



# 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 — February/March 2019 Edition

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## Message from the CEO

Dear Reader,

We are delighted to present you February -March 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 March 14, 2019.

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

Non- Financial Indicators	Figure
No. of Districts Covered	77 of 77
No. of Branch Office	181
No. of Local Bodies Reached	509 of 753
Financial Literacy Beneficiaries	38,761 (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	1,545 (FY 18-19)
No. of Insurance Claims	823 (FY 18-19)
No. of Disaster Reliefs	84 (FY 18-19)
No. of Staff	1056
No. of Centers/SRGs	17,881
No. of Active Clients	344,180
No. of Loan Clients	215,729
Financial Indicators	Amount
Loan Disbursed (NPR)	107.40 Billion
Loan Outstanding (NPR)	17.98 Billion
Savings & Deposits (NPR)	9.91 Billion
Insurance Claims Paid (NPR)	59.20 Million (FY 18-19)
Credit Interest Rates	10% - 17% p.a.

We are here to help the micro entrepreneur women accomplish their personal dreams of being prosperous and achieve their full potential.

-Janardan Dev Pant

## NULBSL conducted Financial Literacy & Skill Development Trainings for its clients/members

Nirdhan Utthan Laghubitta Bittiya Sanstha Limited organized **70 training programs** during the month of Falgun (Feb-Mar 2019) for enhancing the financial literacy, capacity and knowledge level



*Center meeting organized by Debendrapur GB, Madi Branch, Chitwan District*

of its clients. These training programs benefited a total of 4026 Nirdhan members. Nirdhan continuously provides different types of trainings such as skill development, entrepreneurship development and financial literacy trainings alongside providing sponsorship to the clients for professional training programs such as tailoring, driving etc. During the month, under Skill Development Training; Commercial Livestock (Cow/Buffero) Farming, Commercial Goat Raising and Commercial Vegetable Farming trainings were conducted to benefit the members of Nirdhan through various branch offices.

Nirdhan officials conducted **7 Skills Development Trainings** at different places around the country. There were a total of 233 member clients who benefited from the skills development trainings organized by Nirdhan. The trainings were organized on the basis of need identification carried out by the branch offices of Nirdhan.

Commercial Vegetable Farming & Commercial Livestock (Cow/Buffero) Farming

trainings were the most popular training requested by the clients so Nirdhan provided 3 Commercial Vegetable and 3 Livestock Farming Trainings during this month benefiting 203 clients. The vegetable farming training programs were conducted by 3 branches within the working area of Birgunj and Bardibas Area of the institute.

The training programs provided insights on commercial vegetable/livestock farming by experienced resource persons which is expected to change the traditional way of farming and use modern techniques, equipment and resources for better profitability for the clients.



*Clients on Field Visit during Commercial Veg Farming Training at Jaleshwor, Mahottari District*



Similarly, Nirdhan also organized a Commercial Goat Raising Training to its 30 clients from Chandranigahapur Branch of Rautahat District during the month. These training programs were intended to make Nirdhan clients more focused towards their business with new ideas and right way forward.

Furthermore, Nirdhan provided 63 **Financial Literacy Trainings** through various branches of the institute to bring financial services awareness to the members during the month of Falgun (Feb-Mar 2019). These programs provided financial literacy to 3793 members of Nirdhan. The financial literacy trainings are focused to provide much needed basic knowledge on financial services available to them and the benefits of proper utilization of these services. The main topics discussed during the training program included Savings services, Loan Services, Long term pension plans, insurance facilities to the members and

their biological assets and remittance services. The training program included explanation of these services by the resource person as well as through financial literacy videos. Further, discussions with the clients were also held during each program to answer the unanswered questions in the same matter. The programs were designed in a way which facilitates easy understanding as most of our clients are illiterate.

Nirdhan organizes these trainings through out the year to help develop the capacity and skills of its member clients to make them self dependent and help

them walk out of poverty zone. These training programs are very beneficial for start up clients as well as clients who are in the building stage of their businesses.



Participants of Financial Literacy Training organized by Ranjha Branch, Banke District

#### Client Trainings Organized During Feb/Mar 2019

S.N.	Training	No. of Trainings	Participants
1	Financial Literacy	63	3793
2	Commercial Vegetable Farming	3	110
3	Commercial Goat Raising	1	30
4	Commercial Cow/Buffalo Farming	3	93
	<b>Total</b>	<b>70</b>	<b>4026</b>

#### 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 81 maternity allowances in the month of Feb-Mar 2019 (Falgun 2075) amounting to a total of Rs. 89,100 to maternity clients through different branches.



Maternity Allowance being presented to Gita Chaudhary of Belaury Branch, Kanchanpur District

Nirdhan promises to keep on distributing these kind of allowances to its member clients in the future as well. This is one of many ways Nirdhan thinks about its clients.

#### Distribution of Compensation

Alongside, maternity allowances, 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 127 compensations in the month of Feb-Mar 2019 (Falgun 2075) amounting to a total of Rs. 7.59 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 father of deceased client Suman Wai Sarki of Mangalsen Branch, Achham District



### Multiple Businesses of Hira Bhandari

33 years old Hira Bhandari from Birendranagar Municipality-3, Gandakitola runs a poultry farm, a fresh house and a grocery shop. From all her businesses, after deducting all the expenses, she makes a monthly profit of Rs. 40 thousand. She is motivated from her business. Customers love to visit her shop because of her nice and polite behavior. From her income she is able to cover up for her family expenses of 4 members easily.

Hira Bhandari was born in Nuwagau of Rolpa District in 1984. After her SLC she got married to Krishna Bahadur Chhetri of Birendranagar, Surkhet who was a member of Nepali Army at Ghorahi Army Camp. She has 2 children. After marriage she entered her husband's large family which was made of 8 members including herself. It was difficult to cover household expenses with one person's income. After they sold their existing shop, she did not want to stay doing nothing so she started a mobile shop for an investment of Rs. 7,000. With her husband's foreign income of Rs. 60 thousand they bought a mini tractor which they operate till now. It became somewhat easier to cover her household expenses with income made from her shop & tractor.

In 2010, she became member of Nirdhan Utthan's Group and to expand her grocery shop, she took her first loan of Rs. 25 thousand. She took another loan of Rs. 30 thousand in the 2nd year to start a fresh meat shop. As it was not very profitable to buy chicken from elsewhere and sell at her shop, she decided to open her own poultry farm. Hence, she took another loan of Rs. 90 thousand and opened up own poultry farm with 200 boiler chicks. She made good profits from there. Later, she invested her savings and a loan of Rs. 150 thousand from Nirdhan to house 650 boilers at her poultry. She said that her basic needs are well managed now

because of grocery shop, meat shop and poultry farm.

Her husband and all her family are helping her to run her businesses. She said she takes care of chicken in her spare time from shops. Her husband helps her during busy hours in the morning and evening. Time flies when she is busy at work. She felt like everyone hated her when she did not have any money in the past and used to remember her maternal home. But now as she is super busy at her own businesses she only visits her maternal home once in a year during Dashain. She said that hard work gives happiness and self-satisfaction.



*Hira Bhandari working at her Grocery Shop and Chicken Coop.*

### Staff Trainings

Nirdhan Utthan Laghubitta Bittiya Sanstha Limited organized Capacity Building Trainings for Branch Managers and Field Assistants to all the branch offices through the 10 regional offices of the institute. Each program was a day seminar for branch managers and field assistants separately. A total of 20 training programs were organized during the month which were facilitated by the resource person from within the institute and outside the institute. A total of 343 staff members benefited from these capacity development trainings. The main objectives of the training were to provide ideas to the staff about Risk Management, Documentation & Practices, Interpersonal Skills development and many more. The branches with best performance from each Region were awarded a token of appreciation

by the management of the institute. These kind of trainings are conducted on a regular basis by the institute for continuous development of the staff members.



*Participants of Capacity Building Training of Branch Managers of Birtamod Region.*