

Quarterly Newsletter

AGAHE
PAKISTAN

January - March 2019

Edition - 09



CMA Ceremony

International Women's Day

Achievement of 400M OLP

Global Forum on Islamic Finance & Banking

PPAF Field Monitoring Visit

PMIC Exposure Visit to Horticulture & Flower Market

Meeting of Tier-III MFIs with Commercial Banks

Poly Solar China Visit

IMFN-PMIC Meeting

Forging New Alliances

Training (Effective Branch Management in MFIs)



International Women's Day 2019

AGAHE Pakistan Celebrated International Women's Day 2019 and organised a seminar in collaboration with Benazir Income Support Program (BISP) and Punjab Library Foundation at Quaid-e-Azam Library, Lahore. The purpose of this event was to acknowledge the efforts of women and take a step ahead towards women empowerment through providing awareness about their social, economic, and cultural rights. This is also a means to recognize the efforts of women, especially those who are leading their families and participating in household expenses. Ms. Amna Shabbir - Director BISP Head Quarter Punjab was the chief guest at the event and Mr. Sagheer Mirani - Regional Director BISP, Mr. Mubarak Ali Sarwar - Founding Director of AGAHE Pakistan, Ms. Roheena Iqbal - Assistant Director BISP, and Mr. Barakullah - CEO AGAHE Pakistan were the guests of honor.



Exposure Visit to Horticulture & Flower Market

A delegation from Pakistan Micro-Finance Investment Company (PMIC) including Mr. Yasir Ashfaq-CEO, Mr. Saqib Siddiqui-Head of Sector Development toured the flower market in Ellahabad District Kasur , along with Mr. Mubarak Ali Sarwar - Founding Director of Agahe Pakistan, Mr. Barak Ullah - CEO Agahe Pakistan. Representatives from the Market Committee included Ch. Javed Iqbal and Ch. Abdul Qudoos. The purpose of the visit was to assess the potential for creating value chains, financing to farmers, and further assess market requirements.



CMA Ceremony

A very proud moment for Agahe Pakistan. Two of our clients from District Muzaffargarh qualified for the 13th Citi Micro-entrepreneurship Awards, at a grand ceremony held at Serena Hotel Islamabad on March 12th. Batool Bibi won the "National Runner Up Award" with a prize of 200K in novice category, while Irshad Bibi won the "Regional Runner Up Award" with a prize of 70K in novice category. Mr. Mubarak Ali Sarwar, Founding Director-Agahe Pakistan, Mr. Barak Ullah, CEO-Agahe Pakistan, and CROs from Kot Addu Branch attended the ceremony.



NBP Visit

Mr. Mughees Raza-GM Credit Risk & Mr. Sajid Jami-Head Retail & Consumer Banking (NBP) visited Agahe Pakistan's Regional Office and met with Mr. Barak Ullah - CEO along with all department heads. The delegation was apprised of Agahe Pakistan's journey since inception; business strategy and projections; and ways to diversify funding sources through collaborations with commercial banks.



PMIC Risk Department Visit

Ms. Sobia Maqbool, Head of Risk Management-PMIC and Mr. Rahim Nawaz, AVP Risk Management-PMIC visited Agahe Pakistan Head Office on March 21, 2019, and met with Mr. Barak Ullah, CEO-Agahe Pakistan along with all department heads. Detailed discussions were held regarding current progress, future business plans, growth strategy, and challenges facing the industry.



Trainings (AML & CFT)

A comprehensive session on Anti Money Laundering (AML) & Countering Financing of Terrorism (CFT) was held at Agahe Pakistan Regional Office recently. The session was conducted by Mr. Muhammad Khalid-Finance Manager in the presence of all department heads.



PPAF Field Monitoring Visit

A delegation from PPAF visited PMIFL borrowers on February 13-14, 2019 in Kot Addu to gauge the impact and success of the scheme. Mr. Imran Akbar, Operations Manager along with branch officials facilitated the meetings.



Achievement of 400M OLP

Agahe Pakistan celebrates yet another milestone by surpassing the 400M OLP mark earlier this month. Mr. Barak Ullah-CEO congratulated the senior management team for their hard work, and encouraged all constituents to continue working with the same zeal and spirit.



Price Disclosure Award Gold Category

Agahe Pakistan proudly wears another cap by being awarded the prestigious "price disclosure award" in the Gold category. The award was conferred by a leading global rating agency-Micro Finanza Rating based out of Italy



TPL Life Insurance Visit

Mr. Haider Abbas, Corporate Relationship Manager-TPL Life Insurance visited Agahe Pakistan Regional Office on March 9th to give orientation regarding IPD services & entitlements. The session was attended by all AFOs and Department Heads of Agahe Pakistan.



IMFN-PMIC Meeting

A meeting was held between IMFN and PMIC in Lahore on Feb 19th 2019 to discuss avenues for future collaborations between the two institutions. The participants included Mr. Mubarak Ali Sarwar-Founding Director Agahe Pakistan, Mr. Yasir Ashfaq-CEO PMIC, Mr. Saqib Siddiqui-Head of Sector Development PMIC, and other members of IMFN.



Global Forum on Islamic Finance & Banking

Mr. Barak Ullah, CEO-Agahe Pakistan participated in UMT's 4th Global Forum on Islamic Finance & Banking as a panelist on Feb 28th 2019. The discussion revolved around "Islamic Micro-Finance as a Catalyst for Job Creation", and also included Mr. Yasir Tariq-Global Operations Manager-IMF,IRW, Mr. Shahzad Akram, CCO-Akhuwat, Dr. Kashif Malik, Asst. Prof-LUMS, as well as representatives from Islamic Micro-Finance Network.



PPAF Visit

A high level delegation from PPAF's Renewable Energy Unit consisting of Mr. Nafees A. Khan-General Manager, Mr. Aftab Ahmad-Senior Management Executive, and Mr. Iqbal A. Memon-Senior Manager visited Agahe Pakistan's Head Office on Feb 1st, 2019 to discuss mutual collaborations in the RE sector. Representing Agahe Pakistan were Mr. Mubarak Ali Sarwar-Founding Director, Mr. Barak Ullah-CEO, and Mr. Faisal Ayaz-Manager Institutional Development. Agahe Pakistan has proudly served 2,500 households to date by providing solar home systems on easy installments.



Meeting of Tier-III MFIs with Commercial Banks

A delegation of Tier III MFI's including CEO Agahe Pakistan Mr. Barak Ullah along with Chairman PMN, CEO PMN met with Presidents / CEO's of UBL, NBP & JS Bank on March 14-15, 2019 in Karachi. These meeting concentrated on funding shortfall of Tier III microfinance institutions and diversification of funding sources. CEO Agahe Pakistan also met VP of SIMA funds during his visit to Karachi.



Poly Solar China Visit

A delegation from Poly Solar China and Solar Sigma visited Agahe Pakistan head office on Jan 14th and met with Mr. Barak Ullah, CEO and senior management to discuss mutual collaborations in renewable energy.



Solar Product Orientation

Mr. Muhammad Shehryar, MD Harness Energy has been conducting product orientation sessions with clients and staff of Agahe Pakistan across various cities.



Forging New Alliances

With the advent of the New Year, another strategic partnership is forged between Agahe Pakistan and Harness Energy Pvt Ltd in the renewable energy sector. An MOU was signed on January 01, 2019 in the presence of Mr. Mubarak Ali Sarwar-Founding Director Agahe Pakistan, Mr. Barak Ullah-CEO Agahe Pakistan, and Mr. Muhammad Shehryar-Managing Director Harness Energy. Agahe Pakistan will continue to provide "certified solar home solutions" on easy installments to communities living in off-grid areas of Pakistan.



Training (Effective Branch Management in MFIs)

An exhaustive two days training on "Effective Branch Management in MFIs" was conducted in Vehari on March 4th-5th by ECI. The participants included Branch Managers, Area Managers, as well as Department Heads of Agahe Pakistan.



PMIC Sector Development Unit Visit

Mr. Usman Faisal & Mr. Faheem Khalid from PMIC's Sector Development Unit visited Agahe Pakistan Head Office on March 20th, 2019. The meeting revolved around new collaborations in the livestock sector. Representatives of Agahe Pakistan included Mr. Barak Ullah-CEO, and Senior Management Team members.



Staff Awareness Sessions

Mr. Mubeen Shahzad-GM HRD and Mr. Yasir Khan-HR Coordinator busy conducting staff awareness sessions on "Revised HR Policies & Procedures" across all Branches of Agahe Pakistan.



Quarterly Meeting of BODs

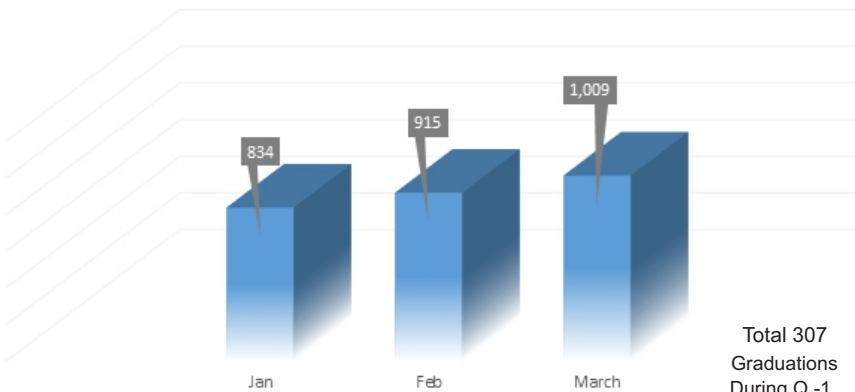
Quarterly Meeting of Board of Directors of AGAHE Pakistan was held at Head Office Lahore.



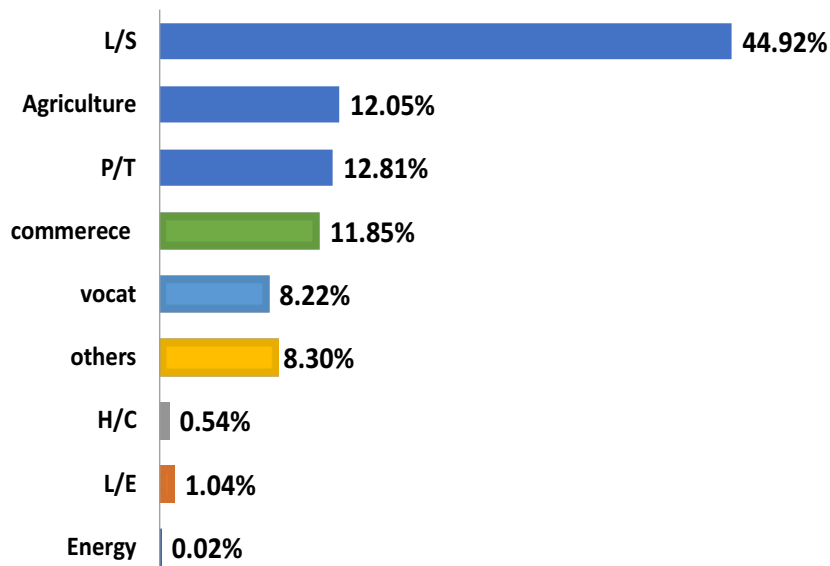
Ongoing Projects

Client Graduation Model

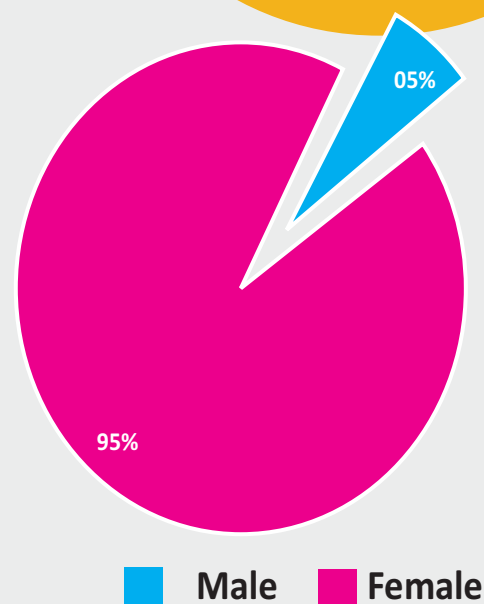
Q1-2019 GRADUATIONS



Sectorial Distribution



GENDER WISE DISTRIBUTION



Operations Department

Commercial Program & PMIFL Scheme Progress for the Quarter

January - March, 2019

Particular	Commercial Program	PMIFL Scheme	Total
No. of Districts covered	04	02	04
No. of Tehsils covered	07	02	07
No. of Branches	13	02	15
No. of Active Loans	21,437	3,197	24,634
No. of Male Active Loans	852	257	1,109
No. of Female active Loans	20,585	2,940	23,525
Gross Loan Portfolio	441 million	43.2 million	484.2 million
No. of Loans Disbursed for the Quarter	7,571	846	8,417
No. of Loans Disbursed form inception	75,136	15,270	90,406
Amount Disbursed for the quarter	255.1 million	22.8 million	277.9 million
Amount Disbursed from inception	2,033 million	373 million	2,406 million
Recovery Rate	100%	100%	100%

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



A Non-Bank Finance Company Set Up Under Section 42 of the Companies Ordinance 1984

www.agahepakistan.org

Head Office: House No 3, block A, Judicial Colony,
Phase II, Raiwind Road, Lahore

Phone: 042-35291211, 35957916

Fax: 042-35291211

Regional Office

House No 11, street 7, Lalazar Colony,
DPO Office Road, Vehari

Phone: 067-3366860

Email: info@agahepakistan.org