ZAFIRA BUSINESS ANALYTICS AND INSIGHTS

Loan Migration Tracker

How your loan book is really moving, branch by branch, officer by officer, month by month

Prepared for a portfolio performance review

Zafira Business Analytics and Insights

THE PROBLEM

You Already Know Your PAR Number

Every institution tracks Portfolio at Risk monthly. It's the standard measure of how much of the book is currently troubled, but it is a single blended figure. Two portfolios can carry the same PAR and be in completely different situations, one stable, one actively deteriorating, and PAR alone cannot tell them apart.



What PAR Tells You

The size of the problem: what percentage of outstanding balance is currently at risk, as one figure for the whole book.



What It Doesn't

Where the risk is coming from and which direction it's moving: which branch, officer, or industry is quietly getting worse before it becomes a write-off.

WHAT THE TOOL DOES

Turns Two Loan Tape Snapshots Into a Complete Migration View

The engine compares the same loan population across periods and shows how outstanding balances moved between arrears buckets.

ONE RUN PRODUCES MULTIPLE MANAGEMENT VIEWS

1 | INPUT

Previous-month and current-month loan tapes.

2 | ANALYSE

Match loans, assign product-specific arrears buckets, calculate OLB-weighted movements.

3 | OUTPUT

Migration matrices, breakdowns, trends, rankings, and Executive Digests.

Migration

Where balances moved

Segmentation

Where risk is concentrated

History

How performance is changing

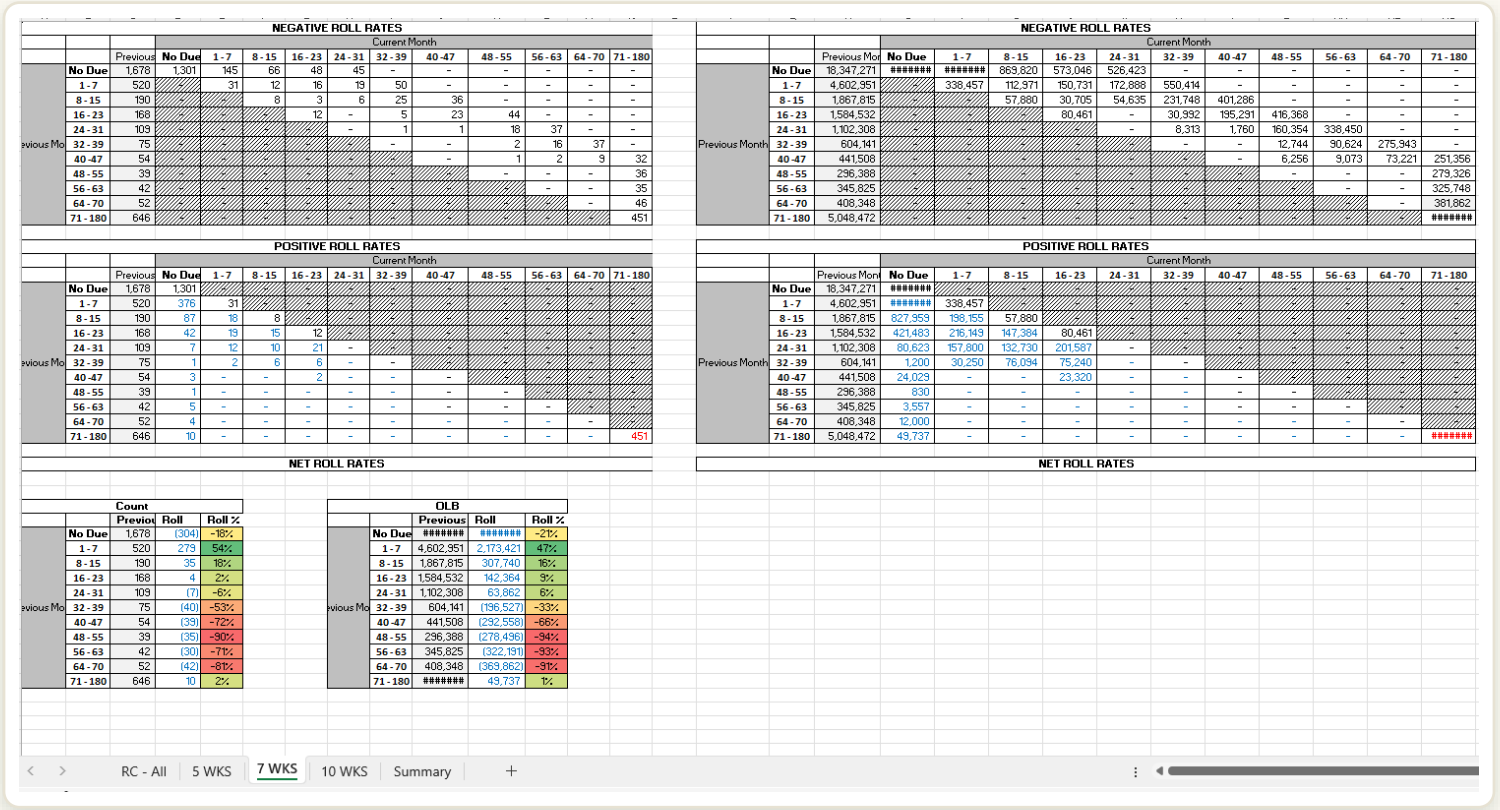
Insight

What needs attention

MIGRATION MATRIX

See Exactly How OLB Moved

Each loan is classified by where it started and where it ended. The result is weighted by outstanding balance, not simply loan count.



NEGATIVE ROLL RATES

	Previous	No Due	1-7	8-15	16-23	24-31	32-39	40-47	48-55	56-63	64-70	71-180
No Due	1,678	1,301	145	66	48	45	-	-	-	-	-	-
1-7	520	-	31	12	16	19	50	-	-	-	-	-
8-15	190	-	-	8	3	6	25	36	-	-	-	-
16-23	168	-	-	-	12	-	5	23	44	-	-	-
24-31	109	-	-	-	-	-	1	1	18	37	-	-
32-39	75	-	-	-	-	-	-	-	2	16	37	-
40-47	54	-	-	-	-	-	-	-	1	2	9	32
48-55	39	-	-	-	-	-	-	-	-	-	-	36
56-63	42	-	-	-	-	-	-	-	-	-	-	35
64-70	52	-	-	-	-	-	-	-	-	-	-	46
71-180	646	-	-	-	-	-	-	-	-	-	-	451

NEGATIVE ROLL RATES

	Previous Mon	No Due	1-7	8-15	16-23	24-31	32-39	40-47	48-55	56-63	64-70	71-180
No Due	18,347,271	#######	#######	869,820	573,046	526,423	-	-	-	-	-	-
1-7	4,602,951	-	338,457	112,971	150,731	172,888	550,414	-	-	-	-	-
8-15	1,867,815	-	-	57,880	30,705	54,635	231,748	401,286	-	-	-	-
16-23	1,584,532	-	-	-	80,461	-	30,992	195,291	416,368	-	-	-
24-31	1,102,308	-	-	-	-	-	8,313	1,760	160,354	338,450	-	-
32-39	604,141	-	-	-	-	-	-	-	12,744	90,624	275,943	-
40-47	441,508	-	-	-	-	-	-	-	6,256	9,073	73,221	251,356
48-55	296,388	-	-	-	-	-	-	-	-	-	-	279,326
56-63	345,825	-	-	-	-	-	-	-	-	-	-	325,748
64-70	408,348	-	-	-	-	-	-	-	-	-	-	381,862
71-180	5,048,472	-	-	-	-	-	-	-	-	-	-	#######

POSITIVE ROLL RATES

	Previous	No Due	1-7	8-15	16-23	24-31	32-39	40-47	48-55	56-63	64-70	71-180
No Due	1,678	1,301	-	-	-	-	-	-	-	-	-	-
1-7	520	376	31	-	-	-	-	-	-	-	-	-
8-15	190	87	18	8	-	-	-	-	-	-	-	-
16-23	168	42	19	15	12	-	-	-	-	-	-	-
24-31	109	7	12	10	21	-	-	-	-	-	-	-
32-39	75	1	2	6	6	-	-	-	-	-	-	-
40-47	54	3	-	-	2	-	-	-	-	-	-	-
48-55	39	1	-	-	-	-	-	-	-	-	-	-
56-63	42	5	-	-	-	-	-	-	-	-	-	-
64-70	52	4	-	-	-	-	-	-	-	-	-	-
71-180	646	10	-	-	-	-	-	-	-	-	-	451

POSITIVE ROLL RATES

	Previous Mon	No Due	1-7	8-15	16-23	24-31	32-39	40-47	48-55	56-63	64-70	71-180
No Due	18,347,271	#######	-	-	-	-	-	-	-	-	-	-
1-7	4,602,951	#######	338,457	-	-	-	-	-	-	-	-	-
8-15	1,867,815	827,959	198,155	57,880	-	-	-	-	-	-	-	-
16-23	1,584,532	421,483	216,149	147,384	80,461	-	-	-	-	-	-	-
24-31	1,102,308	80,623	157,800	132,730	201,587	-	-	-	-	-	-	-
32-39	604,141	1,200	30,250	76,094	75,240	-	-	-	-	-	-	-
40-47	441,508	24,029	-	-	23,320	-	-	-	-	-	-	-
48-55	296,388	830	-	-	-	-	-	-	-	-	-	-
56-63	345,825	3,557	-	-	-	-	-	-	-	-	-	-
64-70	408,348	12,000	-	-	-	-	-	-	-	-	-	-
71-180	5,048,472	49,737	-	-	-	-	-	-	-	-	-	#######

NET ROLL RATES

Count

	Previou	Roll	Roll %
No Due	1,678	(304)	-18%
1-7	520	279	54%
8-15	190	35	18%
16-23	168	4	2%
24-31	109	(7)	-6%
32-39	75	(40)	-53%
40-47	54	(33)	-72%
48-55	39	(35)	-90%
56-63	42	(30)	-71%
64-70	52	(42)	-81%
71-180	646	10	2%

OLB

	Previous	Roll	Roll %
No Due	#######	#######	-21%
1-7	4,602,951	2,173,421	47%
8-15	1,867,815	307,740	16%
16-23	1,584,532	142,364	9%
24-31	1,102,308	63,862	6%
32-39	604,141	(196,527)	-33%
40-47	441,508	(292,558)	-66%
48-55	296,388	(278,496)	-94%
56-63	345,825	(322,191)	-93%
64-70	408,348	(369,862)	-91%
71-180	#######	49,737	1%

RC - All | 5 WKS | 7 WKS | 10 WKS | Summary | +

WHAT YOU SEE

Movement from one arrears bucket to another, including deterioration, cure, and stability.

WHY IT MATTERS

A large loan rolling forward can matter more than dozens of small loans.

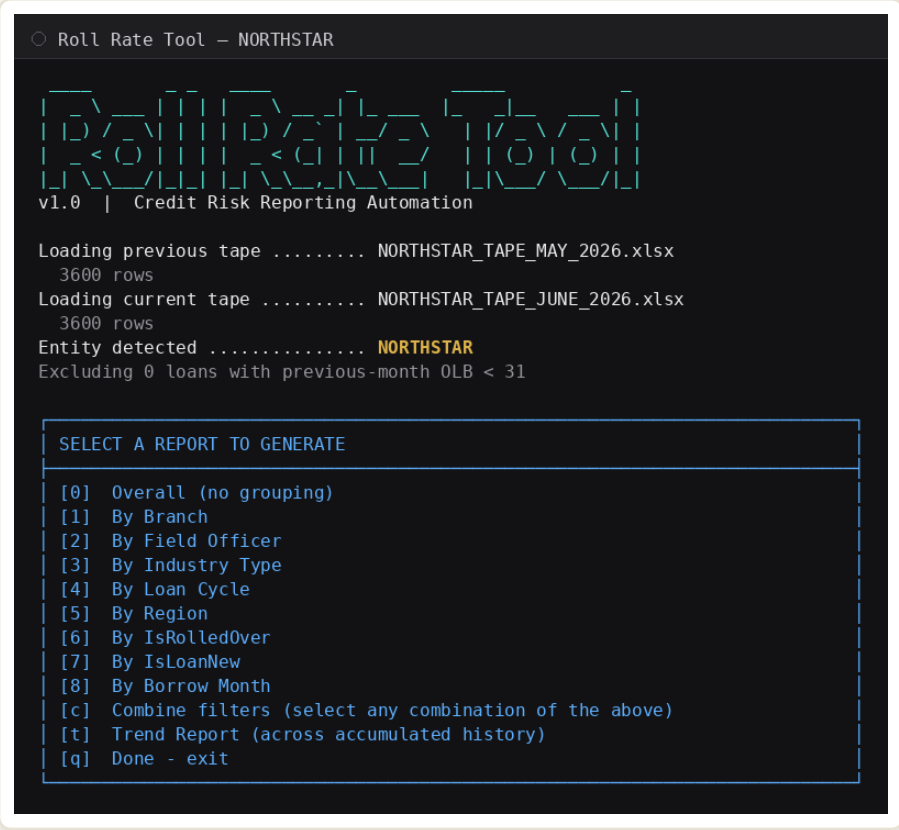
MANAGEMENT USE

Identify where risk is forming and where collections are successfully curing balances.

DRILL-DOWN

Move From Portfolio-Level Movement to Exactly Where It Is Happening

The same automated analysis runs across multiple dimensions, without rebuilding the report manually.



Tool selection screen, choose the view.

AVAILABLE BREAKDOWNS

Branch

Compare portfolio behaviour across locations.

Field Officer

Identify concentration at officer level.

Industry

See whether specific sectors are driving deterioration.

Region

Understand geographic concentration.

Loan Cycle

Compare behaviour by repeat or loan cycle.

Rolled-Over / New

Separate structural repeat exposure from new lending.

Disbursement Vintage

Trace risk back to the month loans entered the book.

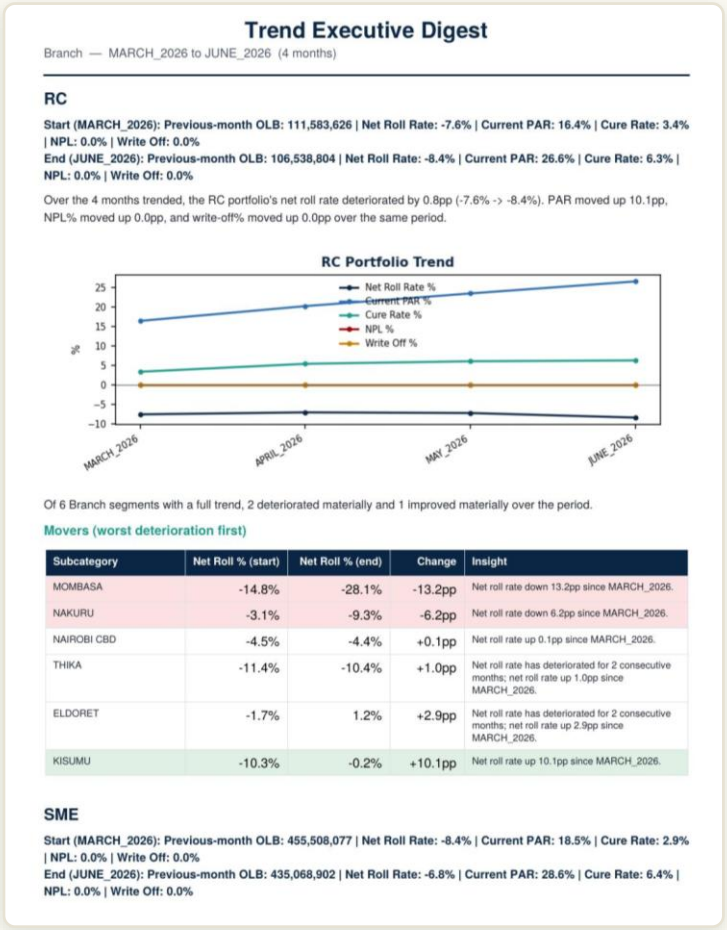
Combined Filters

Drill further, e.g. branch → officer.

Turn Individual Runs Into a View of Direction

The tool retains run history, ranks results, and flags categories performing meaningfully worse than the portfolio average.

TRACK HISTORY | RANK | FLAG | EXPLAIN | PRIORITISE



Trend Executive Digest

Branch — MARCH_2026 to JUNE_2026 (4 months)

RC

Start (MARCH_2026): Previous-month OLB: 111,583,626 | Net Roll Rate: -7.6% | Current PAR: 16.4% | Cure Rate: 3.4% | NPL: 0.0% | Write Off: 0.0%
End (JUNE_2026): Previous-month OLB: 106,538,804 | Net Roll Rate: -8.4% | Current PAR: 26.6% | Cure Rate: 6.3% | NPL: 0.0% | Write Off: 0.0%

Over the 4 months trended, the RC portfolio's net roll rate deteriorated by 0.8pp (-7.6% -> -8.4%). PAR moved up 10.1pp, NPL% moved up 0.0pp, and write-off% moved up 0.0pp over the same period.

RC Portfolio Trend

Of 6 Branch segments with a full trend, 2 deteriorated materially and 1 improved materially over the period.

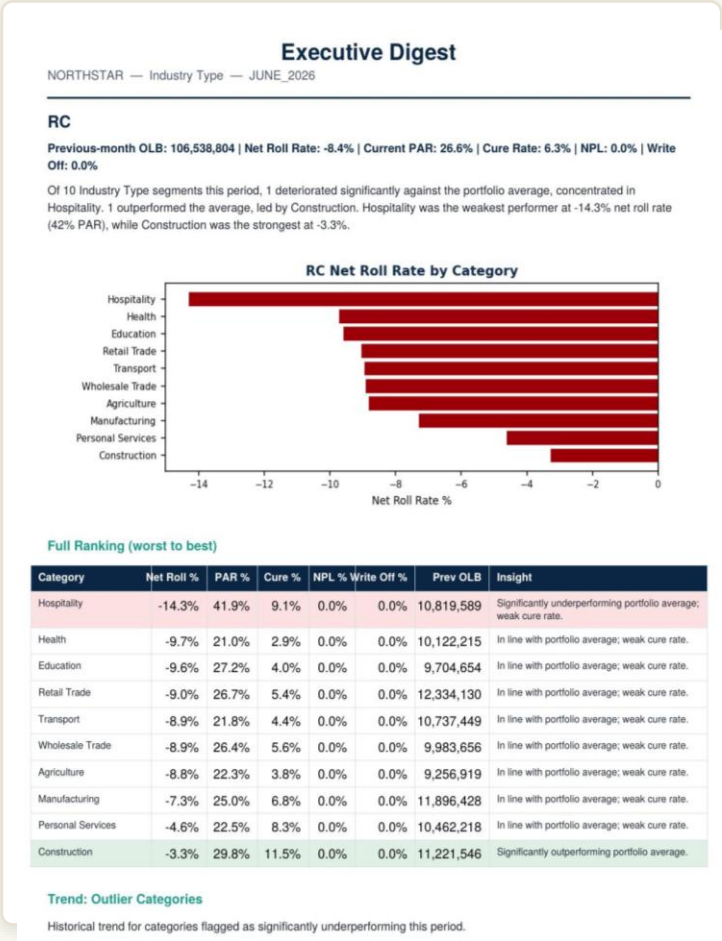
Movers (worst deterioration first)

Subcategory	Net Roll % (start)	Net Roll % (end)	Change	Insight
MOMBASA	-14.8%	-28.1%	-13.2pp	Net roll rate down 13.2pp since MARCH_2026.
NAKURU	-3.1%	-9.3%	-6.2pp	Net roll rate down 6.2pp since MARCH_2026.
NAIROBI CBD	-4.5%	-4.4%	+0.1pp	Net roll rate up 0.1pp since MARCH_2026.
THIKA	-11.4%	-10.4%	+1.0pp	Net roll rate has deteriorated for 2 consecutive months; net roll rate up 1.0pp since MARCH_2026.
ELDORET	-1.7%	1.2%	+2.9pp	Net roll rate has deteriorated for 2 consecutive months; net roll rate up 2.9pp since MARCH_2026.
KISUMU	-10.3%	-0.2%	+10.1pp	Net roll rate up 10.1pp since MARCH_2026.

SME

Start (MARCH_2026): Previous-month OLB: 455,508,077 | Net Roll Rate: -8.4% | Current PAR: 18.5% | Cure Rate: 2.9% | NPL: 0.0% | Write Off: 0.0%
End (JUNE_2026): Previous-month OLB: 435,068,902 | Net Roll Rate: -6.8% | Current PAR: 28.6% | Cure Rate: 6.4% | NPL: 0.0% | Write Off: 0.0%

Historical trend and Executive Digest example.



Executive Digest

NORTHSTAR — Industry Type — JUNE_2026

RC

Previous-month OLB: 106,538,804 | Net Roll Rate: -8.4% | Current PAR: 26.6% | Cure Rate: 6.3% | NPL: 0.0% | Write Off: 0.0%

Of 10 Industry Type segments this period, 1 deteriorated significantly against the portfolio average, concentrated in Hospitality. 1 outperformed the average, led by Construction. Hospitality was the weakest performer at -14.3% net roll rate (42% PAR), while Construction was the strongest at -3.3%.

RC Net Roll Rate by Category

Full Ranking (worst to best)

Category	Net Roll %	PAR %	Cure %	NPL %	Write Off %	Prev OLB	Insight
Hospitality	-14.3%	41.9%	9.1%	0.0%	0.0%	10,819,589	Significantly underperforming portfolio average; weak cure rate.
Health	-9.7%	21.0%	2.9%	0.0%	0.0%	10,122,215	In line with portfolio average; weak cure rate.
Education	-9.6%	27.2%	4.0%	0.0%	0.0%	9,704,654	In line with portfolio average; weak cure rate.
Retail Trade	-9.0%	26.7%	5.4%	0.0%	0.0%	12,334,130	In line with portfolio average; weak cure rate.
Transport	-8.9%	21.8%	4.4%	0.0%	0.0%	10,737,449	In line with portfolio average; weak cure rate.
Wholesale Trade	-8.9%	26.4%	5.6%	0.0%	0.0%	9,983,656	In line with portfolio average; weak cure rate.
Agriculture	-8.8%	22.3%	3.8%	0.0%	0.0%	9,256,919	In line with portfolio average; weak cure rate.
Manufacturing	-7.3%	25.0%	6.8%	0.0%	0.0%	11,896,428	In line with portfolio average; weak cure rate.
Personal Services	-4.6%	22.5%	8.3%	0.0%	0.0%	10,462,218	In line with portfolio average; weak cure rate.
Construction	-3.3%	29.8%	11.5%	0.0%	0.0%	11,221,546	Significantly outperforming portfolio average.

Trend: Outlier Categories

Historical trend for categories flagged as significantly underperforming this period.

Narrative summary, chart, and ranked breakdown.

Every reporting run adds to the portfolio's historical view, enabling management to see not only where performance stands today, but how it has changed over time. Key indicators including Net Roll Rate, PAR, Cure Rate, NPL and Write-Off can be monitored across different portfolio segments.

The tool then goes a step further by automatically identifying underperforming segments and bringing the key findings together in an Executive Digest. This shifts the output from simply reporting portfolio performance to highlighting where management attention is most needed.

STAKEHOLDER VALUE

The Same Output Answers Different Questions for Different Decision-Makers

The tool connects portfolio movement to the people responsible for risk, collections, performance, and governance.

CREDIT / RISK

Where is credit quality deteriorating? Which segments are generating the movement? Is deterioration isolated or broad?

COLLECTIONS

Which balances have rolled deeper? Where are cures happening? Which branches or officers need focused intervention?

BRANCH / FIELD MANAGEMENT

Which teams or locations are outperforming or underperforming? Where should management attention be directed?

EXECUTIVE MANAGEMENT

What changed since the last period? What are the material exceptions? Where is the portfolio heading?

BOARD / INVESTORS

Is portfolio quality improving or deteriorating? What are the major risk concentrations? Can the trend be explained clearly?

FINANCE / REPORTING

A repeatable reporting process with consistent calculations, retained history, and less manual reconstruction.

The common thread: know where risk is moving, quantify it, and focus action where it matters.

FROM REPORTING TO DECISION SUPPORT

What Changes When the Migration View Joins the Reporting Process

The value is not another spreadsheet; it is a repeatable way to interpret portfolio movement.

TRADITIONAL VIEW	**Portfolio PAR / headline metrics**	What is at risk?
MIGRATION VIEW	**Balance-weighted bucket-to-bucket movement**	Where is risk moving?
DRILL-DOWN	**Branch, officer, industry, region, cycle, vintage**	Where is it concentrated?
TREND VIEW	**Historical Net Roll Rate, PAR, Cure, NPL, Write-Off, OLB**	Is it getting better or worse?
INSIGHT VIEW	**Ranked results, outlier flags, Executive Digest**	What deserves attention now?

A single automated process creates the evidence behind each management question.

See It on Your Own Portfolio

Send two months of loan tape data in your existing format, no reformatting required, and receive back the full report, including the Executive Digest, run against your actual book. No commitment required at this stage.

Confidentiality arrangements, including an NDA, can be put in place where required to facilitate a detailed demonstration and discussion using portfolio data.

Zafira Business Analytics and Insights

Data & Credit Risk Analytics

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Zafira Business Analytics and Insights was built from inside a 100+ branch microfinance network — not a generic analytics vendor applied to MFI data after the fact. Our team works daily in SQL Server, Power BI, and Python, purpose-built for credit risk reporting.