# Quarterly April June 2018



April - June 2018





## 300 OLP Congratulations to our Field Team

Agahe Pakistan achieved 300 Million Outstanding Loan Portfolio (OLP) under its commercial microfinance program. It is a tremendous achievement for the Program team whose tireless efforts made it possible and the target was achieved in short period of just nine months. To celebrate this achievement, HR department of Agahe Pakistan arranged a Celebration Ceremony at the Agahe Pakistan Regional Office in Vehari. Mr. Mubarak Ali Sarwar- founding director of Agahe Pakistan and Mr Barak Ullah- CEO of Agahe Pakistan were also present at the celebration ceremony, where they enthusiastically appreciated the efforts of the field team. An informal meeting with senior management was also held shortly after the Ceremony where the field teams also shared their experiences and suggestions with senior management.

#### **Staff Survey**

HR department of Agahe Pakistan conducted a staff satisfaction survey. Mr Yasir Khan HR Coordinator visited the all branches and made sure that the process was completed fairly. He also conducted interviews individually with staff and noted down their suggestions. The purpose of was to measure the satisfaction level of staff and improve the working environment through the collective inputs. This survey will also help in strategic decision towards staff well being.



#### **PMIC Appraisal Visit**

On 15- 17 May 2018 PMIC team conducted an appraisal visit of Agahe Pakistan. This visit was conducted in the response of funding request of Agahe Pakistan and the purpose of this appraisal visit to evaluate the credit requirement of Agahe Pakistan for expansion and escalation of microfinance program. During the visit PMIC team met with departmental heads and they also visited field operations of Agaha Pakistan to met with borrowers.



#### **MOU** with UBL Omini

Agahe Pakistan took a step to facilitate it's beneficiaries by providing branchless banking services. For this purpose Agahe Pakistan signed MOU with UBL Omini (Branch Less Banking Services). This initiative will make an easy access for our clients regarding the payment of loan recoveries & disbursements of loans via convenient alternate delivery channels.



### **SHS Product Launch Ceremony**

Agahe Pakistan, a Non-Bank Finance Company with a mandate to provide micro-finance services to marginalized communities held a solar Home Solutions Product Launch Ceremony titled "Roshan Gharana – Roshan Pakistan" at Mushtaq Hotel, Rajanpur on Wednesday April 25'2018. The purpose of this product launch event was to provide finance to potential borrowers living in off grid / energy shortage areas to meet their household energy needs. The finance will be provided by Agahe Pakistan for purchase of IFC certified products bundled with IEC certified solar fan kits. Agahe Pakistan is privileged to be the first MFI to introduce solar home systems on a financing platform in Rajanpur and Muzaffargarh areas. Roshan Gharana – Roshan Pakistan product launch event was a great success and attended by key stakeholders including Pakistan Microfinance Investment Company, International Finance Corporation, Pakistan Poverty Alleviation Fund, District Administration, Govt. Departments, Civil Society Organization, MFI's, MFB's, Commercial Banks, Local support organizations as well as community influential.

The chief guest of this ceremony was Deputy Commissioner Ch Ashfaq Ahmed; the guests of honor included Mr. Saqib Siddique - Head of Microfinance Sector Development PMIC, Mr. Javed Iqbal - Advisor to International Finance Corporation, Ms. Shazia Nawaz - Deputy Director Social Welfare department, Mr. Haseeb Sadat - Allied Solar, Mr. Mubarak Ali Sarwar - Founding Director of Agahe Pakistan and Mr. Barak Ullah - CEO Agahe Pakistan.



#### **Skit on Solar Energy**

MSWS Theater performed a skit during SHS product Launch event in which they highlight issues & challenges faced by community from off grid areas and also raised awareness of the importance of Solar Energy Solutions to cope energy issues.



#### **Distribution of Shields to Guests of Honor**





#### **Disbursement Activity**

At the end of ceremony SHS solar products were disbursement to the potential borrowers by the senior management of Agahe Pakistan.





#### **Road Show**

To raise the awareness of solar products, Agahe Pakistan launched a Road Show in Rajapur and Kott Adu. Program Coordinator MFP Mr. Faisal Ayyaz, conducted the Interacting Sessions with the community and provided them with a demonstration of the products, emphasizing the role of Agahe Pakistan in providing financing with easy instalments.

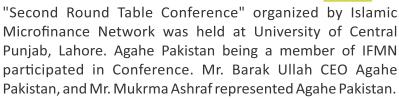


#### **Iftar & Dinner**

AGAHE and AGAHE Pakistan jointly held an iftar/dinner for their stakeholders at the Punjab Civil Officer's Mess in Lahore. The event was well attended and provided an opportunity for the attendees to intermingle and share their views on the Social Sector.



#### Second Round Table Conference





## CommercialProgram&PMIFLSchemeProgressforthe Quarter of April-June,2018&asonMarch-2018

| Particular                           | CommercialProgram | PMIFLScheme    | Total                 |
|--------------------------------------|-------------------|----------------|-----------------------|
| No.of Districts covered              | 04                | 02             | 04                    |
| No.of Tehsils covered                | 07                | 02             | 07                    |
| No.of Branches                       | 13                | 02             | 15                    |
| No.of Active Loans                   | 15,721            | 3,775          | 19496                 |
| No.of Male Active Loans              | 1,276             | 499            | 1,775                 |
| No.of Female active Loans            | 14,445            | 3,276          | 17,721                |
| Gross Loan Portfolio                 | 321.996million    | 60 million     | 382.1million          |
| No.of Loans Disbursed for the Quart  | er 5,157          | 1,114          | 6,271                 |
| No.of Loans Disbursed from inception | on 57,198         | 13,165         | 70,363                |
| Amount Disbursed for the quarter     | 171.5 million     | 30.45 million  | <b>201.96</b> million |
| Amount Disbursed from inception      | 1,727.25 million  | 318.75 million | 1,756 million         |
| Recovery Rate                        | 100%              | 100%           | 100%                  |



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