

Quarterly

Newsletter

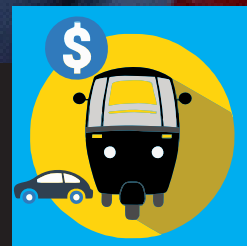
Jan - March 2020

AGAHE
PAKISTAN

Edition # 13



**Product
Innovation**



Auto Loan

- Mid-Year Review & Planning Conference
- PPAF Monitoring Visit
- Orientation & Training Workshops for New Recruits
- SHS Community Awareness Sessions
- Celebrating Kashmir Day
- Certificates of Appreciation by D-Light
- Training on Loan Desk Appraisal

- Launch of Auto Loan Product
- PCP's Visit to Regional Office
- Telenor Bank's Visit to Regional Office
- International Women's Day
- 5th Global Forum on IEFB
- MFP Projects
- Program Characteristics

Mid-Year Review & Planning Conference

Agahe Pakistan held its "Mid Year Review & Planning Conference" on January 11, 2020 at the Flame & Coal Restaurant in Burewala. The conference included Mr. Barak Ullah-Chief Executive Officer, all Department Heads, as well as Area Managers and Branch Managers from all regions.

Extensive analysis of the period under review along with intrinsic challenges, strategies, and future planning formed the basis for discussion. On the whole, the organization witnessed a phenomenal growth of 72% in comparison to the same period during the last FY.

Towards the end, outstanding performers were awarded cash prizes and certificates of appreciation.



PPAF Monitoring Visit

Mr. Asad Aman, Assistant Manager at PPAF's monitoring department visited Agahe Pakistan's IFL borrowers in UC Noorpur, District Rajanpur and interacted with them to gauge the impact of IFL scheme.



Orientation & Training Workshops for New Recruits

An extensive three day's orientation & training workshop for newly hired staff was conducted at the City Top Hotel in Vehari from Jan 23-25, 2020, covering key aspects of HR, Operations, and Risk departments.



Celebrating Kashmir Day

Cognizant of the plight of our Kashmiri brethren in IOJK, Agahe Pakistan organized a peaceful protest rally at the Goal Chowk in Vehari on Feb 05, 2020.



SHS Community Awareness Sessions

Community awareness sessions on renewable energy were conducted recently across Kot Mithan, Rajanpur, and Jampur branches by Mr. Faysal Ayaz-Manager Institutional Development, and Mr. Altaf Khadim-Country Head D.Light.



5th Global Forum on IEFB

Mr. Barak Ullah-CEO Agahe Pakistan participated as a panelist in the 5th Global Forum on Islamic Economics, Finance & Banking 2020 (IEFB), organized by the Institute of Islamic Banking and University of Management & Technology in Lahore. The discussion revolved around the role of social protection and Islamic microfinance in alleviating poverty.

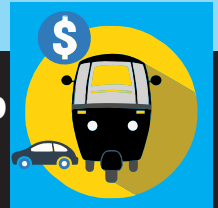


Training on Loan Desk Appraisal

An extensive one day's training on "Loan Desk Appraisal" for Admin & Finance Officers was conducted on Feb 08, 2020 at the City Top Hotel in Vehari. Trainers included Mr. Mubeen Shehzad-GM HRD, Mr. Saad Masood-Manager Risk & Compliance, and Mr. Gohar Hussain-Assistant Manager Risk & Compliance.



Launch of Auto Loan Product



Agahe Pakistan celebrates the launch of its "Auto Loan" product by handing over the first Loader-Richshaw to Mr. Javed Shaukat, resident of Amjad Town, Burewala. Mr. Barak Ullah-CEO Agahe Pakistan handed over the keys to Mr. Javed, who intends to expand his supply business by being able to ferry larger loads across different markets in Burewala.





International Women's Day

Agahe Pakistan in collaboration with BISP Punjab organised An International Women's Day seminar on March 9th at the Children's Library Complex, Lahore with the theme "I am generation equality: realizing women's rights". The chief guests included Mrs. Parveen Sarwar (Begum Governor Punjab), and Colonel (R) Muhammad Hashim Dogar (Minister of Population Welfare Punjab). Mr. Bilal Majeed DG BISP Punjab, Mr. Barak Ullah-CEO Agahe Pakistan and Mr. Mubarak Ali Sarwar-Founding Director also attended the event and spoke about the role of women in poverty alleviation.



PCP's Visit to Regional Office

Mr. Ahmed Nadeem & Ms. Mehwish Farah from PCP's communications department visited Agahe Pakistan's regional office in Vehari and met with Mr. Barak Ullah-CEO and other department heads. They also interacted at length with borrowers of Agahe Pakistan to capture their success stories, as well as the Area Office in Burewala.



Telenor Bank's Visit to Regional Office

Mr. Sarfaraz Khan-Regional Sales & Services Specialist at Telenor visited Agahe Pakistan's regional office in Vehari on March 3rd and met with senior managers to discuss Easy Paisa's transaction flow, operational challenges, and retail network alignment.



Certificates of Appreciation by D-Light

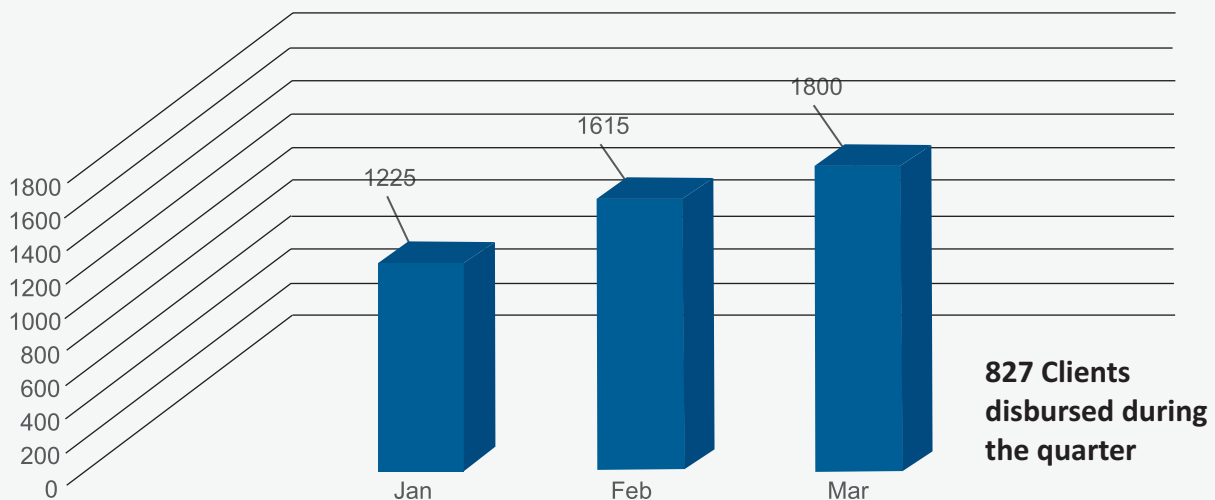
Based on superior sales performance by the Agahe Pakistan of D-Light products, certificates of appreciation were given to Rajanpur & Jampur branches.



MFP Projects

Renewable Energy Project

Clients Disbursed Q 1



Zaib Elahi's Success Story

Zaib Elahi is a successful entrepreneur, running a bottling business with the help of her sons in Chak 68 W/B Vehari. In just three years, she has freed her family from the shackles of poverty by taking a commercial microfinance loan from AGAHE Pakistan and investing wisely. Her business turnover has reached 120,000 a month with

savings of 50,000 approximately. Married at a young age, her husband was a laborer earning 10,000 a month, while she helped by picking cotton to support the family. Kids were unable to study due to limited means, and for many years they had to buy groceries on credit from a store nearby. As fate would have it, her husband, the sole bread winner was diagnosed with terminal tuberculosis fifteen years ago, and succumbed to the illness a few weeks later. Devastated and emotionally wrecked, Zaib Elahi found herself helpless with four young kids, and no means of income. She started doing odd jobs to put food on the table every day, and her two sons started working as well. One cleaned dishes in a hotel, while the other started working in a small bottling company.

The elder son grew proficient in operating a bottling plant, and consulted his mother about starting a business of his own. This was necessary as the expenses kept rising with little or no increase in income. They needed capital, and Zaib was introduced to AGAHE Pakistan through a friend, who suggested that she apply for a loan and start her business. Upon successfully applying for the loan, she acquired the basic machinery and set up the equipment in an empty room of the house under the supervision of her son. After acquiring the concentrate from a nearby supplier, they started working day and night and were able to fill 10 crates a day. The business further got its certification from the food department, thereby opening avenues for nearby stores and markets. Since then there has been no looking back. Their business has picked up really well, with increased sales during the summer months. Both her sons now work on the bottling plant, and are supplying to nearby communities.

Looking ahead, she plans to expand further by installing a chiller to increase storage capacity, while setting up a small tea and food stall for her younger son. The business venture has proven to be very useful and rewarding for the entire family. The youngest son is going to school, more rooms have been added to the house, and Zaib is able to save sufficiently for her daughter's wedding in the coming years.



Program Characteristics

Commercial Program & IFL Progress for the Quarter Jan - March 2020

Particular	Commercial Program	PMIFL Scheme	Total
No. of Districts covered	06	01	06
No. of Branches	24	01	25
No. of active loans	29,690	1,351	31,041
No. of male active loans	518	-	518
No. of female active loans	29,172	1,351	30,523
Outstanding loan portfolio	668.98 M	21.28 M	690.26
No. of loans disbursed for the Qtr	7,946	555	8,501
No. of loans disbursed since inception	105,887	16,621	122,508
Amount disbursed for the Qtr	282.96 M	13.47 M	296.43 M
Amount disbursed since inception	3.18 B	407.85 M	3.59 B
Average loan size	40,193	23,918	39,061
Recovery Rate	99%	100%	99%

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