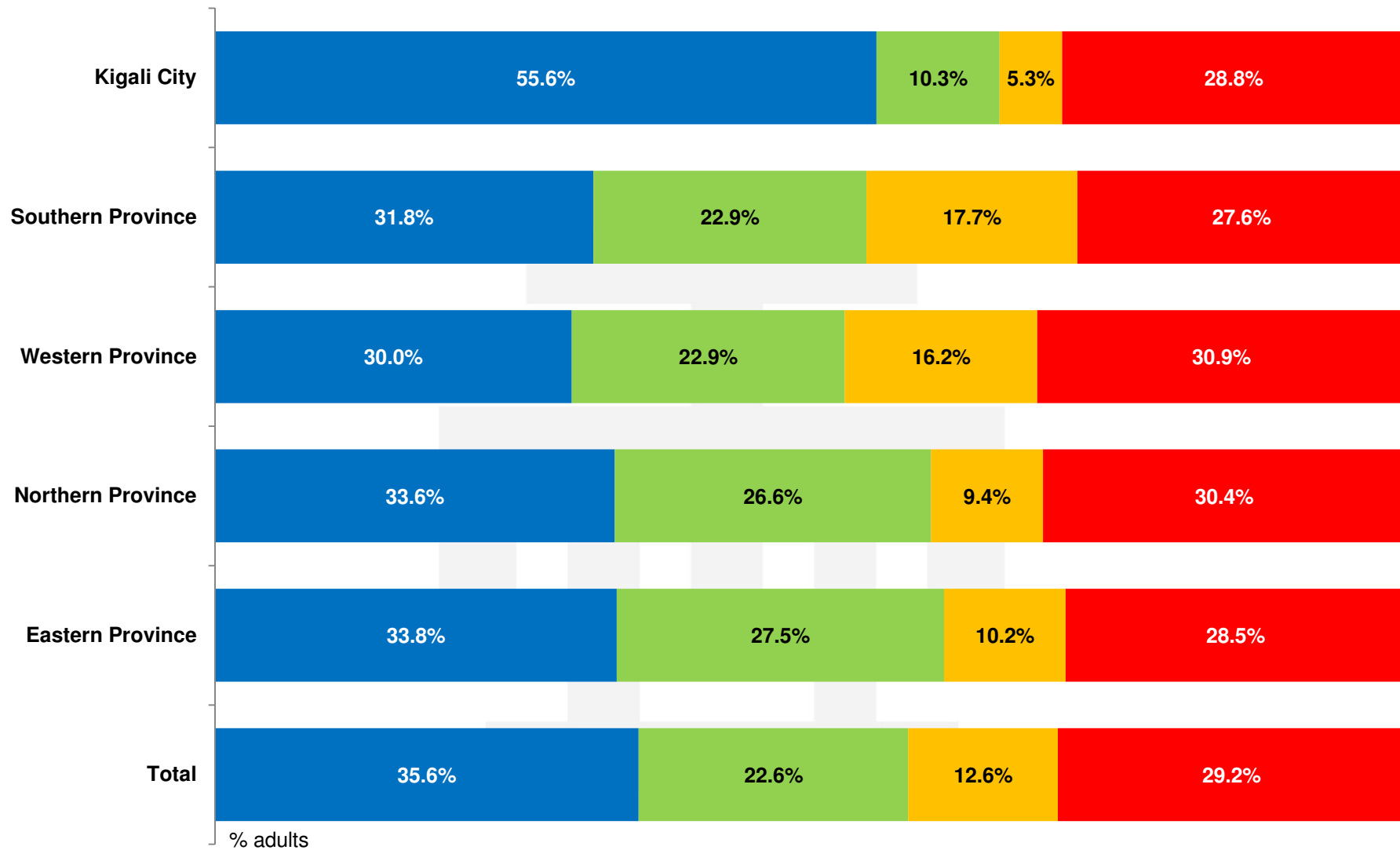
Savings mechanisms



Significant increase in SACCO usage for savings leads to decreased usage of “home/own” mechanisms

The FinScope saving strand is constructed based on the premise that the ultimate goal is FORMAL savings. It is therefore constructed to illustrate the:

- % of adults that are not saving.
- % of adults who are saving but who are not using informal mechanisms or formal products i.e. they save only at home or in kind.
- % of adults who are saving using external mechanisms but they are not using formal savings products i.e. they use only informal mechanisms or they save at home.
- % of adults who save with formal financial institutions.



■ Formal savings product

■ Informal savings mechanisms only

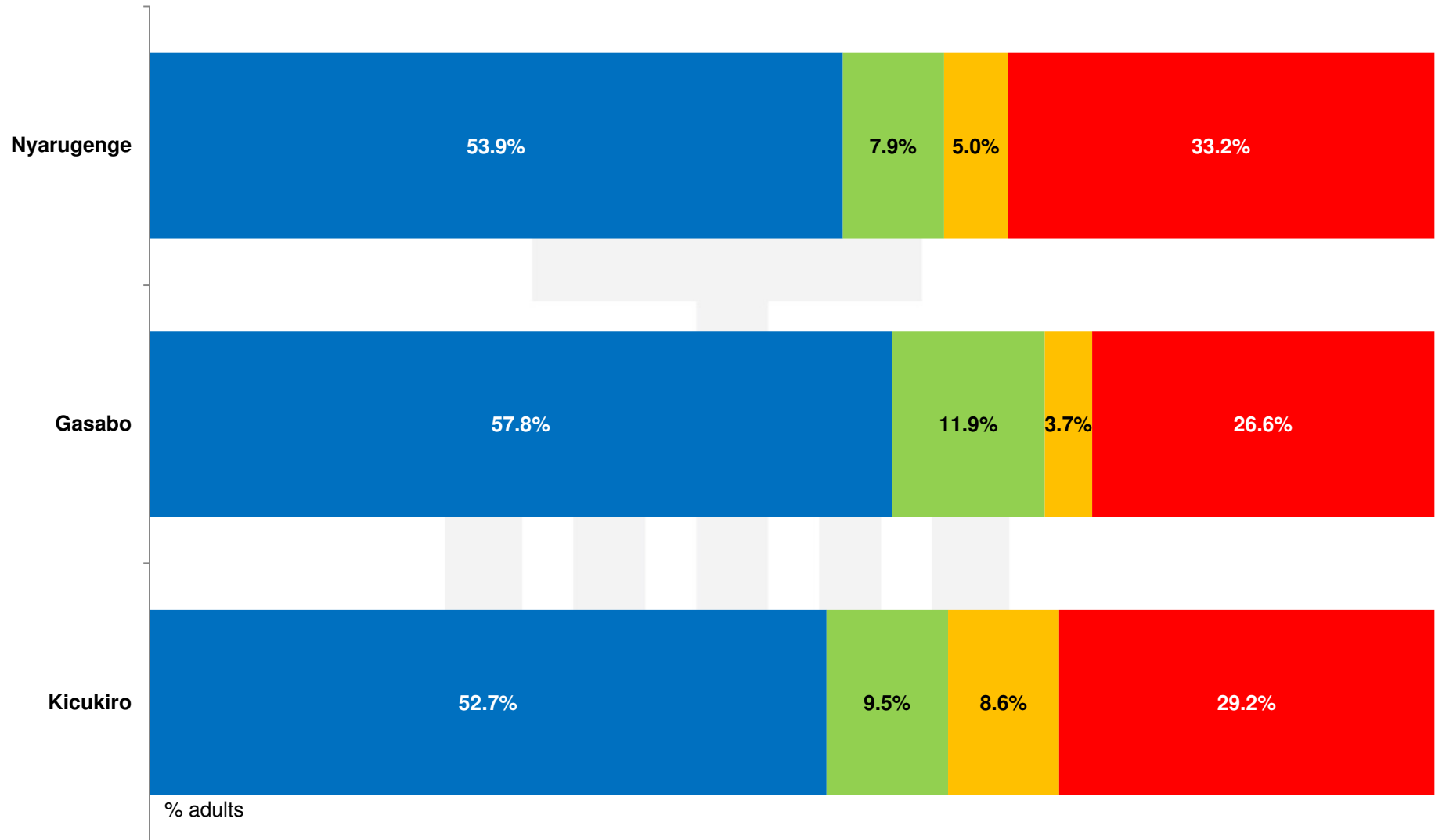
■ Own savings mechanisms only – save at home or in kind ■ No savings products or mechanisms

Saving strand per province



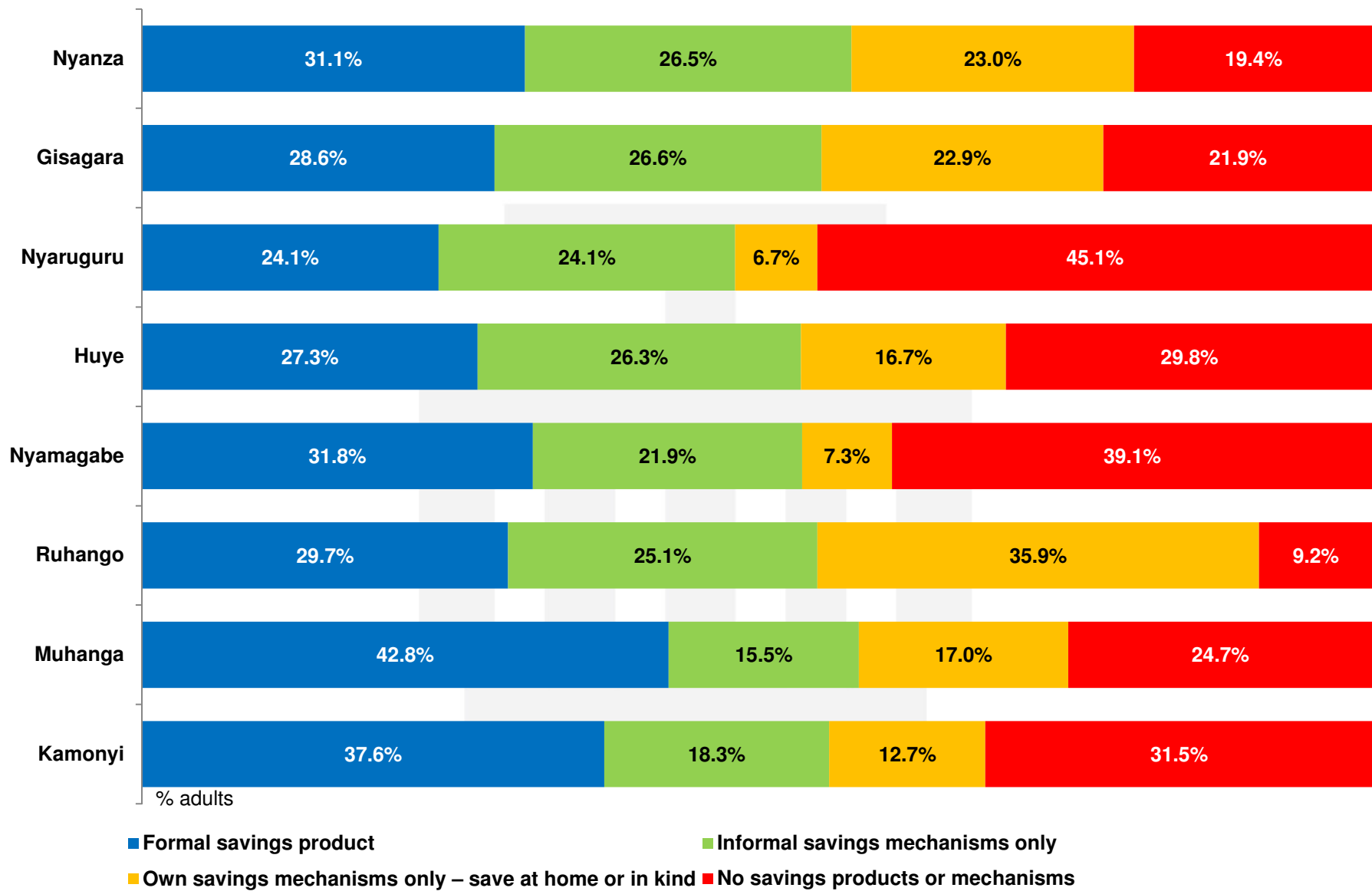
- Formal savings product
- Informal savings mechanisms only
- Own savings mechanisms only – save at home or in kind
- No savings products or mechanisms

Saving strand – Urban-rural situation

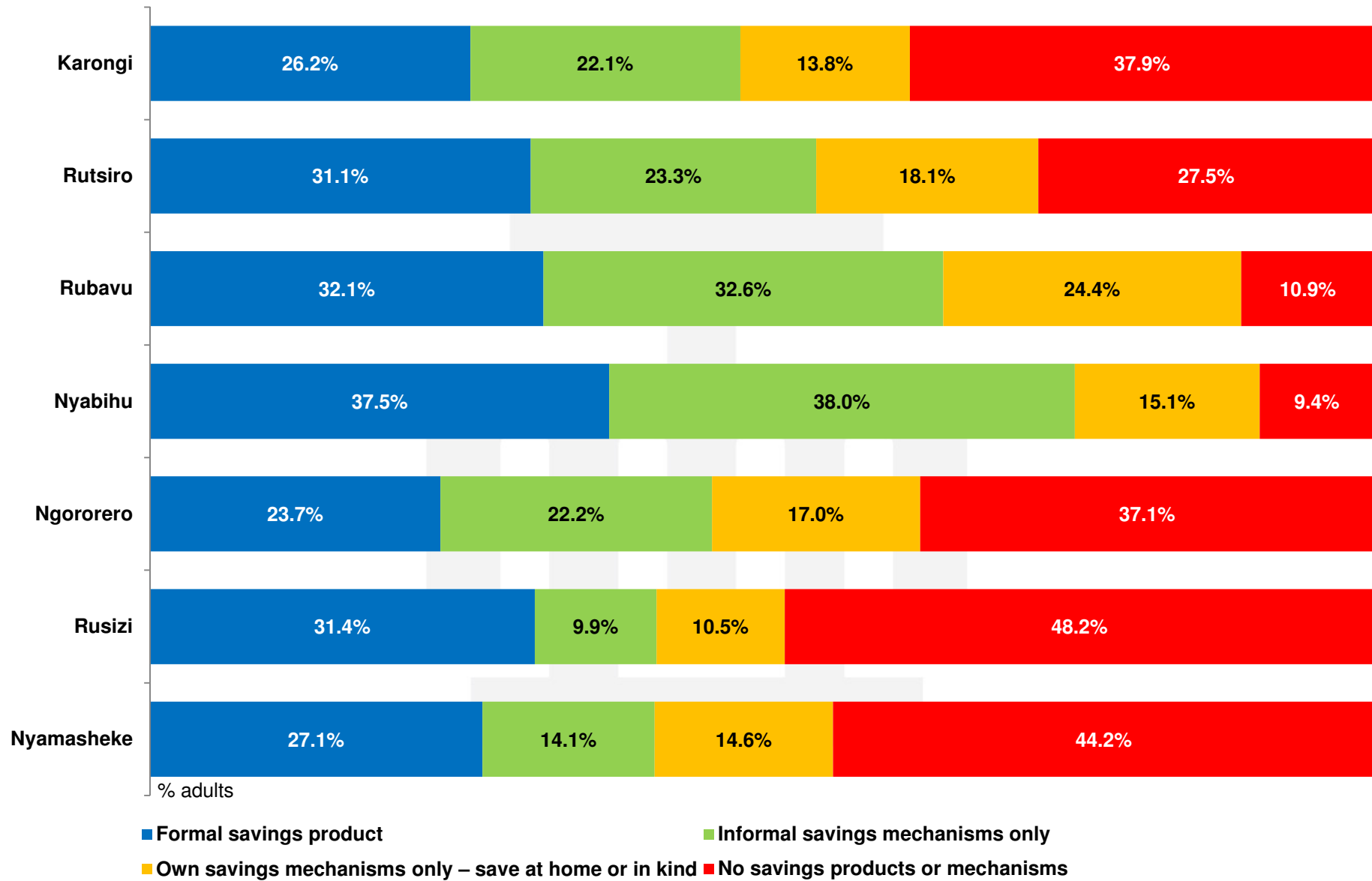


■ Formal savings product
 ■ Informal savings mechanisms only
 ■ Own savings mechanisms only – save at home or in kind
 ■ No savings products or mechanisms

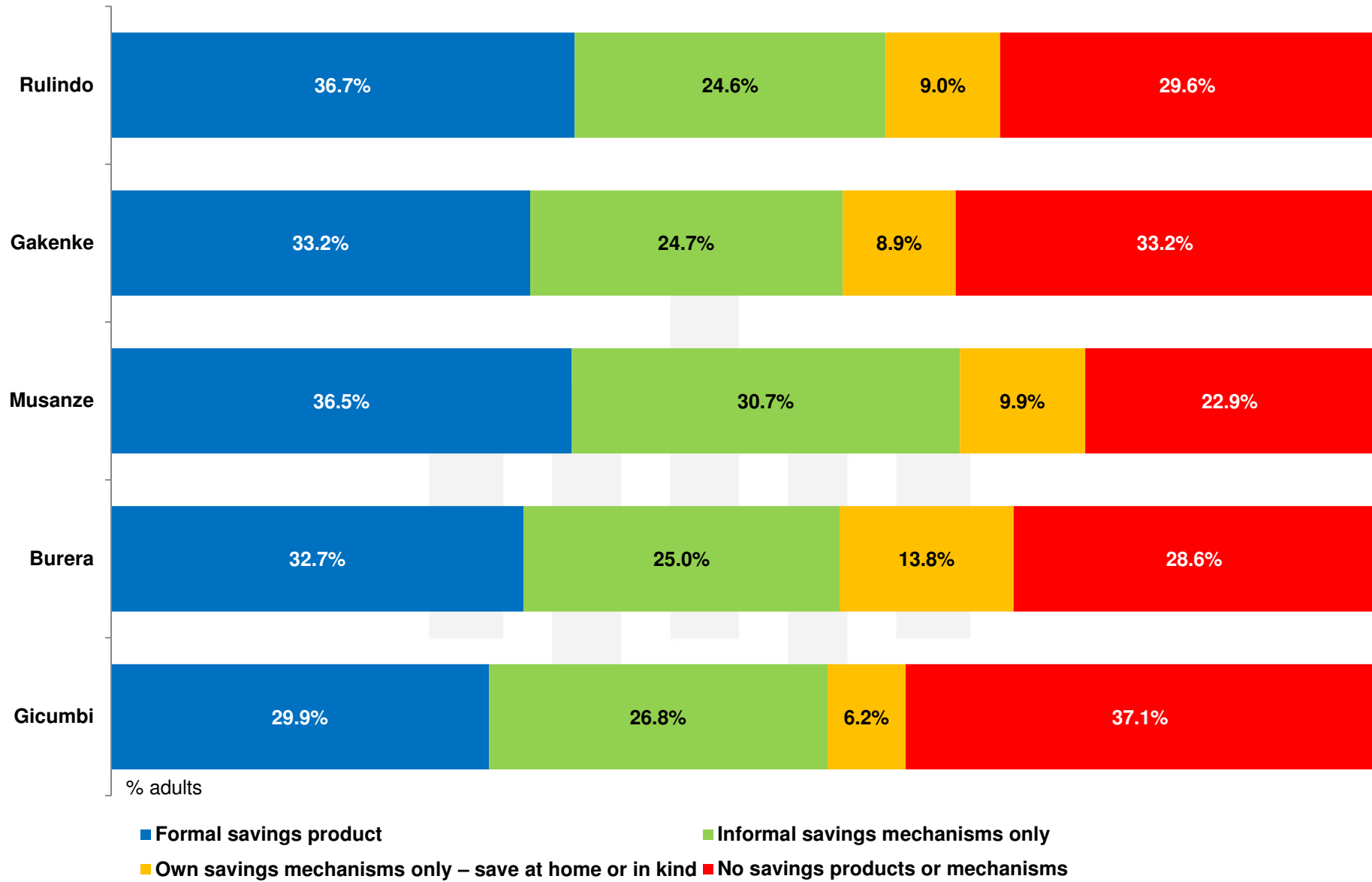
Saving strand per district – Kigali City



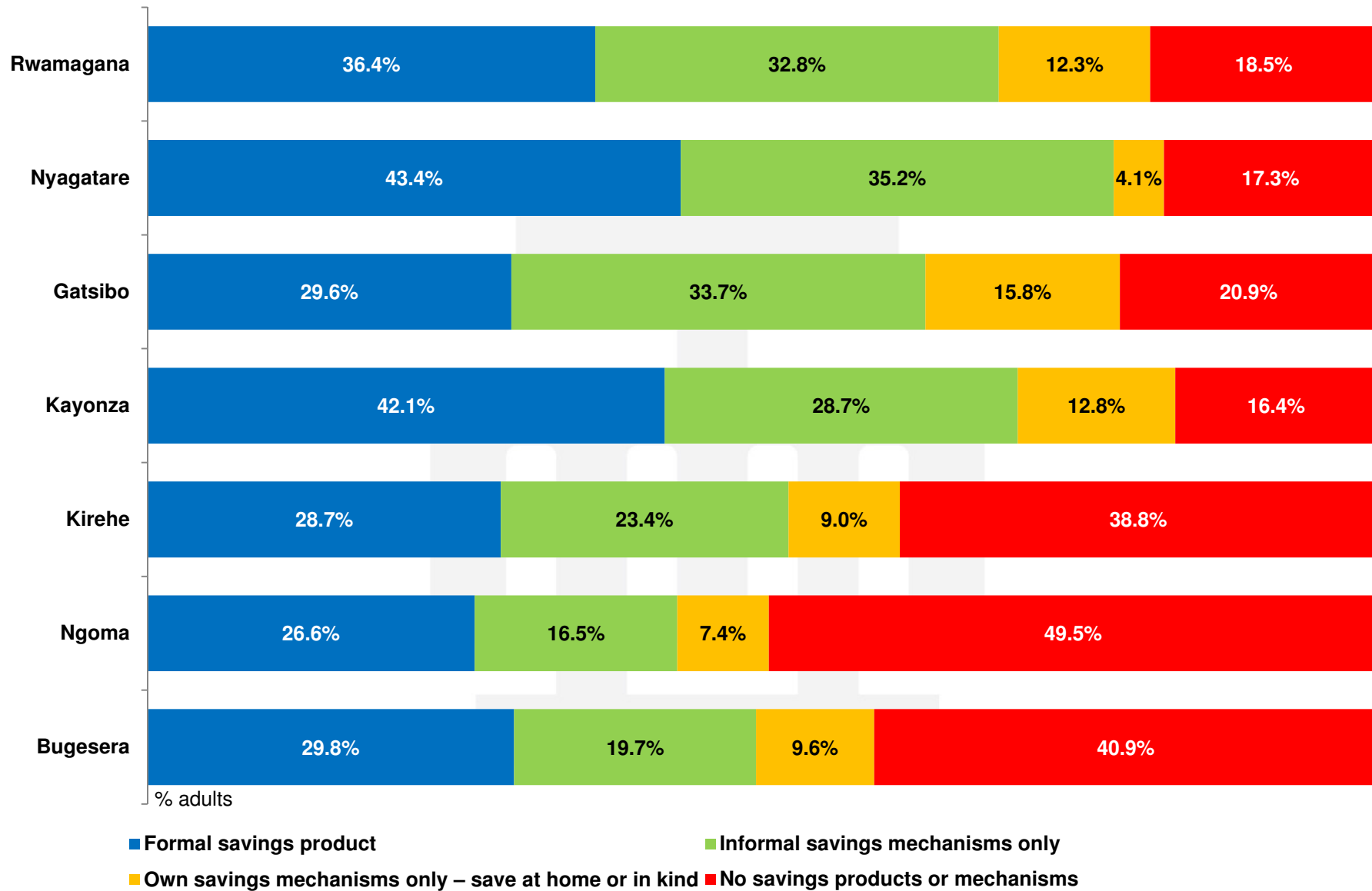
Saving strand per district – Southern Province



Saving strand per district - Western Province



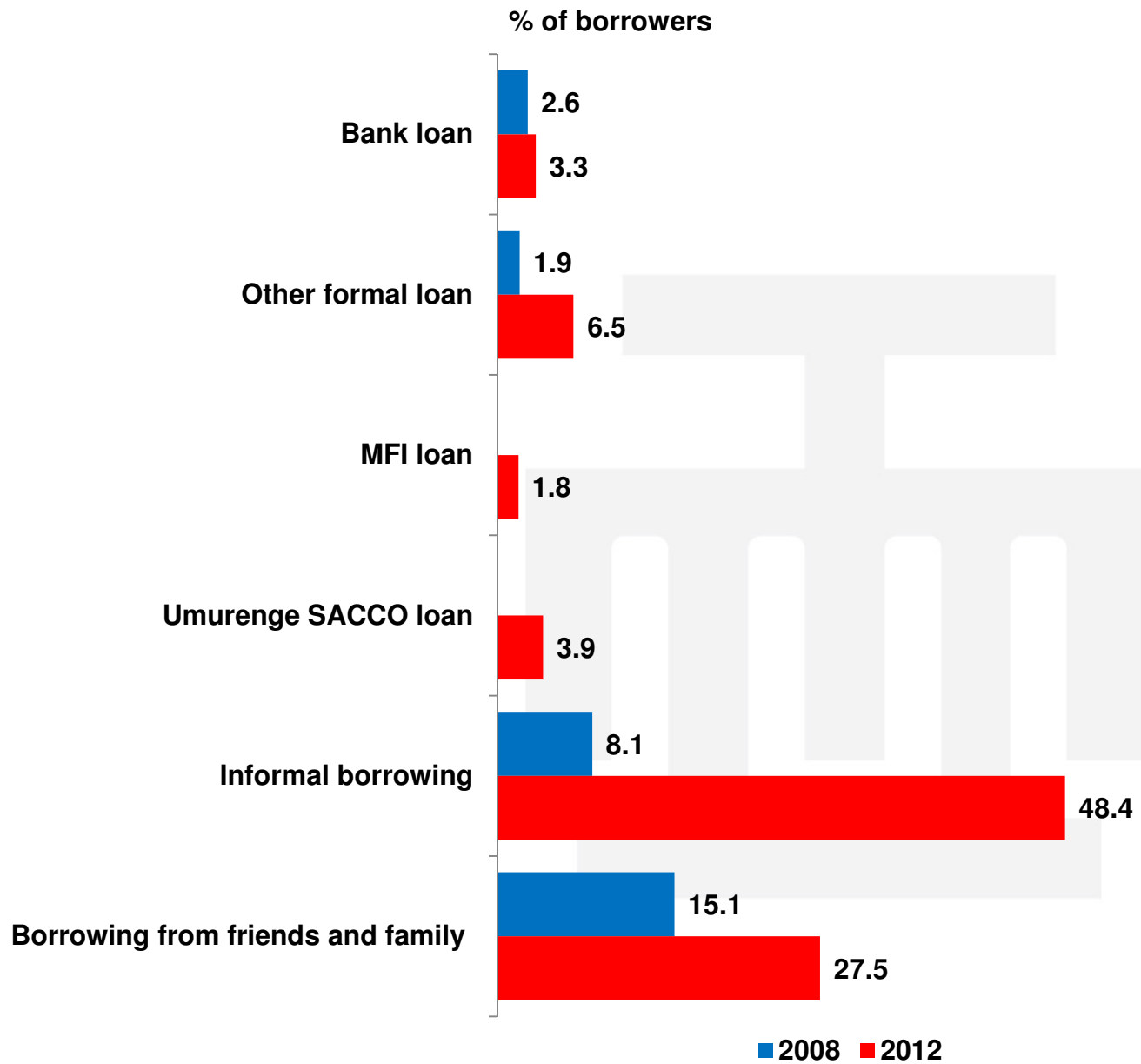
Saving strand per district – Northern Province



Saving strand per district – Eastern Province



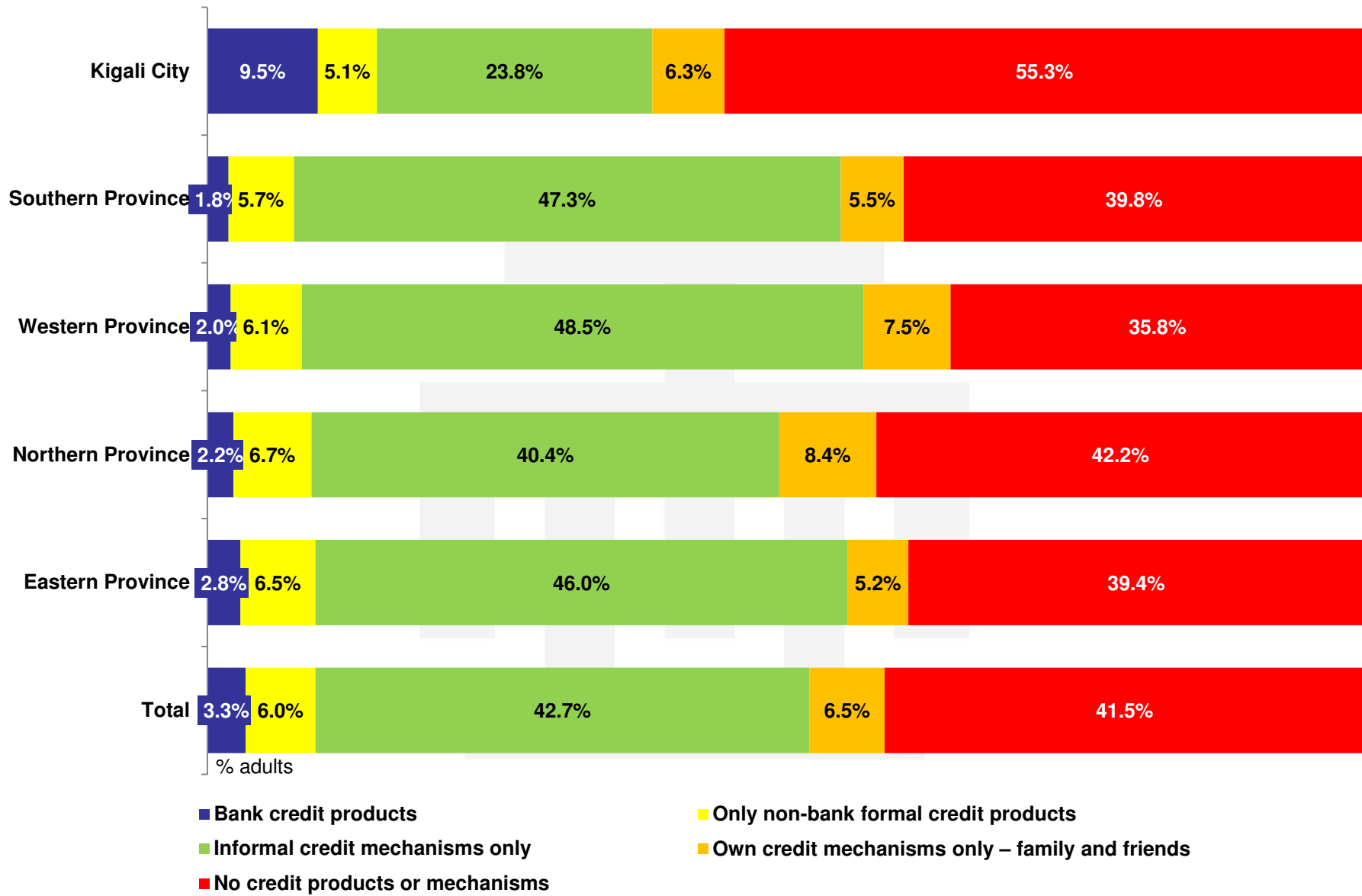
Credit mechanisms



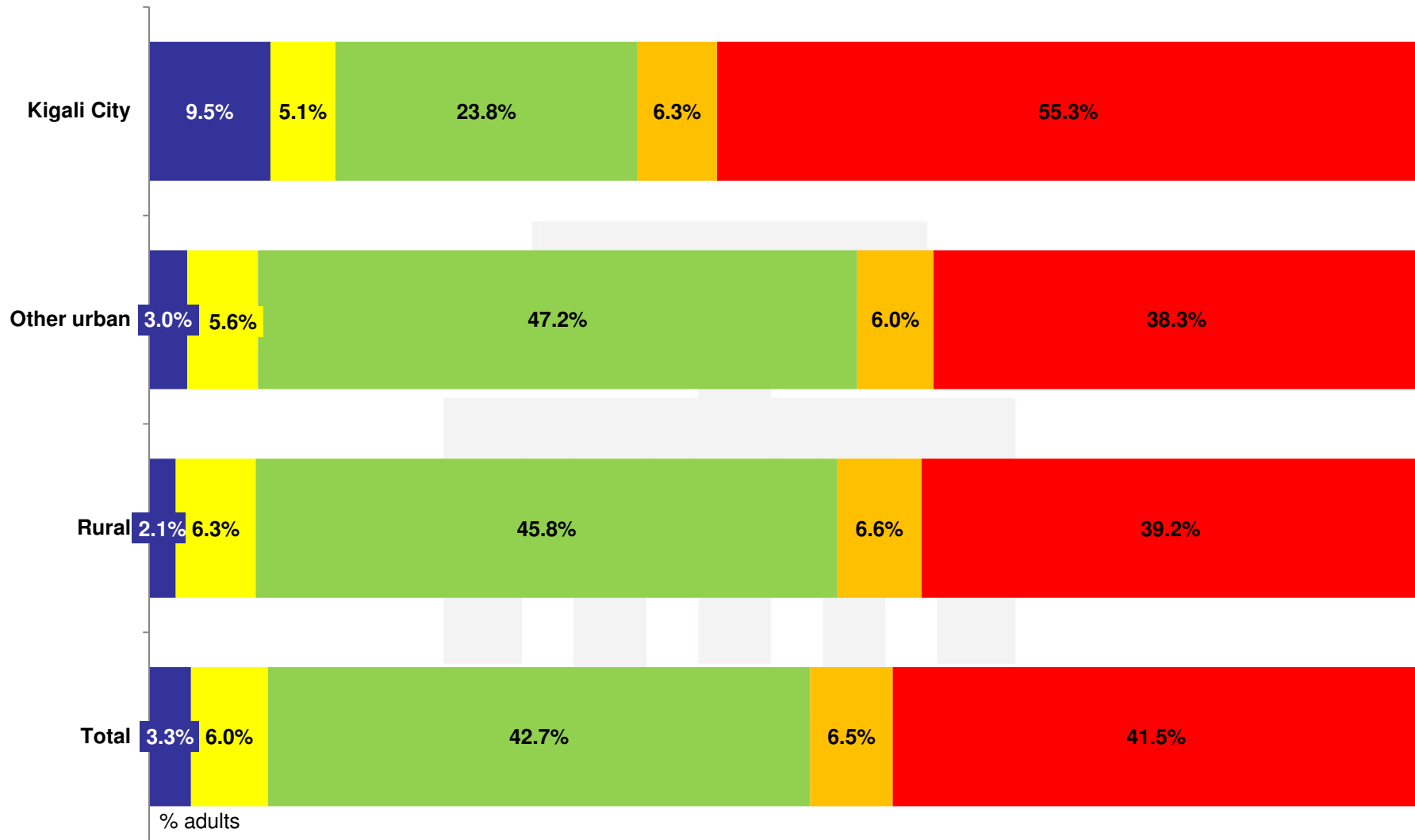
General increase in terms of uptake of all borrowing sources since 2008

The FinScope credit strand is constructed based on the premise that the ultimate goal is FORMAL borrowing. It is therefore constructed to illustrate the:

- % of adults that are not borrowing/have debt.
- % of adults who do borrow but who are not using informal mechanisms or formal products i.e. they borrow only from family and friends.
- % of adults who are borrowing/have debt but who are not using formal credit products i.e. they use only informal mechanisms or they borrow from family and friends.
- % of adults who have a loan with formal financial institutions but don't have a bank loan.
- % of adults who have a bank loan.



Credit strand per province



■ Bank credit products

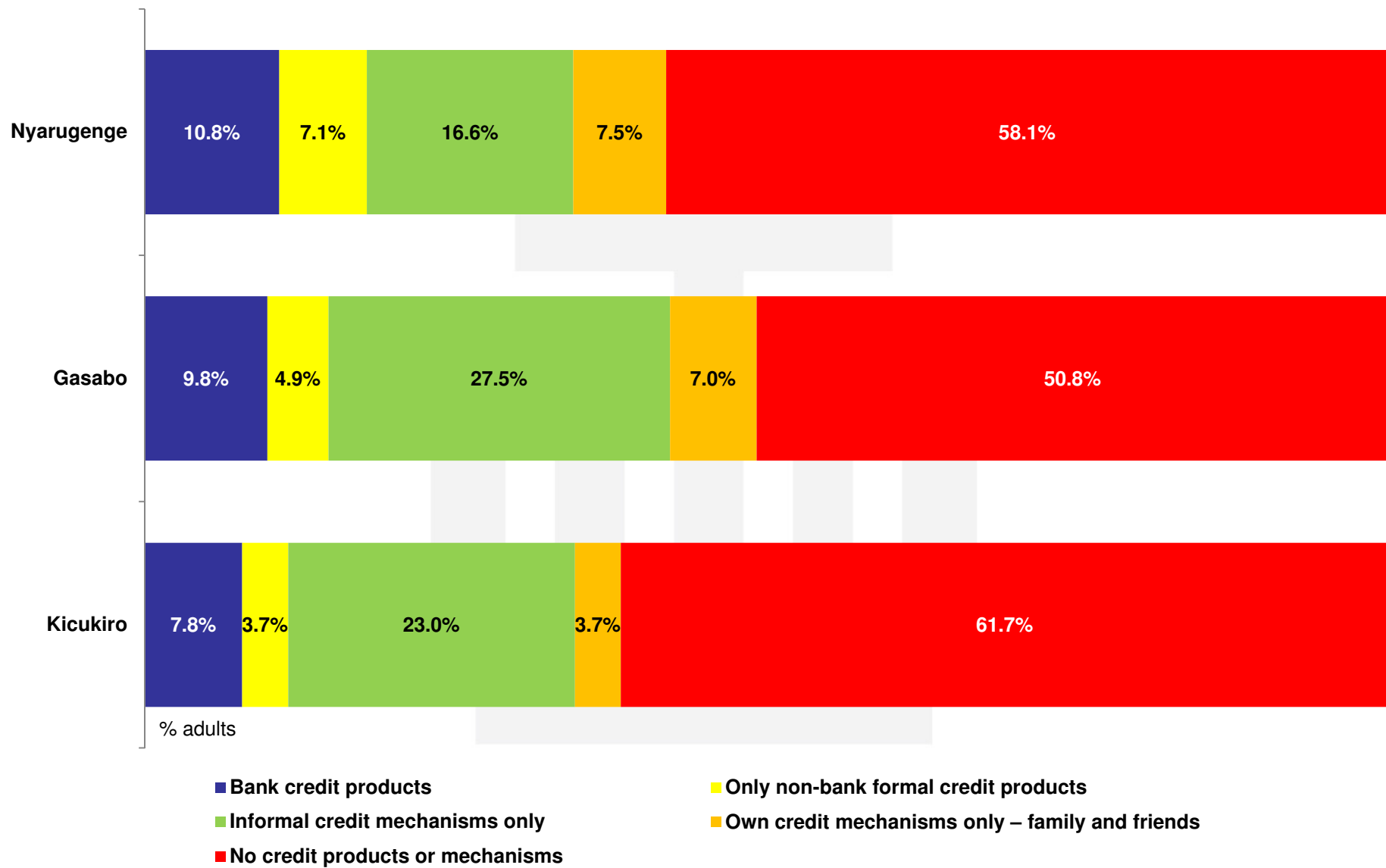
■ Informal credit mechanisms only

■ No credit products or mechanisms

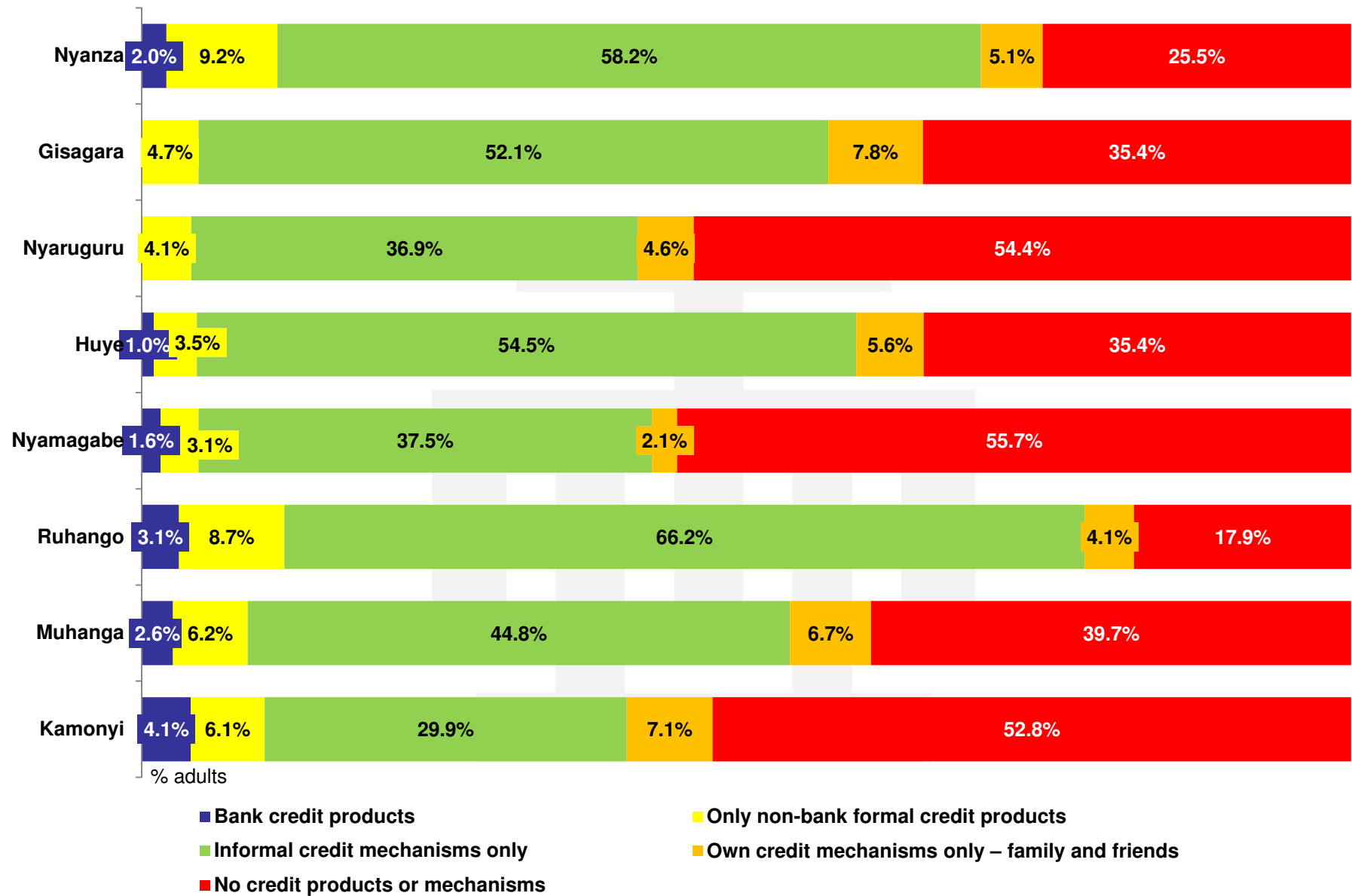
■ Only non-bank formal credit products

■ Own credit mechanisms only – family and friends

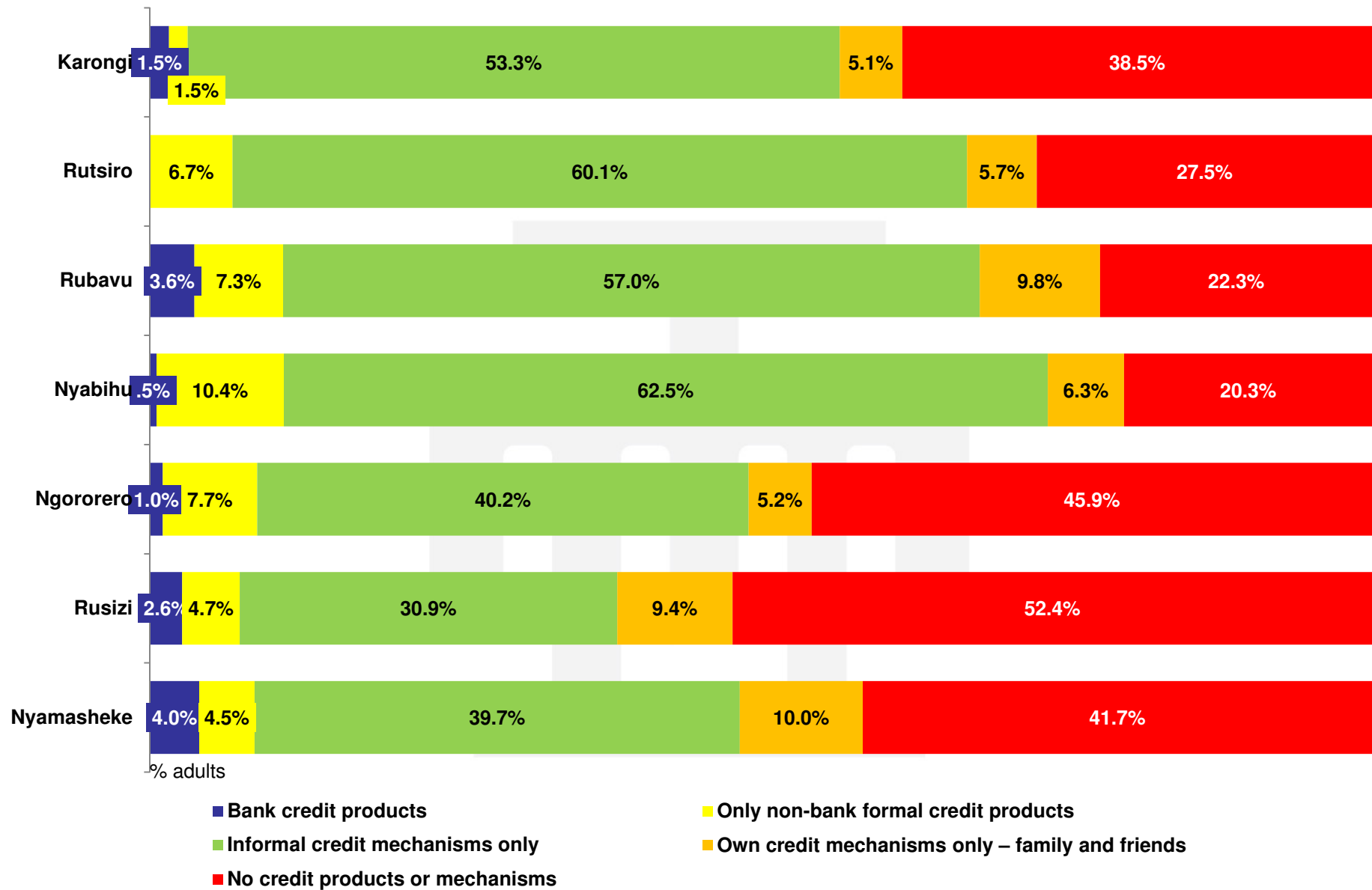
Credit strand – Urban-rural



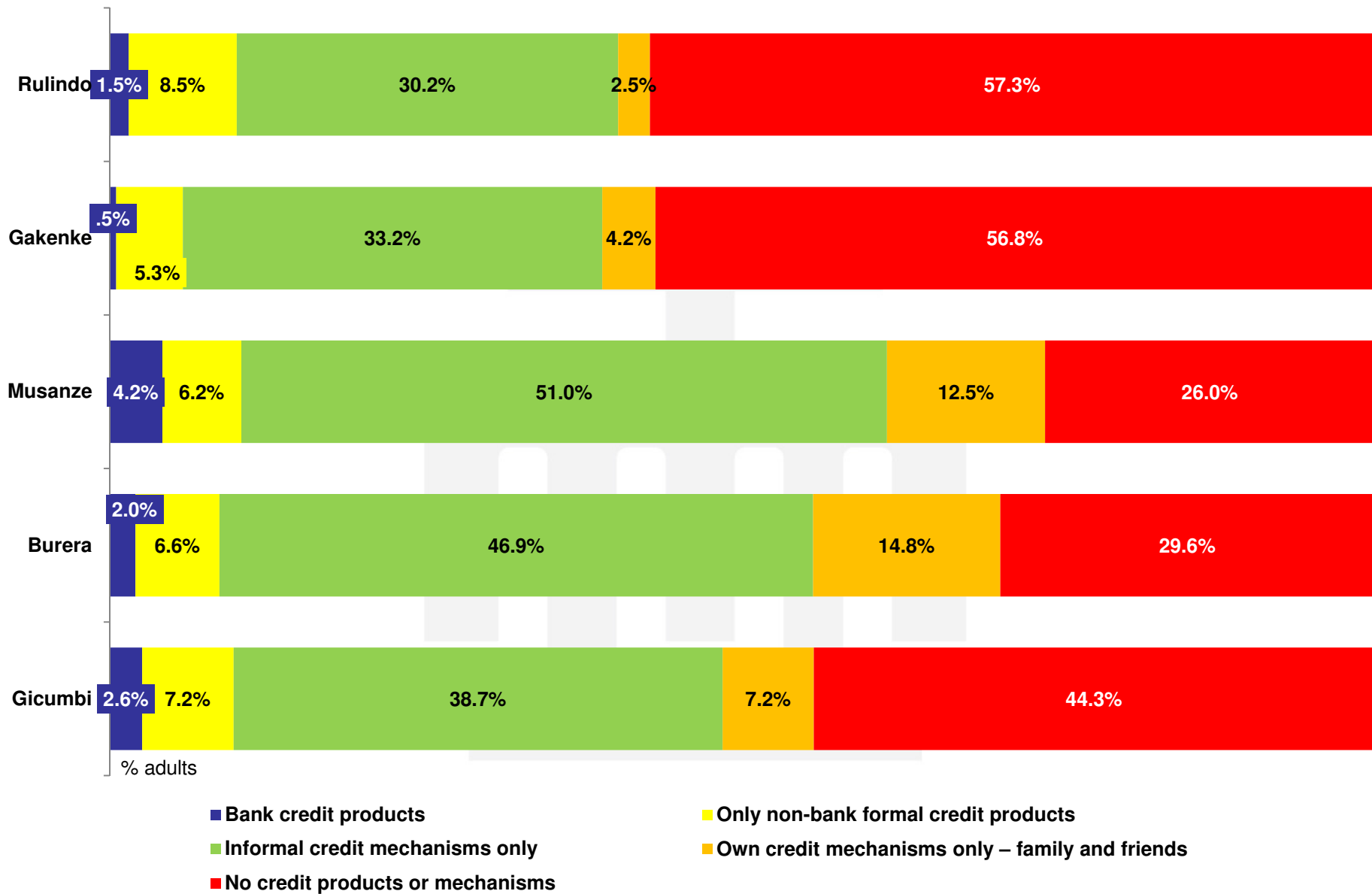
Credit strand per district – Kigali City



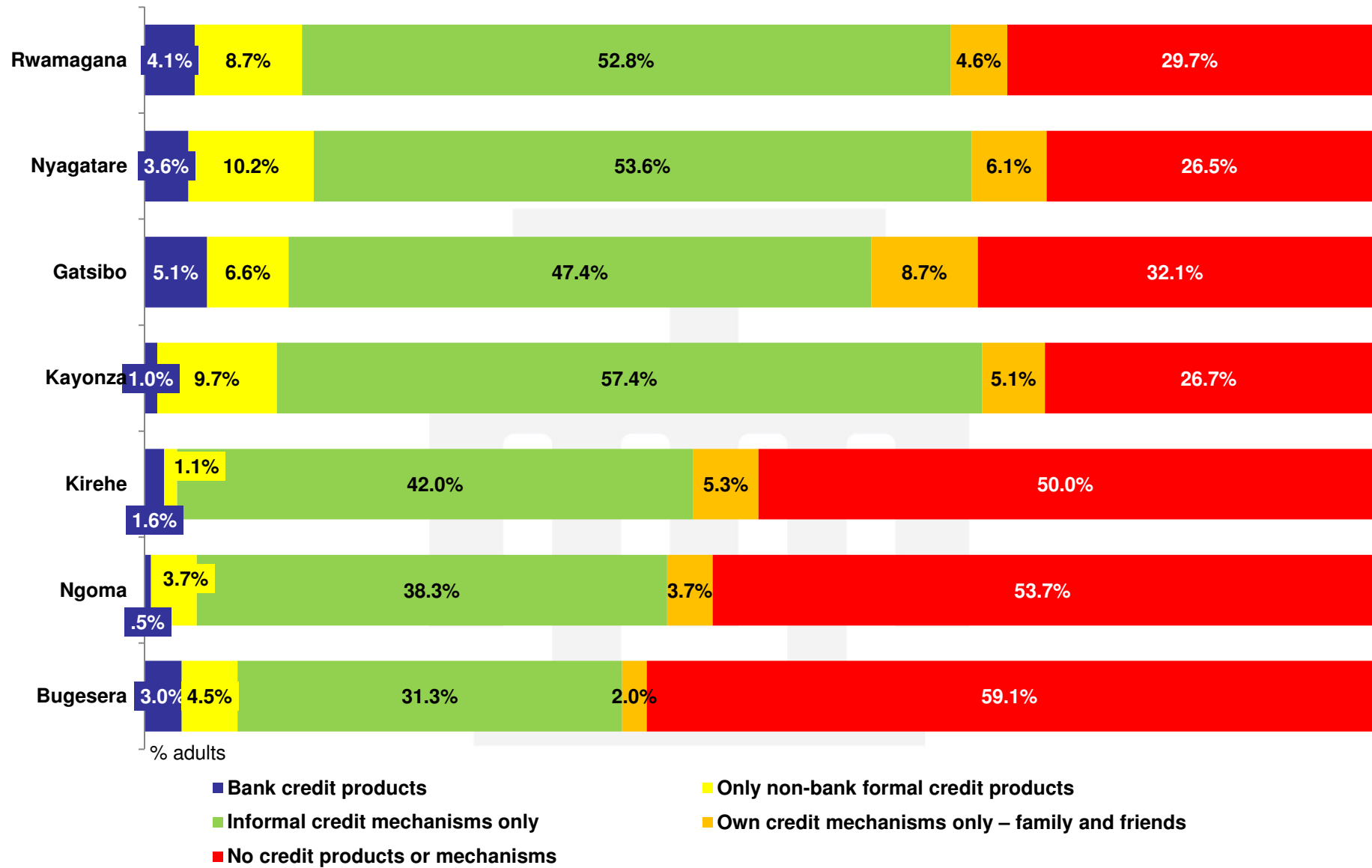
Credit strand per district – Southern Province



Credit strand per district – Western Province



Credit strand per district – Northern Province



Credit strand per district – Eastern Province

Thank you

