



PMIC Connect

April 2023



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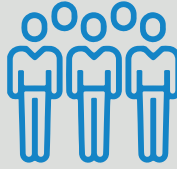


Portfolio Highlights



PKR 28,411
(Million)

LOAN PORTFOLIO



PKR 767,650

TOTAL CLIENTS



90

NUMBER OF DISTRICTS



26

TOTAL BORROWERS



85%

WOMEN CLIENTS



39%

YOUTH CLIENTS



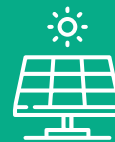
63%

RURAL



3.3 (Billion)

LOAN PORTFOLIO
DEPLOYMENT IN
EXTREME POVERTY ZONES



104
(Million)

RENEWABLE ENERGY -
UNITS SOLD



3,500

LIVESTOCK INSURED



946,421

CUMULATIVE JOBS
SUPPORTED BY MICROINANCE
LENDING OPERATIONS



107.6 (Billion)

INCREMENTAL REVENUE
GENERATION BY PMIC
FINANCE MICRO ENTERPRISES

PMIC News Bites



PORTFOLIO MANAGEMENT DEPARTMENT INITIATIVES

ISLAMIC FINANCE

To introduce Islamic Finance, PMIC has onboarded a consultant for the development of products based on Islamic Shariah principles, catering the requirements of a wholesale lending institution and microfinance providers. After the consultant's initial presentation and meetings with PMIC, the development of Islamic products and the creation of operational mechanism for PMIC's Islamic operations have been commenced. Additionally, in the wake of recent rains, PMD is actively engaged with their borrowers by holding meetings with their senior management. According to borrowers, currently, there is no significant impact to their loan books. Team PMD will keep assessing the situation as the rain is expected in the coming times.

SECTOR DEVELOPMENT DEPARTMENT PROJECTS

PRIME

PMIC in collaboration with Project Implementation Consultants designed the training needs assessment survey, which is being filled out by credit staff of PMIC borrowers. The survey will help assess the knowledge base of credit staff of PMIC Borrowers (Microfinance Providers – MFPs) about solar home solutions, differentiation about good and bad quality solar products and gauge the sales pitch for selling solar products among rural communities. The survey will be completed by first week of May 2023. Further, KfW appointed Ms. Tanja Leimgruber as the project lead for PRIME program, replacing Mr. Mark Holzhauser in April 2023. A detailed introductory session was organized to provide an insight about PMIC and its different initiatives to Ms. Tanja. Further, KfW is in process of designing and submitting a proposal on end user subsidy to BMZ Federal Ministry for Economic Cooperation and Development. The note has been designed based on the concept note designed by PMIC.

Livestock Micro Insurance - LMI

An MoU was signed between PMIC and Asia Insurance Company – AIC for providing insurance coverage to animals of farmers, which get loans through PMIC borrowers. AIC's TAGMU is the digital livestock micro insurance product that will be used to insure products by PMIC borrowers. During April CEIP, FFOSP, Mojaz and RCDP have also signed agreements with AIC for extending the TAGMU insurance products to their respective clients, which get livestock loans.

LCPS Initiative

The Education Quality Program will be launched at the end of May. Education specialists have been hired successfully and are being provided with training to fully equip them to conduct training of both, teacher mentors and school owners. Second quarter disbursements for implementing partners are underway, which will facilitate salary disbursements to the education specialists. The PMIC team has collaborated with OI to carefully formulate LCPS clusters ensuring efficient training delivery and high engagement by participating clients.

Challenge Fund Round II

Pakistan Microfinance Investment Company (PMIC) and Qarar Consultancy (Qarar) will roll out a credit scoring model for the microfinance sector under PMIC's Challenge Fund-Round II. Qarar is partnering with an MFI and a Credit bureau to access client level data for the development of first of its kind model in Pakistan microfinance sector. Once the application is developed and fine-tuned after testing / pilot, PMIC and Qarar will make it available for the microfinance sector for adoption.

Challenge Fund is part of the strategy to build new institutions and models that would accelerate access to finance to the underserved segments of the country. The credit scores will reduce human biases in evaluating client's credit worthiness and will incorporate micro and macro level economic indicators in the model. The partnership aims to leverage the strengths of both companies to deliver innovative and integrated solutions that enable microfinance providers to make faster and more accurate credit decisions that will reduce the cost to the clients and reduce risk of the portfolios of the MFI's.



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Client Success Story



Shabana, a skilled maker of wooden stamps for fabric printing, faced significant challenges after her husband became a drug addict and stopped working. As a mother of three, the situation was difficult for Shabana, and her business was faltering. But with the help of the CSC Women Empowerment Program a borrower of PMIC, Shabana was able to stabilize her business and get things back on track.

She took a loan of 150,000/- which she invested in equipment such as wood-cutting machines, increasing her working capacity and allowing her to take on more orders. Her profits grew, allowing her to afford an education for her children and meet their daily demands. With the stabilization of her business, Shabana was even able to start her husband's treatment, which he is now receiving under care and supervision at a rehabilitation center.

Through her hard work and determination, Shabana has overcome significant challenges and achieved success. PMIC is proud to have played a role in Shabana's journey, and we remain committed to empowering women like her through financial inclusion. As a wholesale lender, we continue to provide crucial financing to lending institutions across the country, enabling them to provide affordable and accessible loans to people like Shabana.



People & Culture

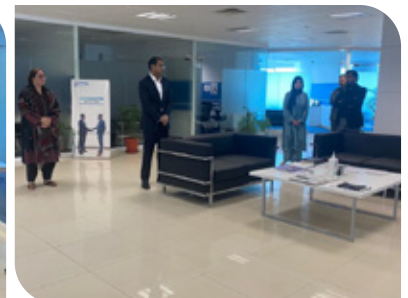


HR and Admin Activities

Townhall

A Townhall meeting was held during this month after a board meeting held on the 19th of April. Important board updates were given by the CEO and MANCOM.

Cost of living allowance (COLA) was initiated for employees with PMIC on 31st December 2022 to keep employees motivated and to curb high inflation.



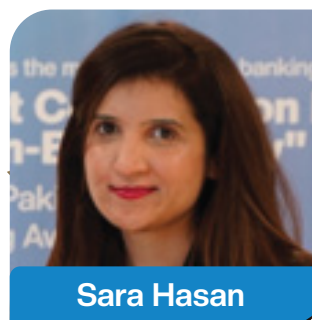
Farewell

The team bid farewell to their beloved colleague, Safwat Khalid, Chief Financial Officer, as he resigned to seek other opportunities. The PMIC Management and staff wished him success in his future endeavors.



Birthdays

**We wish you a very
Happy Birthday!**



Employee Contribution

Healthy Work Habits

Work is an important part of our lives, but it can also be stressful, demanding, and exhausting. That is why it is essential to develop and maintain healthy work habits in the office that can benefit our well-being, productivity, and possibly contribute towards career success in the long run. In this short piece, I will discuss some tips on how to achieve healthy work habits in the office, such as staying hydrated, limiting caffeine intake, maintaining proper posture, getting up and moving frequently, bringing home cooked lunches, avoiding unhealthy sugary foods and drinks, doing office exercises, and creating a routine.



One of the most basic and important healthy work habits in the office is to stay hydrated throughout the day by drinking water or eating fruits and vegetables. Hydration can help us avoid headaches, fatigue, and dry skin, which can affect our performance and mood at work. Moreover, hydration can also help us flush out toxins from our body and keep our organs functioning properly. Therefore, we should always have a water bottle or a glass of water at our desk and drink at least eight glasses of water a day. We can also eat fruits and vegetables that have high water content, such as cucumbers, watermelons, oranges, or grapes.

Another healthy work habit in the office is to limit our caffeine intake to one or two cups of coffee in the morning and avoid caffeinated drinks in the afternoon. Caffeine is a stimulant that can give us a temporary boost of energy and alertness, but it can also have negative effects on our health if we consume too much of it. Too much caffeine can cause insomnia, anxiety, high blood pressure, and irregular heartbeat. It can also interfere with our sleep quality and make us feel more tired and irritable the next day. Therefore, we should limit our coffee consumption to one or two cups in the morning and switch to decaffeinated drinks or herbal/green teas in the afternoon.

A third healthy work habit in the office is to maintain proper posture by sitting upright and relaxing our shoulders. We should also adjust our desk, chair, and computer to suit our height and comfort. Poor posture can lead to back pain, neck strain, and eye fatigue, which can impair our productivity and health. Poor posture can also affect our breathing, circulation, and digestion. Therefore, we should sit with our feet flat on the floor, our back straight, and our eyes level with the top of our monitor. We should also use a cushion or a lumbar support to support our lower back and avoid slouching or hunching over.

A fourth healthy work habit in the office is to get up and move frequently by taking short breaks every hour or so. We should stretch our muscles, walk around, or do some office exercises. Physical activity can boost our mood, energy, and concentration. It can also help us prevent stiffness, soreness, and injuries from sitting for too long. Moreover, physical activity can also help us burn calories, improve our metabolism, and reduce the risk of chronic diseases such as diabetes, heart disease, and obesity. Therefore, we should take advantage of any opportunity to move around at work, such as taking the stairs instead of the elevator, walking to a colleague's desk instead of emailing them, and/or getting together with colleagues for a quick brisk walk outside or in the basement during lunch break preferably post eating lunch.

A fifth healthy work habit in the office is to bring home cooked lunches instead of ordering takeout or eating junk food. Home cooked lunches are usually healthier, cheaper, and more satisfying than processed or fast-food options. Home cooked lunches can also help us control our portions, calories, and nutrients. We can choose healthy foods that are rich in protein, fiber, and vitamins, such as lean meat, fish (not recommended to bring to work especially if it is the smelly kind!), eggs, beans, whole grains, salads, or soups. Healthy eating can improve our immune system, digestion, and brain function. It can also help us prevent cravings, hunger pangs, and overeating later in the day.

A sixth healthy work habit in the office is to avoid unhealthy sugary foods and drinks that can cause blood sugar spikes and crashes (easier said than done!). These foods and drinks include candy bars, cookies, cakes, sodas, energy drinks, and fruit juices. These foods and drinks can give us a quick burst of energy and pleasure, but they can also make us feel more tired, moody, and hungry shortly after.

In conclusion, healthy work habits are not only essential for maintaining productivity, well-being and happiness in the workplace but can also benefit your personal life, as you will have more energy, creativity and motivation to pursue your goals and hobbies. Good Luck!

Yasir Masud



Read of the Month

Global Landscape: Data Trails of Digitally Included Poor (DIP) People

The increased digitization of the economy opens opportunities to use the data trails that the digitization process creates. While more affluent segments generate more and more valuable data trails (e.g., transactional and credit history) many low-income people also generate rich data trails (e.g., airtime data, social media engagements, mobile money data) that are not being fully leveraged in the design and delivery of financial services. This is due to multiple factors including limited availability of data to financial service providers (FSPs), legacy technology and legacy business models, low capacity in data processing and analytics, limited infrastructure, and regulatory barriers.

This article puts a spotlight on the specific data trails generated by digitally included yet poor people, the sources of these data trails, and variations of data trails across different segmentations (rural/urban, regions, countries, occupations) of low-income people, with a special focus on data generated by women.

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