



*Women members of Self-reliant Group of Sholay Bazar, Kalikasthan Branch, Rasuwa District.*

**Message from CEO**

Dear readers, welcome to the June 2017 edition of our Newsletter. Agriculture sector is one of the major sources of livelihood for the people of Nepal. According to Nepal's Economic Survey FY 2016/17, almost two third of the population of Nepal is engaged in agriculture sector, which however accounts to only 28.9% of the country's GDP. Farmers, especially the small and marginal ones are facing constraints mainly due to lack of access to market linkages and agriculture infrastructure including access to cold storage facilities. Due to uneven productivity, unfair pricing, logistical and marketing difficulties and lack of awareness in agriculture sector, many young Nepalese, despite risks are eager to work overseas in huge numbers.

Recent reports have suggested that due to decrease in oil prices, ongoing political crisis in the Middle East and other factors, people leaving for foreign employment has slowed down and the country has started to witness decreasing growth rate in remittance inflow. Providing financial literacy and reaching out to farmers in rural areas are necessary to enable them in making optimum use of local resources and identify financial opportunities, eventually improving their livelihood by uplifting their economic status.

Nirdhan Utthan, which has branches in all the 75 districts of the country, has been serving the ultra-poor farmers in rural communities by providing them financial services and capacitating them with financial literacy, skills and entrepreneurship development trainings. We at Nirdhan aim to strengthen social responsible business solution for rural smallholder farmers by making them capable in utilizing agriculture development tools including micro-irrigation technologies, agriculture mechanization, modern animal husbandry and many other suitable means so that they eventually are able to uplift their social and economic status through growth oriented sustainable farming.

- Janardan Dev Pant

**NUBL at a glance**

NUBL at Glance as on June 14, 2017		
Indicators	Unit	Figure
District Coverage	No.	75 of 75
VDC Coverage	No.	1,811
No. of Branch Offices	No.	178
No. of Staffs	No.	852
No. of Centers/SRGs	No.	14,672
No. of Active Clients	No.	295,000
No. of Loan Client	No.	204,885
Loan Disbursed	NPR	68.70 billion
Loan Outstanding	NPR	12.28 billion
Savings & Deposits	NPR	5.85 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 295,000 clients as at June 14, 2017.

**Representative of Dalberg UK visits NUBL**



*CEO of NUBL (left) welcoming Mr. Jesse Baver*

Representative of Dalberg, London Office, Mr. Jesse Baver visited NUBL Central Office on 28 June 2017. Dalberg which has 17 offices worldwide, is a strategy advisory firm for global development. The meeting with Mr. Baver centered on various issues related with agri-financing including building approach that maximizes impact across the value chain, major agri-

finance challenges and effectively make progress to address the key challenges in the country.

**Micro insurance compensation handed on a Financial Literacy program organized by NUBL Kalaiya Branch**

NUBL Branch Office Kalaiya organized one-day financial literacy interaction program on 21 June 2017 where 85 participants were present. The financial literacy program which was organized at Laharetol, Kalaiya highlighted financial access to rural communities with a slogan "one

home - one bank account".

During the Program, Mr. Mohan Bahadur Khatri, Branch Manager Kalaiya handed insurance claim amounting Rs. 234,000 to beneficiary Mr Ram Chandra Mahato; husband of Late Ms. Manju Devi, who was member client of the Branch.



*Branch Manager of NUBL Kalaiya, Mr. Mohan B. Khatri giving the insurance amount to the beneficiary at the event*

Speaking at the event, Mr. Khatri reiterated the program's objectives, emphasized on the role of financial literacy in the development of rural areas and explained the importance of having a Bank account, and habit of regularly depositing savings among others topics.



## Success Story: Strong Determination of Rima Devi



Ms. Rima Devi at her cow farm with two of her support staff.

In Nepalese society, there is a social prejudice, where sons are preferred over daughters for economic, cultural and religious reasons. Rima Devi Kharel was born in Yangkuhwa, Tehrathum district. In hope of having son, her father went on to marry three women, which resulted the family to have many members. After experiencing financial hardships throughout her childhood, she got married at the age of 17. She adopted an orphan and later gave birth to two sons and a daughter.

As she had responsibility for the education of four young kids at young age, she started selling rice, lentils, peas and other edibles at the local markets. The business however was not profitable. After discussing with her husband, they sold a small piece of land and invested the proceeds in a grill enterprise. The business started well however due to frequent power cuts and Maoist insurgency, they later had to close down the business.

The couple later moved to Ilam and opened a small eatery, which served snacks and takeaway meals, but that too did not turn out to be profitable. Even though the businesses did not work out as planned, she did not lose determination to succeed. She formulated a business plan to open a

cow farming business. Unsure about how to mobilize the required fund for the entrepreneurship business, she was worried that she had no alternative but to borrow from a subprime lender on high interest rate. A representative from Nirdhan Utthan Bank met her and made her aware about the services the Bank offered. After discussing with the representative, she realized Nirdhan was the right organization she had been searching. She organized a group meeting with her peers and participated in a nine daylong compulsory group training. She obtained her first loan and bought a cow along with an insurance policy for it. The enterprise started well but later the cow died. Since she had insured it, she was paid back by the insurance and she started again.

Over time, her confidence incrementally grew. After gaining experience and obtaining appropriate trainings, she now has taken loan amounting five hundred thousand rupees from NUBL and has formally registered her cow farming business. She currently has 20 livestock including cows and baby cows, which gives an average 130 litres of milk a day and earns an average of one hundred thousand rupees each month. She has given employment to two staffs and has now bought the land that she had once rented for her business. She asserts her biggest achievement is being able to provide education to her kids from her hard work. She thanks Nirdhan for its continued support for the growth and success of her entrepreneurship business.

Attariya organized the event from June 9-11 where the numbers of participants were twenty.

The primary objective of the three-day EDT package was to motivate and equip participants to be an entrepreneurs, select right business as per their skills set and efficiently manage their entrepreneurship ventures. The training session included information on business plan and its effective implementation, identification of market, effective ways of marketing, utilizing financial solution including savings, insurance, and loans among other topics. Participants can get up to rupees five-hundred thousand microenterprise loan from Nirdhan to start microenterprises after completion 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 started from July 2016 and ends by 2019. The objective of the project is to create at least one job from each Micro and Small Enterprise (MSEs)

## Trainings on Tablet use Organized

Daylong trainings on using the functionalities of tablets were organized in five regional offices of NUBL in the month of June. Regional offices (RO) of Kohalpur, Birgunj, Birtamode, Bhairahawa and Bardibas organized the trainings for the staffs of their respective branch offices. The trainings had altogether 160 participants of 32 Branch offices. As of June end, 139 tablets had been in use in 55 branch offices of NUBL for them to be used for financial literacy among other usages. The principle objective of the tablet trainings was to demonstrate the functionalities and practical usage of the tablets.



Participants of the tablet training organized by Birgunj RO

The program also highlighted the tablet device's information, registration process, and directions to operate the devices. Other training sessions included the tablet's operational and transaction procedures, process of data entry, and other related instructions on synchronizing data to the server among other topics.

## Workshop on Program Budgeting and Planning formulation organized

All 10 Regional offices of NUBL organized daylong workshops titled "Review of current fiscal year and strategy formulation for next fiscal year" for their respective Branch Offices. The objectives of the workshops was to review their progress against annual target, and discuss issues for planning and budget allocation for the next fiscal year. At the programs, the regional offices reviewed their current year's performance and discussed the strategies to address various issues including operation, deposit collection, credit lending, human resource, and information technology among others. Likewise, presentations and discussion sessions on enhancing Bank's productivity, strength, weakness, opportunities, and threats (SWOT) analysis were conducted during the programs.

## Clients' Training:

### Entrepreneurship Development Trainings Organized



Participants of Entrepreneurship Development Training organized by Kohalpur Branch

Regional offices Kohalpur and Attariya organized three-day long entrepreneurship development training (EDT) to their respective Branch's member clients. Regional office Kohalpur organized the event from June 5-7, 2017 where twenty member clients participated. Likewise, Regional office

with the support of financial literacy using digital devices, and skill & capacity development training for better management of their MSEs. NUBL aims to provide EDT to 600 clients, skill development training to 750 clients, financial literacy to 40,000 clients and financial access to 8,091 clients by the end of 2019.



Class room session of the Entrepreneurship development training at Attariya Branch.