

# Quarterly NEWSLETTER

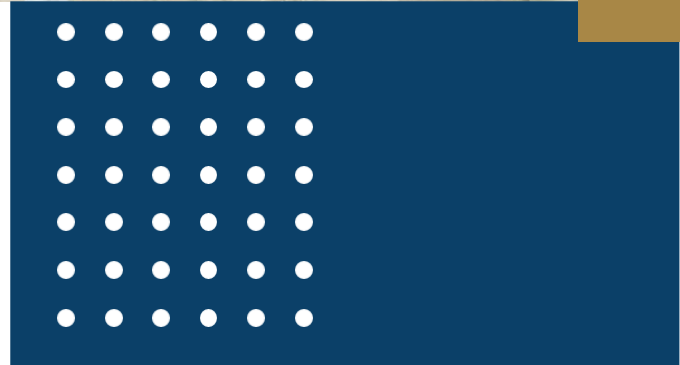
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**AGAHE**  
PAKISTAN



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## Annual Progress Review & Planning Conference FY 2023-24

The Annual Progress Review & Planning Conference for the FY 23-24 was held at Agahe Pakistan's Regional Office in Vehari on July 04, 2023. Chaired by Mr. Barak Ullah-Chief Executive Officer, the conference also included department heads, area managers and assistant managers. The conference provided a platform for senior management team to come together and discuss the achievements, challenges, and future plans of Agahe Pakistan. With a focus on improving the lives of communities and promoting sustainable development, the conference was filled with insightful discussions and engaging presentations. Through this conference, Agahe Pakistan reaffirmed its commitment to its mission and vision, setting the stage for a prosperous future. "Mr. Barak Ullah lauded the collective efforts of all departments towards ensuring continuity of business, despite the economic hardships faced by the sector during the last financial year. The conference concluded with the presentation of appreciation letters to area managers in recognition of their outstanding performances.



## 41st Board of Director's Meeting



The 41st board of directors meeting of Agahe Pakistan was conducted at the head office in Lahore with great enthusiasm and productivity. The meeting served as a platform for the directors to discuss and deliberate on the organization's progress and future initiatives. The atmosphere was vibrant, with everyone actively participating and sharing their valuable insights. The meeting began with a comprehensive review of the organization's achievements and challenges over the past quarter. The directors then engaged in fruitful discussions, brainstorming innovative strategies to further strengthen Agahe Pakistan's impact in various sectors. The 41st board of directors meeting was a testament to the organization's commitment and dedication to creating a positive change in microfinance domain.

## Visit to Opportunity International Office in UK

On the sidelines of South Asia Micro-Entrepreneurs Network (SAMN) Conference being held in London, Mr. Barak Ullah-CEO Agahe Pakistan and Mr. Mubarak Ali Sarwar-Founding Director called on Mr. Andrew McCusker-Head of Opportunity Edu-Finance (UK).

In collaboration with Pakistan Microfinance Investment Company-PMIC, Agahe Pakistan and Opportunity International are working to improve the quality of education across low-cost private schools in Pakistan by providing microfinance facilities and capacity building interventions.



# Celebration of 76th Independence Day



The Agahe Pakistan regional office team came together on the joyous occasion of the 76th Independence Day with great enthusiasm and patriotism. The office was adorned with vibrant flags, balloons, and streamers, creating an atmosphere brimming with national pride. The day concluded with a collective sense of gratitude and pride, as the entire team reaffirmed their commitment to contribute towards the progress and prosperity of Pakistan.



## MoU signing ceremony between Agahe Pakistan & IBP

A MoU signing ceremony between “Agahe Pakistan and The Institute of Bankers Pakistan (IBP)” was held at the Head Office in Lahore on 1st August, 2023. Mr. Barak Ullah-CEO Agahe Pakistan & Mr. Mubarak Ali Sarwar-founding director welcomed the visiting delegation consisting of Ms. Khawlah Usman-Director Marketing & Sales IBP, Mr. Irfan Ahmad Khan-Regional Head North & Syad Hasnain Raza Sherazi- Regional Deputy Manager. The Mo U signing ceremony between both entities was an exciting and significant event that showcased a new partnership in the realm of



financial education and empowerment. It was evident that both Agahe Pakistan and the Institute of Bankers Pakistan were eager to embark on this journey together, aiming to raise the standards of banking education and ultimately contribute to the growth and stability of the financial sector. In conclusion, the MoU signing ceremony between Agahe Pakistan and the Institute of Bankers Pakistan was a momentous occasion that celebrated a new chapter in the path towards enhancing banking education and professionalism. It laid the foundation for a harmonious partnership, where knowledge, innovation, and cooperation would thrive, benefitting the individuals involved, the institutions themselves, and the banking industry as a whole. This MoU will further help Agahe Pakistan to strengthen its Human Resource through systematic TNA, staff recruitments, trainings and learning initiatives.

## MoU signing ceremony between Agahe Pakistan & JS Bank

A MoU signing ceremony between “Agahe Pakistan & The JS Bank” was held at the Head Office in Lahore on 22th September, 2023. Mr. Hamood Ur Rehman Rajput-Head Transaction Banking Investment and Mr. Majid Mushtaq Qureshi-Regional head Central Employee Banking along with their team visited and met with Mr. Barak Ullah-CEO Agahe Pakistan to explore avenues for further enhancing the business relationship between the two entities



## Meeting with PRIME Project Consultants



To further upscale its renewable energy solutions under the PRIME program, a detailed meeting was held on Sep 26, 2023 at Agahe Pakistan's Head Office in Lahore with representatives from Pakistan Microfinance Investment Company-PMIC and Mr. Viktor Gorbachev-International Agriculture & Finance Expert. Mr. Barak Ullah-CEO Agahe Pakistan reiterated the institution's resolve towards promoting renewable energy solutions across poor-grid/off-grid areas of Punjab, with particular focus on financing of solar tube-wells and component-based systems.

## Visit by HBL Konnect Team

Mr. Kashif Iqbal-Relationship Manager & Mr. Muhammad Asif Nadeem-Zonal Manager from HBL-Konnect visited AgahePakistan's Regional Office in Vehari on 21 August, 2023 and met with department heads from Operations, Risk & Compliance, and IT. The purpose of the meeting was to further explore opportunities to strengthen the mutually beneficial relationship between both entities. The visiting delegation also held a meeting with personnel from Burewala branch to further understand the challenges being faced while using the services of HBL Konnect.





## Monthly Area Managers Meeting

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Mr. Barak Ullah- CEO Agahe Pakistan participated in the monthly area managers meeting at the Regional Office in Vehari. The forum was established to examine monthly progress and planning while also discussing significant risks and issues in the microfinance domain.



# House Loan



We are thrilled to share the exciting news that our esteemed organization have successfully disbursed house loans to our valued clients, residence of Kot Adu & residence of Muzaffargarh. At Agahe Pakistan, we understand the significance of a home and the joy it brings to families. With our personalized and flexible house loan options, can now embark on their journey towards home ownership with confidence and ease. Our dedicated team of experts will guide them every step of the way, ensuring a smooth and transparent loan application process.



# Microfinance Capacity Building Session BY IBP



A three days training session on “Microfinance Capacity Building” was held for Agahe Pakistan's staff at the regional office in Vehari from August 1-3, 2023. This extensive training program is designed to equip staff with the knowledge, skills, and tools needed to make a meaningful impact in the microfinance sector. Mr. Yasir Babar-Manager Training & Development, IBP facilitated the training session. He is a seasoned trainer with vast experience in the microfinance sector. Throughout the session, a diverse range of topics, including the fundamentals of Microfinance, best practices, and the latest industry trends were discussed by facilitator. The session also featured interactive workshops, case studies, and group activities, allowing participants to actively engage and apply their learning in real-world scenarios. The Institute of Bankers Pakistan ensured a seamless learning experience by providing well-crafted training materials, including handouts and visual aids. Moreover, the event facilitated networking opportunities among professionals and aspiring practitioners, fostering a collaborative environment for knowledge sharing and building valuable connections.

Mr. Barak Ullah-CEO Agahe Pakistan welcomed this learning opportunity & distributed certificates among the participants



## Orientation & Training Workshop OTW

During this quarter, Agahe Pakistan conducted a two days "Orientation & Training Workshop (OTW)" for its newly hired staff. Mr. Imran Akbar-Operation Manager & Mr. Mubeen Shahzad-GM HRD facilitated the session. The workshop aimed to equip the employees with the necessary skills and knowledge to excel in their roles. The event was filled with insightful sessions, interactive activities, and valuable networking opportunities. The participants gained a deeper understanding of Agahe Pakistan's mission, vision, and core values, fostering a sense of belonging to the organization. The workshop also focused on enhancing their professional skills, including effective communication, teamwork, and problem-solving. It was a productive and dynamic experience, ensuring that the new staff members are well-prepared to contribute to Agahe Pakistan's meaningful work in empowering communities. Mr. Barak Ullah-CEO Agahe Pakistan distributed the certificates among the participants.



## Portfolio Highlights

Particulars	Total
No. of Districts covered	10
No. of Tehsils covered	20
No. of Branches	39
No. of Active Loans	55,160
No. of Male Active Loans	312
No. of Female Active Loans	54,846
Outstanding Loan Portfolio	1,750.4 M
Loans disbursed since inception	234,909
Amount disbursed since inception	09 billion

## Success Story of Razia Bibi

Razia Bibi is a 46 yrs. Old but strong and courageous lady put an example of brave lady who broke the societal taboos by running stitching centre in her community Chak no 161, Vehari. She is a strong and determined lady who lift up her family out of poverty through different small-scale business. Looking back to her life 04 years ago, Razia bibi belongs to a poor family having 04 children (02 daughters & 02 sons). Her husband runs a furniture making shop in a local market. Razia always wished to support her husband financially and want to do something for her family. She knew stitching work but



she could not have sources to buy the material. She also faced disappointment as no one was willing to lend her money, there was a fear that she would not be able to pay back the loan. In those days, she came to know about the Agahe Pakistan loan scheme in her area. She approached the AgahePakistan and applied for the loan of Rs.50,000 to buy some material related to the stitching. After completing the complete procedure and criteria, she got the loan and started the work of stitching and used to sell them in her nearby areas. She was earning for the family to some extent. After successfully completing the first loan cycle she applied for 2<sup>nd</sup> loan cycle from Agahe Pakistan and did different embroidery work, handicraft work and supporting her family. As time passes, she hired 02 workers to enhance her business properly. So continuously she borrowed the loan from Agahe Pakistan and running her cycle. Now Razia bibi is in her 5<sup>th</sup> loan cycle from Agahe Pakistan and successfully running a stitching centre with her 02 workers. The family is living a happy and comfortable life. Razia bibi is earning 30,000 to 40,000 and supporting her husband and sons. Razia bibi further added that she is very thankful to Agahe Pakistan which enable her to do a business and she is supporting her family.



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