



# PROGRAMME FOR IMPROVED NUTRITION IN SINDH (PINS)

In Support of the Accelerated Action Plan, Government of Sindh

## Two-Day Workshop on Replication/Scale-up Strategy of Pilot initiatives, CLEWs Effectiveness and AFS Update

1-2 July 2021 | Mehran Hotel, Karachi

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## Acronyms

AAP	Accelerated Action Plan for Reduction of Stunting and Malnutrition
CI	Community Institutions
CLEW	Community Livestock Extension Worker
COO	Chief Operating Officer
ER	Expected Results
EU	European Union
FGD	Focus Group Discussions
GoS	Government of Sindh
LSO	Local Support Organisations
M&E	Monitoring and Evaluation
NRSP	National Rural Support Programme
PINS	Programme for Improved Nutrition in Sindh
SUCCESS	Sindh Union Council and Community Economic Strengthening Support
P&D	Planning and Development
RSPN	Rural Support Programmes Network
RSPs	Rural Support Programmes
SRSO	Sindh Rural Support Organization
TRDP	Thardeep Rural Development Programme
UC	Union Council
VO	Village Organization

## Participants

1. Mr. Nazar Joyo (NJ) PM - NRSP
2. Mr. Hamid Magsi (HM) PM - SRSO
3. Mr. Ali Kallar (AK) PM - TRDP
4. Ms. Rabab Jafar (RJ) Communications Officer - PINS ER-3 RSPN
5. Ms. Uswa Ali Memon KMRO PINS ER3 RSPN
6. Mr. Zaheer Ahmed CBO PINS ER3 RSPN
7. Mr. Alee Kapri M&E Coordinator PINS ER3 RSPN
8. Dr. Abdul Malik Technical Officer Aquaculture PINS ER3 RSPN
9. Dr. Abdul Khalique Government Liason PINS ER3 RSPN
10. Mr. Rao Ayub Sr. Technical Agriculture Manager ACF
11. Mr. Moiz Ali Senior FSL Manager - ACF
12. Mr. Waseem Akhtar DPO Thatta - NRSP
13. Miss. Parveen Mahar DPO Shikarpur - SRSO
14. Mr. Hameed Samejo DPO Dadu - TRDP
15. Miss. Shahana Ali M&E Officer - RSPN
16. Mr. Ejaz Ali M&E Officer - RSPN
17. Mr. Manzoor Ali Senior AFSO - RSPN
18. Mr. Ghulam Sarwar Memon Admin and Logistics Officer

## Day 1

### 1. Proceedings

The workshop started with a short introduction by the PD (Mudassar Ahmed) regarding the AFS pilots. He mentioned that now that the pilots have been completed and there has been some unplanned / organic replication, the Programme needs to consider and pursue a scale-up strategy. He further described that pilots are different than regular interventions and Programme activities because they are smaller in scope / scale, more systematically set up, and designed deliberately to assess whether they can be replicated / scaled up.

PINS M&E (Alee Kapri) briefed about the rationale behind these pilots. He mentioned that pilots are not target-focused, which is important because their purpose is to contribute through experiments so that the Programme can leave something behind for further take-up.

He added that the objective of this workshop is to come up with a plan for scale-up, and generate data / analysis and information which can be shared externally. Therefore, gathering and presenting key information is key.

FSL Manager (FSLM - Moiz Ali) explained that any apparent successes / failures may be due to multiple factors, including external factors. The focus should therefore be on capturing both strengths and weaknesses.

### 2. Paddy-Fish Farming Pilot

The process of implementing paddy-fish farming was explained by the DPOs. They mentioned that the LSOs selected the beneficiaries (farmers). There was no additional training given to these farmers, however, they were supported by a provision of 44,000 PKR for adopting paddy-fish farming. The dialogue with these farmers was explicit in underlying that they have to continue it even if it does not work.

In this discussion, it was also flagged that the farmers were not told that if they adopt the practice, their land could not be used for anything else. There was an agreement among the participants that farmers will only adopt this if it is profitable. This trend was seen in Dadu, where farmers found it profitable, whereas, in Thatta, it was the opposite.

Rao Ayub shared that now both reports are final as this is giving us a comprehensive picture of what happened during the pilot and immediately after it was completed. In these reports, we have incorporated several related info like background introduction, Pilot implementation strategy/layout details, technical recommendations, and results analysis based on data gathered from the field teams. Rao Ayub also appreciated the field teams for the successful implementation of pilot interventions under PINS-3. Now we have to move further in developing/generating their "Replication strategy" in consultation with field teams /ground experiences. And this is the main objective of this workshop. As per Pilots design, the replications have already been initiated in PINS districts suitable for agro-climatic conditions. He invited all RSPs representatives to share their experiences/community feedback/obstacles during the implementation and finally yet importantly field teams' recommendations in replications and scale up these pilots.

FSLPM Mr. Moiz emphasised going from product push approach to product pull approach, which can only happen if our pilot has created demand within our stakeholders. He wanted to assess whether He said that both reports are comprehensively based upon all possible evidence that could be generated over a one-year pilot project model. It should be accepted that the one-year time frame is not enough to foresee all vulnerabilities, obstacles, and

challenges. For example later we learned that some of the farmers were impacted by seasonal flooding due to which they lost all their paddy fish stock. Mr. Moiz described “Scaling” through various definitions in his presentation.

### 2.1. Suggested Pathways for Scale up of the Pilot

Two-tier scale-up strategic pathways for the “Paddy Fish Farming” pilot were discussed and proposed:

- **Vertical scale-up:** Influencing Institutions to support scalability
  - Public institutions for creating enabling environment through policy and extension services support
  - Local Support Organizations (LSOs)/Community Institutions (Village Organizations)
  - Private institutions for input supply, product, and market development.
- **Horizontal scale-up:** Increasing the number of users i.e. ensuring wider adaptability of knowledge and technologies within the geographical area as follows:
  - Family, Neighbourhood, and Communities (Village and UC level)
  - Within the geographical context (Taluka and District level)

There was a general discussion regarding the experience of paddy-fish farming in all RSPs:

- **NRSP Districts (Thatta and Sujawal)**
  1. The success depends on the priorities of the farmers, whether their focus is more towards growing rice or fish.
  2. Most of the farmers that were selected had declining (geographically) lands.
  3. These farmers wanted to go for the late rice variety. Due to this, the harvest of rice happens first and the fish maturation follows after the rice harvest.
  4. Due to heavy rains, the second season of rice-paddy was destroyed in Thatta and Sujawal. This event may have discouraged farmers to carry on this practice in the coming season.
  5. In Sujawal, 5 farmers did it initially, and 6 farmers replicated it.
  6. In Thatta, 5 farmers started in the first round, and 4 farmers replicated. No farmers are implementing currently.

See notes / action points below.

- **TRDP District (Dadu)**
  1. There was the willingness of the small farmers, as they were also eager to turn this into a profitable venture.
  2. All farmers had some experience in rice cultivation and fish farming separately. They supported the idea and their yield significantly increased.
  3. The availability of water supported the cultivation process throughout the season.
  4. The declining (geographically) land of farmers proved to be favourable for their paddy-fish farming.
  5. In Dadu, all 5 farmers who initially started are continuing the implementation of paddy-fish farming. 11 new farmers have replicated this in Dadu.

Overall - The impression from the DPO was that this is a promising activity in the District, both in terms of local interest and other factors (set out in 2-4 above). He expressed keenness to be party to further replication scale-up. See notes/action points below.

- **SRSO District (Shikarpur)**
  1. None of the farmers selected had any experience of fish or rice farming.

2. There was a delay in the excavation, which affected the overall yield. The advised timing was not followed.
3. Farmers with declined land enjoyed more profits, and this intervention was more fruitful for them.
4. Most farmers cultivated wheat, rice, and fish together.
5. In Shikarpur, 5 farmers started implementing, from which only 2 farmers are A-graders, 2 of them are not doing it anymore, and 1 farmer falls into the average performer category. Two new farmers are replicating this pilot.

Overall - The DPO expressed keenness to be party to further replication / scale-up but more support may be needed. See notes / action points below.

It was discussed that considering the varying experiences, there could be multiple scale-up strategies. The farmers need to be informed about opting for harvesting vegetables instead of wheat. The farmers need to be informed about the crop rotation pattern. The Programme needs to design activities to push such information forward. Moiz suggested that we should go for a cautious approach. Parveen added that letting go of wheat cultivation would be a discouraging factor for the farmers.

It was discussed that paddy-fish farming is an indigenous practice, which the Programme is trying to test through a systematic pilot. Dr. Malik also raised the question that the emphasis on the symbiotic relationship of fish and rice was missing. It was decided that the training module will be reviewed to add this information. Alee Kapri mentioned that analysing this pilot through income is problematic because the initial dialogue with the farmers was not with the lens of maximising income. Therefore, farmers gave a significant amount of their produce free of cost within the community. Moreover, he added that in some areas that the fish size was already big when it was added, therefore the data is not comparative.

**The participants agreed that this pilot is sustainable under conducive conditions. It was agreed that the pilot will be scaled up in those UCs where there has been a prior success.**

It was decided due to a lack of information within trends that could capture the experience and move towards scale-up, more qualitative assessments need to be conducted. It was also discussed that the quality of evidence captured previously needs to be used systematically to assess the experience.

## 2.2. Action Points

1. It was agreed that the scale-up will not happen in any additional districts. The focus will be on expanding in the four initial districts. Dadu and Shikarpur will go through the steps mentioned above with new and old farmers. Further dialogues will be conducted with the farmers in Thatta and Sujawal to assess whether they would be interested in engaging in this activity once again. The respective DPOs and PMs will get back on this information within a week.
2. For the **horizontal scale-up**, following points were discussed:
  - It was decided that the Programme will focus on factors like the capacity building of the existing farmers, and conducting continuous exposure visits.
  - For the new farmers who are being introduced to this technology through organic scale-up, the focus should also be on area identification and the selection of farmers.
  - The scale-up will have activities that provide additional technical support to the farmers.
3. For **vertical scale up**, these action points are discussed

- To capture the successful implementation of paddy-fish farming of a few farmers, knowledge products will be developed to share this experience with the external audience (including but not limited to case studies).
  - Technical review visits to be conducted in A-grade plots in Dadu and Shikarpur.
  - The objective is to build a picture and present it to entities like FAO for further knowledge exchange and collaboration.
  - We are mining the landscape and presenting it to FAO.
4. Currently, there are gaps within our lessons from the pilots, so FGDs should be conducted in all pilot districts.
  5. It was decided to conduct dialogues on paddy-fish farming with LSOs and the farmers. In these dialogues, findings will be shared with them for motivating them to adopt this method of farming.
  6. Conduct multiple qualitative assessments, as mentioned above, and then collaborate with PINS ER-1 for policy and advocacy work.
  7. M&E will support in sharing the type of questions that should be asked in these qualitative assessments. For the replication strategy, ACF needs basic information from the implementing partners about the current status of the pilot as follows: DPOs will be in charge of this assessment by the end of July 2021. The assessment will focus on the following questions:
    - How many farmers continued it?
    - What is the attrition rate, and its reasons?
    - How many farmers replicated it on their own and its reasons and experience?

### 3. Zincol Biofortification Pilot

A similar procedure was followed to gauge the experiences. The participants had a consensus that this pilot is relatively simple to understand and implement, as a group of farmers was given seeds for a wheat variety that contains more Zinc. This was implemented in all Programme Districts other than Matiari.

It was added that the numbers reported by the M&E team will be the ones used for reporting on replication.

Following this, Moiz and Rao Ayub shared that as per the latest development in ACF HQ France, ACF does not support/recommend the “Bio-fortification” phenomenon, if this seed “Zinc-fortified Wheat seed” i.e. Zincole is GMO seed. It was discussed that this seed variety does not lose its efficacy. For this, he mentioned that the Programme will have to consult with Harvest Plus for clarification and further details about the technical composition of the Zinc-fortified Wheat seed variety “Zincole”. Rao Ayub further shared that Harvest Plus recently introduced a new zinc fortified wheat seed strain i.e. Akbar. He suggested that RSPN / RSPs should focus on this particular strain/variety “Zincole” (ACF will ONLY recommend if it is Non-GMO seed). Alee Kapri added that due to the Fortification bill passed by the Government, this pilot will not be accepted by the AAP.

It was discussed whether in the NCE period the Programme should facilitate the provision of seeds to the farmers. Nazar Joyo suggested that they need a few days to first check how much of the seed is remaining from the current batch. He also highlighted that if the seed is being procured again, the logistics of it should be sorted. He added that previously, the seed itself did not cost that much, but the transportation cost was higher, which increased the rates significantly. The PD replied that a separate discussion will be done to figure out the procedures for this.

### 3.1. Action Points

1. Districts teams to first understand how much seed is available per district. This information will be shared within a week.
2. DPOs to have a dialogue with the same pool of farmers to see their willingness and buy-in for procuring seed on their own.
3. DPOs could start with a more open-ended survey. Then based on the survey, the Programme will decide whether it needs more seed than what is available right now. These surveys/discussions should reflect the demand and supply. Just like paddy-fish farming, information gathering for quality assessments needs to be conducted with the support of M&E.
4. Districts should document their ground experiences related to this intervention. For example, in some districts, the community did not appreciate the taste of this wheat variety. However, this information is anecdotal and has not been documented.
5. RSPs to continue their farmer identification process for the scale-up, even before any of the other steps are completed.
6. RSPN will coordinate with the Agriculture Extension Department, Harvest Plus, and FAO Pakistan to understand and discuss the mainstreaming of this seed.
7. RSPN to compare the implementation results with the farmers that have implemented this through Harvest plus. Discuss with other stakeholders as well to gather more policy buy-in.

## Day 2

### 4. Recap and Follow-up Discussion

The session started with a recap of yesterday's action points. It also came to the notice that no pilot reports have been disseminated to the RSPs. The PD raised concerns over this and shared the reports immediately with the stakeholders. Rao Ayub responded that ACF have already been shared both Pilot reports with RSPN since long and waiting for their Go-Ahead. OR RSPN will have to take lead and disseminate these reports to implementing partners (NRSP, TRDP and SRSO) and other external stakeholders.

Moiz flagged that the progress of Yr-I is not comparable with the second iteration in Yr-II, as the methodology was different and there were many other external factors involved. The PD flagged that the initial reports were considered incomplete. And based on ACF's request additional data was gathered through the internal assessment. He added, now that the data is here, objections or methodological issues (contamination - non-comparability, etc.) are being raised. This has led to significant delays and should have been avoided from the outset. He added that the pilot report should be supported by replication and scale-up strategy documents. The objective may be served by simple non-technical questions to understand why farmers are or are not replicating if the benefits are so evident in terms of increased yield etc. Mr. Moiz replied the internal assessment was conducted by the PMU's M&E team. The report shared by M&E only contains graphs without giving any description of the methodology, sample, and information about geographical areas, respondents, etc. It is expected from the M&E team to share this information, which can further supplement the technical analysis. This will be treated as the 2nd report on the pilot which will throw additional light on the pilot. The internal assessment report needs to be refined by the M&E unit and shared with us for incorporating technical analysis. He further shared that the scale-up strategy draft report to be shared by ACF will be based upon the following:

- 1st pilot report (This report has already been shared with RSPN), this activity is completed.
- 2nd report based upon the ODK data: This report will be developed by RSPN and share the final draft with the ACF team to incorporate their findings in the “Replication Strategy” document.
- Workshop notes (Karachi)
- Meeting notes with key stakeholders. This comprises the basic information, the detail of basic information is given under the “Action Points for paddy fish farming” part of this document.

## 5. Community Livestock Extension Workers (CLEWs)

Presentation on the findings from CLEWs’ FGDs was shared. It was discussed that the Programme needs to support the CLEWs that are struggling. The active ones are operating successfully on their own. Segregation of CLEWs, enabling factors and barriers, and recommendations were discussed in detail.

### 5.1. Action Points

1. RSPs to conduct district-wise workshops in July/August to pair CLEWs with the Local Veterinarians. Representatives from the Livestock Department are also invited to participate and support the initiative.
2. RSPs in coordination with RSPN to prepare a standardised presentation pack of information about CLEWs and their work. This will be disseminated to all the stakeholders to promote the work of CLEWs and develop further linkages.
3. RSPs to encourage CLEWs to arrange and participate in vaccination camps, especially the ones arranged by the District Authorities.
4. RSPs to hold meetings with the CIs to introduce the CLEWs that are struggling.
5. RSPs to document the reasons for drop out of CLEWs and share this list by end of July.

## 6. Deliverables/Milestones for Agriculture Entrepreneurs (AEs)

The PMs and the PMU (including the M&E team) discussed the deliverables for the AE in the no-cost extension period. This discussion was followed by the earlier correspondence between the teams. Some of the main points of discussion were increased focus on assessing the performance of the AE through both cultivation and harvest, and also excluding supplementary vegetables like coriander, mint, garlic, and mustard.

### 6.1. Action Points

Following are the agreed deliverables of AEs. These will be incorporated in the new AE registers and will be added as an Annexure in the PIM.

AFS- AEs Pair Payment Plan				
S.No	Description	# of Deliverables	Unit Rate	Total
1	Registration and record keeping/documentation of 54 HHs	1		
2	Cultivating and Harvesting 4-5 vegetables in each season (Rabi 1, Kharif 1, Kharif 2) (excluding garlic, coriander, and Mustard) on Half acre FFS demo plot	3	4000	12000
3	Selling vegetables at village level			
4	Compost Making in two pits (4X4)	3	1000	3000
5	Ensuring KGs (sowing) in at least with 54 Households (Rabi 1, Kharif 1, Kharif 2) ( at least 6X6 plot with 4	3	8000	24000

	type of vegetables excluding coriander, garlic, saag or mustard )			
6	Ensuring KG (Harvest) in at least 80% Households (Rabi 1, Kharif 1, Kharif 2) (with minimum 4 vegetables)	3	5000	15000
7.1	At least 250 fruit saplings received from SFD to be transplanted (with 70% survival rate) in a year			
7.2	Raising and transplantation of 600 Moringa saplings in a year, spread out in 2 seasons (with at least 50% survival rate) at least validation after 60 days	2	5000	10000
7.3	Deliver at least one session on Moringa promotion			
8.1	In consultation with CLEW. at least one “LS vaccination camp” will be arranged at FFS	4	1000	4000
8.2	Arranging at least one session with the small farmers for each BCC toolkit (rice, wheat, moringa)	4	0	0
8.3	monthly meeting with VO/RSP	12	0	0

## Annexure-1 - Summary of Action Points

Item #	Activity	Responsibilities Lead / Support	Action points Notes / Comments	Timeline
1	PINS-3 Pilots analyses report	Sr. FSL Manager ACF	Final draft of both AFS pilots i.e. Paddy fish farming and Zinc fortification have been submitted to RSPN.	Activity completed.
2		PMU team Mudassar / Rao	Circulation of Pilot analyses reports with PINS-3 stakeholders	
3		Sr. FSL Manager ACF	Replication / Scale-up strategy document (zinc and rice/paddy)	August 2021
4		Rao Ayub / PMU	District level Community meetings for Consolidation of findings of Pilot initiatives	Planned during NCE phase under ACF budget
5		Rao Ayub / PMU	Advocacy Seminar with key stakeholders on "Findings of Pilot initiatives - Zinc fortification & Paddy fish farming under PINS-3"	Planned during NCE phase under ACF budget
6		DPOs / AFSOs	DPOs and AFSOs undertake technical assessment with immediate effects to learn about the current situation of the Paddy Fish Farming and collect qualitative information to understand what is going on.	End of July 2021
7		Meal unit PMU	Second analysis report related to "Pilots" based upon the ODK data collected through the PMU meal units will be drafted by the PMU Meal units.	
8	CLEWs	DPOs / AFSOs	District-wise workshops to pair CLEWs with the private Veterinarians.	Planned during NCE phase
9		DPOs / AFSOs	Regular monthly coordination meetings among CLEWs, District Livestock authorities, Community institutions and RSPs colleagues.	Monthly / Planned during NCE phase
10		DPOs / AFSOs	Arrange "Livestock vaccination camps" in clusters	Planned during NCE Phase

## Annexure-1 - Presentations

- [Paddy Fish Farming Scale up](#)
- [Bio fortified Seed Scale up](#)

## Annexure-3 - Agenda

### Agenda - Replication / Scale-up Strategy of Pilot initiatives, CLEWs Effectiveness and AFS Updates

**First Day:** 1<sup>st</sup> July 2021 (Thursday) @ Hotel Mehran, Karachi

**Objective:** Consultations among PINS-3 stakeholders to develop scale up strategy of two pilots (Paddy fish farming & Zn-fortification) under AFS component of PINS-3.

**Participants:** Key staff members PINS-3.

Timings / Duration	Activity	Responsibility
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9.30 - 9.45	Registration + Recitation of Holy Quran + Introduction of the participants	
9.45 - 10.00	Welcome note,	Mr. Mudassar A. (PD-PINS 3)
10.00 - 10.15	Purpose of consultation meeting of PINS-3 stakeholders & Overview of Pilots conducted under AFS part of PINS-3	Mr. Munawar Kapri (M&E)
10.15 - 10.45	Tea Break	
10.45 - 01.00	Discussion on viability of the pilot from Social, Environment and economic (Paddy Fish Farming)	Mr. Moiz Ali (Sr. FSL Manager ACF)
01.00 - 02.00	Agreeing to a scale up strategy (Paddy Fish Farming)	Mr. Moiz Ali (Sr. FSL Manager ACF)
02.00 - 02.45	Lunch & Prays	
02.45 - 04.00	Discussion on viability of the pilot from Social, Environment and economic (Zn-fortification)	Mr. Moiz Ali (Sr. FSL Manager ACF)
4.00 - 5.00	Agreeing to a scale up strategy (Zn-fortification)	Mr. Moiz Ali (Sr. FSL Manager ACF)
5.30 PM	Tea + End of 1st day session	

**Second Day: 2<sup>nd</sup> July 2021 @ Hotel Mehran, Karachi**

**Objective:** 1) Consultations among PINS-3 stakeholders to develop CLEWs effectiveness & AE Honorarium strategy, 2) Progress review and planning of on-going AFS interventions under PINS-3 **Participants:** Key staff members PINS-3.

<i>Timings / Duration</i>	<i>Activity</i>	<i>Responsibility</i>
09.30 - 09.45	Purpose of 2 <sup>nd</sup> day Planning & Review meeting	Mr. Mudassar A. (PD-PINS 3)
09.45 - 10.00	Overview of the findings of "FGDs" on CLEWs effectiveness undertaken under PINS-3	Miss Uswa Ali Memon
10.00 - 11.00	Discussion on "Effectiveness of CLEWs model" under PINS-3	Mr. Rao Ayub Khan
11.00 - 11.20	Tea Break	
11.20 - 12.15	Discussion on AEs Honorarium during NCE period	RSP's PMs + Mr. Manzoor Chandio
12.15 - 01.00	Review & Planning of ongoing AFS interventions under PINS-3 (SRSO districts AFS updates / presentation)	Mr. Hamid Magsi
01.00 - 01.45	Lunch Break	
01.45 - 02.30	Review & Planning of ongoing AFS interventions under PINS-3 (TRDP districts AFS updates / presentation)	Mr. Ali Kallar
02.30 - 03.15	Review & Planning of ongoing AFS interventions under PINS-3 (NRSP districts AFS updates / presentation)	Mr. Nazar Joyo
03.15 - 03.30	Tea + End of 2nd day session	