



Ministry of Food & Agriculture,  
Govt. of Pakistan



Asian Development  
Bank

## **PROGRESS REPORT**

(OCTOBER – DECEMBER 2010)

# **AGRIBUSINESS SUPPORT FUND**

(A Company set up under Section 42 of the Companies Ordinance 1984)

**PAKISTAN**

**PREPARED FOR**

**ASIAN DEVELOPMENT BANK**

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## List of Abbreviations

ADB	Asian Development Bank
ADDP	Agribusiness Development & Diversification Project
BDS	Business development services
ASF	Agribusiness Support Fund
CEO	Chief Executive Officer
DDWP	Departmental Development Working Party
FEG	Farmer Enterprise Group
GM	General Manager
GOP	Government of Pakistan
ICT	Islamabad Capital Territory
MINFAL	Ministry of Food, Agriculture and Livestock
NGO	Non-government organization
PCG	Partial Credit Guarantee
PHDEB	Pakistan Horticulture Development & Export Board
PIO	Provincial Implementation Office
PMO	Produce Marketing Organization
PMU	Project Management Unit
PRHA	Participatory Rapid Horticulture Appraisal
RSP	Rural Support Program
SBP	State Bank of Pakistan
SOP	Standard Operating Procedures
TNA	Training Need Assessment
TOR	Terms of Reference
TOP	Terms of Partnership

# 1. Overview

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The Asian Development Bank (ADB) and the Government of Pakistan (GOP) have entered into a loan agreement for the Agribusiness Development Project. The Project focuses on increasing productivity, product quality, and value addition by removing constraints facing agribusiness that occur throughout the product value chain from production and input supply to processing and export. The Agribusiness Support Fund (ASF) was established in July 2005 in the context of this project as a not-for-profit company under Section 42 of the Companies Ordinance, 1984.

This quarterly progress report covers ASF activities for the period extending from 1<sup>st</sup> October, 2010 to December 31<sup>st</sup>, 2010. Since the period under review is the last quarter of regular operations for ASF, this document is the final quarterly review of company operations funded under Agribusiness Development & Diversification Project (ADDP), and the annual consolidated performance of the company, including achievements under ADDP funded operations, will be presented in the next annual report of the company.

During the 2<sup>nd</sup> quarter of 2010-11, a total of **872** matching-grant projects (2<sup>nd</sup> quarter of 2009-10, 411 projects) for an amount of **Rs. 268.40 million** (1<sup>st</sup> quarter of 2009-10, Rs. 60 million), including beneficiaries' share, were approved under various grant components. This brings the total number of approved projects under all categories to **5,328** for a total value of **Rs. 1.145 billion** to-date. It may be noted that some of the approved projects which have been abandoned or remain incomplete will be reversed before final closing of the project.

The overall focus of ASF, during the quarter under review, remained on consolidation of its operations funded under Agribusiness Development & Diversification Project (ADDP). ASF, currently, is under process of phasing out of ADDP, which will be completed by March, 2011, and after which all the components of the ADDP will formally stand closed. ASF has already stopped intake of new grant applications and has also curtailed its operations to facilitate systematic phasing out of the ADDP program so that all the project liabilities, especially the grant commitments, can be properly settled within the remaining time left in project. In this regard, ADB is also being regularly updated with amount of commitments / liabilities outstanding in ASF books so that all the legal commitments / liabilities, to be paid out of ADB funds as per project documents, can be completely settled in a timely manner, and no balances of project liabilities remain outstanding in ASF books of accounts at project-end date.

In addition to its operations under ADDP program, which under this quarter were primarily focused on funding to Farmer Enterprise Groups formed during 2010, ASF also implemented a flood-relief project awarded by Concern Worldwide under its RAPID Fund, established under an umbrella funding of USAID and U.S Office for Foreign Disaster Assistance (OFDA). Under the project ASF distributed wheat

seeds and agricultural hand tools to 9,000 flood-affected households (HHs) in two Union Councils of Muzaffargarh District of Punjab Province. The monsoon rains in Pakistan, during 2010, caused massive flooding and resulted in devastation throughout the country on an unprecedented scale. The agriculture sector, which is the backbone of the country's economy, was adversely affected, with millions of acres of agriculture land submerged under water. While there is pressing need to concentrate on immediate relief activity, the major challenge is the rehabilitation of the flood affected farmlands, ranging from the northern mountains through the agriculture heartland of Pakistan. ASF, during the forthcoming quarter, will actively seek funds from donor agencies to launch projects which contribute towards restoration and rehabilitation of agricultural activities in the flood-affected areas.

Based on the company's past experience of working at the grass-root levels, strong outreach and penetration in all parts of country, functional partnerships and linkages with various national and international agribusiness stakeholders, ASF stands well poised to serve as a key platform for implementation of future agribusiness development initiatives in Pakistan. To this end, the company is in the process of negotiating with various international donor agencies to offer its services for implementation of future agribusiness development programs.

ASF was established in 2005 with the support of ADB under a 5-year program. While funding to ASF under ADB-funded ADDP program will be terminated after March, 2011; the current board and management of ASF are thoroughly committed towards continuing the operations of the company as a unique success story in the shape of a sustainable model organization established under an ADB-supported program.

## 2. ASF Description

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### **ASF Office Location**

The ASF Head Office is located at 144-CCA, Sector-DD, Phase-IV, Defence Housing Authority, Lahore.

### **ASF Objectives and Scope**

The specific objectives of the ASF are (i) to enable agribusiness enterprises to effectively utilize business development services (BDS) to enhance productivity, product and market diversity and penetration, and profitability, and (ii) to enhance BDS providers' capacity to reach agribusiness enterprises through the delivery of more varied and effective services.

## 3. Status of Activities

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### Operational Activities:

- **Meeting of Board of Directors:** The 21<sup>st</sup> meeting of ASF Board of Directors was held during the month of October, 2010. The board made important decisions at the meeting, which include: change of Chairperson of the Board, approval of change in ASF Employees' Provident Fund Rules, approval of change in registered office address of company, approval of strategic plan of ASF, approval of Directors' Report and Annual Audited Accounts 2010 for presentation at the Annual General Meeting, change of external auditors of company, and finalization of date and venue for the 5<sup>th</sup> Annual General Meeting of company.
- **Change of Chairperson of ASF Board of Directors:** During the 21<sup>st</sup> meeting of Board held during the month of October, 2010, the ASF Board of Directors elected Mrs. Munawar Humayun Khan as its new Chairperson for a period of 3 years. Mr. Sher Zaman Bazai, the out-going Chairperson of ASF Board, stepped down and nominated Mrs. Munawar Humayun Khan to replace him as Chairperson of the Board of Directors. Keeping in view the active role of Mrs. Humayun Khan on the Board, and also her diversified experience of working at grass root levels in the development sector of Pakistan, the entire Board unanimously agreed to the appointment of Mrs. Munawar Humayun Khan and elected her as new Chairperson of ASF Board of Directors. The Board also thanked Mr. Sher Zaman Bazai for his active role as a member and Chairperson of ASF Board for the 5-year period (2006 – 2010), during which ASF, under the guidance of Board, along with achieving significant milestones, registered its strong presence in the development sector of the country as a major platform to serve the agribusiness sector.
- **Annual General Meeting of ASF General Body:** The 5<sup>th</sup> Annual General Meeting of the company was held on 28<sup>th</sup> October, 2010. During the meeting the General Body approved Annual Audited Accounts for the year 2010 along with Directors' and Auditors' Reports thereon, and also M/s Anjum Asim Shahid Rehman & Co. Chartered Accountants (Grant Thornton) were appointed as external auditors of ASF for the year 2011, replacing M/s A.F Ferguson & Co. Chartered Accountants. The members of General Boy expressed their satisfaction with regard to overall operations of the company. The meeting was followed by detailed presentations by representatives of partner organizations and other stakeholders who had been supported by ASF to initiate various agribusiness projects. The members of the General Body were highly appreciative of the variety of activities and applauded ASF's and the concerned partner organizations' role in providing support to the farmers.
- **Meeting of Board Audit Committee:** The 13<sup>th</sup> meeting of ASF Audit Committee was held during the month of October, 2010. The Committee reviewed and recommended Directors' Report and Annual Audited Accounts 2010 and also the appointment of external auditors of company.
- **Meeting of Board HR Committee:** The 9<sup>th</sup> meeting of ASF HR Committee was held during the month of October, 2010. The Committee reviewed and recommended

amendment in ASF Employees' Provident Fund Rules.

- Appraisal Panel Committee: One meeting of The Appraisal Panel was held during the quarter. A total of 872 cases amounting to Rs. 268.40 m, including the blanket approvals, were reviewed and processed during the quarter.
- Livelihood Initiative for Flood-affecteds' Empowerment (LIFE) Project: During the quarter ASF launched a flood-relief project for emergency provision of Wheat Seeds and Agricultural Tools to 9,000 flood-affected households district Muzaffargarh, Punjab. This project entitled "Livelihood Initiative for Flood-affecteds' Empowerment (LIFE)" is being implemented in collaboration with Mojaz Foundation in Union Council Baseera and Union Council Mehmood Kot. The project funds are administered under Concern Worldwide's Responding to Pakistan's Internally Displaced (RAPID) Fund which is established under an umbrella grant from USAID and Office of the U.S. Foreign Disaster Assistance (OFDA). The project, having duration of 3 months, will end on 27<sup>th</sup> January, 2011.
- Change of Government Nominee Director: During the quarter, Ministry of Industries & Production nominated Mr. Amir Tariq Zaman, Joint Secretary (ES) to represent the Ministry on ASF Board as an ex-officio member of ASF Board of Directors. Mr. Zaman replaced Shaista Sohail (Joint Secretary at the same ministry) as ASF Board member.

Furthermore, Mr. Anwar Ahmed Khan, Additional Secretary, Ministry of Food & Agriculture (MINFA), who, during last quarter, had replaced Mr. Tauqeer Ahmed Faiq, the out-going Additional Secretary, as ASF Board member, has also been transferred from the ministry. Mr. Babar Yaqub Fateh Muhammad has joined MINFA as Additional Secretary to replace Mr. Khan, and the official nomination of Mr. Fateh Muhammad on ASF Board is being awaited.

## Promotional Activities:

- ASF continued to post and update promotional advertisements, newsletters, particulars of training programs offered by company in collaboration with partner universities, list of grant recipients and their testimonials, impact studies and periodic reports etc. on its website. During the quarter under review, 13,812 page views from a total of 60 countries were recorded on the ASF website and the company received more than 50 enquiries by e-mail. Key statistics of ASF website for the quarter are given hereunder:

### ASF Website Statistics

Statistics	Oct – Dec 2010
Total No. of visits	3,837
Total page views	13,812
Avg. page views per visit	3.6
Percentage of new visits	77.80%
Avg. time spent on site	03:48 min

### Country-wise Particulars of Visits (Top 10 Countries)

Country	No. of Visits
Pakistan	3,510
India	49
United States of America (USA)	41
United Kingdom (UK)	38
Germany	16
Netherlands	13
United Arab Emirates (UAE)	12
Kenya	12
Saudi Arabia	10
Others	136

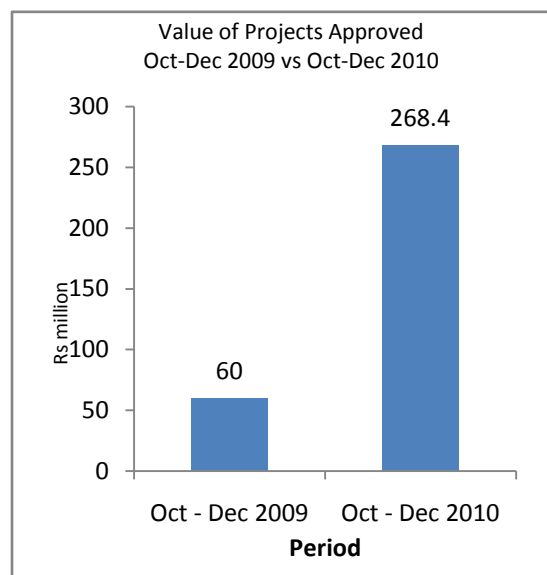
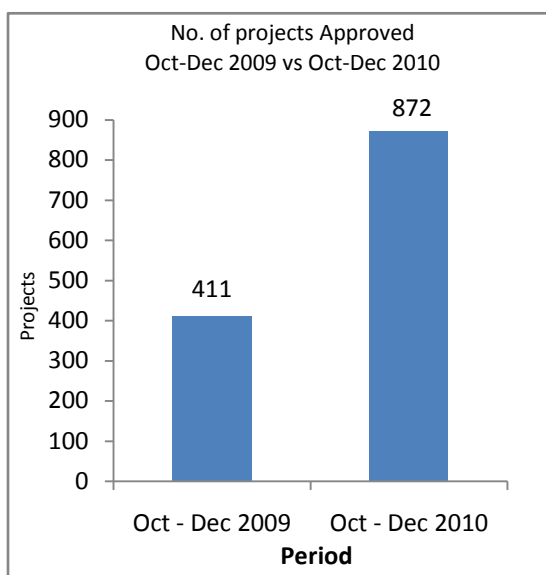
- ASF continued to report its achievements in the national press media in the shape of press releases, news items, articles, promotional advertisements of ASF success stories etc. This campaign has been instrumental in increasing the public awareness with regard to the grant products being offered by ASF.
- ASF team, apart from its regular work assignments, continued to work on creating functional linkages with various stakeholders by organizing workshops, awareness seminars and meetings with partner organizations, banks, leasing companies, universities, NGOs, and other development organizations.
- ASF distributed 1,500 copies of its quarterly newsletter to the agribusiness communities, partner organizations, universities, research institutions, banks, leasing companies, NGOs, Govt. departments, ADB officials, associations, other stakeholders and the general public.

## Grant Components

During the last quarter a total of **872** matching-grant projects valued at **Rs. 268.40 million**, including blanket approvals, were approved. This brings the total number of approved projects under all categories to **5,328** for a total value of **Rs. 1.145 billion** to-date. In spite of the fact that ASF had to curtail its overall operations due to phasing out of current program, the company, as compared with same period of last year, registered steady growth in terms of number of projects approved as well as the amount of approved projects. ASF progress as compared to the same period of 2009-10 is reflected in the table and chart below.

Matching-grant Projects (Amount in Rs. Millions)

October - December 2009		October - December 2010	
Total No. of Projects Approved	Value of Approved Projects	Total No. of Projects Approved	Value of Approved Projects
<b>411</b>	<b>Rs. 60 m</b>	<b>872</b>	<b>Rs. 268.40 m</b>



A brief commentary on the status of each of the grant components is provided below:

### *Agribusiness Enterprise / Startup Support*

During the quarter 11 grants were approved for BDS support to existing and start-up Agribusiness enterprises. Some of the key projects supported include: support for setting up farm-level solar dryers and establishment of screen houses for production of fruit plant nursery in insect-free environment.



Pictures of a Screen House being erected in Karachi with the support of ASF for production of fruit plant nursery under insect-free environment.

### *Support to BDS Providers*

During the quarter, 6 capacity building programs were organized in collaboration with universities and training institutions.

### *Demand Driven Research*

No project was approved under this category of grant funding.

### *Private Sector Extension Services*

Under this component of grants funding, 41 projects of extension services were approved during the quarter. These projects were primarily represented by projects of buck stations established in connection with ASF's Bread & Breed Program under which goats and other inputs along with support services are being provisioned to the women-FEGs.

### *Farmer Group Enterprises Formation*

To support the formation / creation of farmer enterprise group, ASF finances 100% of establishing FEG's formation cost. ASF, to-date, has signed MOUs with 10 NGOs/RSPs for the formation of a total of 2,000 FEGs comprising of around 20,000 farmers.

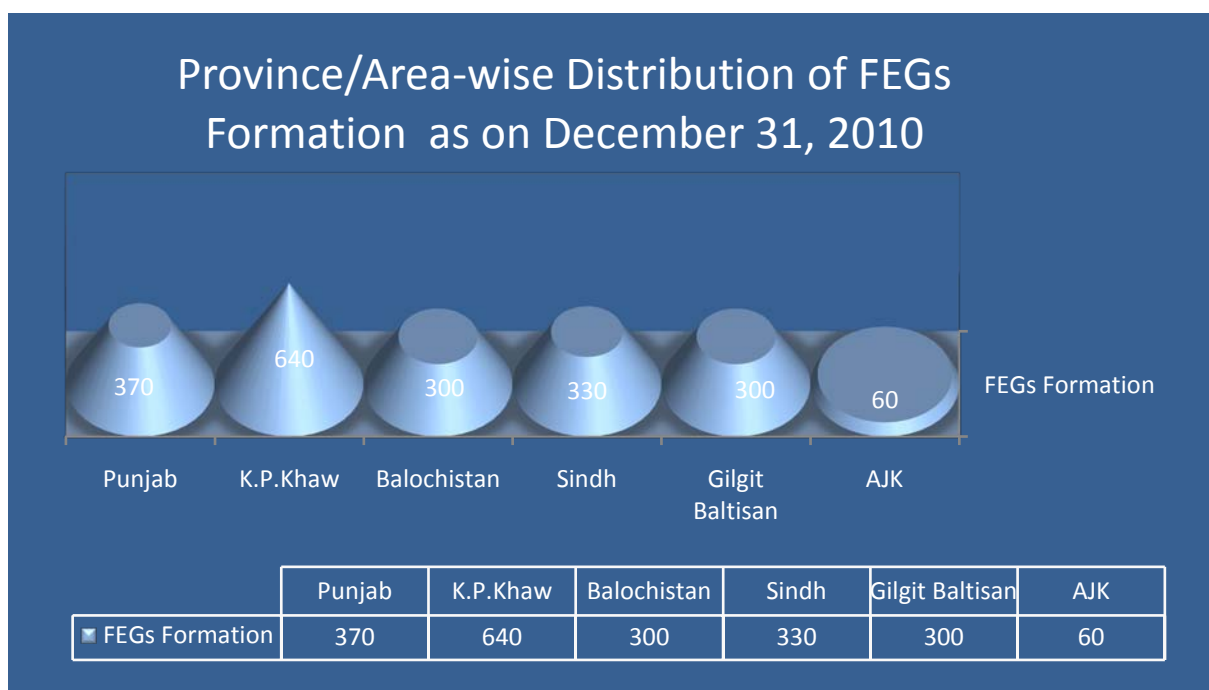
After accomplishing the original target of 1,250 FEGs well before time, ASF, during 2010, obtained approval from the Board, GOP and ADB for formation of additional 750 FEGs on nationwide basis.

A summary of area-wise target areas for FEG formation is provided on the following page.

### Summary of Area-wise Targets of FEG Formation

Name of RSP / NGO	No. Of FEGs	Target Areas
Agha Khan Rural Support Program (AKRSP)	300	Chitral ,Baltistan,Gilgit,Astore
National Rural Support Program (NRSP)	100	Jehlum (Pind Dadan Khan),Azad Jammu & Kashmir (AJK)
Rural Community Development Society (RCDS)	250	Sheikhupura, Nankana, Faisalabad, Kasur
LASOONA	240	Swat, Lower Dir, Malakand
Taraqee Foundation	300	Pishin, Ziarat, Loralai
Sarhad Rural Support Program (SRSP)	340	Peshawar, Charsadda, Nowshehra, Haripur, Mansehra, Mardan, Battagram, Lower Dir
Centre of Excellence in Rural Development (CERD)	60	D. I. Khan, Kohat
Sindh Agricultural Forestry Workers Coordinating Organizations (SAFWCO)	220	Sanghar, Matyari, Hyderabad
Sindh Rural Support Program (SindhRSP)	110	Nawab Shah, Umerkot, Larkana
Mojaz Foundation	80	Multan, Muzaffergarh
<b>Total</b>	<b>2,000</b>	

Province- and area-wise distribution of FEGs is as follows:



### *BDS Support to Farmer Enterprise Groups (FEGs)*

Total 814 projects were approved and processed during the quarter under this category. These projects primarily represented grants applications received from additional FEGs formed during the second half of the year 2009-10. To date, ASF has approved funding for 1,949 projects covering a diversified range of micro-enterprises including:

- Milk collection, chilling, cream separation and marketing
- Establishment of Apricot Dehydration Units, processing, and marketing of product
- Establishment of Tomato Paste Plant
- Establishment of common facility centre for apple growers
- Nurseries Development
- Off-season vegetables production through low, walk-in, and high-tunnels
- Improvement in packing of grapes & apples and access to new markets
- Establishment of Potato Chips Making Unit
- Support in strawberry cultivation, packing, & market access
- Support in pickles preparation, packing and marketing
- Support in production, packing and marketing of cut-flowers
- Support in setting up a Cattle Breeding & Extension Services Center
- Mushroom production & marketing
- Onion seed production
- Potato seeds production
- Preventive vaccination, breed improvement & model dairy farming
- Chilli drying projects



Monitoring teams of ASF and MINFA during monitoring visit of off-season vegetables production facility erected by a Farmer Enterprise Group (FEG) in AJK with the support of ASF.

## Status of Implementation of Annual Work plan

The status of implementation of Annual Work Plan as on December 31<sup>st</sup>, 2010 is given hereunder

S. No	Grant Category	Total 5-year Target	Annual Achievements					Total achievement as on 31.12.2010
			Year-1 2006-07	Year-2 2007-08	Year-3 2008-09	Year-4 2009-10	Year-5 Jul-Dec, 2010	
			(a)	(b)	(c)	(d)	(e)	
1	Agribusiness Enterprises Support	360	56	66	105	158	86	471
2	Agribusiness Enterprise Start-up	345	8	37	22	31	17	115
3	BDS Providers	100	16	35	232	420	9	712
4	Demand Driven Research	25	-	2	6	3	-	11
5	Private Sector Extension Services	14	2	5	9	11	43	70
6	FEGs Formation*	1,250	610	330	240	820	-	*2,000
7	BDS Support to FEGs	1,250	33	505	389	194	828	1,949
	<b>TOTAL</b>	<b>3,344</b>	<b>725</b>	<b>980</b>	<b>1,003</b>	<b>1,637</b>	<b>983</b>	<b>5,328</b>

\*ASF Board of Directors at its 19th meeting held on 8<sup>th</sup> February, 2010 approved formation of additional 750 FEGs. Therefore, the original targets under category 6 & 7 stand increased to 2,000.

## 4. Monitoring & Evaluation

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The following quantitative reports generated by the M&E section are attached as **Annexure 1:**

- Break-up of grant applications received by grant category, type of enterprise and geographic region.
- Grants approved by grant category, type of enterprise and geographic region.
- Grants disbursed by grant category, type of enterprise and geographic region.

## 5. Key Issues

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- The funding under the ADDP to ASF will terminate after March, 2011. ASF has already stopped intake of new grant applications and has also curtailed its operations to facilitate systematic phasing out of the ADDP program so that all the project liabilities, especially the grant commitments, can be properly settled within the remaining time left in project. In this regard, ADB is also being regularly updated with amount of commitments / liabilities outstanding in ASF books so that all the legal commitments / liabilities, to be paid out of ADB funds as per project documents, can be completely settled in a timely manner, and no balances of project liabilities remain outstanding in ASF books of accounts on project-end date, which can result in legal complications for the company.

Other key issues remain the same as reported in past reports.

## 6. Future Planned Activities

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- Being an independent company having enriched experience of working at the grass-root levels of agribusiness sector, strong outreach and penetration in all parts of country, functional partnerships & linkages with various national and international agribusiness stakeholders, and experienced management, ASF stands well poised to serve as a key platform for implementation of future agribusiness development initiatives in Pakistan, thereby fueling the economic growth and employment generation in the country. In this regard, the company is in the process of negotiating with Government and international donor agencies to offer its services for implementation of upcoming agribusiness development programs.

# 7. Financial Summary

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Financial summary for the period October - December 2010 is attached as Appendix-2.

# **APPENDIX-1**

## **AGRIBUSINESS SUPPORT FUND**

### **MONITORING & EVALUATION REPORTS STATUS AS ON DECEMBER 31<sup>ST</sup>, 2010**

**ASF Grants Monitoring System**  
**Grant Applications Received By ASF**

Description	Prior & up to December 31, 2009	During Jan - Mar 2010	During Apr - Jun 2010	During Jul - Sep 2010	During Oct - Dec 2010	Total
	No.	No.	No.	No.	No.	No.
<b>By Grant category</b>						
BDS Purchase	377	107	55	77	7	623
BDS Support to Startup	75	27	2	13	3	120
Capacity Building	636	25	6	2	5	674
Extension Services	41	5	3	1	42	92
Research & Development	11	3	-	1	-	15
Farmer Enterprise Groups	1,135	8	1	14	467	1,625
<b>All</b>	<b>2,275</b>	<b>175</b>	<b>67</b>	<b>108</b>	<b>524</b>	<b>3,149</b>
<b>By Type of Enterprise</b>						
Individual	731	88	40	71	49	979
Sole Proprietorship	178	49	8	7	4	246
Partnership	90	9	3	8	1	111
Private Limited Company	59	7	9	5	2	82
Non Governmental Organization	60	3	1	1	1	66
Farmer Enterprise Group	1,137	7	1	14	467	1,626
Others	20	12	5	2	-	39
<b>All</b>	<b>2,275</b>	<b>175</b>	<b>67</b>	<b>108</b>	<b>524</b>	<b>3,149</b>
<b>By Geographic Regions</b>						
Punjab	702	59	21	20	117	919
Sindh	358	23	21	5	94	501
Balochistan	336	5	5	69	39	454
Khyber Pukhtunkhwa	511	48	12	7	241	819
FATA	35	2	1	-	21	59
Gilgit Baltistan	246	7	7	7	12	279
AJK	87	31	-	-	-	118
<b>All</b>	<b>2,275</b>	<b>175</b>	<b>67</b>	<b>108</b>	<b>524</b>	<b>3,149</b>

**ASF Grants Monitoring System  
Grants Approved by ASF**

Description	Prior & up to Dec. 31, 2009		During Jan - Mar, 2010		During Apr - Jun, 2010		During Jul - Sep, 2010		During Oct- Dec. 2010		Projects			
	No.	Amount (Rs.)	No.	Amount (Rs.)	No.	Amount (Rs.)	No.	Amount (Rs.)	No.	Amount (Rs.)	No.	ASF Grants (Rs)	Beneficiary Share	Total Amount (Rs)
<b>By Grant category</b>														
BDS Purchase	297	72,473,478	48	6,886,465	40	29,249,750	79	24,142,000	7	2,001,500	471	134,753,193	134,753,193	269,506,386
BDS Support to Startup	75	19,307,568	21	12,825,000	2	700,000	13	15,600,000	4	4,800,000	115	53,232,568	53,232,568	106,465,136
Capacity Building	672	18,042,370	24	2,022,200	7	1,166,750	3	1,670,350	6	336,000	712	23,237,670	23,237,670	46,475,340
Extension Services	20	24,026,715	3	4,598,000	4	2,103,000	2	412,300	41	340,000	70	38,253,715	38,253,715	76,507,430
Research & Development	10	15,746,125	1	224,500	-	-	0	0	0	0	11	15,970,625	15,970,625	31,941,250
Farmer Enterprise Groups														
Support	1,118	123,501,046	2	30,000	1	350,000	14	2,800,000	814	123,658,100	1,949	250,339,146	250,339,146	500,678,292
<b>All</b>	<b>2,192</b>	<b>273,097,302</b>	<b>99</b>	<b>26,586,165</b>	<b>54</b>	<b>33,569,500</b>	<b>111</b>	<b>48,335,350</b>	<b>872</b>	<b>134,198,600</b>	<b>3,328</b>	<b>515,786,917</b>	<b>515,786,917</b>	<b>1,031,573,834</b>
<b>By Type of Enterprise</b>														
Individual	736	30,664,725	64	12,971,080	33	27,173,500	74	29,390,000	50	9,703,000	957	109,902,305	109,902,305	219,804,610
Sole Proprietorship	162	36,378,868	14	3,603,975	5	612,500	7	3,359,350	4	543,000	192	44,497,693	44,497,693	88,995,386
Partnership	94	36,426,059	5	1,484,910	3	645,000	7	4,312,000	2	182,500	111	43,050,469	43,050,469	86,100,938
Private Limited Company	45	26,012,199	3	1,637,075	6	1,985,500	6	4,548,000	2	112,000	62	34,294,774	34,294,774	68,589,548
Non Governmental														
Organization	24	16,217,336	3	1,924,625	2	1,800,000	1	640,000			30	20,581,961	20,581,961	41,163,922
FEG	1,118	123,501,046	2	30,000	1	350,000	14	2,800,000	814	123,658,100	1,949	250,339,146	250,339,146	500,678,292
Other	13	3,897,069	8	4,934,500	4	1,003,000	2	3,286,000			27	13,120,569	13,120,569	26,241,138
<b>All</b>	<b>2,192</b>	<b>273,097,302</b>	<b>99</b>	<b>26,586,165</b>	<b>54</b>	<b>33,569,500</b>	<b>111</b>	<b>48,335,350</b>	<b>872</b>	<b>134,198,600</b>	<b>3,328</b>	<b>515,786,917</b>	<b>515,786,917</b>	<b>1,031,573,834</b>
<b>By Geographic Regions</b>														
Punjab	717	103,710,717	44	16,528,340	18	6,152,750	17	15,880,350	207	33,093,650	1,003	175,365,807	175,365,807	350,731,614
Sindh	340	43,585,752	20	7,245,800	15	20,913,750	5	1,790,000	187	26,612,050	567	100,147,352	100,147,352	200,294,704
Balochistan	372	35,336,168		-		-	73	20,500,000	89	13,848,500	534	69,684,668	69,684,668	139,369,336
Khyber Pukhtunkhwa	431	51,105,223	31	2,745,375	12	3,803,000	8	7,765,000	329	50,830,700	811	116,249,298	116,249,298	232,498,596
Gilgit Baltistan	218	28,842,654	4	66,650	8	2,400,000	8	2,400,000	30	4,955,000	268	38,664,304	38,664,304	77,328,608
FATA	29	1,021,664		-	1	300,000		-	30	4,858,700	60	6,180,364	6,180,364	12,360,728
AJK	85	9,495,124		-		-		-		-	85	9,495,124	9,495,124	18,990,248
<b>All</b>	<b>2,192</b>	<b>273,097,302</b>	<b>99</b>	<b>26,586,165</b>	<b>54</b>	<b>33,569,500</b>	<b>111</b>	<b>48,335,350</b>	<b>872</b>	<b>134,198,600</b>	<b>3,328</b>	<b>515,786,917</b>	<b>515,786,917</b>	<b>1,031,573,834</b>

\* Note: The number of grants approved are more than the approved grant applications because of the fact that in some cases multiple grants are approved per application.

**ASF Grants Monitoring System**  
**Grants Approved and Disbursed By ASF**

Description	Prior & Up to Dec 31, 2009		During Jan - Mar 2010		During Apr - Jun 2010		During Jul - Sep 2010		During Oct - Dec. 2010		Total	
	Grant Approved (Rs.)	Grant Disbursed (Rs.)	Grant Approved (Rs.)	Grant Disbursed (Rs.)	Grant Approved (Rs.)	Grant Disbursed (Rs.)	Grant Approved (Rs.)	Grant Disbursed (Rs.)	Grant Approved (Rs.)	Grant Disbursed (Rs.)	Grant Approved (Rs.)	Grant Disbursed (Rs.)
<b>By Grant category</b>												
BDS Purchase	72,473,478	29,901,967	6,886,465	4,395,862	29,249,750	7,746,831	24,142,000	7,150,699	2,001,500	15,588,080	134,753,193	64,783,439
BDS Support to Startup	19,307,568	9,584,345	12,825,000	224,003	700,000	2,571,580	15,600,000	3,393,750	4,800,000	6,598,623	53,232,568	22,372,301
Capacity Building	18,042,370	13,973,555	2,022,200	2,009,318	1,166,750	1,606,084	1,670,350	870,500	336,000	1,349,596	23,237,670	19,809,053
Extension Services	24,026,715	13,510,420	4,598,000	949,467	2,103,000	4,291,892	4123000	15,638,061	3403000	4,849,678	38,253,715	39,239,518
Research & Development	15,746,125	1,821,994	224,500	2,078,056	-	114,500	0	2,306,500		115,000	15,970,625	6,436,050
Farmer Enterprise Groups												
Support	123,501,046	83,572,029	30,000	6,099,973	350,000	10,398,486	2,800,000	4,665,896	123,658,100	6,413,433	250,339,146	111,149,817
<b>Total</b>	<b>273,097,302</b>	<b>152,364,310</b>	<b>26,586,165</b>	<b>15,756,679</b>	<b>33,569,500</b>	<b>26,729,373</b>	<b>48,335,350</b>	<b>34,025,406</b>	<b>134,198,600</b>	<b>34,914,410</b>	<b>515,786,917</b>	<b>263,790,178</b>
<b>By Type of Enterprise</b>												
Individual	30,664,725	14,686,469	12,971,080	698,368	27,173,500	6,424,920	29,390,000	4,747,271	9,703,000	14,747,275	109,902,305	41,304,303
Sole Proprietorship	36,378,868	16,343,702	3,603,975	1,585,695	612,500	3,382,748	3,359,350	2,967,050	543,000	3,205,105	44,497,693	27,484,300
Partnership	36,426,059	19,096,215	1,484,910	4,577,386	645,000	1,319,087	4,312,000	15,232,297	182,500	2,125,623	43,050,469	42,350,608
Private Limited Company	26,012,199	11,273,201	1,637,075	1,410,757	1,985,500	2,672,400	4,548,000	3,313,000	112,000	3,473,646	34,294,774	22,143,004
Non Governmental												
Organization	16,217,336	4,825,838	1,924,625		1,800,000	1,305,455	640,000	1,739,864		1,723,686	20,581,961	9,594,843
FEG	123,501,046	83,572,029	30,000	6,099,973	350,000	10,398,486	2,800,000	4,665,896	123,658,100	6,413,433	250,339,146	111,149,817
Other	3,897,069	2,566,856	4,934,500	1,384,500	1,003,000	1,226,277	3,286,000	1,360,028		3,225,642	13,120,569	9,763,303
<b>Total</b>	<b>273,097,302</b>	<b>152,364,310</b>	<b>26,586,165</b>	<b>15,756,679</b>	<b>33,569,500</b>	<b>26,729,373</b>	<b>48,335,350</b>	<b>34,025,406</b>	<b>134,198,600</b>	<b>34,914,410</b>	<b>515,786,917</b>	<b>263,790,178</b>
<b>By Geographic Regions</b>												
Punjab	103,710,717	58,509,506	16,528,340	6,216,900	6,152,750	6,876,511	15,880,350	10,178,718	33,093,650	12,616,541	175,365,807	94,398,176
Sindh	43,585,752	23,628,548	7,245,800	2,045,778	20,913,750	5,221,801	1,790,000	18,059,343	26,612,050	3,372,000	100,147,352	52,327,470
Balochistan	35,336,168	26,862,705		206,510	-	136,000	20,500,000	100,000	13,848,500	7,294,000	69,684,668	34,599,215
Khyber Pukhtunkhwa	51,105,223	24,057,203	2,745,375	2,396,325	3,803,000	10,697,840	7,765,000	2,734,014	50,830,700	7,354,293	116,249,298	47,239,675
Gilgit Baltistan	28,842,654	13,220,834	66,650	1,272,618	2,400,000	3,184,430	2,400,000	2,203,431	4,955,000	4,047,576	38,664,304	23,928,889
FATA	1,021,664	4,181,767			300,000	55,158	-	-	4,858,700		6,180,364	4,236,925
AJK	9,495,124	1,903,747		3,618,548	-	557,633	-	749,900		230,000	9,495,124	7,059,828
<b>Total</b>	<b>273,097,302</b>	<b>152,364,310</b>	<b>26,586,165</b>	<b>15,756,679</b>	<b>33,569,500</b>	<b>26,729,373</b>	<b>48,335,350</b>	<b>34,025,406</b>	<b>134,198,600</b>	<b>34,914,410</b>	<b>515,786,917</b>	<b>263,790,178</b>

**ASF Grants Monitoring System  
Grants Approved by ASF**

Description	Prior & up to Dec 31, 2009		During Jan - Mar, 2010		During Apr - Jun, 2010		During Jul - Sep, 2010		During Oct - Dec, 2010		Projects			
	No.	Amount (Rs.)	No.	Amount (Rs.)	No.	Amount (Rs.)	No.	Amount (Rs.)	No.	Amount (Rs.)	No.	ASF Grants (Rs)	Beneficiary Share	Total Amount (Rs)
<b>By Grant category</b>														
Farmer Enterprise Group Formation	1,250	71,362,300	320	17,445,420	430	24,492,680	-	-	-	-	2,000	113,300,400	-	113,300,400
<b>All</b>	<b>1,250</b>	<b>71,362,300</b>	<b>320</b>	<b>17,445,420</b>	<b>430</b>	<b>24,492,680</b>					<b>2,000</b>	<b>113,300,400</b>	<b>-</b>	<b>113,300,400</b>
<b>By Type of Enterprise</b>														
RSPs / NGOs for Formation	1,250	71,362,300	320	17,445,420	430	24,492,680	-	-	-	-	2,000	113,300,400	-	113,300,400
<b>All</b>	<b>1,250</b>	<b>71,362,300</b>	<b>320</b>	<b>17,445,420</b>	<b>430</b>	<b>24,492,680</b>					<b>2,000</b>	<b>113,300,400</b>	<b>-</b>	<b>113,300,400</b>
<b>By Geographic Regions</b>														
Punjab	250	14,249,000	100	5,386,320	80	4,546,600	-	-	-	-	430	24,181,920	-	24,181,920
Sindh	230	13,269,550			100	5,698,080	-	-	-	-	330	18,967,630	-	18,967,630
Balochistan	200	11,399,200	100	5,363,400			-	-	-	-	300	16,762,600	-	16,762,600
Khyber Pukhtunkhwa	320	18,195,250	120	6,695,700	200	11,400,000	-	-	-	-	640	36,290,950	-	36,290,950
Gilgit Baltistan	250	14,249,300			50	2,848,000	-	-	-	-	300	17,097,300	-	17,097,300
FATA														-
AJK														-
<b>All</b>	<b>1,250</b>	<b>71,362,300</b>	<b>320</b>	<b>17,445,420</b>	<b>430</b>	<b>24,492,680</b>					<b>2,000</b>	<b>113,300,400</b>	<b>-</b>	<b>113,300,400</b>

**ASF Grants Monitoring System**  
**Grants Approved and Disbursed By ASF**

Description	Prior & Up to Dec 31, 2009		During Jan - Mar 2010		During Apr - Jun 2010		During Jul - Sep 2010		During Oct - Dec 2010		Total	
	Grant Approved (Rs.)	Grant Disbursed (Rs.)	Grant Approved (Rs.)	Grant Disbursed (Rs.)	Grant Approved (Rs.)	Grant Disbursed (Rs.)	Grant Approved (Rs.)	Grant Disbursed (Rs.)	Grant Approved (Rs.)	Grant Disbursed (Rs.)	Grant Approved (Rs.)	Grant Disbursed (Rs.)
<b>By Grant category</b>												
Farmer Enterprise Group Formation	71,362,300	62,281,749	17,445,420	3,970,425	24,492,680	12,773,658	-	6,835,725	-	5,621,134	113,300,400	91,482,691
<b>Total</b>	<b>71,362,300</b>	<b>62,281,749</b>	<b>17,445,420</b>	<b>3,970,425</b>	<b>24,492,680</b>	<b>12,773,658</b>	<b>-</b>	<b>6,835,725</b>	<b>-</b>	<b>5,621,134</b>	<b>113,300,400</b>	<b>91,482,691</b>
<b>By Type of Enterprise</b>												
Non Governmental Organization	71,362,300	62,281,749	17,445,420	3,970,425	24,492,680	12,773,658	-	6,835,725	-	5,621,134	113,300,400	91,482,691
<b>Total</b>	<b>71,362,300</b>	<b>62,281,749</b>	<b>17,445,420</b>	<b>3,970,425</b>	<b>24,492,680</b>	<b>12,773,658</b>	<b>-</b>	<b>6,835,725</b>	<b>-</b>	<b>5,621,134</b>	<b>113,300,400</b>	<b>91,482,691</b>
<b>By Geographic Regions</b>												
Punjab	14,249,000	12,823,500	5,386,320		4,546,600	2,857,380	-	2,311,800	-	1,005,000	24,181,920	18,997,680
Sindh	13,269,550	8,179,700		2,830,425	5,698,080	1,424,520	-	-	-	-	18,967,630	12,434,645
Balochistan	11,399,200	11,399,200	5,363,400			1,831,133	-	-	-	1,766,134	16,762,600	14,996,467
Khyber Pakhtunkhwa	18,195,250	17,055,249	6,695,700	1,140,000	11,400,000	4,523,925	-	4,523,925	-	2,850,000	36,290,950	30,093,099
Gilgit Baltistan	14,249,300	12,824,100			2,848,000	2,136,700	-	-	-	-	17,097,300	14,960,800
FATA												
AJK												
<b>Total</b>	<b>71,362,300</b>	<b>62,281,749</b>	<b>17,445,420</b>	<b>3,970,425</b>	<b>24,492,680</b>	<b>12,773,658</b>	<b>-</b>	<b>6,835,725</b>	<b>-</b>	<b>5,621,134</b>	<b>113,300,400</b>	<b>91,482,691</b>

# **APPENDIX-2**

## **AGRIBUSINESS SUPPORT FUND**

### **FINANCIAL SUMMARY (October - December 2010)**

## Financial Summary (Oct 2010- Dec 2010)

Figures in PKR

	ADDP Funds			Agribusiness Innovation & Outreach Funds	Security Deposit Funds (Refundable)	TOTAL
	ADB Funds	GoP Funds	Total			
Opening balance as at Oct 1,2010	10,727,357	68,186	10,795,543	33,875,375	7,122,533	51,793,451
<b>Additions:</b>						
Grant funds received	16,793,756	5,000,000	21,793,756			21,793,756
Interest income on investments				539,158		539,158
Security deposits received					260,000	260,000
	<b>27,521,113</b>	<b>5,068,186</b>	<b>32,589,299</b>	<b>34,414,533</b>	<b>7,382,533</b>	<b>74,386,365</b>

**Deductions:**

<b>Grants Disbursements</b>						
Farmers' Enterprise group formation			5,621,134	-	-	5,621,134
Business development services			6,263,433	-	-	6,263,433
Agribusiness Enterprise Support			21,482,953	-	-	21,482,953
Business development services providers			998,996	-	-	998,996
Agribusiness Enterprise Startup			3,319,350	-	-	3,319,350
Private Sector Extension			3,099,678	-	-	3,099,678
Research & Development				-	-	-
			<b>40,785,544</b>	-	-	<b>40,785,544</b>

<b>Purchase of Assets</b>						
Vehicles						
Computers Hardware & Software						
Furniture						
Equipement						
Software						
				-	-	-

<b>General &amp; Administrative Expenses</b>				
Staff Salaries & Benefits	5,926,580			5,926,580
Travelling, Boarding & Lodging	1,518,097			1,518,097
Advertisement Expenses	943,792			943,792
Office Rent & Utilities	98,595			98,595
Auditors' Remuneration	392,300			392,300
Telephone & Postage	170,076			170,076
Office Supplies	145,932			145,932
Vehicle Running & Maintenance	315,962			315,962
Insurance	133,708			133,708
Misc. Expense	157,162			157,162
Customer Security refunded			640,000	640,000
	<b>9,802,204</b>	-	<b>640,000</b>	<b>10,442,204</b>
<b>Total Deductions</b>	<b>50,587,748</b>	-	<b>640,000</b>	<b>51,227,748</b>
<b>Closing Balance as on December 30, 2010</b>	<b>(17,998,449)</b>	<b>34,414,533</b>	<b>6,742,533</b>	<b>23,158,617</b>