

# ANNUAL REPORT

2016 - 2017



**Centre for Self-help Development (CSD)**  
*-Institute of Microfinance & Cooperative Development*



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-Institute of Microfinance & Cooperative Development

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# ABBREVIATIONS

ADBL	:	Agricultural Development Bank Ltd.
BICODEC	:	Birat Community Development Centre
BWTP	:	Banking with the Poor
CARD MRI	:	Centre for Agriculture and Rural Development
CEO(s)	:	Chief Executive Officer(s)
CRT	:	Centre for Rural Technology
CSD	:	Centre for Self-help Development
CYC	:	Chartare Yuwa Club
FINGO(s)	:	Financial Intermediary Non-government Organization(s)
FY	:	Fiscal Year
GoN	:	Government of Nepal
IDF	:	Integrated Development Foundation
JBS	:	Jeevan Bikas Samaj
LMFPA	:	Lanka Microfinance Practitioners' Association
MCPI	:	Microfinance Council of Philippines
MFDB(s)	:	Microfinance Development Bank(s)
MFIs	:	Microfinance Institution(s)
MFToT	:	Microfinance Training of Trainers
MIS	:	Management Information System
NGO(s)	:	Non-government Organizations
NILD	:	National Institute of Leadership Development
NRB	:	Nepal Rastra Bank
PGT	:	Pre-group Training
PWR	:	Participatory Wealth Ranking
RMDC	:	Rural Microfinance Development Centre Ltd.
SBP	:	Self-help Banking Program
SOLVE	:	Society of Local Volunteers' Effort
SLBB	:	Swabalamban Laghubitta Bikas Bank Ltd.
ToT	:	Training of Trainer
UNYC	:	United Youth Community

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# Message from THE CHAIRMAN

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The year 2016/17 has been yet another successful year for the Centre for Self-help Development (CSD), and I take pride in all the progress and achievements made with the cooperative and the collaborative efforts of its network members and other stakeholders of microfinance.

As we move into the 27<sup>th</sup> year of CSD's establishment we are faced with opportunities and challenges of a new kind. There have been issues that are lurking beneath the surface and we must face them in a timely manner. As we delve into issues currently challenging the microfinance sector, we must look at the very concept and mission of microfinance and the broader perspective and the sustainability of the sector in the long-run. We shall be organizing forums that will sensitize the stakeholders on the burning issues and find pathways to reach the ultimate destination.

The Centre sets to create itself as a melting pot of ideas and innovations from across the globe that will directly and indirectly benefit the microfinance community. In this regard, efforts have been made to expose board members, executives, management and field staff to model institutions both at home and abroad. CSD also undertook the initiative to educate

that resonates from the National Microfinance Members' Summit last year. As such, the Centre will be awarding the 'Laghubitta Uddhyamsheelta Puraskar' to the Institutional Member that has best developed micro-entrepreneurs among its members.

This year, CSD will be undertaking an extensive research on our homegrown microfinance sector and aims to publish a Country Report on the State of Microfinance in Nepal within the year. This will be a landmark for the Centre and the sector as the last national level report was published in 2009 at a time when the microfinance players were just gaining foothold and sustainability.

We have been joined by three new institutional members and I welcome them to the CSD family. We hope to extend our services to further institutions in the coming years. However, CSD goes beyond just its member institutions and has made conscious efforts to include as many microfinance stakeholders as possible in our programs and activities.

The sense of success and accomplishment is incomplete without giving due thanks to various organizations, commercial banks, development banks, FINGOs, cooperatives, regulatory authorities, stakeholders and well-wishers for their support and

## Shankar Man Shrestha Chairman

the board officials of cooperatives on their pivotal role and responsibility in the sector's development. Throughout the year, workshops and training programs were held to sensitize and disseminate knowledge to the microfinance institutions staff.

In the coming year we will focus on entrepreneurship development of our microfinance members – a theme

cooperation over the years.

I would also like to extend my gratitude to the CSD general and institutional members and all members of the Governing Board for their unwavering encouragement and support behind CSD's ventures. In the end, my appreciation goes out to the CSD





# ACKNOWLEDGEMENT

It is with great pleasure that I acknowledge the successful completion of 26 years of the Centre for Self-help Development (CSD). In a joyous occasion graced by the Governor of the Nepal Rastra Bank, Dr. Chiranjibi Nepal we celebrated CSD's Silver Jubilee on Shrawan 28, 2073 (August 12, 2016) with great pride and gusto. This celebration was a hallmark of what was yet to come in the upcoming months of the Fiscal Year.

The Centre took up the initiative to organize a dialogue between the officials of the Nepal Rastra Bank and the microfinance stakeholders to discuss the implications of the Monetary Policy of FY 2016/17 on the microfinance sector. As an agency of networking and advocacy for microfinance institutions (MFIs) CSD's role in bringing together concerned stakeholders in one forum was greatly appreciated by one and all.

In the last year CSD has focused on organizing training programs and workshops that were found imperative to address the underlying challenges of the sector. We have stressed on building the foundations based on the principles of microfinance through various training programs focusing on the topic. We believe that strengthening an institution from the base upwards

scope to learn from them. Two teams have been led to visit and study their practices in the last year. Additionally, this year we were able to jointly organize a workshop with an old friend and veteran in microfinance, the Grameen Trust of Bangladesh.

Our teamwork and team support has been able to achieve yet another successful year of events. Foremost, I would like to extend my sincere gratitude to our Chairman for his guidance, motivation and inspiration. His foresight and untiring drive to better serve the target group from a top-down approach has reaped benefits for both CSD and the development community on the whole.

I am thankful for the valuable counsel and support of the General Assembly and the Governing Board that has led CSD to achieve numerous milestones along the year.

I take the opportunity to thank the Government of Nepal (GoN), Nepal Rastra Bank (NRB), partner organizations and member institutions for their cooperation and support in the successful completion of CSD's programs and activities. I would also like to acknowledge the concerned organizations and individuals who have been a friend to CSD and continues to inspire and support us in our endeavors.

**Shanker Nath Kapali**  
Executive Director

is the best way to keep an institution responsible, viable and sustainable.

This year we have extended our international collaborations with two new microfinance institutions; Bandhan Bank of India and the Cambodia Microfinance Association of Cambodia. Both institutions are noteworthy and there is tremendous

In the end, I would like to thank all those who have contributed in compiling this report, especially Senior Officer, Ms. Stephaniema Rana for her initiative, hard work and diligence.

I look forward to another momentous year for CSD!

# Vision

Be a sustainable institute of microfinance and cooperative committed to promoting and developing efficient financial and development services to rural and disadvantaged communities by fostering self-help culture of development.



# Mission

Improve and strengthen microfinance and related services of MFIs and cooperatives through capacity building, training, knowledge dissemination, research/ study, consultancy and networking.



# Goal

Assist in enhancing MFIs and cooperatives to outreach increased number of poor people with high quality services to upgrade them from poverty level and become entrepreneurs.

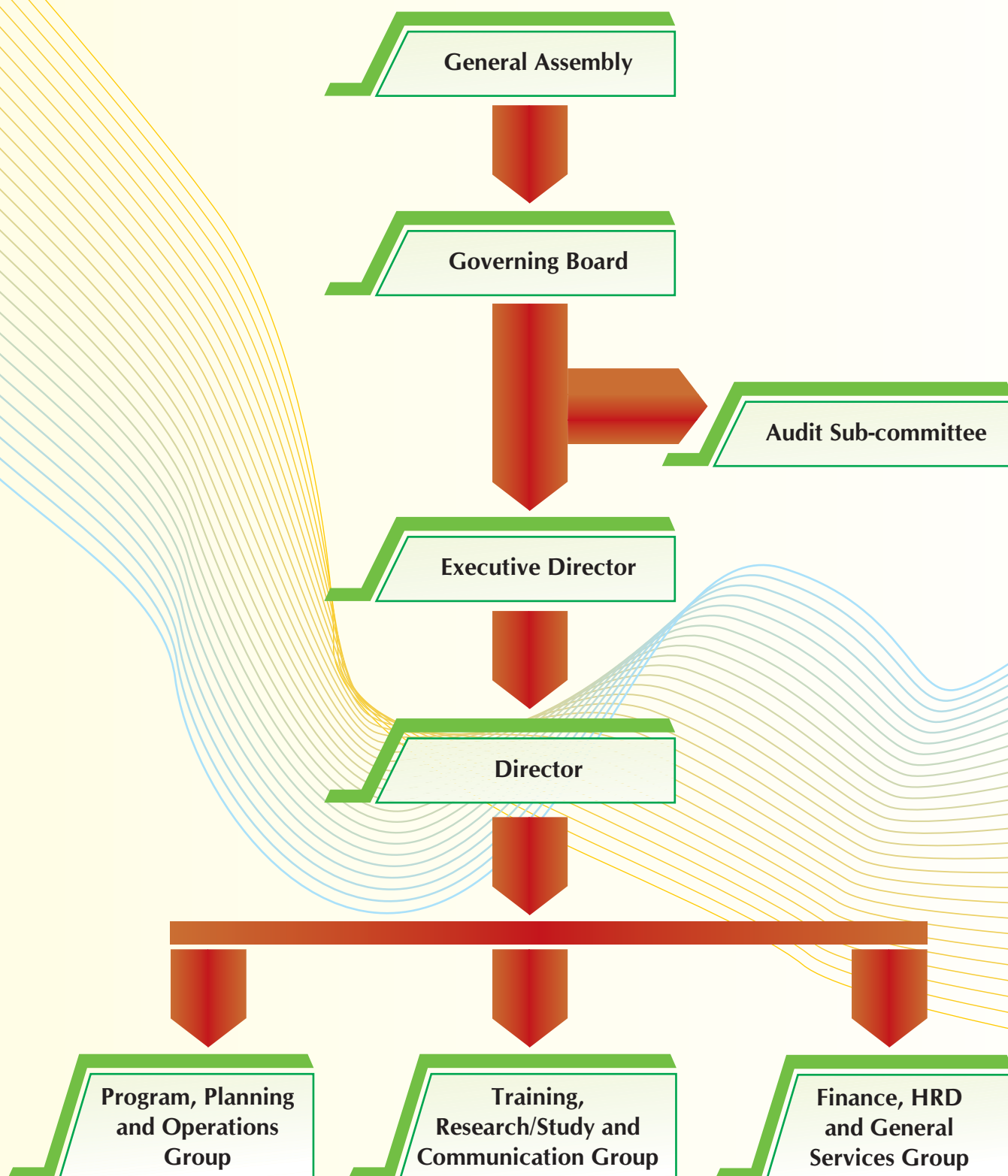


# Objectives

- Conduct quality, practical and demand-driven training courses related to microfinance and micro enterprises,
- Share knowledge and resources that help strengthen the capacity of MFIs to deliver sustainable and viable market-led solution,
- Carry out projects at the local level for poverty alleviation, social inclusion, environment management and other development issues,
- Help create appropriate community organizations and develop human resources to plan, implement and monitor the activities carried out through mobilizing internal and external resources,
- Undertake studies and impact assessment related to the community development and microfinance initiatives,
- Networking and advocacy for microfinance institutions,
- Carry out business development services to MFIs and micro entrepreneur clients,
- Equip in-house and external trainers with training skills and MF knowledge,
- Appraise and evaluate financial and social performance of MFIs and Cooperatives.



# ORGANOGRAM OF CSD





# CSD Principles

- Changing the dependency mind-set of the community people.
- Creating poverty free self-reliant society.
- Making benefits of development available to socially excluded and marginalized families, especially women of the deprived families.
- Creating self-help environment through mobilization of internal resources.
- Discarding the habit of looking for external agencies support.
- Cultivating positive attitude and culture of self-help among the target people and other stakeholders.
- Building up internal strength and capacity to deliver required services to members and communities.
- Adhere to principles of good governance and initiate actions for the same to institutional members and their target group.





# Governance Structure

The Centre for Self-help Development (CSD) is governed by the General Assembly which comprises of 12 individual members and 37 institutional members. The individual members come from different walks of life and are involved in microfinance, development, banking, engineering, research and so forth. The institutional members comprise of organizations, mainly Microfinance Development Banks, Cooperatives and FINGOs, and are represented by their heads. The General Assembly is the highest level of policy making body of the organization.



*A view of CSD's 25<sup>th</sup> Annual General Meeting*

# Governing Board

The Governing Board is elected from the General Assembly and consists of seven members comprising Chairman, Vice-Chairman, Treasurer and other members who oversee the policy formulation and implementation of the organization. This year the General Assembly has elected a new delegation of Board Officials. The Governing Board members hold office for a term of two years and appoint an Executive Director who acts on the behest of the Board and carries out the day-to-day activities. S/he heads the management team and is responsible for the operation and implementation, and follow-up of the policies and programs approved by the Board.

# GOVERNING BOARD



**Mr. Shankar Man Shrestha**  
**Chairman**

Mr. Shrestha is a microfinance expert with five decades of experience and learnings in the rural banking and microfinance sector. He is one of the nine promoters of the Centre and also the founder Executive Director of CSD. He was the first Chief Executive Officer of the Rural Microfinance Development Centre Ltd. and served from August 1999 to April 2014. He contributed to the Agricultural Development Bank Ltd. working in various capacities such as Deputy General Manager, Director of Agricultural Credit Training Institute, Chief of Credit Department, Regional Manager etc. for 25 years. He has served as the Chairman of the Centre for Rural Technology (CRT) Nepal and is a member of advisory committee of Samriddha Pahad, UK and Samriddha Pahad Company Nepal. He had also served as the member of Board of Director of Nepal Banking Institute (NBI) since its inception to April 2014. He has a M.A. Degree in Economics from Tribhuvan University and was a special student of Agricultural Economics at the Texas A&M University, USA. Mr. Shrestha has a long and rich experience of organizing and facilitating microfinance seminars, conferences, workshops and training programs. He has delivered sessions at a number of seminars and conferences as guest speaker both at home and abroad. His articles, reports and papers on rural development and the microfinance sector has been published in various journals and magazines within the country and abroad. His vast knowledge, experience and network of connections is a huge asset to CSD.

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**Mr. Yogendra Mandal**  
**Vice Chairman**

Mr. Mandal is a keen microfinance practitioner with an intensive drive for introducing new products, technologies and services to the microfinance field through his program. He is the Chairperson and founder Executive Director of Jeevan Bikas Samaj and has a long working experience in rural development programs. He is equipped with a B.Sc from Tribhuvan University. Mr. Mandal has attended a number of seminars, conferences, workshops and training programs both at home and abroad, related to the field of microfinance and rural development.

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**Ms. Shova Bajracharya**  
**Treasurer**

Ms. Bajracharya has been involved in the microfinance sector for nearly two decades and currently heads the microfinance program of Manushi as General Manager. She taught at the Hiralal Multiple Campus as an Assistant Lecturer and worked in development organizations such as SEARCH and IIDS. She is equipped with a Masters Degree in Economics from Tribhuvan University. Ms. Bajracharya's educational qualification is further enriched with her experience of managing microfinance and community development programs exclusively focusing on women.

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# OFFICIALS



**Dr. Sumitra  
Manandhar Gurung  
Member**

Dr. Gurung can be called as one of the pioneer women to enter the field of microfinance in Nepal. She is the only woman promoter of CSD. She started her career as a professional staff at the International Centre for Integrated Mountain Development (ICIMOD) and progressed on to work as Project Director at Plan International Nepal. Previously, she headed the Women Cooperative Society (WCS) as Chief Executive. Currently, she is the Chief Executive Officer of Mahila Sahayatra Microfinance Bittiya Sanstha Ltd. She has received her Ph.D. in Geography from University of Hawaii at Manoa, USA. Dr. Gurung regularly participates at seminars, conferences, workshop and trainings both at home and abroad.



**Mr. Ram Kumar  
Shrestha  
Member**

Mr. Shrestha comes from the background of rural banking. For over 25 years he served at the Agricultural Development Bank Ltd. working under various capacities. During his tenure, he served as the zonal and branch manager in various zones and branches and as an officer at the Human Resource department. During his tenure in CSD from 1992 – 2014, he overlooked the Training and Community Development department, retiring as Director. Mr. Shrestha also led the Swabalamban Laghubitta Bikas Bank Ltd. as CEO from November 2009 – November 2011 and currently represents the promoter shareholders as Board Director. Mr. Shrestha holds a M.A. Degree in Economics from Tribhuvan University and has great interest in literature and is famous for his literary works among the Nepali literatures.



**Ms. Bimala Yogi  
Member**

Ms. Bimala Yogi is the Chairperson of Nepal Women Community Service Centre. She has been actively involved in raising awareness, empowering women and organizing them in savings and credit groups since the last two decades. She has held office as board member in various community and welfare programs in the Dang district and has participated in training programs and workshops on topics of empowering grassroots communities, role of women in agricultural cooperatives, farm management, improving rural life and so forth. Ms. Yogi has taken part in both domestic and international exposure visits and holds a Masters Degree in Sociology from Tribhuvan University.



**Mr. Arjun Shrestha  
Member**

Mr. Arjun Shrestha is the Chairman of Shreejana Development Centre. He has been working in the social and community development field for several years and has been a part of the organization for over 25 years. He takes a keen interest in the activities of the organization and is involved in various community and academic programs and institutions in the district in the role of member and advisor. Over the years, Mr. Shrestha has participated in various exposure visits, workshops and training programs related to microfinance, management and development.



# CSD Team

The CSD Team is a terrific mixture of individuals who bring their best towards the organization and the sector's development. It constitutes of a blend of experienced and well-equipped individuals leading the team along with robust and energetic individuals eager to assist with their freshly acquired academia qualification. A conducive environment is created wherein innovations and ideas take place. The team is highly dedicated towards contributing to the microfinance sector through knowledge dissemination and research in the form of summit, conferences, workshops, interactions, training programs, exposure visits and impact studies.



*Group photo of CSD staff*



*CSD team in a staff meeting*



# CSD Team Profile



**Mr. Shanker Nath Kapali**  
Executive Director

Mr. Kapali has been working in the development sector, particularly in agricultural banking and microfinance sector for the last four decades. He has several years of work experience in the Agricultural Development Bank Ltd. under various capacities and joined CSD as Deputy Director in 2004. Mr. Kapali has been leading CSD as the Executive Director since August, 2015 and representing the Centre on the Board of Swabalamban Laghubitta Bikas Bank Ltd. since March, 2014. He has participated in numerous programs related to Social Impact Measurement, Management Information System (MIS), Delinquency Management and has been able to channelize years of field experience and knowledge into developing new training modules and programs for the Centre. He holds an M.Com. Degree from Tribhuvan University.



**Mr. Satish Shrestha**  
Director

Mr. Shrestha comes with over a decade long experience of working in the microfinance sector. He joined CSD as Deputy Director in the year 2010 and has been serving as the Director of CSD since June, 2016. He is one of the promoters of Swabalamban Laghubitta Bikas Bank Ltd. and has been serving as the Board of Director since July, 2015. He is a fully Certified Trainer of Asian Development Bank and World Bank's Microfinance Training of Trainers course and heads the training department at the Centre. He has taken part in numerous conferences, workshops, training programs and exposure visits including the Global Microcredit Summit 2011 in Valladolid, Spain. Mr. Shrestha holds a Masters Degree in Human Resource Management from Kathmandu University.



**Ms. Stephaniema Rana**  
Senior Officer

Ms. Stephaniema comes with a background in the development and social sector. She joined CSD as Senior Officer in 2015. She previously worked at the Rural Microfinance Development Centre Ltd., a wholesale lending organization in Nepal, where she focused on the institutional and social development of microfinance institutions across the country. She has been involved in the social sector through various NGOs based in India and Nepal working with marginalized children and women. She is experienced in coordinating conferences, workshops and interactions at both regional and national levels. She holds a B.A. Degree in Economics from Delhi University, India.



**Ms. Renu Prajapati**  
Training Officer

Ms. Renu Prajapati has the experience of working as a counselor and teacher before joining the sector. She joined CSD as an Intern in 2014. She is a Certified Trainer of Asian Development Bank and World Bank's Microfinance Training of Trainers course. At CSD, she is involved in designing training programs, facilitating and coordinating them as well as carrying out the administrative work. She completed her M.B.A. Degree in Finance from Pokhara University.



**Mr. Sanjay Maharjan**  
Accounts Officer

Mr. Sanjay has been involved in the field of marketing and accounts. He joined CSD as a Trainee in 2016. Prior to CSD, he worked at Panchakanya Group, Chirayu National Hospital, Riddhico Tile Udhyog and interned at Prime Commercial Bank Ltd. Currently, he supports the accounts department and has completed a Master in Business Studies from St. Xavier's College.



**Ms. Shristina Shrestha**  
Administration Assistant

Ms. Shrestha joined CSD as an Assistant in 2014 and has been supporting the organization in various roles from organizing training programs to administrative work and in other capacities. She currently assists the accounts department apart from her other duties. She is currently pursuing her Master in Business Studies from Tribhuvan University.



**Mr. Sanjay Shrestha**  
Training Assistant

Mr. Sanjay Shrestha joined the CSD team in July 2016. He supports in organizing training programs and exposure visit programs both at home and abroad. He oversees the social media activities of the Centre. He is currently pursuing a B.B.S. Degree from K&K International College.



**Ms. Sagarika Khadka**  
Research Assistant

Ms. Sagarika is the newest entrant to the CSD team joining as a Trainee in December 2016. She interned at the Laxmi Bank Ltd. under the Customer Service Department and also worked in administration at ARED (Academy for Research and Entrepreneurship Development Pvt. Ltd.). She is currently pursuing her M.B.S. from Tribhuvan University.

# CSD Focus Areas



## CSD work methodology:

- ▶ Design and develop need based, demand driven training and exchange visit programs and deliver such programs in a participatory approach,
- ▶ Promote cooperation and shared learning approach to implement a standard practice of microfinance in the sector,
- ▶ Identify product design and service delivery mechanism to address the financial need and challenges of target communities,
- ▶ Create a knowledge pool by disseminating information regarding current microfinance practices, new products and services, upcoming events through various publications and study reports,
- ▶ Strengthen MFIs and help upgrade quality of their services by enhancing their human resource capacity,
- ▶ Rally as a unanimous voice of the microfinance sector on various issues and challenges faced by the sector,
- ▶ Cultivate the message of self-help and self-development among the member institutions through conferences, workshops, interactions and training programs at the national, regional and field levels,
- ▶ Undertake research and impact studies in microfinance and related sectors,
- ▶ Provide advice and counsel to the stakeholders.

“CSD follows a membership based network establishment to strategically equip and empower the MFIs and Cooperatives.”

# Progress and Achievements of year

# 2016/17

## Major Highlights

# 1

Silver Jubilee Celebration

# 2

Workshops

# 6

Interaction Programs

# 18

Training Programs

# 11

Exposure/ Study Visits

# 1

International Summit



### CSD Celebrates Silver Jubilee Anniversary

On Shrawan 28, 2073 (August 12, 2016) promoters, individuals and institution members, former Board Directors and staff, Microfinance Institution leaders and friends came together at the Hotel Yellow Pagoda, Kathmandu to mark the Silver Jubilee of the Centre.

The celebration was graced by the Governor of the Nepal Rastra Bank (NRB), Dr. Chiranjibi Nepal as Chief Guest. Executive Director of CSD, Mr. Shanker Nath Kapali welcomed the gathering and a documentary showcasing two decades of CSD's journey was presented to the

audience. An introduction to CSD and its journey was given by Dr. Sumitra Manandhar Gurung, on behalf of the Governing Board while former Director, Mr. Ram Kumar Shrestha shared his over two decades of work experience in the organization. Deputy Governor of NRB, Mr. Chintamani Shivakoti congratulated CSD on its journey so far and the admirable work it had undertaken for the benefit of the rural people.

On the occasion, Dr. Chiranjibi Nepal felicitated the Promoters, former Board Members and staff of CSD who had served for over two decades. Token of appreciation was also handed to the sponsors of the National Microfinance Members' Summit under the Gold, Silver and Bronze categories.



Dr. Rabindra Shakya, a development planner and strategist, delivered a prelude to the Program Proceedings Report of the National Microfinance Members' Summit which was then launched by the Governor of NRB, Dr. Chiranjibi Nepal. Addressing the gathering, Dr. Nepal said, "CSD has played a pivotal role in shaping the microfinance sector right from the beginning until now and I laud your efforts."

Mr. Shankar Man Shrestha, Chairman of the Governing Board thanked the Governor for gracing the event and said, "Microfinance was started as the barefoot banking to the poor and we must not forget the essentials of microfinance. If there is any program that can generate self-employment and a poverty-free society, then it is the microfinance program."

A vote of thanks was delivered by Ms. Shova Bajracharya on behalf of the Governing Board.

## A. Training Programs

### A.1 Microfinance Operations & Management Training

The year started with providing branch managers of various microfinance institutions (MFIs) with the knowledge and skills on the basics of microfinance operations and management. The first training program was held in Kathmandu from July 31 – August 3, 2016 and had 20 participants from nine different institutions. The second program was customized for Dhaulagiri Community Resource Development Center (DCRDC) – a member institution of CSD. The training in Baglung took place from January 24 – 27, 2017 and was attended by 38 branch managers of DCRDC.



The program dealt with inculcating the basic norms of microfinance operation and management at the branch level. It reiterated the need for correct client identification, group formation, group dynamics, identifying credit needs, appraisal of loans and loan utilization.

Out of 58 participants, 22 were male and rest 36 were female.



### A.2 Self-Development Management Training

A Self-Development Management training was customized for the branch managers of Manushi in Kathmandu from August 25 - 26, 2016. The objective of the training was to instill positivity and optimism among the participants that would build confidence, effectiveness and efficiency. Sessions on skill and knowledge building were held during the training. The outcome of the two-day training would lead to better communication between different levels of management and strengthening relations with members and among the office staff.



Out of 22 participants, 14 were male and rest 8 were female.

### A.3 Credit Appraisal Training

An impressive number of five Credit Management training programs was organized by the Centre. All five programs took place in the capital. The training targeted at enhancing the credit analysis and management capacity of the loan officers of various MFIs. CSD aims at creating a pool of diligent, dedicated and dutiful loan officers at the field so as to overcome any challenges faced at the field level and the day-to-day operations of microfinance.





The first training was held from August 31 - September 2, 2016 and had a total of 28 participants. Due to high demand from member institutions, this was immediately followed by another training from September 26 - 28, 2016 which was attended by 24 loan officers.



The third training took place from February 21 - 23, 2017 with 23 participants and the fourth was held from April 2 - 4, 2017 with 28 participants. The last training was participated by 28 loan and field officers and took place from June 15 - 17, 2017.

Out of 131 participants, 101 were male and rest 30 were female.

#### A.4 Branch Management Training

Three Branch Management training programs took place during the year. The first was customized for the branch managers of a member institution of CSD - Mirmire Microfinance Development Bank Ltd. The training was held in the CSD Training Hall from September 17 - 19, 2016 for 20 branch managers.

A second training was held from March 7 - 9, 2017 in Kathmandu which had a total of 28 participants from 11 MFIs. The third training comprising of 18 participants from 8 MFIs also took place in Kathmandu from April 10 - 12, 2017. Both training programs were conducted at the CSD Training Hall.

The training focused on developing branch managers as leaders in their current role at the branch level as well as preparing them for their next role at the area or regional level of their respective institution.



Sessions were held on topics of client protection and management, financial analysis, program planning and budgeting, self-management, monitoring and supervision etc.



Out of 66 participants, 54 were male and rest 12 were female.

#### A.5 Training of Trainers (ToT)

In order to prepare a second batch of in-house trainers for the MFIs, this year another Training of Trainers program was held to further develop training officers. The training comprising of 23 training officers representing 13 different MFDBs, FINGOs and Cooperatives was held at the CSD Training Hall from November 20 - 24, 2016.

The five daylong training was successful in imparting Knowledge, Skill and Attitude (KSA) among the trainees which form the basis of an effective trainer. The participatory approach of the training made it easy to understand and grasp for the participants. Ample opportunity was given to the participants to acquaint themselves with training contents, need assessment, methodology, delivery, question handling and writing training completion reports.



Out of 23 participants, 22 were male and 1 was female.

### A.6 Fundamentals of Accounting in Microfinance

With the objective of developing motivated staff of microfinance institutions (MFIs) from the bottom-up, this year the Centre focused on providing training to the field level staff of MFIs. Altogether, five training programs were held on the topic both in the capital and at the regional levels as well.



The first training was held in Kathmandu and took place from December 6 – 9, 2016 in the CSD Training Hall. The first batch consisted of 24 participants from 13 different MFIs.



The remainder 4 trainings were held at the regional level, of which three were customized to meet the need and demand of the participating organizations. A customized training was organized for Kisan Foundation, Kailali from January 16 – 18, 2017 where 38 participants took part. Following which an open training for all MFIs was held in Banke from January 20 – 22, 2017 with 24 participants representing 9 MFIs operating in the region. On the request of the member institutions Shrijana Community Development Center (SCDC), Siraha and Mahuli Samudayik Laghubitta Bittiya Sanstha Ltd. (MSLBSL), Saptari two customized training were held from May 22 - 24, 2017 and May 25 - 27, 2017 respectively for their field staff with 23 field staff participating in the former and 29 in the latter.



The three day training program focused on disseminating the basic principles of microfinance and forming a strong foundation of the field staff of MFIs. The participants were taught on operational tools of microfinance and the techniques of accounting.

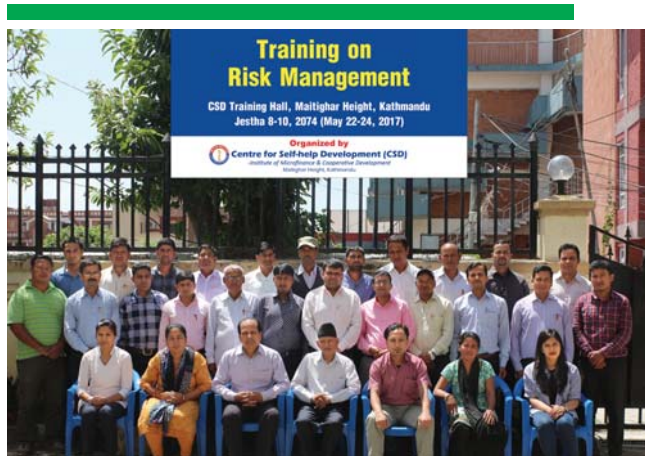
Out of 138 participants, 99 were male and rest 39 were female.

### A.7 Risk Management Training

Keeping in mind the current issues of duplication of clients, over indebtedness, multiple financing and unhealthy



competition riddling the microfinance sector and its implications on the sustainability of MFIs, CSD tailored a training to address the need of the hour. The Risk Management Training targeting the senior officers of MFIs was attended by 23 participants from 14 different MFIs.



From May 22 - 24, 2017, the participants were enlightened on topics of risk analysis and identification, types of risks in MFIs, risk mitigation process, portfolio management and internal audit system.

Out of the 23 participants, 20 were male and rest 3 were female.

## B. Interaction Programs

### B.1 Impact of Monetary Policy 2016 on the Microfinance Sector in Nepal

The Centre kick started the fiscal year by facilitating a prudent and highly essential dialogue between the Nepal Rastra Bank (NRB) officials and the microfinance practitioners of Nepal. The gathering discussed on the new Monetary Policy of 2016 and its implications on the



microfinance sector. There were 43 Chief Executive Officers representing wholesale lending organizations, MFDBs, FINGOs and Cooperatives who came together on August 7, 2016 to put forth their queries and concern. The Deputy Governor of the Nepal Rastra Bank, Mr. Shiba Raj Shrestha, graced the program as Chief Guest. He recognized the efforts of the MF sector in reducing poverty in the country as well as empowering women adding that policy interventions from the NRB are required to keep the sector in check. The NRB officials highlighted on the rationale behind the changes in the policies related to microfinance, specially the interest rate cap.



The program was chaired by Mr. Shankar Man Shrestha, Chairman of CSD. The special guests of the program were Mr. Shiva Nath Pandey, Executive Director, Banks and Financial Institutions Regulation Department, NRB; Mr. Upendra Kumar Paudel, Executive Director (Acting), Microfinance Promotion & Supervision Department, NRB and Mr. Dharma Raj Pandey, Chairman of the Nepal Microfinance Bankers Association (NMBA), former Executive Director of NRB Dr. Binod Atreya and Dr. Narahari Dhakal, Executive Director of Centre for Empowerment and Development.

The forum discussed the 7% spread rate restriction imposed on MFIs as well as the stipulation of 2% direct lending by commercial banks to the grass-root deprived families which would result in fund crunch for MFIs. The officials deliberated on the repercussion of the Monetary Policy, 2016 on the microfinance sector. The open dialogue was successful in strengthening ties and understanding between NRB and the microfinance stakeholders.

Out of 43 participants, 36 were male and rest 7 were female.

## B.2 One-Day Interaction on Microfinance

Giving continuity to the follow up of the 17 point declaration passed by the participating organizations at the National Microfinance Members' Summit 2016, four One-Day Interaction on Microfinance were held across the country. The programs were organized in collaboration with; Bauddha Grameen Multipurpose Cooperative Ltd. (BGMCL) in Surkhet on October 4, 2016, Environment Development Multipurpose Cooperative Ltd. (EDCOL) in Surkhet on October 5, 2016, Sahara Nepal Saving and Credit Co-operative Society Ltd. (Sahara Nepal SACCOS) in Jhapa on November 13, 2016 and lastly Mahuli Samudayik Laghubitta Bittiya Sanstha Ltd. (MSLBSL), in Saptari on November 14, 2016.



The interaction aimed at building up common understanding, perception and agenda with regard to the policy, approach and strategies of the organization among the various tiers of organization such as the Board Members, Management, Branch Managers and Staff. Branch Managers presented their progress report and credit plus initiatives undertaken by them. They also voiced the challenges faced during their field operations. Discussions addressing these challenges were held which was facilitated by the Chairman of CSD, Mr. Shankar Man Shrestha himself. His active presence at the field level has been a source of inspiration to one and all.

The staff and Board Officials of the participating institutions have been enthused and invigorated to better serve the target groups and community. The sense of responsibility and drive for development has been revitalized among all.



The program held by BGMCL had 100 participants, EDCOL had 46 participants and Sahara Nepal SACCOS and MSLBSL had 70 and 43 participants respectively.

Out of 259 participants, 164 were male and rest 95 were female.

## B.3 A Journey from an NGO to a Bank: Bandhan Bank's experience

On March 9, 2017 the Centre for Self-help Development organized an interaction program on an experience sharing session with Mr. Chandra Shekhar Ghosh, Founder and Managing Director of Bandhan Bank, India. The program took place in the capital city, Kathmandu and was attended by 40 heads of various Commercial Banks, Development Banks, Wholesale lending organizations, Microfinance Institutions (MFIs) and media persons.

The interaction was held by the Centre to introduce the works of Bandhan Bank and share their experience on





how microfinance operations could be upgraded to a universal bank and serve both the poor and non-poor clients from rural, semi urban and urban areas for creating enterprises and self-employment opportunities and taking modern banking facilities to the doorstep of the people.



Mr. Chandra Shekhar Ghosh was the Chief Guest and Keynote Speaker of the program which was chaired by Mr. Shankar Man Shrestha, Chairman of CSD. Special Guest of the occasion was Mr. Anil K. Shah, Chairman of Nepal Bankers' Association (NBA) and CEO of Mega Bank Nepal Ltd. Also seated on the dais were former Chairman of Nepal Bankers' Association, Mr. Sashin Joshi, CEO of Nabil Bank Ltd. and Mr. Ashoke SJB Rana, CEO of Himalayan Bank Ltd.

Delivering his keynote speech, Mr. Ghosh shared how the concept of Bandhan came into being and the incident that led him to establish Bandhan in the year 2001. Driven by the constant desire to serve the people better, Bandhan marched on to become a universal bank in 2015. Incidentally, Kolkata-headquartered Bandhan is the first bank to be set up in the eastern part of India after independence.

Out of 40 participants, 32 were male and rest 8 were female.

## C. Workshops

### C.1 Cooperatives Board Officials Seminar

On the request of various Cooperative Institutional Members of the Centre for Self-help Development (CSD), CSD organized a two-day seminar for the Board Officials of the prominent microfinance cooperatives of Nepal. The program took place from November 9 – 10, 2016 in Kathmandu. The seminar was attended by 31 Board Officials from 9 Cooperatives and was chaired by CSD's Chairman, Mr. Shankar Man Shrestha.



The Seminar dealt with the current status of the Cooperatives, its rich history and chief contribution to the development of the agricultural sector and local communities, the pertinent issues and challenges currently faced and its potential implications in the future growth and development of the economy. There were also sessions delivered by resource persons who had years of experience in the cooperative and microfinance sector.



Three main possibilities of the Cooperative sector was deliberated on; poverty alleviation through outreaching the extremely poor families, bringing a revolution in the agricultural sector through focusing on agricultural and livestock farming and creating youth self-employment. The two-day program culminated with a 14-point



declaration unanimously passed by the delegates at the Seminar.

Out of 31 board officials, 24 were male and rest 7 were female.

## C.2 Learning from the Grameen Financial System

The Centre in joint collaboration with the Grameen Trust (GT), Bangladesh initiated a two-day program on the Grameen Financial System, in the capital city, Kathmandu. CSD's objective in undertaking the joint program was to learn from the Grameen Bank, Bangladesh experience which is the pioneer microcredit organization in the world and to self-realize the areas for improvement in Nepali MFIs.



Managing Director, Mr. Abdul Hai Khan and Deputy General Manager, Mr. Mir Hossain Chowdhury of the Grameen Trust were the chief resource persons for the program. The workshop which took place from February 9 – 10, 2017 was attended by 36 microfinance CEOs of Nepali MFIs.

The program was formally inaugurated by the Chief Guest of the ceremony Deputy Governor of the Nepal Rastra Bank Mr. Chinta Mani Siwakoti who highlighted the state of the Bank and Financial Institutions (BFIs) in Nepal. The two-day program comprised of sessions on the Grameen Financial services, loan and savings products, dealing with delinquency and default management, staff recruitment



process, star system of Grameen Bank, how to create zero unemployment and creating a second generation of members.

All the participants were fully satisfied, having met the objective of the workshop and unanimously agreed on the necessity of such programs to be held every second year. The attendants were impressed with the Grameen Star awarding system and the tips and techniques to reduce and avoid default and delinquency and have vowed to implement the best practices in their respective organizations.

Out of 36 microfinance chiefs, 30 were male and rest 6 were female.

## D. Conference

### D.1 Participation in the National MF Summit Nepal 2017

The National Microfinance Summit Nepal was held from March 15-17, 2017 at Hotel Yak and Yeti, Kathmandu. The Summit was organized by the Centre for Microfinance in joint support from various national and international MFIs and development agencies.

The summit which revolved around the theme 'Balancing Financial, Social and Human Values' was inaugurated by the Finance Minister, Mr. Krishna Bahadur Mahara. There were altogether four participants from CSD at the Summit; Mr. Shanker Nath Kapali, Executive Director; Mr. Satish Shrestha, Director; Ms. Stephaniema Rana, Senior Officer and Ms. Renu Prajapati, Training Officer.

Chairing the session on 'State of Microfinance in South Asia', Chairman of CSD, Mr. Shankar Man Shrestha, provided an overview of the main challenge in the Nepalese microfinance sector. He said, "Multiple financing and over indebtedness in the sector is going unrestrained. However, if the loan is utilized in the productive sector, then, multiple financing is not a big issue." He cautioned, "MF practitioners in Nepal are drifting from the fundamentals of microfinance and this can pose a huge challenge for all the stakeholders involved in the sector."

Over 600 microfinance practitioners attended the three-day event which concluded in a 17-point declaration.

### D.2 Asia-Pacific Financial Inclusion Summit

A group of 12 microfinance practitioners were led to the region's premier thought leadership event on financial inclusion by the Chairman of CSD, Mr. Shankar Man Shrestha. The event took place on March 21 – 22, 2017 in Hanoi, Vietnam.

The Asia-Pacific Financial Inclusion Summit was hosted by the State Bank of Vietnam and organized by the Citi Foundation and the Foundation for Development Cooperation (FDC), in partnership with the Banking with the Poor Network (BWTP) and the Economist Group. The organizers sought to convene key stakeholders in the inclusive finance ecosystem to drive collective actions to promote positive change and inclusive growth across the region.

The 2017 Summit explored opportunities and challenges of the next generation of financial inclusion and facilitated interactions with policy-makers on the latest national and regional initiatives and frontier issues in enabling greater financial inclusion in the region. It also showcased the latest technology and innovations in financial products and services for the unbanked and underserved. Stimulating debates and knowledge exchange among thought leaders, experts and fellow practitioners for best practice programming were carried out at the event wherein partnership models that could most effectively achieve scale and impact were ventured.



Among the gathering of more than 450 senior leaders and practitioners from non-profit organizations, financial service institutions, central banks and government agencies, MFIs and multilateral organizations, 26 microfinance practitioners from Nepal were a part of this milestone event. The participating organizations were; Sahara Nepal SACCOS Ltd., Nerude Laghubitta Bikas Bank Ltd., Jeevan Bikas Samaj, Shrijana Community Development Center, Dhaulagiri Community Resource Development Center, Chartare Youth Club, Rural Women Development Centre and UNYC Nepal. The visit was coordinated by Ms. Stephaniema Rana, Senior Officer of CSD.

Out of 12 microfinance chiefs and board officials, 11 were male and 1 was female.

## E. Exposure/ Study Visits

### E.1 International Exposure Visit

This year, the Centre coordinated a total of 10 International Exposure Visits to new destinations and old. Of the total, four took place in Bangladesh, three in Sri Lanka, one each to the Philippines, India and Cambodia.

#### i) Philippines

CSD in cooperation with the Microfinance Council of the Philippines (MCPI) organized a week long exposure visit to the Philippines from November 6 – 12, 2016. The team of 10 were led by Director of CSD, Mr. Satish Shrestha and comprised of Board Officials and Executive Chiefs of Kisan Bahuuddeshiya Sahakari Sanstha Ltd., Nepal Women Community Service Centre, Swarojgar Laghubitta Bikas Bank Ltd. and Grameen Swayam Sewak Samaj.



The team made field visits to observe the practices of renowned microfinance institutions in the country such as CARD MRI, ASKI and ASHI. They also interacted with officials from the Central Bank of Philippines (Bangko Sentralng Pilipinas) regarding the regulatory practices of the microfinance sector. The visiting officials were briefed on the operational modalities of the MFIs and interacted with the staff and microfinance members as well.

Members of the team were impressed with the introduction of technology and practices of MFIs and seek to introduce such operating system, modality and approach in their respective organizations.

Out of 10 microfinance chiefs and board officials, 7 were male and rest 3 were female.



## ii) Sri Lanka

In light of the success of the study visit to Sri Lanka during the previous year, the Centre organized three exposure visits to Sri Lanka. The visits were organized in collaboration with the Lanka Microfinance Practitioners' Association (LMFPA) of Sri Lanka.



The cohesive agricultural and microfinance practices followed by the MFIs and Cooperatives in Sri Lanka has been a great learning opportunity for the Nepalese MFIs, especially the Cooperative sector. Additionally, the teams found that the MFIs were actively engaged in community development projects, women rights issues, promotion of micro-entrepreneurship and credit plus activities.

The first team comprised of 11 officials from six different MFIs; Mirmire Microfinance Development Bank Ltd., Dhaulagiri Community Resource Development Center (DCRDC), Shreejana Development Centre, Bauddha Grameen Multipurpose Cooperative Ltd. (BGMCL), Environment Development Cooperative Society Ltd. (EDCOL) and Deprosc Laghubitta Bikas Bank Ltd., and led by Ms. Renu Prajapati, Officer of CSD. The visit took place from November 19 – 26, 2016.



The second and third teams were led by Director of CSD, Mr. Satish Shrestha. The second team composed of 12 Board Officials and senior management of Jeevan Bikas Samaj, Swabalamban Laghubitta Bikas Bank Ltd., Shrijana Community Development Centre (SCDC), Nagbeli Laghubitta Bikas Bank Ltd., Dhaulagiri Community Resource Development Center (DCRDC), Mahila Adhikar Tatha Bikas Kendra, Mirmire Microfinance Development Bank Ltd. and Swadeshi Laghubitta Bittiya Sanstha Ltd. The visit took place from December 17 – 24, 2016.

An eight member team comprising of Board of Directors from Dhaulagiri Community Resource Development Centre (DCRDC) and Shrijana Community Development Centre (SCDC) visited Sri Lanka from February 11 – 18, 2017.

Out of 31 board officials and senior management, 28 were male and rest 3 were female.

## iii) Bangladesh

No study of microfinance is complete without visiting Bangladesh, a country revered as the birthplace of microfinance and brainchild of Nobel Laureate Prof. Muhammad Yunus of the Grameen Bank, Bangladesh. Citing the longstanding good relation with the Integrated Development Foundation (IDF) of Bangladesh, four exposure visits to Bangladesh were conducted during the year.

During the study, the groups observed group meetings and interacted with the microfinance members. Some also visited their households and their business activities. Following the field visits, the team engaged in discussions with staff at the branch, zonal and regional offices regarding microfinance practices, operational modalities, credit plus programs, agricultural, health and solar initiatives, educational programs and scholarships and so forth. The participants also visited the head offices of Grameen Bank and IDF and shared experiences with the senior management and executives.



The first visit was held from December 3 – 10, 2016 and comprised of 9 officials of six MFIs; namely Mahila Upkar Manch, Udayadev Multipurpose Cooperative Ltd., Laxmi Laghubitta Bittiya Sanstha Ltd., Mahila Sahayatra Microfinance Bittiya Sanstha Ltd., Mahuli Samudayik Laghubitta Bittiya Sanstha Ltd. and SOLVE Nepal. The team was led by CSD Officer, Mr. Sanjay Maharjan and had the opportunity to visit IDF and Grameen Bank practices.



The second team of three executive chief and board officials of Womi Microfinance Bittiya Sanstha Ltd. and Laxmi Laghubitta Bittiya Sanstha Ltd. visited Bangladesh from January 7 – 16, 2017.



The third team of 7 officials were led by Mr. Ram Kumar Shrestha, Board Director of CSD. The visit spanned from February 25 - March 4, 2017 and had team members from Mahila Upkar Manch, UNYC Nepal, Mahuli Samudayik Laghubitta Bittiya Sanstha Ltd., Grameen Mahila Utthan Kendra and Shreejana Development Centre.



The last exposure visit to Bangladesh took place from April 22 - 29, 2017 for Board Officials and staff of 3 MFIs; namely Mahila Upkar Manch, Mirmire Microfinance Development Bank Ltd. and Mero Microfinance Bittiya Sanstha Ltd. The 8 participants were led by Mr. Sanjay Shrestha of CSD and was able to observe the activities of the Grameen Bank and IDF.

Out of 27 board officials, chief executives and senior management, 17 were male and rest 10 were female.

#### iv) India

Kick starting the year 2017, CSD organized the first exposure visit to our neighboring country, India, to observe the operations of Bandhan Bank Ltd. which originated in the cultural hub of West Bengal. Nine top microfinance practitioners representing the eastern, central and mid-western development regions of Nepal were a part of the program which took place from January 9 – 16, 2017 and spanned across Siliguri, Sikkim and Kolkata.

In order to learn from the Bandhan experience, the team, led by the Chairman of CSD, Mr. Shankar Man Shrestha started out by observing the field activities in New Jalpaiguri and Siliguri, West Bengal and in Gangtok, Sikkim. During the field visits, it was refreshing to observe that the essence of microfinance was not lost among the staff and the clients of Bandhan, despite over a decade of operation.

Loan and savings products were kept simple and designed according to the needs of the members. As a





bank, the members were issued a debit cum ATM card and every financial transaction was processed using the Point of Sale (POS) machine. The POS machine created much interest among the visiting team members. The team also visited the Learning Center in Siliguri, where training was in session.

The eight day program ended with an experience sharing with the top management of Bandhan at their head office in Kolkata. The team had the opportunity to meet and exchange experiences with the Founder of Bandhan, Mr. Chandra Shekhar Ghosh.



Sahara Nepal SACCOS, Nerude Laghubitta Bikas Bank Ltd., Mahuli Samudayik Laghubitta Bittiya Sanstha Ltd., SOLVE Nepal, Swarojgar Laghubitta Bikas Bank Ltd., Manushi, UNYC Nepal and Nepal Women Community Service Center were a part of the visit. The visit was coordinated by Senior Officer of CSD, Ms. Stephaniema Rana.

Out of 9 chief executives and board officials, 7 were male and rest 2 were female.

## v) Cambodia

This year, the Centre has established new partnership with the Cambodia Microfinance Association (CMA), the key institute that contributes in creating a local and international network between microfinance operators in Cambodia. From March 23 – 28, 2017, 12 microfinance chiefs and board officials led by the Chairman of CSD, Mr. Shankar Man Shrestha observed the microfinance practices within the country.



They engaged in discussions regarding the legal and regulatory frameworks, government policies relating to microfinance, role of the Central Bank, MFIs capital structure, approach and strategies, CMA role and structure. The team had the opportunity to visit two well-known MFIs, AMK MF Institution and PRASAC MF Institution and learn about their MF operation procedures, products and services, staff recruitment and development policy and problems and challenges.

During the discussion with CMA and MFIs it was learnt that the National Bank of Cambodia, the Central Bank, had issued a new directive to the MFIs introducing an interest cap of 18% to be charged to the clients by MFIs. This was a great issue as most MFIs had been charging an interest rate of 2.5 – 3% per month. The participants found it interesting to deliberate on the topic with their fellow practitioners.

The team comprised of CEOs and Board Officials of member institutions; Sahara Nepal SACCOS Ltd., Nerude Laghubitta Bikas Bank Ltd., Jeevan Bikas Samaj, Shrijana Community Development Center, Dhaulagiri Community Resource Development Center, Chartare Youth Club, Rural Women Development Centre and UNYC Nepal. Senior officer of CSD, Ms. Stephaniema Rana coordinated the visit for the team.

Out of 12 microfinance chiefs and board officials, 11 were male and 1 was female.

## E.2 Sri Lankan Delegation visits Nepal

This year, CSD hosted a team of 13 delegates from Sri Lanka. The visit was organized in joint collaboration with the Lanka Microfinance Practitioners' Association (LMFPA) of Sri Lanka and was coordinated by Director of CSD, Mr. Satish Shrestha.

The team made a weeklong field visit to observe the microfinance practices of Shreejana Development Center, Muktinath Bikas Bank Ltd., Nawa Prativa SACCOS Ltd. and National Microfinance Bittiya Sanstha Ltd., from April 1 – 8, 2017. The delegates were also briefed on the activities of Jeevan Bikas Samaj and Sahara Nepal SACCOS Ltd. at the office of CSD in Kathmandu. During their visit, they also had the opportunity to meet and discuss microfinance policies and regulations with the Regulation Department Chief of the Central Bank.

The comprehensive discussions with executives and staff at the management level and interaction with field staff and microfinance members at the field level gave the delegates broad insight of microfinance practices and operation in the country. The visiting officials were highly impressed with the discipline of the members and the credit plus activities. They left with a lasting impression of the warm hospitality of the Nepalese people.



## Cooperative Board Officials Seminar Declaration

1. Keeping in mind the inability of the microfinance sector in including the ultra-poor and most deprived families in their coverage area, each organization will prepare a list of the left out poor families within 3 months and make work plans to expand their services to them within the next 2 years.
2. Avoid over financing members that will lead to over indebtedness and loan trap, loans have to be disbursed only after thorough appraisal of the need and capacity of the members/ borrowers.
3. Raise awareness about the negative impact of duplication of loan and vicious loan cycle among members through financial literacy programs.
4. Take forward agricultural development finance programs in their respective areas, to improve the agricultural development in the country.
5. Reduce the rate of youth out-migration by promoting youth self-employment and assist in providing the necessary loan and technical support for feasible enterprises.
6. Organize interactions in the community level to reduce the social evils prevalent in the community.
7. Focus on making all the members more active and business oriented instead of increasing the number of members and keeping them inactive and dormant.
8. Minimize the dependency of organizations on external loan for financial resources by encouraging members to save more by bringing diversification in savings products.
9. Make adequate provisions to provide timely training for the capacity building of staff.
10. Develop and implement growth monitors of members every 6 months.
11. Provide skills development training to members as per the need of their enterprises.
12. Prepare a second generation of members.
13. Formulate policies to bring about good governance in respective organizations through in-house interaction programs.
14. Create a committee comprising of Board Officials of Cooperatives at the district level for coordination, sharing and discussing on experiences and problems, and incite conducive resolutions.





# Snapshots of Publications



## ANNUAL REPORT (2015 - 2016)



**Centre for Self-help Development (CSD)**  
-Institute of Microfinance & Cooperative Development





# KEY MILESTONES

## *Silver Jubilee Celebration*





# of the Year 2016/17

## *of CSD*







Regulatory Authorities and MF Stakeholders at the Impact of Monetary Policy 2016 Seminar



Participants at the Co-operative Board Officials Seminar



MF Chiefs with Resource Persons from Grameen Trust, Bangladesh





Bandhan Visit Team with MF members and Bandhan staff in India



CEOs of Top MFIs with Founder of Bandhan Bank Mr. Chandra Shekhar Ghosh



Visiting Sri Lankan Officials with MF members

Presented By Chairman, Mr. Shankar Man Shrestha

## Dear Members and Guests,

On behalf of the Governing Board and myself, I warmly welcome all the members and guests present here in this 26<sup>th</sup> Annual General Meeting of CSD.

On this occasion, I will briefly present before you the state of microfinance in Nepal, the Centre's progress and the financial statements in the FY 2016/17 and the summary of programs for the FY 2017/18.

## 1. State of Microfinance in Nepal

Microfinance has gained popularity globally as an effective tool in serving the ultra-poor populations who have been left out from the services of institutional and financial systems. There has been tremendous progress in the transactions, outreach, growth and number of microfinance service providers in the recent years. However, it is felt that these microfinance institutions (MFIs) that were established as a social business aiming to serve the poor and marginalized people are now tending towards a profit-oriented business and slowly getting diluted from the principal objective of microfinance. Currently, the real target group (the poor, marginalized and deprived) continues to be left out, while the well-off are being able to benefit more out of microfinance. Tangible improvements in the socio-economic status of the target group have not been noticed. The MFIs have been seen making relentless disbursement of loans with the sole aim of maximizing profit at a very high speed. If it is not checked and regulated on time, the situation may turn worse in due course of time. Hence, it is necessary that the officials and employees of MFIs need to be sensitized for raising and developing the entrepreneurship skills and capacity of the target clients.

## 2. Progress in the Fiscal Year 2016/17

In the FY 2016/17 the Centre focused on the development of the knowledge, skill and capacity of the MFIs staff and senior officials through various microfinance related training, workshops, conferences and exposure/ study visit programs.

### A) Training and Workshops

#### Training

In the FY 2016/17 CSD organized a total of 18 training programs, 13 in Kathmandu and 15 at the regional level with the participation of 332 male and 129 female, totaling 461 participants from Microfinance Development Banks, FINGOs and Cooperatives.

During the year training on subject matters related to microfinance such as, self-development management, Training of Trainers (ToT), credit appraisal and management, branch management, risk management and fundamentals of accounting in microfinance were held.

#### Workshops

During the FY 2016/17, 8 workshops were conducted, 4 in Kathmandu and 4 at the regional level, of which 286 male and 123 female, totaling 409 participants were benefitted from the programs.

Workshop on Impact of Monetary Policy 2016 on the microfinance sector, Cooperative Board Officials Seminar where cooperatives from Mechi to Mahakali participated and One-day Interaction on microfinance, a self-evaluation workshops, were conducted during the year. CSD organized a workshop for the CEOs of Nepalese MFIs on the Grameen Financial System in joint collaboration with the world renowned organization Grameen Trust of Bangladesh.

Additionally, an interaction was organized with the Founder and Managing Director, Mr. Chandra Shekhar Ghosh of the Bandhan Bank Ltd. Bandhan established itself as a microfinance program and within 15 years obtained a Universal banking license from the Central Bank. This was a new experience for the CEOs who attended the program and was an example of how an institution can attain success if it is run well with vision and dedication.

### B) Exposure/ Study Visit Programs

The Centre has been organizing exposure/ study visit programs for microfinance officials to learn from the program and works of MFIs from the abroad and imbibe it in their respective organizations. In the FY 2016/17, 12 study visits were organized; 1 in Philippines, 3 in Sri Lanka, 4 in Bangladesh, 1 in India, one each in Vietnam and Cambodia and the Centre also hosted a delegation from Sri Lanka. A total of 114 Board Officials and staff were a part of the exposure visits of which 94 were male and 20 female.

### C) Research/ Impact Studies and Publications

#### Research/ Impact Studies

##### Study on Impact of Earthquake:

Following the earthquake of April 25, 2015 and the subsequent aftershocks, a research was conducted on the



repercussions of the calamity on the microfinance members in Sindhupalchowk district and a report has been prepared. The report on 'Impact of the Earthquake on Microfinance: A Study of Sindhupalchowk District' is available on the Centre's website.

#### **Study on State of Microfinance:**

A country report on the state of microfinance in Nepal was last published in the year 2009 and since then there has been no follow-up research. In the last 10 years, microfinance has undergone several changes in the composition, outreach, position, volume of business, services and facilities to the clients, policies and regulations, institutional structure and human resource development. In order to find out the real situation of the state of microfinance in Nepal, the Centre has already started collecting information and data from MFIs to undertake a country research of the sector.

#### **Publications**

##### **CSD Newsletter 'Glimpse':**

Continuity has been given to the quarterly newsletter of CSD that reflects the activities of the Centre and its members.

##### **Annual Report:**

Continuity has also been given to the Annual Report that covers the annual progress, activities and program of the Centre.

#### **Formation of Sub-committees:**

Keeping in view the development of the microfinance sector and the need to make the program stronger, client oriented, sustainable and effective on the one hand, and the problems and issues confronting the sector, on the other, there is a need to conduct researches at the institutional level. Thus, there is a need to research and publish a report on the 'Best Practices of Microfinance' and for the purpose, we anticipate the support and participation from member institutions to conduct the same. In order to provide guidance for the work, a Study and Research Sub-committee has been formed comprising of experts from the field of microfinance and financial sector research.

Likewise, with a view to encouraging and raising awareness among the MFIs for undertaking entrepreneurship development programs, and awarding the best performing institution, a **Microfinance Entrepreneurship Development Award Evaluation Sub-committee** comprising of experts in the banking and financial sector and entrepreneurship development programs has been formed to evaluate the applications from the MFIs.

### **3. Institutional Membership**

In order to provide continuity to the objective of the Centre to develop the capacity of MFIs as per the provision made

in FY 2014/15 CSD has since been extending institutional membership to MFIs. As of July 15, 2017 there are currently 12 MFDBs, 13 FINGOs and 12 Cooperatives totaling 37 institutional members in CSD's network. Including the four promoter members of CSD, there are currently 48 CSD members comprising of 11 individual members and 37 institutional members.

### **4. Governing Board**

In the FY 2016/17 nine Board Meetings have been conducted which has provided necessary guidance to the Centre's management.

### **5. Appointment of Employees**

Sighting the requirement of staff, CSD has appointed two assistant level employees in the FY 2016/17 to fill the vacant positions.

### **6. Financial Statement of FY 2016/17**

Dear Members, I am now going to present the Centre's Balance Sheet and Income & Expenditure Statement of the FY 2016/17.

The total income in the FY 2016/17 was Rs. 3,91,40,658.69. It was increased by 45.15% in comparison to the FY 2015/16. The total amount of expenditure was Rs. 2,30,67,473.35 which was increased by 12.48% compared to the previous year.

While deducting the total expenditure from the total income, the net savings amount was Rs. 1,60,73,185.34 which was increased by 149% compared to the previous year. The net savings this year was increased due to the increased cash dividend received from the Centre's share investment as compared to FY 2015/16.

In the FY 2016/17 the General Reserve Fund stood at Rs. 1,60,73,185.34 which was increased by 15.66%.

The details of the above are mentioned in the Balance Sheet and Income & Expenditure Statement.

### **7. Summary of Programs in the FY 2017/18**

This year as usual, the Centre will be organizing various microfinance related training, workshops, conferences, self-evaluation forums, strategic workshops and exposure/ study visit programs both at home and abroad to enhance the capacity of MFIs and provide quality services to the microfinance members.

#### **A) Training, Workshops and Seminar**

##### **Training Programs**

Twenty-seven training programs will be organized in the FY 2017/18 in Kathmandu and at regional level that will address the current need and situation of the microfinance

sector. Customized training will also be organized as per the need of the respective organizations. In order to improve the effectiveness of the services of the MFIs to their members, strengthen their in-house trainer capacity and bringing about positive attitude in the staff through self-development training, related training will be implemented. These programs are expected to benefit over 594 participants from MFDBs, FINGOs and Cooperatives.

### **Workshops/ Seminar**

The Centre will organize timely and inclusive strategic workshops and seminars between concerned stakeholders and officials to discuss and present the history of microfinance, sharing of experiences and cultivate new ideas to overcome the challenges observed in the sector and strategize a way forward. CSD aims to organize seven such strategic workshops. These programs are expected to benefit over 274 participants from MFIs.

### **B) Conference**

With the primary objective of realizing the true fundamentals of microfinance and strengthening the sector to move forward in a sustainable manner and to discuss in-depth the possible challenges and issues and find out solutions and chalk out a way forward, the Centre will organize a Symposium of CEOs on 'Current Challenges and Issues in Microfinance'. The program already took place in Dhulikhel, Kavre from August 10 – 11, 2017 (Shrawan 26 – 27, 2074).

Similarly, in order to take forward the microfinance as a strong, capable and sustainable program, CSD will also be organizing a Board Members' Conference for the board officials of microfinance banks in the context of internalizing fundamentals and practices of microfinance and various directives of NRB.

### **C) Exposure/ Study Visit Programs**

#### **Domestic Exposure/ Study Visit Programs**

As there is immense possibility to learn from one another from within the country, this year the Centre will be organizing two domestic study visit programs to expose the MFIs to learn from the creative programs of one another. As such, one group of eastern MFIs will visit western, mid and far western Nepal, while another group from western Nepal will visit the activities of eastern MFIs. Forty board officials, CEOs, senior officers and officers are expected to be a part of the program.

#### **International Exposure/ Study Visit Programs**

With an aim to broaden the learning and sharing of experience of MFIs abroad, the Centre will be organizing 9 international exposure visits to Bangladesh, Cambodia, Sri Lanka, Philippines and India. Also, the Centre will coordinate study visits to Nepal from international

organizations who seek to learn from the experience and operation of Nepalese MFIs. Ninety-one participants from the level of board officials to field officers will be involved in the program.

### **D) Research/ Study/ Publications**

#### **1. State of Microfinance in Nepal**

A comprehensive research on the State of Microfinance in Nepal will be conducted and a Country Report will be published. The Study will explore the current situation of microfinance, role and contribution of various stakeholders, challenges and problems, role of microfinance in poverty alleviation and so forth.

#### **2. Study on Multiple Financing**

Increasing unhealthy competitions among microfinance service providers indicate a deterioration in the quality of the program. While studying the various problems that riddle the sector, members taking multiple-loans has been falling into a loan trap. Therefore, the Centre will undertake a study on the situation of multiple loans and come up with recommendations on the dos and don'ts of loan disbursement.

#### **3. Post-Training Evaluation Study**

In order to increase the effectiveness of training programs and to make training programs up-to-date, a questionnaire will be circulated to the related organizations and participants that will focus on evaluating the work performance of the participants and their contributions to the organizations after training. Collected suggestions and feedback will be taken into consideration while developing future training programs

#### **4. Impact of Floods on Microfinance**

The floods in the Terai region during the beginning of the Fiscal Year has brought huge destruction to both lives and property. An impact study evaluating the impact of the floods on the microfinance program will be undertaken to assess in-depth the damage caused to clients and possible outlets to revive damaged enterprises and recover loans from the affected.

#### **5. CSD Newsletter 'Glimpse'**

Continuity will be given to the quarterly newsletter of CSD that reflects the activities of the Centre and its members.

#### **6. Annual Report**

The Centre will continue to publish its Annual Report in English in the FY 2017/18 as well and hope that it will provide an overview of the work progress in the financial year.

## E) Other Programs

### Partnership Program

The Centre will collaborate with international organizations that work in the development of the microfinance sector.

## F) Establishment of Study/ Research Fund

On the request of the participating organizations in the 23<sup>rd</sup> Annual General Meeting of CSD held on December 17, 2014 (Poush 2, 2071), a study/research fund was established to undertake the necessary researches on various facets of microfinance without looking for funding support from outside the fraternity of microfinance. It was agreed that each institutional member will contribute Rs. 5 per microfinance member towards building the fund. So far, Rs. 21,59,265 has been collected from six MFIs. All member institutions who have not yet contributed to the fund are requested to do so soon.

## G) Microfinance Entrepreneurship Award

The Centre has instituted an award to the best performing member MFI after evaluating the entrepreneurship program of each applicant MFI by a committee of experts from banking and entrepreneurship development program. An amount of Rs. 1 lakh will be awarded to the best performing institution.

## 8. Future Strategies

- Spread the message of self-dependency and self-help among microfinance institutions and microfinance members as usual.
- Develop training programs keeping in mind the needs of participating institutions.
- Identify training areas that generally cover the needs of participating organizations.
- Design training programs that will improve the services of MFIs to the target group.
- Build skill and capabilities of the Centre's staff so that effective training can be delivered.
- Evaluate the various facets of each training during the training period and assess impact on his/her job performance after returning from training.
- Conduct research and studies on challenges faced by the microfinance sector.
- Manage international visits for MFIs abroad to get Nepalese microfinance practitioners exposed to microfinance work modality, system and creative programs.
- Organize exposure/study visit to model MFIs within the country.
- Conduct case studies on success stories of clients and MFIs.

- Organize timely interactions between MFIs as well as regulatory authorities.
- Facilitate solution finding to the current challenges faced by the sector via interactions, discussions and experience sharing between concerned regulatory authorities, service providers and experts.
- Sensitize MFIs on the importance of entrepreneurship development by undertaking studies on entrepreneurship development programs carried out by them and awarding the best performing MFI.
- Conduct a study on the impact of the floods on the microfinance members and provide information to the related organizations and provide support to carry out necessary program.

## 9. Vote of Thanks

Dear Members,

I would like to extend my sincere thanks to all who have provided us suggestions from time-to-time and expect support and guidance in the coming days as well.

I would also like to thank the Government of Nepal, the Nepal Rastra Bank, Grameen Bank and Grameen Trust, Bangladesh, commercial and development banks, microfinance institutions and various other national and international organizations for their kind support.

Thanks also goes to all the MFIs for sending participants to the various training programs organized by the Centre and also to the participants for their active participation in the programs. I thank all the resource persons involved in the training as well as all those who have directly or indirectly contributed to the programs.

I would like to thank Auditor Mr. Sujan Kafle and Associates, Chartered Accountant for timely auditing of accounts of the FY 2016/17.

Also, I extend my thanks to Mr. Shyam Kumar Khatri for providing legal consultancy to the Centre as and when required.

Likewise, I thank the staff of CSD for their dedication and hard-work in carrying out their job responsibilities.

I look forward to receiving the cooperation of everyone in the future as well.

Thank you!

**Shankar Man Shrestha**

Chairman  
Governing Board

Date : October 8, 2017



# Auditor's Report & Financial Statements



**SUJAN KAFLE & ASSOCIATES**  
CHARTERED ACCOUNTANTS

Post Box: 20357  
Daisy Bas, 5<sup>th</sup> Floor, New Plaza, Putalisadak  
Tel: 01-4440283, 4442603, Fax: 4422686  
Email: sujan.kafle@hotmail.com

Independent Auditor's Report  
On Financial Statements  
Of  
CENTRE FOR SELF-HELP DEVELOPMENT(CSD)

We have audited the attached Balance Sheet as on 31<sup>st</sup> Ashad 2074 (15<sup>th</sup> July 2017), Income & Expenditure Account and Cash Flow Statement for the year ending 15<sup>th</sup> July 2017 of **Centre for Self-help Development (CSD)**, Kathmandu Nepal and report that:

These financial statements are the responsibility of management of Centre for Self-help Development (CSD). Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit of these statements in accordance with generally accepted auditing standards, which require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements.

An audit includes examining, on a test basis, evidence supporting the amount and disclosures in the financial statements, and assessing the accounting principles used and significant estimates made by the management, and evaluating the overall financial statement presentation.

In our opinion, the financial statements present fairly, in all materials respects, the financial position of Centre for Self-help Development (CSD) for the year ended 31<sup>st</sup> Ashadh 2074 and are in conformity with generally accepted accounting principles.

Date: 26/05/2074(11<sup>th</sup> September 2017)  
Place: Kathmandu

  
.....  
CA Suján Kumar Kafle  
Sujan Kafle & Associates  
Chartered Accountants

## CENTRE FOR SELF-HELP DEVELOPMENT (CSD)

Kathmandu, Nepal

BALANCE SHEET AS ON 31ST ASHAD 2074

(Amt. in NRs.)

Particulars	Sch. No.	Actual Figures as at the end of current reporting period (2073-2074)	Actual Figures as at the end of previous reporting period (2072-2073)
1	2	3	4
<b>ASSETS</b>			
<b>1 Non-current assets</b>			
(a) Fixed assets	1		
Gross Block		42,194,240.39	42,205,599.68
Less: Accumulated Depreciation		15,139,807.2	14,232,801.53
		27,054,433.19	27,972,798.15
(b) Long Term Investment	2	23,892,100.00	23,892,100.00
		50,946,533.19	51,864,898.15
<b>2 Current assets</b>			
(a) Inventories (Stationery Stock)	5	183,519.21	95,735.09
(b) Sundry receivables	3	2,537,206.25	2,766,778.50
(c) Cash and cash equivalents	4	95,860,395.79	76,244,322.33
(d) Short-term loans, advances & deposit	6	640,697.21	709,084.14
		99,221,818.46	79,815,920.06
<b>TOTAL (1+2)</b>		150,168,351.65	131,680,818.21
<b>FUND AND LIABILITIES</b>			
<b>1 Fund Balance</b>			
(a) Reserves and Other Fund	7	143,800,082.80	128,006,824.63
		143,800,082.80	128,006,824.63
<b>2 Non-current liabilities</b>			
<b>3 Current liabilities</b>			
(a) Sundry payables	8	3,354,415.76	834,751.99
(b) Other current liabilities	9	2,902,353.09	2,727,741.59
(c) Audit Fee Payable		111,500.00	111,500.00
		6,368,268.85	3,673,993.58
<b>TOTAL (1+2+3)</b>		150,168,351.65	131,680,818.21
<b>Notes to Accounts</b>	17		

Schedules are integral parts of the Balance Sheet

As per our Report of Even Date attached

*Sh. Kapali*  
Executive Director  
Shanker Nath Kapali

Governing Board Of Directors  
*Sh. Shankar*  
Chairman  
Shankar Man Shrestha

*Yogendra*  
Vice-Chairman  
Yogendra Mandal

For Surjan Kafle &amp; Associates

*Shova Bajracharya*  
Treasurer  
Shova Bajracharya

*Sumitra M. Gurung*  
Member  
Sumitra M. Gurung

Chartered Accountants

*CA Surjan Kumar Kafle*  
Managing Partner

*Ram Kumar Shrestha*  
Member  
Ram Kumar Shrestha

*Bimala Yogi*  
Member  
Bimala Yogi

*Arjun Shrestha*  
Member  
Arjun Shrestha

Date: 2074/05/26  
Place: Kathmandu

Date: 2074/05/26  
Place: Kathmandu

**CENTRE FOR SELF -HELP DEVELOPMENT (CSD)**  
Kathmandu, Nepal  
**INCOME STATEMENT FOR THE FISCAL YEAR ENDING ON 31ST ASHAD 2074**

(Amt. in NRs.)

Particulars	Sch. No	Actual Figures as at the end of current reporting period (2073-2074)	Actual Figures as at the end of previous reporting period (2072-2073)
<b>I. Income</b>			
Direct Income	10	19,904,990.00	17,761,994.40
Indirect Income	11	19,235,668.69	9,203,981.68
<b>Total Income (</b>		<b>39,140,658.69</b>	<b>26,965,976.08</b>
<b>II. Operating Expenses:</b>			
Personnel Expenses	12	4,089,790.69	3,254,798.78
Office & Administrative Expenses	13	2,008,952.88	1,702,665.15
Exposure Visit Expenses	15	13,311,056.90	10,994,167.06
Training Expenses	15	1,663,481.22	1,825,820.27
Project Expenses	17	-	903,000.00
Meeting and Workshop Expenses	15	608,528.81	-
Project / Program Support Expenses	14	-	15,809.76
Financial Expenses	16	205,157.21	
Depreciation	1	907,005.66	1,545,582.83
<b>Total expenses</b>		<b>22,793,973.37</b>	<b>20,241,843.85</b>
<b>III. Surplus (I-II)</b>		<b>16,346,685.32</b>	<b>6,724,132.23</b>
<b>IV. Provision for Taxation:</b>			
Provision for Income Tax (On House Rent Income)		273,499.98	266,666.67
<b>V. Appropriation A/c:</b>			
Amount transferred to General reserve		16,073,185.34	6,457,465.56
<b>Notes to the Account</b>	17		

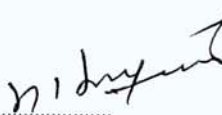
Schedules are integral parts of the Income & Expenditure.

As per our Report of Even Date attached.

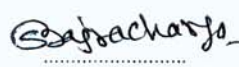
**Governing Board of Directors**

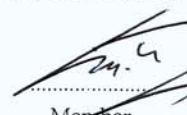
  
Executive Director  
Shanker Nath Kapali

  
Chairman  
Shankar Man Shrestha

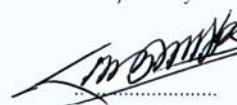
  
Vice- Chairman  
Yogendra Mandal

For Sujan Kafle & Associates

  
Treasurer  
Shova Bajracharya

  
Member  
Sumitra M. Gurung

Chartered Accountants

  
Member  
Ram Kumar Shrestha

Member  
Bimala Yogi

  
CA Sujan Kumar Kafle  
Managing Partner

  
Member  
Arjun Shrestha

Date: 2074/05/26  
Place: Kathmandu

Date: 2074/05/26  
Place: Kathmandu



## CENTRE FOR SELF-HELP DEVELOPMENT (CSD)

## CASH FLOW STATEMENT

For the period 01.04.2073 to 31.03.2074

Particulars	Details	Current Reporting Period (2073-74)	Previous Reporting Period (2072-73)
<b>(A) Cash Flow From Operating Activities</b>			
Surplus transfer to General Reserve		16,073,185.34	6,457,465.56
<b>Adjustments For :</b>			
Depreciation		907,005.66	1,545,582.83
Pre- Operating Expenses		-	-
Income Tax Paid		-	-
Fixed Assets Written Off		-	37.90
<b>Profit/Loss after adjustment</b>		<b>16,980,191.00</b>	<b>8,003,086.29</b>
<b>Changes in Working Capital</b>			
<b>(Increase)/Decrease in Current Assets:</b>		<b>210,175.06</b>	<b>472,988.41</b>
Increase/Decrease in Inventories		(87,784.12)	15,710.78
Increase /Decrease in Sundry Debtors		229,572.25	-320,588.90
Increase/Decrease in short term loan & Advance		68,386.93	777,866.53
<b>Increase/(Decrease) in Current Liabilities:</b>		<b>2,694,275.27</b>	<b>1,015,824.34</b>
Increase/Decrease in Trade Payable		2,519,663.77	766,355.99
Increase/ Decrease in Others Current Liabilities		174,611.50	187,688.35
Increase/ Decrease in Audit Fee Payable		0.00	61,780.00
<b>Net Cash From Operating Activities</b>	<b>A</b>	<b>19,884,641.33</b>	<b>9,491,899.04</b>
<b>(B) Cash Flow From Investing Activities</b>			
Fixed Assets Purchased During the Year		(32,300.00)	(154,362.00)
Fixed Assets Sold During the Year		-	-
Proceeds From Sale of Investment		-	-
<b>Net Cash Flows From Investing Activities</b>	<b>B</b>	<b>(32,300.00)</b>	<b>(154,362.00)</b>
<b>(C) Cash Flow From Financing Activities</b>			
Proceed from Issue of Share Capital		-	-
Repayment of Loan		-	-
Interest Paid		-	-
Change in Other Fund		(236,267.87)	(1,140,734.43)
<b>Net Cash Flows from Financing Activities</b>	<b>C</b>	<b>(236,267.87)</b>	<b>(1,140,734.43)</b>
<b>Net increase in Cash &amp; Cash equivalents</b>	<b>A+B+C</b>	<b>19,616,073.46</b>	<b>8,196,802.61</b>
Cash & Cash equivalents at beginning of period		76,244,322.33	68,047,519.72
<b>Cash &amp; equivalents at the end of period</b>		<b>95,860,395.79</b>	<b>76,244,322.33</b>

As per our Report of Even Date attached.

Governing Board of Directors

  
 Executive Director  
 Shanker Nath Kapali

  
 Chairman  
 Shankar Man Shrestha

  
 Vice Chairman  
 Yogendra Mandal

  
 Treasurer  
 Shova Bajracharya

  
 Member  
 Sumitra M. Gurung

  
 Member  
 Ram Kumar Shrestha

  
 Member  
 Bimala Yogi

  
 Member  
 Arjun Shrestha

For Sujan Kafle &amp; Associates

Chartered Accountants

  
 CA Sujan Kumar Kafle  
 Managing Partner

Date: 2074/05/26  
Place: Kathmandu

Date: 2074/05/26  
Place: Kathmandu

# Looking Forward: Programs for the Year 2017/18

This year the Centre will be focusing on demand driven interactions, workshops and training programs. Interactions with the regulatory authorities, brainstorming ways to overcome current challenges and issues in MF, discussions on transitory state of FINGOs will dominate our year.

Additionally, training programs will focus on risk management at the institutional level, strengthening microfinance fundamentals for beginners, credit appraisal methods etc.

A much awaited and overlooked research on the State of MF will also take place this year.

## Training Programs:

- Advanced Training of Trainers (ToT)
- Fundamentals of MF for Beginners
- Risk Management
- Quality of MF standards
- Behavioral

## Interactions/ Seminars/ Workshops:

- o Appraising Current Challenges & Issues in MF: Symposium of CEOs
- o Board Members' Conference
- o One day Interaction on MF
- o Regional Microfinance Members' Summit

## Exposure Visits:

Domestic Visit: Western and Eastern Regions

International Visit: Bangladesh, Sri Lanka, The Philippines, India, Cambodia



## Researches and Studies:

State of  
Microfinance in  
Nepal

Impact of Floods  
in the Terai  
Region

Organizational  
Studies

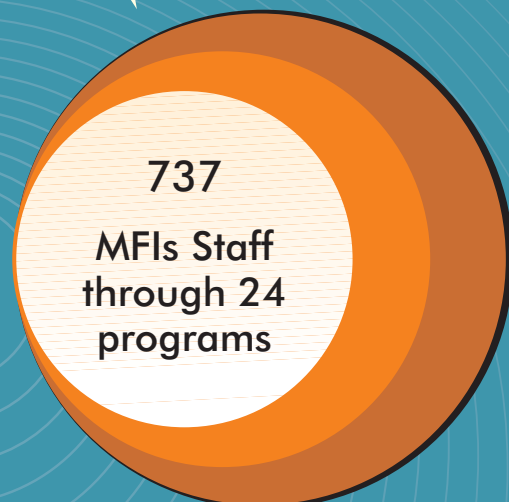
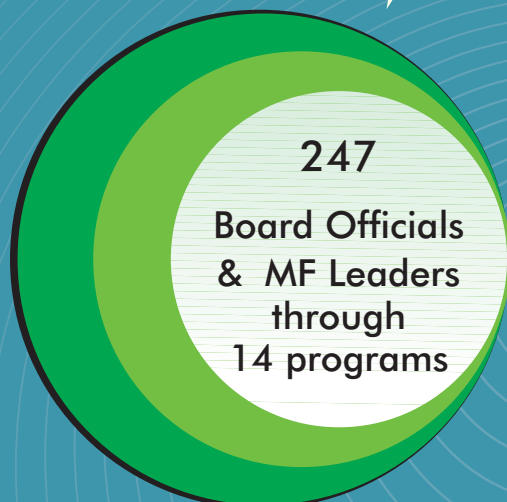
Institutional  
Profile

# STRATEGIC THRUST

Capacitating and Empowering the microfinance community from a top-down approach:



In the FY 2016/17 CSD programs empowered:





## Paradigm Shift in Approach from Directly Delivering MF services to serving and building the capacity of MFIs and Cooperatives



# CSD Network Members

The Centre works as a network of individuals and microfinance institutions. Individuals come from different walks of life and are experts in their respective fields. Individual members are seasoned experts in the field of microfinance, development, banking and research. Member institutions constitute of organizations delivering microfinance services in the country. This assortment of seasoned experts and model microfinance institutions contributes to the mix of ideas and initiations that takes form at CSD. Strategies to reform the sector are shared and discussed, issues and challenges faced by the sector are appraised and a platform is formed to present a unanimous voice of the microfinance sector in Nepal.

Currently, the CSD network comprises of 12 individual members and 37 institutional members with the addition of 3 new MFIs in the FY 2016/17.



Aarthik Bikas Bachat Tatha Rin Sahakari Sanstha Ltd.



Batabaran Sudhar Bahuuddeshiya Sahakari Sanstha Ltd.



Bauddha Grameen Bahuuddeshiya Sahakari Sanstha Ltd.



Chartare Yuwa Club (CYC) Nepal



Chhimek Laghubitta Bikas Bank Ltd.



CYC Bachat Tatha Rin Sahakari Sanstha Ltd.



Deprosk Laghubitta Bikas Bank Ltd.



Dhaulagiri Samudayik Shrot Bikas Kendra



Forward Community Microfinance Bittiya Sanstha Ltd.



Grameen Mahila Utthan Kendra



Grameen Swayam Sevak Samaj



Jeevan Bikas Samaj



Karnali Bachat Tatha Rin Sahakari Sanstha Ltd.



Kisan Bahuuddeshiya Sahakari Sanstha Ltd.



Mahila Adhikar Tatha Bikas Kendra



Mahila Sahayatra Microfinance Bittiya Sanstha Ltd.



Mahila Sahayogi Bachat Tatha Rin Sahakari Sanstha Ltd.



Mahila Upkar Manch



Mahuli Samudayik Laghubitta Bittiya Sanstha Ltd.



Manushi



Mirmire Microfinance Development Bank Ltd.



National Microfinance Bittiya Sanstha Ltd.



Navodaya Bahuuddeshiya Sahakari Sanstha Ltd.



Nawapravata Bachat Tatha Rin Sahakari Sanstha Ltd.



Naya Nepal Laghubitta Bikas Bank Ltd.



Nepal Mahila Samudayik Sewa Kendra



Nerude Laghubitta Bikas Bank Ltd.



Pioneer Bahuuddeshiya Sahakari Sanstha Ltd.



Sahara Nepal Bachat Tatha Rin Sahakari Sanstha Ltd.



Shreejana Bikas Kendra



Shrijana Community Development Center



SOLVE Nepal



Swabalamban Laghubitta Bikas Bank Ltd.



Swarojgar Laghubitta Bikas Bank Ltd.



Udayadev Bahuuddeshiya Sahakari Sanstha Ltd.



UNYC Nepal



WoMi Microfinance Bittiya Sanstha Ltd.

# Profile of Individual Members



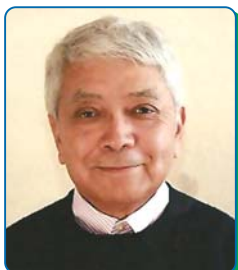
**Mr. Shankar Man Shrestha**

Mr. Shrestha is a microfinance expert with five decades of experience and learnings in the rural banking and microfinance sector. He is one of the nine promoters of the Centre and also the founder Executive Director of CSD. He was the first Chief Executive Officer of the Rural Microfinance Development Centre Ltd. and served from August 1999 to April 2014. He contributed to the Agricultural Development Bank Ltd. working in various capacities such as Deputy General Manager, Director of Agricultural Credit Training Institute, Chief of Credit Department, Regional Manager etc. for 25 years. He has served as the Chairman of the Centre for Rural Technology (CRT) Nepal and is a member of advisory committee of Samriddha Pahad, UK and Samriddha Pahad Company Nepal. He had also served as the member of Board of Director of Nepal Banking Institute (NBI) since its inception to April 2014. He has a M.A. Degree in Economics from Tribhuvan University and was a special student of Agricultural Economics at the Texas A&M University, USA. Mr. Shrestha has a long and rich experience of organizing and facilitating microfinance seminars, conferences, workshops and training programs. He has delivered sessions at a number of seminars and conferences as guest speaker both at home and abroad. His articles, reports and papers on rural development and the microfinance sector has been published in various journals and magazines within the country and abroad. His vast knowledge, experience and network of connections is a huge asset to CSD.



**Late Mr. Nanda Ram Baidya**

Mr. Baidya was one of the nine promoters of CSD and have played a fundamental role in bringing CSD to the stage that it is today. He served in the capacity of Chairman, among other roles, at both CSD and the Swabalamban Laghubitta Bikas Bank Ltd. He was serving as Management Advisor of the Centre for Rural Technology (CRT) Nepal and had a long and rich work experience at the Agricultural Development Bank Ltd. for over three decades. As an expert in the economic development sector he held a M.A. Degree in Commerce (M.Com) from Tribhuvan University.



**Mr. Ganesh Ram Shrestha**

Mr. Shrestha is one of the nine promoters of CSD. Channelizing his over two decades of experience in rural technology, he currently heads the Centre for Rural Technology (CRT) as Executive Director. His work experience comprises of over twenty years in technology promotion and development for the rural communities at the Agricultural Development Bank Ltd. and with international organizations such as the World Bank and the UNDP. Mr. Shrestha holds a Bachelor's Degree in Agriculture Engineering





### Mr. Lumin Kumar Shrestha

Mr. Shrestha is one of the founding members of CSD and has been working in the agricultural financing, rural technology and development field for over forty years. Of which he spent two decades in the Agricultural Development Bank Ltd. working under various capacities. He contributes to the Centre for Rural Technology (CRT) as Director. Mr. Shrestha holds a M.Sc. Degree in Agriculture Economics.



### Dr. Sumitra Manandhar Gurung

Dr. Gurung can be called as one of the pioneer women to enter the field of microfinance in Nepal. She is the only woman promoter of CSD. She started her career as a professional staff at the International Centre for Integrated Mountain Development (ICIMOD) and progressed on to work as Project Director at Plan International Nepal. Previously, she headed the Women Cooperative Society (WCS) as Chief Executive. Currently, she is the Chief Executive Officer of Mahila Sahayatra Microfinance Bittiya Sanstha Ltd. She has received her Ph.D. in Geography from University of Hawaii at Manoa, USA.



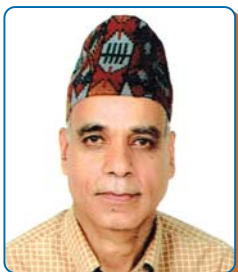
### Ms. Saraswati Shrestha

Ms. Shrestha has a long and vast experience in the public and governmental sector, serving in the Government of Nepal in various senior positions. She has also served as Chairperson providing guidance to the Swabalamban Laghubitta Bikas Bank Ltd. and the Women Cooperative Society (WCS). She holds a M.A. Degree in Economics from the University of Hawaii, USA and BL from Tribhuvan University.



### Mr. Janga Bahadur Khadka

Mr. Khadka has several years of experience in the community development sector. He previously worked at the Agricultural Development Bank Ltd. and the Institution for Community Development (ICD). Mr. Khadka holds a M.A. Degree from Tribhuvan University.



### Mr. Mukunda Bahadur Bista

Mr. Bista's experience of working in the microfinance sector spans twenty years. He started his journey with CSD in the year 1992 and served as the Executive Director from 1999 – 2014. He worked with the Agricultural Development Bank Ltd. in various capacities for over 25 years. Mr. Bista holds a M.A. Degree in Economics from Tribhuvan University.



### Mr. Ganesh Kumar K.C.

Mr. K.C. is experienced in the agricultural and cooperatives sector serving the Government of Nepal for over 37 years. During which he served a term as Secretary in the Ministry of Agriculture and Cooperatives. He also has the experience of working in several projects in the capacity of project manager, extension and development expert and researcher.



### Mr. Govinda Man Shrestha

Mr. Shrestha worked for the Centre from 1996 - 2016 in the capacity of Assistant Director. His years of experience in accounting and finance has been an asset to CSD. Starting his career at the Agricultural Development Bank Ltd., he is skilled in accounting practices and financial management. Mr. Shrestha holds a B.A. Degree from Tribhuvan University.



### Ms. Sudha Gurung

Ms. Gurung is a specialist in tax laws and profit planning and control. She worked as a Finance Manager at VSO Nepal. Her experience in the development field has been enriched by working with developmental agencies like Plan Nepal and Micro-Enterprise Development Programme (MEDEP). Ms. Gurung holds an M.B.A. Degree from Tribhuvan University.



### Mr. Ram Kumar Shrestha

Mr. Shrestha comes from the background of rural banking. For over 25 years he served at the Agricultural Development Bank Ltd. working under various capacities. During his tenure, he served as the zonal and branch manager in various zones and branches and as an officer at the Human Resource department. During his tenure in CSD from 1992 – 2014, he overlooked the Training and Community Development department, retiring as Director. Mr. Shrestha also led the Swabalamban Laghubitta Bikas Bank Ltd. as CEO from November 2009 – November 2011 and currently represents the promoter shareholders as Board Director. Mr. Shrestha holds a M.A. Degree in Economics from Tribhuvan University and has great interest in literature and is famous for his literary works among the Nepali literatures.

# Profile of Institutional Members



## Jeevan Bikas Samaj (JBS)

Katahari, Morang

**Jeevan Bikas Samaj (JBS)** was established in 1997 with a vision of a 'Poverty free Nepal'. Over the years it has concentrated its focus in alleviating poverty and empowering the marginalized sections of the community in seven districts of eastern Nepal. Delivering microfinance services and credit plus programs to the disadvantaged groups, it aims to improve their socio-economic status through various leadership and skill building programs. JBS has been providing community development programs through technical education and vocational training on topics of education, health, sanitation, income generation, women empowerment, value chain activities and development of skilled human resources.

Particulars	Units
Total Members	183,211
Total Borrowers	140,665
Total Dropout Members	62,444
Total Staff	457
Total Loan Outstanding	6,791,371,860.00
Total Savings	3,497,806,041.05
Total Loan Overdue	3,673,513.00
Profit / (Loss)	332,038,044.51
Operational Self Sufficiency (OSS)	136.97%
Financial Self Sufficiency (FSS)	117.76%
Repayment Rate	99.99%
No. of Branches	71
No. of Districts Covered	7

(As of July 15, 2017)



## Kisan Bahuuddeshiya Sahakari Sanstha Ltd.

Lamki, Kailali

**Kisan Bahuuddeshiya Sahakari Sanstha Ltd.** initially started as a cooperative to serve the agricultural sector in the district. However, sighting the malpractices and unreasonable interest charged by the village moneylenders, it started providing financial services to its members from 1997 after obtaining limited banking license from the Central Bank. In the year 2007, it initiated its microfinance program reaching the far-flung villages and communities in the Kailali district. Today it is one of the leading cooperative in the district serving its members through its 18 branches.

Particulars	Units
Total Members	42,039
Total Borrowers	20,898
Total Dropout Members	3,636
Total Staff	137
Total Loan Outstanding	819,560,615
Total Savings	479,226,076
Total Loan Overdue	2,261,403
Profit / (Loss)	43,168,678.35
Operational Self Sufficiency (OSS)	119.18%
Financial Self Sufficiency (FSS)	117.78%
Repayment Rate	99.89%
No. of Branches	18
No. of Districts Covered	1

(As of July 15, 2017)





## UNYC Nepal

Jotpur, Bardiya

**UNYC Nepal** United Youth Community Nepal, as the name suggest is the creation of a group of young Tharu volunteers who envisioned a civil society with respectable living standards and socio-economic empowerment of the poorest of the poor in Bardiya district. Established in 1995, the NGO focused on community development programs that would uplift the ethnic Tharus, Dalits and indigenous groups in the district. It started providing microfinance services from the year 2000 onwards and has now extended its network to cover the neighboring district of Banke, Kailali and Kanchanpur. The team at UNYC – Nepal is dedicated towards advancing the economic, academic, social and political status of the underprivileged.

Particulars	Units
Total Members	73,405
Total Borrowers	47,288
Total Dropout Members	9,812
Total Staff	193
Total Loan Outstanding	1,613,043,733.00
Total Savings	755,105,517.00
Total Loan Overdue	7,948,186.00
Profit / (Loss)	87,749,126.47
Operational Self Sufficiency (OSS)	124.11%
Financial Self Sufficiency (FSS)	103.52%
Repayment Rate	99.86%
No. of Branches	36
No. of Districts Covered	4

(As of July 15, 2017)



## Manushi

Gyaneshwor, Kathmandu

**Manushi**, – stands true to its Sanskrit meaning of ‘energetic women’ and has been supporting the poor and disadvantaged families, especially women, since 1991. With the vision of empowering women through skill development, employment opportunities, business promotion, marketing strategies and promoting handicraft production, Manushi has been engaged in supporting the marginalized sections of the society, particularly in the hills and mountain region. Starting its microfinance services in 2002, it aims to improve the socio-economic quality of life of the locals and promote gender equality in ensuring sustainable development. The works of Manushi has reached 4 districts of central Nepal; Kathmandu, Sindhupalchowk, Dolakha and Nuwakot.

Particulars	Units
Total Members	23,401
Total Borrowers	14,926
Total Dropout Members	17,147
Total Staff	81
Total Loan Outstanding	548,605,227.00
Total Savings	310,762,003.00
Total Loan Overdue	3,567,507.00
Profit / (Loss)	21,784,817.05
Operational Self Sufficiency (OSS)	122.69%
Financial Self Sufficiency (FSS)	112.00%
Repayment Rate	99.90%
No. of Branches	14
No. of Districts Covered	4

(As of July 15, 2017)



## Udayadev Bahuuddeshiya Sahakari Sanstha Ltd.

Mahendranagar, Kanchanpur

**Udayadev Bahuuddeshiya Sahakari Sanstha Ltd.** is registered under the Division Cooperative Office in Mahendranagar, Kanchanpur and started its service in 1999. With the objective to serve the underprivileged and deprived communities and uplift their socio-economic conditions, the organization commenced its microfinance services in the year 2007. Servicing the deprived families of Tharus, Dalits, Janajatis and other marginalized sections of the society, it focuses on cultivating savings habit among its members and at the same time encouraging them to borrow small loan amounts to invest in productive activities. Awarded the ‘Best Co-operative’ in 2059 B.S. by the National Cooperative Union Ltd. Kathmandu, it currently covers 8 municipalities and 2 V.D.C.s of Kanchanpur.

Particulars	Units
Total Members	21,797
Total Borrowers	11,293
Total Staff	38
Total Loan Outstanding	632,000,501.00
Total Savings	323,781,348.27
Profit / (Loss)	17,412,858.91
Operational Self Sufficiency (OSS)	146.21
Financial Self Sufficiency (FSS)	N/A
Repayment Rate	96.76
No. of Branches	6
No. of Districts Covered	1

(As of July 15, 2017)



## Sahara Nepal Bachat Tatha Rin Sahakari Sanstha Ltd.

Charpane, Jhapa

**Sahara Nepal Bachat Tatha Rin Sahakari Sanstha Ltd.** is the largest microfinance cooperative in Nepal. Initially established in 1996 with the basic objective of exchanging paper notes (currency) and relieving the locals from the clutches of the moneylenders, it has gone on to become a model institute for cooperatives in the country. Currently, it provides various services of savings and credit, microfinance, remittance, income generation and skill development training programs, social security plan, renewable energy, low cost housing, community health programs, promotion of modern technology in agriculture and so forth. In 2012, Sahara received international recognition in the form of the prestigious Credit Union Microfinance Innovation (CUMI) Performance Award for excellent outreach of the poor by the Association of Asian Confederation of Credit Unions (ACCU), Thailand.

Particulars	Units
Total Members	119,297
Total Borrowers	76,712
Total Dropout Members	68,240
Total Staff	387
Total Loan Outstanding	4,377,976,049.78
Total Savings	2,625,051,966.83
Total Loan Overdue	22,998,014.00
Profit / (Loss)	282,799,429.76
Operational Self Sufficiency (OSS)	130%
Financial Self Sufficiency (FSS)	119%
Repayment Rate	98.15%
No. of Branches	55
No. of Districts Covered	6

(As of July 15, 2017)



## Batabaran Sudhar Bahuuddeshiya Sahakari Sanstha Ltd.

Birendranagar, Surkhet

**Batabaran Sudhar Bahuuddeshiya Sahakari Sanstha Ltd.** was established in March 2003 with the vision of founding a sound, professional and self-dependent organization. With the mission of economically, socially and culturally enabling and uplifting the landless poor and marginalized families, without any gender bias, it successfully implemented its various savings and credit program. The organization started providing its microfinance services to the deprived groups from the year 2007 onwards. It currently serves its members through its 12 branches in the districts of Surkhet, Dailekh, Jajarkot and Salyan. Batabaran Sudhar Bahuuddeshiya Sahakari Sanstha Ltd. was established in March 2003 with the vision of founding a sound, professional and self-dependent organization. With the mission of economically, socially and culturally enabling and uplifting the landless poor and marginalized families, without any gender bias, it successfully implemented its various savings and credit program. The organization started providing its microfinance services to the deprived groups from the year 2007 onwards. It currently serves it members through its 12 branches in the districts of Surkhet, Dailekh, Jajarkot and Salyan.

Particulars	Units
Total Members	33,104
Total Borrowers	24,655
Total Dropout Members	5,888
Total Staff	96
Total Loan Outstanding	724,428,690.00
Total Savings	417,960,625.58
Total Loan Overdue	5,195,182.00
Profit / (Loss)	24,918,618.88
Operational Self Sufficiency (OSS)	117%
Financial Self Sufficiency (FSS)	106%
Repayment Rate	99.29%
No. of Branches	12
No. of Districts Covered	4

(As of July 15, 2017)



## Nawaprativa Bachat Tatha Rin Sahakari Sanstha Ltd.

Arunkhola, Nawalparasi

**Nawaprativa Bachat Tatha Rin Sahakari Sanstha Ltd.** started its operation from the Terai district of Nawalparasi in December, 1997 with the motive of providing financial and social services to the grassroots and enhancing the use of local skills and resources to generate self-employment opportunities among its members. Starting its microfinance program in 2001, the cooperative started extending microfinance services to its members from the year 2004. Nawaprativa believes in strengthening its members by imparting various community development programs and training on the topics of health, education, agriculture, housing, environment and social awareness. The cooperative also has presence in the neighboring district of Palpa.

Particulars	Units
Total Members	24,755
Total Borrowers	13,296
Total Dropout Members	1,105
Total Staff	95
Total Loan Outstanding	766,994,576.00
Total Savings	401,421,488.50
Total Loan Overdue	3,119,661.00
Profit / (Loss)	30,343,047.09
Operational Self Sufficiency (OSS)	132.77%
Financial Self Sufficiency (FSS)	110.45%
Repayment Rate	99.91%
No. of Branches	10
No. of Districts Covered	2

(As of July 15, 2017)



## Deprosc Laghubitta Bikas Bank Ltd.

Narayangarh, Chitwan

**Deprosc Laghubitta Bikas Bank Ltd.** was established in 2001 to reach the bottom poor and vulnerable groups with financial services and improve the lives of the disadvantaged groups. It envisions access to finance for the poor, particularly those below the poverty line, through financial viable, technically competent and sustainable microfinance services. Deprosc seeks to empower the women from backward communities and develop their skills to become self-employed and thereby add to the family income. The MFDB currently has 90 branches operating in 55 districts.

Particulars	Units
Total Members	136,049
Total Borrowers	92,204
Total Dropout Members	N/A
Total Staff	349
Total Loan Outstanding	5,531,259,412.00
Total Savings	1,673,626,879.00
Total Loan Overdue	N/A
Profit / (Loss)	41,313,668.88
Operational Self Sufficiency (OSS)	143%
Financial Self Sufficiency (FSS)	N/A
Repayment Rate	99.83%
No. of Branches	90
No. of Districts Covered	55

(As of July 15, 2017)



## Mahuli Samudayik Laghubitta Bittiya Sanstha Ltd.

Mahuli, Saptari

**Mahuli Samudayik Laghubitta Bittiya Sanstha Ltd.** received license from NRB in 2013 to operate as a 'D' Class Microfinance Development Bank. It was promoted by Mahuli Community Development Centre, a FINGO formed in 1994 by a group of youths and farmers from the local community of Bakadhuwa. As a FINGO, it chiefly concentrated on community development programs sensitizing the locals on matters of health, sanitation, education, savings and so forth. Recognizing microfinance as an effective tool in alleviating poverty in the district, the organization formally started its microfinance operations from September, 2000. The organization has set a goal to empower the economically backward communities within the next 25 years.

Particulars	Units
Total Members	59,074
Total Borrowers	50,619
Total Dropout Members	10,470
Total Staff	159
Total Loan Outstanding	1,242,889,023.00
Total Savings	594,966,419.00
Total Loan Overdue	22,194,394.00
Profit / (Loss)	43,169,932.46
Operational Self Sufficiency (OSS)	136.52%
Financial Self Sufficiency (FSS)	115.52%
Repayment Rate	99.61%
No. of Branches	28
No. of Districts Covered	10

(As of July 15, 2017)





## Bauddha Grameen Bahuuddeshiya Sahakari Sanstha Ltd.

Birendranagar, Surkhet

**Bauddha Grameen Bahuuddeshiya Sahakari Sanstha Ltd.** has been serving the poor and backward communities in the far flung, remote and hilly regions of mid-western Nepal since the year 2000. It was founded by 25 individuals of the Khampa community to provide saving and credit services to the poor and tribal communities who migrated from Jumla and Mugu districts to Surkhet. However, later in 2006 it also commenced microfinance program and simultaneously started providing financial literacy programs to educate its members. It has extended its membership to all participating members of microfinance which has resulted in the number of members in the present day to be 36,000 from Surkhet, Dailekh and Jajarkot districts.

Particulars	Units
Total Members	36,166
Total Borrowers	17,678
Total Dropout Members	12,301
Total Staff	174
Total Loan Outstanding	666,307,578.00
Total Savings	383,678,688.38
Total Loan Overdue	6,533,954.00
Profit / (Loss)	15,750,538.76
Operational Self Sufficiency (OSS)	117%
Financial Self Sufficiency (FSS)	113%
Repayment Rate	99.82%
No. of Branches	18
No. of Districts Covered	4

(As of July 15, 2017)



## Chartare Yuwa Club (CYC) Nepal

Baglung Bazaar, Baglung

**Chartare Yuwa Club (CYC) Nepal** started its operation in 1992 raising public awareness and social development through community education programs and public forums. As a FINGO it is committed to the cause of women empowerment by providing opportunities to the local youth and women in the form of training and income oriented activities, microfinance programs, health and financial education, social awareness, skill development, sustainable energy development etc. CYC currently operates in six districts.

Particulars	Units
Total Members	37,918
Total Borrowers	22,782
Total Dropout Members	9,713
Total Staff	127
Total Loan Outstanding	966,291,548.00
Total Savings	466,755,506.00
Total Loan Overdue	3,848,096.00
Profit / (Loss)	57,195,861.00
Operational Self Sufficiency (OSS)	145%
Financial Self Sufficiency (FSS)	N/A
Repayment Rate	99.37%
No. of Branches	19
No. of Districts Covered	6

(As of July 15, 2017)



## Mahila Sahayogi Bachat Tatha Rin Sahakari Sanstha Ltd.

Samakhushi, Kathmandu

**Mahila Sahayogi Bachat Tatha Rin Sahakari Sanstha Ltd.** came into being with the joint efforts of 28 professional women who sought to empower the underprivileged women in rural and semi-urban areas of Kathmandu district. Since its inception in 1999, it has been working towards developing professional and entrepreneurial skills of its members. Its members comprise of those residing in slums and temporarily settled urban poor. The cooperative introduced microfinance services to its members in the year 2002 and till date has 6 branches within the Kathmandu district.

Particulars	Units
Total Members	9,520
Total Borrowers	7,021
Total Dropout Members	1,270
Total Staff	52
Total Loan Outstanding	302,958,716.00
Total Savings	211,619,913.21
Total Loan Overdue	2,968,346.00
Profit / (Loss)	10,711,607.42
Operational Self Sufficiency (OSS)	121.96%
Financial Self Sufficiency (FSS)	116%
Repayment Rate	99.88%
No. of Branches	6
No. of Districts Covered	1

(As of July 15, 2017)



## Shreejana Bikas Kendra

Pokhara, Kaski

**Shreejana Bikas Kendra** is a non-profit NGO committed to supporting a holistic social development in the region. Starting its operation in the Kaski district in 1980, it extensively worked with communities adversely affected by the volatile conflicts in the region. In its initial days the NGO focused on activities related to health, environment conservation, education and sport. It started providing microfinance services catering to the financial needs of its members and envisions a prosperous society for one and all. The FINGO integrates the local youth in its activities and encourages their overall development. The organization currently operates in the districts of Kaski, Gorkha, Tanahu and Lamjung.

Particulars	Units
Total Members	29,002
Total Borrowers	17,579
Total Dropout Members	8,075
Total Staff	105
Total Loan Outstanding	888,704,929.00
Total Savings	453,242,664.00
Total Loan Overdue	7,806,813.00
Profit / (Loss)	49,778,573.00
Operational Self Sufficiency (OSS)	145.32%
Financial Self Sufficiency (FSS)	N/A
Repayment Rate	99.79%
No. of Branches	19
No. of Districts Covered	4

(As of July 15, 2017)



## SOLVE Nepal

Siran Bazar, Dhankuta

**SOLVE Nepal** envisions an equitable society where each one is capable of meeting their basic needs with their own resources. Since 1989 the NGO has been working with groups to empower people and encourage capacity building of communities. Its development programs has received much success and has extended its services to districts beyond Dhankuta. In the absence of financial institutions in the rural areas, SOLVE Nepal started its microfinance service in the year 2001. The FINGO concentrates on providing financial access to the rural hill districts of Dhankuta, Terathum, Bhojpur, Sankhuwasabha and Panchthar and supports the rural entrepreneurship development of its members.

Particulars	Units
Total Members	23,536
Total Borrowers	15,361
Total Dropout Members	6,381
Total Staff	100
Total Loan Outstanding	792,897,040.66
Total Savings	213,353,211.65
Total Loan Overdue	9,973,746.11
Profit / (Loss)	40,412,169.63
Operational Self Sufficiency (OSS)	123.40%
Financial Self Sufficiency (FSS)	106.58%
Repayment Rate	98.74%
No. of Branches	17
No. of Districts Covered	5

(As of July 15, 2017)



## Mahila Sahayatra Microfinance Bittiya Sanstha Ltd.

Chitlang, Makwanpur

**Mahila Sahayatra Microfinance Bittiya Sanstha Ltd.** was established with the motive of serving the overlooked population that was left out from the network of financial institutions. The ideals of the organization is conceptualized by 100 like-minded professional women who believed in an inclusive and developed country, both socially and economically. Since October, 2012, it has been delivering microfinance services to the many households in rural and semi-urban areas. Through its services it aims to overcome issues of gender inequality, unemployment driven out-migration and poverty. The organization has been supporting the youth and micro-entrepreneurs by providing various financial and technical support in the form of training and workshops.

Particulars	Units
Total Members	18,433
Total Borrowers	10,167
Total Dropout Members	1,815
Total Staff	90
Total Loan Outstanding	471,936,620.00
Total Savings	74,078,940.00
Total Loan Overdue	13,235,169.00
Profit / (Loss)	9,106,250.00
Operational Self Sufficiency (OSS)	111%
Financial Self Sufficiency (FSS)	101%
Repayment Rate	97.27%
No. of Branches	20
No. of Districts Covered	13

(As of July 15, 2017)



## Swabalamban Laghubitta Bikas Bank Ltd.

Baluwatar, Kathmandu

**Swabalamban Laghubitta Bikas Bank Ltd. (SWBBL)** was founded with the vision of creating a poverty free and prosperous society. The organization started operating as a full-fledged 'D' class bank from January, 2002 onwards and has since been working towards uplifting the socio-economic status of the rural and urban disadvantaged households by delivering microfinance services at their doorstep. Through its various programs SWBBL hones the existing skills and local resources of the indigenous communities engaging them in productive activities. Working along the theme of 'self-help development' SWBBL has now extended its services and it includes 54 districts in its network.

Particulars	Units
Total Members	218,253
Total Borrowers	149,028
Total Dropout Members	171,466
Total Staff	639
Total Loan Outstanding	8,189,686,000.00
Total Savings	4,231,751,000.00
Total Loan Overdue	54,857,000.00
Profit / (Loss)	250,370,000.00
Operational Self Sufficiency (OSS)	120%
Financial Self Sufficiency (FSS)	107%
Repayment Rate	99.53%
No. of Branches	119
No. of Districts Covered	54

(As of July 15, 2017)



## Grameen Mahila Utthan Kendra

Ghorahi, Dang

**Grameen Mahila Utthan Kendra (GMUK)** is one of the foremost NGO of Dang to unite the marginalized communities and work for the equality, dignity and justice for the ultra-poor, especially the Tharu communities and the Kamaiya families. At the regional level, the organization has been involved in providing support to the excluded communities and empowering women since its establishment in 1993. Through its community development programs and initiatives GMUK has been successful in reducing discriminatory practices prevalent in the society. Since 2004 GMUK has been providing easy access to finance to the indigenous society through its microfinance program. The FINGO currently works in Dang, Salyan and Banke districts.

Particulars	Units
Total Members	30,526
Total Borrowers	15,807
Total Dropout Members	5,306
Total Staff	55
Total Loan Outstanding	688,738,418.00
Total Savings	322,358,968.00
Total Loan Overdue	N/A
Profit / (Loss)	64,494,902.33
Operational Self Sufficiency (OSS)	187%
Financial Self Sufficiency (FSS)	N/A
Repayment Rate	100%
No. of Branches	10
No. of Districts Covered	3

(As of July 15, 2017)



## Dhaulagiri Samudayik Shrot Bikas Kendra

Upallachaur, Baglung

**Dhaulagiri Samudayik Shrot Bikas Kendra** is the outcome of the initiative of the local residents of Baglung. Since 1995, the non-profit NGO has undertaken different community development programs and activities that rendered basic social service to the local community. Starting its savings and credit program in the year 1997, the NGO received its financial intermediary license from the Nepal Rastra Bank in 2001. The FINGO focuses on the upliftment of the poor, marginalized and disadvantaged households in the region aiming to provide them a dignified standard of living. Through its microfinance programs it has been able to garner active participation of the community in various income generating activities. Besides, it has successfully implemented many renewable energy projects owned by local communities.

Particulars	Units
Total Members	24,538
Total Borrowers	13,893
Total Dropout Members	9,050
Total Staff	133
Total Loan Outstanding	490,150,763.00
Total Savings	249,924,321.00
Total Loan Overdue	4,726,149.00
Profit	23,915,469.00
Operational Self Sufficiency (OSS)	125%
Financial Self Sufficiency (FSS)	107%
Repayment Rate	99%
No. of Branches	20
No. of Districts Covered	6

(As of July 15, 2017)





## Aarthik Bikas Bachat Tatha Rin Sahakari Sanstha Ltd.

Panchkhal, Kavrepalanchowk

**Aarthik Bikas Bachat Tatha Rin Sahakari Sanstha Ltd.** was established in the year 1994 as a financial intermediary NGO serving various regions of central Nepal through its thirteen branches. In the year 2005, it converted itself into a Savings and Credit Co-operative Ltd., limiting its operations to the Kavrepalanchowk district. It serves its members through various programs within the district and provides support to develop micro-entrepreneurship skills among its members.

Particulars	Units
Total Members	2,851
Total Borrowers	684
Total Dropout Members	35
Total Staff	10
Total Loan Outstanding	212,130,919.00
Total Savings	184,223,968.06
Total Loan Overdue	1,641,565.00
Profit / (Loss)	7,534,606.78
Operational Self Sufficiency (OSS)	N/A
Financial Self Sufficiency (FSS)	N/A
Repayment Rate	N/A
No. of Branches	1
No. of Districts Covered	1

(As of July 15, 2017)



## Nepal Mahila Samudayik Sewa Kendra

Ghorahi, Dang

**Nepal Mahila Samudayik Sewa Kendra** is a FINGO operating for the socio-economic empowerment of the rural poor, especially the disadvantaged and deprived women of mid-western Nepal. Established in 1993, the organization started with enhancing access to finance to the overlooked population in the Dang district. It works extensively with the Dalits and backward communities and has been pivotal in achieving marked improvements in their economic status. The organization is led by a group of dedicated women who envision an equitable society for all and has initiated its microfinance program since January, 2003. The FINGO is active in Dang, Salyan, Pyuthan and Rolpa districts of mid-western Nepal.

Particulars	Units
Total Members	35,375
Total Borrowers	22,682
Total Dropout Members	3,292
Total Staff	125
Total Loan Outstanding	944,220,000.00
Total Savings	502,367,000.00
Total Loan Overdue	1,797,000.00
Profit / (Loss)	50,330,000.00
Operational Self Sufficiency (OSS)	143.07%
Financial Self Sufficiency (FSS)	129.54%
Repayment Rate	99.81%
No. of Branches	22
No. of Districts Covered	4

(As of July 15, 2017)



## Karnali Bachat Tatha Rin Sahakari Sanstha Ltd.

Birtamod, Jhapa

**Karnali Bachat Tatha Rin Sahakari Sanstha Ltd.** commenced its operation in the year 2000 with the vision of providing easy financial resources to the residents of Jhapa. Following the success of its operations, it initiated the microfinance programs for its members in the year 2004. The organization carries out its operations through its co-operative department and microfinance department. The cooperative has been active in enhancing the skills of its members through various skill building training programs and workshops. It currently extends its services through its 11 branches in the district.

Particulars	Units
Total Members	24,419
Total Borrowers	N/A
Total Dropout Members	534
Total Staff	95
Total Loan Outstanding	1,054,883,000.00
Total Savings	466,273,000.00
Total Loan Overdue	5,661,000.00
Profit / (Loss)	41,939,000.00
Operational Self Sufficiency (OSS)	132.41%
Financial Self Sufficiency (FSS)	N/A
Repayment Rate	97.85%
No. of Branches	13
No. of Districts Covered	1

(As of July 15, 2017)



## Forward Community Microfinance Bittiya Sanstha Ltd.

Duhabi, Sunsari

**Forward Community Microfinance Bittiya Sanstha Ltd.** is a 'D' class financial institution that was promoted by, Forum for Rural Women Ardency Development (FORWARD). FORWARD, is an NGO in the Sunsari district of eastern Nepal which has been providing microfinance services for 12 years. Later in 2013, the MFDB took over the entire portfolio of the NGO. As a national level MFDB, it currently operates in 34 districts of the country. Through its various programs and services it intends to inculcate saving habits, utilization of local skills and resources and develop self-help culture among its members. The MFDB envisions reducing poverty through qualitative financial services and social awareness programs to the poor in the under-served and un-served areas of the country. Currently the organization has 97 branches and plans to expand its services to the hills and mountain regions of Nepal as well.

Particulars	Units
Total Members	212,260
Total Borrowers	137,302
Total Dropout Members	58,943
Total Staff	529
Total Loan Outstanding	6,229,998,870.00
Total Savings	2,632,494,184.46
Total Loan Overdue	18,258,088.00
Profit / (Loss)	250,692,188.62
Operational Self Sufficiency (OSS)	128.25%
Financial Self Sufficiency (FSS)	112.40%
Repayment Rate	99.69%
No. of Branches	97
No. of Districts Covered	34

(As of July 15, 2017)



## Chhimek Laghubitta Bikas Bank Ltd.

Mid Baneshwor, Kathmandu

**Chhimek Laghubitta Bikas Bank Ltd.** is one of the first few FINGOs to receive license from the Central Bank to operate as a 'D' class financial institution. Initially it carried out microfinance activities in Mahottari and Chitwan as the Neighborhood Society Service Centre (NSSC). It started its banking operation in January, 2002 to uplift the socio-economic condition of the poor, the landless, assets-less and the deprived rural women of Nepal. It is involved in various financial services and social awareness programs that equally raise consciousness among its members. The MFDB has extended its network to cover 62 of the 75 districts of Nepal.

Particulars	Units
Total Members	313,557
Total Borrowers	233,657
Total Dropout Members	16,344
Total Staff	657
Total Loan Outstanding	12,514,202,016.00
Total Savings	9,068,311,377.58
Total Loan Overdue	6,280,484.00
Profit / (Loss)	924,172,154.00
Operational Self Sufficiency (OSS)	130.33%
Financial Self Sufficiency (FSS)	113.59%
Repayment Rate	99.99%
No. of Branches	122
No. of Districts Covered	62

(As of July 15, 2017)



## Nerude Laghubitta Bikas Bank Ltd.

Biratnagar, Morang

**Nerude Laghubitta Bikas Bank Ltd.** received license from the Central Bank to initiate its microfinance operations as a 'D' class bank in May, 2007 by transferring the microfinance operations of NRDSC, a prominent NGO in Eastern Nepal. The MFDB strives to establish itself as a self-sustaining financial institution and a social agent of delivering financial and non-financial services to the rural poor and deprived families at the grassroots. The organization replicates the basic Grameen model of microfinance and has been successful in helping members graduate from the vicious cycle of poverty. Nerude actively undertakes various services in the field of agriculture and small enterprise development to support the members in making their livelihoods viable and sustainable.

Particulars	Units
Total Members	109,813
Total Borrowers	73,811
Total Dropout Members	69,378
Total Staff	435
Total Loan Outstanding	3,095,240,115.00
Total Savings	1,138,036,351.50
Total Loan Overdue	31,447,011.00
Profit / (Loss)	148,779,551.66
Operational Self Sufficiency (OSS)	133.28%
Financial Self Sufficiency (FSS)	117.81%
Repayment Rate	99.81%
No. of Branches	71
No. of Districts Covered	26

(As of July 15, 2017)



## Mahila Upkar Manch

Kohalpur, Banke

**Mahila Upkar Manch** started out as a non-government organization working for the community in the Banke district. The NGO was established in the year 1993 and involved in various community development programs and awareness programs in the neighborhood. Later, in the year 2007, the NGO received license from the Nepal Rastra Bank to conduct microfinance services. Currently the FINGO is actively invested in the Banke district, reaching the communities in far-flung regions that have been bypassed by financial institutions as well as community development programs. It aims to extensively reach the un-reached populations within the district.

Particulars	Units
Total Members	21,795
Total Borrowers	14,232
Total Dropout Members	769
Total Staff	61
Total Loan Outstanding	696,293,657.00
Total Savings	265,170,964.00
Total Loan Overdue	1,262,551.00
Profit / (Loss)	56,434,370.97
Operational Self Sufficiency (OSS)	177.76%
Financial Self Sufficiency (FSS)	168.14%
Repayment Rate	99.82%
No. of Branches	10
No. of Districts Covered	1

(As of July 15, 2017)



## CYC Bachat Tatha Rin Sahakari Sanstha Ltd.

Shantitole, Baglung

**CYC Bachat Tatha Rin Sahakari Sanstha Ltd.** was established in the Baglung district to promote and financially support agricultural and small-scale infrastructural activities of the local community. The cooperative was registered in the April 2010 and started its savings and credit operations from September of the same year. It encourages the micro-enterprises of its members by providing technical and financial support. The organization serves its members through its branches spread across the district.

Particulars	Units
Total Members	N/A
Total Borrowers	N/A
Total Dropout Members	N/A
Total Staff	N/A
Total Loan Outstanding	N/A
Total Savings	N/A
Total Loan Overdue	N/A
Profit / (Loss)	N/A
Operational Self Sufficiency (OSS)	N/A
Financial Self Sufficiency (FSS)	N/A
Repayment Rate	N/A
No. of Branches	N/A
No. of Districts Covered	N/A

(As of July 15, 2017)



## WoMi Microfinance Bittiya Sanstha Ltd.

Naubise, Dhading

**WoMi Microfinance Bittiya Sanstha Ltd.** is promoted by a group of professional women who seek to provide microfinance services to the deprived women and unemployed youth of the country in a sustainable microfinance. After receiving license from the Central Bank, it commenced its operations from March, 2012 onwards and has since been supporting in the economic development of the country through mobilization of skill, labor and capital in the rural sector. The MFDB empowers its members through various training and awareness programs to self-start business activities. WoMi has expanded its services and currently serves 17 districts.

Particulars	Units
Total Members	18,541
Total Borrowers	11,997
Total Dropout Members	4,394
Total Staff	137
Total Loan Outstanding	658,675,049.40
Total Savings	257,511,084.97
Total Loan Overdue	7,444,858.00
Profit / (Loss)	20,998,783.81
Operational Self Sufficiency (OSS)	143.33%
Financial Self Sufficiency (FSS)	137.02%
Repayment Rate	98.99%
No. of Branches	24
No. of Districts Covered	17

(As of July 15, 2017)





## Mirmire Microfinance Development Bank Ltd.

Banepa, Kavrepalanchowk

**Mirmire Microfinance Development Bank Ltd.** works to provide the deprived and marginalized families with microfinance services. Established in December, 2009, it commenced its full-fledged operation from October, 2010 in the Kavrepalanchowk district. The organization works with the objective of facilitating opportunities for self-employment among those who fall below the poverty line by providing micro-enterprise and microfinance services. As the 19th MFDB to receive license from NRB, it aims to contribute to healthy competition in the sector wherein the members are empowered and achieve improved livelihoods.

Particulars	Units
Total Members	25,846
Total Borrowers	16,044
Total Dropout Members	N/A
Total Staff	144
Total Loan Outstanding	825,687,890.00
Total Savings	203,311,390.00
Total Loan Overdue	8,243,060.00
Profit / (Loss)	24,319,290.00
Operational Self Sufficiency (OSS)	121.80%
Financial Self Sufficiency (FSS)	119.15%
Repayment Rate	N/A
No. of Branches	33
No. of Districts Covered	15

(As of July 15, 2017)



## Swarojgar Laghubitta Bikas Bank Ltd.

Banepa, Kavrepalanchowk

**Swarojgar Laghubitta Bikas Bank Ltd.** was established in the year 2009 with the objective of uplifting the socio-economic status of the poor and backward communities by providing microfinance services. The organization caters to the need and demand of the people by designing products and services relevant to the particular group and locality. It inculcates savings habit among its members and helps create job opportunities for self-employment. The MFDB provides an array of services such as security, remittance, scholarship and so forth. It intends to extend its banking services on a priority basis to women, dalits, janajatis and minorities in the community.

Particulars	Units
Total Members	43,335
Total Borrowers	28,042
Total Dropout Members	N/A
Total Staff	220
Total Loan Outstanding (GROSS)	1,285,153,364.00
Total Savings	474,621,126.00
Total Loan Overdue	2,892,974.00
Profit / (Loss)	28,385,496.32
Operational Self Sufficiency (OSS)	131%
Financial Self Sufficiency (FSS)	120%
Repayment Rate	99.72%
No. of Branches	35
No. of Districts Covered	10

(As of July 15, 2017)



## National Microfinance Bittiya Sanstha Ltd.

Dhadingbesi, Dhading

**National Microfinance Bittiya Sanstha Ltd.** started its operation in 2014 after receiving license from the Central Bank. As a 'D' class microfinance development bank, it is committed to improve the quality of life of the deprived communities by providing inclusive and sustainable microfinance services. The organization not only provides different products and services, but customizes its services as per the need of the target group. It intends to play a pivotal role in poverty alleviation and development of the country. Currently, the MFDB is operating in 29 districts of Nepal.

Particulars	Units
Total Members	44,650
Total Borrowers	33,776
Total Dropout Members	2,442
Total Staff	153
Total Loan Outstanding	1,646,397,585.04
Total Savings	326,058,470.58
Total Loan Overdue	7,798,960.00
Profit / (Loss)	72,436,425.16
Operational Self Sufficiency (OSS)	166%
Financial Self Sufficiency (FSS)	N/A
Repayment Rate	100%
No. of Branches	31
No. of Districts Covered	29

(As of July 15, 2017)



## Naya Nepal Laghubitta Bikas Bank Ltd.

Dhulikhel, Kavrepalanchowk

**Naya Nepal Laghubitta Bikas Bank Ltd.** has been working in the central and eastern region of the country providing microfinance and support services to the ultra-poor population. The organization encourages savings habits of its members and delivers its services to the marginalized target group, on a priority basis to women, minorities, Dalits and Janajatis. The MFDB strives to alleviate poverty and spread peace by providing employment opportunities and income generating activities through microfinance projects. It is involved in financially empowering its members and communities through its many Service Delivery Centers (SDCs) spread across six districts.

Particulars	Units
Total Members	6,028
Total Borrowers	4,844
Total Dropout Members	N/A
Total Staff	51
Total Loan Outstanding	1,88,278,653.00
Total Savings	52,312,735.00
Total Loan Overdue	6,826,216.00
Profit / (Loss)	7,005,000.00
Operational Self Sufficiency (OSS)	137.58%
Financial Self Sufficiency (FSS)	N/A
Repayment Rate	98.28%
No. of Branches	11
No. of Districts Covered	6

(As of July 15, 2017)



## Mahila Adhikar Tatha Bikas Kendra

Dillibazar, Kathmandu

**Mahila Adhikar Tatha Bikas Kendra** is one of the foremost Non-Government Organization to lobby for women rights and empowerment in the country. It received license from the Central Bank in August, 1993. Realizing the necessity that rights of women and rights to easy access to finance goes hand-in-hand, the organization initiated its microfinance program from March, 1996 onwards. The FINGO actively promotes public awareness and social development through its various programs and services. The organization is invested in women empowerment in the economic, political, social and cultural field. It currently provides services through its fifteen branches.

Particulars	Units
Total Members	13,032
Total Borrowers	8,881
Total Dropout Members	2,678
Total Staff	73
Total Loan Outstanding	359,164,775.00
Total Savings	132,597,621.00
Total Loan Overdue	2,426,511.00
Profit / (Loss)	7,442,710.84
Operational Self Sufficiency (OSS)	117%
Financial Self Sufficiency (FSS)	90%
Repayment Rate	95%
No. of Branches	15
No. of Districts Covered	7

(As of July 15, 2017)



## Grameen Swayam Sewak Samaj

Harivan, Sarlahi

**Grameen Swayam Sewak Samaj** started its operation in 1994 as a Non-Government Organization working for the economically disadvantaged families in the district. It received license under the Financial Intermediary Act 2055 from the Nepal Rastra Bank to provide microfinance services in the year 2005. By providing financial services to its members, the organization aims to assist in achieving a dignified and respectable standard of living. Since its inception, the FINGO has been providing social, financial, infrastructural and community development programs benefitting the backward communities within its area of operation.

Particulars	Units
Total Members	12,859
Total Borrowers	7,787
Total Dropout Members	1,023
Total Staff	58
Total Loan Outstanding	351,273,697.00
Total Savings	106,850,229.00
Total Loan Overdue	1,676,457.00
Profit / (Loss)	7,018,424.00
Operational Self Sufficiency (OSS)	115.12%
Financial Self Sufficiency (FSS)	N/A
Repayment Rate	99.56%
No. of Branches	10
No. of Districts Covered	2

(As of July 15, 2017)



## Pioneer Bahuuddeshiya Sahakari Sanstha Ltd.

Birendranagar, Surkhet

**Pioneer Bahuuddeshiya Sahakari Sanstha Ltd.** has emerged as a household name famous for providing small-scale loans and creating employment opportunities in the district of Surkhet. Internalizing the 7 international principles of microfinance Pioneer has emphasized in improving the quality of life of the group members. Pioneer has been providing financial services to the poor through its five approved centers and undertakes sincere efforts to produce entrepreneurs. For this efforts Pioneer was awarded with the best co-operative award in the year 2072 on the National Co-operative Day. Moreover, the manager was also honored with the best manager award in 2073 that speaks volume of the progress of the organization.

Particulars	Units
Total Members	3,070
Total Borrowers	692
Total Dropout Members	36
Total Staff	26
Total Loan Outstanding	71,189,118.00
Total Savings	35,926,911.97
Total Loan Overdue	1,607,361.00
Profit / (Loss)	2,472,616.13
Operational Self Sufficiency (OSS)	123.93 %
Financial Self Sufficiency (FSS)	N/A
Repayment Rate	N/A
No. of Branches	5
No. of Districts Covered	1

(As of July 15, 2017)



## Navodaya Bahuuddeshiya Sahakari Sanstha Ltd.

Harivan, Sarlahi

**Navodaya Bahuuddeshiya Sahakari Sanstha Ltd.** was established in the eastern district of Nepal to serve the marginalized communities in Jhapa. Since its operation, the cooperative has been empowering its members through various training and awareness programs. It started its microfinance program to provide easy access to finance. Through its eight branches, the co-operative has been able to reach the far-flung areas in the district bypassed by financial institutions and projects.

Particulars	Units
Total Members	10,071
Total Borrowers	6,839
Total Dropout Members	950
Total Staff	37
Total Loan Outstanding	329,037,006.00
Total Savings	93,045,379.40
Total Loan Overdue	3,317,744.00
Profit / (Loss)	19,221,523.91
Operational Self Sufficiency (OSS)	149%
Financial Self Sufficiency (FSS)	68%
Repayment Rate	99.79%
No. of Branches	8
No. of Districts Covered	1

(As of July 15, 2017)



## Shrijana Samudayik Bikas Kendra

Choharba, Siraha

**Shrijana Samudayik Bikas Kendra** is a non-profit and non-political organization established in 1992 in the Siraha district of eastern Nepal. It is a result of committed young professionals and social workers who aimed at creating social justice and empowering the vulnerable groups. Since its inception, the organization has been actively involved in community development programs and capacity building that focused on education, health and income generation. The organization envisions a self-reliant community where locals enjoy a dignified and secured standard of living in a sustainable manner. At present, the FINGO is actively involved in microfinance and credit plus services in the neighboring districts of Udaypur and Sindhuli as well.

Particulars	Units
Total Members	32,012
Total Borrowers	19,697
Total Dropout Members	13,294
Total Staff	122
Total Loan Outstanding	837,134,759.00
Total Savings	237,397,422.00
Total Loan Overdue	24,327,404.00
Profit / (Loss)	71,487,522.00
Operational Self Sufficiency (OSS)	165.4%
Financial Self Sufficiency (FSS)	142%
Repayment Rate	99.47%
No. of Branches	18
No. of Districts Covered	3

(As of July 15, 2017)



# Profile of

## CSD Resource Persons



The Centre takes pride in its extensive network of partners both at home and abroad. Through its partnership, CSD has been able to contribute to the knowledge dissemination and capacity building of the microfinance stakeholders in Nepal. Its resource persons come from renowned international institutions, regulatory bodies, development practitioners and microfinance experts. CSD is pleased to introduce its pool of resource persons:

### Mr. Abdul Hai Khan

Mr. Khan is the Managing Director of Grameen Trust (GT), Bangladesh a renowned supporter and promoter of microcredit and social business. Before joining GT he worked as Deputy General Manager of Grameen Bank (GB). During his tenure of over 25 years in GB he had the opportunity of working closely with Nobel Laureate Prof. Yunus. He has a wide range of experience on GT's worldwide replication programs and has conducted numerous training programs on various issues of Microcredit and Social Business in different countries. He serves on the Board of different MFIs and Social Business entities in Bangladesh and China. Mr. Khan also conducted a 'Fact Finding Mission' in Nepal in 2013.

### Mr. Mir Hossain Chowdhury

Mr. Chowdhury is the Deputy General Manager of Grameen Trust (GT), Bangladesh and has been working in the field of microcredit since several years. He comes with a rich practical experience in the field of microcredit and social business. Mr. Chowdhury has conducted numerous training programs and workshops across the world.

### Dr. Binod Atreya

Dr. Atreya is the former Executive Director of the Nepal Rastra Bank, leading the Microfinance Promotion and Supervision Department. He worked at the Central Bank for several years and has wide knowledge of microfinance and the banking sector.

### Mr. Narayan Prasad Paudel

Mr. Paudel is the Executive Director of the Nepal Rastra Bank and heads the Banks and Financial Institution Regulation Department. He has been working in the Central Bank since June, 1989 contributing to the regulatory authority under various capacities both at the central and regional levels. He has participated and represented the NRB in various training, meetings, seminars, observations and visits both in Nepal and abroad. His articles have been published in a number of publications of the NRB on topics of banking, financial management and financial system. His vast experience and knowledge is complemented with an MBA Degree in Finance from the University of Lincolnshire and Humberside, UK.

### Mr. Upendra Kumar Paudel

Mr. Paudel is the Executive Director of the Microfinance Promotion and Supervision Department at the Central Bank of Nepal. He joined the NRB as an Assistant Director in January, 1991 and has since worked in several departments. Over the years, he has gained varied experience in the banking, regulation, economic research, supervision and at the Governor's office. He has participated in various forums at national and international levels and has served in the role of paper presenter, resource person and panelist. He has authored numerous articles on economic policy, general banking, central banking and microfinance. He holds a MSC in Economic Policy of Developing Countries from Bradford University, United Kingdom.

### Dr. Nara Hari Dhakal

Dr. Dhakal is the Executive Director of Centre for Empowerment and Development. He holds expertise in the field of agriculture finance, value chain finance, rural finance and microfinance. His research and publications on contemporary issues of banking, finance, enterprise development, value chain finance and rural livelihood improvement is widely published. Dr. Dhakal's work has taken him to Cambodia, Bangladesh, Afghanistan and East Timor. He has over 33 years of teaching and professional experience. He has held positions as the Chairperson, Board Member and Advisor in several commercial banks and committees. Dr. Dhakal holds a Ph. D. in Economics from Tribhuvan University.

### Mr. Shankar Man Shrestha

Mr. Shrestha is a microfinance expert with five decades of experience and learnings in the rural banking and microfinance sector. He is one of the nine promoters of the Centre and also the founder Executive Director of CSD. He was the first Chief Executive Officer of the Rural Microfinance Development Centre Ltd. and served from August 1999 to April 2014. He contributed to the Agricultural Development Bank Ltd. working in various capacities such as Deputy General Manager, Director of Agricultural Credit Training Institute, Chief of Credit Department, Regional Manager etc. for 25 years. He has served as the Chairman of the Centre for Rural Technology (CRT) Nepal and is a member of advisory committee of Samriddha Pahad, UK and Samriddha Pahad Company Nepal. He had also served as the member of Board of Director of Nepal Banking Institute (NBI) since its inception to April 2014. He has a M.A. Degree in Economics from Tribhuvan University and was a special student of Agricultural Economics at the Texas A&M University, USA. Mr. Shrestha has a long and rich experience of organizing and facilitating microfinance seminars, conferences, workshops and training programs. He has delivered sessions at a number of seminars and conferences as guest speaker both at home and abroad. His articles, reports and papers on rural development and the microfinance sector has been published in various journals and magazines within the country and abroad. His vast knowledge, experience and network of connections is a huge asset to CSD.

### Mr. Shanker Nath Kapali

Mr. Kapali has been working in the development sector, particularly in agricultural banking and microfinance sector for the last four decades. He has several years of work experience in the Agricultural Development Bank Ltd. under various capacities and joined CSD as Deputy Director in 2004. Mr. Kapali has been leading CSD as the Executive Director since August, 2015. He has participated in numerous programs related to Social Impact Measurement, Management Information System (MIS), Delinquency Management and has been able to channelize years of field experience and knowledge into developing new training modules and programs for the Centre. He holds an M.Com. Degree from Tribhuvan University.

### Mr. Satish Shrestha

Mr. Shrestha comes with over a decade long experience of working in the microfinance sector. He joined CSD as Deputy Director in the year 2010 and has been serving as the Director of CSD since June, 2016. He is a fully Certified Trainer of Asian Development Bank and World Bank's Microfinance Training of Trainers course and heads the training department at the Centre. He has taken part in numerous conferences, workshops, training programs and exposure visits including the Global Microcredit Summit 2011 in Valladolid, Spain. Mr. Shrestha holds a Master's Degree in Human Resource Management from Kathmandu University.

### Mr. Bhojraj Basyal

Mr. Basyal is serving in Nirdhan Utthan Bank Ltd. as the Deputy General Manager at present. His more than 20 years of experience in the microfinance sector along with a Masters Degree in Management from Tribhuvan University is a great asset in contributing to interesting discussions in various classes on the subject of microfinance and related topics.

### Mr. Sharada Prasad Kattel

Mr. Kattel was the former CEO of Deprosc Laghubitta Bikas Bank Ltd. He has over two decades of work experience in the Banking and Finance sector, including microfinance, and has a successful history of mobilizing and motivating people and communities in bringing together a sound microfinance community. Mr. Kattel's training sessions are made interactive with examples from his long professional career and practical experience.

### Mr. Hem Kumar Kafle

Mr. Kafle heads the Account and Administration Department at Deprosc Laghubitta Bikas Bank Ltd. and has been exposed to numerous trainings over the years. He has over several years of experience in the microfinance sector. His field experience is pivotal in the delivery of sessions on credit management and related topics.

### Mr. Roop Bahadur Khadka

Mr. Khadka is a seasoned microfinance professional. With over sixteen years of experience in the microfinance sector, he currently leads the Financial Management Department at the Rural Microfinance Development Centre Ltd. as the Senior Manager. His several years of monitoring, supervising and audit inspection of MFIs across the country is pivotal in training sessions, leading to interesting discussions on topics of microfinance.

### Mr. Sundar Prasad Shrestha

Mr. Shrestha is the Head of the Finance and Credit Department at Laxmi Laghubitta Bittiya Sanstha Ltd. He has accumulated experience from working for more than a decade in various microfinance institutions. His work experience in a number of organizations equips him with different outlooks and is beneficial in understanding the participants from various MFIs during training.

### Mr. Bikal Prasad Sherchan

Mr. Sherchan is Co-founder of the National Institute for Leadership Development. As a life coach and consultant he is experienced in inspiring and motivating people to develop into leaders, managers and supervisors in their respective careers. His expertise lies in assisting people to transform and overcome fears, self-motivate, boost confidence and enrich relationships to achieve a more meaningful personal and professional life.

### Ms. Usha Malla Singh

Ms. Singh is Co-founder of the National Institute for Leadership Development. She focuses on youth and women leadership development trainings and skills. Ms. Singh is a life coach and consultant and is involved in developing better communication skills, inter-personal relationships, public speaking skills, team development and so forth among her trainees.

### Mr. Prakash Kumar Pokhrel

Mr. Pokhrel is the Executive Director of BICODEC. He has a diverse professional career, starting at the Home Ministry of the Government of Nepal and later moving on to the development field. His varied experience is instrumental in interacting with participants and encouraging them to self-evaluate and improve themselves. His sessions instil a feel good factor among the trainees motivating them to cultivate positive attitude in both professional and personal lives.

### Mr. Dambar Bahadur Shah

Mr. Shah is the Chief Manager at Kisan Bahuuddeshiya Sahakari Sanstha Ltd., Kailali, Nepal. He has over 20 years of work experience in the cooperatives and microfinance sector, and has played a pivotal role in up-lifting the deprived communities of the region. Mr. Shah is a skilled trainer delivering sessions to the microfinance staff and clients on microfinance related topics.

### Mr. Kiran Tharu

Mr. Tharu is the Executive Director of UNYC Nepal, Bardiya. He has several years of experience in community development programs and in the field of microfinance. His practical knowledge of the microfinance sector clubbed with his position at the management level makes him experienced in delivering sessions on the various subjects of microfinance.

### Mr. Bishnu Prasad Shrestha

Mr. Shrestha has several years of experience and knowledge in the cooperatives sector. His expertise in the area of savings and credit comes from his work experience in cooperatives spread across the country. His sessions are complete with lessons from the field and experience sharing.

### Mr. Ram Kumar Shrestha

Mr. Shrestha comes from the background of rural banking. For over 25 years he served at the Agricultural Development Bank Ltd. working under various capacities. During his tenure, he served as the zonal and branch manager in various zones and branches and as an officer at the Human Resource department. During his tenure in CSD from 1992 – 2014, he overlooked the Training and Community Development department, retiring as Director. Mr. Shrestha holds a M.A. Degree in Economics from Tribhuvan University and has great interest in literature and is famous for his literary works among the Nepali literatures.

### Dr. Sumitra Manadhar Gurung

Dr. Gurung can be called as one of the pioneer women to enter the field of microfinance in Nepal. She is the only woman promoter of CSD. She started her career as a professional staff at the International Centre for Integrated Mountain Development (ICIMOD) and progressed on to work as Project Director at Plan International Nepal. Currently, she is the Chief Executive Officer of Mahila Sahayatra Microfinance Bittiya Sanstha Ltd. She has received her Ph.D in Geography from University of Hawaii at Manoa, USA. Dr. Gurung regularly participates at seminars, conferences, workshop and trainings both at home and abroad.



### Ms. Aasmani Chaudhary

Ms. Chaudhary, an activist in women empowerment is the Chairperson of Grameen Mahila Utthan Kendra, Dang. She has been involved in the microfinance and development sector for over twenty years. She initiated the organization to empower the poor, illiterate and economically backward rural women. She has contributed in improving gender equality, reducing caste system and facilitating access to local resources for the locals. In the year 2008, she was awarded with the 'International Award for the Health and Dignity of Women', by UNFPA, U.S.A. for her exemplary contribution to women's health and promotion of women's rights. She has participated in various national and international training related to leadership development, human rights, management etc.

### Mr. Ram Chandra Joshee

Mr. Joshee is the CEO of Chhimek Laghubitta Bikas Bank Ltd. Currently, he is also the Chairman of Nepal Microfinance Bankers' Association (NMBA). Prior to the Chhimek Bank he was the Director of Chhimek Academy and has been involved in various FINGOs. He is an experienced microfinance practitioner and has participated in events, forums, seminars and other programs organized by different national and international organizations. He has completed his MBA from Tribhuvan University.

### Ms. Shova Bajracharya

Ms. Bajracharya has been involved in the microfinance sector for nearly two decades and currently heads the microfinance program of Manushi as General Manager. She taught at the Hiralal Multiple Campus as an Assistant Lecturer and worked in development organizations such as SEARCH and IIDS. She is equipped with a Master's Degree in Economics from Tribhuvan University. Ms. Bajracharya's educational qualification is further enriched with her experience of managing microfinance and community development programs exclusively focusing on women.

### Mr. Bir Bahadur Adhikari

Mr. Adhikari is the CEO of Shreejana Development Center, a FINGO located in Pokhara, Kaski. He has been involved in the Shreejana Banking Program since its inception and has contributed to its development and growth. He has attended various training, workshops, seminars and summits both at home and abroad and has visited various national and international microfinance institutions to learn from their experience. Mr Adhikari has completed his Bachelor degree from Prithvi Narayan Campus.

### Mr. Mahendra Kumar Giri

Mr. Giri is the CEO of Sahara Nepal Bachat Tatha Rin Sahakari Sanstha Ltd. one of the leading cooperatives of Nepal. He has been working for more than 20 years in the field of microfinance and is experienced in program management and training. He is also the Member of the NGO Federation of Jhapa and the Nepal Red Cross Society, Jhapa. Over the years, he has participated in numerous national and international training programs, seminars, conferences, summits and exposure/study visits. Mr. Giri holds a B.A. Degree in Commerce.

### Mr. Mani Kumar Arjyal

Mr. Arjyal is the CEO of Nerude Laghubitta Bikas Bank Ltd. and has several decades of experience in the banking and microfinance sector. He started his career from Nepal Bank Ltd., serving for over 25 years. His desire to help the underprivileged masses led him to establish the Nepal Rural Development Society Centre (NRDSC) where he served as Chief Executive Director since its inception. He has also served as the Board Member of the Nepal Microfinance Bankers' Association (NMBA). His range of exposure and meaningful participation at regional, national and international summits, seminars, dialogues and workshops has contributed to his knowledge. Mr. Arjyal holds a B.A. Degree from Tribhuvan University.

### Mr. Rajendra Bahadur Pradhan

Mr. Pradhan is the Executive Director of Solve-Nepal, a FINGO located in the hill district of Dhankuta. He has also been the member of the district level Jaycees International, Federation of Nepal Chamber of Commerce and Industries (FNCCI) and the Reiyukai Nepal. He has participated in various national and international conferences, training seminars and workshops and delivered presentations on topics related to microfinance and community development. He has several years of experience in the microfinance sector and is a keen development practitioner. Mr. Pradhan received his B.A Degree in Economics from Tribhuvan University. Furthermore, he has a Diploma in Market Research from Helisinki School of Economics, Finland and has also completed a course on non-governmental organization management.

### Mr. Ram Prasad Kafle

Mr. Kafle is the Executive Director of Nawaprativa SACCOS Ltd., a cooperative undertaking microfinance in the Nawalparasi district. He is a skilled trainer, receiving ToT skills training and has participated in various training programs on subject of women empowerment, microfinance, internal audit, social mobilization and so forth. As a social mobilizer and ardent microfinance practitioner, he has also participated in forums, conferences, seminars and workshops at national and international levels.

### Mr. Sanjay Mandal

Mr. Mandal is the Director of Jeevan Bikas Samaj (JBS). He has been a motivator of microfinance for the FINGO since its inception and has played a pivotal role in the growth and development of JBS. He has attended workshops and training on village banking model, microfinance operation, supervision and monitoring, delinquency management etc. and applies his knowledge and experience in training sessions. Furthermore, he has participated in international summits and exposure visits in various countries. He holds a MBS Degree in Finance from the Tribhuvan University.

### Mr. Ram Bahadur Yadav

Mr. Yadav is the CEO of National Microfinance Bittiya Sanstha Ltd. He has several years of experience in the microfinance sector. He has conducted various training programs and has also presented papers at workshops.

### Mr. Mohan Prasad Bhattarai

Mr. Bhattarai heads the Human Resource Management, Training and General Services Department at the Swabalamban Laghubitta Bikas Bank Ltd. He has been working in the microfinance sector for over two decades and has deep knowledge and practical experience of microfinance operations right from the field level to the departments at the head office. He holds a M.A. Degree from Tribhuvan University, Nepal.

### Mr. Mahendra Ban

Mr. Ban is the Senior Manager at the Swabalamban Laghubitta Bikas Bank Ltd. His in-depth knowledge of the microfinance program is a great asset while conducting various training sessions. Mr. Ban is adept at facilitating his sessions with cases from the field making it more interesting and easier to understand for the participants. He holds a M.B.S. Degree.

### Ms. Stephaniema Rana

Ms. Rana is the Senior Officer at CSD. She uses her knowledge and experience of the development sector in developing her sessions. Her sessions are complemented with examples from the field and at the same time sharing international practices and bench marks with the participants. She previously worked in the RMDC for over four years. She is adept in designing and implementing seminars, conferences and workshops. She holds a B.A. Degree in Economics from Delhi University, India.

### Ms. Renu Prajapati

Ms. Prajapati is the Training Officer at CSD and has been involved in designing and developing training modules and courses on various microfinance and management related topics. She is a Certified Trainer of Asian Development Bank and World Bank's Microfinance Training of Trainers course. She completed her M.B.A. Degree in Finance from Pokhara University.

# International Partners



## **Grameen Trust** Bangladesh

The Grameen Trust is a non-profit, non-government organization committed to the cause of poverty alleviation. It was established in 1989 and uses microcredit as a tool for fighting poverty and follows the Grameen Bank model. Founded by Noble Laureate Prof. Muhammad Yunus, the organization has introduced several methods of Grameen Bank Replication Program (GBRP), such as dialogue programs for potential replicators, training assistance to replication projects and monitoring performance. Grameen Trust supports microfinance institutions by providing fund in the form of seed capital or scaling up fund. It has a long standing relation with CSD, supporting the Centre in starting the first self-help banking program in Nepal.



## **Integrated Development Foundation (IDF)** Bangladesh

The Integrated Development Foundation (IDF) is a non-profit, non-political NGO established in December, 1992 with a vision of eradicating poverty in Bangladesh. IDF's commendable work for the extreme poor communities in the hilly, remote and backward areas have gained it much accolade from renowned agencies both at home and abroad. Their success and achievement in their area of work has been pivotal in garnering support for their poverty alleviation interventions. CSD has been organizing continuous exposure visits each year to Bangladesh in joint collaboration with IDF.



## **Microfinance Council of the Philippines, Inc.** Philippines

Microfinance Council of the Philippines, Inc., Philippines The Microfinance Council of the Philippines, Inc. (MCPI) is a national network of microfinance institutions and support organizations advocating sustainable, innovative and client-responsive solutions to poverty in the Philippines. MCPI promotes ethical and inclusive financial and non-financial services in order to achieve the highest global standards of excellence in governance, stewardship and service towards staff, clients and communities they serve. The organization is a great learning center for microfinance practices in the Philippines and CSD jointly organizes study visits to the Philippines with MCPI.



## **Lanka Microfinance Practitioners' Association (LMFPA)** Sri Lanka

## **Lanka Microfinance Practitioners' Association (LMFPA)** Sri Lanka

Lanka Microfinance Practitioners' Association (LMFPA) is the pioneer in microfinance networking among microfinance practitioners in Sri Lanka. As a network, its main function is to enhance the ability of its members to provide quality financial services to the grass-root communities. It promotes microfinance by encouraging cooperation, information sharing and assistance between member practitioners and stakeholders. CSD organizes its exposure visit to the island country in joint collaboration with LMFPA.





MICROCREDIT SUMMIT CAMPAIGN

## Microcredit Summit Campaign

USA

The Microcredit Summit Campaign (MSC) is an American non-profit organization established to bring together microfinance practitioners, advocates, educational institutions, donor agencies, international financial institutions, non-governmental organizations and others involved with microfinance to promote best practices in the field, stimulate interchanging of knowledge and work towards reaching the poverty reduction goals. The MCS organizes the Microcredit Summit every few years and CSD has been a part of its journey right from the beginning.



## Bandhan Bank Ltd.

India

Bandhan Bank Ltd. is the first MFI to receive the in-principle approval from the Reserve Bank of India (RBI) for setting up a universal bank in April 2014 with the banking regulator giving its final nod in June 2015. Incidentally, Kolkata-headquartered Bandhan is the first bank to be set up in the eastern part of India after independence. Starting out as a microfinance NGO in 2001, it is now a fullfledged bank for all whose focus remains unchanged to meet the financial needs of the people who are overlooked by the formal banking system and create better education, health care and self-employment opportunities. In sync with the philosophy of, 'Aapka Bhala, Sabki Bhalai' and keeping financial inclusion at the heart of it, Bandhan is committed to provide a host of products and services, competitively at par with India's top private and state-owned banks.



## Banking with the Poor Network

Australia

The Banking with the Poor Network (BWTP) is an Asian association of a diverse range of microfinance stakeholders committed to improving the quality of life of the poor through promoting and facilitating their access to and use of sustainable financial services. It provides and supports innovative, appropriate and demand-driven financial services for the poor through efficient and sustainable organizations. The BWTP Network has emerged to become the largest regional microfinance network in Asia. CSD has been a member of this network since the beginning and regularly contributes to their publications and discussions.



## Cambodia Microfinance Association

Cambodia

The Cambodia Microfinance Association (CMA) is an NGO and professional association that works towards the prosperity and sustainability of the microfinance sector in Cambodia. CMA plays a vital role in creating local and international networks as well as seeks equity and loan funds, new technologies and overseeing conflict resolution between microfinance operators. The organization works towards the prosperity and sustainability of the microfinance sector in Cambodia and has been able to achieve a stronger and successful membership network thereby attracting support from the international market to enable industry expansion.



The SEEP Network is a non-profit organization that acts as a global network of international practitioner organizations dedicated to combating poverty through inclusive markets and financial systems. SEEP represents the largest and most diverse network of its kind, comprising of international development organizations and global, regional and country-level practitioner networks that promote market development and financial inclusion. Its members are spread across 170 countries, with CSD being one of them in Nepal.





# **Centre for Self-help Development (CSD)**

**-Institute of Microfinance & Cooperative Development**

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