



# 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 — December 2019/January 2020 Edition

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## Message from the CEO

Dear Reader,  
Greetings!

We are delighted to present you Dec 2019-Jan 2020 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 Jan 14, 2020.

Nirdhan Progress Report as of Jan 14, 2020	
Non- Financial Indicators	Figure
Districts Covered	77 of 77
Branch Offices	181
Local Bodies Reached	528 of 753
Financial Literacy Beneficiaries	13,125 (CFY)
Skill Development Beneficiaries	1,416 (CFY)
No. of Maternity Allowances	1,153 (CFY)
No. of Insurance Claims	717 (CFY)
No. of Disaster Reliefs	1,599 (CFY)
No. of Critical Illness Relief	2 (CFY)
No. of Staff	1,183
No. of Centers/SRGs	19,597
No. of Active Clients	372,713
No. of Loan Clients	226,361
Financial Indicators	Amount
Loan Disbursed (NPR)	127.53 Billion
Loan Outstanding (NPR)	20.51 Billion
Savings & Deposits (NPR)	12.32 Billion
Insurance Claims Paid (NPR)	54.1 Million (CFY)
Credit Interest Rates	10% - 17.5% p.a.

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

At Nirdhan we are continuously working to reduce poverty levels in all parts of Nepal. Currently our major focus is on Karnali Province, biggest province of Nepal by area, with average per capita income of NPR 77,000 per year and 52% of total population below poverty line. We aim to help bring the poverty level in Karnali Province to at least the national level of 18.7% and help people enhance the per capita income from the current level. We aim to increase flow of funds on areas with maximum productivity which in



A view of center meeting of Dadagaun Women's Group of Burtiwang Branch, Baglung District

return can create jobs at local level too. In order to increase the per capita income of Karnali Province, the skill level of each working age citizen in the province need to be enhanced. Hence, in order to achieve our objective and increase the income of low-income households in Karnali Province, we are enhancing our interventions in skill development trainings (Himalayan Goat Rearing, Apple & Grapes Farming, Commercial Potato Farming, Bee Honey Farming, Off Seasonal Vegetable Farming etc.), Entrepreneurship Development Trainings, Business Literacy Trainings and Livelihood Skill Trainings (e.g. Plumbing, Electrical Repairing, Beautician, Tailoring, Electrician, etc.) to family members of our clients. We aim to make certain interventions as soon as two months from now. We have already made decisions at central level and our regional office has already started actions in this matter.

-Janardan Dev Pant

## In this Issue...

<b>CEO's Message &amp; Nirdhan's Progress</b>	<b>1</b>
<b>Skill Development Trainings Conducted for Members of Nirdhan</b>	<b>2</b>
<b>Nirdhan's CSR &amp; Client Protection Activities</b>	<b>3</b>
<b>Client Success Story</b>	<b>4</b>
<b>Staff Training</b>	<b>4</b>
<b>Center Chief Workshop in Karnali Province</b>	<b>5</b>
<b>Nirdhan held 21<sup>st</sup> AGM</b>	<b>6</b>



## 26 Skill Development Trainings Conducted for Members of Nirdhan

Nirdhan Utthan Laghubitta Bittiya Sanstha Limited organized **26 training events** with the aim to provide business skills and entrepreneurial skills in opportunities such as Goat Farming, Poultry Farming, Cow/Buffalo husbandry and Piggery Farming. Nirdhan organized 9 Commercial Goat Farming Training in Martadi, Ghorahi, Sanfebagar, Jogbudha, Galchhi, Aryabhanjyang, Silgadhi, Babiya-chaur and Lamki Branches with a total of 278 members' participation. Goat Raising Training offers insights on all the important matters to be considered by farmers for healthy goat production. Nirdhan also organized 6 Commercial Cow/Buffalo Farming trainings through Gaur, Harraiya, Lo-harpatti, Mangalsen, Parwanipur and Tikapur branches which facilitated 188 members.

Further, there were 4 Trainings on Poultry Farming in Hetauda, Mashuriya, Sukkhad and Daunnedevi branches facilitating 122 members. Also, 3 trainings on commercial vegetable farming were organized by Jethal, Attariya and Chhatrebas branches with 100 participants. Likewise, there were 2 piggery farming trainings organized by Banstari and Rajapur branches, 1 mushroom farming training organized by Gadhawa branch and 1 kiwi and avocado farming training organized by Ilam branches with a total of 116 beneficiaries. 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.

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. The intensive three days trainings also include farm visits for gaining realistic information and to make our members able to visualise the ideas.

The branch offices play a very important role in facilitating these training programs. They collect the client need identification and request for the training specific to the clients need in their operating area. This process has increased the efficiency of these trainings as well as the overall impact that has been achieved through the programs organized. The clients who obtain these trainings have shown great difference from the traditional and less productive way they did their agriculture and businesses in the past. The regular training programs are important contribution to the clients.



Participants of Commercial Kiwi and Avocado Farming Training organized by Ilam Branch, Ilam District



Participants of Commercial Goat Farming Training organized by Galchhi Branch, Dhading District



Goat Farm observation during the training organized by Daunnedevi Branch, Nawalparasi District

Client Trainings Dec 2019/Jan 2020			
S.N.	Event	No. of Events	Beneficiaries
1	Commercial Goat Farming	9	278
2	Commercial Poultry Farming	4	122
3	Commercial Cow/Buffalo Farming	6	188
4	Commercial Piggery Farming	2	56
5	Commercial Mushroom Farming	1	30
6	Commercial Vegetable Farming	3	100
7	Commercial Kiwi & Avocado Farming	1	30
	<b>Total</b>	<b>26</b>	<b>804</b>



### 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 had been providing Rs. 1,100 which is now increased to Rs. 1,600 to its maternity clients for up to 2 times.

Nirdhan distributed 622 maternity allowances during Dec 2019-Jan 2020 amounting to a total of Rs. 707.7 thousand to maternity clients through different branches.



*Maternity Allowance being presented to Laxmi Chaudhary of Madi Branch, Chitwan 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 service facilitated by Nirdhan Utthan LBSL. Nirdhan distributed 344 compensations during Dec 2019-Jan 2020 amounting to a total of Rs. 26.63 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 Sandhikharka Branch, Arghakhanchi District*

### Disaster Relief

Nirdhan distributes Relief to the members who are affected by natural calamities such as flood, landslide, earthquake, tornado, fire etc. During Dec 2019-Jan 2020, Nirdhan distributed 43 reliefs amounting to Rs. 50 thousand. These reliefs were provided to the victims of fire damage. The amount of relief distributed to the members depend on the damage caused to them and their household.

### 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 recognized by the Critical Illness Relief Manual of the organization. Nirdhan provided 2 Critical Illness Relief during Dec 2019-Jan 2020 amounting to a total of Rs. 10,000.

## CSR and Client Protection Activities conducted by Nirdhan

- |                                    |   |
|------------------------------------|---|
| • Client Trainings                 | • Compensation Distribution                     |
| • Scholarship to Client's Children | • Critical Illness Relief                       |
| • Maternity Allowance              | • Funds for Schools to help Ultra-Poor Students |
| • Disaster Relief                  |   |

## Once a Kamaiya (Labor), Now an Owner, Palti Tharuni

Palti Tharuni, 50 years old resident of Shankarpur-7, Rajapur Municipality runs a grocery shop and goat farm. She has managed to become an owner of the grocery shop and goat farm from a life she lived as a labourer. She educated her three daughters up to 12th class in Nepalgunj and got them married. She has been running household expenses with her business income and has also managed to buy 1-kattha land in Rajapur Town and 10-kattha agricultural land. She makes a turnover of Rs. 3500 to 4000 per day and makes Rs. 15-20 thousand profit per month from her grocery shop. She sells daily use products such as sugar, soap, biscuits, oil etc. at her grocery shop. Her husband brings stock for her shop from Rajapur town and Indian market while she runs the shop at her house.

Palti Tharu was born in then Shankarpur, Bhimadpur VDC-6. She was born in a deprived family and her family's background was full of struggle. She was the 3rd child among 8 children of her parents. She said that her house and land were swept away several times by the Karnali flood when she was young. She added that her father saved them by taking them to the top of

the house. Wild animals like elephants and rhinos equally tortured them by destroying their crops and vegetables. She somehow studied up to 4th grade and at the age of 16, she got married with Jiulal Tharu of Jaipur who was a laborer at a merchant's house.

She was living with her family in a governmental land and making her living by working as labor and selling fire wood and grass. One day Nirdhan Utthan employees visited her village and motivated her to become member of a group. She liked the Nirdhan program and wanted to be a member but her neighbors thought that they might take what they have currently



*Palti Tharuni working at her grocery store.*

so they did not agree to form a group. However, another group was formed in nearby community of people from hilly area. The members of that group trusted her and she took necessary trainings to become a member of Shankarpur Women's Self-Reliant Group formed by Nirdhan. She took her first loan of Rs. 20 thousand, second loan of Rs. 40 thousand, third loan of Rs. 60 thousand, fourth loan of Rs. 80 thousand and seasonal loan of Rs. 30 thousand for investment on a grocery shop. She obtained loans as per her needs. Currently, she is utilizing Microenterprise loan of Rs. 300 thousand. She believes that she is moving in the path of success due to the proper utilization of Nirdhan loan and the couple's hard work.

She said that her transformation from a labourer to an owner was possible due to Nirdhan's support and the couple's hard work. She talks about her bad old days with her neighbours and suggests them that the loan will not increase debt but worked hard it can lead to the road of success. She said that her prestige in the society is increasing and by being a member of Nirdhan she has managed to change her life drastically.

Writer: Jitaram Gautam, Program Manager, Kohalpur, Banke

## Training on Strategy Formulation and Execution Held at Central Office, Naxal

Nirdhan organized Training on Strategy Formulation and Execution on December 27, 2019. There were 35 participants from Nirdhan's regional offices and central office. The regional managers and program officers from regional offices and all the management level employees from the central office were involved in the training facilitated by Dr. Suvash KC, Professor and former dean of School of Management, Kathmandu University. The CEO of Nirdhan Mr. Janardan Dev Pant and AGM Mr. Raj Narayan Das also conducted different classes during the training. The main objective of the training program was to identify possible strategy for the future and choose the most appropriate pattern of actions to make sure poor households have the opportunity to line up to their potential.



*Participants of Training on Strategy Formulation & Execution organized at Central Office, Naxal, Kathmandu.*





*Group Photo of Participants*



*Honorable Minister Mr. Prakash Jwala's speech*



*Participants during group discussion*



*CEO of Nirdhan Mr. Janardan Dev Pant's Speech*

### **Nirdhan Utthan organized Center Chief Workshop at Birendranagar, Surkhet, Karnali Province**

Nirdhan Utthan Laghubitta Bittiya Sanstha Limited organized a province level Center Chief Workshop for Karnali Province at Birendranagar, Surkhet on January 26, 2020. This was the first time Nirdhan organized a center chief workshop with participation from different branches. There were a total of 100 participating Center Chiefs from branches in Karnali Province. Mr. Prakash Jwala, Minister of Economic Affairs and Planning of Karnali Province attended the program as Chief Guest and wished for a successful program. The program was divided into 2 sessions. The first session was conducted in the presence of Chief Guest and included topics where Nirdhan and the province Government

could work together. Further, the best members from the province spoke about their success story, while the story of last year's best member from Karnali Province, Mrs. Khairun Nisha was presented in a short video movie.

The second session of the program was a discussion program. The session was facilitated by Mr. Niraj Acharya, Mr. Baburam Kandel, Mr. Arjun Prasad Khanal, Mr. Nim Bahadur Gharti Magar, Mr. Dhruva Prasad Poudel and Mr. Ramesh Kumar Acharya of Nirdhan. Three different groups were created among the participants and they discussed on given topics such as PAR management, Capacity Development of Clients, Client Protection etc. The participants actively

participated in the discussion and came out with suggestions which were later presented in the program by the appointed group leaders from all three groups. These suggestions were noted by the management team and will be addressed as soon as possible, said Mr. Raj Kumar Pokhrel, Regional Manager, Birendranagar Regional Office and Mr. Jagya Pant of Training Department. The program was concluded with the closing speech from the CEO of Nirdhan, Mr. Janardan Dev Pant, who addressed the suggestions of the center chiefs as well as advised them to grow even more and become entrepreneurs and job givers, which in return leads to goals of the organization as well as the members.





*The program being commenced by Nirdhan CEO Mr. Janardan Dev Pant*

### **Nirdhan's 21st AGM held at Naxal, Kathmandu**

Nirdhan Utthan Laghubitta Bittiya Sanstha Limited convened the organization's 21<sup>st</sup> Annual General Meeting (AGM) at Naxal, Kathmandu on December 29, 2019. The chairman of Nirdhan, Mr. Sharad Nidhi Tiwari presented the audited financial statements of Nirdhan for the Fiscal Year (FY) 2018/2019. The chairman also detailed the progress made by Nirdhan in the last FY. According to him, Nirdhan has 39,146 more members as of the last FY. He also advised the shareholders about the financial progress made by the organization, the benefits for the shareholders and socio-economic impact made by Nirdhan throughout Nepal through different programs such as Financial Literacy, Skill Development, Entrepreneurship Development etc.

After the Chairman's talk, a few shareholders spoke at the AGM about different ideas that Nirdhan could possibly work on. They also pointed out that the non-financial programs Nirdhan is currently organizing are in the best interest

of the organization as well as its members. There were few suggestions as well from the shareholders which were addressed by the CEO of Nirdhan, Mr. Janardan Dev Pant. The AGM was officially concluded after endorsing all the agendas. The AGM report is available on our website at [www.nirdhan.com.np](http://www.nirdhan.com.np).



*A View of Annual General Meeting being conducted at Naxal, Kathmandu*

*Enclosed: Chairman of Board Mr. Sharad Nidhi Tiwari presenting AGM report*