



# Nirdhan Newsletter

**Nirdhan Utthan Laghubitta Bittiya Sanstha Limited**  
(formerly Nirdhan Utthan Bank Limited)

An MFI Providing Services to the Poor

A Newsletter of Nirdhan Utthan Laghubitta Bittiya Sanstha Limited — April/May 2019 Edition

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## Message from the CEO

Dear Reader,  
Greetings!

We are delighted to present you April-May 2019 Newsletter and to inform you about the ongoing socio-economic activities and progress at the bottom of the economic pyramid. You are updated about Nirdhan Utthan progress report as of May 14, 2019.

### Nirdhan Progress Report as of May 14, 2019

Non- Financial Indicators	Figure
No. of Districts Covered	77 of 77
No. of Branch Office	181
No. of Local Bodies Reached	512 of 753
Financial Literacy Beneficiaries	46,643 (FY 18-19)
Micro-Entrepreneurship Development Training Beneficiaries	253 (FY 18-19)
Skill Development Training Beneficiaries	2,087 (FY 18-19)
No. of Maternity Allowances	2,211 (FY 18-19)
No. of Insurance Claims	1044 (FY 18-19)
No. of Disaster Reliefs	923 (FY 18-19)
No. of Staff	1088
No. of Centers/SRGs	18,150
No. of Active Clients	350,021
No. of Loan Clients	218,412
Financial Indicators	Amount
Loan Disbursed (NPR)	116.57 Billion
Loan Outstanding (NPR)	19.03 Billion
Savings & Deposits (NPR)	10.41 Billion
Insurance Claims Paid (NPR)	74.10 Million (FY 18-19)
Credit Interest Rates	10% - 17% p.a.

Micro, Small and Medium Enterprises (MSMEs) are the engine of Nepal's economic growth. We have introduced "tailor-made client graduation strategy", ultimately upgrading graduated clients into MSEs (i.e., upgrading from Nano to Micro and Small Enterprises).

Nirdhan has 350,021 active clients as of May 14, 2019. We are working to transform clients involved in livelihood activities into MSEs at the rate of at least five percent per annum. At this rate, we are projecting 17,501 new entrepreneurs



Center meeting organized by Malhati-16 Center of Tankisinuwari Branch, Morang District

to enter into MSEs next year, developing each of these clients as a micro or small entrepreneur. Assuming 3.5 persons engaged per MSE, we aim to help create an additional 61,253 jobs next year. However, we have to provide access and resources for the correct education, business and financial literacy, skill training, MSEs management skills and move funds as per credit appraisal.

-Janardan Dev Pant

## NULBSL conducted Workshop for their Center Chiefs

Nirdhan Utthan Laghubitta Bittiya Sanstha Limited organized **34 Center Chief Workshops** during the month of Baisakh (Apr-May 2019) for interaction between center chiefs and branch staffs about the progress of the center, problems faced by members and their possible solutions, new idea brainstorming and many other issues.



Participants of Center Chief Workshop organized by Silgadhi Branch, Doti District



These workshops benefited a total of 2,945 Nirdhan center chiefs. Nirdhan continuously provides different types of trainings such as skill development, entrepreneurship development and financial literacy trainings, expert delivered skill development training sponsorship alongside organizing center chief workshops and guardian workshops. During the month, Nirdhan organized these 34 workshops through branch offices from 9 different regional offices of Nirdhan.

The main objective of these workshops is to bring the center chiefs together and share their knowledge between each other and engage in a day of brainstorming to find the best ways to tackle the problems faced by these centres. Furthermore, the workshop is conducted after

identifying the possible agendas for discussion during the workshop. Resource persons are also invited during the workshop to help center chiefs and the employees of the branch office to get insight on identified agendas. The best center is awarded with the prize as well in the program to motivate the center chiefs to organize their center in the most effective way. These workshops help in overall development of leadership among the center chiefs who can lead their centres in a better way.

Center Chief Workshop			
S.N.	Regional Office	No. of Workshops	Participants
1	Bhairahawa	5	391
2	Bharatpur	2	173
3	Birgunj	5	471
4	Birtamod	3	348
5	Kohalpur	4	377
6	Bardibas	3	281
7	Attariya	5	301
8	Birendranagar	3	286
9	Pokhara	4	317
Total		34	2,945

### Distribution of Maternity Allowance

Nirdhan distributes maternity allowance to its maternity clients in a regular basis. Maternity period is a very sensitive period for mothers and they need nutritious food to keep themselves and their child healthy. To help the same cause Nirdhan provides Rs. 1,100 to its maternity clients for up to 2 times to each client.

Nirdhan distributed 331 maternity allowances in the month of Apr-May 2019 (Baisakh 2076) amounting to a total of Rs. 364,100 to maternity clients through different branches.



*Maternity Allowance being presented to Bishnu Bhandari of Johang Branch, Gulmi District*

### Distribution of Disaster Reliefs

Nirdhan distributes Relief to the members who are affected by natural calamities such as flood, landslide, earthquake, tornado, fire etc. During the month of Apr-May 2019 (Baisakh 2076), Nirdhan distributed 831 reliefs amounting to Rs. 1.45 million. These reliefs were provided mainly to the victims of tornado in the Bara and Parsa Districts. The amount of relief distributed to the members depend on the

damage caused to them and their household. There were 827 disaster reliefs distributed to the victims of Tornado amounting to a total of Rs. 1.44 million.

### Distribution of Compensation

Alongside, maternity allowances & reliefs, Nirdhan also distributes compensations in the event of death or accidents of its member clients to their family who were insured through the micro-insurance service facilitated by Nirdhan Utthan LBSL. Nirdhan distributed 137 compensations in the month of Apr-May 2019 (Baisakh 2076) amounting to a total of Rs. 10.20 million to the family of deceased clients through its different branches across the country. Nirdhan Utthan provides the insurance facilities to its clients through co-operation with the best value major insurance company in the market. The insurance premiums charged to the clients are negotiated by Nirdhan to offer value without compromising on the benefits offered by the insurance to its clients.



*Compensation amount being presented to the family of the deceased client of Birgunj Branch, Parsa District .*

## Rejoicing at Tailoring Shop: Bishnu Darji

This is a story of a progressive businesswoman Mrs. Bishnu Darji who is 31 years old and is a resident of Kummayek Gaunpalika Ward No. 1, Yashok, Panchthar. Her business started from a small room which has now expanded to two rooms. Currently she has 4 tailoring machines which are operated by herself, her husband and an extra employee regularly. She earns around Rs. 40 thousand per month.

Bishnu, daughter of Dik Bahadur Pariyar and Durga Kumari Pariyar, was born on March 1987 in Sartap-6, Panchthar District. She was born in a rural village of mountainous area in a family which was economically weak and thus had struggling, weak and painful conditions but she was a genuine and hard-working girl right from the childhood. Due to the economically weak situation of her family, she could not continue her study after 5th grade. She used to utilize her free time in learning tailoring skills. At an age of 17 she got married to Tek bahadur Darjiof Aangsaran-7. Within a year of her marriage she gave birth to a child. Because her husband did not have any job they had to struggle with even worse economic conditions. She thought she had to take a

step forward on the tailoring skills she learned and decided to move to the town of Yashok.



### Bishnu Darji at her Tailoring Shop

In 2012, she rented a small room in Yashok where she settled with her 2 children and husband. She started tailoring business through the same room. In the initial stage, she could not generate a good income as she did not know many people in the town. Soon it became too hard to manage household expenses and hence she decided to go abroad for foreign employment which did not prove to be any good either. Her husband however was continuously involved in tailoring. Slowly as the time progressed the tailor started getting more customers as they

started knowing people in the town. Bishnu returned back home to continue her previous job of tailoring after 2 years of foreign employment.

When she came back, she got to know about Nirdhan Utthan and the micro-loans provided by the institute. She immediately became the member of a group in May 2014. She took her first loan of Rs. 40 thousand and bought a tailoring machine and other furniture equipment for her tailoring shop. She took another loan of Rs. 50 thousand and used it to buy another tailoring machine and essential equipment for the shop and also hired one tailor for the shop. She used the loans from Nirdhan to expand her tailor business which was constrained in 1 room to 2 rooms and rented a separate room for residential purpose. She also bought 8.5 dhur land in Jhapa with her accumulated earnings of Rs. 350 thousands after paying for the salary to an employee and child education.

She said that the collateral free loans from Nirdhan made it easier for her to expand her business. She is overwhelmed by the help and support shown by Nirdhan in uplifting her lifestyle.

Writer: Mr. Hom Bahadur Limbu, Yashok Branch, Panchthar

## Mercy Corps Representatives visited Nirdhan

Mercy Corps' Interim Director for Financial Inclusion Ms. Nikki Post, Consultant Ms. Nisha Singh and Director of Economic Development and Special Projects in Nepal Mr. Mahendra Shahi visited Nirdhan on April 25, 2019.

Mercy Corps director and the Consultant visited Nepal as part of a Savings Groups Portfolio Assessment, said Mr. Shahi. They were interested to have a meeting with the representatives of financial institutions with whom Mercy Corps worked in the past. Following the same, they visited Nirdhan headquarters at Naxal, Kathmandu and met the CEO of the institute Mr. Janardan Dev Pant to talk about Mercy Corps Partnerships with NULBSL. The CEO of the institute thanked them for their support in the past and briefed them about the impact made in uplifting the poor clients

lifestyle. He also briefed them about the major achievements and future programs Nirdhan is currently working on following the support from Mercy Corps.



Mercy Corps Representatives alongside the CEO and Managers of Nirdhan.



## Staff Trainings

Nirdhan Utthan Laghubitta Bittiya Sanstha Limited organized **6 Capacity Building Trainings for Central Mobilizers** in Birgunj, Pokhara, Kohalpur, Birendranagar, Bardibas and Birtamod Regions which facilitated **146** central mobilizers from those areas. Nirdhan also organized **2 Trainings on Automation of Center Meeting for Business Growth and Workshops on Planning for next Fiscal Year** in Kathmandu and Bhairahawa Regions benefiting **52** branch managers during the month of Baisakh 2076 (Apr-May 2019).

The capacity development trainings organized for central mobilizers focused on central mobilizer's role during center meetings, loan loss provisions, ways to increase the clients and loan clients, institute's products and services and use of tablet banking while also

providing many important ideas and knowledge to the central mobilizers. On the other hand, the training on automation focused on use of Tablet Banking for au-

tomation of center meetings delivered to the branch managers and the workshop helped to identify targets for the next fiscal year and assess the achievement



Participants of Center Mobilizer Capacity Development Training organized by Birgunj Regional Office, Parsa District.

### Staff Trainings Organized During Apr/May 2019

S.N.	Training	Date	Participants	Place
1	Center Mobilizer Capacity Building	April 19, 2019	25	Birgunj, Parsa
2	Center Mobilizer Capacity Building	April 20, 2019	20	Pokhara, Kaski
3	Center Mobilizer Capacity Building	April 21, 2019	26	Kohalpur, Banke
4	Center Mobilizer Capacity Building	April 21, 2019	21	Birendranagar, Surkhet
5	Center Mobilizer Capacity Building	April 21, 2019	29	Bardibas, Mahottari
6	Center Mobilizer Capacity Building	April 21, 2019	25	Birtamod, Jhapa
7	Training on Automation of Center Meeting for Business Growth & Workshop on Planning for FY 2076/77	May 10, 2019	19	Kathmandu
8	Training on Automation of Center Meeting for Business Growth & Workshop on Planning for FY 2076/77	May 14, 2019	33	Bhairahawa, Rupandehi
	<b>Total</b>		<b>198</b>	