

Quarterly Newsletter

AGAHE
PAKISTAN

Edition # 12

October - December 2019



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- ★ PMIC Sector Development Team Visit
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CEO-PMIC's Visit

Annual Microfinance Conference

Mr. Barak Ullah-CEO Agahe Pakistan attended a two day's Annual Microfinance Conference held at the Serena Hotel, Islamabad from Dec 4 - 5. He also participated as a panelist in the plenary session titled "Microfinance & Enterprise Growth-Evidence from Pakistan" that was chaired by Syed Mohsin Ahmed-CEO PMN, and also included senior representatives from Karandaaz, PMIC, and MFBs



A C-Level delegation from Pakistan Microfinance Investment Company consisting of Mr. Yasir Ishfaq-CEO, Mr. Saqib Siddiqui-Head of Sector Development, and Ms. Sobia Maqbool-Chief Risk & Compliance Officer visited AGAHE Pakistan Regional Office recently and met with Mr. Mubarak Ali Sarwar-Founding Director, Mr. Barak Ullah-CEO, and all department heads. They also interacted with borrowers engaged in livestock, enterprise and agricultural activities to gauge the impact of microfinance and trainings provided.



PMIC Sector Development Team

Ms. Maha Arshad & Mr. Ibrar Khattak from PMIC's Sector Development Unit visited AGAHE Pakistan's Regional Office-Vehari as well as the flagship Jampur branch to discuss the progress of PRIME-Solar project. They also interacted with borrowers and participated in product disbursement proceedings.



Mr. Usman Faisal, AVP at PMIC's Sector Development Unit visited AGAHE Pakistan Regional Office-Vehari recently, and also met with clients engaged in Agriculture, Livestock and Enterprise activities to evaluate the impact of loans and trainings provided.



Annual General Meeting of BODs

The 4th Annual General Meeting of AGAHE Pakistan's BODs was convened at the Grand Palm Hotel in Lahore on October 26th. The agenda included, approval of audited accounts for the last financial year, appointment of auditors, and election of BODs to mention a few. Apart from the BODs, the participants also included Mr. Mubarak Ali Sarwar-Founding Director, Mr. Barak Ullah-Chief Executive Officer, and senior representatives from Grant Thornton Anjum Rehman (GTAR), one of the leading chartered accountancy firms in Pakistan.



PRIME Launch Ceremony

Mr. Barak Ullah-CEO and Mr. Faysal Ayaz-Manager Institutional Development participated in the launch ceremony of PRIME, "PMIC-KFW Renewable Energy Initiative through Microfinance" on November 15th at the Serena Hotel, Islamabad. Mr. Barak Ullah also addressed a highly distinguished audience on behalf of all NBMFIs.



Meeting with PCP Communications Team

Mr. Ahmed Nadeem-Manager Communications & Outreach at PCP visited Agahe Pakistan Head Office on November 14th to discuss various strategies for effectively capturing and portraying the overall impact of microfinance



CEO's Visit to Area-1

Mr. Barak Ullah, CEO-Agahe Pakistan held a meeting with all BMs of Area-1 in Jampur, District Rajanpur on October 1st to discuss business growth and expansion plans.



Breaking Cultural Barriers

Ms. Zahida Noor-Senior Credit Officer at AGAHE Pakistan received a certificate of appreciation from Mr. Yasir Ishfaq-CEO PMIC in recognition of her services, and for breaking cultural barriers by being the first female employee to operate a 100 Cc Scooty for field activities.



Meeting at Cotton Research Institute

Mr. Barak Ullah-CEO along with Mr. Yasir Ashfaq-CEO PMIC and team visited the Cotton Research Institute in Vehari and met with Dr. Abdul Jabbar-Chief Botanist to discuss various avenues for mutual collaborations.



Meeting at Punjab Livestock Department

To further expand the existing relationship between Agahe Pakistan and Punjab Livestock Department-Vehari, Mr. Barak Ullah-CEO, Mr. Mubarak Ali Sarwar-Founding Director, Mr. Yasir Ishfaq-CEO PMIC and team called on the District Livestock Office in Vehari and met with Dr. Rai Zakir Ali-Additional Director Livestock Office



EHSAAS-IFL Scheme

Agaha Pakistan has recently expanded its Interest Free Loan program into Shah Jamal, District Muzaffargarh. Mr. Zahid Saleem, Area Manager has been actively raising awareness in the community, which stands to benefit from this scheme.



Raising Awareness on Renewable Energy

Agaha Pakistan continues to invest in renewable energy solutions by raising community awareness and providing affordable systems on easy installments. As of December 31st, 990 households have benefited from this initiative.



Client Capacity Building Initiatives

During the quarter, Agaha Pakistan managed to build capacities of an additional 2,360 clients by providing extensive trainings on livestock management & best dairy practices; latest farming techniques; business development, skills enhancement, financial literacy and book-keeping. By the end of the quarter, a total of 6,037 clients had benefited from these initiatives.



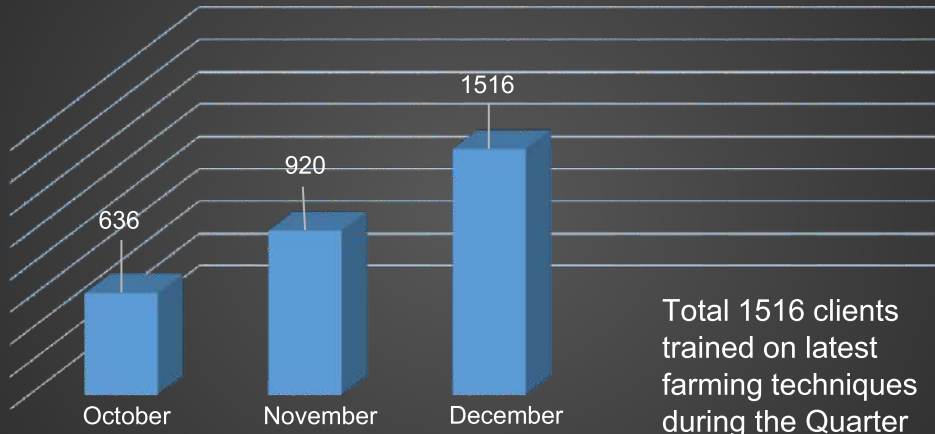
Staff Trainings

During the quarter, a number of staff training workshops were conducted on Projects and Configuration Testing; Appraisal Using Cash Flow Techniques; Tasdeeq CCI Reports; Microfinance Enterprise Risk Management; AML/CFT Capacity Building.



MFP Projects

Total Clients Trained

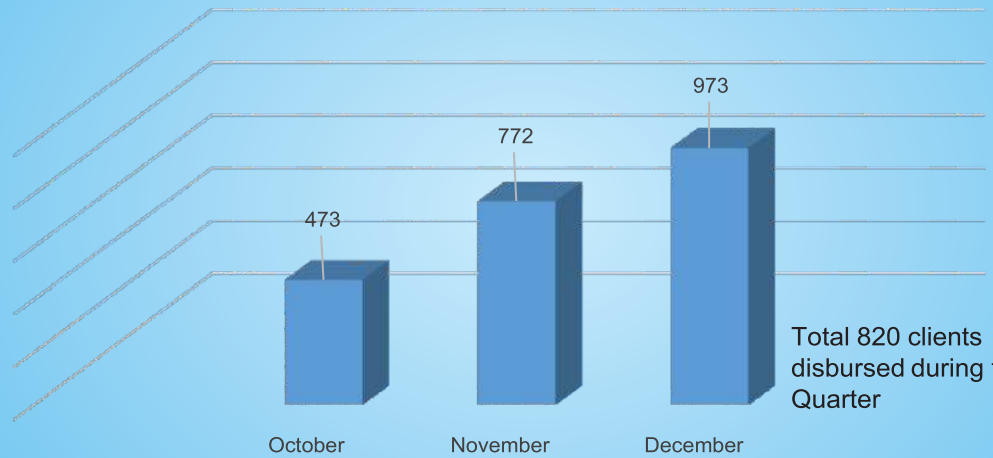


Total 1516 clients trained on latest farming techniques during the Quarter

**Crop Productivity
Enhancement Initiative**

Renewable Energy Project

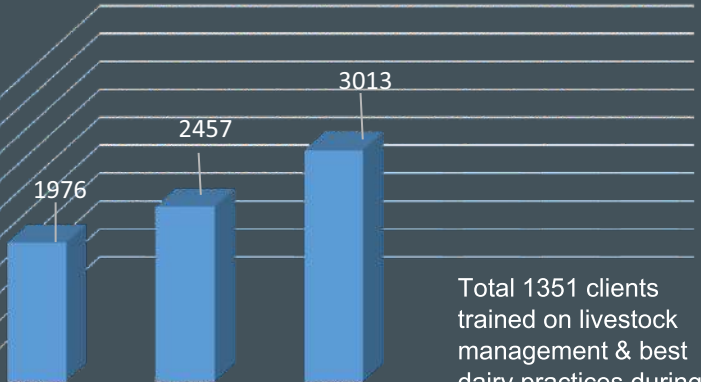
Total Clients Disbursed



Total 820 clients disbursed during the Quarter

Livestock Value Chain

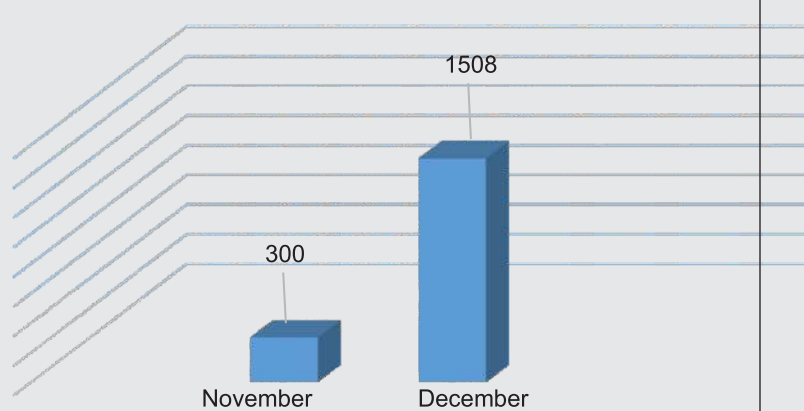
Total Clients Trained



Total 1351 clients trained on livestock management & best dairy practices during the Quarter

Enterprise Development Initiative

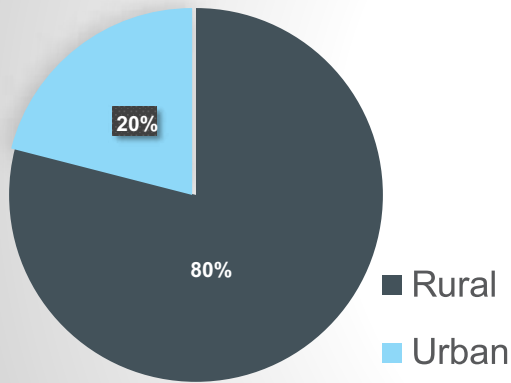
Total Clients Trained



Total 1508 clients trained on developing entrepreneurial skills during the Quarter

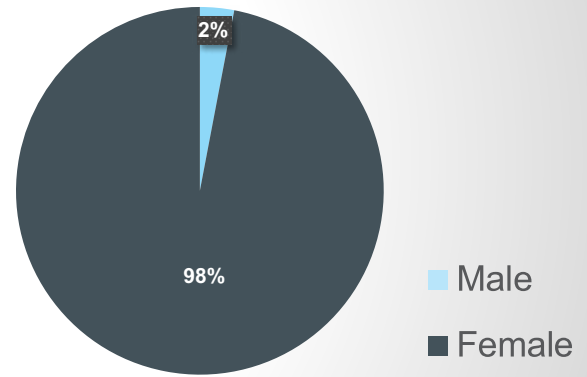
Rural/Urban Segmentation

Active Clients

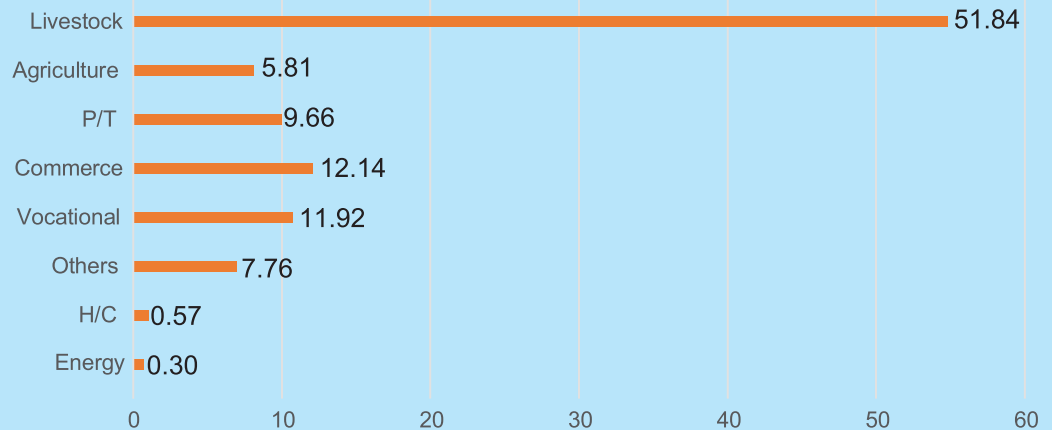


Gender Wise Distribution

Active Clients



Sectoral Distribution



Operations Department

Commercial Program & PMIFL Scheme Progress for the Quarter Oct - Dec, 2019

Particular	Commercial Program	PMIFL Scheme	Total
No. of Districts covered	06	01	06
No. of Branches	23	01	24
No. of Active Loans	28,707	1,637	30,344
No. of Male Active Loans	659	00	659
No. of Female active Loans	28,049	1,637	29,686
Gross Loan Portfolio	652.62 million	18.42 million	672 million
No. of Loans Disbursed for the Quarter	10,734	326	11,060
No. of Loans Disbursed form inception	97,913	16,066	113,979
Amount Disbursed for the quarter	415.43 million	8.24 million	423.67 million
Amount Disbursed from inception	2.9 Billion	394.38 million	3.29 Billion
Average Loan Size	-	-	39,000
Recovery Rate	-	-	99.6%

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

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