

2017

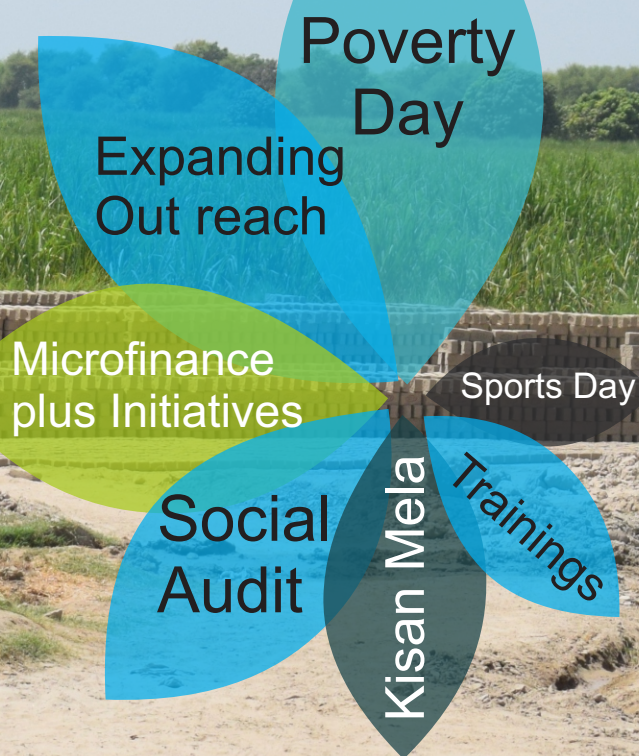
October - December

Edition 4

# Quarterly Newsletter



## In this Newsletter





# Baseline Survey

Before opening a new branch, Agahe Pakistan's team conducted a survey at Jampur to understand the dynamics of the area, potential and demand for the microfinance. The team carried out focus group discussions and key informant interviews with the local community.



## Social Audit of Agahe Pakistan

The social audit of Agahe Pakistan was conducted by Pakistan Microfinance Network, with the financial support of Microfinance Center. The social audit was conducted using SPI 4 to evaluate the level of implementation of the universal standards of social performance management. The report of social audit shows that Agahe Pakistan is strongly committed towards the implementation of universal standards of social performance management; the compliance level of Agahe Pakistan towards USSPM is found to be 66% in this Social Audit.

## Expanding Out Reach

### Opening of New Branches

During the Quarter October - December Agahe Pakistan opened up four new branches in District Vehari, Khanewal and Rajanpur.

Details of Branches are below

01 - Jampur Branch District Rajanpur

02 - Mian Channu Branch District Khanewal

03 - Tibba Sultan Branch District Vehari

04 - Burewala II Branch District Vehari





# Mircofinance Plus Initiatives

Agahe Pakistan always keep the well-being of its beneficiaries in mind through various focused initiatives. For this purpose, Agahe Pakistan with the technical and financial support of Pakistan Microfinance Investment Company is implementing projects in the area of Digital Finance and Graduation Model (from Poverty to Prosperity). The Digital Finance Project will help borrowers of Agahe Pakistan to access a number of services such as loan disbursement, loan repayment and savings through Digital Financing Platforms. The Graduation Model Project involves graduation of Agahe Pakistan beneficiaries from Prime Minister Interest Free Loan Scheme, Benazir Income Support Programme and Pakistan Poverty Alleviation Fund Assets Transfer Programs towards commercial financial services through provision of micro-credit loans.

## Field Visit

ID Department of Agahe Pakistan conducted a field visit at Vehari Grah Morr Branch. The team consisted of ID Manger Ms. Zainab Sohail, Communications Officer Mukrma Ashraf and Credit Officers. They visited clients and compiled case studies based on their findings.



Institutional Development Department of Agahe Pakistan Organized a conference through Punjab Micro Finance Network on October 17, 2017 on International Day for the Eradication of Poverty at faletti's hotel Lahore with the support of Pakistan Microfinance Network (PMN) and Collaboration with Mir Khalil ur Rehman memorial society. The Purpose of this conference was to recognize the contribution of Microfinance sector for the poverty reduction

## International Day for the Poverty Eradication





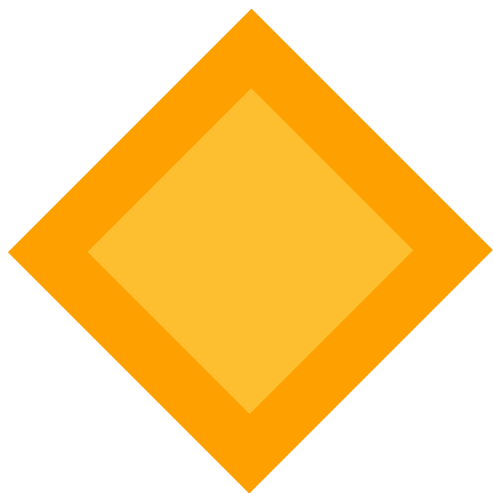
# Sports day

Agah Pakistan organized "Sports Day" with the support of HR and Finance Department on 25th November, 2017 at Khursheed Anwar Stadium Vehari. This initiative was taken by the senior management of Agah Pakistan for its staff refreshment. A chicklet tournament was also organized and five team of Agah Pakistan and one team from AGAHE participated in tournament. Burewala Tiger won the tournament while AGAHE Eleven was the runner up. The CEO Agah Pakistan Mr. Barakullah Chief Guest and HR Manager of AGAHE, Mr. Adeeb Alam Guest of Honour distributed the cash prizes and shields to winner and runner up.





# Training of Trainers



Institutional Development Unit of Agahe Pakistan took initiative to build the capacity of successful microfinance entrepreneurs on Enterprise Development via TOT (Training of Trainers) strategy. The purpose of the training is to enhance the skills of community entrepreneurs. These community entrepreneurs will further impart trainings in their respective villages.



## Khush Hal Kisan Mela

AGAHE Pakistan Gaggoo Mandi branch arranged a Kisan Mela on November 2, 2017 with the title of "Increased Production Prosperous Farmer" in Chak 177 EB of District Vehari.

The purpose Kisan Mela was to raise awareness among the smallholders farms for the better cultivation introduction of modern agricultural best practices and to make linkages of farmers with Agriculture and Livestock departments and fertilizer companies.



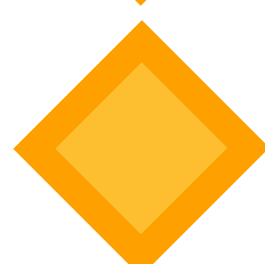
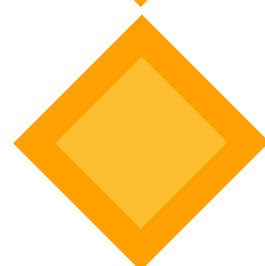
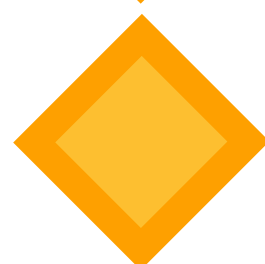
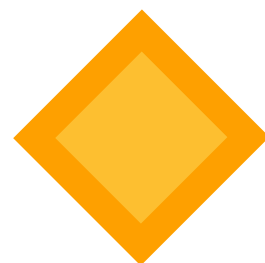
## PMN Visit

Senior Management and Digital Services Platform team of Pakistan Microfinance Network (PMN) visited Agahe Pakistan's Head Office to have kick-off meeting on Digital Services Platform (DSP) on November 3rd, 2017. The purpose of this meeting was to gauge the capacity and review the process to implement Digital Services Platform products



## Staff Incentive

CEO of Agahe Pakistan, Mr. Barak Ullah has distributed smart phones to Mr. Yasir (HR Officer) and Mr. Adnan (Finance Coordinator).





# SMT

Senior Management team Meeting was held at Agahe Pakistan Head Office, Lahore.



## Newly Hired Staff Training

Agahe Pakistan arranged two day training session for the newly hired staff on December 19, 2017.



## PMIC appraisal visit

Two members team of Pakistan Microfinance Investment Company (PMIC) conducted appraisal visit to Agahe Pakistan Regional Office and Branches. The team also conducted a visit to field operations and also met with Senior Management. They reviewed the credit requirements of Agahe Pakistan during this appraisal visit



## Breaking the Cultural Barriers

Cultural barriers combined with inadequate transport services hinder many educated women to be out of the workforce. Where services are available, they are often inconvenient unsafe and expensive, especially in Southern Punjab. Understanding to this issue Agahe Pakistan management decided to provide its women staff Scooty as a safe mean of transportation. The Scooty is given to Ms. Zahida Bibi from Vehari I Branch, district Vehari. "Women are a part of society we can no longer have them sit at home it is important that we make it easier for them to work by providing them safe transport and breaking the cultural barriers".





## Commercial Program & PMIFL Scheme Progress for the Quarter of Oct-Dec, 2017 and as on Dec-2017

Particular	Commercial Program	PMIFL Scheme	Total
No. of Districts covered	04	02	04
No. of Tehsils covered	07	02	07
No. of Branches	12	02	14
No. of Active Loans	12,942	3,691	16,633
No. of Male Active Loans	1,382	355	1,737
No. of Female active Loans	11,560	3,336	14,896
No. of Loans Disbursed for the Quarter	9,70	1,012	5,721
Total No. of Loan Disbursed	47,374	11,,164	58,538
Amount Disbursed for the Quarter	153.5 million	29.2 million	182.7 million
Total Amount Disbursed	1,122 million	262 million	1,384 million
Gross Loan Portfolio	264.4 million	55.8 million	320 million
Recovery Rate	100%	100%	100%

## From the Field

Tariq Faridi, resident of village Basti Khawaja district Rajanpur, had faced abject poverty in his life. He had difficulties securing a steady stream of income, but he worked hard and never gave up. He used to spend most of his time working in his fish shop, but despite that, he earned only Rs.6000 a month, an amount that was insufficient for his household needs and for the expenses associated with sending his 4 children to school

He did not want his poverty to affect his children's education; he had already seen his siblings' children grow up working to support their parents rather than go to school. His fish selling business was seasonal as the winter ended his sale used to become less. He wanted to diversify his shop to add chicken meat along with fish but he had not enough money for it.



One day he was advised from his friend to take loan from AGAHE Pakistan Interest Free Loan Program. He further enquired about loan and its process then he approached concerned officer and received the loan Rs.20000.

With this amount, He purchased a number of Chicken as well as meat processing machine. This diversification, leg a good change in his sale and he perceived that his income has increased. This meant that he could run his business all year long.

Now he is running his shop successfully as he has hired an employee on daily wage of Rs.300. He spends his time with his family and His school going children and sufficient household income make him satisfied and happy.





## Alliances Memberships & Partnerships



Designed and compiled by Mukrma Ashraf

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A Non-Bank Finance Company Set Up Under Section 42 of the Companies Ordinance 1984

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