



## THARDEEP MICROFINANCE FOUNDATION

A Company set up under Section 42 of the Companies Ordinance, 1984 now referred to as Companies Act, 2017

# COMPANY PROFILE



## 1. Introduction



### History

Thardeep Microfinance Foundation (TMF) has its origins since 1998 as a community loans provider. These loans were given out by Thardeep Rural Development Programme (TRDP) initially in Tharparkar, which extended to other districts of Sindh. By October 2016, TRDP's Microcredit programme had converted into an independent organization, registered under section 42 of the company's ordinance 1984 with an equity of Pak Rupees 647 Million. In persuading the SECP regulation requirements, TMF sought NBFC License exclusively to perform as a financial services provider.

## 2. Chronological History & Progress

### 1997 – 2000

#### THE EARLY YEARS

- A Unique Indigenization process leads to the formation of TRDP, from a donor funded relief project of Save the Children Fund UK to an independent NGO, which becomes a Rural Support Programme (RSP). The first three-year strategy is formulated to steer the organization.
- The seeds of Microfinance - for financial inclusion, social impact and institutional sustainability - are sown at inception and TRDP offers small loans through community organizations. Microcredit services are based on a study and a leadership visit to Nepal and Bangladesh to learn from Microcredit programmes in the region.
- Child labour, as an indicator of poverty and debt exploitation, is studied and addressed through a small, specialized project.

### 2001-2003

#### THE INITIAL EXPANSION

- TRDP signs its first agreement with Pakistan Poverty Alleviation Fund (PPAF) and expands its operations, particularly its Microcredit

portfolio, to more parts of Tharparkar and Umerkot Districts.

- The Child Labor Project brings Microfinance loans to families of child laborers and carpet weavers and develops marketing support for them.
- Revolving loans for rainwater harvesting tanks are provided via a pioneering UNICEF funded Water project.
- An innovative seed loan project is started in the aftermath of the drought of 2000.

### 2004-2005

#### EXPANSION TO SINDH ARID ZONES (SAZ) AND LAUNCHING OF URBAN MICROCREDIT PROGRAMME

- With a larger, renewal agreement with PPAF, TRDP expands operations to the Sindh Arid Zones (SAZs) of Districts Dadu, Jamshoro and Khairpur.
- TRDP sets up the Urban Microcredit Programme (UMCP) in 2005 to focus exclusively on women, separate from its integrated rural development programme.
- A Micro Health Insurance Product is introduced and made mandatory for Microcredit clients.
- Third generation social mobilization – Local Support Organization (LSO) formation – is undertaken for community leadership and development, including Microcredit.

### 2006-2009

#### MID TERM EVALUATION AND NEW STRATEGY

- An independent mid-term evaluation of TRDP's programme is conducted and on its basis, a new organizational strategy is developed.
- TRDP's mid-term evaluation suggests new directions for Microfinance.
- The first Microfinance rating of TRDP's programme is conducted by M-CRIL India through PMN and research studies are conducted to suggest new products and services for Microfinance.
- The Protection and Empowerment of Working Children (PEWC) Programme and other projects such as Jafakash Aurat provide an expanded range of Microfinance products and services to the families of child labourers and women artisans in TRDP's programme area.
- Based on the success of the UMCP model and recommendations from its mid-term evaluation, and guided by relevant studies, TRDP separates Microfinance operations from social mobilization and sets up the Microfinance and Enterprise Development (MED) unit and conducts the first separate annual audit of the unit.

## 2010 AND 2011

### MICROFINANCE CONTINUES TO GROW STRONGER DESPITE DISASTERS

- TRDP manages to strengthen relationships with clients despite huge disasters hitting its operational areas in 2010 and 2011 and makes its Microfinance services relevant to clients in emergencies and rehabilitation.
- TRDP – MED Unit Institutional Assessment is carried out by Shore Bank International in February 2011, which indicates a strong institution with recommendations for further improvement.
- A study – entitled “Developing New Financial/ Loan Products for TRDP Microfinance Programme” – is concluded in September 2011.
- The Board of Directors and Senior Management conduct a strategy workshop for its Microfinance operations, recommending its eventual separation from TRDP.

- The MED unit’s SOPs and MIS/ FIS are developed, implemented and streamlined.

## 2012 – 2014

### GROWTH OF THE MICROFINANCE PROGRAMME

- Microfinance operations continue to grow in coverage, volume and product/services mix.
- Branchless Banking, a first time innovation in Pakistan, is piloted successfully.
- The Renewable Energy Microfinance product is introduced.
- A SMART Assessment of TRDP’s Microfinance Programme is conducted in 2013 which indicates many strengths and some areas for improvement.

## 2015 – 2016

### TRANSITION AND THE FOUNDING OF TMF



- A Strategic Review based five-year Business Plan (2015 – 2020) is developed by SJ consultants to steer the transition and the newly set up MFI.

- The transition process for setting up an independent Microfinance provider is started.
- Assets, liabilities, staff contracts, organizational structure, compliance, policies, audit and all other legal requirements are met.
- TMF is created as a separate, independent Microfinance provider, and registered under section 42 of the Companies Act.
- An innovative Electronic Appraisal mechanism is implemented for ease, efficiency and cost-savings.
- TMF looks to continued growth with increased operations, penetration into new markets, outreach to women clients in remote areas, and the innovative use of digitization, funded by equity and an expanded investor base.

## 3. What We Do



The goal of company is to help unbanked/unserved micro-entrepreneurs increase their income through doorstep Microfinance services without tangible collateral. The company provides a variety of financial services to help equip clients with the knowledge and skills required to reduce poverty and drive sustainable development.

### Our Mission

To Enable Micro Entrepreneurs to reach out Their Dreams:

- Offering variety of need based loans to micro-entrepreneurs
- Inspiring female and male entrepreneurs to become self-sustainable
- Achieving growth and development of the Company

### Our Core Values

#### To our clients:

- Building confidence in clients' abilities and provide wide-ranging support through our employees:
- Providing a digital and transparent platform and opportunity to use their skills and expertise

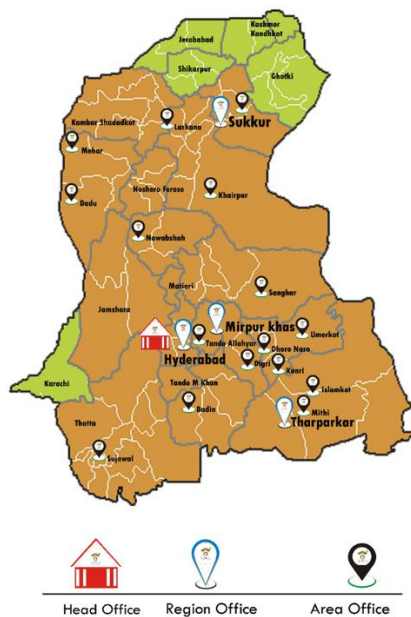


#### To society:

- Encouraging financial inclusion especially for rural women to help reduce poverty and their wellbeing.

## 4. Where We Work

Thardeep Microfinance Foundation is working in Tharparkar, Umerkot, Dadu, Jamshoro, Larkana, Sukkur, Khairpur, Qambar/shahdadkot, Thatta, Sujawal, Mirpurkhas, Sanghar, Benazirabad, Matiyari, Naushahro Feroz, Tando Mohd Khan, Hyderabad and Badin districts of Sindh through its 82 branches.



## 5. Strategies and Business Plan



The strategies and business plan has been developed undertaking through in-house and externally supported exercises with PPAF's financial assistance exploring possibilities and opportunities for profitable expansion. The exercises included review and analysis of existing strategies, structures, systems, staff, management and values. The development five-year business plan (2020 –

2025) was the result of the strategic exercises. The business plan sets out targets for growth and expansion and identifies opportunities, potential risks and mitigation strategies in achieving those expansion goals. According to the strategy:

#### KEY OBJECTIVES BY JUNE 2025 ARE:

TMF has set achievable growth targets that it plans to finance mainly from borrowings from commercial banks and PMIC and private investors. At the end of 2025, TMF plans to have:

- 100 branch offices.
- 898 staff including 676 credit staff.
- The average number of active borrowers per credit staff will decrease from 263 in 2020 to 226 in 2021, and on the other side the loan size will increase as new staff becomes more experienced, repeat clients will require minimum maintenance and they will represent a larger share of the portfolio.
- The average disbursed loan size is projected to increase to Rs. 60,283.
- Increase its outreach to 474,221 borrowers.
- Net outstanding portfolio will reach Rs. 11 billion.
- Accumulated assets estimated to be around Rs. 14 billion.
- 70% of assets will be financed from commercial bank borrowing and PMIC and the remaining 30% from its own equity.
- From profitable operations, TMF plans to earn adequate net surplus over the years.

## 6. Fin-Tech Solutions



#### Branchless Banking

Our digital financial services journey began 2011 initially as branchless banking. We always put our borrowers as borrower first and have 19 year's legacy of reaching underserved and unbanked population of rural areas of Sindh and as well urban with transparency, reliability and responsible digital financial services.

In order to build client loyalty and strengthen client retention, strong emphasis is placed on ensuring that clients are granted high quality service at all stages of the lending process and during any other interaction with TMF. TMF has effectively implemented branchless banking across all districts where 100% recoveries are made through OMNI, Easy Paisa and MCB Counter, and JAZZ Cash outlets. The Biometric Disbursements are made through these outlets.

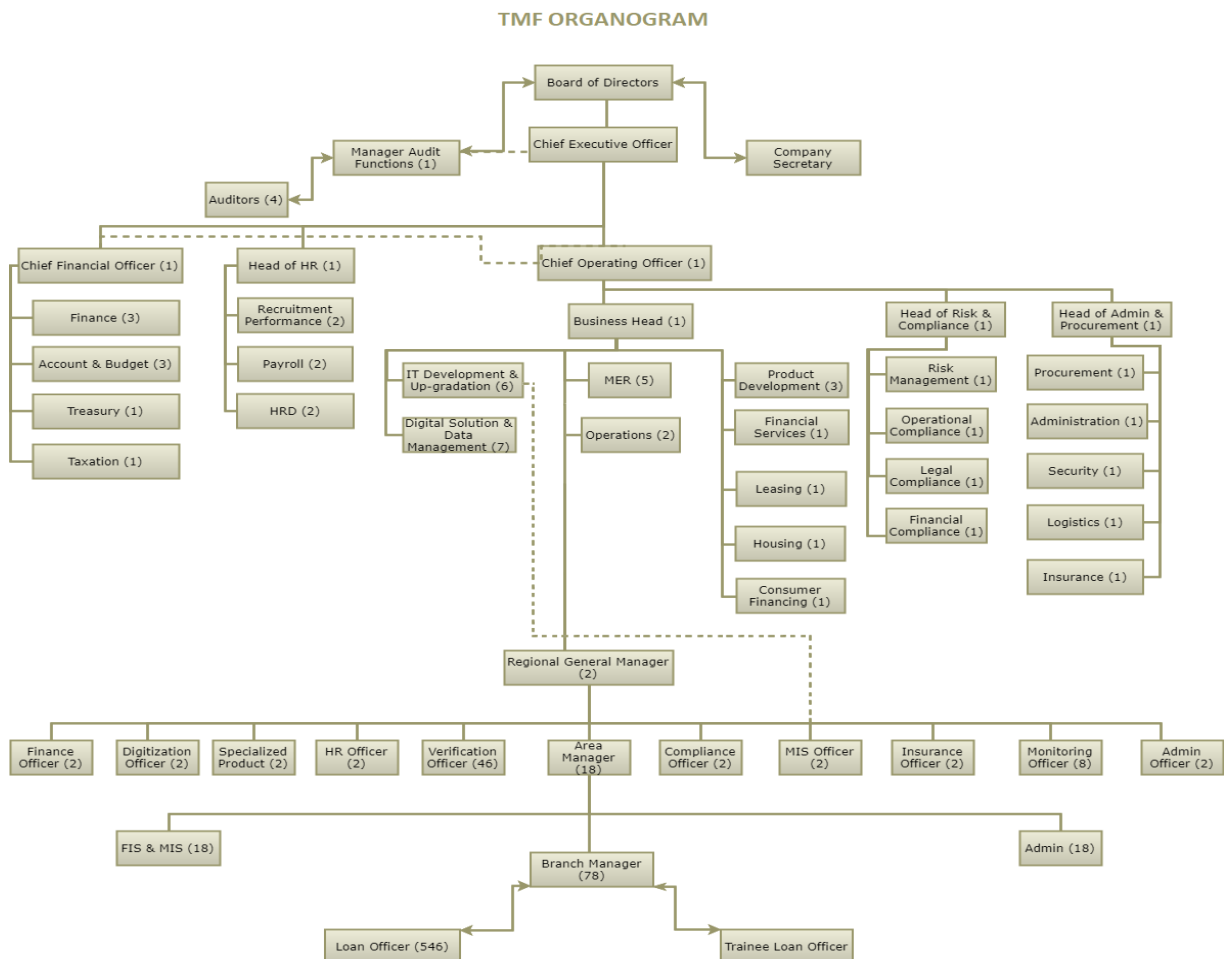


### Electronic Appraisal

After the success of TMF’s branchless banking mechanism, TMF has moved towards a paperless environment through the introduction of an online appraisal mechanism.

For e-appraisal, field staff uses a tablet / android phones to fill out the client’s appraisal information, take her/ his photograph and scan her/ his CNIC. A biometric device is used for the client’s thumb print and a mobile data sim to provide internet connectivity, eliminating the cost and time associated with paper appraisals, photographs and photocopies of CNICs. The e-appraisal has greatly reduced costs, for both the organization and its clients.

## 7. Organogram



## 8. Governance



Three persons have signed Memorandum of Association as Sponsors and the first Directors on TMF Board. However, TMF present Board has inducted four more Directors by inviting the experts as specifically in the field of Finance, Legal and Banking sectors. The brief profile of each of the directors is given below.

### Board of Directors



**Dr. Naseer Muhammad Nizamani**  
**Chairman**

Dr. Naseer Muhammad Nizamani has a long and distinguished career in programme management, research and training/ teaching in health systems and international development. Dr Nizamani is professionally trained as a Public Health Physician, with a medical degree from Pakistan and a Public Health degree from Harvard University USA; complemented with a degree in Rural Development from Pakistan. Dr Nizamani has worked for more than 24 years with renowned institutions, including the Aga Khan University Pakistan, Ministry of Health Government of Pakistan, Save the Children, UNICEF and Family Health International, UNFPA and International Medical Corps. Furthermore, Dr. Nizamani has managed a number of public health programs and supervised several research studies funded by, DFID, CIDA, the World Bank and other donors. He is being associated with TRDP since last 10 years as general body member and currently chairing board of both TRDP and TMF.



**Ms. Sabiha Shah**  
**Director**

A highly educated women with dynamic leadership traits emerged from Lyari, The oldest slum and mother city of Karachi. She has attained the status of outspoken fighter for the rights of depressed and neglected women and elimination of gender bias. Her late father was a committed and devoted social worker; actively involved in social development activities of his community, encouraged her intelligent and bold daughter for higher education attainment. His support in the field of education structured her future for women development. She is being associated with TRDP and TMF since last 10 years and currently serving as BOD member on TRDP and TMF board.



**Dr. Khadim Hussain Lakhari**  
**Director**

Dr. Khadim Hussain Lakhari is a qualified person having MBBS. He has been working on important positions during his illustrious career. He held senior position as Executive District Officer Health in Government of Sindh Health Department. Later he worked as Administrator LUHMS Jamshoro. He is social worker and worked with community in Rural Area of Sindh. Earlier on he held various positions and coordinated and implemented many development projects in Health and Rural and Social Development Projects funded by Government and multi-donors including World Bank, Asian Development Bank, etc. He is being associated with TRDP since last 10 years and currently serving as BOD member on TRDP and TMF Board.



**Mr. Naval Vaswani**  
**Director**

Mr. Naval Rai is a visionary, committed, dynamic & accomplished professional with 18+ years of diversified professional experience. He started career with SAZTEL Communication than worked as Electronics Engineer with LG Electronics and then

worked with Pakistan Telecommunication Company Ltd (PTCL), Pakistan's largest ICT and Broadband Company. Over his 13 year of professional association with PTCL, Naval had held technology, marketing, HR and strategy leadership positions and took several initiatives of strategic nature and set the example in telecom industry. Mr. Naval also worked with a large Media services Company (AGP-Pakistan) as Country Manager and as Advisor at Harvard Business Review (HBR).

He is solution-driven, focused on achieving results in competitive environments demanding continuous improvement and achieving organizational efficiencies. Mr. Vaswani has strong Analytical, Planning, Problem Solving and Organizational skills, excellent Customer relations, Contract Negotiation & Management skills, he is a great Negotiator, presenter and trainer.



**Ms. Maleeha Humayun Bangash**  
**Director**

More than 20 years of rich and varied international experience in leadership positions in Singapore, Pakistan and Turkey primarily in the areas of Asset Management, Corporate Banking and Marketing. Formulated the strategy, carried out negotiations and established an International Franchise in Pakistan.

Involved in the launch of the Singapore office of an International Financial Advisory firm and a leading local Asset Management firm (MCB AMC).

As Member /Commissioner (CCP), incharge of areas of Advocacy, Research and Mergers and Acquisition Review established an invaluable network of relationships with highest echelons of regulatory bodies, ministries and private sector leaders.

As Chief Strategy Officer at one of the largest local Asset Management Company (UBL Funds) formulated 5 year Strategy; implemented the same to take firm to the next level.

As Executive Vice President and Chief Strategy Officer (JSIL) drive revenue growth, structured

investment solutions (Shariah compliant and conventional), and forged business alliances.

As member Professional Committees of MUFAP(Mutual Funds Association of Pakistan) viz., Technical Committee, Rules and regulations, Marketing and Awareness, Publications, Taxation and Audit, Voluntary Pension Scheme,- contributing in development of the Mutual Fund Industry; Chairman MUFAP Election Commission



**Dr. Allah Nawaz Samoo**  
**Director**

Mr. Allah Nawaz Samoo is Chief Executive Officer of Thardeep Rural Development Program (TRDP). He has experience of over 20 years in development sector, corporate sector and government organizations in senior leadership role across the country. His key areas of expertise include building and managing public-private partnerships and leading 'community-driven-development' process.

Prior to joining TRDP, he worked as 'Managing Director' at 'Elementary Education Foundation' Government of Khyber Pakhtunkhwa, Peshawar. In this capacity, he led successfully the process of 'reform and change management' in a challenging environment. Prior to this, he worked with the Pakistan Poverty Alleviation Fund, Islamabad, as General Manager, Institutional Development, managing a partnership with 85 development organizations in 70 districts across the country. The partnerships resulted in the formation of over 70,000 inclusive community institutions, which are continuously facilitating the provision of civic services to the poor communities across the country.

Mr. Samoo also worked in World Bank supported technical assistance on Thar Coal and Power Project. Along with a team of international experts, he provided technical support to Government of Sindh in preparation for, and early supervision of, firms contracted to undertake a strategic environmental and social assessment and study in preparation of resettlement plan and regional development plan. Prior to that, Mr. Allah Nawaz



Samoo managed NCHD multi-sector program that supported district governments in improving primary enrollment through participation of community groups in school management.

He also contributed in the transformation of TRDP from a relief and rehabilitation project to 'Thardeep Rural Development Program'. His research studies have been published by renowned institutions including Oxford University Press.



**Mr. Ali Abbas Sikander**  
**Director**

A decisive, pioneering and award winning Chief Executive Officer reputed for exceptional vision, strategy and leadership, with a wealth of experience in Financial and Banking sectors driving e-business, customer solutions, revenue generation and innovative financial solutions through technological advancement and mutually beneficial partnerships to realize commercial objectives and improve operational performance

As a highly personable subject matter expert in Payments, Microfinance, and Transactional Banking, this trusted board advisor demonstrates the tenacity, adaptability, and strategic thinking to develop high performing teams, systems, and solutions in highly competitive yet traditionally structured environments.

With the technical and commercial expertise to deliver tangible results this innovative and visionary professional will quickly add value to any forward-thinking organization and its partners

## 9. Management



**Sono Khangharani**  
**Chief Executive Officer**

Sono started his professional career in late 1982 as a teacher (lecturer) in Agriculture University Tando Jam Sindh, which allowed him to learn teaching

skills, understand research methodology and its conduct and it linked with National and International Academia. He joined corporate sector in 1987 as a senior professional and learned about business models particularly in dairy farming and animal husbandry industry in Pakistan. Finally, he ended up working in development sector from early 1993 and still continue to work. In the development sector, he has an accumulated stay of 23 years working with diversified community and its mobilization. Having such diversified experience of working, starting as a senior professional in NRSP to CEO in TRDP and SRSO helped me a leader but without an appropriate training of leadership.

After NRSP, he got an opportunity to lead TRDP, SRSO and now TMF, which helped in sharpening my understanding about credit practices, approaches, methodology, risks, and staff management. Out of the total stay of 23 years, I have been actively engaged over 14 years exclusively in managing the Micro Credit and Enterprise Development activities including Credit portfolio, risk management and coordination with all stakeholders. While occupying the known position in the sector, he became the Board member in other similar objects organizations working in Pakistan and elsewhere. He has been part of the Governance structure of PMN for a tenure where his education further sharpens while learning from the peers in the sector. The Organization he is leading now has a very ambition plan of growth while adopting the technology and want to become a risk-free growth organization in future.



**Ms. Parsa Pathani**  
**General Manager Operations**

*A Role Model for Rural Women*

Ms. Pathani has 20 years' experience of community development and microfinance in rural areas of Pakistan. Pathani graduated from University of Sindh and started her career in rural development by joining School Nutrition Programme (a project of Agha Khan University) implemented by Karoonjhar welfare Association Tharparkar in 1994. She has also worked with Allama Iqbal Open University for Integrated Functional Literacy Programme IFLP. She joined TRDP as intern in February 98. She played a major role in strategic shifting of micro credit beneficiaries from men to women and transforming TRDP's Microfinance Program in to an independent NBFC in 2016. She currently works as General Manager Operations Important portfolio of



Microfinance operations supervising more than 600 employees along with loan portfolio of more than PKR 6 Billion.

She for the first time in the history of Microfinance industry launched digital financial inclusion through “Branchless Banking and Electronic Appraisal” successfully and encouraged women entrepreneurs who are 70 per cent of the total number of the clients of TMF total Portfolio. She was also awarded “Fatima Jinnah Presidential Medal 2010” for promoting women entrepreneurship in rural areas of Sindh. She has also made learning exposures nationally and internationally and got number of comprehensive training throughout her career.



**Mr. Narumal**  
**Senior Manager HR**

Narumal did his master’s in business administration from the University of Jamshoro in early nineties. He has twenty-five years’ work experience with International and local charity and not for profit development organizations (Save the Children UK, and Thardeep Rural Development Programme). Range of experience includes social mobilization at the grassroots level, all the way up to senior management leadership in core functions such as Microfinance and Finance and Human Resource. Having Expertise in assessing training needs, designing diverse community managed interventions and imparting training in the field of microcredit management at the grassroots level. Skills in facilitating participatory planning, fine tuning field interventions, and analysing the resources for rural credit management potential.



**Mr. Kalaram Hamirani**  
**Assistant GM Finance**

Finance professional with more than 13 of experience in the field of finance. He joined TRDP as accounts officer in Micro-Credit section in 2004 since than he has been associated with TMF. Previously he was serving as Manager Finance in micro-credit section of TRDP. He is one of most senior member of finance team in TRDP. Along with exceptional knowledge of finance, he has good leadership and decision-making skills. Along with MBA in finance, he has attended several national and International Trainings.



**Sanjai Kumar**  
**Manager Compliance**

Member of FCCA and PIPFA along with master’s in commerce having more than 6 years of experience in Financial Industry in Audit, Risk and Compliance from Deloitte Touche Tohmatsu (Big 4 audit firm) and Arthur Lawrence – US based MNC. With exceptional communication and problem-solving skills, he has excellent knowledge of (IFRS), IAS, ISAs and Tax laws. Currently he is being associated with TMF since 2016.



**Mr. Muhammad Faisal Shafi**  
**Manager Audit and Function**

Professionally qualified individual (ICMA, ICSP and PIPFA) having more than 15 years of experience in Audit, Accounts and audit firms. Previously he was associated with Bolan Castings Limited as Head of Internal Audit, Haider Shamsi & Co and Trade Development Authority of Pakistan.



**Mr. Teerath Kumar**  
**Manager Information Technology**

IT professional with more than 10 years of experience of developing and managing small, enterprise applications, system analysis, Management Information System, Ecommerce, Web/Mobile Applications & APIs Development/Integration. He has expertise in defining technical strategies that support overall business objectives. Supports efforts to develop and market technical solutions. He is working with TMF since 2016. He has been involved in different technological implementation where he has been privileged by successful implementation and development of Electronic Appraisal in Thardeep Microfinance Foundation. He regularly checks network and data security, Identifying and acting on opportunities to improve and update software and systems, Developing and implementing IT policy and best practice guides for the organization, Designing training programs and workshops for staff, Overseeing and determining timeframes for major IT projects including system updates, upgrades, migrations and outages, Managing and reporting, Providing direction for IT team members,

Identifying opportunities for team training and skills advancement



**Khalid Akhtar**

**General Regional Manager – Sukkur**

Mr. Khalid Akhtar has more than 12 years of professional experience, qualification is master's in Sociology from the University of Sindh, and he started his professional career as Assistant field worker in 2002 in "Tawana Pakistan Project" with Thardeep Rural Development Programme (TRDP). He started his microfinance career as an assistant credit office in 2004. He has been closely working with community organizations from the platform of TRDP and Thardeep Microfinance Foundation TMF at different positions. He has rich experience and understating of the issues faced by the rural community; he is also famous in rural microfinance expansion. He has attended International and national Training to enrich her professional skills and understand the challenges around rural poverty. He is currently managing TMF's Sukkur Region portfolio as Regional General Manager – Sukkur at Thardeep Microfinance Foundation (TMF).



**Akhtar Hussain Chandio**

**General Regional Manager – Hyderabad**

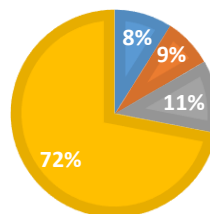
Mr. Akhtar Hussain has more than 10 years of experience working with rural communities. Mr. Akhtar's qualification is a master's in commerce from the University of Sindh and LLB he started his professional career as an Accounts Assistant in 2008 with Thardeep Rural Development Programme (TRDP). He has been closely working with community organizations from the platform of TRDP and Thardeep Microfinance Foundation TMF at different positions. He has rich experience and an understating of the issues faced by the rural community. He has attended International and national Training to enrich her professional skills and understand the challenges around rural poverty. He is currently managing TMF's Hyderabad Region portfolio as Regional General Manager – Hyderabad at Thardeep Microfinance Foundation (TMF).

## 10. Total HR Strength

The total staff strength: **809**

### HUMAN RESOURCE

- Head Office    ■ Region Office
- Area Office    ■ Branch Office



Head Office	53
Region Office	49
Area Office	72
Branch Office	635
<b>Total</b>	<b>809</b>

## 11. Policies & Procedures

The operational, administrative, and human resources structures of TMF are in place and the Audit Function and Compliance Department are functional with qualified personnel. Policies, structures, and manuals are updated/developed as per company requirements and approved by the TMF Board. These include:

1. Human Resource Policy
2. Financial Policy and manual
3. Administration Policy and manual
4. Information Technology Policy
5. Audit Function Manual
6. Standard Operating Procedures Policy and manual
7. Code of Conduct / Ethics Policy
8. Conflict of Interest Policy
9. Compliance Manual
10. Alternative Delivery Channel Manual
11. Client Grievance Policy
12. Credit Information Policy
13. Whistleblowing Policy
14. Procurement Policy
15. Anti-Money Laundering Policy
16. Fraud and Forgery Policy.

## 12. Statuary Auditor

**BDO Ebrahim & Co** – Chartered Accountants, one of top five audit firm registered in Pakistan having its registered office at 2nd floor, block C, Lackson squire, building # 1, sarawar Shaheed road, Karachi. Phone# +92 – 21 – 35683498

### 13. Legal Advisor

M/s Azam Choudhary Law Associates; Attorneys at Law & Corporate, Consultants having its registered office at No. 5, Street 9 , Sector F-8/3, Islamabad.

### 14. Tax Advisor

EY Ford Rhodes Chartered Accountants is one of Big 4 firm in the world having its registered office at progressive plaza, Beaumont road, PO Box 15541, Karachi.

Phone# +92 – 21 – 35657677

### 15. NPO

TMF has been granted NPO status under section 2(36) of Income Tax Ordinance 2001 by Federal Board of Revenue (FBR).

### 16. Bankers

TMF is working with following Banks:

1. Habib Bank Limited
2. United Bank Limited
3. MCB Bank Limited
4. National Bank of Pakistan
5. JS Bank Limited
6. Telenor Microfinance Bank
7. Allied Bank Limited
8. Mobilink Microfinance Bank Limited

### 17. Debt Partners

TMF is associated with following debt providers.

1. Thardeep Rural Development Program
2. Pakistan Microfinance Investment Company
3. Habib Bank Limited
4. JS Bank Limited
5. SIMA Social Investment – International
6. Tridos Investment Management – Netherlands
7. National Bank of Pakistan
8. MCB Bank Limited
10. Pakistan Mortgage Refinance Company – PMRC

### 18. Network Partners

1. Pakistan Microfinance Network
2. Microfinance Exchange – MiX
3. Micro-Credit Summit Campaign

### 19. TMF at Glance

#### Outreach Districts 19

Area Offices	16
Branch Offices	82
Loan Officers	508

#### Cumulative Disbursement

Amount Disbursed as of June 2020 (PKR Billion)	29.6
Number of Loan Disbursed	1,278,085
Number of Female Loan Disbursed	863,241

#### Active Loan Portfolio

Current Active Borrowers	104,907
Current Active Female Borrowers	74,056
Current Out Standing Loan Portfolio (PKR Billion)	3.1

#### Disbursement (July 2020 – Jan 2021)

Amount Disbursed (PKR million)	1963.1
Number of Loan Disbursed	37,194

#### Recovery (PKR) July 2020– Jan 2021

Amount Due	Amount Recovered	%age
2,668,081,403	2,360,573,397	88%

#### Active Borrowers Sector Wise

Sector	Per cent
Enterprise	49.2%
Agriculture	5.5%
Livestock	38.3%
Renewable Energy	1.7%
Education	0.1%
Housing	3.3%
Others	1.9%

#### Active Borrowers Gender Wise

Male	Female
29%	71%

## 20. Awards

Certificate of Recognition by PMN & PMIC: Most Innovative MFI-PPAF Awards	Thardeep Microfinance Foundation	2017-18
Gold Price Disclosure Award by Micro-Finanza Rating	Thardeep Microfinance Foundation	2017-18
National Runner-up	Mani	2017-18
Regional Runner-up Sindh	Naseem Akhtar	2017-18
Innovative entrepreneur Sindh	Naimat	2017-18
Most Innovative MFI – Citi Awards	Thardeep Microfinance Foundation	2017 – 18
Most Innovative MFI – Citi Awards	Thardeep Microfinance Foundation	2016 – 17
National Runner-up	Ijaz Ali – Borrower	2016 – 17
National Runner-up	Ghulam Mohammad Chandio – Loan Officer	2016 – 17
Regional Winner Sindh	Rano Mal – Borrower	2016 – 17
Regional Runner-up Sindh	Salma – Borrower	2016 – 17
Regional Runner-up Sindh	Murtaza Shah – Loan Officer	2016 – 17
National Runner Up	Shafqat Parveen – Borrower	2015 – 16
National Runner Up	Dilbar Dars – Loan Officer	2015 – 16
Sindh Runner Up	Nazeeran – Borrower	2015 – 16
Innovative entrepreneur Sindh	Parti – Borrower	2014 – 15
Sindh (Winner)	Sheer Mohammad Halleotto – Loan Officer	2014 – 15
Sindh (Winner)	Kastoori – Borrower	2012 – 13
Fatima Jinnah Presidential Medal	Parsa Pathani	2010 – 11
Tamgha – e – Imtiaz	Dr. Sono Khangharani	2009 – 10
Regional Runner Up	Vidia – Borrower	2008 – 09
Regional Runner Up	Nazeeran Bajeer – Loan Officer	2008 – 09
Regional Micro entrepreneur (Rural)	Ms. Nawlee – Borrower	2007 – 08
Regional Loan Officer	Kelash Kumar – Loan Officer	2007 – 08
Regional Micro entrepreneur (Rural)	Ms. Soomran Bhanbhro – Borrower	2007 – 08
Regional Loan Officer	Abdul Kareem	2007 – 08

**Thank you for taking the time to go through this profile.**

If there are any questions or comments,  
feel free to contact.

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