

# Pakistan Microfinance Investment Company Limited

## Connect

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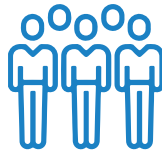
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# Portfolio Highlights



**PKR 30.9**  
(Billion)

LOAN PORTFOLIO



**667,905**

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



**36700**

RENEWABLE ENERGY -  
UNITS SOLD



**2508**

LIVESTOCK  
INSURED



**1,055,965**

CUMULATIVE JOBS  
SUPPORTED BY MICROFINANCE  
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 Projects

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### PRIME

A KfW delegation from Germany visited PMIC and held discussions regarding the PRIME project, including the subsidy scheme relaunch, progress made as of date and contract extension for Project Implementation Consultant. PMIC team also finalized firms through the procurement process for developing a blue print model as well as a web based software portal for PRIME Subsidy scheme. Hiring process for an Independent Verification Agent is still continuing. MFPs continued to deploy the PRIME program in the field and a total of 36,700 systems have been sold with a total financing of PKR 253 million.

### Education Finance Initiative

Under the Education Finance Initiative, two key programs are currently underway:

#### **Education Quality (EduQ):**

This is a partnership between PMIC and Opportunity International, aimed at enhancing the quality of low-cost private schools. The program focuses on two primary components:

- School Leadership Professional Development (SLPD): Tailored training for school leaders/owners/principals to strengthen management, instructional leadership, and school improvement planning.
- Teacher Mentor Professional Development (TMPD): Specialized training to improve teaching practices and ultimately enhance student learning outcomes.  
In March, the team is actively engaged in conducting the Year One Outcome Assessment to evaluate progress and inform future programmatic decisions.

#### **Digital Safety Initiative:**

A collaborative effort between PMIC and Tech Valley (a Google subsidiary), this program is designed to promote safe internet use and digital literacy among teachers and students from Low Cost Private Schools.

- Teacher mentor trainings have been successfully completed.
- Student training sessions are currently in progress, focusing on responsible digital behavior, online safety, and essential digital skills.

# Client Success Story

## Case Story of Shaista Bibi

Shaista Bibi from a small village in Muzaffargarh, dreamed of starting a nursery business with her husband, despite their financial limitations. They approached Agahe Pakistan, an organization offering loans to entrepreneurs, and received a loan of 65,000 PKR. With this, they built a thriving nursery, attracting customers with a variety of plants and their expertise. As their business grew, they hired two local workers, contributing to the community's development. Shaista successfully entered her third loan cycle, using earlier loans to expand the nursery and meet customer demand. Through hard work and dedication, she turned her dream into reality, improving her family's life and supporting their community.







# People and Culture

## Training Session

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## New Joiners

PMIC welcomed its two new joiners: Neelum Aamir who joined as Chief Financial Officer and Asif Rashid who joined as Head of Internal Audit.

## Farewell: Zeeshan Khan: Chief Technology Officer

We bid farewell to Zeeshan Khan, who has been an integral part of PMIC since January 2022. We extend our heartfelt gratitude for his years of service and wish him all the very best for the future.



# Employee Birthdays



Tufail Ahmed



Ahmed Saleh Jamal



Nabeera Bint-e-Rashid

## Sneak Peek on new hires

### Questions:

1. **What is your favorite food?**  
Steak
2. **Someone you would like to meet**  
Angelina Jolie
3. **What is on your bucket list?**  
Niagara Falls and Australian Great Barrier Reef





# Read of the month

## How a Legacy Financial Institution Went All In on Gen AI

Moody's, a legacy financial institution, embraced Generative AI (Gen AI) to enhance its operations, improve predictive analysis, and better manage risk. Despite challenges in integration and employee resistance, the company successfully leveraged AI to streamline operations, reduce costs, and offer personalized client services. This transformation highlights the growing importance of AI in finance, showcasing how financial institutions can drive innovation, improve efficiency, and stay competitive in an evolving landscape.

**Read the full blog here:** <https://hbr.org/2025/03/how-a-legacy-financial-institution-went-all-in-on-gen-ai>

Happy Read

