



Nirdhan Newsletter

A Newsletter of Nirdhan Utthan Laghubitta Bittiya Sanstha Limited — August/November 2020 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 the August 2020 - November 2020 Newsletter to inform you the activities performed during the period and to put forward the updated progress of the organization.



A View of center meeting of Buddapur SRG of Khajura Branch of Banke District

Nirdhan Progress Report as of Nov 15, 2020

| Non- Financial Indicators | Figure |
|----------------------------------|---------------------|
| Districts Covered | 77 of 77 |
| Branch Offices | 181 |
| Local Bodies Reached | 533 of 753 |
| Financial Literacy Beneficiaries | 4,919 (CFY) |
| No. of Maternity Allowances | 1,340 (CFY) |
| No. of Insurance Claims | 764 (CFY) |
| No. of Disaster Reliefs | 419 (CFY) |
| No. of Critical Illness Relief | 92 (CFY) |
| No. of Staff | 1,102 |
| No. of Centers/SRGs | 20,133 |
| No. of Active Clients | 374,090 |
| No. of Loan Clients | 213,513 |
| Financial Indicators | Amount |
| Loan Disbursed (NPR) | 139.01 Billion |
| Loan Outstanding (NPR) | 20.78 Billion |
| Savings & Deposits (NPR) | 14.09 Billion |
| Insurance Claims Paid (NPR) | 49.28 Million (CFY) |
| Credit Interest Rates | 10% - 15% p.a. |

Note: Nepali Rupees (NPR), Current Fiscal Year (CFY)

During this period, on the 6th September 2020, we organized Harihar Dev Pant 5th Memorial Day Program .

Dr Pant believed that financial access with financial and business literacy is key to reducing economic, social, cultural and mental poverty and the inequality created by it .He dedicated his whole life to the mission of providing sustainable financial and non-financial services to the poor and the women enabling them to contrib-

ute equally to a prosperous, self-reliant society through self-employment and social awareness. He was the pioneering figure who initiated microfinance in Nepal and has made reducing poverty only his life goal. He was popularly known as father of microfinance in Nepal. We at Nirdhan are committed to fulfill his mission and marching ahead in the path shown by him.

Nirdhan is committed to enhancing the capacity of its staff so that staff are capable to fulfill their respective responsibility professionally so at to achieve organizational target. During the period Nirdhan organized training on “ Managing and Leading for Results” targeting senior management of the organization. This training was facilitated by Center for Microfinance. It also organized in house training on Microenterprise Promotion training to Accountant.

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Dr. Harihar Dev Pant 5th Memorial Day Program

Nirdhan NGO and Dr. Harihar Dev Pant Foundation organized Dr. Harihar Dev Pant 5th Memorial Day on September 6, 2020. The program was conducted by a virtual method due to Covid-19 high risk in the country.

The program was inaugurated by the Governor of Nepal Rastra Bank Mr. Maha Prasad Adhikari. Later, Mr. Adhikari launched a book "Samridhhi ko Margama 2077" or "In the Path of Prosperity". The book is published by NULBSL which is a compilation of 181 success stories Nirdhan client members from all 77 districts of all provinces of the country.

After the book inauguration, chief guest Mr. Maha Prasad Adhikari, Governor



Release of Book "Samridhiko Margama"

of Nepal Rastra Bank delivered his Key Note speech remembering on the contribution of Dr Harihar Dev Pant in financial access and increasing inclusion for Nepal's unbanked and under-banked. He was truly a great visionary leader, teacher and guardian. He will always be remembered as a pioneer of microfinance in Nepal. As the deputy governor of the central bank, Dr. Pant laid the foundation for microcredit in Nepal. The initiative taken by him have enabled low-income groups especially the deprived sector in remote areas to start their own micro and small enterprises with low capital investment and by utilizing locally available resources, technology and making use of local

labor resulting in self employment, income generation and job creations at the local level. And with the belief that increasing economic independence can make a direct impact on the livelihoods of poor people which ultimately brings smiles to their faces.

Special Guest Mr. Ganesh Bahadur Thapa, former NRB governor, described Dr Harihar Dev Pant as the main pioneering figure who have introduced micro finance in Nepal. He was influenced by Mohammad Yunus, a Nobel Prize winner and founder of Grameen Bank in Bangladesh, started providing micro credit services to poor women from Rupandehi district. He commenced the service by offering micro loans to underprivileged women to run micro enterprises with a goal to make poverty zero. He was the real father figure of microfinance in Nepal and a kind and jovial person. Mr Thapa further added in the current scenario of corona, Microfinance can play key role in the economic recovery of the local economy so government and central bank need to prioritize microfinance sector.. He expressed satisfaction with current policy of central bank on stopping further issue of new license.

At the end of the program, former executive director of Nepal Rastra Bank and the president of NULBSL Mr. Sharad Nidhi Tiwari added that, although Dr. Pant is not physically present, he has made precious contribution in the field of Microfinance which is why he is said to be the father of Microfinance in Nepal.

In the virtual program other dignitaries former Chairman of Securities Board of Nepal, Chairman of Center for Microfinance, Chairman of NULBSL, Former Chairman of Insurance Board, the President of DEPROSC and other personalities who have made special contribution in the field of microfinance were present.

Dr. Harihar Dev Pant Best Micro Entrepreneur Award

In the same program, to boost the morale of Micro entrepreneur, every year Nirdhan NGO provides Dr. Harihar Dev Pant Best Micro Entrepreneur Award. And this year, Mayor of Damak Municipality Mr. Rom Nath Oli awarded Dr. Harihar Dev Pant Best Micro-Entrepreneur award to Mrs. Jal Kumari Timsina who is a furniture industrialist from province no.1, Jhapa Branch. Mrs. Timsina was honored with the cash prize of Rs. 30 thousand and an appreciation letter along with the award. Likewise,



Jal Kumari Timsina being awarded

Chairman of Parwanipur Mr. Gajendra Prasad Patel awarded Dr. Harihar Dev Pant Best Micro-Entrepreneur award to Mrs. Man Kumari Devi who is Garment Industrialist from Province no.2, Bara Branch. Mrs. Devi was honored with the cash prize of Rs. 30 thousand and an appreciation letter along with the award.



Man Kumari Devi being awarded

Similarly, , Chairman of Ratnanagar Mr. Keshav Acharya awarded this year's Dr. Harihar Dev Pant Best Micro-Entrepreneur award to Mrs. Gagan Maya Gurung who is a Commercial Mushroom Farmer from Province no.3, Tadi Branch. Mrs. Gurung was honored with the Cash Prize of Rs. 30 thousand and an appreciation letter along with the award.



Gagan Maya Gurung being awarded

Similarly, this year's, Coordinating Committee Member Mrs. Khima Saru awarded Dr. Harihar Dev Pant Excellent Micro-Entrepreneur award to Mrs. Naya Maya Ghimire who is Bamboo furniture industrialist from province no. 4, Daldale Branch. Mrs. Ghimire was honored with the cash prize of Rs. 30 thousand and an appreciation letter along with the award.



Naya Maya Ghimire being awarded

Similarly, province no.5 Minister for Industry, Tourism, Forest and Environment Honorable Mr. Lila Giri awarded Dr. Harihar Dev Pant Best Micro-Entrepreneur award to Mrs. Sita Devi Gurung who is a Marble and hotel entrepreneur from province no.5, Butwal

Branch. Mrs. Gurung was honored with the cash prize of Rs. 30 thousand and an appreciation letter along with the award.



Sita Devi Gurung being awarded

Similarly, this year's, Mayor of Dullu Municipality, Dailekh District Mr. Ghanashyam Bhandari awarded Dr. Harihar Dev Pant Best Micro-Entrepreneur award to Mrs. Dillu Khadka Karki who is a Fancy Shop Businesswomen from province no.6, Dullu Branch. Mrs. Karki was honored with the cash prize of Rs. 30 thousand and an appreciation letter along with the award.



Dillu Khadka being awarded

Similarly, this year's, Minister for Internal Affairs and Law of Far Western Province Honourable Mr. Prakash Bahadur Shah awarded Dr. Harihar Dev Pant Best Micro-Entrepreneur award to Mrs. Phool Koli who is an engineering workshop entrepreneur from province no. 7, Mahendranagar Branch. Mrs. Koli was honored with the cash prize of Rs. 30 thousand and an appreciation letter along with the award.



Phool Koli being awarded

Dr. Harihar Dev Pant Economic Journalist Award

Dr. Harihar Dev Pant Foundation was established in a memory of late Dr. Harihar Dev Pant. On this day, every year the foundation awards a best outstanding Economic journalist or association. Dr. Harihar Dev Pant outstanding Economic Journalist Award was awarded to Senior Economic Correspondent of Ratopati.com., Mis. Alija Upreti by Mr. Janardan Dev Pant, Chairman of Harihar Dev Pant Foundation. Miss Upreti was honored with the cash prize of Rs. 50 thousand and an appreciation letter along with the award.



Alija Upreti being awarded

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 has been providing Rs. 1,600 to its maternity clients for up to 2 times.

Nirdhan distributed maternity allowances to 1299 members during the period of August–November 2020 amounting to a total of Rs 20 lakhs, 63 thousand and 9 hundred to maternity clients through different branches.



Maternity Allowance being presented to Anita Tharu of Butwal Branch, Rupandehi District

Distribution of Compensation

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 services facilitated by Nirdhan Utthan LBSL. Nirdhan distributed compensations to 667 member's family during the period of August–November 2020 amounting to a total of Rs. 43.43 million to the family of deceased clients through its different branches across the country. Nirdhan Utthan provides the insurance services to its clients through partnership with the best third party 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 Dhakhai Branch, Rupandehi District

Disaster Relief

Nirdhan distributes Relief to the members who are affected by natural calamities such as flood, landslide, earthquake, tornado, fire etc. During August–November 2020, Nirdhan distributed disaster reliefs to 419 members amounting to Rs. 11 lakhs and 97 thousand. These reliefs were provided to the victims of natural calamities damage. The amount of relief distributed to the members depend on the damage caused to them and their household.

Periodic Review Meeting for F/Y 2077/78.

NUBL has developed strong culture of participatory management approach. A quarterly regional review meeting was held on 4th Nov 2020. The participants were head of the departments, regional manager and program officers. In the meeting, the head of planning department Mr. Mukesh Dahal provided information in the current situation of the organization where as regional manager and program officer highlighted how to increase the number of loans, loan amount and management of risk, tips for recovery of loan and achieving the target provided. At the end, the CEO Nirdhan, Mr Janardan Dev Pant requested each participant for the optimum utilization of resources to achieve organizational goal.

Critical Illness Relief

Nirdhan has recently started providing Critical Illness Relief to the members and the household. The value of relief is Rs. 5,000 per case. The critical illness include cancers, major organ damage, major heart diseases, and other major illnesses as specified by the Critical Illness Relief Manual of the organization. Nirdhan provided Critical Illness Relief to 92 members during August–November 2020 amounting to a total of Rs. 0.4 million and 60 thousand.

Relief Support fund to Members.

Nirdhan distributed Relief supports fund to the members who were badly affected due to Corona Virus lock down and the circumstance created during this period. With this supports our organization believe that the members who are really in need of support will get some relief, and will be able to re-start their business which will have positive impact in their livelihood. Nirdhan distributed to 7250 members Rs 10,000 each amounting Rs 72.5 million rupees to the members who were unable to operate their business, shops and other works due to covid.. The Whole Planet Foundation one of the leading partner of Nirdhan contributed Rs 35.58 million of the total distributed fund of 72.5 million..

Jal Kumari Timsina Flourishing through Furniture Business

50 years old Jal Kumari Timsina from Damak Municipality-04 of Jhapa District runs a successful Patibhara Kastha Furniture enterprise. She manufactures different types of wooden furniture's and have provided employment to 4 people in the enterprise. She makes a turnover of Rs. 70 thousand per month and have managed to build one pucca house in Damak where she has also bought 4 piece of land from the income of this business. She has been also able to save Rs. 1 million and 4 thousand in Nirdhan Uthhan Laghubitta Bittiya Saansta Ltd.

Jal Kumari Timsina was born as a daughter of father Yam Bahadur Adhikari and mother Tika Laxmi Adhikari in Damak Municipality-09 of Jhapa District on 18th July 1969 in a middle class family. She didn't get chance to study after completing 10th grade. She got married at the age of 16 with the son of Dhan Bahadur Timsina and Dhan Maya Timsina, Mr Debendra Kumar Timsina of Kamal Municipality-7 of Jhapa District. After marriage she had to undergo through hardship as her husband have meagre income with a poor family background . She was determined to

change the course of her life to be self reliant by operating her own business. In 2007, with the consultation with the family, she opened up one small furniture shop near Krishnamandir Chok. She gained little success in her business . This initial success brought hope and confident in her to scale the business. This prompted her to join .Nirdhan Uthhan Laghubitta Bittiya Sansta Ltd. On 19th August 2009 , she joined Krishnamandir Tol Women Group. Jal Kumari needed fund to expand her business so she took a loan of Rs. 20 thousand as soon as she became member of Nirdhan and invested the amount to expand her business. Her first loan became invaluable tool of her life.

She continued taking loans of Rs. 40 thousand, Rs. 60 thousand, Rs. 1 lakh, Rs. 1 lakh and 50 thousand and Rs. 2



Jal Kumari Timisina at her shop

lakh and with her untiring efforts and hard work she was able to scale the furniture business. She has already paid off the past loan and have now requested the loan amount of Rs. 3 lakh to expand her business further . She is regularly saving Rs. 800 in Nirdhan saving account. Because of the expanded business she is able to earn Rs. 70 thousand per month. She has been also able to buy one concrete house along with a piece of land near at Krishnamandir Chok with the income from the furniture business.

She initially started with small furniture shop which has now culminated into a excellent furniture enterprise. This has been possible due to her strong determination and hard work as well as loan provided by the Nirdhan. She is able to earn descent income from her business. All her three children are now studying abroad .She runs the business has a continues support from her husband. She is pleased and happy to continue her business with the support of Nirdhan Uthhan Laghubitta Bittiya Sansta Ltd.

Writer: Mr. Bed Prasad Bhattarai, Branch Office, Damak Branch, Jhapa

Training on MANAGING AND LEADING FOR RESULT

Nirdhan organized a training program on MANAGING AND LEADING FOR RESULT (MLR) in co-ordination with Center for Microfinance Nepal from 15th Oct to 16th Oct 2020 to the central office department chiefs ,regional office manager and program officer's. The total 29 staffs participated in this training. The training sessions included the topics on emerging context of managing MFIs and managerial responses, managerial focus, roles and processes, framework for leading: perspectives, processes, and practices, Communicating and motivating for superior performance, result-based management for improved performance managing changes and uncertainties. The training was facilitated by Executive Chairperson, Center for Microfinance Nepal, Dr.Rewat Karki , Management Expert Prof. Subash KC and Mr Kailash Rijal. At the end, the CEO of Nirdhan, Mr Janardan Dev Pant requested each participant to implement the learning from training in their respective work so as increase efficiency and productivity . He also thanked the instructor of the training

Microenterprise Promotion Training for Accountant

Nirdhan organized two days training on Microenterprise Promotion for accountant of branch offices with the aim to increase microenterprise loan in the organization . The training was organized on 24th - 30th Nov 2020 through online medium due to COVID situation. The total 130 accountants from different branch offices participated in the training The training was facilitated by Assistant General Manager Raj Naryan Das, Chief Manager Ram Bahadur Chaudhary , Planning Department Chief Mr Mukesh Dahal and Regional Managers. The training session included topic on Credit Appraisal of Microenterprise loan, loan documentation , Collateral Evaluation Process , Microenterprise loan monitoring and recovery process as well as tips on increasing microenterprise loan. The CEO of Nirdhan, Mr Janardan Dev Pant concluded the training session by requesting each participant to implement the learning imparted by the training to increase microenterprise portfolio of the organization .