

February 2017

NIRDHAN UTTHAN BANK LTD

A bank for uplifting poor

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Members of Tipla Women Self-reliant Group of Dolpa District , one of the remote districts of Nepal, praying in center meeting.

Message from CEO

It is my honor and privilege to present our Newsletter for the month of February, 2017.

*We initiated financial service program to promote **Micro & Small Enterprises (MSEs)** in Nepal since 1993. NUBL has acknowledged that, until and unless we do not provide credit plus services such as management & technical knowhow to micro & small entrepreneurs, we will not get the desired outcomes. In this regard, NUBL has initiated a **MSE financing program through a combination of credit services, financial literacy and entrepreneurship & skill training** to its clients in order to promote Micro & Small Enterprises (MSEs) in Nepal. As a part of this program, NUBL has planned to finance additional 8,091 MSEs loans and out of which 1350 will get entrepreneurship and*

skill development training from the bank by the end of 2019.

By the end of second quarter of current fiscal year, NUBL has already conducted 14 events for entrepreneurship and skill development training. Total 441 clients were benefited from such training.

I would like to conclude by reiterating our commitment to become socially focused and financially sound micro-finance institution by meeting the needs of people from the bottom of the pyramid.

-Janardan Dev Pant, CEO

NUBL at a glance

NUBL at Glance as on January 13, 2017		
<i>Indicators</i>	<i>Unit</i>	<i>Figure</i>
<i>District Coverage</i>	<i>No.</i>	<i>75 of 75</i>
<i>VDC/Municipality Coverage</i>	<i>No.</i>	<i>1,798</i>
<i>No. of Branch Office</i>	<i>No.</i>	<i>178</i>
<i>No. of Staff</i>	<i>No.</i>	<i>850</i>
<i>No. of Center/SRG</i>	<i>No.</i>	<i>14,309</i>
<i>No. of Active Client</i>	<i>No.</i>	<i>287,969</i>
<i>No. of Loan Client</i>	<i>No.</i>	<i>200,515</i>
<i>Loan Disbursed</i>	<i>NPR</i>	<i>61.67 billion</i>
<i>Loan Outstanding</i>	<i>NPR</i>	<i>11.68 billion</i>
<i>Saving & Deposit Portfolio</i>	<i>NPR</i>	<i>5.23 billion</i>

Nirdhan Utthan Bank's main objective is to create progressive, better socio-economic status of the poor people through awareness, access to finance and entrepreneurship development. Microfinance program of the bank was started since March 14, 1993 when it was working as NGO, later on transferred to Microfinance Bank in 1998. At present it has reached in all 75 districts of Nepal through a network of 178 branch offices, 10 regional offices and central office serving 287,969 clients.

Nirdhan Utthan Bank Ltd is the only one MFI in Nepal that has presence in all 75 districts of the country.

Newsletter of Nirdhan Utthan Bank Limited

NIRDHAN

News Highlights

Success Story: Living half stomach in those days became incredible story.

40 years ago, Jayapati Devi Sah was just 13 years old when she came to Prosto village, some 4 km west from Kalaiya Municipality of Bara district after getting married to Chokat Sah. Chokat got 1.25 acre un-irrigated land, a pair of oxen and a bullock cart when he separated from the joint family. Annual three and half quintal of rice produced in his land was not enough to feed up seven persons of his family. Jayapati Devi still remembers those hard days of working in the farm by eating half stomach. As it was very hard to attend school with hungry stomach, Manoj Sah, elder son of the family decided to discontinue his education after 7th grade to support his father. Chokat started a small mobile retail shop in the village, leaving cart to run his elder son. Later his younger son also stopped his school and engaged in agriculture and retail shop. Jayapati Devi did not send their three daughters to school as their community did not allow education to daughters at that time. Jayapati Devi sold half acre ancestry lands for the marriage of elder son and daughter. Life became harder day by day as income was not grown with compare to increasing expenses as number of family member increased. Manoj still remembers the idea of leaving the village when there were not any opportunities for income generation.

In 2001, some hubbub began in the village. Some people came to the village for making women's group. They were bank staffs from Nirdhan Utthan

Bank who came to the village to provide access to finance & social awareness to deprived people to make them self-reliant. A ray of hope came in the village and the Chokat family as well. Jayapati Devi became the member of the women's group formed by the bank and qualified for the first loan after completion of week long compulsory group training. She invested Rs. 5,000 loan in the retail shop which was likely to shut down due to lack of capital for further investment. She took second loan, Rs. 15,000 to purchase fridge for adding beverage items in the shop.



Grocery Shop runs by Sah Family in the Village

Manoj got the poultry farming training organized by Nirdhan Utthan Bank and Plan Nepal. After completion of training, He got 50 chickens from Plan Nepal as grant and Rs. 5,000 loan from the bank to build shed for poultry farming. Sah family got excited as poultry gave a good profit within 45 days as chicken average weights 2.5 kg. Jayapati further expanded her poultry farming and sold more than 1,000 chickens a year. The dramatic improvement of economic condition of Sah family within 5 years attracted other fellow villagers in poultry farming. Prosto village has been developing

as poultry producer village as a part of "One village one product" program implemented by the government.



Poultry farm runs by elder son, Manoj.

Jayapati Devi and Chokat Sah spent some Rs. 100,000 for marriage of a son and a daughter. This time they do not need to sell the land as before. As all the members of family get involved in the different income generating activities according to their capacity, Jayapati Devi in buffalo raising for milk, elder son in poultry farming, younger son in grocery shop and husband in agriculture. They have able to add one acre of land and some gold. Now Sah family is able to sell some 20 quintals of rice a year, earns Rs. 500 a day by selling milk and Rs. 5,000 per month from the grocery shop. Manoj is planning to take Rs. 500,000 loan to purchase a tractor and a pumping set when the installment of foregoing loan ends. Sah family once decided to leave the village is now became the role model for other villagers. Jayapati gives all the tribute to Nirdhan Utthan Bank for transformation of her family from poor to a self-reliant. Jayapati Devi, who could not provide higher education to her five children due to the condition of her family in early days, now determined to educate her grandson as much as she can.

Clients Training News :

With partnership with DFID funded SAKCHYAM - Access to Finance, Nirdhan Utthan Bank has been implementing "Job creation through Micro and Small Enterprises Financing with Support from Financial Literacy, Entrepreneurship & Skill Trainings" project since July 2016. The overall objective of the project is to create at least one job from each Micro and Small Enterprise (MSE) with the support of financial literacy using Digital Devices and skill & capacity development training for better management of their MSEs. NUBL is planning to provide Entrepreneurship training to 600 clients and Skill Development training to 750 clients by the end of 2019.



Participants of entrepreneurship training held in Kalaiya

As part of the project, 22 women participants from Ganjabhawanipur, Kalaiya and Prasauni branch offices of Bara district participated in 3 days Entrepreneurship Development Training which was held from 8-10 January, 2017 in Kalaiya. The training was facilitated by

Pawan Kumar Shrestha, Senior Manager and Iswar Atreya, Manager from central office..

Similarly, 20 women participants from Birgunj, Sripur and Parwanipur branch offices of Parsa and Bara district participated in Entrepreneurship Development Training which was held from 5-7 January, 2017 in Birgunj. The main objective of the training was to equip participants the soft skills required in the selection of right business and effective management of entrepreneurial ventures. Participants will get up to Rs. 500,000 microenterprise loan from NUBL to start microenterprises after completion of training.