



Nirdhan Newsletter

A Newsletter of Nirdhan Utthan Laghubitta Bittiya Sanstha Limited — August/September 2019 Edition

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

An MFI Providing Services to the Poor

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Message from the CEO

Dear Reader,
Greetings!

We are delighted to present you Aug-Sep 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 Sep 17, 2019.

Nirdhan Progress Report as of Sep 17, 2019

Non-Financial Indicators	Figure
Districts Covered	77 of 77
Branch Offices	181
Local Bodies Reached	519 of 753
Financial Literacy Beneficiaries	7,027 (FY 19-20)
Skill Development Training Beneficiaries	211(FY 19-20)
No. of Maternity Allowances	265 (FY 19-20)
No. of Insurance Claims	146 (FY 19-20)
No. of Disaster Reliefs	1,519 (FY 19-20)
No. of Staff	1,139
No. of Centers/SRGs	18,979
No. of Active Clients	362,448
No. of Loan Clients	223,748
Financial Indicators	Amount
Loan Disbursed (NPR)	125.37 Billion
Loan Outstanding (NPR)	19.92 Billion
Savings & Deposits (NPR)	11.30 Billion
Insurance Claims Paid (NPR)	9.58 Million (FY 19-20)
Credit Interest Rates	10% - 17.5% p.a.

The publication by Education Ministry, Education in Figures 2017 shows that there are 3.97 million students studying in class 1-5 and there are 1.87 million in Class 6-8 while 172 thousand students are drop-outs by the time they reach class 8 as out of 794 thousands who joined in class 1, only 622 thousand would join in class 8 leaving 21.63% dropout rate. The main reason for the children not being able to attend school or forced to drop out seems to be the poverty and lack of awareness among parents. We pledge ourselves as



A view of center meeting organized by Center no. 33 of Aurahi Branch, Mahottari District

an organization to help in establishment of micro enterprises which leads to employment generation in order to increase the poor's socio-economic status ultimately helping them send their children to school. Alongside we provide continuous support through capacity development programs to make sure the financing of these micro enterprises bring value rather than liabilities.
-Janardan Dev Pant

Nirdhan Conducted Skill Development Trainings for clients

Nirdhan Utthan Laghubitta Bittiya Sanstha Limited organized **7 training events** with the aim to provide business skills and entrepreneurial skills in opportunities such as Goat Farming, Vegetable Farming and Cow/Buffalo husbandry. Nirdhan organized 4 Commercial Goat Farming Training in Paraspur, Khajura, Dhakdhai and Tulsipur Branches with a



Participants of Goat Rearing Training organized by Paraspur Branch, Banke District

total of 120 members' participation. Goat Raising Training offers insights on all the important matters to be considered by farmers for healthy goat production. Further, the training programs also included visit of a well established exemplary goat farm to give a practical experience of successful goat raising ideas.

Further, Nirdhan organized 2 Commercial Vegetable Farming trainings through the institutes branch offices of Khurkot & Bijuwar. The trainings focused on seasonal and off-seasonal vegetable farming at a commercial scale. The trainers had a wide range of information and great training skills through which the members of Nirdhan were highly motivated and learned new skills. Lastly, there was one Training on Poultry Farming in Sandhi-

kharka Branch which provided new set of skills and ideas to the poultry farmers from that region.

The trainings organized by Nirdhan are never short of ideas and information and to achieve these objectives and to make the training program a successful one, Nirdhan hires professionals as trainers rather than providing the training through the staffs. Also, the trainings are intensive trainings with 3 days of both practical and theoretical ideas sharing which results in proper understanding of the overall training.

Client Trainings Aug/Sep 2019			
S.N.	Event	Branch Office	Beneficiaries
1	Seasonal Vegetable Farming	Khurkot, Sindhuli	31
2	Commercial Goat Farming	Paraspur, Banke	30
3	Commercial Goat Farming	Khajura, Banke	30
4	Commercial Vegetable Farming	Bijuwar, Pyuthan	30
5	Commercial Poultry Farming	Sandhikharka, Arghakhanchi	30
6	Commercial Goat Farming	Dhakdhai, Rupandehi	30
7	Commercial Goat Farming	Tulsipur, Dang	30
Total			211

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 265 maternity allowances during Aug-Sep 2019 amounting to a total of Rs. 291.5 thousand to maternity clients through different branches.



Maternity Allowance being presented to Parwati Chaudhary of Beltar Branch, Udayapur 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 Aug-Sep 2019, Nirdhan distributed 1,519 reliefs amounting to Rs. 1.88 million. These reliefs were provided to the victims of landslide and flood mainly in the terai region. The amount of relief distributed to the members depend on the damage caused to them and their household.

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 146 compensations during Aug-Sep 2019 amounting to a total of Rs. 9.58 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.



Insurance Compensation amount being presented to the member's spouse of Paraspur Branch, Banke District

Janaki Rai, a Single Women, Enjoying Goat Farming Business

This is a story of 39 years old Janaki Rai who lives in Ward No. 17, Hetauda Sub-Metropolitan, Makawanpur District and is known for her goat farming business. Her business started with 2 goats. Currently she has a farmhouse which can house up to 50 goats. She has 20 mother goats in her farm. She earns Rs. 300-400 thousand every year by selling goats. From the income of this business, she has bought 1-kattha land, her elder daughter is studying staff nurse and her younger daughter is studying in a boarding school. As the goat farming enhanced her economy, she is planning to expand her goat farming business in the near future.

She was born in 1979 in an extremely poor family in Hatiya, Makawanpur. She had the desire to study but she didn't get a chance to study further than 5th grade due to her parents' weak economic condition. At the age of 16, she got married. Her husband worked as a labor. She gave birth to 3 children. The expenses increased after her children's birth and her husband's income were not enough to cover household expenses. Her husband died 4 years ago and she had to find an income source to run her family. She thought

she had to do something and started rearing 2 goats for half income sharing with the owner.

In 2013, she became member of a group formed by Nirdhan and took her first loan of Rs. 20 thousand to pay off the owner of the goats and became owner of 2 goats. As her goat farming was making good progress, she gradually took further loans from Nirdhan and added more goats and built a bigger farmhouse for goats. Currently she has a loan of Rs. 70 thousand with which she has bought 4 hybrid varie-

ty of goats for her farm. She expects more profit from hybrid goats compared to traditional goats. She believes that she will earn more from the hybrid goats.

She said, "A single poor woman like me became able to make earnings through goat farming because of collateral free loan provided by Nirdhan. I became able to school my children. When no one trusted me, Nirdhan trusted me and today I am trusted by everyone."

Presenter: Mr. Ramesh Panthi, Branch Manager, Hetauda Branch, Makawanpur



Janaki Rai feeding her goats at her goat farm.

Nirdhan at the SEBON-OECD International Conference

Organization for Economic Co-operation and Development (OECD) and Securities Board of Nepal (SEBON) jointly organized an international conference on Financial Client's Protection and Financial Literacy at Kathmandu. There were 36 international participants among 125 total participants for the conference.

Janardan Dev Pant, CEO of Nirdhan Utthan Laghubitta Bittiya Sanstha Limited was on the panel for the conference and was given the opportunity to present on **Nirdhan and MFIs experiences on Access to Finance for MSEs**. The focus on Micro Enterprise Loan to the graduating clients was addressed. Further, the challenges and opportunities of MSE financing in the days to come were also highlighted.



International Delegates and Representatives alongside the CEO of Nirdhan at the OECD-SEBON International Conference held in Kathmandu, Nepal.

Whole Planet Foundation Delegates visited Nirdhan

Whole Planet Foundation (WPF) delegates visited Nirdhan headquarters on September 19, 2019 along with representatives from Whole Foods Market (WFM). The delegates were briefed on the progress made in poverty alleviation by Nirdhan through out the country. The delegates who visited Nirdhan were as follows:

1. Trung Le Nguyen
2. Barbara Lee Joubert
3. Carol Anne Mahinay Fougerat
4. Kimberly Ann Dunn
5. Thomas Joseph Hefter III
6. Eric Jon Almeida
7. Holley Rochelle Blackwell
8. Mariealena D Vicari
9. Sandra Kay Stewart
10. Theresa Jean Schuller
11. Emily Renee Catron
12. Kristen Maureen Vega
13. Emma Marie Cash
14. Carly Lea Vaughan

15. Laura Rochelle Ferguson

16. Kathleen Emma Jane Pratty-Sremac

The management team and the delegates from WPF discussed on the achievements made by Nirdhan so far on the WPF supported branches as well as an overall impact made by the support on the poverty alleviation in rural areas of Nepal. WPF has partnered with Nirdhan to provide financial services for unreached and unserved poor population of Nepal. The team visited Ilam Branch Office in Ilam District to gain insights on progress made at the field level during September 22-25, 2019.



Whole Planet Foundation Delegates and Nirdhan Utthan Central Office Team during WPF visit of Nirdhan

Nirdhan Welcomed Delegates from Sri-Lanka

Nirdhan welcomed delegates from a micro-finance organization operating in Sri-Lanka, **Berendina Micro Investments Company Ltd (BMIC)** on September 09, 2019. The visit was co-ordinated by Ms. Menka Bhattarai of Center for Microfinance, Nepal.

One of the visitors, Mr. S.T. Prashanna, Senior Branch Manager of BMIC told Nirdhan officials that the visit proved to be very helpful in understanding different activities conducted by MFIs in Nepal at larger scale while their company is doing the same at smaller scale and the learnings will help them greatly in reaching the unreached in Sri-Lanka.



Delegates from Sri-Lankan company BMIC during exposure visit of Nirdhan