

December 2016

NIRDHAN UTTHAN BANK LTD

A bank for uplifting poor

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Newsletter of Nirdhan Uttan Bank Limited

NIRDHAN



Message from CEO

I am happy to present our Newsletter "Nirdhan" for the month of December 2016.

Microfinance is not only limited to providing credit to needy people rather it's a movement that establishes a system by which the deprived people get sustainable financial services including microcredit, savings, insurance, payment services at their door -steep. Since its inception, NUBL is offering these products to the communities where the reach of the mainstream financial institutions is distance dream. Either it be the villages of Dolpa or Panchthar, our esteemed clientele are benefiting from our innovative and affordable products at their

communities. We are excited and encouraged to share that Mrs. Sarita Kumari Rokaya, aged 39 from Dunai Village of far-west Dolpa is under our insurance coverage and Mrs. Manmaya Limbu, aged 58 from Yagnam village of far-east Panchthar is our saving account holders.

Recently, we have successfully launched POS/Tab banking services. With this product, we believe we will be able to deliver our services effectively and efficiently even to the communities at the remotest part of the country at a affordable price.

-Janardan Dev Pant, CEO

NUBL in Brief

NUBL at Glance as on November 15, 2016		
Indicators	Unit	Figure
District Coverage	No.	75
VDCs Coverage	No.	1,774
No. of Branch Office	No.	178
No. of Staff	No.	858
No. of Center/SRG	No.	14,125
No. of Active Client	No.	282,941
No. of Loan Client	No.	195,970
Loan Disbursed	NPR	57.04 billion
Loan Outstanding	NPR	11.08 billion
Saving Portfolio	NPR	4.78 billion

Nirdhan Uttan Bank's main objective is to create progressive, better socio-economic status of the poor people through awareness, access to finance and entrepreneurship development. Microfinance program of the bank was started since March 14, 1993 and at present it has reached in 75 out of 75 districts of Nepal through a network of 178 branch offices, 10 regional offices and one central office. NUBL is one and only microfinance bank that has presence in

all 75 districts of Nepal. NUBL is the pioneer and leading MFI in Nepal with largest branch network & highest loan portfolio among MFIs in Nepal. Beside core financial services, it provides non-financial services such as financial literacy, skill development and entrepreneurship training to its low income clients. Since its inception, NUBL has partnered with national and international organization such as IFC, Save the Children, ILO, Plan International, CASHPOR, CGAP, UNCDF, KIVA, Mercy Corps, World Bank, Whole Planet, Good Return etc.

As at November 15 2016, NUBL has 858 permanent staffs, disbursed over Rs. 59.04 billion loan and mobilized Rs 4.78 billion savings & deposits. It has 282,941 active clients and Rs. 11.08 billion loan portfolio is outstanding of 195,970 loan clients.

Success Story: Agriculture brought happiness & Success

Shanti Devi Gurung, grown up in a "Lahure" (belongs to Army men) family from Bhandardhik Village of Kaski district, married to a waiter in a local restaurant without consent of her parent, never worked in agriculture farm, did not expect to be a successful agriculture business woman one day. After completing bachelor's degree in education, she ran a pre-primary school in her birth village for 12 years, was not happy with her business because she could not improve her family's economic conditions that much what she expected to. One day, she got an opportunity to participate in a self-employment training program organized by the district chamber of commerce & industry. She was impressed by the idea of business diversification in that training. She decided to do vegetable farming by taking a small piece of land in lease. But neither her family nor relatives support the idea of doing vegetable farming. Her husband went for the employment in Middle East.

She let her school for rent and started mushroom farming by making tunnel in

the leased land. People laugh at her when they saw a graduate woman with a good reputation as a business woman in the district digging land for farming. As she did not get any banks for financing, she has to borrow from money lenders in a high interest rate. She was faced the financial difficulties due to high rate of interest and undesired terms & condition of repayment imposed by the money lenders. She wanted to scale up her business by adding varieties of seasonal & off seasonal vegetables but no one came to finance her. Meantime she came to know about Nirdhan Utthan Bank from her friends from neighbor village. She visited the branch office and



Mrs. Gurung working in mushroom tunnel

got the detail information about micro-finance services of the bank.

After getting a week long compulsory group training (CGT), a financial literacy about microfinance services offered by the Bank, roles & responsibility of group member during the training, she got Rs. 40,000 collateral free loan to scale up her vegetable farm. She added three more tunnels to produce tomato, cauliflower & chilly. She earned Rs. 125,000 net profit by investing Rs. 250,000 in a year. When she saw a ray of hope in vegetable farming within a year, she sold school and borrowed Rs. 500,000 microenterprise loan from the NUBL. She added another 6 ropani (equals to 32,856 square feet) land for farming. She participated in the various training related to vegetable farming during the period. Now her husband came back and supports her in the business. She has purchased small plot of land from the earning of vegetable farming within a couple of years. She is thankful to NUBL for assisting her in the difficult time.

News Highlights

Training to Earthquake affected clients:

Beside core financial services, NUBL has been providing non-financial services to

Participants of skill development training organized by Kalikasthan Branch.



its low income clients to build up their capacity. NUBL provides such services independently as well as with the collaboration with other partner. NUBL and UCDF funded Cleanstart project has an agreement of organizing skill development, entrepreneurship training and soft loan to repair & construct house to clients of 14 earthquake affected districts. In November, NUBL has organized skill development training for its self reliant group (SRG) members to build up their

capacity in Kalikasthan & Dakshinkali branch of Rasuwa & Kathmandu district respectively. 35 SRG members from Kalikasthan and 37 SRG members from Dakshinkali branch participated in the training.

Relief Package to disaster victims:

Being a socially responsible organization, NUBL provides relief package to its clients affected by the natural & other disasters every year. During first three month of this fiscal year, NUBL has distributed relief package to 46 disaster victim families of 6 branches in which dwelling of 22 families were destroyed by the fire and 24 families were affected by the flood.

Participated in financial literacy campaign:

As a part of "one family one bank account" policy introduced by the Government, Nepal Rastra Bank, Central Bank of Nepal and Media Nepal has organized the financial literacy campaign on November 11, 2016 at Rudrapur VDC of Rupandehi district. The campaign was

inaugurated by Dr. Chiranjibi Nepal, Governor of Central Bank. More than 100 Clients and staffs of Harraiya branch participated in the campaign. Around 1,500 people were participated from schools, NGOs, BFIs including general public. Governor distributed death benefit received from credit life insurance to spouse of late Mrs. Danmaya Thapa, client of NUBL Harraiya branch in that occasion. NUBL has reimbursed NPR 32.48 million insurance benefit to 393 spouses in FY 072/73 and NPR 10.62 million to 112 spouses in first four month of current FY.



Governor of Central Bank providing insurance benefit to spouse of late Mrs. Danamaya Thapa.