



# Nirdhan Newsletter

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

An MFI Providing Service to the Poor

A Newsletter of Nirdhan Utthan Laghubitta Bittiya Sanstha Limited — November/December 2018 Edition

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## Nirdhan Utthan at a Glance

NULBSL's mission is to extend financial services and social awareness to the poor in under-served and un-served areas of Nepal in a sustainable manner. Nirdhan was founded on March 31, 1991 by Late Dr. Harihar Dev Pant, who served as the institute's Chief Executive until August, 2015. Microfinance program of the institute started on March 14, 1993 when it was working as NGO, later transferred to Microfinance Bank in 1998. At present, Nirdhan Utthan is the only MFI in Nepal that has outreach in all 77 districts of Nepal through the network of 181 Branch Offices, 10 Regional Offices and a Central Office serving 333,141 households as of Mid-December 2018.

### Nirdhan Utthan at a Glance as of Mid-Dec, 2018

Indicators	Figure
No. of Districts Covered	77
No. of Branch Office	181
No. of Staffs	1055
No. of Centers/SRGs	16,967
No. of Active Clients	333,141
No. of Loan Client	211,698
Loan Disbursed (NPR)	100.48 Billion
Loan Outstanding (NPR)	16.52 Billion
Savings & Deposits (NPR)	9.33 Billion

## Various Client Trainings Conducted

Nirdhan Utthan Laghubitta Bittiya Sanstha Limited organized **39 trainings** during the month of Mangsir (Nov/Dec 2018) for the capacity and knowledge development of its clients. The training programs were organized as per the need assessments conducted by the branch offices. The different types of trainings included skill development trainings, entrepreneurship development trainings and financial literacy trainings. The skill development trainings were further specialized as Goat Raising, Poultry Farming,



*A view of center meeting organized by Tandi Branch, Chitwan District*

Vegetable Farming, Livestock Farming, Piggery Farming, Fishery Farming and Chilli Farming Trainings.

There were 5 **Financial Literacy Trainings** organized during the month which provided financial literacy to 341 clients of Nirdhan. These trainings were organized in Accham District by Mangalsen Branch on 1st and 8th December to a total of 158 clients and Sanfebagar Branch on 8th December to 65 clients. Similarly, Nirdhan's Damak Branch, Jhapa District provided Financial Literacy Training to its 58 clients on 30th November while Panchkanya Branch, Sunsari District provided the same

training to 60 clients on 8th December.

Similarly, Nirdhan organized **Entrepreneurship Development Trainings** through its four branches during the month to provide entrepreneurial skills to its member clients so they become capable of running their own business. The training benefited 92 clients from the area monitored by the Kohalpur Regional Office. It was a three day training which was organized by Banskadhi Branch, Bardiya District from 17th - 19th November and facilitated 28 clients. Similar training programs were organized by Tulsipur Branch of Dang District with 23 participants,



*Participants of Financial Literacy Program organized at Mangalsen, Accham District*



*Participants of Entrepreneurship Development Training at Tulsipur, Dang District*



Ghorahi Branch of Dang District with 19 participants and Gadhwara Branch of Dang District as well with 22 participants.

It was a busy schedule this month for Nirdhan officials as they had **30 Skills Development Trainings** to organize at different places around the country. There were a total of 860 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 Goat Raising was the most popular training requested by the clients and Nirdhan provided 12 Commercial Goat Raising Trainings during this month benefiting 320 clients. These training programs provided insights on commercial goat raising by experienced resource persons which is expected to change the traditional way of goat raising and use modern techniques for better profitability by the clients.

Similarly, Nirdhan organized 7 Commercial Poultry Farming Trainings to its 209 clients from different branches during the month. The poultry industry yield profits in very short time of around 3 months and the clients who benefited from the training are expected to make the most out of their learning and succeed in the poultry business.

Furthermore, Nirdhan organized 6 Commercial Vegetable Farming Trainings which facilitated 183 clients, 2 Commercial Livestock Farming Trainings which

facilitated 58 clients, a Commercial Piggery Farming Training to 30 clients, a Commercial Fishery Farming Training to 30 clients and a Commercial Chilli Farming Training to 30 clients during this month. These types of regular training programs not just increase the skill base of the clients but also motivate them to start the business that they are normally reluctant to do because of lack of skills and courage. Nirdhan promises to regularly organize these trainings as per the needs of the clients.

Client Trainings Organized During Nov/Dec 2018			
S.N.	Training	No. of Trainings	Participants
1	Financial Literacy	5	341
2	Commercial Goat Raising	12	320
3	Commercial Poultry Farming	7	209
4	Commercial Vegetable Farming	6	183
5	Entrepreneurship Development	4	92
6	Commercial Livestock Farming	2	58
7	Commercial Piggery Farming	1	30
8	Commercial Fishery Farming	1	30
9	Commercial Chilli Farming	1	30
Total		39	1293

### 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 217 maternity allowances in the month of Nov/Dec 2018 (Mangsir 2075) amounting to a total of Rs. 238,700 to maternity clients through different branches.



Maternity Allowance being presented to a client of Ghorahi, Dang 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 & Disaster Relief

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 70 compensations in the month of Nov/Dec 2018 (Mangsir 2075) amounting to a total of Rs. 4.35 million to the family of deceased clients through its different branches across the country. Nirdhan also distributes Rs. 1,000 Disaster Relief to its clients who have suffered due to natural calamities such as flood, fire etc. Nirdhan distributed 6 disaster reliefs amounting to Rs. 6,000 during this month to its clients who suffered because of fire, landslide and rainfall.



Compensation amount being presented to the husband of deceased client of Gausala Branch, Mahottari District

## Buddhi Maya Tamang, a Successful Entrepreneur

Buddhi Maya Tamang, resident of Dhunge, Kalika Gaunpalika, Ward No. 2 runs a Block Industry. She makes a profit of Rs. 50 thousand per month from the block industry. She runs her business with her husband and 6 external employees in a regular basis. She said that she has plans of expanding this block industry in the near future.

Buddhi Maya Tamang was born in a simple agricultural-based family in Grang, Ward No. 2, Ramche Gaunpalika. Her family's economic condition was not strong enough so she didn't get a chance to study. At the age of 19, she got married with Raju Syangwa of Laharepauwa-8, Rasuwa in 2003. After marriage, her responsibilities and expenses increased which brought difficulties in her daily life. Her husband had the skills and knowledge of block production but couldn't capitalize on the

talent due to lack of capital.

In 2016, with the suggestions from member of Dhunge Self-Reliant Women's Group and the employees of Nirdhan, she became member of the group operated by Kalikasthan branch of Nirdhan. She took her first loan of Rs. 40 thousand and invested in a block industry at the time when everything was destroyed by the earthquake. She made a profit of Rs. 30



*Buddhi Maya Tamang with her husband at her block industry*

thousand from that investment. She got motivated by the profit and took her second loan of Rs. 100 thousand to expand her block industry. Currently, her block industry is getting many orders and to fulfil the demand she has employed external employees for her industry.

Buddhi Maya Tamang is also involved in agriculture and animal husbandry alongside block industry. It has become easier for her to run household expenses from business income. She said that she has become able to expand her business because of support from Nirdhan. She added that she became a businessperson from a labour only because of Nirdhan's help. She suggests her friends that it is possible to become successful in a business if the loan is utilized properly in the business we have good knowledge about. She credited Nirdhan for her achievements while also wishing the best for the future and promised to stay a loyal customer.

## 20th Annual General Meeting Held

Nirdhan Utthan Laghubitta Bittiya Sanstha Limited has conducted its 20th AGM on December 11, 2018 at Celebrations Banquet near the company's central office in Naxal, Kathmandu. The AGM was chaired by the chairman of the institute Mr. Ganesh Bahadur Thapa.

The major highlight of the AGM was to enhance the total paid up capital from the existing Rs. 1 billion to Rs. 1.2 billion. The AGM has also endorsed the decision to nominate R. Parajuli and Associates, Chartered Accountant as the auditor for the upcoming fiscal year and fixed the auditor's fee at Rs 500 thousand.

Mr. Ganesh Bahadur Thapa, the chairman of the microfinance presented the 2017-18 annual report to the shareholders for discussion. He also presented the Auditor's report alongside the Balance sheet as of Mid July 2018, profit and loss for the year 2017-18, cash flow statement and other important company performance reports

of the year ended on mid July 2018.

The AGM endorsed the annual report of the FY 2017-18 while some members from shareholder group also presented their feedbacks along with insights on the annual report. The feedbacks were primarily focused on Nirdhan's performance during the year and future plans. Moreover, the AGM has also unanimously elected Mr. Devendra Bahadur

Rawat as the Board of Directors from the promoters shareholders group whereas Mr. Top Bahadur Rayamajhi and Mrs. Samrita Tiwari as Board of Directors for the representation of the public shareholders' group.

The event was also attended by CEO of the company Mr. Janardan Dev Pant and the management team of Nirdhan.



*NULBSL Chairman Mr. Ganesh Bahadur Thapa speaking to the shareholders.*



## Digital Financial Services (DFS) Strategy Workshop Organized

Nirdhan Utthan LBSL organized a one day **Digital Financial Services Strategy Workshop** on December 3, 2018 with coordination from International Finance Corporation (IFC) officials at Nirdhan Building, Naxal, Kathmandu which benefited 20 Nirdhan employees. The workshop was focused on moving into digital world for the financial services provided by NULBSL. The workshop also highlighted the non-financial aspects of going digital.

The workshop was facilitated by the IFC officials Mr. Srijan Kausik, Mr. Amit Tendulkar and Ms. Prerana Saxena who provided insights on Digital Financing, its benefits to the MFI and the need to step into the digital world to stand out in the competition. The workshop provided ideas to the employees on use of digital technology in the financial and non-financial sector of the MFI to reduce cost of the organization,

to yield better profitability, to save time spent on centres and office works, to make data easily available and other rewards offered by the digitization of financial services.

The workshop also focused on possible risks associated with digitization of financial services like data theft, hacking risks

etc. and the ways to reduce or eliminate these risks. The workshop also involved engagement of the participants to point out the possible utilization of digital mediums for the institute. The CEO, AGM and a staff from branch office of the company provided feedbacks on the workshop to conclude the fruitful day.



*Participants of DFS Strategy Workshop at Nirdhan Central Office, Naxal, Kathmandu*

## Training on Digital Financial Inclusion Organized

Nirdhan organized a one day **Digital Financial Inclusion Training** to its staff members on November 17, 2018 at Nirdhan's Kathmandu Regional Office in Naxal, Kathmandu. There were 14 participants in the training organized with the main objective of getting the staff ready for the tablet banking services which will be provided by Nirdhan at its 3 branches in Kathmandu Region (Tikathali, Namdu and Gagalfedi) in the beginning stage. The tablet banking was already being piloted by Tikathali Branch who provided the feedbacks on the service. After the successful pilot, tablet banking was inaugurated by the CEO of the company Mr. Janardan Dev Pant in the 2 new branches (Namdu & Gagalfedi) and the Tikathali Branch who piloted the service.

The tablet banking service as part of Digital Financial Inclusion will be implemented in 4 branches (Ramkot, Dakshinkali, Thecho and Chhaling) in

the second stage so the branch managers from these 7 branches were trained in the first phase. Nirdhan plans to extend the service to all the branches of Kathmandu Region in the third stage.

The training program provided ideas and insights to the 7 branch managers on problems and solution of the tab banking service which was facilitated by the IT team of the company. The tablet banking

is expected to bring efficiency and increase productivity of its branch offices while also reaching the unserved areas to extend the Nirdhan financial services further. The tablet banking services piloted by the company proved to be very productive and efficient as per the feedback from the branch manager of Tikathali so it is believed to bring enormous benefits to the company.



*Participants of Digital Financial Inclusion Training at Nirdhan Central Office, Kathmandu*