



DAMEN SUPPORT PROGRAMME

ISSUE 17
April 2026

DSP UPDATES

MONTHLY NEWSLETTER

Sectorial Categorization of Portfolio

| Sr.# | Conventional Products | # of Loans | OLP (PKR Millions) |
|------|-------------------------|----------------|--------------------|
| 1 | Tailoring & Clothing | 47,456 | 2,023 |
| 2 | Services | 14,939 | 1,111 |
| 3 | Livestock & Agriculture | 14,899 | 843 |
| 4 | Trade & Business | 10,345 | 701 |
| 5 | Handicraft & Embroidery | 1,743 | 88 |
| 6 | Manufacturing | 222 | 16 |
| 7 | Solar | 66 | 5 |
| | Sub-Total | 89,670 | 4,787 |
| Sr.# | Murabaha Products | # of Loans | OLP (PKR Millions) |
| 1 | Tailoring & Clothing | 8,629 | 360 |
| 2 | Services | 3,826 | 263 |
| 3 | Livestock & Agriculture | 3,784 | 217 |
| 4 | Trade & Business | 2,107 | 98 |
| 5 | Handicraft & Embroidery | 140 | 8 |
| 6 | Manufacturing | 102 | 7 |
| 7 | Solar | 19 | 2 |
| | Sub-Total | 18,607 | 955 |
| | Grand Total | 108,277 | 5,742 |

Champion Branches Recognized Under Revised Criteria

Following the revised Champion Branch criteria announced by CEO, branches achieving both zero PAR and an active client portfolio exceeding 2,000 are now recognized for comprehensive performance excellence.

Based on this enhanced benchmark, the Champion Branches for the quarter January to March include Chunian, Dhamke, Jamber, Kahna, Nankana, Phoolnagar, Rachna Town, Renala Khurd, and Warburton. These branches demonstrated strong portfolio quality alongside significant outreach, setting a high standard for performance across the network.

Zero PAR Branches Increase to Seventeen

The number of DSP branches maintaining Zero PAR increased from 12 to 17 during the current month, reflecting improved portfolio quality and disciplined credit management.

Begum Kot, Gojra, Kahna (SB), Pattoki, Sahiwal G.T. Road, and Shahkot newly achieved Zero PAR status, joining Chunian, Dhamkey, Jamber, Maraka, Muslim Town, Nankana, Pakpatan, Phoolnagar, Rachna Town, Renala Khurd, and Warburton in this category.

Consistent Leaders in Active Client Portfolio

Kasur, Sheikhpura, and Nankana once again secured the first, second, and third positions, respectively, in the active client portfolio for the third consecutive month. Across the network, the total number of active clients reached 108,279, reflecting steady expansion and continued growth in outreach.

Top Three Maintain Stronghold in OLP Rankings

Niaz Baig, Kasur, and Sheikhpura retained their leading positions in the Outstanding Loan Portfolio reflecting sustained portfolio strength and disciplined credit practices. The overall OLP stood at PKR 5,742 million, indicating steady growth and continued stability across the network.

Kasur Maintains Lead in Disbursement Numbers

Kasur maintained its leading position in the number of loan disbursements, while Nankana moved ahead to secure the second position, replacing Sheikhpura, which stood third. Overall, 10,165 loans were disbursed across the network, highlighting sustained outreach and operational momentum.

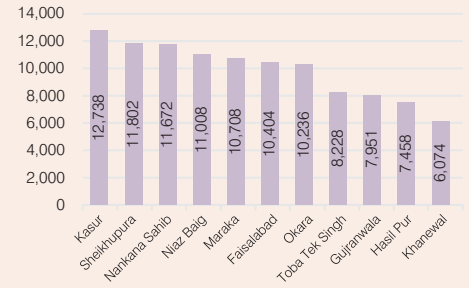
Kasur Sustains Lead in Disbursement Volume

Kasur continued to lead in disbursement volume, followed by Niaz Baig and Maraka in second and third positions, respectively. Overall, disbursements reached PKR 915 million across 11 operational areas, indicating sustained momentum in lending activity.

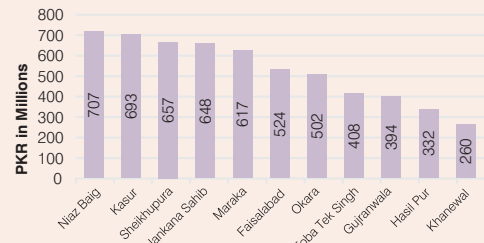
PAR >29 Days Remains Stable

PAR over 29 days held steady at 0.22 percent, slightly up from 0.21 percent in the previous month. This stability underscores DSP's disciplined portfolio monitoring and effective risk management practices.

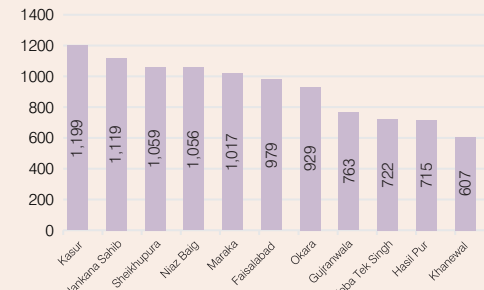
Active Clients Portfolio



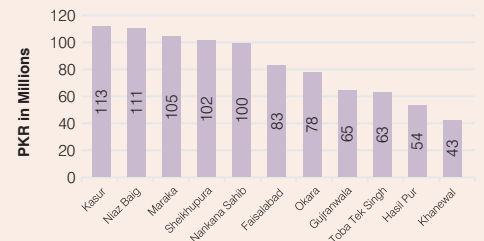
Outstanding Loan Portfolio



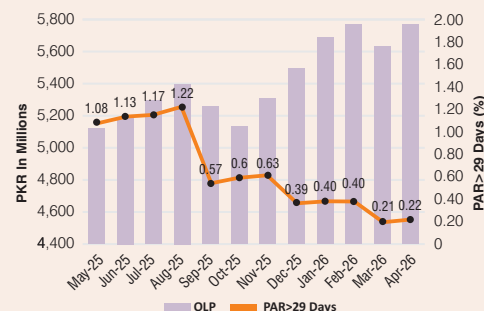
Loans Disbursed



Amount Disbursed



OLP & PAR>29 Review May 25 - Apr 26



DSP Holds Quarterly Board Meeting

DSP held its quarterly Board meeting on 25 April at the Head Office. The meeting brought together Board members and senior management to review organizational performance, operational progress, and key strategic matters.

Discussions focused on institutional developments, financial and operational updates, and ongoing initiatives aimed at strengthening service delivery and organizational growth. The meeting reaffirmed DSP's commitment to effective governance and strategic oversight.

Solar Finance to Promote Adoption of Renewable Energy Solution

DSP is serving as an implementing partner of the PMIC – KfW Renewable Energy Initiative through Microfinance PRIME, project. The program aims to support financing of quality solar products for households in poor grid and off-grid locations in the rural and peri-urban areas of Pakistan.

Under this initiative, a total of 87 solar systems have been installed, contributing to improved energy access and environmental sustainability. The solution is designed for easy installation without specialized technical skills and allows users to start with a low investment and expand gradually, making it a practical and scalable option for households and microentrepreneurs.

Strategic Dialogue on Economic Trends and Microfinance Resilience



A discussion was held between PMIC leadership and DSP's senior management, led by Mr. Asghar Memon, CEO, to assess the evolving economic landscape and its implications for microfinance.

The dialogue highlighted regional uncertainties, including geopolitical conflicts, rising energy costs, inflation, and pressures on household incomes and businesses. It also examined potential impacts on remittances, loan demand, and financial stability in underserved communities. Participants emphasized timely adaptation, prudent financial management, and coordinated responses, reinforcing the need for collaboration and forward-looking strategies.

Promoting Digitization Across DSP Operations

On 23 April, DSP management held a strategic virtual meeting with Faysal Bank to align operations with the State Bank of Pakistan's (SBP) regulatory framework for transitioning from cash-based processes to digital disbursements and collections. This initiative is part of a broader joint digitization effort by SBP and SECP to promote account-based transactions and strengthen financial inclusion across the microfinance sector.

Under this initiative, the Pakistan Microfinance Network (PMN) was engaged to facilitate implementation, with UBL selected as the account-opening partner. In the next phase, PMN shortlisted four MFIs, including DSP, for pilot implementation.

In line with these developments, DSP has been actively working on digital disbursement solutions, initially in collaboration with JS Zindagi, and has since expanded its partnerships to include UBL and Faysal Bank. As part of the pilot, DSP has successfully opened accounts for nine clients, supporting the transition towards digital financial services.

The collaboration also focused on the operational rollout of digital integration through the Raast instant payment system and SBP's digital infrastructure. This initiative strengthens DSP's role as a last-mile service provider by combining partner banks' digital capabilities with DSP's grassroots outreach to deliver faster, secure, and paperless financial services.

Exploring Future Funding Opportunities

On 24 April, a virtual meeting was held between DSP and Faysal Bank to explore funding prospects and future collaboration opportunities, focusing on strengthening financial partnerships in line with financial inclusion initiatives and operational requirements.

DSP Joins Virtual Session on Agritech–MFP Collaboration

Following its short-listing among microfinance institutions under the State Bank of Pakistan's Agriculture Finance Innovation Challenge (AFIC), DSP is progressing towards participation in the Resilient and Accessible Microfinance (RAM) program. The initiative provides access to a Contingent Liquidity Facility (CLF), and Innovative Agricultural Liquidity (IAL) and facilitates structured matchmaking between Microfinance Providers (MFPs) and Agriculture Technology Companies (ATCs) to develop bundled financial and technology solutions.

The State Bank of Pakistan organized a virtual engagement session connecting shortlisted MFPs with agritech firms, including Bakhbar Kisan and SAWIE, to explore potential synergies. A matchmaking event scheduled for the third week of May 2026 will further support partnerships based on product alignment and operational capacity.

Client Complaint Management Update April 2026

DSP recorded 54 client complaints in April 2026, of which 44 were resolved within the month. The remaining cases are under review. Client feedback continues to inform service improvements, with DSP maintaining a strong commitment to timely and transparent resolution.

Head Office Team Attends Training on Islamic Microfinance

Mr. Sajid Naveed, Mr. Rizwan Siddique, Mr. Nazeem-ud-Din, Mr. Faheem Akhtar, and Mr. Kamran Arif from the Head Office participated in a two-day online training session on Islamic Microfinance for MFBs, DFIs, and MFIs, organized by NIBAF Islamabad.

The session enhanced understanding of Islamic microfinance practices, supporting improved delivery of Shariah-compliant services

Candles, Cakes & Smiles at Head Office

During the reporting month, the birthdays of Mr. Athmar Ali Arbab, Chief Operating Officer, and Mr. Imran Nazir, Office Boy, were warmly celebrated at the Head Office. The occasion was further graced by the presence of our respected Chairperson, Ms Naghma Rashid, adding special significance to the event. The gathering brought together colleagues in a cheerful and inclusive atmosphere, reflecting the organization's culture of appreciation and unity across all levels.



Transition to Laptops for Enhanced Efficiency

DSP has initiated a phased transition from desktops to laptops to enhance mobility and efficiency. As part of this initiative, 20 laptops have been distributed among Head Office and field staff, supporting flexible working and improved service delivery.

Interest-Free Electric Bike Financing for Staff

As part of its commitment to employee well-being and environmentally responsible practices, DSP has introduced an interest-free financing facility for electric bikes and scooters. Under the programme, employees may avail financing of up to PKR 200,000 or four gross salaries, whichever is lower, with repayment spread over a maximum period of two years through convenient payroll deductions. Staff members will also have the flexibility to choose their preferred vehicle brand. This initiative reflects DSP's continued focus on supporting employee welfare while encouraging environmentally sustainable transportation practices.

VIS Rating Delegation Visits DSP

Ms. Sabeen Ahmad, Advisor, and Ms. Arooba Ashfaq, Rating Analyst, from VIS Credit Rating Company visited DSP as part of the preliminary engagement process for the organization's social rating exercise. The visit focused on introductory discussions, interaction with management, and the completion of pre-assessment formalities related to the social rating process. The engagement provided an opportunity to share insights into DSP's operational practices, social objectives, and institutional approach to responsible microfinance services.



Training on Islamic Microfinance & Solar Financing

DSP organized a two-day training on Islamic Microfinance and Solar Financing under the PRIME Programme on 17–18 April 2026 in Lahore. The PRIME solar financing initiative is being implemented in collaboration with the Pakistan Microfinance Investment Company. The training focused on Islamic finance principles, Murabaha implementation, and solar financing solutions, combining theory with practical, case-based learning. Dr. Naveed Aslam, Shariah Advisor at DSP, facilitated sessions on Shariah concepts, while Mr. Sajid Naveed led discussions on PRIME solar financing and Murabaha operations.



A total of 42 staff members participated, reflecting DSP's commitment to capacity building and effective delivery of Shariah-compliant financial services.

Capacity Building for Transferred Islamic Branch Staff

On the 1st day of April, a training session on Islamic products and services was conducted at the Head Office for the staff members of the branches transferred from conventional to Islamic ones. A total of 10 field managers and loan officers attended the session. The training strengthened understanding of Islamic banking principles, products, and service delivery to better serve clients in line with Shariah-compliant practices.

DSP Staff Undergo Civil Defence Training for Crisis Situations

Mr. Ahmad Rahat, Senior CIB Officer, Ms. Uzma Lashari, Admin Officer, and Mr. Muhammad Asif, Driver, participated in the Civil Defence Relief Camp Management Course organized by the Civil Defence Academy. The training aimed to enhance preparedness and build practical skills to effectively respond to emergency and war-related situations.



New Hires Orientation

From 6 to 10 April, DSP conducted a five-day orientation programme at the Head Office for 18 newly recruited staff members. The sessions introduced participants to the organization's mission, structure, and workplace culture.

Department heads shared insights on key functions and policies, while field visits provided practical exposure to service delivery. The CEO also addressed participants, offering guidance and encouragement. DSP warmly welcomes its new team members.



Sajida's Retail Growth Journey

Sajida faced financial uncertainty due to the irregular earnings of her husband's fruit business, prompting her to create a small income source by selling children's snacks from home. Encouraged by initial sales, she sought financial support from DSP's Halloki Branch using each loan cycle to strategically expand her product range.

Now in her fourth loan cycle, Sajida has transformed her home-based effort into a sustainable karyana shop, generating a reliable income and actively supporting her family's household expenses. Through careful savings, she has also built the first portion of her home, reflecting long-term planning and economic progress.

Her growing income has enabled her to provide better educational opportunities for her one daughter and two sons, while also improving overall living conditions and comfort for her family. Sajida shares, "DSP's support gave me the means to grow step by step. With every opportunity, I expanded my work and improved my family's life. Today, I feel secure knowing that my efforts are building a better future for my children."



Samra's Craft to Enterprise Success

Samra's journey reflects resilience, adaptability, and the impact of timely financial support. Living in a household where her husband managed a small food stall in a local mall, the family income remained modest and often insufficient to meet rising needs. Determined to contribute, Samra began stitching dresses for women in her community, creating a small but steady income.

She later learned the traditional craft of making bamboo winnowing trays (چھانچھان) and started producing them at home. With her father-in-law selling the products in nearby villages, the family initiated a small enterprise. However, limited financial resources restricted production and growth potential. At this stage, financial support from DSP's Sialkot Branch enabled Samra to purchase raw materials and expand production. Increased output met strong market demand, and her brother-in-law also joined marketing efforts, strengthening family income generation. With continued support, Samra's business expanded steadily, improving her family's financial stability and living standards. She now contributes to household expenses and helps create better opportunities for her family.



From Employment to Ownership in the Beauty Industry

Sheeba's journey reflects perseverance and gradual financial empowerment supported by DSP. Coming from a low-income household where her father worked as a daily wage labourer, she initially worked at a salon in Gulberg, Lahore, where she developed professional beautification skills.

In 2016, with her first loan from DSP's Ali Razaabad Branch, she established a salon in partnership, marking her entry into entrepreneurship. Encouraged by steady growth, she continued to strengthen her business. In 2021, with further financial support from DSP, Sheeba transitioned to establishing her own independent salon, expanding services and building a strong client base in the Defence area.

Over time, she developed a stable and successful business. Following the sudden passing of her husband due to a heart attack, her financial independence enabled her to manage household responsibilities with resilience and confidence.

Today, Sheeba also contributes to women's empowerment by providing training and employment opportunities. She shares, "DSP's support helped me build my own identity and move forward during difficult times."

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