

Quarterly Newsletter



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14th Citi Micro-Entrepreneurship Awards Ceremony (CMA)

We are delighted to announce that 2 borrowers of Agahe Pakistan were amongst the finalists in the 14th Citi Micro-Entrepreneurship Awards Ceremony (CMA) held at the Marriott Hotel in Islamabad on June 10, 2022. Sughran Mai from Kot Addu-District Muzaffargarh & Shehnaz Kausar from Burewala-District Vehari were recognized for their resilience through extreme adversities; building sustainable businesses and providing employment opportunities across their communities. They were also awarded cash prizes in the "National Runner Up-Female" and "Overcoming Adversity" categories.



Annual Progress Review & Planning Conference FY 2022-23

Agahe Pakistan convened its "Annual Progress Review & Planning Conference" on July 01, 2022 at the Shangrila Resorts in Murree. The Annual progress review & planning conference comprises areas that reflects the Agahe Pakistan's progress, achievement over the last year and planning of next year as a whole. Conference was chaired by Mr. Barak Ullah-CEO Agahe Pakistan, the participants included Mr. Mubarak Ali Sarwar-Founding Director, Department Heads and Area Managers. Mr. Barak Ullah lauded the collective efforts of all departments over the last financial year, that led to an exponential growth of almost 100% in the Overall Loan Portfolio. Mr. Mubarak Ali Sarwar encouraged all participants to continue working with the same dedication and spirit in the larger interest of the organization. At the end of conference T-Shirts were distributed among the staff members with the slogan "Dreaming, Believing, achieve together" Furthermore, some recreational activities & luscious gala dinner was arranged for the staff members, Board of Directors & senior management team.



Workshop by Pakistan Poverty Alleviation Fund (PPAF):

Pakistan Poverty Alleviation Fund-PPAF conducted a workshop on "Evaluating our Partnership for Sustained Impact" at the Pearl Continental Hotel in Lahore. Mr. Barak Ullah-CEO Agahe Pakistan & Mr. Imran Akbar-Head of Operations also participated in the workshop. Mr. Barak Ullah shared program / project and partnership challenges being faced by partner organisation's, identifying high impact projects & programs for poverty alleviation in Punjab province with PPAF senior management and with workshop participants.



Orientation Session on “Team Building

During the quarter, A One-Day orientation session on “Team Building” was organized with all the management team at the Shangrila Resorts in Murree. The participants included representatives from Operations, Accounts & Finance, HR, Risk & Compliance and Monitoring & evaluation and area managers while Mr. Inayat Ullah conducted the session who is a seasoned trainer with extensive experience in the microfinance sector.



BoP Visit to Head Office

Senior representative from Bank of Punjab, Mr. Saqib Sajjad Head of FI & Correspondent Banking visited Agahe Pakistan's Head Office in Lahore on 19th May, 2022 and met with Mr. Barak Ullah-CEO Agahe Pakistan & Mr. Khalid, Chief Finance Officer. The meeting focused on exploring various avenues to further enhance the business relationship between the two entities



Meeting with PMIC & KFW on PRIME Project

Mr. Barak Ullah-CEO Agahe Pakistan participated in a meeting with PMIC and KFW on May 10th at the Marriott Hotel in Islamabad. Attended by senior representatives from PMIC, KFW, MFIs and Solar suppliers, the agenda revolved around challenges being faced by MFIs in scaling up the Renewable Energy project and the way forward



3rd Quarterly Business Review & Planning Meeting

In this quarter, Agahe Pakistan convened its 3rd Quarterly business Review & planning meeting at Tandoori Hotel in Burewala. Meeting was chaired by Mr. Barak Ullah CEO-Agahe Pakistan, all head of departments and area managers.



34th Board of Directors Meeting

The 34th Board of Director's Meeting of Agahe Pakistan was held on July 02, 2022 at the Shangrila Resort in Murree. Chaired by Dr. Abid Aman Burki-Chairperson, the participants also included Mr. Barak Ullah-CEO, Mr. Mubarak Ali Sarwar-Founding Director and all Department Heads.

The meeting focused on progress review over the last quarter; funding updates; deliberations on AML/CFT compliance; Approval of strategic business plan & annual external audit plan for the year 2022-2023.



Education Finance

Agahe Pakistan has further expanded its Education Finance portfolio in Districts Vehari, Okara, and Pakpattan that will be used for the procurement of new furniture & fixtures, construction of new class rooms and the Installation of solar system. This will go a long way towards improving the ambience of the school and its quality of education.



Allied Public School, situated in
Mandi Ahmad Abad, District Okara



Dilshad Public School situated in
Peer Murad, District Vehari



Shaheen Public school Qaboola,
District Pakpattan



Mr. Javed Akbar, resident of Machiwal, District Vehari is another proud customer of getting 150 CC Loader Rickshaw from Agahe Pakistan on a very easy & affordable instalments with tenor up to 24 months



Mr. Muhammad Imran and Mr. Ghulam Farid are proud recipients of 150 CC Loader Rickshaws that have recently been financed by Agahe Pakistan under its Auto Loan scheme that will be utilized for carriage & cargo services in Burewala & Pakpattan



Mr. Bashir Ahmad, a resident of Village 19 Qaboola, District Pakpattan is another proud owner of a Loader Rickshaw financed by Agahe Pakistan recently.



Auto Loan

Mr. Muhammad Asif resident of 88 WB, Mandi Yazman District Bahawalpur



Some proud customers of having motor bike financing from Agahe Pakistan recently under its auto loan scheme in District Vehari.



Trainings

Training on LMS issues & IT troubleshooting:

1-One Day orientation session on Loan Management system & IT troubleshooting was conducted by Ms. Hira Manzoor Asst. manager IT on 11th May,2022 at regional office Vehari in which admin & accounts officers & branch managers participated.



Orientation & Training Workshop

Agahe Pakistan conducted another Orientation & Training Workshop for new joiners comprising of Credit Officers, Admin & Account Officers, Branch Managers & Risk & Compliance Officers from 12-14 May at City Top Hotel in Vehari, covering key aspects of HR, Operations, and Risk & Compliance departments.



Orientation Session on HR & AML/CFT

A one day Orientation session was conducted on key aspects of the "HR Policy & Procedures & AML/CFT" for the new joiners comprises of Credit Officers, Admin & Accounts officers at regional office Vehari



Training Workshop on Assets & Inventory Management

One Day orientation session on "Assets & Inventory Management along with Security" and Quarterly meeting of Admin & Account Officers was conducted recently by CAO Mr. Sajid Ali & Manager Accounts Mr. Ihsan Nazir at City Top Hotel Vehari.



Training Workshop on Delinquency Management:

One Day orientation session on "Assets & Inventory Management along with Security" and Quarterly meeting of Admin & Account Officers was conducted recently by CAO Mr. Sajid Ali & Manager Accounts Mr. Ihsan Nazir at City Top Hotel Vehari.



International Training:

Mr. Imran Akbar Manager Operations attended the South Asia-Financial Inclusion Training from 22th May to 26th May,2022 in Dubai

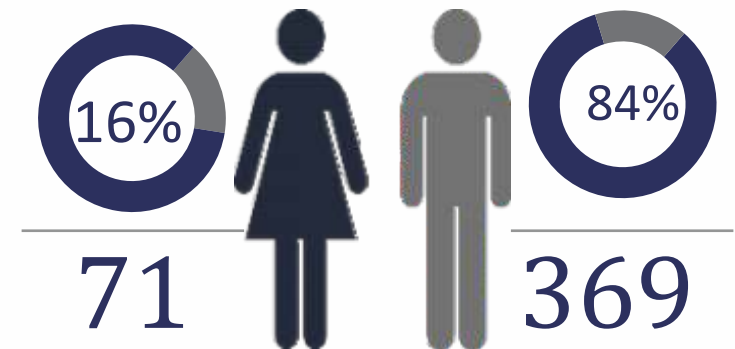
HR Highlights:



**Total Staff
Promotions: 17**

➤ Female Promotions to ensure gender equality- 07

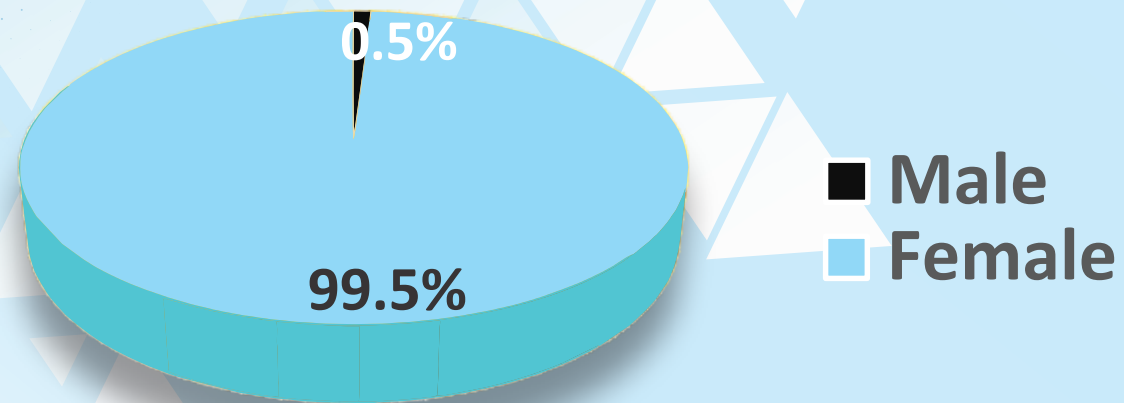
Total Staff : 440



Portfolio Highlights

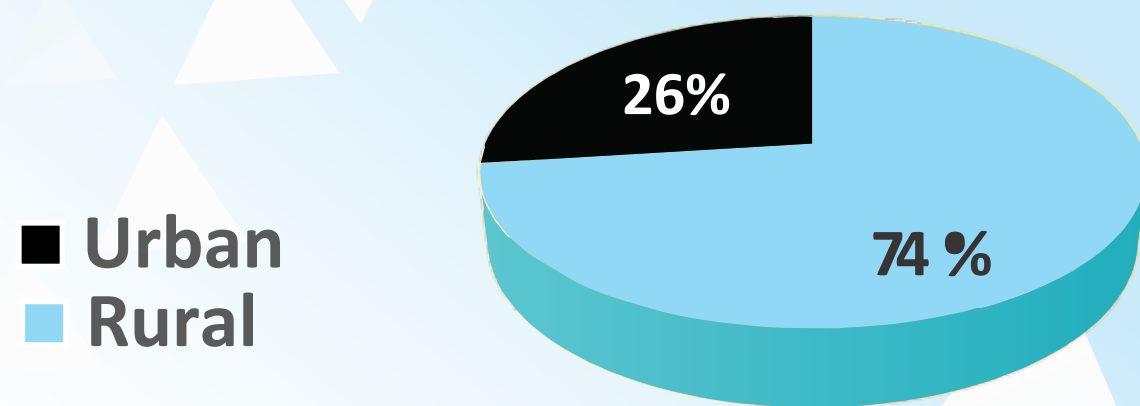
Gender Wise Distribution

Gender Wise Active Clients

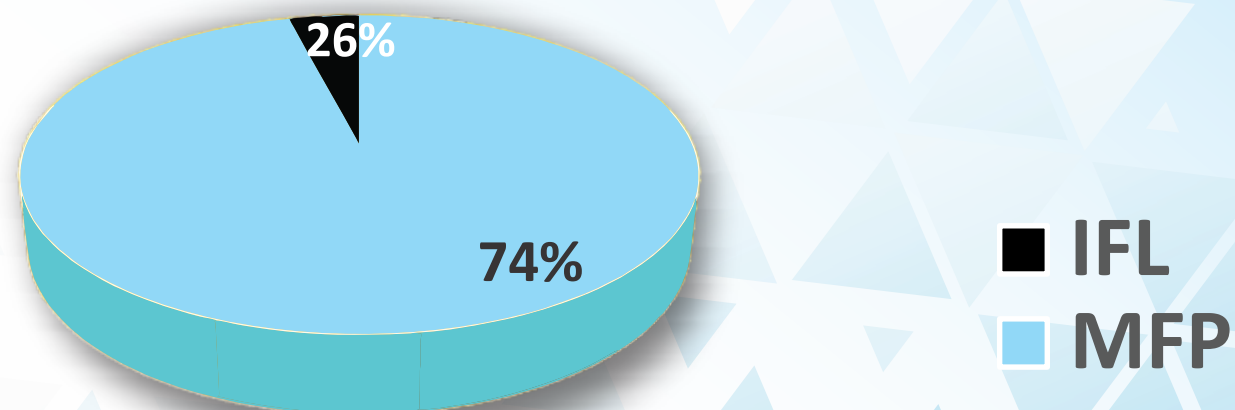


Rural/Urban Segmentation

Active Clients



Program Concentration



Portfolio Highlights

(COMMERCIAL & IFL PROGRAM) APRIL – JUNE 2022

Particulars	Commercial Microfinance	IFL Scheme	Total
No. of Districts	8	4	9
No. of Branches	30	10	40
No. of Active Loans	37,597	18,066	55,663
Male Active Loans	249	25	274
Female Active Loans	37,348	18,041	55,389
Outstanding Loan Portfolio	1,186,200,023	482,704,889	1,668,904,912
Loan Disbursed for the Quarter	9,315	5,420	14,735
Amount Disbursed for the Quarter	576,864,440	248,345,000	825,209,440
Loans Disbursed since Inception	175,468	36,857	212,325
Amount Disbursed since Inception	6,595,984,320	1,176,930,000	7,772,914,320

Voice form the Field

Two years back, A loan officer from Agahe Pakistan approached Shahzadi bibi and informed her about the Free loan scheme under Ehsaas Program. Shahzadi became very happy when she heard that loan and she can repay it on 12 easy installments. She decided to take loan and after proper appraisal, she got the amount 30,000 and start small shop in corner of her room. All her neighbors used to purchase the stitching work from her. Soon her business got stability. After completing 1st loan successfully, she got 50,000 and add more material in her shop. With a short period of struggle, her business was appreciated by community. She started sufficient income from her shop and enhance her business as a wholesaler. Her husband helped her and supported and invest some own saving and work as a wholesaler. She started to transport the material to nearest community shop through motor bike. Shahzadi is earning Rs.40,000-45,000 per month with the support of her husband. She wished to buy a Loader Rikshaw in near future for her business. Her motor bike is not sufficient to carry out the material from one community shop to another. Today, Shahzadi is a successful entrepreneur and inspiring many women of the rural area to do the same. Shahzadi thanked to Agahe Pakistan for the support.

Interest free loan under Ehsaas Programme

AgahePakistan & PPAF Interest free loan under Ehsaas Programme. This was exactly the support that she needed to kick start her shop in the locality. However, door-to-door program introduction and group loaning by AgahePakistan changed Shahzadi's life for the better.



All her children are going to a good school before this it was not possible. Her husband left the family permanently working as a whole saler and supporting her wife in her work. Both parents wish to expand their business by opening a big whole sale shop of buttons, laces, stones, beads and different related items. Shahzadi stands not only as a survivor, but also a victor in being able to generate income to support her family.