



**PMIC**  
Pakistan Microfinance Investment  
Company Limited

## COMPANY PROFILE



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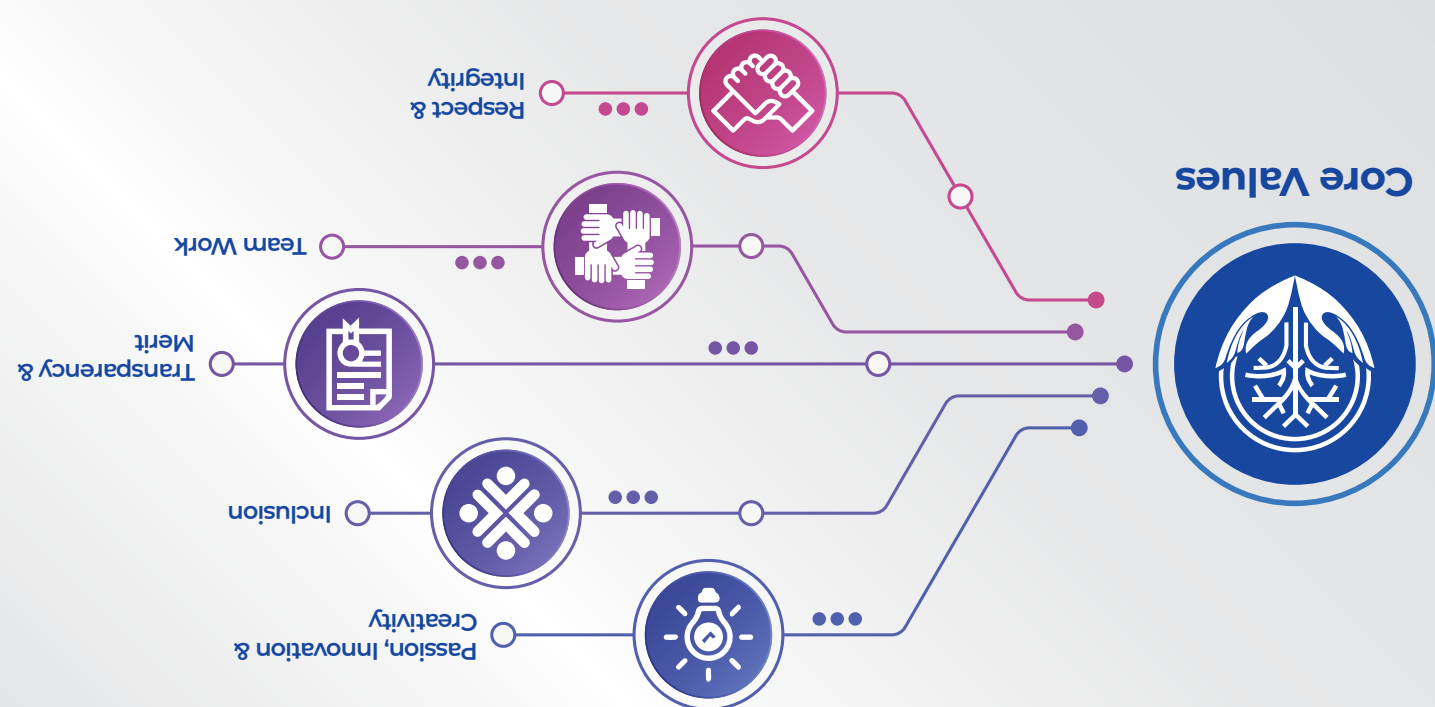
Pakistan Microfinance Investment  
Company Limited

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www.pmic.pk

Passion  
for Progress



# COMPANY OVERVIEW

Pakistan Microfinance Investment Company Limited (PMIC) is a national-level apex institution for microfinance providers in the country. PMIC was established as an important pillar of the National Financial Inclusion Strategy formulated by the Government of Pakistan in May 2015. Pakistan Poverty Alleviation Fund, Karandaaz Pakistan (KRN) and KfW development Bank together created PMIC – a partnership driven by passion for progress and a commitment to serving Pakistanis at the bottom of the pyramid.



## Our Vision

A Pakistani society where the underserved are empowered

## Our Mission

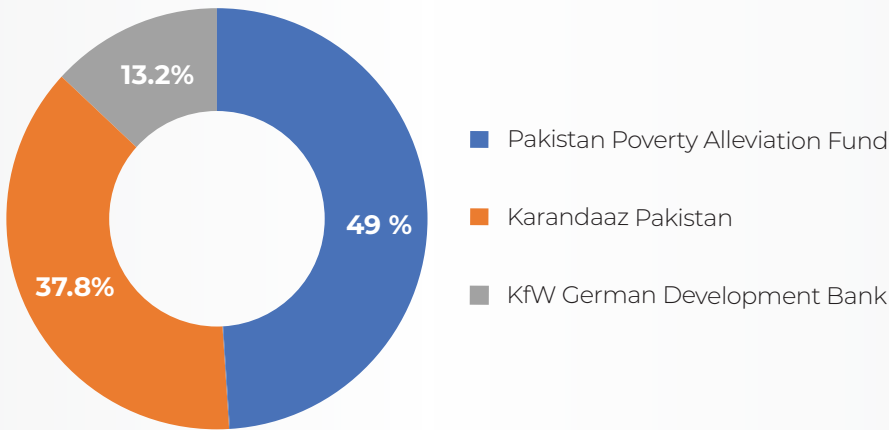
Provide financial and institutional services to strengthen and scale-up provision of sustainable and responsible access to finance to individuals, micro entrepreneurs, and micro enterprises in Pakistan to enhance employment and income opportunity for economically poor and underserved citizens and improve the lives of the poor.



- ▶ **Investor Type:**  
Wholesale lender to microfinance providers
- ▶ **Registration:**  
Investment Finance Company (registered with SECP)
- ▶ **Founded:**  
August 2016
- ▶ **Head Office:**  
Islamabad, Pakistan
- ▶ **Geographic Areas:**  
National coverage
- ▶ **Paid-Up Capital:**  
PKR 6 BN
- ▶ **Credit Rating:**  
AA/A1+ (assigned by Pakistan Credit Rating Agency PACRA)
- ▶ **Network Membership:**
  - Member of Global Impact Investing Network (since January 2018)
  - Male Champions of Change Pakistan (since October 2018)

# GOVERNANCE STRUCTURE

## SHAREHOLDERS COMPOSITION



### ▶ Board of Directors:

- Mr. Naved Abid Khan - Chairman
- Mr. Tariq Hassan
- Mr. Qazi Azmat Isa
- Mr. Navid Goraya
- Ms. Christine Eberhard
- Mr. Ali Raza Bhutta
- Mr. Yasir Ashfaq - CEO

### ▶ Board Committees:

- Board Audit Committee
- Board Risk Committee
- Board HR and Compensation Committee

### ▶ Management Committees:

- MANCOM
- Management Risk Committee
- Asset and Liability Committee



**Pakistan Poverty Alleviation Fund (PPAF)** was established in 2000 by the Government of Pakistan as an autonomous not-for-profit company. PPAF drives interventions through 100+ local partner organizations across 130 districts of Pakistan supporting access to improved infrastructure, energy, health, education, livelihoods, finance, and disaster resilience.



**Karandaaz Pakistan** is a not-for-profit company set up by the United Kingdom Department for International Development (UKAid/DFID) and Bill & Melinda Gates Foundation. Karandaaz promotes access to finance for small businesses through a commercially directed investment platform, and financial inclusion for individuals by employing technology enabled digital solutions.



**KfW Development Bank** was formed in 1948 to help the German Federal Government, and principally the Federal Ministry for Economic Cooperation and Development (BMZ), finance and support programmes and projects that mainly involve public sector players in developing countries and emerging economies. KfW's goal is to help partner countries fight poverty, maintain peace, protect both the environment and the climate and shape globalisation.

# THEMATIC AREAS



## ▶ Women and youth

We focus on economic empowerment of all segments of the population with special emphasis on women and youth which constitute 49% and 60% of the total population of Pakistan, respectively



## ▶ Rural areas

We take access to finance to areas where financial inclusion remains low



## ▶ Digital pathways

We embrace digital advancements at the institutional level and for clients to facilitate access to finance in an efficient manner




## ▶ Employment generation

We harness the potential to create new jobs through micro-enterprises and increase income of poorer sections of the society




# FINANCING AND INVESTING SOLUTIONS

As an apex institution, we will deliver solutions that have a positive social and economic impact for microfinance clients and for the ecosystem. Our wholesale lending business currently serves more 22 borrowing institutions including microfinance providers and rural support networks. Our growing operations provide us an understanding of the clients' needs; we aspire to address these by constantly challenging ourselves to develop innovative products and robust support systems for expanding financial services.



## Wholesale Lending

- Debt
- Equity
- Quasi-equity / subordinate debt



## Advisory

- Currency & Interest Rate Hedging advisory
- Advisory under Digital Finance ambit
- Capital Raising

## STRATEGIC INVESTMENTS

Instead of being a market actor that steps in to just fill in the funding gap, PMIC is structured to facilitate initiatives that enhance financial inclusion; for this purpose we will make strategic investments in the ecosystem to work towards equitable access to financial services.



# CREATING IMPACT

We create impact through a diligent focus on our thematic areas by integrating financial investments with innovation, value creation, risk mitigation and capacity enhancement for our borrowers. Microfinance Plus interventions are designed holistically to consider the effect on the entire ecosystem i.e. the market, the institutions and the microfinance clients. Through our rigorous research, results-based strategies and ability to leverage partnerships to hone synergies, we are able to broaden our scale and use blended finance to make sustainable changes in the lives of the marginalized segments of the market.

We have product verticals focused on the following areas:



Renewable Energy



Enterprise Development



Agri & Enterprise Value Chains



Digital Finance



Micro-Insurance



Graduation Out of Poverty



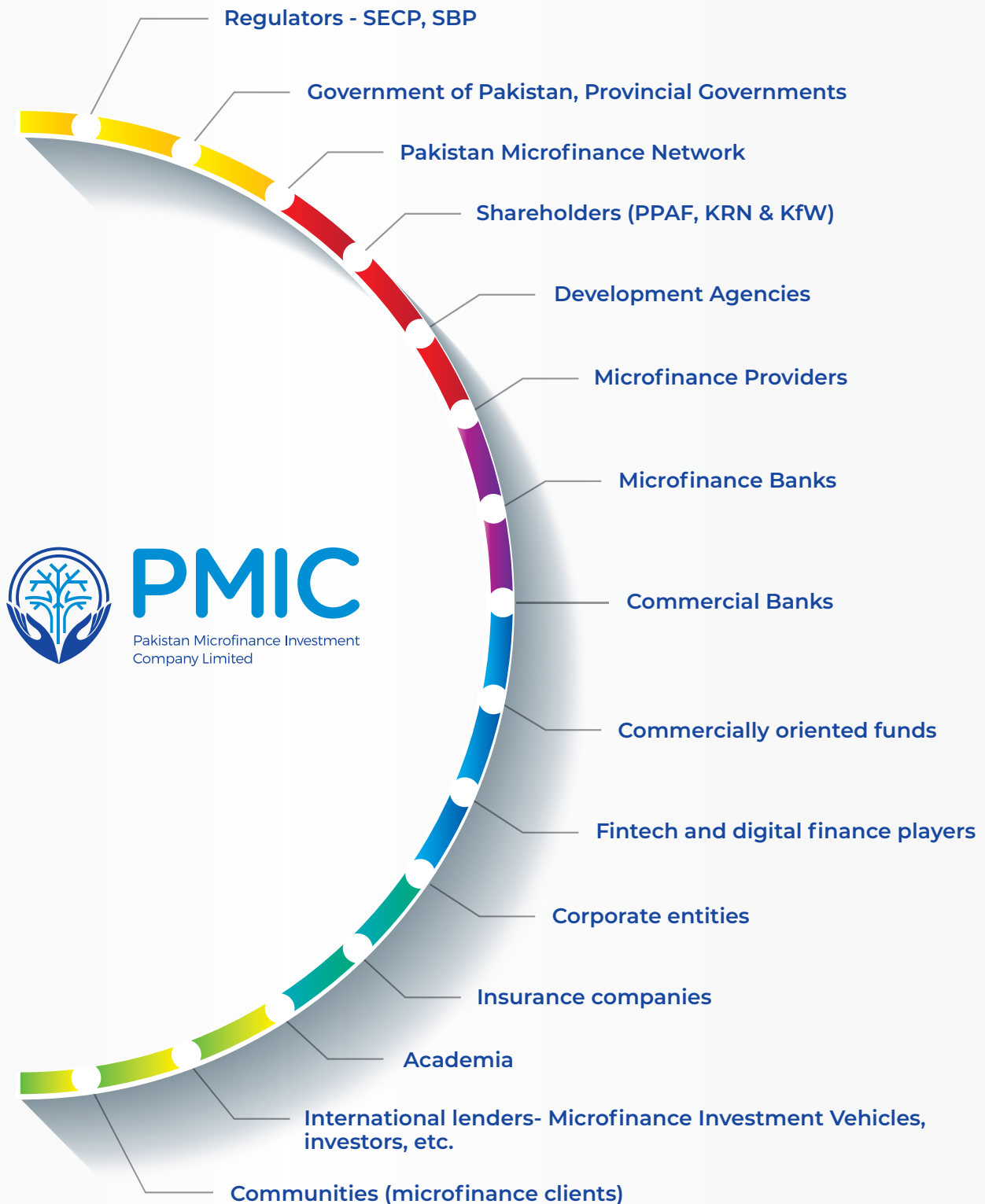
Education



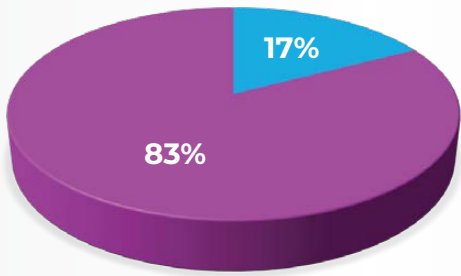
Women



# PARTNERS IN IMPACT

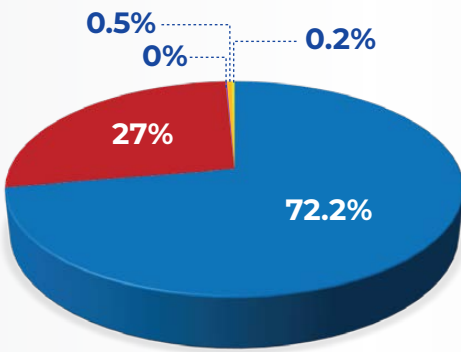


# PORTFOLIO HIGHLIGHTS



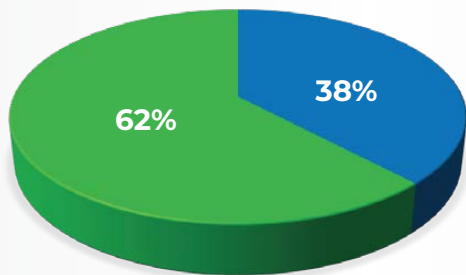
## ▶ ACTIVE CLIENTS - GENDER BREAK UP

Female Male



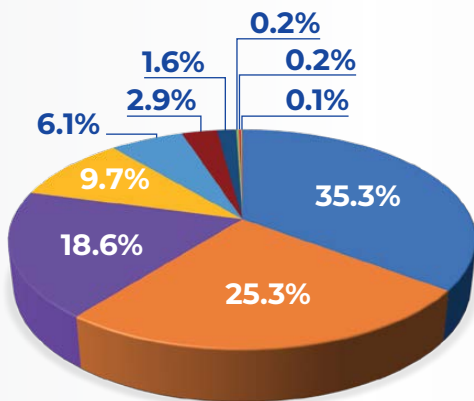
## ▶ PROVINCIAL DISTRIBUTION

Punjab Khyber Pakhtunkhwa  
Sindh Azad Jammu & Kashmir  
Balochistan



## ▶ GEOGRAPHIC BREAKUP

Rural Urban



## ▶ SECTORAL DISTRIBUTION

Trade Others  
Livestock/Poultry Consumption Loans  
Services Renewable Energy  
Crop Education  
Manufacturing/Production Housing



▶ More than 803,000 lives impacted



▶ More than 65 districts covered



▶ 24 borrowing institutions (NBMFIs and MFBs)

\*Data as of March 2020



# FINANCIAL HIGHLIGHTS

	30 June 2020	31-Dec-19	31-Dec-18	31-Dec-17
	PKR in million			
Financing to Microfinance Institutions	24,057	23,861	20,764	11,496
Total Assets	27,720	27,192	22,087	12,837
Equity	6,560	6,286	6,245	5,969
Commercial Borrowing	8,547	7,666	1,999	-
Subordinated loans from shareholders	11,775	12,347	13,490	6,700
Gross revenue	1,956	3,637	1,739	713
Profit before tax	388	68	399	185

Following subordinated loans have been obtained from PMIC's shareholders:

	30-Jun-20	31-Dec-19	31-Dec-18	31-Dec-17
	PKR in million			
Pakistan Poverty Alleviation Fund	8,975	9,547	10,690	6,700
Karandaz Pakistan	2,800	2,800	2,800	-
<b>Total</b>	<b>11,775</b>	<b>12,347</b>	<b>13,490</b>	<b>6,700</b>

