



*Fayez employs four permanent staff, paying them a total of AFN 40,000 a month.*



## A stonemason carves out a lucrative enterprise

### A Microfinance Client Story

#### Story of Ahmad Fayez

The Microfinance Investment Support Facility for Afghanistan (MISFA) was set up in 2003 at the invitation of the Afghan government — to get donor coordination right from the start and avoid the counter-productive efforts that have emerged from conflicting donor objectives in other post-conflict situations. It was established as a vehicle through which the Afghan Government and international donors could channel technical assistance and funding to build microfinance in Afghanistan.

In March 2006, MISFA was registered as a limited liability non-profit company whose sole shareholder is the Ministry of Finance of the Islamic Republic of Afghanistan. MISFA Ltd is an independent apex organization with a select group of implementing partners on the ground.

Fayez, 30 years old, owns a stone processing and manufacturing factory that converts granite, marble and other types of valuable stones imported from Pakistan, China, India and Iran, into decorative home items, statues, and grave-sign stones.

Upon completion of his high school studies, Fayez could not pursue a university degree as he felt a more urgent need to find a source of regular income.

Fayez established his stone factory at a small scale twelve years back. After mastering the skills and positioning his business, he decided to expand it and increase the production for which he required cutting machines and other devices.

FINCA supported Fayez to implement his business expansion plan by providing him his first SME loan worth AFN 300,000, which he spent primarily on industry-standard stone-cutting. Upon successful repayment of the first loan, Fayez was supported by three consecutive larger loans worth AFN 600,000 and the last two worth AFN one million.



FINCA®  
فینکا

FINCA Afghanistan started operations in 2004 with the support from FINCA International (US based parent company) then followed by MISFA and ARIES, a USAID funded project.

FINCA Afghanistan offers a wide array of credit products, including individual and solidarity group loans all of which can be accessed through conventional lending or Islamic financing. Headquartered in Kabul, FINCA Afghanistan serves almost 30,000 clients through 15 locations in 8 provinces across Afghanistan. FINCA Afghanistan is helping clients in the informal economy create their own jobs and build small businesses. Almost 80% of these clients are female borrowers with fewer economic and employment opportunities. FINCA Afghanistan is dedicated to helping clients build successful businesses while ensuring that they are protected from unnecessary risks through its commitment to client protection standards.

The loans were invested mainly on the required machinery and accessories and purchase of raw material.

Fayez employs four permanent staff, paying them a total of AFN 40,000 a month. Fayez earns an income of around AFN 100,000 in a month despite the slow-down in Afghan economy. Planning for further expansion, Fayez injects part of his income into his business after paying for the household expenses. Enjoying a good life and a stable

Business, Fayez is committed to invest on his children's education. "I want my children to become doctors, engineers or other professions of their choice," added Fayez. He manages a family of eight members, consisting of his two children, wife, sisters and parents.

"Banks were not ready to provide me the loan I required as I could not meet their requirements," said Fayez, "Loans from FINCA helped me expand my business."



Fayez converts granite, marble and other types of valuable stones imported from Pakistan, China, India and Iran, into decorative home items, statues, and grave-sign stones.