

Success Stories LIFE Project

This USAID funded project has enabled AEP to finance 163 new small businesses, in the total of US\$ 524 606, and to donate a further US\$164,474 to give established borrowers that welcome boost to buy seeds, merchandise, different products; or simply to improve their working environment.

« *I never imagined my little beauty salon fitted out with the kind of pedicure chair I've always envied in those prestigious parlors in Beirut. A huge Thank you to USAID and ASP ».*

C.N. aged 31

« *I love my ancestral village, it's where I want to spend the rest of my life. Now I can, thanks to USAID and AEP, who've helped me to renovate and expand my restaurant and earn a good living, right here!*»

Y.W. aged 36


— From Hope to Achievement

The Statement of one of AEP's first co-workers

I grew up in the village of Bechwat in the Bekaa, whose inhabitants, as in other Lebanese villages, were fearful of the future, having suffered deprivation and neglect over many years of war. When more than 30 years ago, AEP began to take an interest in our region, a glimmer of hope appeared for those who desperately sought a way to support their loved ones.

The challenging vocation of the Association encouraged me to join, and now I again see myself welcoming prospective borrowers and hear of exciting projects they dream of realizing... their first steps, the effort needed to fulfil commitments, and the joy that comes only with achievement. I shan't remember all their names because today there are so many of them. Indeed, they count themselves in the hundreds, yet I am a small party of every success.

AEP is an important part of my life's work; we share the same concerns, resolutely bound. That is why I pledge myself once more to help the needy to find dignity through work, assisted by everyone who works so enthusiastically together: Regional, Executive and Management Teams and the General Assembly. I salute all the members of our remarkable family, with warm thanks to those who have allowed me to re-join their invaluable mission.

 **Tanios Keyrouz**

AEP Regional Loans Coordinator

482 loans
granted in 2018
for a total amount of
1,936,925
US\$



AEP News

— YMCA

The award for the best borrower in the YMCA and City Group contest was awarded to six of our beneficiaries, based in different regions of Lebanon.

The lucky winners received prizes ranging from \$ 1,500 to \$ 3,000:

- Joyce Habchi : Jbeil, 3000 \$
- Ghassan Habchi : Bekaa, 2000 \$
- Khalil Najjar : Tripoli, 1500 \$
- Lebnen Imad : Bekaa, 3000 \$
- Moussa El Najjar : Koura, 1500 \$
- Najwa Freijeh : Central Bekaa, 1500 \$

— Visit of USAID experts

Two USAID consultants spent two days in Jbeil and North Lebanon with AEP Credit Officers, to observe their work in the field, assist in their connection with new and former borrowers, notably in default situations, and to chair their discussions.

Extra days of training allowed the Executive Team to help members refine their feasibility studies and credit reporting methods.

— Establishment of a new project with the European Union

US\$35,000 has been donated to AEP by the EU, to be distributed directly to borrowers with a project in the Bekaa valley or North Lebanon, specifically in the following agricultural sectors: cherry and grape plantations, vegetables and woodwork.

— AEP helping new regions

As credit applications continue to pour in, AEP has recruited Fadi Ten as Loan Officer for West Bekaa, incorporating the localities of Saghbin, Kawkaba, Sehmor, Machghara, Rachaya, Jeb Jannine and Ain Zebede.

In North Lebanon, the regions of Tripoli and Akkar have separated, with Akkar now an independent entity, due to increased demand. One hundred and twenty potential loans are already in progress there, under the supervision of Nabil Kafrouni, AEP Credit Officer.

Testimonials



> Amine Abbas - Saksakiyeh

> Amine Abbas

Trade : Supermarket

Location : Saksakiyeh

After working abroad, Amine Abbas returned to Lebanon to take over his family's mini market in Saksakiyeh and expand it into a supermarket. With a sizable loan from AEP a few months ago, Amine enlarged and totally renovated his store, installing air conditioning, new windows and refrigerators and hiring a young full-time sales clerk. This has resulted in a 60% increase in sales in just 7 months. Amine is now keen to rent space next door for a coffee shop, for which he would provide supplies and employ two more assistants.

> Mohamad Rachiini

Trade : Mechanical garage

Location : Karak, Bekaa

Married and father of one, Mohammad opened a garage that repairs cars, trucks and even buses, all of eight years ago. His now obsolete equipment was costing him time, especially when changing large tires and lots of lubricant, so Mohammad obtained a loan from AEP for new machinery that will allow him to work faster and serve more customers. With his extra income, Mohammad plans to buy an electric car lift and a new scanner, to enable him to offer the high quality service for which he strives.



> Haydar Saleh - South Lebanon

> Haydar Saleh

Trade : Cattle rearing

Location : South Lebanon

For three years, Haydar has run his own dairy farm in South Lebanon, while continuing to work as an electrician. His combined income still being insufficient for a family of five, Haydar applied for an AEP loan last April, to purchase another cow. Milk production has since increased from 200 kg to 250 kg per day, delivered directly to the dairy, from which a fair income now covers 50% of his household expenses. Hopefully, the farm will soon grow sufficiently to allow Haydar to shed his second job.



> Mohamad Rachiini - Bekaa



› Youssef Hallak - Minyeh

› Youssef Hallak

Trade : Coffee stand and drinks
Location : Minyeh, North Lebanon

Born with physical disability, Youssef later developed cancer of the brain and bravely underwent more than a year of treatment before seeing any improvement in his health. Since then, he has taken on a normal life, relying on his own means. With a loan of \$ 5,000 from AEP, this young man has now opened a small beverage business.



› Nadim Dagher - Rmeileh

› Nadim Dagher

Trade : Gardening
Location : Rmeileh

Married, with a 19 year-old daughter and 13 and 17 year-old sons, Nadim resigned from his position as a landscape gardener for the Municipality of Rmeileh, to start his own business. With a loan from the AEP to purchase a motorized lawn mower, he now offers his services to neighbors of the village at the rate of four visits a month to each customer. The new mower will make Nadim's job easier and increase his monthly income.

Emmaüs International

Meeting of the Regional Office of Emmaus Asia

At a meeting in Beirut of representatives of Emmaus International, from India, Bangladesh and Lebanon, topics discussed included the Mutual Health System, Annual Solidarity Program and preparation for the World Forum of Alternatives, held later in Geneva. Members were reminded of the need to improve their level of autonomy over the next three years, in order to become independent.

At this meeting of the Regional Office of Emmaus Asia, members discussed the various activities of the organic farm in Kolunji, which welcomed Emmaus participants to India in January 2018. During the course of this event, Indian members of Emmaus had the opportunity to demonstrate their firm commitment to the fight against climate change, indigenous land rights, healthy food and community farming. Participants also explored various models of sustainable development, in the fields of Kolunji and other organic farms in the area.

At the end of the meeting, Camille Chedid, Vice-President of AEP, was unanimously elected to the Executive Committee of Emmaus International until the next World Assembly in 2020.

Objectives for 2019

- › Continue to expand AEP's geographical presence, notably into the Chouf and Tyre regions.
- › Maintain the commitment of our volunteers, both at the regional level and within the General Assembly.
- › Increase awareness of AEP's social mission amongst our loan officers.
- › Continue to develop partnerships with a variety of suitable national and international institutions
- › Apply and pursue new Bank of Lebanon memos regarding the micro-finance sector
- › Diversify our loan portfolio to better meet the needs of micro-credit.
- › To reaffirm the Association's leadership in the field of micro-credit, through frequent participation in seminars and conferences, both in Lebanon and abroad.

AEP News

— AEP chocolate, a must for the holidays!

Made by talented mothers, AEP's chocolate is always in high demand during festivities. Two thousand, three hundred kilograms were sold last year! Orders were placed directly with AEP by individuals and businesses, or confectionery was purchased directly from Christmas markets in which AEP participated: Les Créneaux and the USJ/Ninurta markets, the latter being only for artisans and non-profit associations.



› Christmas arrangement

— Adjustment of interest rates

AEP's Board of Directors has taken the decision to increase our interest rate to borrowers from 10% to 11%, as international interest rates for these type of high-risk loans are now in the order of 15 to 30%.

— Financial Education

The Lebanese Micro Finance Association (LMFA) asked AEP to participate in an education campaign to address economic family management, launched by the Ministry of Social Affairs throughout the Lebanon. In this context, AEP has trained 380 women from the following regions: Akkar, Denny, Chouf, Sariine, Hoch el Oumara, Rashiine, Baalbeck and Saïda.

— Sanabel

As part of the network of micro-credit NGOs in Arab countries, Lara Hassoun, Chief Operating Officer at AEP, participated in November 2018 at the Amman conference: *From Sustainable to Responsible Finance - Our Vision Forward*. Several topics were discussed, including: financial inclusion, the social performance indicator, customer protection and the SMART campaign.

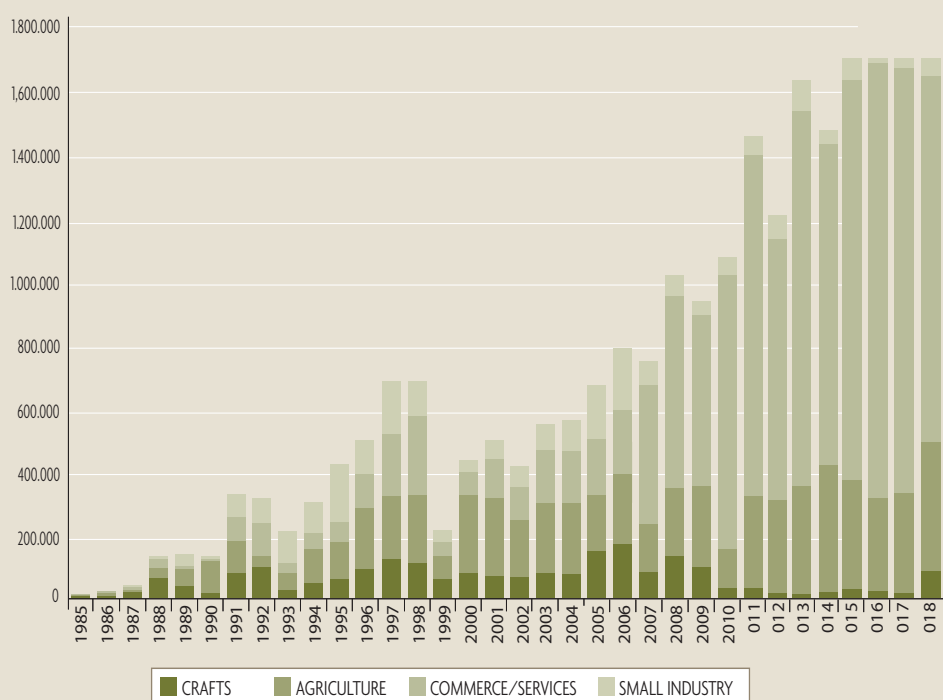
Achievements

— Ever since its foundation in October 1984 until the 31th of december 2018, the “Parabank” has granted **5 687 loans** for a sum of **23 172 715 US\$** among which:

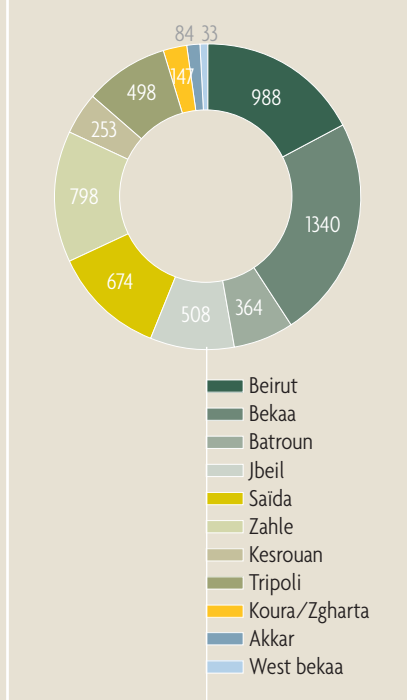
Coverage rate:
97%

→ **5 583 familial loans** for a sum of **22 336 224 US\$**
 → **97 collective loans** for a sum of **703 529 US\$**
 → **7 cooperative loans** for a sum of **132 962 US\$**

▼ Distribution of the granted loans per year and per sector



▼ Loans since the foundation



► Year 2018

Granted loans: → Number **482**
 → Amount **1 936 925 US\$**

Average outstanding loans: → Number **1 169**
 → Amount **3 646 262 US\$**

Operating/outstanding
9%

ADMINISTRATIVE COMMITTEE :

President : Chady Rached	Vice-President : Camille Chedid	Secretary : Dolly Haddad	Treasury : Samira Khoury
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Members :	Antoine Eid Wafaa Abou Charaf	Dolly Hérou Walid Osseirane	Iskandar Khoury
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Planning and coordination : Lara Hassoun

AEP's Address

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 P.O.Box : 116-5439 Museum 1106/2040 Beirut, Lebanon
 E- mail: aep@inco.com.lb
 Website : www.aep.org.lb





How to help the AEP?

The AEP needs your financial and/or technical solidarity and support. If you are convinced with the efficiency of its socio-economic action, many participation options are proposed to you: donations, loans, professional advice for the creditors or informing your neighborhood about the goals and actions of the AEP

YES, I WISH TO HELP THE AEP

Name and family name (Mrs., Ms, and M.)

Complete address

Postal code

Tel

Fax

E-Mail

BY DONATING

I wish to pay the annual subscription :

150 000LL

or 100 Euros

or 100 US\$

I wish to make a donation to support the AEP in its action :

Amount of the donation

L.L. or

Euros. or

US\$

The donations are paid to the AEP via : check, postal check, cash,

Bank transfer: IBAN : LB7300220000 00002421122 19500 Account N° : 0242112219500

Swift Code : MEDLLBBX Bank Name : BANKMED - ACHRAFIEH BRANCH

BY ADVISING

I wish, depending on my competences, to advise the creditors in their professional activity.

Field

available time

BY INFORMING

I wish to inform about the goals and actions of the AEP.

Number of required bulletins

- Check the mentions that interest you and send this page to the AEP address.

The team of the AEP is at your complete disposal for any information on this number: 01/382610 from 8h till 16h from Monday to Friday

AEP's Address

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