



# TALEEM FINANCE COMPANY LIMITED (TFCL)

APRIL 2021 - ISSUE 02

CELEBRATING 100 CLIENTS &  
PKR 100 MILLION  
DISBURSEMENTS

100

## MESSAGE FROM THE CEO

KAMRAN AZIM

The journey of a thousand miles begins with a single step. Taleem Finance Company Ltd (TFCL) took up the challenge to be the first education finance company of Pakistan in a year which was the toughest for humankind in over a century. Still, the small steps that we took, the resilience of our team, our faith in the mission and the commitment of our clients (related to the entire education eco system) to keep working hard, helped us in demonstrating the significance of serving this critical niche.

**Today we celebrate a small yet important milestone of reaching to 100 clients with over Rs. 100 million disbursed for infrastructure enhancement, working capital streamlining and business stability of education institutions, books & stationery shops, uniform vendors and parents wanting to keep their kids in school.**

Our country's prosperity depends heavily on transformational changes in the quality of education being imparted as well as a robust eco system that supports continuous development of this sector. TFCL stands committed to continue forging ahead in making impactful changes in this niche by being a catalyst for Low and Middle cost education institutions to embrace and adopt best teaching practices, build enabling environments for quality learning and ensure long term sustainability of their businesses.

We will keep you posted on our progress in the coming months and are extremely grateful to all our friends, supporters and the highly valued "first 100 clients" for giving us the encouragement in these unprecedented times to march forward towards the promise of a fully literate Pakistan.

Wishing you all health, safety and prosperity.

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# PORTFOLIO DYNAMICS



Disbursed **PKR 100.6 Million** in schools, bookshops and parents.



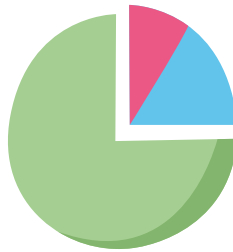
**100** active clients. **71** schools, **12** bookshops & **17** student's parents.



**97%** Co-education schools & **3%** for girls only.



**1162** teachers in our client schools. **83%** of these are **females**.



**85%** Secondary, **13%** Middle, **2%** Primary schools.



**25580** students. **50%** boys & **50%** girls.

# KEY LEARNINGS IN FIRST YEAR OF OPERATIONS

BY MUHAMMAD ASIF SHAMSI, MANAGER OPERATIONS

Being conscious that the education sector has not been prioritized by financial institutions, our team continued to learn from each new client, thus enabling improved product offerings as well as better credit risk assessment. I am pleased to share some of the key lessons from our first year of field activity.



- Target market showed a severe inability to access the appropriate funds. MFPs offer very small amounts in the context of their business needs, while Banks don't find this to be an attractive or safe market.
- Low Cost Private Schools (LCPS) outnumber the Middle Cost Private Schools (MCPS) in Lahore & adjoining cities by a significant ratio which indicates that a similar trend may exist in other large cities as well.
- Schools (specially LCPS) are not maintaining their income and expenses related data in a formal way. This resulted in making our verification procedures more rigorous and streamlined as compared to the initial business appraisal steps for making more prudent decisions due to which our current portfolio of over Rs 100 million has 0% PAR at 30 days.
- LCPS are unable to sustain economic shocks like COVID-19 as this category has a very thin reserve level.
- Ed Tech/School Management software is not the priority for most schools including MCPS. This was seen as a major potential area where TFCL can be the catalyst for providing practical solutions for leveraging on technology for business continuity.

# CLIENT'S SUCCESS STORIES

TFCL is proud to share few of the success stories of it's committed clients who got associated with TFCL in an effort to improve their school's business and for imparting better quality education.

One of our inspirational client opted for the Taleem School Asasah (TSA) product for infrastructure development and used the funds for construction of 1st floor of school building.



**Organizations like TFCL that serve a social purpose and design products according to their client's requirements are the need of the hour in the education industry.**



Another committed client opted for the Taleem School Sarmaya (TSS) product for the renovation of her school and constructing few new classrooms. TFCL ensured that those needs were timely met. Her words of encouragement below are highly valued and heartfelt by our team.



**Courteous, dedicated & professional staff. I admire TFCL as an organization that strives to provide financial solutions for institutions like us with fast tracked processes & customized products.**



# OUR IT PLATFORM

BY MUHAMMAD USMAN, MANGER IT

We were aware of the significance of having a strong Technology platform hence within the first year, our capable IT team developed Taleem Tech (TT). TT is a digital credit assessment management application which covers the entire product line of TFCL. It is an end to end paperless solution for our field team for onboarding and credit assessment of customers at their premises. This application works in online and offline modes thus allowing our team to work anytime, anywhere for data recording purposes and get the applications approved without physical presence of their line managers. The Taleem Tech application has significantly reduced the turnaround time of the customer journey from mobilization to disbursement.



# THE TFCL TEAM

The resilient & committed team of TFCL who by ALLAH's Grace and prayers of its supporters, managed to score a century (over Rs. 100 million disbursed to a 100 clients) during a Covid impacted first year of its business operations.

