



GrassRoots

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A QUARTERLY NEWSLETTER OF KHUSHHALI MICROFINANCE BANK

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CEO'S MESSAGE

Dear Colleagues,

A major highlight of this quarter has been the successful completion of 19 years of Khushhali Microfinance Bank Limited (KMBL) as being the pioneer of microfinance industry in Pakistan. With a brilliant record of past achievements, it is my privilege to be leading a network of biggest microfinance bank across the country. Our tireless efforts and the innovation that we bring to the industry are most certainly reflected in our services.

This quarter has mostly been about bringing innovation and transformation to products and services to meet the ever changing needs of our customers. KMBL has successfully laid the foundation of providing financial inclusion in terms of running working capital requirements to farmers, self-employed male and female individuals and small home based workers. Along with financial enablement, Khushhali Bank has also been an active CSR participant, spreading awareness on effective crop production, running plantation drives, spreading easy access of medical facilities, etc.

Our vision is to cater to the low-income segment of Pakistan by providing them with financial opportunities to build successful businesses and becoming a part of the economic backbone of our country. All in all, I am

proud of our KMBL family for taking our commitment above and beyond, setting foot in numerous digital services and taking our course of journey towards digital transformation.

I wish all of you best of luck!

Regards,

Ghalib Nishtar

President KMBL

Sixty- Fifth Meeting of the Board of Directors

The 65th meeting of the Board of Directors ("BOD") of Khushhali Microfinance Bank Limited ("KMBL"/ "Bank") took place on the 23rd of August, 2019 at its Corporate Office, Islamabad.

Operating results and economic update for the First Quarter ended on 31st March, 2019 was reviewed by all members of BOD. The management presented the economic update which included the key macroeconomic indicators, forex outlook and microfinance sector highlights. Management also presented the half year's financial statements by highlighting that the profit before tax for the half year ended June 30, 2019 is 9% more than HY-2018. And the Return on investments/placements at the end of half year amounts exceeds the plan with an increase of 25%.

BOD reviewed the half year audited accounts of the Bank presented by the management with the Board letter, Review report and the Condensed Interim Balance Sheet as at 30 June 2019. BOD review business update for the second quarter ended on 30th June, 2019. Concluding the meeting, BOD reposed confidence in the management and appreciated their commitment and support towards supplementing KMBL's growth.

Quarterly Business Data for Quarter 3, 2019

Data As of September-2019 (Q3)	
Active Borrowers	839,998
YTD Loans Serviced	549,467
YTD Disbursements	36,453,140,115
Active Savers	2,366,375
GLP	49,477,433,057

Khushhali Microfinance Bank Limited Celebrated its 19 Years of Brilliance

Priding itself on being the first and the best microfinance bank in Pakistan, Khushhali Microfinance Bank Limited (KMBL) celebrated its 19th anniversary on 11th August, 2019. Since its inauguration in 2000, the bank has managed to spread its network count to 182 provincial branches, 15 service centers, 16 permanent booths and 11 GPOs; equaling a total count of 224 nationwide footprint.

KMBL's 19 years of commitment and relentlessness was marked by a celebratory event that was conducted to recognize the highest performing individuals and branches that are bringing change to the organization and community. The occasion was also marked by a nation-wide tree plantation drive by all the employees of KMBL. 5,000 employees were provided with tree saplings for them to plant in their close vicinity and to maintain them into fully grown fruit producing trees. These fruit growing trees included those of Guavas, Amlok and Jamun. All employees fulfilled the duties given to them to help enrich the environment.

Khushhali Microfinance Bank Limited is fully aware of its responsibility of elevating the society through financial inclusion as well as through corporate social responsibility. And that is how KMBL's anniversary celebrations came to its conclusion.



KMBL Exceeds the Annual Tree Plantation Pledge to Help the Environment

Khushhali Microfinance Bank Limited (KMBL) has planted 11,000 trees across Pakistan as part of its tree plantation drive for 2019. KMBL had initially pledged to plant 10,000 trees in the country by the end of 2019 to elevate the environmental conditions. However, before even getting close to the year-end, KMBL has surpassed its target.

Initially, an activity was planned for planting and maintaining 6,000 plants at Changa Manga, near Lahore, under the partnership of KMBL and Punjab Forest department. This tree plantation drive covered 8.5 acres of planting approximately 800 trees per acre, equaling a total of 6,000 trees of afforestation.

Bank's staff from its nearby branches in Lahore, Kasur, Pattoki and adjacent areas also participated in the event. Khushhali Bank also has the responsibility to finance the administration of Changa Manga for maintenance of planted trees over a period of 5 years from now.

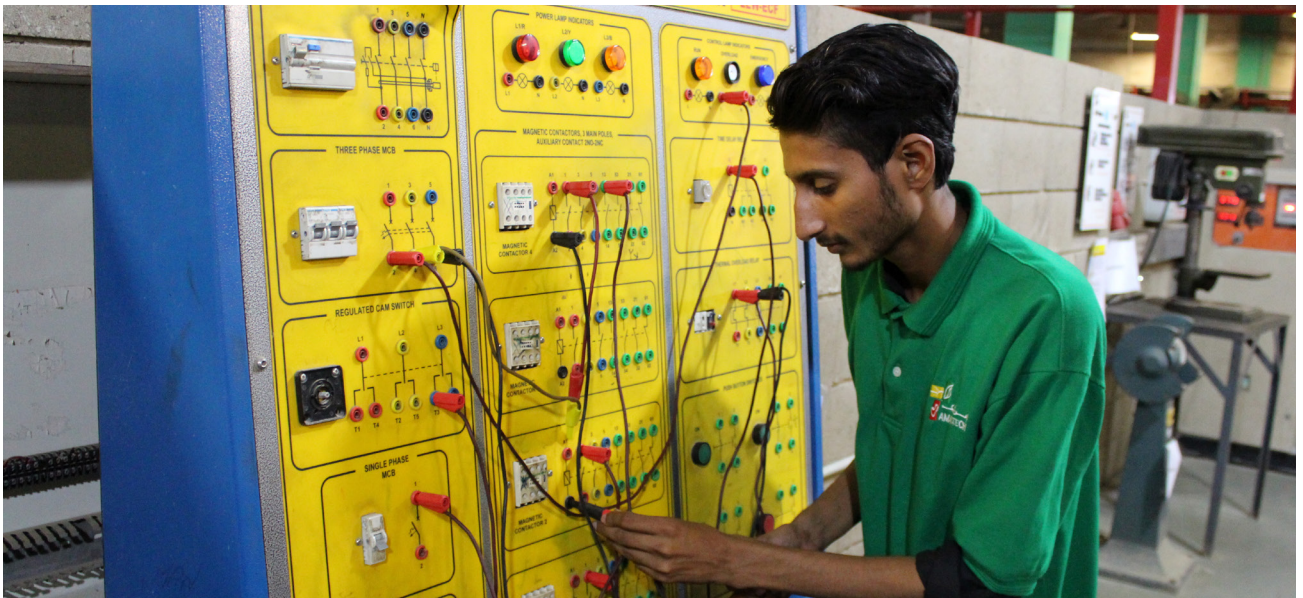


Later on the occasion of the 19th anniversary of KMBL's foundation, a nation-wide tree plantation drive was carried out where employees from headquarter and various branches participated in this campaign. Each employee was provided a tree sapling to plant in close vicinity and to take the responsibility of maintaining it till it grows to produce fruits. These fruit growing trees included those of Guavas, Amlok and Jamun. All employees fulfilled the duties given to them to help enrich the environment.

President KMBL, Ghalib Nishtar, expressed his views about the success of the drive "KMBL is proud to be an active participant of such CSR activities to address global issues like pollution and environment that direly need sustainable reforms. Our commitment towards greener and healthier Pakistan is quite evident by our efforts going beyond what we promise and how much we deliver."

KMBL Sponsors Students Education in Aman Foundation

Khushhali Microfinance Bank has supported students of Aman Foundation who are not financially stable but



talented enough to add to the pool of talented people of Pakistan.

In the education sector, Aman Foundation has been empowering the Pakistani youth by providing them employable skills. Approximately 34% of Pakistani youth is between the ages of 15 - 35. The youth bulge, if not given the right opportunities to gain employable skills, will become a liability instead of an asset for our nation. A large quantum of these young men and women take up menial, low-paying jobs and are never able to escape from the poverty trap. The route to meaningful employment for the majority of this growing youth bulge has to be skills development. KMBL has partnered with Amna Tech to sponsor some of its students to learn the skills in the field of Refrigeration/ ACs, electrician & electronics. The vision behind this partnership is to provide a pathway towards individual and collective socio-economic empowerment.

Farmers Awareness Session on Profitable Rice Production at Narowal



An awareness session was organized by KMBL for farmers of Narowal, Punjab where an awareness session was conducted on the production of rice crop in their area. The seminar of "Profitable Rice Crop Production" was delivered by Dr. Muhammad Sabar, Director Rice Research Institute, Kala Shah Kaku. 200 people from the area eagerly participated in the session and gained information regarding the effective rice production technologies, rice mechanization and Government initiatives in the promotion of agricultural activities inclusively rice. Farmers were also informed of the potential bottlenecks in the profitable rice production process and were also provided with information on techniques to save labor, water, time and cost of production.

The seminar was successfully concluded with an interactive Q&A session where farmers enthusiastically participated and shared their concerns with their existing methods.

KMBL Celebrated Its Annual Event of Retail Gala 2019



Khushhali Microfinance Bank Limited (KMBL) celebrated a much happening event of Retail Gala 2019 conducted on 20th September, 2019. The main purpose of this annual event is to acknowledge the tireless efforts of KMBL branches which are setting standards to outperform the company's goals and KPIs effectively. Branches from across the entire network along with teams in KMBL headquarters were invited to the event to celebrate the achievements of all customer-centric teams.

Employees from different branches participated in organizing theater plays for the audience. An award

distribution ceremony was also conducted which was followed by a grand feast for all. The night full of entertainment was concluded by a musical concert where audience was amused by ever green folk music.

On the occasion, president KMBL, Ghalib Nishtar shared his views, "Generally it is important for any company to acknowledge the collective efforts of its members, but when you have a team of exceptional individuals, it becomes absolutely essential for employers to recognize the outstanding performances of all the teams as a whole as well. And Retail Gala is such an event for KMBL."

KMBL to Set Up Free Medical Camps in Underprivileged Areas Across Pakistan

Khushhali Microfinance Bank understands how the lower income groups of Pakistan struggle to receive basic life necessities with little or no disposable income. It is this reason that KMBL stands strong in contributing towards providing as much opportunities to the lower rural areas as possible.



Khushhali Microfinance Bank Limited (KMBL) in collaboration with Jubilee Insurance has organized a free one-day medical camps across various rural areas in the country to provide free medical facilities like checkups, consultation sessions and medicines to the patients in the area.

In many areas, these camps are the first medical camps arranged by any microfinance institutes. Doctors and paramedical staff are appointed at the camp to attend to the local people in general health care. Approximately 160 patients are attended by each doctor and are provided with 5 days' supply of free medicines.

Generally, announcement banners and multiple area visits by KMBL officers are made to announce the event's information to the general public. Moreover, the camps have a well-organized token system to handle the large number of patients. Senior citizens are given high priority for all medical facilities. Cold water is also available for all visitors.

KMBL President, Ghalib Nishtar shared his views, "I'm proud to say that KMBL, among its other community initiatives, has now ventured into provision of free health services for the underprivileged. These medical camps are organized to provide basic healthcare services and general check-up to the aged and the underprivileged as well as to sensitize them on health care".

As a part of its non-financial service initiatives, Khushhali Microfinance Bank Limited (KMBL) has organized series of medical camps in collaboration with Jubilee Insurance in rural areas where the availability of such medical facilities is highly limited. About 12 such medical camps have been set up in the third quarter of 2019 alone; the list of which is shown below:

July Medical Camps	August Medical Camps	September Medical Camps
1. Pattoki	1. Bhalwal	1. Talangang
2. Mandi Ahmadabad		2. Haroonabad
3. Shorkot		3. Pakpattan
4. Jhang		4. Chistian
5. Hafizabad		
6. Faisalabad		
7. Toba Tek Singh		



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