



PMIC Connect

June 2023



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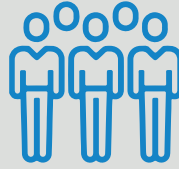


Portfolio Highlights



PKR 28.79
(Billion)

LOAN PORTFOLIO



798,878

TOTAL CLIENTS



90

NUMBER OF DISTRICTS



26

TOTAL BORROWERS



85%

WOMEN CLIENTS



36%

YOUTH CLIENTS



66%

RURAL



17.60%

LOAN PORTFOLIO
DEPLOYMENT IN
EXTREME POVERTY ZONES



121

(Million)

RENEWABLE ENERGY -
UNITS SOLD



3,500

LIVESTOCK INSURED



1,007,236

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

CEF – NEW MILESTONE

In collaboration with PMIC, the Bank of Punjab (BOP) has provided a facility of PKR 150 million to Agahe Pakistan through the Credit Ensure Facility (CEF) offered by the Pakistan Microfinance Investment Company (PMIC). This marks a significant milestone for PMIC as it is the first transaction of its kind conducted under a credit guarantee program. Agahe-Pk has availed this financing facility with 33% guaranteed from PMIC. The funding received by Agahe Pakistan will facilitate the provision of loans to microfinance borrowers, with a particular emphasis on empowering female entrepreneurs in the small business and agriculture sectors.

ISLAMIC FINANCE PRODUCT

PMIC has engaged a consultant to establish Islamic Microfinance Operations and develop Shariah-compliant products. The draft Policy Framework, products, and Shariah governance framework have been prepared, and ongoing discussions with the consultant are currently underway. Upon completion of the assignment, PMIC would be able to meet the requirements of microfinance institutions and other Islamic finance institutions.

CORPORATE FINANCE & INVESTMENT BANKING INITIATIVES

During the month, PMIC executed its first Credit Guarantee transaction for the Microfinance Sector under its Credit Enhancement Facility (CEF) Product. The Bank of Punjab provided a PKR 150mn loan to Agahe Pakistan where PMIC's CEF constituted 33% of the collateral for the facility. The funding will enable Agahe Pakistan to onward lend to microfinance borrowers with special focus on female entrepreneurs in small businesses and agriculture sector.

PMIC availed funding from State Bank of Pakistan under Line of Credit Fund in the Rain/Flood Impacted Areas as Designated by NDMA/ PDMA's. Pakistan remains one of the most affected country due to global climate change, and participation in SBP's program would assist the end clients (through PMIC's partner institutions) in their recovery, risk reduction, and resilience.

SECTOR DEVELOPMENT DEPARTMENT PROJECTS

PRIME

KfW submitted the end user subsidy proposal to Federal Ministry of Economic Cooperation and Development – BMZ, which is reviewing the proposal. This may take 3-4 months for their review/approval. PMIC is in the process of bringing new suppliers under the PRIME program. In this regard, a pre-qualification process has been initiated and emails pertaining to PRIME program sent to over 100 companies. After receiving the proposals, evaluation will be conducted by PMIC PRIME team and subsequently the borrowers will be linked with all the MFPS. PMIC also made revisions to the design and installation guidelines for the larger systems up-to 3 KWs for solar home systems, 5 KWs for productive use and for solar water pumping. These documents were designed in collaboration with Project Implementation Consultant – PIC and have been submitted to KfW for their review/approval. Further, KfW had hired a 3rd party firm namely Energy Futures Consultants to conduct audit for the systems installed under the PRIME Program. PMIC PRIME team is providing all facilitation to the MFPS and consultants team for smooth execution of the assignment.

ELECTRONIC WAREHOUSE RECEIPT

A pilot under EWRP is being deployed in District Okara for maize crop in collaboration with Naymat Collateral Management Company-NCMC, and GrowTech. NCMC has accredited 2 warehouses in the district Okara (Tehsil Dipalpur) for Maize crop. Commercial banks are discounting EWRs @ 7% and provide 65-70% of EWR value, while PMIC will charge K+6% but will provide financing up-to 80% of EWR value. Sector Development Team has already engaged JWS, RCDP, AGAHE and Mojaz, while FFOSP and Safco have shown willingness to join the initiative.

CHALLENGE FUND – DIGITAL CREDIT SCORING MODEL

Qarar Pakistan team designing a credit scoring model for the microfinance sector under PMIC's Challenge Fund-Round II. Qarar has partnered with Data check, AGAHE, CEIP, Mojaz whereas Safco and TMF will be onboarded by the end of 3rd quarter of 2023. Qarar will access client-level data for the development of first of its kind digital credit scoring model for the Pakistan microfinance sector. Once the application is developed and fine-tuned after pilot, PMIC and Qarar will make it available for microfinance providers in the country.

EDUCATION FINANCE PROGRAM

The education finance program is being implemented by PMIC, in collaboration with Opportunity International. The initiative involves 150 low-cost private schools that are clients of RCDP, AGAHE Pakistan and Taleem finance company. Under the education finance program, the 3-year education quality training program has been started on June 5th, 2023. The training will be completed on July 8th, 2023 due to a delay at OI end. Training will be provided to school owners and at least 1 teacher from each educational institution. The first batch of trainings have been conducted in Multan, Rajanpur, Sahiwal from 5th-16th June and yet to be held in Shiekhpura/Nanakanasahib from 4th – 8th July. A total of 75 schools have been onboarded so far. These trainings will help improve school management capacity of school owners and also educate teacher mentors on quality teaching methodologies – in line with international best practices. The trainers have been hired by Opportunity International.



Client Success Story

FROM CHALLENGES TO TRIUMPH: AFSHEEN'S INSPIRING JOURNEY

Afsheen Shahryar, a Kashf School Sarmaya client, has established a strong relationship with Kashf Foundation over time. When she started her own school in 2007, she encountered various challenges, including inadequate furniture, teacher skills, and admissions.

Discovering the Pathways to Excellence training offered in collaboration with Opportunity International and PMIC, Afsheen found the guidance she had been seeking. The training equipped her with the knowledge to assess her school's needs and create a development plan.

As a result, she successfully introduced activity-based learning, improving student engagement and academic outcomes. During the lockdown, Afsheen attended Pathways to Re-Opening online sessions, enabling her to implement online classes and keep students and families engaged during difficult times. Afsheen's journey exemplifies the transformative impact of targeted training and support.



People & Culture



HR AND ADMIN ACTIVITIES

SNEAK PEEK ON NEW HIRES



Adil Masood
Vice President

Portfolio Management Department

1. What is your favorite food?

I'm a foodie and love to explore and try new eateries especially continental and fast food. I have a sweet tooth (can eat anything and everything that is sweet)

2. Someone you would like to meet:

No one in particular, however, I am fond of travelling and exploring different cultures. Therefore, whenever I visit different countries, I like to interact with locals and other tourists. Last year, I travelled Turkey, and it was an amazing experience to get to know new people of different ethnicities and values.

3. What is on your bucket list?

I have a long list of places to visit in my bucket. During the end of year, I am planning to visit "Bali & Malaysia" and try sky diving and other adventurous activities. Hopefully, HR will approve my leaves. In 2024, I have made plans to visit Greece, Spain, and other European countries. It will be a short euro tour in 2024.



Mashalle Minallah
Assistant Manager

Finance and Accounts

1. What is your favorite food?

My favourite food is Chinese, and I love desserts since I have a sweet tooth!

2. Someone you would like to meet

Because of my growing interest in International Politics, I would like to meet Mr. John Mearshimer who is a well-renowned Professor at the University of Chicago. On a lighter note, I would also like to meet the director and producer of the 90s Star Wars movies.

3. What is on your bucket list

My bucket list includes travelling the world, trying different cuisines and experiencing different cultures.

SNEAK PEEK ON NEW HIRES



Moaaz Iqbal
Manager
Finance & Accounts

1. **What is your favorite food?**
Beef Barbeque
2. **Someone you would like to meet**
Cristiano Ronaldo
3. **What is on your bucket list?**
Visiting Greece



Zarak Jamal
Assistant Manager
Research and Reporting

1. **What is your favourite food?**
Biryani
2. **Someone you would like to meet**
Steven Pinker (Author & Cognitive psychologist)
3. **What is on your bucket list?**
Exploring Cappadocia

BIRTHDAY

We wish you a very Happy Birthday!



TOWN HALL MEETING

A town hall meeting was held on 27th June. The session was addressed by Mr. Yasir Ashfaq - CEO PMIC. He congratulated the team on completing a successful assessment from KfW and maintaining last year's rating from PACRA at Long Term AA and Short Term A1+.

Talking of the PMIC's Future interventions and upcoming session with the KfW in mid of July, he talked about the financial empowerment of the underprivileged segment of the society.

PMIC also aims to create interventions in the agriculture Value Chain to help the clients of our borrowers. A strategy is being developed and shall be presented to the board for their approval in July.



Employee Contribution

Administration as a Key Player

An administrator is a person in charge of an organization or company's operations (Attebury, 2018). Thus, an administrator has distinctive duties in a company, or an organization based on the services offered by the respective organization. However, an effective administrator is important to an organization as well, he or she has to be highly skilled and organized to deliver effective services to client's operations (Attebury, 2018). The success of an organization requires an administrator. Therefore, an administrator is an interrelation between numerous services through providing adequate information interchange. Furthermore, an administrator's role in an organization's operation differs from organization to organization. Mostly, an administrator supervises the business operations of a specific organization operations (Attebury, 2018). To achieve this, an administrator requires a qualified body of expertise to enable equitable management of different situations within the organization. Moreover, appropriate communication skills mark the essential key quality of an administrator (Malkov, 2020). Therefore, organizations need to seek qualified administrators with leadership qualities, responsibility feelings for the organization, and acceptable levels of literacy and numeracy.



In addition, an administrator's roles also include liaison, directing, planning and organizing, and staffing (Darabant, & Narayanan, 2021). Since the growth and development of an organization involve long-term goals and objectives, then, administrators are responsible for planning and organizing the organization's objectives to enable the organization to succeed in scoring its goals effectively. Thus, they ensure that plans are set and succeed. Also, an administrator plays a vital role in planning and organizing to deliver a fruitful success to a business. Moreover, an effective administrator directs the organization on what and when to be done to ensure the organization's objectives are met. Therefore, directing is the step forward after the planning and organizing are completed. This aim is to show the organization a new look toward the targets (Darabant, & Narayanan, 2021). Direction, however, allows the workers to meet the goals of the organization in the presence of resources and successful support with interpersonal skills. Although, interpersonal skills help an administrator to interact and handle the employees of different personalities.

Consequently, being that administration is the interconnection between the senior management and the employees, then it shows that it is the backbone of an organization. (Anbu, 2019). All the same, an administrator's commitment relies on the organization that the administrator operates. an administrator is responsible for the efficient performance of all departments in an organization as well as to motivate the workforce and achieve the goals of the organization through providing the rules & regulations to guide the organization to success.

Furthermore, the people in the organization have the same characteristics. The employees have a deliberate arrangement and

are composed of employees with the same objectives to put to success in some specific purpose. Employees share common goals to make sure that the mission and vision of an organization are achieved (Malkov, 2020). Additionally, the employees in an organization comply with great teamwork to make their operation through great collaboration to achieve common goals. Employees and administrators provide their assistance to one another to meet corporate objectives. Yet, a clearly defined structure is essential and protective between administrators and the employees. However, the structure and order of the organization do not limit innovation and growth (Malkov, 2020). For this, the workers do not mind complying with the organization's order since they are aware of it and see the impact of its implementation.

In conclusion, administrators play a critical figure in organizational development and growth. Thus, an effective organization or company needs to have an administration with leadership skills to enable it to have success in achieving its goals and objectives as every company is started and built under various aims to be completed and see the organization's blooming. Furthermore, a successful organization should consider characteristics such as effective sharing of goals, great teamwork, high employee morale, offering training opportunities, strong leadership, handling poor performance, understanding risks, adapting to opportunities and changes, clearly defined structure, and well-known company policies. Moreover, the managers in an organization or company critically are very important as they help in analyzing how, when, where make and execute the plans.

Refernces

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Shared by Muhammad Qaiser

Read of the Month



Putting Gig Data to Work: Innovations in Expanding Credit Access

Gig platforms can use work and earnings data to provide meaningful financial services to underserved gig workers. This brief highlights the experience of two industry pioneers, Moove and Karmalife, that have painstakingly built algorithms, designed products, and implemented pilots to prove the value of work data to extend transformative credit to workers. Their efforts are still in the early stages, and there is a need for more experimentation and innovative problem-solving in this space.

<http://bitly.ws/JDQa>