

Pakistan Microfinance Investment Company Limited

Connect

JANUARY 2025

Issue #1-25



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Portfolio Highlights



PKR 30.2
(Billion)
LOAN PORTFOLIO



673,456
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



35,300
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 working with our partners to facilitate their transition to Islamic financing. With the SECP's directive requiring a complete shift to Islamic financial structures by 2028, PMIC remains focused on supporting its borrowers in integrating and scaling their Islamic operations.

Following reviews by Shariah advisors, we have progressed towards finalizing agreements with Agahe Pakistan (AGAHE Pk), Damen Support Programme (DSP), and Kashf Foundation (KF). Disbursement DSP and KF are planned for the first quarter of CY25. Additionally, PMIC has received approval to onboard Farmers' Development Organization (FDO) under Islamic financing, marking another step towards expanding its Shariah-compliant offerings and supporting financial inclusion through ethical and sustainable financial solutions.

Introduction of New Borrowers

As part of its newly approved 2024-2027 strategy, PMIC is dedicated to expanding its financial services to underserved regions, particularly Balochistan, Khyber Pakhtunkhwa (KP), and Gilgit-Baltistan (GB). In pursuit of this goal, we have identified Baltistan Farmers' Cooperative in Gilgit as a potential partner. With due diligence underway, an indicative term sheet is currently in the development stage.

Additionally, to enhance financial accessibility through fintech collaborations, we are progressing towards onboarding KalPay, with its indicative term sheet also under development. These initiatives underscore PMIC's commitment to financial inclusion and innovative partnerships for sustainable economic growth. These initiatives reinforce PMIC's commitment to broadening financial inclusion and fostering innovative partnerships to drive sustainable economic growth.

In parallel, negotiations are progressing with other prospective institutions, further broadening our network of partnerships. These collaborations represent a valuable opportunity to extend our impact and reinforce our commitment to driving positive change across Pakistan's financial landscape.

Sector Development Department Programs

Prime

PMIC PRIME team finalized the training content for PMIC staff and trainings are expected to be conducted during February 2025. Procurement process for hiring of Independent Verification Agent and firms for developing web based platform and blue print model continued and is expected to be completed by March 2025.

Education Finance

The partnership of PMIC and OI for Education Finance Initiative, has marked the successful completion of Year-1 of the EduQuality program on 25th January 2025. Over the past one year, the Education Specialists have delivered 4 SLPD training sessions, 5 TMPD training sessions across Lahore and Multan districts and have visited 155 schools across Punjab Province. In January 2025, the final TMPD 5 sessions for clusters in Multan, Sheikhpura, and Nankana were completed.

The implementing partners are RCDP, Agahe Pakistan and TFCL. Under the Education Quality Program, we have also rolled out the "School Leader of the Month" and "Teacher Mentor of the Month" campaign since December 2024, to identify and recognize exceptional participants by a SL and TM in the EduQuality program.



SDD Field Visit – Informal to International Initiative

PMIC's Sector Development Department (SDD) team, under the I2I initiative, conducted a field visit to Bahawalpur along with the design partner, MG Apparel, in collaboration with microfinance partner Agahe Pakistan. During the visit, they engaged with 10 home-based women artisans who met the client identification criteria for the I2I project. This interaction provided valuable insights for the trainers and designers from MG Apparel, enabling them to better understand the artisans' needs and tailor the upcoming training session scheduled in February.

SDD Team host in-person Meeting to Finalize Training Plans for I2I Project

The SDD team hosted an in-person meeting at the PMIC office, bringing together key partners of the I2I project. Representatives from MG Apparel, Jazz, Circle Women, and microfinance partner Agahe Pakistan attended in person, while TCS and Daraz joined virtually. The meeting focused on finalizing training schedules and brainstorming the learning curriculum & modules. By end of the session, all partners had a clear grasp of their respective roles, and the training dates were successfully set.



PMIC Engagement with Honourable Finance Minister Mr. Muhammad Aurangzeb on Microfinance Sector Challenges and Opportunities

Mr. Naved A. Khan Chairman Pakistan Microfinance Investment Company – PMIC, Mr. Yasir Ashfaq CEO PMIC, Mr. Waqas Ul Hasan CEO Karandaaz and Mr. Saqib Siddiqui Head of Portfolio and Sector Development PMIC called upon Mr. Muhammad Aurangzeb, Honourable Minister for Finance and Revenue and his team on January 15, 2025. PMIC team briefed the honourable minister on the state of the microfinance sector, its challenges and opportunities and how PMIC can support the government in achieving its targets of social and economic uplift of the underserved segments of the population of Pakistan with a focus on SDGs and National Financial Inclusion Strategy 2024-28.



Meetings with Borrowers

PMIC hosted its borrowers for a roundtable to discuss new initiatives designed to deliver liquidity, new products and blended finance initiatives under its new strategy 2025-2027. The deliverables were made to get feedback and buy in from institutions on initiatives like securitization, addressing climate risk through electric Motorcycles and dairy value chains, Islamic risk through sukuks and other product verticals to ensure innovation and flow of funds to the borrowers.



SECP meeting with NBMFCs to discuss challenges & opportunities faced by non bank MF sector

SECP organized the meeting of NBMFCs consultative group to discuss the challenges and opportunities faced by the non- bank MF sector. The participants included NBMFCs, PMIC, PMN and leaders from the MF sector. Issues pertaining to guarantee requirements from MFI's to avail funding from the WB and ADB programs, taxation on MFIs and roll out of Shariah Compliant products were discussed.

Client Success Story

Safia Bibi resides in Chak, near Fatehpur Tehsil in Kror District, Layyah. She faced severe financial challenges as her family struggled to make ends meet. Living in a small village, Safia relied on her husband's income as a laborer, which was insufficient to cover their basic needs. Despite reaching out to others in her community, she found no support. However, her situation began to change when a representative from the Rural Community Development Program (RCDP) visited her village and introduced her to loan opportunities, giving Safia a renewed sense of hope. With a loan of Rs. 50,000, she opened a general store in her village, providing a much-needed source of essential goods to locals, especially women. The positive response from the community motivated her to keep pushing forward.

With RCDP's ongoing support, Safia's business flourished. After successfully repaying her first loan, she secured a second loan of Rs. 100,000, which allowed her to expand her store and diversify her inventory. Along with financial support, RCDP offered valuable guidance on business management, which helped Safia improve her operations and profit margins, bringing greater financial stability to her family.

Safia's growing confidence was a result of the mentorship she received, and it also helped her realize her own potential. Today, her business is valued at Rs. 500,000, and her family's life has dramatically improved. She has built two additional rooms in their home and purchased a bike for her husband, making his travel for work easier. Her child now attends school—a dream come true for Safia.

Looking back on her journey, Safia credits RCDP for believing in her and supporting her. She has become a beacon of hope for other women in her community, proving that with determination and the right support, anyone can overcome adversity and build a brighter future.





People and Culture

Farewell

Irum Sardar: Head of Internal Audit

We bid farewell to Irum Sardar, who has been an integral part of PMIC since April 2022. We extend our heartfelt gratitude for her years of service and wish her all the very best for the future.



Muhammad Farrukh Rehan Khan: Assistant Vice President Internal Audit

We bid farewell to Farrukh Rehan Khan, who has been an integral part of PMIC since March 2018. We extend our heartfelt gratitude for his years of service and wish him all the very best for the future.



Birthdays



Salman Iftikhar



M. Qaiser



Umair Masih



Afia Khan



Marzia



Read of the month

Deep Work by Cal Newport emphasizes the importance of focused, undistracted work (deep work) in achieving success and high-quality results. He contrasts deep work with shallow work, which is non-cognitively demanding and often filled with distractions. Newport argues that deep work is increasingly rare but highly valuable in today's world.

The book provides strategies to cultivate deep work, such as time-blocking, limiting social media, and reducing shallow tasks. Newport also offers different approaches for incorporating deep work into your life, like establishing routines or finding pockets of time for focus. Ultimately, mastering deep work helps you stand out, be more productive, and excel in your career.

Key points include:

- **Deep Work is Rare and Valuable:**

In a world full of distractions, deep work—focused, uninterrupted time spent on cognitively demanding tasks—is becoming increasingly rare. However, it is also more valuable than ever. Mastering deep work allows you to produce high-quality results and stand out in your field.

- **Time-Blocking for Focused Work:**

Newport emphasizes the importance of scheduling specific, uninterrupted blocks of time dedicated solely to deep work. By deliberately setting aside time for focused tasks, you can achieve better results and reduce the chance of distraction.

- **Quit social media and Minimize Distractions:**

Newport suggests evaluating your use of social media and other distractions. If these tools don't significantly contribute to your work or personal life, he recommends cutting them out to protect your ability to focus deeply. Reducing distractions is key to achieving high productivity and success.

