



DAMEN SUPPORT PROGRAMME

ISSUE 8
JULY 2025

DSP UPDATES

MONTHLY NEWSLETTER

Product Wise Segregation of Portfolio

Sr #	Murabaha Products	# Of Loans	OLP (PKR Millions)
1	Handicraft & Embroidery	152	6
2	Agriculture & Livestock	3,359	158
3	Trade and Business	1,990	108
4	Tailoring & Clothing	6,292	294
	Total	11,793	565
Sr #	Conventional Products	# Of Loans	OLP (PKR Millions)
1	Handicraft & Embroidery	1,714	90
2	Agriculture & Livestock	18,726	890
3	Trade and Business	16,948	871
4	Tailoring & Clothing	51,296	2,599
5	PMYB	897	218
6	Gold Finance	218	36
	Total	89,799	4,704
	Grand Total	101,592	5,269

Sustained Excellence: All Zero PAR Branches Retain Status in July

All branches which reported a Zero PAR > 29 Days in June have successfully retained their status through July. This includes Maraka, Jumber, Nankana, Muslim Town, Daska, Phoolnagar, Chunian, Rajana, and Kamalia. Their consistent performance reflects strong client relationships, diligent follow-up, and disciplined portfolio management. We commend the efforts of the respective branch teams for upholding DSP's standards of financial discipline and operational excellence.

Quarterly Progress Review Meeting

Damen Support Programme successfully conducted its Quarterly Progress Review Meeting for the period of April to June 2025, on 7th July at the Head Office in Lahore. The meeting was chaired by the General Manager Operations and attended by Manger Operations, Regional and Area Managers. It served as a platform for a detailed review of field performance, operational progress, and strategic planning for the coming quarter.



Kasur, Maraka and Okara Retain Top Three Positions in Active Clients

In line with the previous month's performance, the Kasur, Maraka, and Okara areas have successfully retained their top three positions in terms of active clients for the month of July.

Kasur Returns to the Top in OLP

In the latest update on Outstanding Loan Portfolio (OLP) rankings, Kasur has reclaimed the top position, surpassing Niaz Baig, which now stands at second place. Maraka maintained its steady performance, holding on to third position. This shift highlights the dynamic nature of portfolio growth across regions and underscores the competitive efforts of field teams in driving financial outreach.

Kasur and Sheikhpura Retain Top Positions in Loan Disbursements

Kasur and Sheikhpura continued to lead in loan disbursements this month, maintaining their positions as the top two performing areas. Notably, Niaz Baig demonstrated significant progress by moving up from fourth to third place. In total, 9,017 loans were disbursed across all areas, reflecting the ongoing efforts to expand financial access and client outreach.

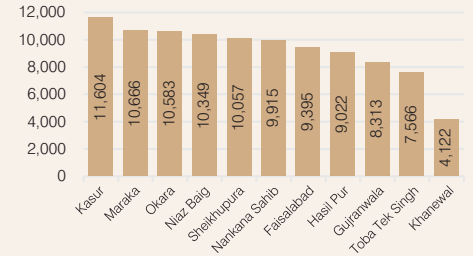
Kasur Leads in Monthly Disbursement Volume

Kasur secured the top position in terms of loan disbursement volume during the reporting month, surpassing Niaz Baig, which moved to second place. Sheikhpura showed improvement by moving up to third position. Overall, total disbursements across all areas reached PKR 799 million, reflecting strong financial activity and sustained client demand for microfinance services.

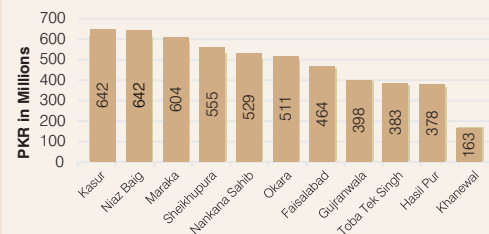
PAR Remains Under Control Amid Growth

During the past seven months, PAR > 29 Days remained largely stable. After dropping to a low of 0.96% in March, the ratio remained within a manageable range, closing at 1.17% in July 2025. This reflects effective credit monitoring and strong client repayment behavior.

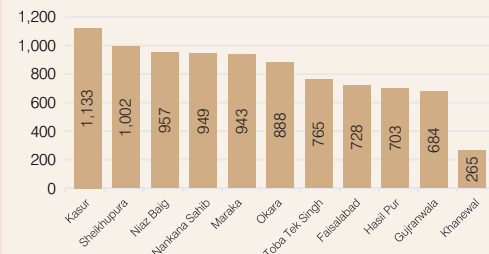
Active Clients Portfolio



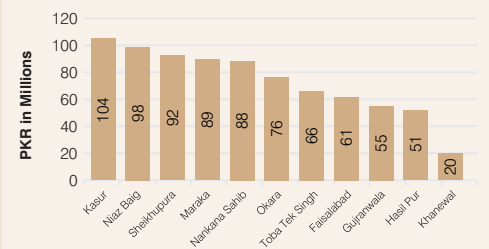
Outstanding Loan Portfolio



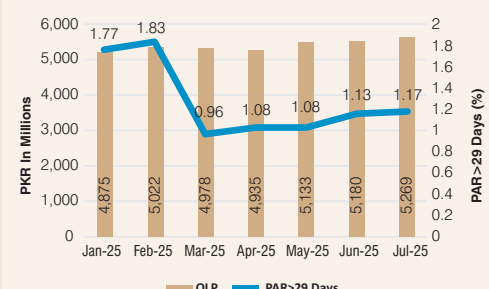
Loans Disbursed



Amount Disbursed



OLP & PAR > 29 Review Jan 25 - Jul 25



Exploring New Avenues: HBL Delegation Visits DSP

DSP hosted a delegation from the HBL Financial Institutions Group, Head Office Karachi. The visiting team included Mr. Ahsan Mehdi, Syed Salman Rizvi, and Mr. Daniyal Rizvi.

During their visit to DSP's Head Office, the delegation engaged in a constructive meeting on 1st July with the Chief Executive Officer and Heads of Departments. Discussions centered around the evolving microfinance landscape, DSP's institutional performance, and the potential for establishing a bilateral credit line to strengthen financial collaboration.

We are grateful for HBL's continued interest in supporting inclusive financial initiatives and look forward to building a partnership that advances our shared goal of empowering underserved communities through responsible finance.



Exploring Prospects for Strategic Collaboration

DSP was honored to host Ms. Cécile Pochet from Grameen Crédit Agricole Microfinance Foundation and Mr. Federico Carraro from the Belgian Investment Company for Developing Countries at our Head Office.

The visit formed part of a comprehensive due diligence process aimed at assessing potential avenues for future collaboration. During their time at DSP, the delegation held in-depth discussions with the senior management team, focusing on DSP's operational approach, institutional impact, and strategic direction.

To gain a more grounded perspective on our community engagement, the visitors also toured DSP's Niaz Baig Branch Office. There, they interacted directly with clients and observed ongoing field activities, offering them a firsthand understanding of our programs in action.

We are grateful for their valuable insights and interest in our work. DSP remains committed to building strong, mission-aligned partnerships and looks forward to exploring mutually beneficial opportunities with both organizations in the future.

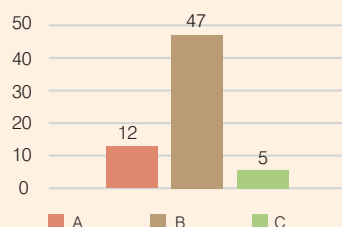


Branch Risk Monitoring: Ensuring Operational Stability

As of June 30th, 47 branches have been categorized under the medium-risk level, indicating a moderate degree of exposure across critical domains including credit, operations, fraud, audit, human resources, and financial management.

These risk ratings serve as a vital tool in proactively monitoring and mitigating potential vulnerabilities. While no significant red flags have emerged, DSP remains committed to continuous oversight and timely interventions to further strengthen institutional resilience and operational stability.

Branch Risk Rating (as of June 30th)



PMIC Delegation Visits DSP for Monitoring

On 28-29 July a delegation from the Pakistan Microfinance Investment Company (PMIC) conducted a monitoring visit to DSP. During the visit, the delegation met with all Heads of Departments to review operations, discuss progress, and gain insights into DSP's ongoing initiatives.

Following this, Mr. Yasir Ashfaq, CEO, and Mr. Saqib Siddiqui, COO of PMIC, also visited DSP to review the organization's annual performance and discuss opportunities for future collaboration. The discussions focused on strengthening the partnership, enhancing service delivery, and exploring innovative



approaches to expand financial inclusion. These engagements reflect the shared commitment of both organizations to operational excellence, transparency, and creating sustainable impact in underserved communities.

DSP Leadership Participates in Global Financial Inclusion Training in Baku

A five-member delegation from DSP participated in the Global Financial Inclusion Training (G-FIT) organized by the Global Alliance for Financial Inclusion (GAFI, formerly SAMN) in Baku, Azerbaijan, from July 7 to 11, 2025.

The DSP team included Mr. Amjad Ali Arbab, Advisor to the DSP Board; Ms. Shehribano Kazim, Board Director; Mr. Asghar Ali Memon, CEO; Mr. Athmar Ali Arbab, COO; and Ms. Rukhshanda Riaz, GM Human Resources. The training brought together senior professionals from across the region to explore emerging trends, best practices, and collaborative strategies in advancing financial inclusion.

Notably, Mr. Amjad Ali Arbab served as a panelist in a discussion titled "United for Growth – The Role of Cross-Border Collaboration."





DSP Joins National Dialogue on ESG Integration in Microfinance

A team from DSP — Ms. Sadia Ali (Senior Manager Risk), Mr. Nazeem-ud-Din (Manager Operations), and Mr. Sajid Ali (Area Manager, Area-8) — actively participated in a workshop organized by the Pakistan Microfinance Network (PMN), titled “Building Sustainable and Responsible MFPs/NBFCs through ESG Integration”.

The workshop brought together senior professionals from across Pakistan's microfinance and non-banking financial sectors to explore (ESG) principles into institutional frameworks. Through interactive sessions, expert-led discussions, and real-world case studies, participants examined how ESG compliance can enhance long-term organizational resilience and accountability.

DSP remains committed to advancing sustainability and responsible finance. This engagement reinforced our ongoing efforts to incorporate ESG standards into our strategy, operations, and risk management practices—ensuring we continue to empower communities while upholding transparency and ethical governance. the integration of Environmental, Social, and Governance.

Celebrating the Season: Mango Party at DSP Head Office

On July 25, DSP organized a delightful Mango Party at its Head Office to celebrate the summer season and promote a spirit of camaraderie among staff. The event provided an informal and enjoyable setting for team members to unwind, connect, and share in the seasonal joy of fresh mangoes—a cherished tradition in many parts of the country.

The gathering featured a variety of mangoes, fostering not only moments of refreshment but also strengthening interpersonal bonds across departments. Events like these reflect DSP's ongoing efforts to cultivate a positive, engaging, and inclusive workplace culture.



Orientation Session for New Hires

From July 8 to 10, 2025, DSP conducted a comprehensive orientation session at its Head Office for newly recruited team members. The program was designed to familiarize participants with DSP's mission, operational structure, and organizational culture.

Led by Heads of Departments (HoDs), the sessions were both informative and interactive, offering valuable insights into core functional areas, institutional values, and DSP's broader goal of community empowerment through microfinance. This initiative aimed to equip the new staff with the knowledge and context necessary to align with DSP's vision and operational ethos.

A total of 35 participants attended the three-day orientation, gaining a deeper understanding of their roles and responsibilities within the organization.

We extend a warm welcome to our new colleagues and look forward to their meaningful contributions toward our collective goal of sustainable development and financial inclusion.



Celebrating Our Team: July Birthdays at DSP

At DSP, we believe that recognizing and celebrating our people fosters a more connected and motivated workplace. As part of this tradition, we took a joyful moment in July to celebrate the birthdays of four valued team members:

- 1) Mr. Junaid Iqbal Qureshi – General Manager, Operations
- 2) Mr. Kamran Arif – Deputy Manager, Portfolio Risk
- 3) Ms. Aisha Almass – Assistant Manager, Research & Documentation
- 4) Mr. Afzaal Ahmad – Driver

These small celebrations offer an opportunity for staff to pause, connect, and appreciate the individuals who contribute daily to DSP's mission. We extend our heartfelt wishes to each of them for a year filled with success, health, and happiness.

As always, we look forward to continuing this thoughtful tradition, reinforcing our commitment to a positive and inclusive work culture.



From Boutique Worker to Business Owner

Shazia's journey is a testament to resilience, skill, and timely support. Her husband was highly skilled in block printing but, working as a labourer in someone else's shop at Liberty Market, he was unable to earn the income his craft deserved. To support their three children, Shazia took a job at a boutique.

In 2018, she received her first loan from the Damen Support Programme. Having learned block printing skills from her husband, Shazia used the loan to purchase raw materials and start a small business from home.

Encouraged by her progress, Shazia expanded through subsequent DSP loans. Today, as a seventh loan cycle client, she has a complete block printing setup at home, and her husband has joined her full-time. Now, factories such as Generation and boutiques in Liberty Market provide cloth for block printing, which they complete from home and deliver back. Their income has grown steadily, enabling them to manage household expenses and reinvest in their enterprise.

Shazia's story shows how access to finance, paired with determination, can transform livelihoods and uplift families.



Samina's Journey to Stability



Samina's husband worked as a rickshaw driver, but his income was barely enough to feed their family of seven. To ease the burden, Samina started stitching shoe uppers through a neighbor, which gave her some relief and sparked the idea of starting her own business.

Her breakthrough came when she approached Damen Support Programme for a loan to pay the security deposit required by factories to give her direct orders. With this support, she began earning higher profits and gradually grew her business. After repaying her first loan, she took another to purchase her own Juki machine, reducing her dependence on others. Over time, she availed seven loans, each helping her expand production and strengthen her relationship with factories.

Today, as a seven-loan-cycle client, Samina earns a stable income, supports her children's education, contributed to her daughter's wedding expenses, and even helped her husband buy a new rickshaw. "DSP trusted me when I had nothing, and step by step I built a business that now sustains my family," says Samina with pride.

From Hardship to Hope

Nazia's life was never easy. Her husband's irregular income as a laborer often left her struggling to meet daily needs while worrying about the future of her two daughters. In 2013, determined to support her family, she took her first loan from DSP and bought a sewing machine, earning a modest income through stitching. A second loan helped her try selling cloth, but delays in payments forced her back to stitching until 2020.

Her challenges worsened when her husband fell into addiction, cutting off his support. At this low point, Nazia learned tassel-making from a neighbor and, with another loan from DSP, started her own business by seeking orders from the Rang Mahal market.

Today, she successfully runs both stitching and tassel-making, providing a steady income for her family. Now in her sixth loan cycle, Nazia has overcome her greatest worry by saving for and managing the wedding expenses of her daughters.



**ALL DSP COLLEAGUES ARE ADVISED TO SHARE INFO, NEWS & STORIES FOR THE PUBLICATION IN
MONTHLY NEWSLETTER AT THE FOLLOWING E-MAIL ADDRESS: aisha@damensp.com**