

Quarterly NEWSLETTER

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AGAHE
PAKISTAN



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EXPANSION IN COMMERCIAL MICROFINANCE PROGRAM.



Agahe Pakistan has further expanded its microfinance operations in District Bahawalpur, Muzaffargarh & Pakpattan by opening 04 branches during the quarter. To commemorate this expansion, branch opening ceremonies were arranged and attended by Mr. Barak Ullah CEO, Senior management team and branch staff. Speaking on the occasion, CEO shared that Agahe Pakistan is very much committed for the economic empowerment of low income communities and to bring them in financial system



The 2nd Bi-Annual Progress Review & Planning Conference for the FY 2021-2022 was held at Indigo Hotel in Lahore on Jan 08, 2022. Chaired by Mr. Barak Ullah-CEO Agahe Pakistan, the conference also included department heads, area managers and assistant managers. The Conference was aimed at detailed progress review of first six months of current financial year, planning for remaining six months, challenges being faced and way forward to overcome these challenges. The 1st-half of the financial year witnessed exponential growth, both in terms of expansion as well as the gross loan portfolio crossing the 1 billion mark in Nov 2021. Mr. Barak Ullah lauded the collective performance of all departments, and encouraged all constituents to continue working with the same enthusiasm and dedication. The meeting was concluded with handing over of official vehicles to all the area managers. These vehicles are handed over to all the Area managers by Mr. Barak Ullah CEO.

2ND BI-ANNUAL PROGRESS REVIEW & PLANNING CONFERENCE FY 2021-2022





STAFF TRAININGS

1-Training on GROW level-01-Batch 04

Agah Pakistan recently conducted a three day's training session in Vehari for credit officers on GROW-Get ready to Optimize the Workplace under SEED-Skills Enhancement & Employees Development, which is an in-house capacity building initiative and certification program. This professional development program created for employees to achieve better results and to be more productive. Now the time has come to prove as a performer and as a contributor. Through this session employees will be able to demonstrate efficaciously and efficiently. The training was conducted by Mr. Sameer Zafar who is a seasoned trainer with extensive experience in the microfinance sector. This professional development program created for employees to achieve better results and to be more productive.



2-Orientation & Training Workshop for newly Hired Staff

Agah Pakistan conducted another two day's Orientation & Training Workshop-OTW which was held in January, 2022 in Vehari for new joiners comprising of Credit Officers, Admin & Account Officers and Branch Managers, covering key aspects of HR, Operations, and Risk & Compliance departments. This was followed by another session on Self Motivation & Success.



3-Training Session on Desk Appraisal

Risk & Compliance department arranged a one day's training session on the key components of a "Desk Appraisal" for Admin & Account Officers at the Regional Office in Vehari. The training covered all aspects of the Customer Due Diligence process and compliance with AML/CFT procedures.



4-Training session for New Commercial Microfinance Branch Staff on AML/CFT

Training sessions involving AML/CFT procedures were conducted for the staff members across the newly opened branches in Districts Pakpattan & Bahawalpur & Muzaffargarh recently. The branch managers, area managers, Risk & compliance officers & CRO participated in this session. The sessions were structured to ensure that participants fully understand and appreciate the significance of AML/CFT framework, and remain compliant with its requirements.



5-Trainig session of AAOs on Fundamental Accounting Principles



A one-day training session of Admin & accounts officers on 'Fundamental Accounting Principles' was conducted by Mr. Sajid Ali Chief accounts officer & Mr. Ehsan Nazir Manager accounts on 29th March, 2022 at the City Top Hotel Vehari. The session was structured to ensure that participants fully understand and appreciate the significance of accounting principles, accounting cycle, rules of Debit and Credit, AML/CFT framework and Desk appraisal in detail. Mr. Barak Ullah-CEO Agah Pakistan along with Mr. Mubeen Shahzad GM HRD participated in the training session. Mr. Barak Ullah CEO appreciated the efforts put in by admin & accounts officers & primarily designated them-the backbone of the organization and encouraged them to associate with organization with honesty and great enthusiasm & distributed certificates among the participants.

EXTERNAL & INTERNAL VISITS

1-Visit by Pakistan Microfinance Investment Company PMIC

Senior management from Pakistan Microfinance Investment Company-PMIC including Mr. Yasir Ashfaq-CEO, Mr. Saqib Siddiqui-Head Sector Development Unit & Mr. Asghar Memon-Head Portfolio Management visited Agahe Pakistan's head office, Lahore on January 18, 2022 and had a meeting with Mr. Barak Ullah-CEO, Mr. Mubarak Ali Sarwar-Founding Director and Department Heads. The meeting was focused on exploring various avenues to further enhance the business relationship between the two entities.



2-Visit by Centre for Social Justice (CSJ)

Representatives from "Centre for Social Justice" (CSJ) visited Agahe Pakistan Head office in Lahore. And met with Mr. Barak Ullah-CEO Agahe Pakistan. CSJ is going to launch a project on "Social and Economic Empowerment of Minorities" in different districts of Punjab. The Project's major outcome will be improvement in the livelihoods of 1500 minority persons through social protection schemes. For this purpose they envision to facilitate their beneficiaries with microfinance services. So, a brief presentation about Agahe Pakistan products & services was given to the CSJ team.



3-Exposure Visit by AGAHE

Representatives from Association for Gender Awareness & Human Empowerment (AGAHE) visited the Agahe Pakistan Regional Office on 10-11 Feb, 2022. The purpose of exposure visit was the orientation on Microfinance programme, policies and strategies. AGAHE is going to launch a project in 04 Districts Lahore, Faisalabad, Multan and Gujranwala through which they linked the strivers/community with the microfinance. The AGAHE team visited the field and met with the borrowers of Microfinance as well.



4-Field Visit by Pakistan Poverty Alleviation Fund (PPAF)

Mr. Asad Aman (Activity Monitoring Unit) from Pakistan Poverty Alleviation Fund visited the Khanqa Sharif Branch and Mubarak Pur Branch District Bahawalpur along with Mr. Imran Akbar, Operations Manager Agahe Pakistan. He met with the borrowers of Interest Free Loans under Ehsaas Programme. He further interacted with borrowers in to evidence their business and to evaluate the impact of microfinance on their lives & also disbursed the Cheques among the borrowers of interest Free Loans under Ehsaas Programme.



5-Visit by Global Alliance for Improved Nutrition (GAIN)

Senior representatives from Global Alliance for Improved Nutrition (GAIN) including Ms. Farrah Naz-Country Director, Mr. Qaisar Saeed-Programme Manager, Ms. Tannaza Sadaf, Mr. Hameed Ullah and Mr. Adeeb Alam Project Manager CBC Project -AGAHE visited Agahe Pakistan's area office Bahawalpur and met with Mr. Imran Akbar Operation Manager, Mr. Ehsan Nazir Manager Admin & Accounts Mr. Babar area Manager. The purpose of visit was the orientation on Interest Free Loans under Ehsaas Programme, policies and strategies. Gain is going to launch a project named Commercialization of Biofortified Crop (CBC) on Zinc wheat at Khanewal with AGAHE. The meeting focused on exploring various avenues to further enhance the business relationship between the two entities.



Internal Visits by Audit department

Internal Audit team visited the Mubarak Pur branch, District Bahawalpur to evaluate internal control and make recommendations on how to improve it. To identify shortfalls or gaps in processes & how to strengthened the efficacy of its risk management efforts.



Visit by Manager Admin & Accounts to Branches

Mr. Ihsan Nazir, Manager Admin & Accounts visited branches of Noor Pur & Bonga Hayat, District Pakpattan under Ehsaas Programme. He along with Ms. Hira from IT department met with the branch team and discuss the issues regarding the administrative, IT related & LMS accordingly.



INTRODUCTORY MEETING OF POTATO GROWING FARMERS

Agahe Pakistan convened an introductory meeting of potato producing farmers at Mandi Ahmadabad, District Okara on Jan 01, 2022. They were given a detailed orientation on acquiring Interest Free Loans under Ehsaas Program from Agahe Pakistan, which may be further utilized for the procurement of storage bags, thereby avoiding spoilage and ensuring a longer shelf life.



Disbursement of Interest Free Loans

Mr. Imran Akbar, Operation Manager AgahePakistan participated in the disbursement meeting of Mandi Yazman branch, District Bahawalpur. He further interacted with the borrowers of Interest Free Loans under Ehsaas Programme.



Community Awareness on Renewable Energy Solutions

AgahePakistan in collaboration with Pakistan Microfinance Investment Company (PMIC) took initiative of Renewable Energy Project in District Vehari & District Khanewal. To promote the initiative of Solar Home Solution system, AgahePakistan Team conducted field awareness session in all the branches of District Vehari & Khanewal.



Latitude: 30.050797
Longitude: 72.119624
Elevation: 175.97+4 m

Education Finance by Agahe Pakistan:

-Al-Madina Public School, situated in Basti Murghai, Kot Mithan, District Rajanpur has successfully qualified for an Education Finance facility from Agahe Pakistan's Kot Mithan Branch. The facility will go a long way towards improving the quality of education by investing into the procurement of furniture & fixtures, along with an IT lab for senior students.



Auto Loan Disbursement

Agahe Pakistan has simplified the provision of 150CC loader Rickshaws to the clients on a very easy and affordable installments with tenor up to 24 months

1-Mr.Asghar Ali who is the resident of Mailsi District Vehari

2- Mr. Muhammad Sadiq, resident of Chak # 45 EB Qaboola District Pakpattan

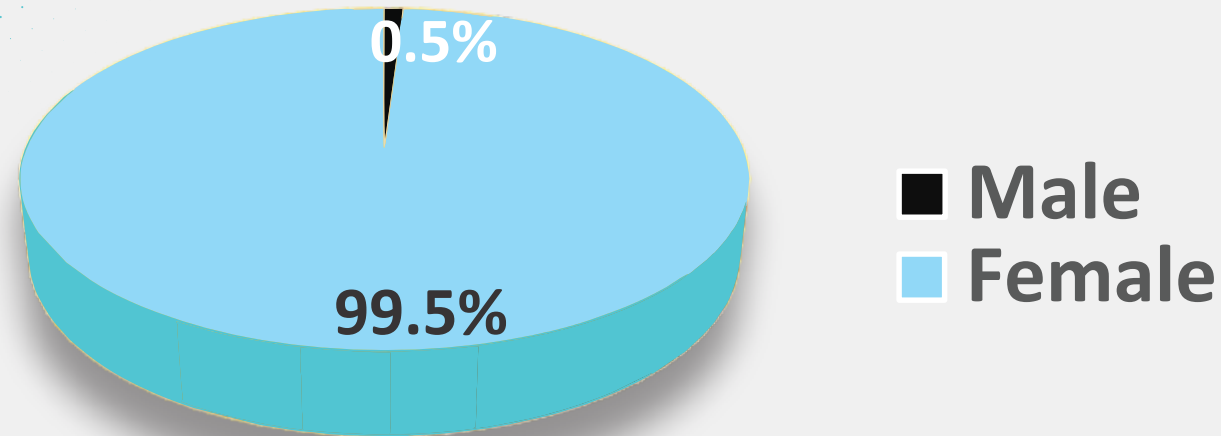
3-Mr.Ghulam Muhammad, resident of Chak # 43 EB Qaboola District Pakpattan



Portfolio Highlights

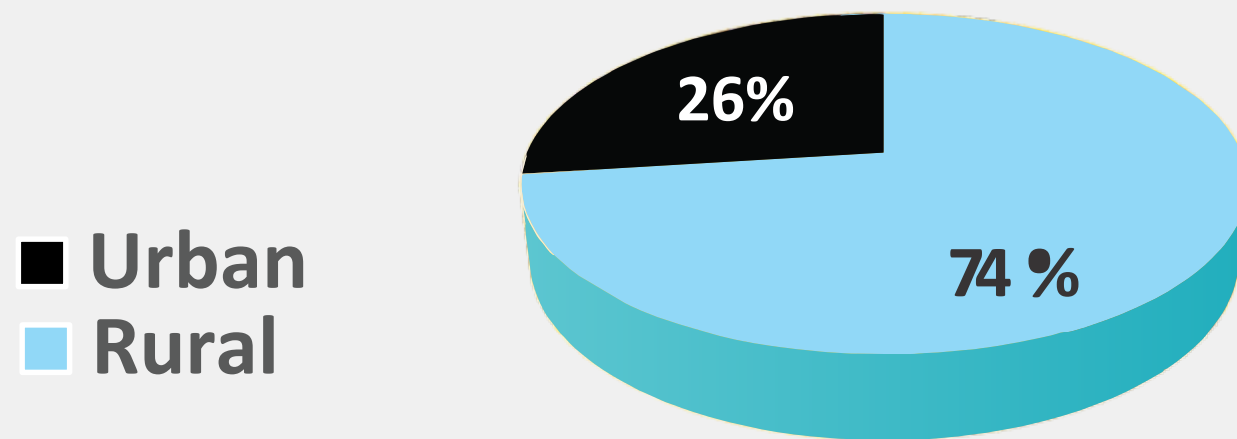
Gender Wise Distribution

Gender Wise Active Clients

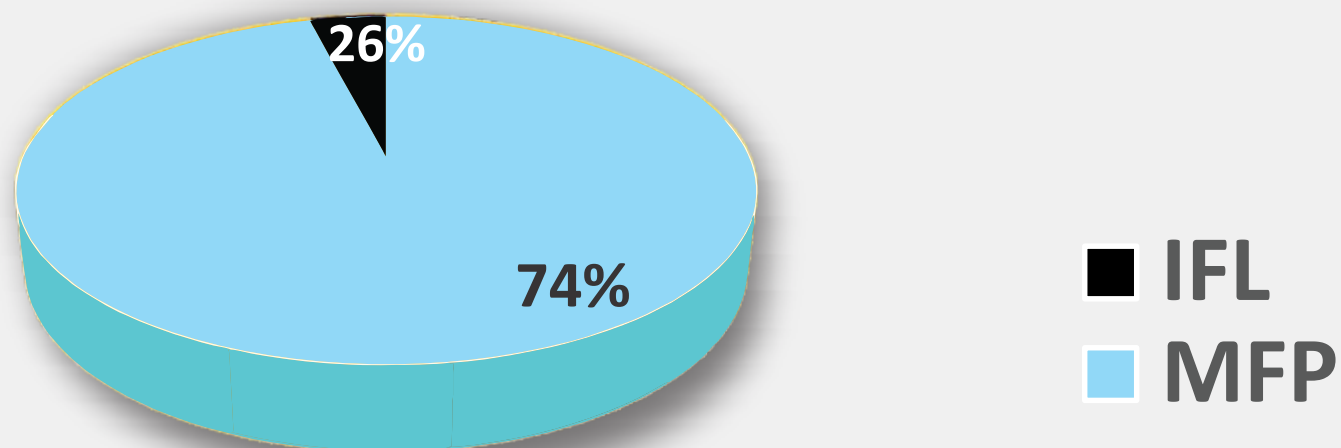


Rural/Urban Segmentation

Active Clients



Program Concentration



Portfolio Highlights (Commercial + IFL Program) Jan - Mar 2022

Particulars	Commercial Microfinance	IFL Scheme	Total
No. of Districts	8	4	8
No. of Branches	28	10	38
No. of Active Loans	35,577	13,196	48,773
Male Active Loans	231	07	238
Female Active Loans	35,346	13,189	48,535
Outstanding Loan Portfolio	1,055,895,304	374,657,272	1,430,552,567
Loan Disbursed for the Quarter	9,594	6,817	16,411
Amount Disbursed for the Quarter	528,099,500	265,630,000	793,729,500
Loans Disbursed since Inception	166,153	31,437	197,590
Amount Disbursed since Inception	6,019,119,880	928,585,000	6,947,704,880

Story of Zarina Mai w/o Altaf Hussain Journey to Success

Zarina Mai w/o Altaf Hussain is a resident of Mohalla Hafiz Abad Tehsil and District Muzaffargarh. She is a versatile woman entrepreneur who is earning 30,000 monthly. Her burning desire to improve economic condition of her family encouraged her to set up a small-scale business of making Animals collars and accessories. A 35 yrs. Old Zarina Mai is a successful entrepreneur who is a source of inspiration for the other rural women. Zarina is an illiterate woman who was married in a very early age in a poor family. Her husband Altaf Hussain was a labourer on daily wages who earned Rs.250-300. Zarina has 07 children (05 Son and 02 daughters). Zarina was hardly managing the expenses of her home on a very low income. She always had a dream of achieving something bigger in her life. She wanted to give a secure future to her children but she could do nothing because to start any support with her husband she needs money but they don't have any other source to increase their income.

A couple of months ago, A team of AgahePakistan visited the Zarina s house and informed her about the interest Free Loan under Ehsaas Programme by the funding of PPAF. Zarina was informed that the organization is providing interest free loan to start the business or to enhance the already existing business for a skilled person. Zarina knows the handmade work to make the animal's collars and other animals accessories which she learned from her parents' home. She discussed the idea with AgahePakistan team. She was encouraged and applied the loan of Rs.25, 000. After meeting the criteria and fulfil all the documents requirements, she got the loan and set up her business of making the animals accessories. Zarina belongs to the rural area where most of the people have livestock as an occupation. And they also very fond of decorating their animals through different colourful collars and other accessories for their cows, buffalo, goat sheep etc. Soon the work of Zarina was being appreciated in her nearby community and she is earning income from her business. After completing the 1st loan cycle from her income successfully, she again applied and got loan of Rs.30, 000 to enhance her business and buy more material relating to animals' collars. Her husband Altaf Hussain sold the prepared collar and other related accessories to the cattle market and earning 15,000 per month. The both parents are working day and night to full fill the basic needs of their children. The children are also going to school and they are living happy comfortable life. Zarina added that

“I am very thankful to AgahePakistan and PPAF which become a source of generating income for me by providing the interest free loan under Ehsaas Programme and it is very suitable process on 12 easy instalments which can be easily repaid. She further told that through her business she is doing a lot for her family. Her children are going to school. Before starting this business, they could not afford electricity and were living without electricity. But now they have their own Electricity meter on the name of her husband which is really a big change for the family.”

