

Pakistan Microfinance Investment Company Limited

Connect

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Portfolio Highlights



PKR 30.8
(Billion)
LOAN PORTFOLIO



663,805
TOTAL CLIENTS



88
NUMBER OF DISTRICTS



24
TOTAL BORROWERS



88%
WOMEN CLIENTS



37%
YOUTH CLIENTS



64%
RURAL



PKR 3.394
(Billion)
LOAN PORTFOLIO
DEPLOYMENT IN
EXTREME POVERTY ZONES



36000
RENEWABLE ENERGY -
UNITS SOLD



2508
LIVESTOCK
INSURED



1,055,965
CUMULATIVE JOBS
SUPPORTED BY MICROINANCE
LENDING OPERATIONS



PKR 118.4
(Billion)
INCREMENTAL REVENUE
GENERATION BY PMIC'S
FINANCED MICRO ENTERPRISES





PMIC News Bites

Portfolio Management Department Initiatives

PMIC Islamic Financing Operations

As part of PMIC's commitment to expanding Shariah-compliant financial solutions, we are actively supporting our partners in transitioning to Islamic financing. In this regard, PMIC has developed retail-level Islamic products for the borrowers and facilitate their transition by providing funding to the borrowers.

Following reviews by Shariah advisors, we are in process of finalizing agreements with Kashf Foundation (KF), Agahe Pakistan (AGAHE Pk), Damen Support Programme (DSP) and Farmers' Development Organization (FDO). Disbursements to DSP and KF are planned for the first quarter of CY25.

In addition, PMIC is seeking board approval to extend financing facilities to ASA, RDCP, and TFCL which will further expand our Shariah-compliant portfolio. This marks another step towards promoting financial inclusion through ethical and sustainable financial solutions.

Induction of New Borrowers

Under its newly approved strategy 2024-2027, PMIC is committed to expanding financial services in underserved regions, with a particular focus on Balochistan, Khyber Pakhtunkhwa (KP), and Gilgit-Baltistan (GB). To achieve this goal, we have identified Baltistan Farmers' Cooperative (BFMCS) in Gilgit as a potential partner, with due diligence currently underway. An indicative term sheet and a proposal for board approval are in development. This would also allow PMIC to diversify its portfolio, start catering to a different segment of entities (cooperatives), expand its Shariah compliant financing and establish a footprint in GB with climate smart approaches.

Simultaneously, PMIC is enhancing financial accessibility through fintech collaborations. Following a field due diligence, we are progressing towards onboarding KalPay to further support digital financial ecosystem.

In parallel, negotiations with other prospective institutions are ongoing, broadening our network of partnerships. These efforts underscore PMIC's commitment to financial inclusion, innovative collaborations, and sustainable economic growth, reinforcing our mission to drive positive change across Pakistan's financial landscape.

Sector Development Department

PRIME

PMIC team conducted interviews for hiring firms to develop web based portal under the PRIME subsidy scheme. The selection process and agreement terms shall be finalized in March 2025, followed by which a No Objection shall be applied to KfW for onboarding the firm. Furthermore, the PMIC team training under the PRIME program are scheduled for March 2025. The trainings are to be conducted by Project Implementation Consultant (under PRIME). Proposals with financing targets under PRIME program – along with technical assistance support - for RCDP, FDO, SMCL, ASA Pak. and TFCL have been developed and approved by Management Risk Committee and sent for Board of Director's approval. The facilities shall kick start during 2nd quarter of 2025. MFPs continued to deploy the PRIME program in the field and a total of 36,000 systems have been sold with a total financing of PKR 250 million.

Visit to EV bikes Manufactures

Sector Development Team visited electric vehicle (EV) bike manufacturers in Punjab to assess their market performance, production capabilities, and battery technology. Factory visits were conducted to observe the manufacturing capabilities of three manufacturers in Punjab i.e. United, Pakzone and EV bikes. The visit revealed that manufacturers are well-equipped to scale operations and meet growing demand while maintaining high quality and timely deliveries. Special attention was given to battery efficiency and safety standards, with manufacturers demonstrating a commitment to advanced technology that improves battery life and performance. The visit highlighted the potential for PMIC, KfW, and MFPs to provide financing support, making electric bikes more accessible to a wider audience.



Client Success Story

Sameena Yasmeen's Journey from struggle to Empowerment

Sameena Yasmeen, a resident of Mohla Eid Gah in Tehsil and District Layyah, faced severe financial struggles after her marriage. With no stable income, her family was unable to meet basic needs, creating a great deal of stress. Determined to improve her family's situation, Sameena explored various options for financial assistance, visiting several institutions, but found no support. However, her luck changed when she met a credit officer from the Rural Community Development Program (RCDP). After learning about RCDP's financial services and business guidance, Sameena received a loan of Rs. 50,000 to start a small business in the cutpiece clothing sector. Her hard work paid off, and within a year, her business began to thrive, prompting her to apply for a second loan of Rs. 120,000.

With her husband's support, Sameena expanded the business and opened a shop in their neighborhood. The guidance and advice from RCDP's team helped them manage their finances and grow the business while ensuring timely repayment of loans. As a result, Sameena's family experienced significant improvements in their quality of life. Her children began attending school, they gained access to better healthcare, and their living conditions improved. Today, Sameena's family enjoys financial stability, and she feels immense pride in their success. Grateful for RCDP's support, Sameena's story is a powerful example of how small loans, paired with guidance, can transform lives and empower families.





People and Culture

1st Quarterly Meeting

HR conducted the 1st Quarterly Meeting of 2025 in February, summarizing the achievements of the previous year and discussing action plans for the year ahead in alignment with the PMIC Strategy 2025-2027. A team dinner was organized by the HR department to promote team integration. A team building activity was organized by the HR Department in February 2025 to promote a cohesive teamwork environment.



Employee Birthdays



Zeeshan Khan



Ahmed Sarfaraz



Muhammad Bilal



Aliya Fatima



Mariam Agha

Employee Contribution

Muhammad Qaiser

Operational Excellence in the Microfinance Industry: Driving Impact and Sustainability

Microfinance institutions (MFIs) operate in challenging environments, often serving low-income clients in remote or rural areas with limited infrastructure. These challenges, coupled with the need to balance financial sustainability with social impact, make operational excellence a key driver of success. Here's why it matters:

Enhanced Efficiency: Operational excellence enables MFIs to streamline processes, reduce costs, and improve service delivery. This is particularly important in microfinance, where margins are often thin, and operational inefficiencies can erode profitability.

Scalability: As MFIs grow, they must be able to scale their operations without compromising service quality. Operational excellence ensures that institutions can expand their reach while maintaining consistency and reliability.

Client-Centricity: Microfinance is fundamentally about serving clients. Operational excellence ensures that MFIs can deliver tailored financial products and services that meet the unique needs of their clients, fostering trust and loyalty.

Risk Management: Effective operational processes help MFIs identify, mitigate, and manage risks, including credit risk, operational risk, and compliance risk. This is crucial for maintaining financial stability and protecting clients' interests.

Sustainability: By optimizing operations, MFIs can achieve financial sustainability, ensuring their long-term ability to serve clients and fulfill their social mission.

Challenges to Achieving Operational Excellence

While the benefits of operational excellence are clear, MFIs face several challenges in achieving it:

- **Resource Constraints:** Many MFIs operate with limited financial and human resources, making it difficult to invest in technology and talent development.
- **Regulatory Complexity:** Navigating complex and evolving regulatory environments can be a significant burden for MFIs.
- **Technological Barriers:** Limited access to reliable infrastructure, such as internet connectivity, can hinder digital transformation efforts.
- **Cultural Resistance:** Change management can be challenging, particularly in organizations with deeply entrenched processes and practices.

Conclusion

Operational excellence is not just a goal but a necessity for microfinance institutions aiming to achieve both financial sustainability and social impact. By embracing digital transformation, optimizing processes, and prioritizing client needs, MFIs can enhance their efficiency, scalability, and resilience. In doing so, they can continue to play a vital role in empowering underserved communities and driving inclusive economic growth. As the microfinance industry evolves, operational excellence will remain a cornerstone of its success, ensuring that financial services reach those who need them most.



Read of the month

Dare to Lead: Brave Work. Tough Conversations whole heart.by Brene Brown

In *Dare to Lead*, Brené Brown offers a transformative approach to leadership that challenges conventional views of power and authority. Rather than focusing on hierarchical control, she emphasizes the importance of human connection, emotional intelligence, and courage in leadership. According to Brown, the most effective leaders are those who are willing to be open and vulnerable, fostering trust by showing their authentic selves. This kind of leadership creates a space where people feel empowered to take risks, learn from their mistakes, and push creative boundaries without fear of judgment. Leaders who prioritize empathy, resilience, and communication help cultivate strong, cohesive teams where everyone can thrive.

Here's another set of takeaways based on her philosophy:

1. **Vulnerability as a Leadership Strength:** Brown changes the way we think about vulnerability. She shows that being vulnerable is not a weakness but a strength in leadership. It helps create honesty, openness, and better teamwork, which leads to success.
2. **Trust is Built Through Consistency (BRAVING Framework):** Brown's BRAVING model teaches that trust is built through everyday actions. When leaders act reliably, take responsibility, and are honest, they create a safe space where their teams feel supported and secure.
3. **Difficult Conversations Lead to Growth:** Brown believes tough conversations are important for leaders. By talking honestly and with care, even about uncomfortable issues, leaders help their teams grow and understand each other better.
4. **Leadership is About Action, not a Title:** Leadership isn't about holding a certain position. It's about showing up every day with the right attitude—being empathetic, brave, and real in everything you do.
5. **Resilience Makes Strong Leaders:** Resilient leaders show their teams how to handle challenges and recover from setbacks. By seeing failure as part of the learning process, they teach others to grow through tough times, making resilience a key part of great leadership.

Brené Brown's book is a powerful reminder that leadership isn't about authority but about vulnerability, trust, and emotional intelligence. She offers actionable tools for leaders who wish to create cultures of belonging, resilience, and creativity in their workplaces.