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Annual Microfinance Conference  
AMC#6



## Annual Micro Finance Conference AMC#6

Mr. Barak Ullah, CEO Agahe Pakistan attended the Annual Microfinance Conference in Islamabad on October 5th and also participate in the Plenary Session 3 - "A Decade of Providing Insurance Services at the Base of the Pyramid: Wherein Lies the Future".

On Forum, Mr. Barak Ullah-CEO Agahe Pakistan shared his thoughts on enhancing consumer awareness regarding the benefits of Micro-Insurance at the Annual Microfinance Conference in Islamabad. He stressed the need to make insurance coverage a mandatory offering, as well as to manage client perceptions wherein, insurance is perceived as an investment only as opposed to being a risk mitigating factor.

He further shed light on the key achievements of microinsurance services over the last decade, indicating a phenomenal growth in terms of active policy holders and the sum insured. He further praised the collaboration between Microfinance Institutions and Insurance Companies, which is destined to scale new heights in the years ahead.

## International Day for the Eradication of Poverty 2022



Dignity for all in practice" is the umbrella theme of the International Day for the Eradication of Poverty for 2022. The dignity of the human being is not only a fundamental right in itself but constitutes the basis of all other fundamental rights. "There is a dire need to encourage Microfinance Institutions & Banks to support the vulnerable segments of society for the eradication of poverty". These views were expressed by the experts in Jang Economic Session on "Role of Cooperative

& Microfinance Banks in Poverty Eradication and Economic Revival Challenges" held in Lahore on October 13th, 2022. Mr. Barak Ullah-CEO Agahe Pakistan was amongst the panelists and shed light on the instrumental role that the sector has played towards the eradication of poverty, and even though we have only just scratched the surface, a lot more can be achieved with the active support of government and commercial banks. The role of Microfinance Institutions has

become even more significant in light of the recent floods, which has resulted in the loss of precious lives, infrastructure and livestock. Since inception, Agahe Pakistan has been actively engaged in the eradication of poverty by providing microfinance facilities to the vulnerable segments of society, especially women & youth, and has further undertaken various capacity building initiatives for its borrowers, resulting in self-sustaining businesses over a period of time.

# INTERNATIONAL THE NEWS

Microfinance banks' role in ending poverty sought

Saturday, Oct 15, 2022

Our Correspondent | Saturday, Oct 15, 2022



LAHORE: There is a need to strongly encourage microfinance banks and institutions at all levels to support the poor and middle class for the eradication of poverty, development in economic and social sectors in Pakistan, rehabilitation work after the recent floods and the affected poor and vulnerable. The role of these institutions should be increased at the government level to provide loans of very small amounts to millions of families. These views were expressed by the experts in Jang Economic Session on "Role of Cooperative and Microfinance Banks in Poverty Eradication and Economic Revival Challenge". The panelists were Ali Murtaza, Barak Ullah, Muhammad Murtaza, Tahir Yaqoob Bhatti, and Abid Saeed while moderated by Sikindar Lodhi.

Tahir Yaqoob Bhatti said the Co-operative and microfinance banks have a major role in eradication of poverty, while commercial banks have some limitations, co-operative banks are playing an important role in the development of the agricultural sector. There are many problems in the industry, there is a lot of potential in the agriculture sector; cotton crop has suffered a lot in the current flood situation. He mentioned that India is an example of co-operative banks, there is a large system in place for their economic and social development which plays an important role there. Thus, the government has to take more steps to increase the role of microfinance and cooperative banks.

Muhammad Murtaza said the microfinance banks were working differently from commercial banks. Rural community development institutions are working under the supervision of SECP. These institutions provide interest-free loans as well as financial education, provide financial support to people in the form of business and make them independent. The small and medium enterprises play an important role in improving the country's economy and creating jobs, which leads to poverty alleviation.

Barak Ullah said that the microfinance sector provided social services to disadvantaged sections especially women and youngsters in Pakistan by providing microfinance facilities. The institutions also supported home businesses. It is very difficult for the common man to get a loan from the banks, even to open an account, while the Microfinance Bank has helped the common man. Many facilities have been created for providing interest-free loans without any security, but despite the government patronage, the desired results are not being achieved. In the current flood situation, a major loss to the country is people, land, infrastructure, livestock, and now microfinance institutions can play an excellent role in post-flood rehabilitation with the help of government and commercial banks.

Ali Murtaza said that the microfinance institutions were working in 139 districts and there were some districts where there were no such institutions. By adopting India, Bangladesh and Indonesia models, Pakistan can strengthen the women and youngsters of the country. He mentioned that almost 40-50% people take micro loans to meet household expenses which did not play any role in the country's economy. When we give loans to businesses, we do not work on their track record, so there are some experienced people who can tell them where and what problems they are facing in business and loan repayment and what is their solution.

Abid Saeed said that a lot of work was being done in agriculture, health, education, skills and livestock under the Rural Support Programme to improve the economic conditions of rural areas. However, there is need for more work at all levels in these sectors alongside providing facilities for women and youngsters on a priority basis. He stressed on making the process of disbursement of household loans more transparent to encourage economic development at the grassroots level. There is a need for consultation with all stakeholders to expand the role of microfinance institutions, to work together at the government and private levels to address poverty and other fundamental problems due to population growth.



BACK

غربت کے خاتمے، معاشی و سماجی ترقی کیلئے مائیکرو فنانس کو بڑھانا ہوگا، ماہرین



2022/10/15

لاہور (پورٹ: سکندر عمیر لودھی) پاکستان میں غربت کا خاتمہ، معاشی و سماجی ترقی، غربت اور متوسط طبقہ کی سہولت کیلئے مائیکرو فنانس بینکوں اور اداروں کی بھرپور حوصلہ افزائی کی ضرورت ہے، عالیہ سیلاب کے بعد حالی کے کاموں اور متاثرہ کروڑوں افراد اور لاکھوں خانوں کو چھوٹے قرضوں کیلئے ان اداروں کا کردار بڑھانا چاہیے۔ بھگت، دیش، بھارت اور انڈونیشیا سمیت کئی ممالک کے ماڈل غربت افرواکی کالٹ کیلئے لہانے چاہئے ہیں، کہ آپریٹو بینک سے زری معیشت، پنجاب رورل سپورٹ کی وجہ سے متوسط طبقہ کی معیشت بہتر بنانے میں مدد مل رہی ہے، ان کی قرضوں کی واپسی قابل رشک ہے ان حالات کا اظہار، بینک انکم سٹیشن میں غربت کا خاتمہ اور معاشی ترقی کا پختہ... کہ آپریٹو اور مائیکرو فنانس بینکوں کا کردار؟ COO اپنا مائیکرو فنانس بینک علی مرتضیٰ، سی ای او آگاہی پاکستان بارک اللہ، سی ای او رورل کیوٹی ڈیولپمنٹ پروگرام محمد مرتضیٰ، صدر پنجاب پروڈیکشن کو آپریٹو بینک طاہر یعقوب سمی اور سی ای او پنجاب رورل سپورٹ پروگرام عابد سمیع نے کیا۔ نشست کے مابین سکندر عمیر لودھی تھے، طاہر یعقوب سمی نے کہا کہ غربت کے خاتمے کیلئے کو آپریٹو اور مائیکرو فنانس بینکوں کا بازار ملے 20 کروڑ آبادی کا انحصار زراعت ہے کو آپریٹو بینکوں میں انڈیا ماڈل سے محمد مرتضیٰ نے کہا کہ رورل کیوٹی ڈیولپمنٹ کے 152 پراجیکٹس 50 ہزار سے 5 لاکھ روپے تک کے قرضے فراہم کرتی ہیں، 93 فیصد خواتین کو سہولت کرتے ہیں بارک اللہ نے کہا کہ اعلیٰ لاکھ افراد کو سہولت دینا اور نوجوانوں کو مائیکرو فنانس کیلئے قرضے فراہم کر کے ہیں بینکوں میں عام آئی کے لئے قرضے فراہم کرنا ہے کہ ان کو سہولت دینا ہے نہایت مشکل ہے علی مرتضیٰ نے کہا کہ بھارت، انڈونیشیا اور بھارت سمیت مختلف ملکوں نے معیشت اور غربت افرواکی کالٹ میں ان کے کردار اور اپنا ہے، مگر پیچھے سیکڑ میں کام ہونا ہے لیکن لائف سٹاک پر نہیں عابد سمیع نے کہا کہ رورل سپورٹ پروگرام کے تحت زراعت، صحت، تعلیم، سکڑ وائف سٹاک میں بہت کام کیا جا رہا ہے غربت کے خاتمے کیلئے عملی اقدامات کیے جائیں۔



## 7<sup>th</sup> Annual General Meeting & 37<sup>th</sup> Board of Director s Meeting

The 37th Board of Director's Meeting & 7th Annual General Meeting of Agahe Pakistan was held on October 28, 2022 at Nishat Hotel, Lahore. And chaired by Dr. Abid Aman Burki-Chairperson. The meeting was attended by all members of the board and Founding Director Mr. Mubarak Ali Sarwar. The CEO Mr. Barak Ullah shared detailed progress for the quarter ended on September 2022. External Auditor's M/S Grant Thornton Anjum Rehman also participated in meeting.

## Enabling Workplace Environment for Females to Lead

A one-day Orientation Session was organized for the 2nd batch on "Enabling Workplace Environment for Females to Lead" on 14th October, 2022 at Belmorris Hotel in Multan. The purpose of this session was to create a conducive environment of inclusion and tolerance for females. It will bring the female workforce together and provide a platform where women can discuss issues and suggest new ideas, and also provides opportunities for females to grow from grass root levels to leadership roles



## Quarterly Business Review & Planning Meeting



Quarterly Business Review & Planning Meeting" held on 20 October, 2022 at regional office Vehari to review performance against set objectives in the previous quarter, and to plan for the coming quarter. Mr. Barak Ullah CEO chaired the meeting. All HODs and area managers participated in it and shared the quarterly progress along with the planning of next quarter as well

## Senior Management Team Meeting # 39

Monthly meeting of Senior Management team was held on 13th December, 2022 at regional office Vehari. The meeting was chaired by Mr. Barak Ullah -CEO Agahe Pakistan. All HODs participated in the meeting and shared detailed progress of their departments. Mr. Barak Ullah appreciated the overall performance which has been on the mark despite economic challenges facing the country.

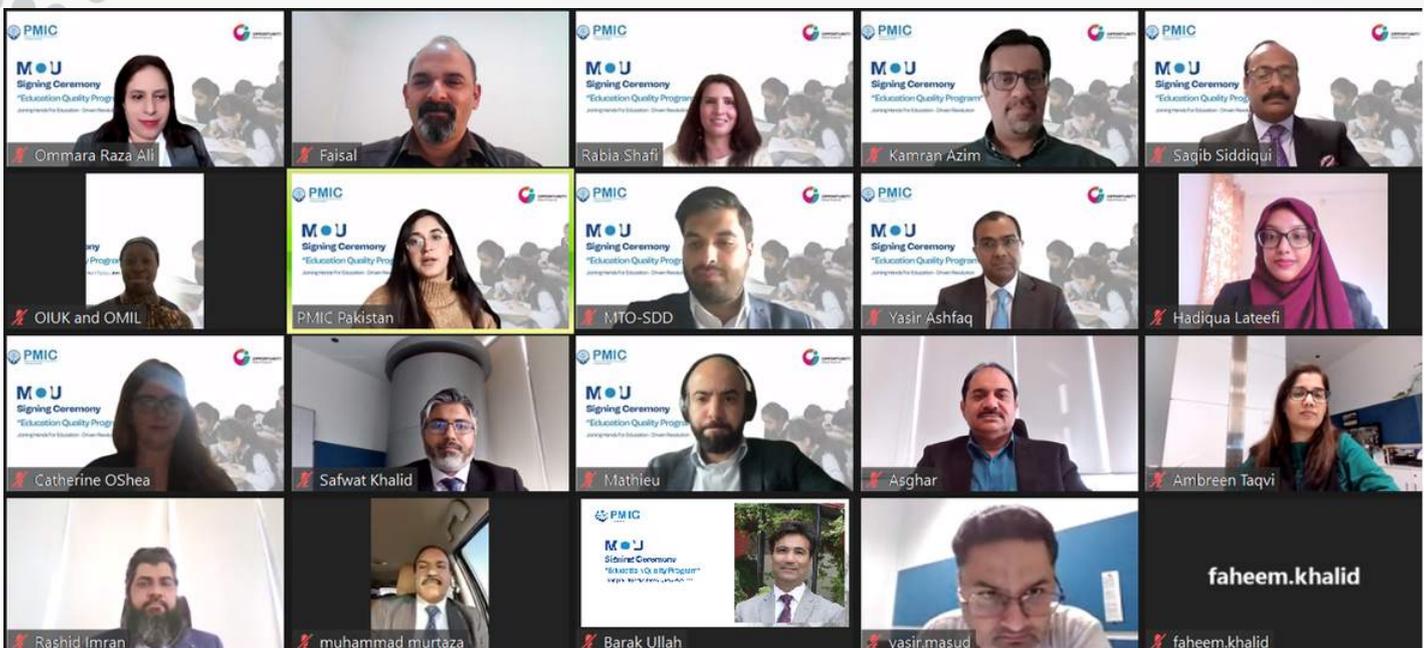


## MOU Signing Ceremony

A MOU signing ceremony was held between Tasdeeq & PMFN on November 02, 2022 at Nishat Hotel in Lahore. CEO Agahe Pakistan- Mr. Barak Ullah also graced the occasion, where he appreciated the collaboration between PMFN and Tasdeeq and its impact on microfinance industry in terms of risk mitigation and data analytics.



## Virtual MOU Signing Ceremony-PMIC & OI



A virtual MOU signing ceremony was held on November 15, 2022 between Pakistan Microfinance Investment Company-PMIC and Opportunity International-OI to launch a three-year Education Quality Program. Mr. Barak Ullah-CEO Agahe Pakistan also participated in the ceremony and appreciated the roles played by both PMIC and OI towards improving the quality of education in low-cost private schools across Pakistan. Under the new initiative, the program will further supplement financing through capacity building and skill enhancement of school owners and faculty members. Agahe Pakistan is proud to be a key implementing partner of the Education Quality Program, and has already established a sizeable portfolio of low-cost private schools across ten districts of Punjab.

# Financing of Low-Cost Private Schools

Agah Pakistan is continuously striving to improve the quality of education by providing financing facilities to low-cost private schools in Punjab. During the quarter, Agah Pakistan has successfully managed to provide the Education Finance to another 10 low-cost private schools, across the Districts, Rahim Yar Khan, Pakpattan, Bahawalnagar, and Muzaffargarh. These loans are designed to improve the overall quality of education by providing affordable access to working capital, which may be further utilized for spot improvement, construction, development of curricula, IT labs, and capacity building of faculty members.



## Auto Loan Disbursements

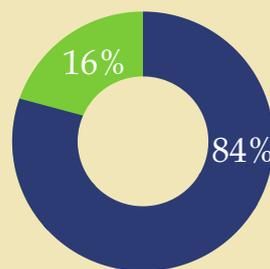
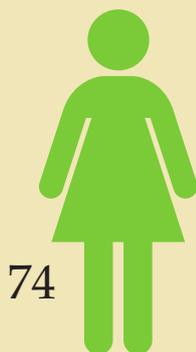
During the Quarter, Agahe Pakistan has financed a large number of loader rikshaws across District Vehari & Pakpattan. These vehicles are popular amongst



## HR Activities & Updates

Agahe Pakistan is aiming to provide career and training opportunities to fresh graduates that will help to produce quality human resource for the organization. To accomplish this goal, an official MOU will be signed with the academia.

Mr. Mubeen Shehzad-Head of HR visited the University of Education, Vehari campus on 15th November, 2022 and met with Professor Dr. Asrar Ahmad-Principal, Dr. Israr Ahmad Sabir-Asst. Professor Management Sciences & Dr. Tahir Khan. The meeting focused on enhancing the collaboration between Agahe Pakistan and the academia, and to provide career as well as training opportunities to fresh graduates.



Total Staff: 424



350

## Orientation & Training Workshop

One-day Orientation & Training Workshop was conducted for staff of area 04 by Mr. Imran Akbar -Manager Operations & Mr. Muhammad Mamoon- Asst. Manager Operations in Chishtian covering key aspects of microfinance operations including Group Formation, Form filling & Disbursement process. The participants included credit officers and Branch managers



## Training Session on Expenditures & Budget Management



A one-day Training session of Admin & Accounts Officers on "Expenditures & budget management along with Quarterly meeting was held at City Top hotel in Vehari on October 29,2022. Mr. Sajid Ali Chief accounts officer facilitated the training.

## Staff Capacity Building Sessions



Staff Capacity Building sessions were arranged by the area managers in different branches of Agahe Pakistan

## Orientation & Training Workshop

Another 03 days "Orientation & Training Workshop "for Staff was organized on 24th-26th October at City Top Hotel in Vehari, Covering key aspects of Microfinance operation, HR and risk management.



## Training Session on Education Finance



In collaboration with Opportunity International-OI & Pakistan Microfinance Investment Company-PMIC, a one day's training session on "Education Finance" was held on December 16, 2022 at the Grand Palm Hotel in Lahore. The participants included Area Managers, Branch Managers and Risk Officers. The training was facilitated by Ms. Ommara Raza Ali-Senior Technical Assistance Advisor (Asia) from Opportunity International, covering key aspects of Sales, Customer Services, Client Engagement, Communication, Evaluation, Monitoring and Delinquency Management of School Improvement Loans.

Going forward, further trainings and capacity building interventions will be conducted for school owners and faculty members to improve the overall quality of education imparted to children across low-cost private schools in Pakistan.

Mr. Barak Ullah-CEO Agahe Pakistan welcomed the exemplary role played by both OI & PMIC through this venture, which will surely facilitate access to quality education across marginalized communities in Pakistan.



## Success Story of Farzana Kausar



Farzana Kausar is a 38-year-old mother of 3 daughters from Ada Thingy, Vehari, who has established a flourishing beauty parlor after taking successive microfinance loans from Agahe Pakistan. Not only has she managed to set up a small enterprise, but has also become a source of great inspiration for other women in the community.

Her husband works as a laborer on daily wages earning a meagre 25,000 a month, and Farzana is elated to lend a helping hand while ensuring that neither her home or children are ignored.

In the beginning and due to limited financial resources, her profits remained low and she could not expand easily. However, after hearing about Agahe Pakistan's General Loan from a neighbor, she submitted her application and managed to get a loan of Rs. 40,000. During the first year, she managed to procure additional make up products and accessories for the parlor while ensuring that her loan repayments are done on time. The parlor was set up in a small living room in the house with just one seat and a shelf, which she had named "Anmol Beauty Parlor" after her daughter. Farzana is currently in her third loan cycle with Agahe Pakistan, and had recently taken a Micro-Enterprise Loan to further invest in her business. The parlor runs from 10 am to 6 pm, and Farzana is assisted by two women who are employed on permanent basis. Her monthly savings have grown from 10,000 in the beginning to 30,000 as of now.

Given the cultural barriers and obstacles in rural areas, Farzana credits her success to her husband, who supported her all the way. She is also grateful to Agahe Pakistan for giving her the opportunity to invest in the business, which now generates sufficient income to support the family, while Farzana continues to put aside some money for the rainy days.

## Portfolio Highlights

Particulars	Total
No. of Districts covered	10
No. of Tehsils covered	20
No. of Branches	40
No. of Active Loans	61,154
No. of Male Active Loans	266
No. of Female Active Loans	60,886
Outstanding Loan Portfolio	1,702.29 M
Loans disbursed since inception	234,909
Amount disbursed since inception	09 billion
Recovery Rate	99.8 %



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