

Microfinance Products

Commerce Loan

Description	Features of the Product
Type of financing	Small scale enterprises loan for Small trade, services and manufacturing activities
Target area	Rural and Urban Market
Market segments	Low income and poor men and women micro entrepreneurs having permanent residence in the operational area and running business with positive cash flow or income.
Age of borrower at the time of loan	18 – 59 years
Service charges rate	As per policy of MOJAZ
Loan period	12 to 18 months
Loan size	Rs. 10,000 to 75,000 depending on the need and cash flow based repayment capacity of the borrower.
Frequency of installment	12 to 18 equal monthly installments
Lending methodology	Group loan comprising of 3-10 members
Collateral type	<ul style="list-style-type: none"> ✓ Social collateral - joint guarantee provided by the group members and guarantee of spouse/head of household ✓ Borrower's Bank account cheques if loan amount is Rs.40,000 and higher. For female borrowers, blood relatives PDCs are acceptable.
Identification source	Copy of CNIC, and a recent photograph for borrower and guarantor
Purpose of loan	Expansion of business in small trade, manufacturing and services
Previous experience	At least two years in business experience or basic know how about the proposed business activity
Physical verification	Borrower's residence and business
Cash flow Assessment	By Community Development Officer or Field Unit Incharge
Loan Processing Fee	As per policy of MOJAZ
Risk Coverage Fee	As per policy of MOJAZ

Livestock Loan

Description	Features of the Product
Type of financing	Livestock Loans for Rearing, fattening, trading and milking
Target area	Rural and Urban Market
Market segments	Low income men and women villagers or farmers having permanent residence in the area having land holding of less than 12 acres.
Age of borrower at the time of loan	18 – 59 years
Service charges rate	As per policy of MOJAZ
Loan period	3-18 months
Loan size	Rs. 10,000 to 75,000 depending on the need and cash flow based repayment capacity of the borrower.
Frequency of installment	Equal Monthly Installments, Bullet Payment or Balloon Payment
Lending methodology	Group loan of 3-10 members
Collateral type	<ul style="list-style-type: none"> ✓ Social collateral - joint guarantee provided by the group members and guarantee of spouse/head of household ✓ Borrower's Bank account cheques if loan amount is Rs.40,000 and higher. For female borrowers, blood relative's PDCs are acceptable.
Identification source	Copy of CNIC and a recent photograph for borrower and guarantor
Purpose of loan	Rearing/fattening, trading and milking of animals
Previous experience	At least two years in business experience or basic know how about the proposed business activity
Physical verification	Borrower's residence and experience in livestock rearing and adequate space for livestock rearing
Cash flow Assessment	By Community Development Officer or Field Unit Incharge
Loan Processing Fee	As per policy of MOJAZ
Risk Coverage Fee	As per policy of MOJAZ

Agriculture Loans

Description	Features of the Product
Type of financing	Input supplies, land leveling, watering, sowing, cutting, and threshing
Target area	Rural Market
Market segments	Low income men and women villagers or farmers having permanent residence in the area having land holding of less than 12 acres
Service charges rate	As per MOJAZ Policy
Loan period	3 -12 months
Loan size	Rs. 10,000 to 75,000 depending on the need and cash flow based repayment capacity of the borrower.
Frequency of installment	Single/bullet payment or balloon payment basis
Lending methodology	Group loan of 3-10 members
Collateral type	<ul style="list-style-type: none"> ✓ Social collateral - joint guarantee provided by the group members and guarantee of spouse/head of household ✓ Borrower's Bank account cheques if loan amount is Rs.40,000 and higher. For female borrowers, blood relative's PDCs are acceptable.
Identification source	Copy of CNIC, Fard of land and 2 recent photographs for borrower and guarantor
Purpose of loan	Input supplies, farming, tunnel farming, land preparation and related activities
Previous experience	At least two years in business experience or basic know how about the proposed business activity
Physical verification	Borrower's residence and landholding
Cash flow Assessment	By Community Development Officer or Field Unit Incharge
Loan Processing Fee	As per policy of MOJAZ
Risk Coverage Fee	As per policy of MOJAZ

SME Loan Products

MOJAZ Shandar Karobar Loan

Description	Features of the Product
Type of financing	Small and medium -enterprises loan
Target area	Urban Market and Rural Areas
Market segments	Low income men and women micro entrepreneur having legal running business in MOJAZ SME lending program area
Age of borrower at the time of loan	Between 21–60 years for first time borrower, and Between 21-62 years for repeat borrowers
Service charges rate	As per SME Loan Policy
Loan period	12-24 months
Loan size	Rs. 50,000 to 300,000 depending on the need and cash flow based repayment capacity of the borrower
Frequency of installment	12-24 equal monthly installments
Lending methodology	Individual
Guarantee	<ul style="list-style-type: none">• Personal Guarantee of head of household or a family member• Two Guarantors
Collateral	<ul style="list-style-type: none">• PDC• Defense savings Certificates or TDRs or TFCs for loan amount greater than Rs. 150,000.
Identification source	<ul style="list-style-type: none">• Valid copies of CNICs of borrower and Guarantors.• 2 Photographs
Purpose of loan	Expansion of business for small trade, manufacturing and services
Previous experience	Applicant must have at least three years of consecutive experience in his or her economic activity for which the loan is being obtained.
Physical verification	Borrower's residence and business
Cash flow Assessment	By Business Development Officer and Branch Manager
Loan Processing Fee	As per policy of SME Loan
Risk Coverage Fee	As per policy of SME Loan

MOJAZ Maal Khushaal Loans

Description	Features of the Product
Type of financing	Livestock Loans
Target area	Urban Market and Rural Areas
Market segments	Low income men and women individuals or livestock owners having permanent residence in the area or rented premises (as per policy).
Age of borrower at the time of loan	Between 21–60 years for first time borrower, and Between 21-62 years for repeat borrowers
Service charges rate	As per policy of SME Loans
Loan period	3-24 months
Loan size	Rs. 50,000 to 300,000 depending on the need and cash flow based repayment capacity of the borrower.
Frequency of installment	Equal monthly Installments, Single or bullet payment or balloon payment
Lending methodology	Individual
Guarantee	<ul style="list-style-type: none"> Personal Guarantee of head of household or a family member Two Guarantors
Collateral	<ul style="list-style-type: none"> PDC Defense savings Certificates or TDRs or TFCs for loan amount greater than Rs. 150,000.
Identification source	<ul style="list-style-type: none"> Valid copies of CNICs of borrower and Guarantors. 2 Photographs
Purpose of loan	Rearing, fattening, trading and milking of livestock
Previous experience	At least three years in the activity
Physical verification	Borrower's residence and experience in livestock rearing and adequate space for livestock rearing
Cash flow Assessment	By Business Development Officer and Branch Manager
Loan Processing Fee	As per policy of SME Loan
Risk Coverage Fee	As per policy of SME Loan

MOJAZ Sarsabz Khallian Loans

Description	Features of the Product
Type of financing	Agriculture Loans
Target area	Rural Market
Market segments	Low income men and women villagers or farmers having permanent residence in the area and cultivable land holding.
Age of borrower at the time of loan	Between 21–60 years for first time borrower, and Between 21-62 years for repeat borrowers
Service charges rate	As per SME Loan Policy
Loan period	3, 6 and 12 months
Loan size	Rs. 50,000 to 300,000 depending on the need and cash flow based repayment capacity of the borrower.
Frequency of installment	Single or bullet payment or balloon payment
Lending methodology	Individual
Guarantee	<ul style="list-style-type: none"> • Personal Guarantee of head of household or a family member • Two Guarantors
Collateral	<ul style="list-style-type: none"> • PDC • Defense savings Certificates or TDRs or TFCs for loan amount greater than Rs. 150,000.
Identification source	<ul style="list-style-type: none"> • Valid copies of CNICs of borrower and Guarantors. • 2 Photographs
Purpose of loan	Input supplies, farming, tunnel farming, land preparation and related agriculture activities
Previous experience	At-least three years in business experience
Physical verification	Borrower's residence and landholding
Cash flow Assessment	By Business Development Officer and Branch Manager
Loan Processing Fee	As per policy of SME Loan
Risk Coverage Fee	As per policy of SME Loan

MOJAZ Meri Sawari Loans

Description	Features of the Product
Type of financing	To purchase auto rickshaw,
Target area	Urban & Rural Market
Market segments	Caters to the needs of unemployed youth having driving skill, small businessmen involved in material supply and rented motorbikes.
Age of borrower at the time of loan	Between 21–50 years for first time borrower
Service charges rate	As per SME Loan Policy
Loan period	12 to 24 months
Loan size	Rs. 50,000 to 100,000 depending on the price of the desired rickshaw, motorbike, ching chi etc.
Frequency of installment	Monthly payments
Lending methodology	Individual
Guarantee	<ul style="list-style-type: none"> • Personal Guarantee of head of household or a family member • Two Guarantors
Collateral	<ul style="list-style-type: none"> • PDC
Identification source	<ul style="list-style-type: none"> • Valid copies of CNICs of borrower and Guarantors. • 2 Photographs
Purpose of loan	To purchase rickshaw, motorbike etc.
Basic Requirements	<ul style="list-style-type: none"> • Holding valid motorbike driving license • Willing to pay 15% of total price as equity
Physical verification	Borrower's residence
Cash flow Assessment	By BDO and BM
Loan Processing Fee	As per policy of SME Loan
Risk Coverage Fee	As per policy of SME Loan