

Quarterly NEWSLETTER



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BI-ANNUAL PROGRESS REVIEW & PLANNING MEETING



Agahe Pakistan conducted its "Bi-Annual Progress Review & Planning Meeting" on July 10, 2021. Chaired by Mr. Barak Ullah-Chief Executive Officer and attended by Mr. Mubarak Ali Sarwar-Founding Member, Department Heads, Area Managers and Branch Managers, the participants reviewed the performance of Agahe Pakistan's operations for the period Jan-June 2021 while also planning for expansion over the next six months. Despite the turmoil caused by successive waves of COVID-19, Agahe Pakistan's portfolio registered a growth of 36% over and above the same period last year. This is a testament to our unwavering policies and procedures; selfless commitment and dedication by field teams; and above all, empathy for our clients.



Founding member of Agahe Pakistan, Mr. Mubarak Ali Sarwar further acknowledged the contributions made by all departments and encouraged them to work with the same intensity and passion in the years ahead.



SEED-SKILLS ENHANCEMENT & EMPLOYEE DEVELOPMENT



As an entity that has always prioritized the growth and development of its human resource, Agahe Pakistan is proud to launch its first in-house certification program titled SEED-Skills Enhancement Employee Development.

This has transpired after a comprehensive training needs assessment (TNA) exercise that was conducted earlier this year by HR department.

Designed primarily for Credit Officers-the backbone of our Operations, the program combines different training methodologies and assessments across three levels of succession, leading to the prestigious certification.

Mr. Barak Ullah-CEO Agahe Pakistan, along with Mr. Mubeen Shehzad-GM HRD and Mr. Imran Akbar-Manager Operations inaugurated Level-1 of the certification program in Burewala, District Vehari



ORIENTATION & TRAINING WORKSHOPS

With the ongoing expansion of operations into new territories, an extensive 3 day's Orientation & Training Workshop was conducted for new recruits from July 26-28 in Vehari. Covering the entire spectrum of Microfinance Operations, Human Resource, Risk & Compliance, & AML/CFT regime, the candidates walked away with a plethora of knowledge and certificates of participation. We welcome you on board as you embark upon an interesting and challenging career with Agahe Pakistan!



Agahe Pakistan conducted an extensive Orientation & Training Workshop for newly hired staff from June 30-July 02 at the City Top Hotel in Vehari.



An orientation and training workshop (OTW) for the 2nd batch of new joiners consisting of Management Trainee Officers, Admin & Account Officers, and Credit Officers was conducted on July 30 at the Regional Office in Vehari.



Agahe Pakistan conducted an Orientation & Training Workshop (OTW) for the 3rd batch of new joiners from Aug 11-13 in Vehari.



An orientation and training workshop (OTW) was conducted on July 16 for recently hired staff consisting of Branch Managers, Management Trainee Officers, Admin & Account Officers, and Credit Officers. This was followed by another session on Self Motivation & Success, conducted by Mr. Ijaz Azeem-Asst. Manager HRD



4th Annual IMFN Conference

Mr. Barak Ullah-CEO Agahe Pakistan participated in the 4th Annual IMFN Conference held at the Governor House, Lahore on August 10, 2021. He further engaged in a panel discussion on "Common Goal, Common Effort-Shariah Compliant Financing". The conference included all relevant stakeholders, Oxford University and representatives from leading MFIs in Pakistan, while H.E Chaudhry Muhammad Sarwar-Governor Punjab was the Chief Guest.



Education Finance Gaining Momentum

During the quarter, Agahe Pakistan successfully managed to provide education finance to another six low-cost private schools in District Rajanpur, thereby improving the quality of education.



Auto-Loan Disbursements in District Vehari

Mr. Muhammad Sajid and Mr. Muhammad Ramzan are proud recipients of 150 CC Loader Rickshaws that have recently been financed by Agahe Pakistan under its Auto Loan scheme. Both men are residents of District Vehari, and the new automobiles will be utilized for carriage & cargo services in Tehsil Burewala and Gaggio Mandi.

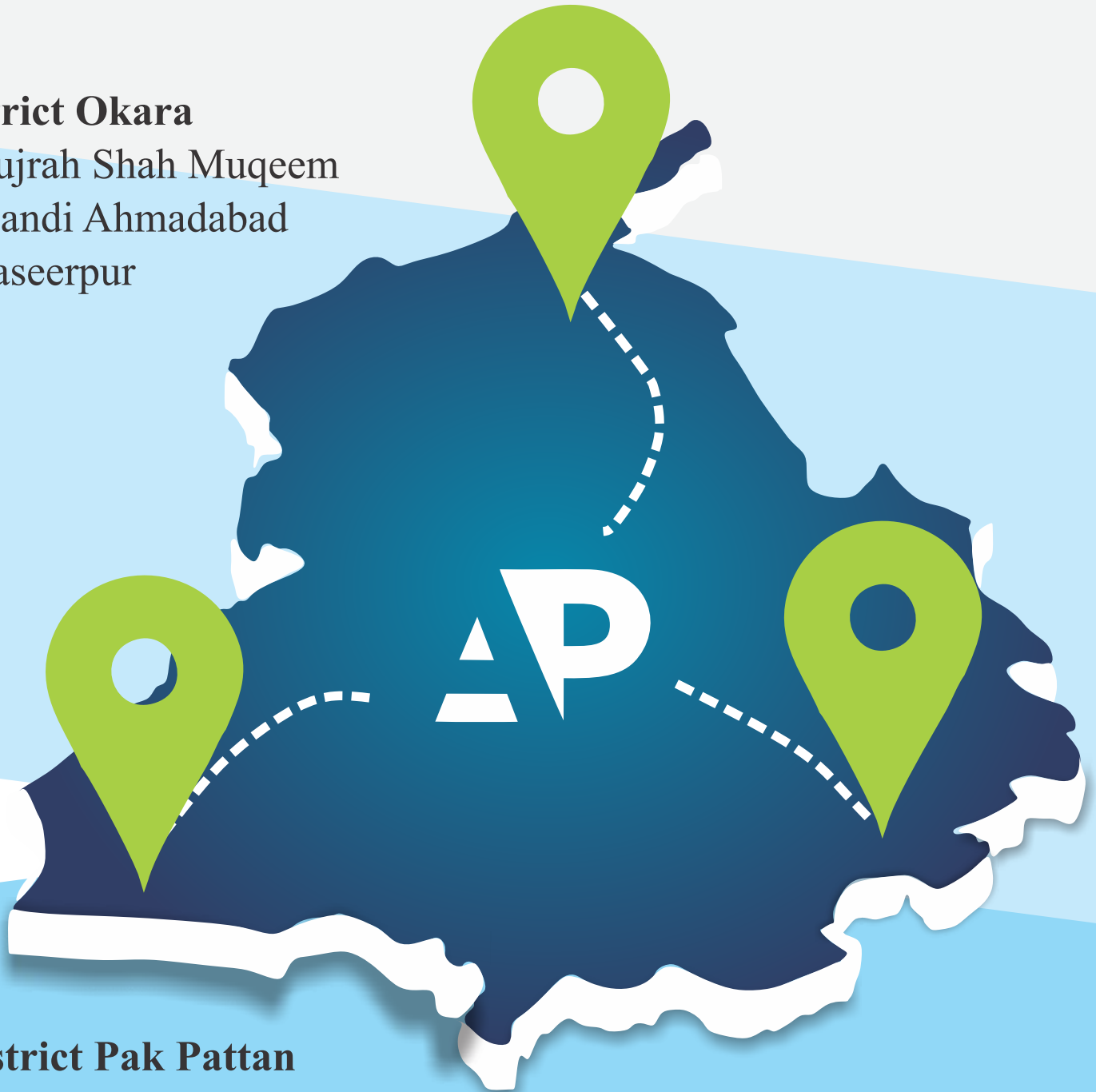


Expansion of IFL Operations

Agahe Pakistan is pleased to announce the expansion of its IFL operations into Districts Okara, Pak Pattan and Bahawalpur with the opening of 9 new branches.

District Okara

- 1-Hujrah Shah Muqem
- 2-Mandi Ahmadabad
- 3-Baseerpur



District Pak Pattan

- 1-Qaboola Sharif
- 2-Bunga Hayat
- 3-Noorpur

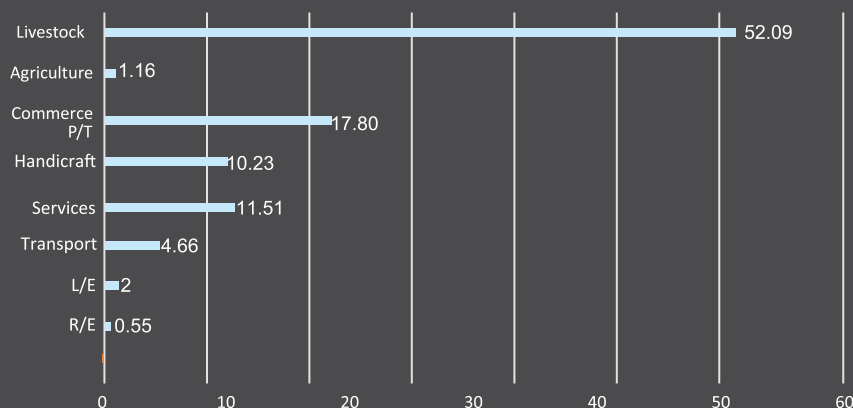
District Bahawalpur

- 1-Mubarikpur
- 2-Mandi Yazmaan
- 3-Khanqa Sharif

Portfolio Highlights (Commercial + IFL Program) July to Sep 2021

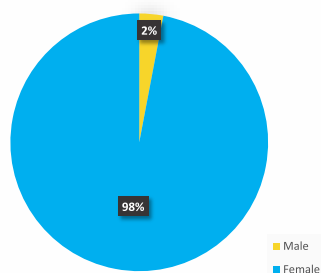
Particulars	Commercial Microfinance	IFL Scheme	Total
No. of Districts	06	03	08
No. of Branches	24	10	34
No. of Active Loans	35,172	2,100	37,272
Male Active Loans	275	0	275
Female Active Loans	34,897	2,100	36,997
Outstanding Loan Portfolio	868,968,365	37,093,650	906,062,015
Loan Disbursed for the Quarter	8,158	469	8,627
Amount Disbursed for the Quarter	410,659,600	15,935,000	426,594,600
Loans Disbursed Since Inception	148,003	19,282	167,285
Amount Disbursed Since Inception	5,045,541,580	488,800,000	5,534,341,580

Sectoral Distribution



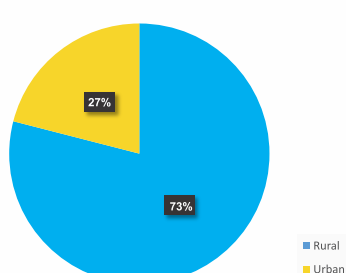
Gender Wise Distribution

Gender Wise Active Clients

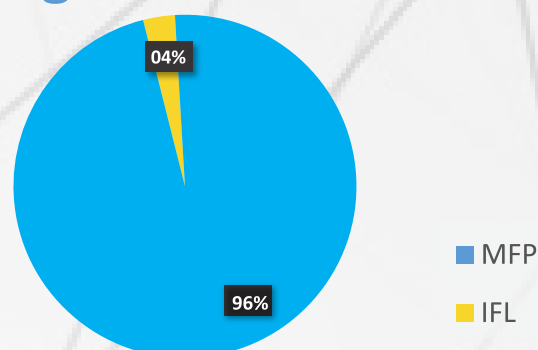


Rural/Urban Segmentation

Active Clients



Program Concentration



Success Story of Yasmeen Bibi

Yasmin Bibi runs a flourishing Livestock business out of 451/EB Burewala, which she had set up a little over three years ago by taking a commercial microfinance loan from AGAHE Pakistan. She supplies fresh milk to the neighbouring community as well as sacrificial animals on festive occasions.

Looking back, she recalls the days when the family was facing very difficult times. With six children and a husband who was working as a contractor, there were many days when he would come home empty handed, and as such, there was no food on the table at times. Their situation was so dire that they didn't even have access to clean drinking water, and Yasmin used to fetch water every day from a neighbour's house. The kids also could not continue with their education due to limited financial means. This is not the type of life she had envisioned, and was keen to lift the family out of poverty.

Her quest for answers led her to AGAHE Pakistan, which sanctioned a loan of 20,000 so she could start her own livestock business. Investing in small animals initially, the herd began to increase over time, and she continued to reinvest in the business. As of today, the herd includes cows, buffaloes, calves and goats. People from the community regularly visit her home to get fresh cow's milk, averaging 1-15 litres a day, while the animals are traded at popular cattle markets such as Machiwal and Burewala on a weekly basis. To accommodate the herd, she has built a separate shed next to her house, which is managed by a full-time employee from the community. Through this venture, she has brought the family out of absolute poverty, while ensuring that her children's education continues uninterrupted. Her husband no longer has to work as a contractor, and also takes care of the business.



Authored and composed by, Mr. Faisal Ayaz & Mr. Mukrma Ashraf