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groups of Nepal in Majhigau village of Morang district

Dear readers, welcome to the April 2017 edition of our Newsletter,

In Nepal, 21.6% of the population is living below poverty line. Extreme poverty has forced deprived section along with the women to various inequities including lack of access to health services, education, and other resources. Still many people residing especially in rural hilly parts of Nepal are in need of financial support to elevate their social and economic status. Uplifting the status of deprived section of the society through support for selfemployment and capacity building is necessary for the progressive development of the country.

NUBL which started its operation on March 31, 1991 has aspired to alleviate poverty in Nepal and bring poverty level to zero. Its main mission is to serve the ultra-poor population of the country and strengthen social responsibility and sustainability. It has been providing financial services along with financial literacy, skill enhancement and entrepreneurship development trainings. The trainings are provisioned to empower job seeking individuals towards becoming jobs generating entrepreneurs.

NUBL achieved Rs. 12 Billion outstanding loan in April 2017. I congratulate our entire staff members, partners and clients for their contribution for achieving the new milestone.

- Janardan Dev Pant

## **NUBL** at a glance

Nirdhan Utthan Bank Limited (NUBL) staff conducting group meeting of women's group of Majhi women, one of the marginalized indigenous ethnic

NUBL at Glance as on April 13, 2017		
Indicators	Unit	Figure
District Coverage	No.	75 of 75
VDC Coverage	No.	1,817
No. of Branch Offices	No.	178
No. of Staffs	No.	849
No. of Centers/SRGs	No.	14,547
No. of Active Clients	No.	292,419
No. of Loan Client	No.	202,233
Loan Disbursed	NPR	65.91 billion
Loan Outstanding	NPR	12.18 billion
Savings & Deposits	NPR	5.59 billion

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 transferred to Microfinance Bank in 1998. At present, NUBL is the only one MFI in Nepal that has outreach in all 75 districts of Nepal through the network of 178 branch offices, 10 regional offices and a central office serving 292,419 clients as at mid. April 2017.

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

# NUBL Clients Participated in National Microfinance Sum-



Bank staffs and Clients posing in 4th National Microfinance Summit.

Two successful NUBL clients, Chija Pawe and Bhawani Kandel got the opportunity to represent NUBL in "4th National Microfinance Summit Nepal 2017" held on 15-17 March 2017 at Kathmandu, which was organized by Center For Microfinance Nepal (CMF Nepal). "Balancing financial, social and human values" was the theme of the summit. The major objectives of the summit was to foster partnership between regulators and stakeholders to develop a common understanding of current issues of microfinance in Nepal and create a dialog among practitioners, regulators, specialists & clients based on concrete research findings.

A mother of two children, Mrs. Pawe is from Chitwan district, has been a member of Dandaghari women's group since 2006. Similarly, Resident of Kathmandu district, Mrs. Kandel has been associated in Darshankhola SRG (Self Reliant group) for 3 years. Both got the opportunity to share their experience in and expectations from MFI on "Clients' Voice and Experience Sharing" plenary session.

### Success Story: Sunaulo Katha (Golden Story) of Sunkeshari.



Sunkeshari Chaudhary is one of the loyal clients of Nirdhan who has been associated with the bank since 1996 and so far taken 25 loans from the bank. She is a member of "Simarana women's group promoted by Sitalnagar branch of Rupandehi district. Sunkeshari was born in a middle class family and grew up supporting her mother in households and agriculture farms. Later, she got married to Bhagirathi Chaudhary of same village.

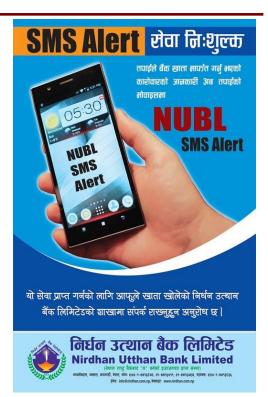
Chaudhary family inherited some land left by their ancestor; however, it was not sufficient to feed 14 members of their family. Chaudhary family neither had other income generating projects besides engaging in agriculture activities nor was the family members employed in the formal sector. Some money earned from part-time carpentry by her husband was not insufficient for their children's future which made Sunkeshari always worried. She wanted to do some income generating activities so that she could send her children to school. Meantime, some people came in the village to form women's group to offer microfinance services. They were the staffs of Nirdhan who came to provide loan without collateral for income generating activities.

Sunkeshari decided to become member of women's group and took a weeklong financial literacy training provided by Nirdhan. In 1996, she took a first loan NPR. 5,000 and started grocery shop. She ran the grocery for couple of years and later decided to start furniture-making workshop. As Sunkeshari fully utilized each loan and maintained sound credit discipline, Nirdhan increased the loan size gradually. Altogether, she took 21 loans from NUBL started from NPR 5,000 to recently 500,000.

Sunkeshari who suffered due to poverty some decade ago has now become a successful woman entrepreneur. She has been providing employment opportunities to 10 people from her furniture making workshop and has been earning NPR 90,000-100,000 net profit per month. She has been able to add 1-Acre land, built a concrete house and owns 2 tractors and a motorbike. The determination, time and effort that she put in her business not only helped her to improve the economic condition of her family but also got recognition and respect from her village. Sunkeshari thanks NUBL for



giving her right support at the right time and hopes to get such supports in her future endeavors.



NUBL started SMS alert services on saving transactions to its clients from February 16, 2017. Both Group-based and public savers of 178 branches will get message of their transactions in the mobile number registered in the MIS. NUBL is the first and only MFI in Nepal that has been providing this type of services. As NUBL is collaborating with Nepal Telecommunication Company (NTC), a state-owned largest telecommunication provider in Nepal for this service, NTC mobile users will get the service in initial phase. NUBL will collaborate with other telecommunication service provider in near future so that all the clients can get the service.

This service is completely free to clients. The cost, Rs. 0.69 per SMS will be bared by NUBL itself. Within a month, 3,750 clients have registered their mobile number and 3,245 SMS have been notified.

### **Clients' Training:**

# Poultry Farming Training for clients organized in Kohalpur, Banke.



Class room session of Poultry Farming training organized by Regional Office Kohalpur.

On April 8-10, Nirdhan Utthan Bank Ltd, regional office Kohalpur organized a "Three Day Poultry Farming Training" for its clients of this region. Total 16 amateur women poultry farmers from 16 branch offices of Banke, Bardiya, Dang & Pyuthan district had participated in the training.

The objective of the training was to develop amateur poultry farmers to commercial by providing technical and entrepreneurial skills. Anand Kumar Gautam, regional manager inaugurated the training by highlighting why it is a profitable venture. The training was focused on technical skills such as attributes of poultry breed, housing management, nutrition, production, diseases and its control. Apart from these technical knowledge, participants also got the knowledge on entrepreneurial skills such as planning, record keeping and marketing skills as well. Dr. Bet Bahadur KC, Dr. Karmadhwaj Chhatyal and Dr. Bhishan Gajmer from District livestock Service Office were the resource person of the training.

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 NUBL with the partnership of SAKCHYAM -Access to Finance, a DFID funded project. The project was 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 En-

terprise (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 Poultry Farming Training