

Quarterly NEWSLETTER



Oct - Dec 2021

Edition - 19



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01
Billion
Outstanding Loan Portfolio

WE MADE IT
POSSIBLE

We are delighted to announce that Agahe Pakistan has surpassed the 1 Billion "Outstanding Loan Portfolio" mark during the quarter. This extraordinary achievement would not have been possible without the resolute dedication and support of our field teams; the precedents set by the founding members, Board of directors & senior management; and our partners & collaborators for the trust and confidence reposed in us.



Mr. Barak Ullah
CEO AGAHE Pakistan



Mr. Mubarak Ali Sarwar
Founding Director AGAHE Pakistan



IFL District Launch & Cheque Distribution Ceremony in Bahawalpur

To commemorate the expansion of Interest Free Loans under Ehsaas program into District Bahawalpur, Agahe Pakistan held a "District Launch & Cheque Distribution Ceremony" at the prestigious Islamia University of Bahawalpur-IUB on Dec 15, 2021. Attended by dignitaries from the District Government, financial institutions, sector partners, civil society organizations and media, the ceremony also included borrowers of Agahe Pakistan who received cheques of Interest Free Loans.

Mr. Barak Ullah-CEO Agahe Pakistan welcomed the distinguished guests and walked them through our long association with the Interest Free Loan program since 2014. He also encouraged the beneficiaries of IFL program to make the most of this opportunity by investing the funds in their businesses, and to ensure timely repayments so that others may also benefit.

The guests of honor included Prof. Dr. Rubina Bhatti-Dean Faculty of Social Sciences at IUB, Dr. Asif Naveed Ranjha-Chairman Department of Social work at IUB, Ms. Sadia Sarfraz from PPAF, Mr. Muhammad Amin-Divisional Director BISP, Deputy Directors from Social Welfare, Agriculture, Livestock and Local Government departments.

Towards the end, Mr. Mubarak Ali Sarwar-Founding Director of Agahe Pakistan thanked all the participants for their valuable contributions, and also appreciated the continuous support provided by the Government of Pakistan & Pakistan Poverty Alleviation Fund towards the IFL program. He also thanked the Islamia University of Bahawalpur for their traditional collaboration and facilitation for the event.



Annual Microfinance Conference:

Mr. Barak Ullah-CEO Agahe Pakistan attended the Annual Microfinance Conference [#AMC5](#) in Islamabad and participated in a plenary session on October 6, 2021 titled "A new funding paradigm for Microfinance sector" along with other palatists from Commercial banks, Microfinance banks, PMRC and international lenders. He discussed the demand-side challenges of funding and emphasized the need for commercial banks to increase their lending share to the Microfinance sector along with introducing new debt and equity products. Agahe Pakistan will continue to work with Munsalik Digital for digitizing its microfinance operations



Agreement for using Munsalik digital services platform

Agahe Pakistan & PMN subsidiary Munsalik Pvt Limited signed an agreement for using Munsalik digital services platform for end to end digitisation of microfinance operations and integration with branchless banking players during the 5th Annual Microfinance Conference held at Serena Hotel, Islamabad.



Education Finance

The Rise Education Zone is a low-cost yet bustling private school situated in Machiwal, District Vehari with a strength of 343 students. Due to the lack of space, it was unable to accept further enrolments and also had to contend with a higher number of students per class. By securing an Education Finance facility from Agahe Pakistan, two additional classrooms will be constructed over the next few weeks, paving way for new enrolments and improving the overall quality of education.



Auto Loan Disbursement



Agahe Pakistan has simplified the provision of Auto - Rickshaws to needy families through a less cumbersome application process, and on affordable monthly installments with tenors up to 24 months.

Nadeem Hussain is a resident of Chak 4/WB, Machiwal, District Vehari and previously made a living as a labourer on daily wages, while his wife took care of the livestock at home. Eager to further diversify his income and without any inconsistency, he decided to provide carriage services in Machiwal and near-by communities. This was made possible through an Auto-Loan provided by Agahe Pakistan's Machiwal branch, allowing Nadeem to acquire a 150 Cc Rozegar loader rickshaw within a week of submitting the application.



Disbursement of Interest Free Loans under Ehsaas Programme:

Agahe Pakistan is actively engaged in eradicating poverty by providing Interest Free Loans under EHSAAS Program to the most vulnerable segments of society in Districts Okara, Pak Pattan & Bahawalpur. Mr. Barak Ullah-CEO Agahe Pakistan along with Mr. Imran Akbar - Manager Operations interacted with IFL borrowers and conducted disbursement proceedings in Khanqa Sharif, District Bahawalpur.



Staff Recreational Tour

AGAHE Pakistan organized a recreational activity for its regional office staff to the northern areas of Pakistan. Agahe Pakistan facilitated a four days tour of the northern areas for to boost up the energy of regional office staff. Destination covered included swat, kalam, Bahrain and Faisal mosque in Islamabad



31st Board Meeting:

The 31st Quarterly Board meeting and 6th AGM of Agahe Pakistan was held on October 28, 2021 at Indigo Hotel, Lahore. The agenda items include progress review, appointment of Auditor's, updates on expansion of interest free loan program and approval of business plan. The meeting was also attended by External Auditor's Grant Thornton Anjum Rehman.

1st Business Review & Planning Forum

Agahe Pakistan convened its first "Business Review & Planning Forum Meeting" on Nov 05, 2021 in Burewala. Chaired by Mr. Barak Ullah- Chief Executive Officer & attended by Departments Heads and Area Managers, the meeting focused on augmenting the roles of Area Managers through greater coordination with support departments.



Pakistan Poverty Alleviation Fund Visit

Ms. Marium, Senior Management Executive from Pakistan Poverty Alleviation Fund visited the Shahjamal Branch, District Muzaffargarh. She met with borrowers of Interest Free Loans in Community to view their business and to evaluate the impact of microfinance in their livelihood & also distributed the Cheques among the borrowers of Interest Free Loans under Ehsaas Programme.



Visit by Pakistan Microfinance Investment Company

Mr. Muhammad Ahmed and Mr. Khurram Shafi from PMIC's Portfolio Management Department visited Agahe Pakistan's Regional Office in Vehari recently and met with Mr. Barak Ullah-CEO and Department Heads. They further interacted with clients of Agahe Pakistan in District Khanewal to evaluate the impact of the microfinance program.





Staff Training & Development

Staff Trainings

Agah Pakistan always determined for its Staff development. Our HR department is focused on staff skill enhancement and many trainings have been conducted to serve this purpose.

Staff Trainings During Quarter	
No. of Trainings :	15
In – house	13
Out – Source	02
No. of Staff facilitated:	142

01

Training on Loan Management System



Agah Pakistan conducted an exhaustive two day's orientation workshop on the "Loan Management System" during this quarter in Vehari. The participants included representatives from Operations, Accounts & Finance, Risk & Compliance and IT departments, while Mr. Laique Malik-Product & Services specialist at Munsalik Digital (Pvt) Ltd conducted the workshop.



02

Staff Capacity Building on AML/CFT



As an ongoing initiative to familiarize departments heads with the AML/CFT regime, an orientation session was conducted at the Regional Office in Vehari. Training sessions were conducted for staff members across nine branches in Districts Okara, Pak Pattan & Bahawalpur recently. The sessions were structured to ensure that participants fully understand and appreciate the significance of AML/CFT framework, and remain compliant with its requirements.



03

Training on GROW Level 01-Batch 02

Skill Enhancement & Employees Development



Agathe Pakistan arranged a three days training session for the 2nd batch of Credit Officers in Oct, 2021 in Vehari. The main theme of the training revolved around optimizing the workplace through a sound understanding of microfinance operations; client relations; inter-departmental synergy; key risks and AML/CFT procedures to mention a few. In-house Skills Enhancement & Employees Development (SEED) training program concluded with the distribution of certificates to all participants. The training was conducted by Mr. Sameer Zafar who is a seasoned trainer with extensive experience in the microfinance sector.



04

Orientation Session for Support Staff

Agathe Pakistan conducted an orientation and training session for support staff on Oct 8, 2021 at the Regional Office in Vehari. The participants included individuals who will be deployed across the new branches in Districts Okara, Pak Pattan and Bahawalpur under the IFL (EHSAAS) Program. Mr. Ijaz Azeem-AM HRD & Mr. Qateel Ashraf-Admin Officer conducted the session while focusing on business etiquettes; body language and communication; office decorum, and how to attend customers to mention a few.

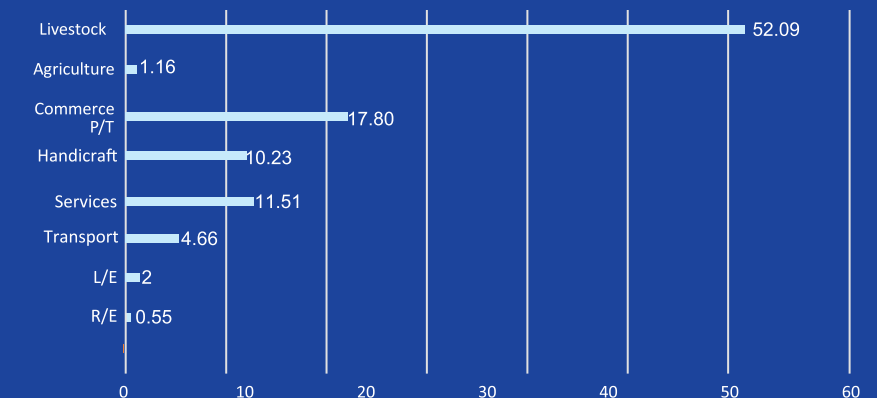


Portfolio Highlights

(Commercial + IFL Program) Oct - Dec 2021

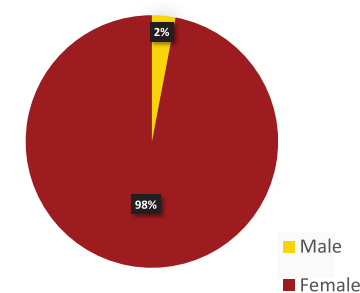
Particulars	Commercial Microfinance	IFL Scheme	Total
No. of Districts	07	04	11
No. of Branches	25	10	35
No. of Active Loans	35,012	6,935	41,947
Male Active Loans	244	0	244
Female Active Loans	34,768	6,935	41,703
Outstanding Loan Portfolio	933,800,679	183,116,751	1,116,917,430
Loan Disbursed for the Quarter	8,556	5,338	13,894
Amount Disbursed for the Quarter	445,478,800	174,155,000	619,633,800
Loans Disbursed Since Inception	156,559	24,620	181,179
Amount Disbursed Since Inception	5,491,020,380	662,955,000	6,153,975,380

Sectoral Distribution



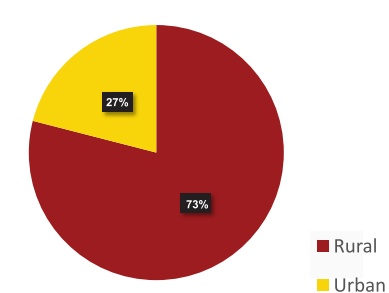
Gender Wise Distribution

Gender Wise Active Clients

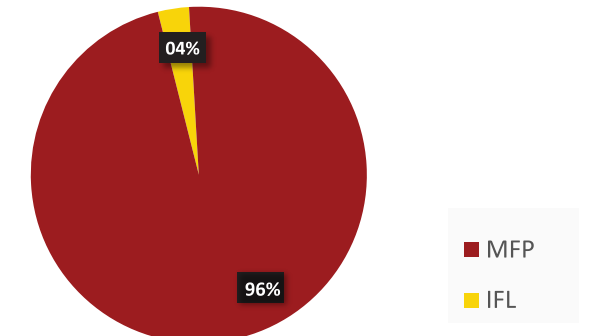


Rural/Urban Segmentation

Active Clients



Program Concentration



Success Story of Razia Bibi

“There aren't many work opportunities for us as we live under challenging circumstances and conservative environments,” said Razia. We faced a lot of hurdles and societal taboos to run a business in such communities. Despite all the hurdles and hindrances, Razia break all the taboos and myths and laid down the basic of her business.

Razia Tariq, a 34 years old housewife from Yaqoob Abad, burewala was displaying her best embroidered suits with hopes of attracting customers. Razia was promoting the unique embroidery skill of the area's natives. With the aim to empower women and support them financially, Razia has been working with 02 workers that have been residing in her nearby communities in burewala.

Razia was belong to the District Okara and she learned the embroidery work in a very early age from her elder sister. She was very fond of doing the embroidery work by using different material. She was married with her cousin who is a car driver by profession, and moved to burewala from Okara. Razia has 04 kids and was living a good life. But something was missing in her life. She always wished to do something on her behalf. She was a skilled lady and know the embroidery work. She came to know that there is no one doing the work in her community and they purchased the fancy bridal and party wear dresses from the big market



So, she decided to start her business at household level. To buy the material of embroidery work and work set up she needed money. She heard about the AgahePakistan who are providing loan specially for women to empower the women so that they can start her business or to enhance their existing business. Razia approached the AgahePakistan Burewala branch and informed about the detailed procedure for taking the loan. She discussed the idea with team and after completing the all required documentation, she got the loan of Rs.40,000 and buy the material related to Ada work. And start her work. Soon her work is being appreciated in her nearby communities as well as in a big market also. She prepared the dresses party wear, bridal wear and fancy dresses on order with the help of two helpers. Now Razia is in 4th loan cycle with AgahePakistan. Her hand made dresses also supply in big market like Multan, Lahore, Faisal Abad etc. on order base. She is earning 30,000-40,0000 monthly. She is very happy with her business and want to enhance her business by establishing a big boutique and also wished to hire more girls to support the community female financially. I am very thankful to AgahePakistan who are doing a good step for the empowerment of women through providing the loan. Said by Razia Tariq.

Authored & Compiled by Ms. Summera Qamar & Mukrrma Ashraf