



MEMORANDUM OF UNDERSTANDING

BY AND BETWEEN

FIRST WOMEN BANK LIMITED

(FWBL)

AND

TRADE DEVELOPMENT AUTHORITY OF PAKISTAN (TDAP)

KARACHI

2022

This **MEMORANDUM OF UNDERSTANDING ("MoU")** is entered into at Karachi on this 6th day of June, 2022.

BETWEEN

First Women Bank Limited, a Banking Company incorporated under "The Companies Act, 2017" (XIX of 2017) having its registered office at Syedna Tahir Saifuddin Memorial Foundation Building CL-10/20/2, Beaumont Road, Civil Lines Karachi, through its authorized representative Mr./Ms. FARUKH IQBAL KHAN holding CNIC No. 42000-0462364-7 (herein after referred to as "**FWBL**" and Party of **First Part**) which term and expression shall include and mean its representative, successors-in-interest, administrators etc. of the One Part.

AND

Trade Development Authority of Pakistan, a premier export development and promotion organisation under umbrella of Ministry of Commerce, Govt. of Pakistan having its office at 3rd & 5th Floor of FTC Building A, Karachi and Islamabad through its authorized representative Mr./Ms. AHSAN ALI MANGI holding CNIC No. 42301-5597840-5 (herein after referred to as "**TDAP**" and Party of the **Second Part**) which term and expression shall include and mean its representative, successors-in-interest, administrators etc. of the Other Part.

Each "Party" & Collectively as "Parties".

FWBL is a unique financial institution in Public Sector with view to foster the economic and social development in Pakistan. Its main activity since its inception, 1989 is to meet the banking needs through strategic alliances and grant loans for projective projects and enterprises and contribute towards country's economic and social development by creating an environment as dynamic agent of change and prosperity. FWBL currently is operating in 24 cities of country through its branches at different locations. FWBL also caters women at all levels of economic activity; small, medium and corporate. The Bank seeks deposits from general public and provides financial services to both genders.

TDAP is an export premier Organisation works under umbrella of Ministry of Commerce with a primary mandate to have a holistic views of global trade development for enhancing exports of goods and services of the country. It is designated as the premier trade organisation of the country and shall be dedicated, effective and empowered organization which shall be professionally managed. TDAP will develop and promote export holistically, through focus, synergy, and with collective wisdom and counsel of its stakeholders.

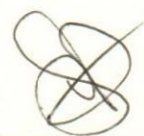
At present TDAP intend to collaborate with FWBL for training and promoting business of women entrepreneurs through data sharing & financing options information circulation among potential exporters/ women entrepreneurs and also to provide skilled trainings to potential borrowers/ applicants by conducting seminars & workshops etc. The trainees shall then acquire financial assistance to further boost up the businesses, who shall stand as potential borrowers to FWBL in project field.

Purpose & Scope:

In pursuit of common interest of both the Parties, who are desirous of joining hands in sensitizing women entrepreneurs about available financial services and have mutually agreed to enter into a Memorandum of Understanding (MOU) to streamline the terms and conditions and have agreed to reduce the terms agreed in writing by signing of this Memorandum of Understanding hence this "**MOU**".

Responsibilities Under This MOU:

1. Both Parties are determined to work together to strengthen, promote and create new value with and aim to provide financial services information and work on mutual interest and support each other to strengthen the communication and collaboration for the wider interest of women /women entrepreneurs.
2. TDAP will share the data pertaining to their members currently enrolled as well as of those who are eager to expand their own business or in need of finances.



3. In order to achieve the above objective, FWBL will create a platform to women entrepreneurs to have access to financial services.
4. FWBL team shall brief and train the project team to familiarize with loan products and provide the awareness materials (flyers, brochures etc.)
5. TDAP shall gather Loan Documentations and other related materials for training purpose and guide women entrepreneurs for processing of financial facility from FWBL. in the following cities (name of cities _____).
6. FWBL shall help TDAP to facilitate those potential borrowers who shall approach FWBL for the purpose of opening and operation of account.
7. FWBL shall scrutinize loan products and provide awareness sessions for processing those loan (Schemes) to potential borrowers/applicant within its framed policy as applicable rules/regulations.
8. FWBL will also assist in providing other necessary information along with loan approval to applicants who fulfils Banks criteria and future guide lines to potential entrepreneurs from time to time.
9. The initial Project shall be coordinated by TDAP, who shall then provide training facilities to potential borrowers based on their Standard Operation Procedures (SOPs) through 'Help Desk' located at their own offices.

Plan of Action (POA)

- a. Each party shall nominate one of their representatives to make a two Members Committee, who shall coordinate and make preparatory arrangements, related to the implementation of the Project respectively.
- b. The reporting by Committee Members will be done on monthly basis to their respective representatives of the institution and it will be the responsibility of Member Committee to get the mandatory feedback from each other.
- c. The MOU shall be effective initially for one year extendable onwards on yearly basis with express or implied consent of both parties.
- d. Parties may terminate this MOU by (i) mutual consent of both the parties; (ii) by any party by giving in writing three (01) month prior notice to the other party. Upon termination of this MOU, the parties shall have no further obligations hereunder;
- e. This MOU may be modified or amended at any time with mutual consent of the Parties. Any party to this MOU may initiate an amendment through written correspondence address to another party. If the proposed amendment is accepted by other party to the MOU it may give its written consent to this effect. Upon receipt of the written consent the proposed amendment supra will become the part of MOU. If, proposed amendment by one party is not accepted by another party, the matter shall be referred to head of the organizations of both parties separately for appointing nominees from each party (from their respective organization) to discuss the proposed amendment. If, the appointed nominees fails to reach on mutually agreed amendment proposal, the amendment proposal shall be dropped. Such amendments, once formally approved by both the institutions, will become part of this MOU.
- f. During the course of implementing of this MOU, if any dispute arises, whatsoever, it shall be resolved through mutual understanding.

Effective Date and Signature:

This MOU shall be effective upon the signature of the FWBL and TDAP Officials. It shall be in force from 6-6-2022 to 5-6-2023.



For And on Behalf of
First Women Bank Limited

Signature _____
Name _____
Title _____

For And on Behalf of
Trade Development Authority of Pakistan

Signature _____
Name _____
Title _____

WITNESSES:

1. Shabeen Zamir
Name: Shabeen Zamir
CNIC No. 42101-7430881-8

WITNESSES:

2. DR. SHUMAILA SIKANDAR
Name: DR. SHUMAILA SIKANDAR
CNIC No. 42301-8557391-8

