



PMIC

Pakistan Microfinance Investment
Company Limited

PMIC CONNECT

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PORTFOLIO HIGHLIGHTS



Loan Portfolio
Rs.22.14 billion
(Apr-21)



Total Clients:
763,000



Rural
62%
(Mar-21)



Women
84%
(Mar-21)



Youth Clients
34%
(Mar-21)

PMIC NEWS BITES

PRIME

KfW has approved the component based SHS Design and Installation guidelines, which were developed and negotiated by SDD over the course of 3 months. Further, PMIC and KfW are in process of hiring an Implementation Consultant for the PRIME project, for which KfW had shared ToRs. SDD has given a no objection on ToRs and process of hiring Implementation consultation has been initiated by KfW. SDD is collaborating with Corporate Finance and Investment Banking on developing a viable product for vendor financing. In this regard, SDD had received demand for financing from solar vendors earlier. The TA budget also been approved by KfW, however a sperate agreement is to be signed by PMIC and KfW to formalize the approval process.

LCPS Project

Opportunity International had PMIC organized a Webinar titled "2020 Lessons learned and new strategies for financing education", which was attended by SDD. The Webinar was attended by representatives from India, Kenya, UK, US and Pakistan. SDD team shared views about the work carried out during the Covid-19 in Pakistan and especially the impact this pandemic is having on the plight of educational institutions. OI also organized a training for assessment of SDD team on credit scoring model, for which SDD will schedule trainings for MFI's staff in June 2021.

Proposals for New MF Plus Projects

SDD had drafted proposals for 2 MF Plus projects namely Livestock Loan Insurance and PRIME project during May 2021. In addition, SDD has also developed a concept note on Challenge Fund to support financial inclusion and for creating a positive impact in lives of end clients. The three documents will be shared with MRC for their review and approval.

Ubank's Social Impact Fund

SDD is collaborating with Corporate Finance and Investment Banking on deploying the Social Impact fund for U-Bank. In this regard, SDD team working on setting the financing allocations for different MF Plus initiatives including Renewable energy, Housing finance, Enterprise development and Education Finance projects. SDD team will continue negotiations on allocation percentages during June, so that these could be finalized through mutual consent.

PMIC – Aestimatio Analytics Inc

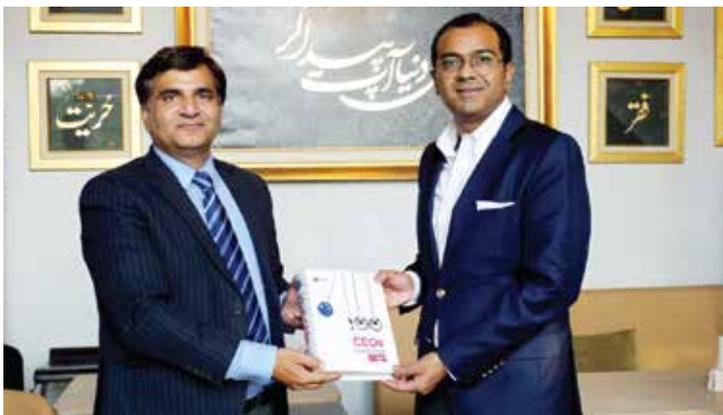
PMIC has onboarded Aestimatio Analytics Inc, a renowned consulting services in the fields of predictive risk analytics and decision modeling for an intergraded IFRS 9 solution. The vendor will insure integration of analytical tools with SAP in line with the PMIC's business requirements and the regulatory framework.

Aestimatios Analytical tools will cater for the complex Expected Credit Loss (ECL) and Probability of Default (PD) calculations for calculation of Loan Loss Provision (LLP) using micro and macro-economic indicators. Aestimatio's analytical model will be integrated with SAP's analytical cloud which would provide a synoptic picture of PMIC portfolio quality.



Café Khudi – CEO CLUB Interview

PMIC believes in an interactive process of communicating knowledge and learnings to its borrowers, clients and public at large for leading to change. The challenge is to improve the accessibility of desired knowledge and products for its borrowers and clients.



This May, Mr. Yasir Ashfaq, Chief Executive Officer, PMIC had a interactive session with Mr. Ijaz Nisar President and Founder of CEO Club Pakistan, where he discussed PMIC's Learnings and Success Stories along with Opportunities and Challenges in Microfinance sector.

Webinar on Addressing the Challenges to the Education Ecosystem due to Covid-19

Pakistan Microfinance Network (PMN) organized a Webinar on Addressing the Challenges to the Education Ecosystem due to Covid 19 – Targeted Interventions through Education Finance". The webinar dwelled upon this pandemic's adverse effects on the education ecosystem in Pakistan. During the webinar discussions on how extended shutdown of schools has impacted the national education ecosystem in distinct ways and how the closure of schools has created a huge gap in students' learning and knowledge not only in Pakistan but all over the globe.

Yasir Ashfaq, chaired the session of the panel discussion on "Addressing the Challenges to the Education Ecosystem Due to Covid-19". Yasir stated that education is very important across the world especially intergenerational mobility of poorer segments of the society. Unfortunately, COVID pandemic has further exacerbated the current despicable literacy rate in the country. He said that it will be important to use different instruments such as blended finance approach to fund the low-cost private schools. He was of the opinion that

the school teachers should be treated as the front line workers for vaccination and the government should conduct a campaign for re admission of children who have being taken out of schools by their parents.



Field visit

Mr. Yasir Ashfaq Chief Executive Officer – PMIC visited clients in Lahore, assessing and discussing the impact of the COVID-19 on their livelihoods. Despite partial impact in some areas, the clients continued to show perseverance throughout the pandemic. Deferments from the institutions helped them to revive their businesses.



Regular payments are observed after the allocated deferment period to maintain their relationship and clean repayment record with the lending institutions. The CEO also highlighted the role of field staff in spreading the message regarding the vaccination of COVID-19 and encouraged everyone to undertake their vaccination for a healthy society.

CLIENT SUCCESS STORY

PMIC aims to create an enabling environment for the multiplicity of communities where it operates, while leading and advocating for a brighter future. In order to achieve an equal future in a COVID-19 world, PMIC encourages and celebrates women tremendous efforts to create an equal future for all.

PMIC for long has been a proud supporter of women's empowerment, with its 82% active borrowers out of the total loan portfolio, being women around Pakistan. Women's empowerment has been on top of PMIC's priority list since the beginning, as it elevates them financially, economically and socially.

Kulsoom Bibi along with her daughter started their own embroidery business from home with the initial loan amount of Rs. 20,000 from PMIC's borrowers. With time and strong conviction and determination she has influenced the lives of 100 young women in her community by making them economically independent. She taught them the skill and helped them in establishing their own domestic workspaces. Today, these women with the help of PMIC and Kulsoom Bibi are successfully running their business and supporting their families and making a greater impact on society.



PEOPLE & CULTURE

HR and Admin Activities

- Yasir Ashfaq attended training at Lums- "Enhancing Board Effectiveness - Directors Training Programme". This training focused on changing market dynamics, globalization and the increasing scale and complexity in corporations and making the role of boards integral to overall sustainability of the enterprise.
- Saqib Siddiqui attended training at LUMS- Strategy Execution: Turning Plans into Performance. This training aimed to develop employees for formulating vision and strategies leading to success with effective implementation across the length and breadth of the organization.

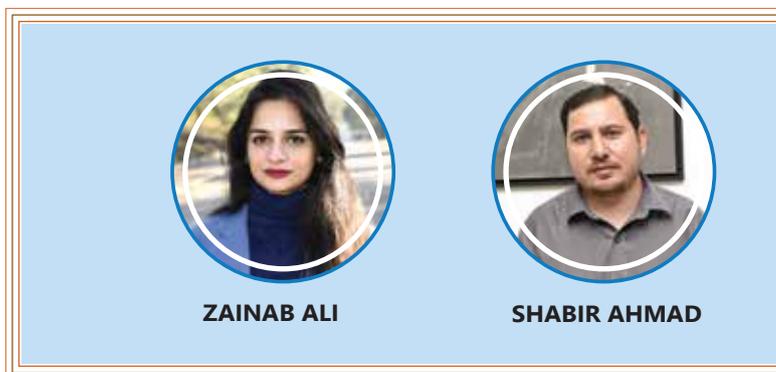
Farewell to Colleague

We bid farewell to one of our team members, Yousuf Ikram who left us to pursue new opportunities elsewhere. PMIC team wishes you the best of luck in all future endeavors!



BIRTHDAY CELEBRATIONS

We wish you all a very Happy Birthday.



OBITUARY

Deepest condolences on the death of the beloved father of Tufail Ahmed. May Allah bless the soul of the departed and give patience to the family.

WATCH OF THE MONTH

In this video we take a look at the Enron story. At over \$60 billion being scammed away from the public, they were the biggest fraud in history.



<https://youtu.be/e5qC1YGRMKI>