



# Nirdhan Newsletter

A Newsletter of Nirdhan Utthan Bank Limited —February 2018 Edition

**Nirdhan Utthan Bank Limited**

An MFI Providing Service to the Poor

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## Message from the CEO

Dear readers, welcome to the February 2018 edition of our Newsletter,

The best way to help our low income group members is to help them build their capacity to reach their potential. Nirdhan Utthan has been providing financial literacy, skills and entrepreneurship development training to member clients so that they can start and gradually expand their small scale businesses. Availing small amount to start with micro businesses can capacitate them to sustain profit and grow further their businesses leading towards generating employment in the community. On top of that, entrepreneurship development at community level helps maintain both social equilibrium and distribution of wealth. Increase in income generating activities can also help rural poor households to elevate their social and economic status eventually leading towards improving their quality of life.

- Janardan Dev Pant



Members of Thulo Balapur Women's Self Reliant Group of Gulariya Branch, Bardiya District.

## Consultants from Asian Development Bank Visit Nirdhan Utthan

Consultants from Asian Development Bank Mr Neil Ramsden, Small and medium-sized enterprise (SME) Finance Specialist (International) and Mr Pramod Pandey, SME Finance Specialist (National) visited Nirdhan Utthan Head Office on 28th February 2018.

Chief Executive Officer Mr Janardan Dev Pant welcomed the officials and briefed them on Nirdhan Utthan's mission, products and services, loan size, training and capacity development initiatives for member clients, and other various issues.



## ADB Consultants at Nirdhan Utthan Head Office

The officials enquired about status of micro SME financing by Nirdhan Utthan. The meeting focused on appropriate mechanism and challenges for SME financing for the underserved communities of Nepal and discussed on necessary steps to increase the number formal enterprises.

## Assistant Level Staff Capacity Development Trainings Organized

During the month of February nine Assistant level staff capacity development trainings were organized by Nirdhan Utthan. Total 185 assistant level staffs of different branches of Nirdhan Utthan participated in the trainings. The trainings were organised in Bardibas, Pokhara, Birtamode, Kohalpur, Attariya, Birendranagar, Bhairahawa and Birgunj.

The trainings were designed to capacitate assistant level staffs on understanding causes and cost of delinquency, measuring delinquency, controlling and managing delinquency crisis. Likewise training included sessions on operational issues such as credit lending documentation, legal obligations, importance of loan utilization check at regular basis, credit recovery procedures, centre management reporting, deposit mobilization, micro enterprise loan.



## Participants of Assistant Staff Capacity Development Training Organized by Nirdhan Utthan Bardibas Regional Office

## Nirdhan Utthan at a Glance

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 started from March 14, 1993 when it was working as NGO, later transferred to Microfinance Bank in 1998. At present, Nirdhan Utthan is the only MFI in Nepal that has outreach in 77 districts of Nepal through the network of 179 Branch Offices, 10 Regional Offices and a Central Office serving 305,686 clients as of February 14, 2018.

### Nirdhan Utthan at a Glance as of February 14, 2018

Indicators	Figure
No. of Districts Covered	77
No. of Branch Office	179
No. of Staffs	866
No. of Centers/SRGs	15,278
No. of Active Clients	305,686
No. of Loan Client	207,395
Loan Disbursed (NPR)	82.04 Billion
Loan Outstanding (NPR)	13.91 Billion
Savings & Deposits (NPR)	7.46 Billion

## Success Story: Ms Sharada Poudel achieves Success

Ms Sharada Poudel of Manahari Municipality, Makawanpur District is a successful entrepreneur who has a convenient store and is a livestock farmer. She has been running her convenient store from her home. She also has 4 buffaloes and 2 Jersey Cows. She earns nearly NRs. 60,000 per month from selling milk and from her convenient store. She has been running both the enterprises with the help of her husband. The enterprises has helped them cover their 7 membered family's household expenses and over the years have built a house and have also bought 1354 Sq. Metre land in Manahari Bazar. In coming days, she has planned to continue livestock farming and add more products in her convenient store.



Mrs Sharada Poudel with her Livestock

She joined as a member of Manahari Women's Group and obtained loan amounting NRs. 10,000 to buy a buffalo. In the first year itself, she paid back her loan by selling milk. After finding out that selling milk is profitable venture, she obtained loan amounting NRs. 25,000 to buy a Jersey Cow and started selling milk from the livestock. She obtained additional loan to start a convenient store. Her convenient store now has stocks worth over NRs. 6 Lakhs. She says that over the years she has taken 17 additional loans to expand her business.

She states that her financial status is better now due to her hard work, patience, diligence and properly utilizing the collateral free loan provided by Nirdhan Utthan. She says that she has been advising women peers not to be afraid with loan, but work with focus, courage and confidence on their enterprises.



Mrs Sharada Poudel at her Convenient Store

She was born in Raksirang, Makawanpur District in a middle class family. She could only attain education till level 5, after which she got married at the age of 16 and moved to Manahari Municipality, Makawanpur and gave birth to two kids.

As the family started to grow, the couple struggled to meet their ends. The couple had many sleepless nights figuring out how to cover their household expenses. As her family was familiar with agriculture, she thought of selling milk by buying a buffalo. However, she wasn't sure how to organize the money to buy.

## Training on Goat Farming Organized in Bidhyapur, Surkhet District



Participants of Training on Goat Farming Organized by Nirdhan Utthan Birendranagar Regional Office

Nirdhan Utthan Birendranagar Regional Office organized three daylong training on goat farming for 27 member clients of Bidhyapur Branch from February 21-23, 2018. The principle resource person of the training was Mr Bhoj Prasad Chapain, Livestock Development Technician.

The training focused on providing technical information including types of breed, shed building and its management, nutritional requirements, types of diseases and its prevention and solutions.

The Bank had organized similar training program in the past as well with the target of entrepreneurship and skills development of clients along with financial solution for uplifting their social and economic level. Training was a part of the project, "Job creation through Micro and Small Enterprises Financing with support from Financial Literacy, Entrepreneurship & Skill Trainings" implemented by Nirdhan Utthan with the partnership of Sakchyam - Access to Finance, a UKAID funded project. The project

## Training on Mushroom Farming Organized in Bharatpur, Chitwan District

Nirdhan Utthan Bharatpur Regional Office organized three daylong training on mushroom farming for 24 member clients of Tandri, Bhandara, Madi, and Bharatpur Branch from February 22-24, 2018.

The participants were provided information about benefits of mushroom farming, its potential and challenges, farming technology, materials required for mushroom farming, varieties of seeds and the methods for its cultivation. Further information on the proper way of cutting hay, plucking mushroom, watering, and suitable temperature for mushroom growth and other useful information was provided.



Participants of Mushroom Farming Training Organized by Nirdhan Utthan Bharatpur Regional Office

Training was a part of the project, "Job creation through Micro and Small Enterprises Financing with Support from Financial Literacy, Entrepreneurship & Skill Trainings" implemented by Nirdhan Utthan in partnership with SAKCHYAM - Access to Finance, a UKAID funded project.

started from July 2016 and ends by 2019. 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. Nirdhan Utthan is planning to provide Entrepreneurship training to 600 clients and Skill Development training to 750 clients by the end of 2019.



Classroom Session of Training on Goat Farming Organized in Bidhyapur, Surkhet