

ANNUAL REPORT

(2014 - 2015)



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

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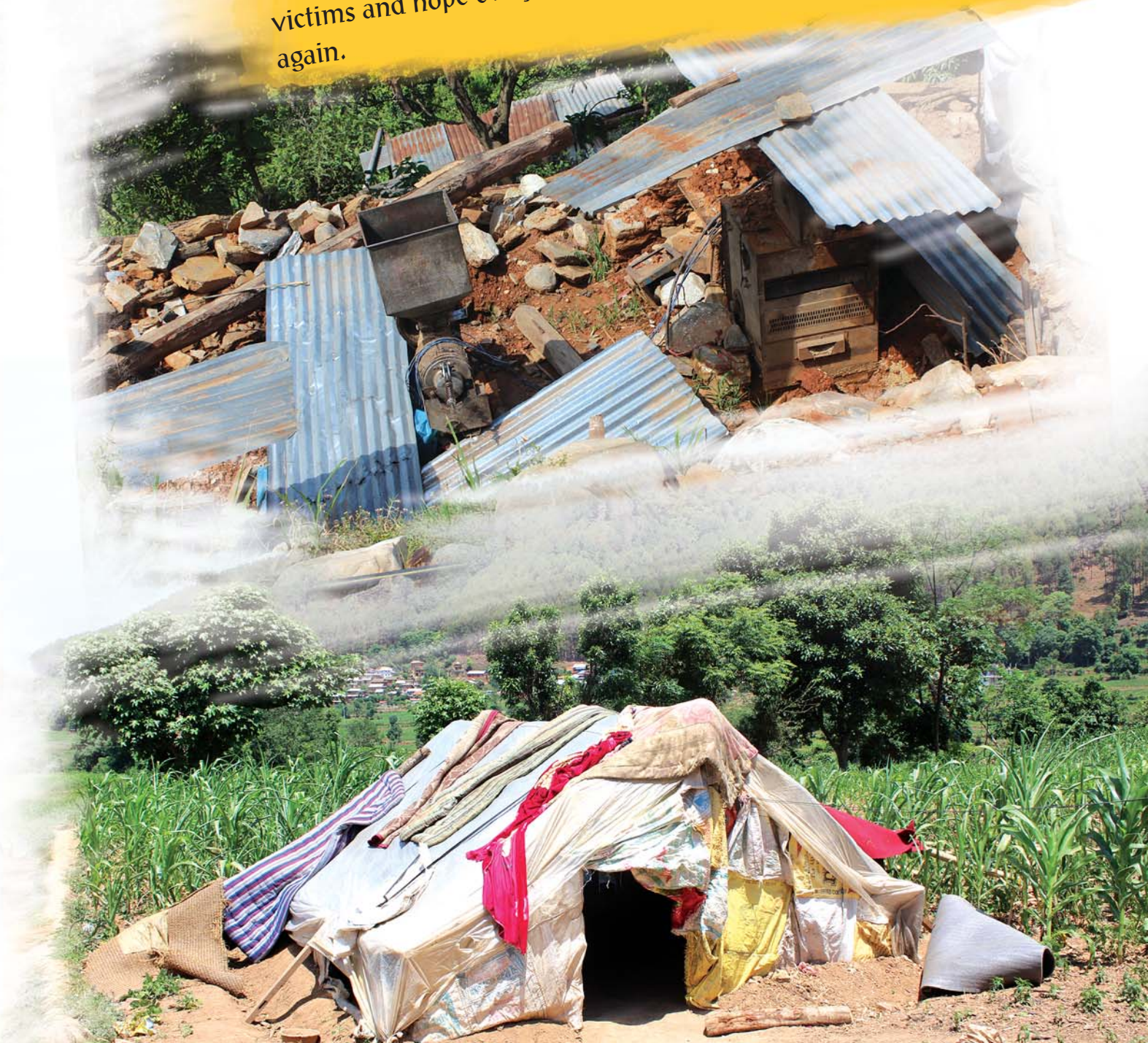
-Institute of Microfinance & Cooperative Development

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With a heartfelt sorrow CSD mourns for a tragic breakdown of the nation this year. The massive earthquake of April 25, 2015 took away several human lives, livestock and caused a severe damage to the personal properties, national infrastructures and heritage sites. The catastrophe has affected more than 8 million lives and people especially at the bottom of the pyramid have been the severe victims. CSD and its family have been extremely hurt to witness all the ruins, sad and untimely demise of the Nepalese brothers and sisters. Our wishes and prayers will always remain with the injured and the deceased ones. We express our deepest aspiration and dedication towards helping the victims and hope everyone will pull up the strengths to stand and rise again.



ABBREVIATIONS

ASHI	:	Ahon Sa Hirap
ADBIL	:	Agricultural Development Bank Ltd.
BICODEC	:	Birat Community Development Centre
BRAC	:	Bangladesh Rural and Advancement Committee
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
DCRDC	:	Dhaulagiri Community Resource Development Centre
FINGO(s)	:	Financial Intermediary Non-government Organization(s)
FPAN	:	Family Planning Association Nepal
FY	:	Fiscal Year
GBRP	:	Grameen Bank Replication Program
GoN	:	Government of Nepal
HfH(N)	:	Habitat for Humanity Nepal
HRD	:	Human Resource Department
ICIMOD	:	International Centre for Integrated Mountain Development
IDF	:	Integrated Development Foundation
IIDS	:	Institute for Integrated Development Studies
INAFI	:	International Network of Alternative Financial Institution
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
NBI	:	Nepal Banking Institute
NGO(s)	:	Non-government Organizations
NILD	:	National Institute of Leadership Development
NLP	:	Neuro Linguistic Programming
PGT	:	Pre-group Training
PWR	:	Participatory Wealth Ranking
RMDC	:	Rural Microfinance Development Centre Ltd.
SAFAL	:	Sustainable Access to Finance and Livelihood
SOLVE	:	Society of Local Volunteers' Effort
SLBB	:	Swabalamban Laghubitta Bikas Bank Ltd.
ToT(s)	:	Training of Trainer(s)
UNYC	:	United Youth Community
WCS	:	Women Cooperative Society

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Message from THE CHAIRMAN

The end of the year 2014/15 gave me time to reflect on what a phenomenal start has CSD been to with another year of achievements. With new set of Vision, Mission, Objectives and Goals the organization successfully continued to pursue its capacity development programs. It is a matter of great pride that CSD is able to incorporate several microfinance institutions and cooperatives to its programs.

CSD sought to address the burning issues in microfinance sector that are growing to be more challenging with the passing of time. As such, CSD takes an advantage of bringing together wide range of field practitioners; from managerial level professionals to the front line staff and help enable them to be more rational and efficient in their jobs.

In the context of unfortunate natural mishaps, political conflicts and chaos in the country the operations of the microfinance institutions all over the nation are severely affected. CSD took initiatives to study and assess the impacts and come up with a way forward bringing together concerned stakeholders through regular dialogues and interaction programs. We equip them with the best of everything we do to place them with the right information, build their confidence and make them serve right to the bottom end.

In coming years we have much more to do to strengthen the microfinance industry. More training programs have to be organized and researches to be carried out to make the industry informative and hold on to best practices by the MFIs. Coming years are full of hopes and opportunities. We are looking forward to show best examples to the trainees by organizing exposure study visits. It will make most of the programs to stop malpractices of the industry and transform human resources and energy to benefit the deprived masses. CSD will strive to create more opportunity of learning and unleashing the potentials of poor people in utilizing microfinance products and services to their optimum benefit.

I would like to thank all the organizations, commercial banks, development banks, FINGOs, Cooperatives, other stakeholders and well wishers for their valuable support and cooperation extended to CSD for carrying out its activities smoothly and giving an opportunity to assist them in whatever small way possible.

I also express my sincere thanks to the CSD general and institutional members and the members of Governing Board for their valuable support and suggestions, and all the staff members of CSD for their diligence and hard work to attain the mission and goals of CSD.

Shankar Man Shrestha
Chairman

ACKNOWLEDGEMENT

The Centre for Self-help Development (CSD) has completed another successful year of its development efforts. CSD has successfully completed 24 years of operation. CSD has made all possible attempts to serve poor families with microfinance service and other development programs.

Reshaping CSD's strategy to be an apex level microfinance training and research institute has been a stimulating venture to the entire CSD family. It has been conducting various training, primarily on microfinance and related areas to various development banks, microfinance banks, cooperatives and financial intermediary non-governmental organizations (FINGOs). To complement training offerings, CSD is also undertaking action research and study works. CSD has done remarkable work in the field of community development, entrepreneurship promotion and policy and research undertaking.

I extend my sincere thanks to the Chairman for his continuous support and guidance in bringing CSD to this stage of development. I deeply acknowledge that CSD's success would not have been possible without his able guidance and support.

I would also like to extend my sincere thanks to the members of the General Assembly and the Governing Board for their valuable guidelines and support to the management.

I am also thankful to the Government of Nepal (GoN), Nepal Rastra Bank, partner organizations and member institutions for their support, assistance and cooperation for sustainable development of CSD and its programs. It would be injustice in my part if I don't extend thanks to all the staff members for their strong commitment and dedication in discharging their responsibilities.

I am also grateful to all concerned organizations and individuals for their constant inspiration and encouragement and also expect equal support and cooperation from everyone in the coming days.

Finally, I would like to express my thanks to those who have contributed, specially our Training Officer, Chetana Panthi, in preparing this annual report.

Shanker Nath Kapali
Acting Executive Director





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, 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 ToT skills and MF knowledge
- Appraise and evaluate financial and social performance of MFIs and Cooperatives

ORGANOGRAM OF CSD



CSD Principles

- Helping people to help themselves.
- 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.
- 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



A view of CSD's 24th Annual General Meeting

CSD is governed by the General Assembly as its supreme authority which comprises of 15 individual members and 27 institutional members. These individuals came from different professional background such as microfinance, development agencies, engineering, banking and so on. The institutional members are represented by the head of respective institutions, basically MFIs and Cooperatives. The General Assembly decides upon formulating major policies and also elects the Governing Board of the organization.

Governing Board

The governing board is the executive body elected from the General Assembly. It is a team of seven members and is composed of the Chairman, Vice-chairman, Treasurer and other members. The Board holds the highest authority for policy formulation of the organization. The Chairman and the officials of the Board are elected from among the members for a period of 2 years. It appoints Executive Director who oversees the management of the organization and acts on behalf of the Board. He/she is responsible in running the day-to-day activities of CSD. CSD follows and implements the specific charges approved and directed by the Board.

GOVERNING BOARD



Mr. Shankar Man Shrestha
Chairman

Mr. Shrestha is a microfinance expert with more than 48 years experience in the rural and microfinance industry. He is the Chairman, and the founder Executive Director of CSD. He worked as the Chief Executive Officer in the Rural Microfinance Development Center Ltd. from August 1999 to April 2014. He had also worked in the Agricultural Development Bank Ltd. in various capacities such as Deputy General Manager, Director of Agricultural Credit Training Institute, Chief of Credit Department, Regional Manager, etc. He is also the Chairman of the Centre for Rural Technology (CRT) Nepal and 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 an M.A degree in Economics from T.U. He has long experience in facilitating microfinance training, workshops and seminars. He has written several articles, reports and papers on rural and microfinance sector which were published in journals and magazines within the country and abroad. He holds a long experience in delivering microfinance and training services to MFIs and the clientele.



Mr. Ganesh Ram Shrestha
Vice Chairman

Mr. Shrestha holds Bachelor's degree in Agriculture Engineering. He holds over two decades experience in various rural technologies, working with national and international agencies. At present he is the Executive Director of the Centre for Rural Technology (CRT). He worked for more than 20 years in the Agricultural Development Bank Ltd. of Nepal in technology promotion and development for the rural communities. He had also worked for international organizations such as World Bank and UNDP. He has attended dozens of international training and conferences related to environment and ecological development.



Ms. Shova Bajracharya
Treasurer

Ms. Bajracharya is the General Manager of Microfinance program of MANUSHI. She holds Master's Degree in Economics from Tribhuvan University. She has an experience in teaching economics as an Assistant Lecturer in Hiralal Multiple Campus. She has worked in development organizations like SEARCH and IIDS. She has a long working experience in delivering microfinance and community development programs.

OFFICIALS



Mr. Lumin Kumar Shrestha
Member

Mr. Shrestha is working as the Director of the Centre for Rural Technology (CRT). He holds M.Sc. degree in agriculture science. He also had experience of working in the various capacities in the Agricultural Development Bank Ltd. of Nepal for more than 20 years. He has been participating in numerous training and conferences on environment, technology and ecological development.



Mr. Yogendra Mandal
Member

Mr. Mandal is the Chairperson and the founder Executive Director of Jeevan Bikas Samaj. He is an avid microfinance practitioner and has been delivering integrated value added development programs like education, health, housing and solar energy etc. in microfinance through JBS. He has a long working experience in rural development programs.



Dr. Sumitra M. Gurung
Member

Dr. Gurung is the CEO of Mahila Sahayatra Microfinance Bittiya Sanstha. She started her career as a professional staff in International Centre for Integrated Mountain Development (ICIMOD). She received Ph.D in Geography from University of Hawaii at Manoa, USA. She worked as the former Chief Executive of Women Cooperative Society (WCS) and as a Project Director in Plan International. She has a long working experience in rural and urban development programs.



Ms. Menuka Giri
Member

Ms. Giri is the Chief of Monitoring & Supervision Department of Nepal Women Community Service Centre. She has taken various training related to microfinance and has a long working experience in delivering microfinance programs.

Working at CSD

CSD has a dynamic work culture and its friendly environment has helped the team evolve out with new and fresh ideas. CSD taskforce from all the divisions work together to support and encourage the microfinance innovations in its each and every program. Individuals with strong academic background support CSD's activities in the front end while the top management team is backed by highly experienced professionals.



CSD team in a staff meeting



Group photo of CSD staff

MANAGEMENT TEAM



Mr. Shanker Nath Kapali

Mr. Kapali is currently working as the Acting Executive Director of CSD. He holds a Master's Degree in Commerce from Tribhuvan University and has a long work experience of about 12 years in microfinance sector. He participated in Social Impact Measurement Program conducted by INAFI International, Management Information System (MIS) conducted by RMDC, Delinquency Management conducted by RMDC and many more. He joined CSD as a Deputy Director in 2004. He has several years of work experience in the Agricultural Development Bank Ltd., Nepal.



Mr. Satish Shrestha

Mr. Shrestha has been working as the Deputy Director in CSD since 2010. He holds a Master's Degree in Human Resource Management from Kathmandu University. He has more than 10 years experience in microfinance sector and is a fully Certified Trainer of Asian Development Bank and World Bank's MFToT course. He has participated in various training and seminar including the Global Micro-Summit Campaign held at Valladolid, Spain in 2011.



Mr. Govinda Man Shrestha

Mr. Shrestha has been working in CSD as Assistant Director since 1996. His academic qualification is Bachelor's in Arts from Tribhuvan University. He has a long working experience in accounting and finance. He participated in study visit of microfinance institutions in Bangladesh. He has several years of work experience in Agricultural Development Bank Ltd. of Nepal.



Ms. Stephaniema Rana

Ms. Stephaniema has been working as the Senior Officer in CSD. She comes with a background in the development and social sector. 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 did Bachelor's in Economics from Delhi University, India..



Ms. Renu Prajapati

Ms. Renu Prajapati has been working as the Training Officer at CSD. She worked as a counselor in Synergy Career Consultants Pvt. Ltd. and also holds a teaching experience. She completed MBA (Finance) degree from Pokhara University. She is a fully Certified Trainer of Asian Development Bank and World Bank's MFToT course and has been involved in training need assessments, facilitating training session in training programs as well as preparation of training completion reports. She is equally active in handling administration.



Ms. Abhilasha Poudel

Ms. Abhilasha joined CSD as the Training Officer. She worked with Kantipur Publications prior to joining CSD. She is an MBA graduate from Purbanchal University. Ms. Poudel has been showing her abilities in delivery of training, facilitation and coordination, preparation of training reports, research and communication.



Ms. Chetana Panthi

Ms. Chetana Panthi is currently working as the Training Officer with CSD Nepal. She is an MBA graduate in Finance and HR stream from Anna University, India. She started her career in microfinance sector through internship in Planet Finance India. Post her MBA, she worked as a Research & Marketing Officer in a Clearing House of Commodity Futures Exchange, Nepal. Her strength includes research and assessment study, training delivery and strategic organizational abilities.



Ms. Anita Suwal

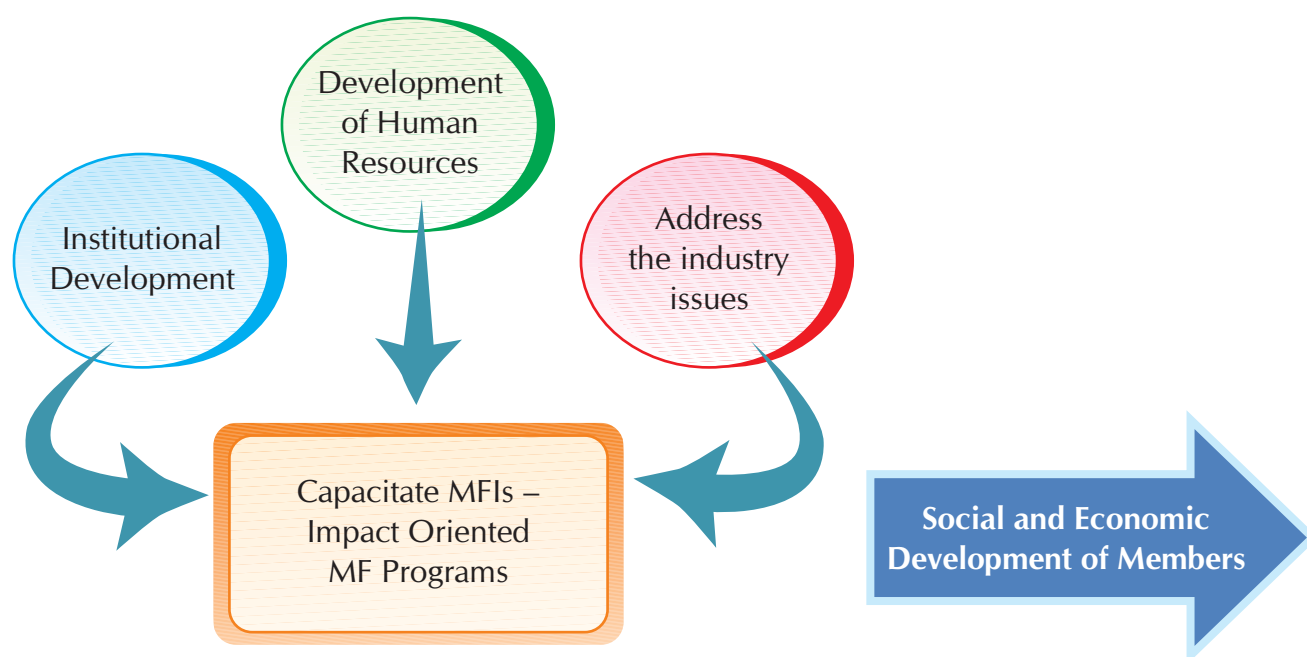
Ms. Suwal is working as the Assistant in the Finance and Administration department. She did her BBA from Purbanchal University and prior to joining CSD she offered volunteer service to several youth awareness projects run by the NGOs and INGOs such as FPAN, Restless Development Nepal and so on.



Ms. Shristina Shrestha

Ms. Shrestha is the Training Assistant in CSD. She holds BBS degree from Tribhuvan University and carries out all the supporting functions ranging from organizing training programs to exchange visits and other administrative supplies.

Approach and Strategies



- ▶ Continue to design and develop need based, demand driven training and exchange visit programs and delivery of such programs in participatory approach.
- ▶ Promotion of cooperation, shared learning and application of shared standard of practice in microfinance industry.
- ▶ Identification of product design and service delivery mechanism to address the financial need and challenges of target communities.
- ▶ Persuade the working institutions toward common goal of poverty alleviation.
- ▶ Issuance of various publications and study reports to bring out the current picture of ongoing microfinance practices, creation of knowledge portal and information dissemination.
- ▶ Strengthen MFIs and help upgrade quality of their services through enhancing their human resource capacity.
- ▶ Cultivate message of self help and self dependency among the members through training and seminars and interactions.

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

Progress and Achievements of year

2014/15

Major Highlights

1

Assessment Study

2

Workshops

5

Exposure/ Study Visits

13

Training Programs

Establishment of Study/Research Fund

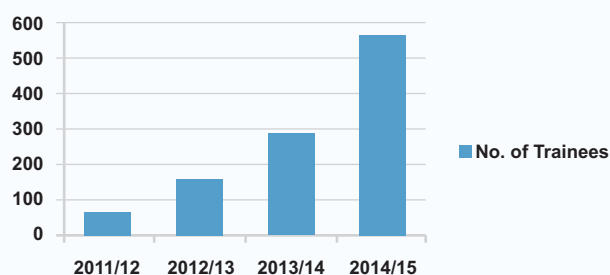
Microfinance Solidarity Fund

1. Training on Fundamentals of Microfinance

CSD conducted training on Fundamentals of Microfinance from July 27 to August 1, 2014 at the training hall of CSD, Maitighar Height, Kathmandu. A total number of 18 participants from different microfinance institutions attended the program. The main objective of the training was to acquaint the participants with basic concept and fundamentals of microfinance. They learned how to identify target household, parameters of client targeting and process to conduct Participatory Wealth Ranking (PWR) and Pre-Group Training (PGT) which are the primary steps of implementing microfinance program.



No. of Trainees Over the Years



2 Cooperatives Specific Training Programs

2.1 Credit Appraisal Training

Two training programs on Credit Appraisal were delivered on August 24-27 and September 7-10, 2014 respectively to the cooperative institutions. The first one was a customized training tailored to suit the need of Samriddha Pahad supported cooperatives where 21 participants from 18 different cooperative institutions attended the program. The latter one was a standard training offered to all the cooperatives where 19 participants from 13 different cooperative institutions took part. The training program focused on conceptual knowledge dissemination regarding credit and collateral related topics, PEARLS monitoring system and so on along with the practical field exercise.



Another customized training on Credit Appraisal was offered to 30 employees of Kisan Multipurpose Cooperatives from March 31 to April 1, 2015 in Lamki, Kailali. A brief training need assessment was conducted to design and develop the training material so as to best meet the training need of the organization and its employees.



2.2 Financial Analysis and PEARLS Monitoring System

Realizing the capacity building need of the officials of accounts committee members and managers of cooperative organizations, CSD organized the training on Financial Analysis and PEARLS Monitoring System from April 16-19, 2015 which was attended by 22 participants from 11 different institutions.



3 Microfinance Specific Training Programs

3.1 Credit Appraisal Training

This year, four different training on Credit Appraisal were organized for MFIs among which two of them were the customized training offered to UNYC Nepal, Bardiya. The first two training programs were targeted to all MFDBs, FINGOs and Cooperatives together. They were organized in CSD Hall, Maitighar from November 9-12, 2014 and February 23-26, 2015. Both the training programs were designed in such a way that the participants could acquire the conceptual as well as practical knowledge of credit appraisal. The total numbers of participants in these programs were 21 and 22 respectively.

In course of delivering customized training to UNYC Nepal, the programs were conducted in Nepalgunj and Dhangadi from March 25-26 and 27-28, 2015 respectively. The total numbers of participants in each of the training program were 37 and 35 respectively whereas the numbers of participating female employees were 16 and 15 respectively. The main objective of this customized training was to acquaint the field level branch managers and assistants with the concept, process and system of credit appraisal and its importance in safeguarding loan portfolio and minimizing credit risk.



3.2 Branch Management Training

CSD conducted two branch management training this year from Dec 11-14, 2014 and February 1-4, 2015 at CSD Training Hall, Maitighar and Hotel Yellow Pagoda, Kantipath respectively. Altogether, 65 trainees from 23 different institutions-- including MFDBs, FINGOs and cooperatives participated in these two programs out of which 52 were male and 13 female. These training have been a successful platform of learning various management

practices, financial management and team building. Such training also helped in developing the motivational and leadership skills of the managers.



3.3 Other Customized Training

Apart from the regular Credit Appraisal training programs CSD used to customize and deliver a new training for MFI managers. Initiation such as 'Manager as a Coach' was also designed and launched this year. The first training on Manager as a Coach was held from October 30 to 31, 2014 in Charpane, Jhapa for 36 branch managers of Sahara Nepal Savings and Credit Cooperative Ltd. The training was conducted in the Eastern Regional Training Centre of the Agricultural Development Bank Ltd.

Similarly, such training was also held in the training hall of Jeevan Bikas Samaj (JBS), Katahari, Morang where 35 branch managers of JBS were introduced to this new concept with a view to inspiring their managerial skills. This particular training was an interactive forum of sharing each other experiences, discussing in groups, learning from various stimulating games and exercises and so on.



Of the total number of trainees this year, the percentage of male participants is around 76 percent while the ratio of female participants is 24 percent. The women leadership program, conducted solely for the female group had a major contribution to have female's participation to this proportion. Nonetheless, CSD aspires to bring together the women professionals to its various training and other programs and increase their capacity level, helping them empower their professional competencies at par with their male counterparts.

Ratio of Male to Female Participants in CSD Programs



4. CSD Dialogue Program

CSD organized a dialogue program on December 16, 2014 where the leading MFIs officials gathered together to discuss current issues, problems and challenges and come out with the common understanding on strategies to overcome them to develop microfinance as a sustainable poverty alleviation tool.

KEY TAKEAWAYS OF THE YEAR 2014/15

CSD Dialogue Program

Women Leadership Program

Intra-institutional Self-evaluation
Workshop

A total of 12 different Senior Level Executives, CEOs and Chairpersons gathered and exchanged views on few burning issues of microfinance such as unhealthy competitions leading to duplication, multiple financing and over financing.

The forum also brainstormed on the credit appraisal challenges and lack of practices required for mapping progress of the members. The other major concerns of MFIs were policy level issues like legal constraints and complexities, conditions imposed on converting FINGOs to MFDBs, irrational decision seen while approving license application of new MFIs, etc.

The program remarked on a way out, figuring out some immediate actions every microfinance institution needs to give a serious thought; such as implementing credit appraisal system with main focus on the cash flow of members and their repayment capacity, train the employees through various internal and external training programs, equip and utilize the technology to improve operational efficiency and thereby, reduce cost. Reaching deep down to the poorest and outreaching to the remote areas, conducting surveys and researching on the progress level of members were major areas the attendees discussed in dialogue program.

5. See You at the Top: Women Leadership Program

With the mission of bringing high potential women together to build a foundation of leadership skills for the advancement of their personal and professional goals, CSD organized a 'Women Leadership Program-See You at the Top' from January 8-9, 2015. This workshop was designed, delivered and dedicated specially to the women who seek to lead in their respective professional fields.



30 women participants were facilitated by Ms. Usha Malla Singh from National Institute of Leadership Development (NILD) during the two days program held in Hotel Yellow Pagoda, Durbar Marg.



The participants had a very refreshing experience of learning from the resource person, various games and exercises as well as the experience, perception and incidents shared by one another. It helped the participants in changing their outlook towards the people they meet, responsibilities they bear and the roles they play in their personal as well as professional lives. Moreover, the self-worth and self-confidence recognized by the women had been an achievement of the program as a whole.



6. Study Visit cum Workshop of Cooperatives of Far-western Nepal

In collaboration with Sambriddha Pahad U.K, CSD joined hands in the study visit of 11 different cooperatives in four districts of far-west Nepal. i.e, Bajura, Doti, Achham and Dadeldhura. This visit had been a part of SAFAL project run by Sambriddha Pahad and the Blueberry Hill

Charitable Trust U.K. The project is undertaken for the purpose of serving people in remote districts of Nepal with the financial access and uplifting their social as well as economic status.

The local cooperatives in these districts are working with the people from long time and to help them broaden their understanding on developing strategies, working procedures, understanding and delegating responsibilities and learn the best practices. A team of 18 visited these cooperatives, held discussions and participated in the workshop program. Mr. Shankar Man Shrestha, Chairman of CSD and Advisor of Sambriddha Pahad, Mr. Bishnu Kumar Shrestha, Savings and Credit Expert, Mr. Arun Rana, CEO of Sambriddha Pahad and Ms. Rima Shrestha, Project Manager of Blueberry Hill Charitable Trust- SAFAL Project were the core team who led and steered the visit program. The overall visit had been an amazing learning experience for the participants.



7. Intra-institutional Self-evaluation Workshop

CSD facilitated three 'one-day workshop' on institutional level for three different institutions this year. All three workshops were led by the Chairman of CSD, Mr. Shankar Man Shrestha. The main objective of organizing such workshop was to review the performance and achievements, analyze the strengths, weaknesses, opportunities and threats of those institutions.



The first one was conducted by Sahara Nepal Savings and Credit Cooperative Ltd. in Charpane, Jhapa. 63 participants including Board members, CEOs and senior staff were present during the workshop among which 52 were male and 11 female. Sahara Nepal is one of the largest cooperative institutions in Asian region and the workshop conferred that the organization will remain and grow stronger in future only if its members are strong enough, both socially and economically. All the participants of workshop drew a sole inference and made a promise to focus on each member to help them get out of poverty.



Similar program was held by the Kisan Multipurpose Cooperative Society Ltd., namely 'One Day SWOT Analysis & Review Workshop of Kisan Multipurpose Cooperative Society Ltd.' 10 participants attended the program. The event left an important message of instilling the essence of microfinance and its true objectives to the Branch Managers, training and educating the human resources, mapping progress of the members and working toward meeting the social goal of organization.

RWDC also organized such 'Intra-institutional Workshop' on 14th March, 2015 in Ghorahi, Dang. 50 participants were present during the workshop whereby 44 were male whereas 6 were female. The attendees of the event had a wonderful experience sharing forum where several interesting ideas, professional encounter to the situations, personal journey and so on came out from



everyone. Few members were also present in the workshop where they told how their life has changed after they were able to establish their own enterprise and offered few suggestions to address their problems.

These evaluative workshops were very much helpful in identifying the shortcomings and weaknesses of the organization and mapping out strategies to overcome those and finding ways to set effective solution to the existing problems in the organizations as well as in field level operations. Mr. Shankar Man Shrestha personally led these workshops to motivate and show better ways of doing things for serving the poor and disadvantaged communities from microfinance. He also emphasized the contributory roles of individuals at every level as well as from institutional level.

8. International Exchange and Exposure Visits

A delegation from Integrated Development Foundation (IDF) Bangladesh visited Nepal from December 22, 2014 to December 28, 2014. It comprised of the Board Members and CEO of IDF. They visited branch offices and centre meetings of Swabalamban Laghubitta Bikas Bank Ltd. in Kusadevi, Kavre and branch offices of Manushi, Balaju and Shrijana Bikas Kendra, Pokhara where they interacted with the microfinance members, field level officers and branch managers. The team also visited the Rural Microfinance Development Center (RMDC) Ltd. and had a discussion with officials on Nepalese microfinance industry. CSD coordinated all facets of the program and hosted a farewell dinner in celebration of the years long friendship and partnership between CSD and IDF.

Learning Areas Identified from Exposure Visits

- Credit plus program adds value to the microfinance services and hence, creates a sustainable base for institutions.
(Education, Health, Energy, Insurance, Business development services, etc.)
- Overburdening loans are the challenge, not the loan size itself.
- Cooperative movement of 'Sarvodaya' can be a leading example of social development.
- Spending on educating the next generation is the best investment.
- Use of technology is safer and reliable in carrying out microfinance operations.
- Quality matters and even minor things play role in empowering the members.



IDF Board Members in Nepal with CSD Team

CSD arranged exposure visits to three different countries this year. While the visit to Bangladesh was organized twice in collaboration with IDF Bangladesh, the other countries where MFIs Officials from Nepal went were Sri Lanka and the Philippines.

This year, the first visit to Bangladesh took place from October 28 to November 5, 2014. A team of eight members comprising the Board Members and CEOs from five different MFIs participated in this visit. The first visit program was coordinated by Mr. Satish Shrestha, Deputy Director of CSD.

While the second one was coordinated by Ms. Sumitra Manandhar Gurung-Board Member of CSD, the team of officials from 7 MFIs visited Bangladesh. Both the teams visited Grameen Bank Head Office in Dhaka, BRAC

Regional Office and IDF Head Office in Chittagong and ASA Zonal Office in Cox's Bazaar. These microfinance institutions are listed among the Top 50 MFIs in the world according to Forbes 2015.

CSD's Chairman, Mr. Shankar Man Shrestha led a team of 7 delegates of Nepalese MFIs to attend the invitation of Lanka Microfinance Practitioners' Association (LMFPA) where the team visited several MFIs of Colombo, Kandy and Nuwara Eliya of Sri Lanka from February 15 to 21, 2015. The president of LMFPA, Mr. Solomon Kiriarachchi and the Manager, Mr. Yasitha Mahendra Munasinghe warmly welcomed the team and helped in facilitating the exposure visits as well as the discussion sessions held on various facets of microfinance development and cooperative movements for which Sri Lankans are appreciated worldwide.



MFI Officials of Nepal in Grameen Bank, Bangladesh



Nepalese MFI Officials with Sarvodaya Team in Sri Lanka

The team also had an opportunity to visit Deshodaya Development Finance Company promoted by Sarvodaya Groups of Companies which has notable contributions in providing microcredit services to the poor households. They also met some renowned personality like Dr. Vinya Ariyaratne– General Secretary of Lanka Jathika Sarvoda Shramadana Sangamaya and Former Chairman of DDFC, Mr. Ravindra Ranjith the CEO of DDFC and the Sarvodaya Champion, Mr. Ahangamage Tudor Ariyaratne.

Another exposure visit took place in the first week of May from 2 to 10, 2015 where Mr. Satish Shrestha led a team of 10 microfinance officials to show the best practices of Filipino microfinance institutions. Microfinance Council of the Philippines Inc. (MCPI) had been the partner

organization of CSD in coordinating this exposure visit. The team had also visited the Central Bank of Philippines, 'Bangko Sentral ng Pilipinas' along with other prominent MFIs like TSPI, CARD MRI and ASHI.

The overall exposure visits in these various countries had been a great learning experience for the participating individuals as well as for the microfinance institutions and CSD itself. CSD organized one experience sharing session after each exposure visit ended.



Nepalese MFI Officials in MCPI, Philippines



Revisiting the year 2014/15



▲ CSD Officials receiving a Token of Appreciation during a Customized Credit Appraisal Training for UNYC Nepal in Dhangadi, Kailali ▼





▶ **Participants of Credit Appraisal Training during Field Visit**

Participants enjoying a game in 'Manager as a Coach' training in Jeevan Bikas Samaj, Kathari, Morang ▶



▶ **Training participants engaged in doing practical exercises in CSD training hall, Maitighar**



◀ CSD officers observing post earthquake center meetings



◀ CSD's Chairman, Mr. Shankar Man Shrestha sharing the post earthquake challenges with MFI officials

Governing Board Report to the 24th Annual General Meeting

Presented By Chairman, Mr. Shankar Man Shrestha

Dear members and valued guests,

I heartily welcome you all to the 24th Annual General Meeting of CSD, personally, and on behalf of the Governing Board.

On this occasion, I take this opportunity to present a brief report on the current situation of the Nepalese microfinance industry, the progress achieved by CSD, the financial statements and strategies set to implement the proposed programs for the fiscal year 2014/15.

1. Status of Microfinance in Nepal

Started with an objective of transforming social and economic conditions of the poor and disadvantaged sections of society for nearly three decades ago, microfinance has now grown to a scale, big enough to form an industry itself. The prospect of expanding microfinance services seem to be very promising in the present context. The legal environment and availability of resources are found to be very positive. The microfinance institutions should be able to self-evaluate and self-regulate, follow the microfinance philosophies and standard practices to contribute to alleviate poverty and position themselves as strong financial institutions. However, with the increased scale of microfinance services, the industry is getting commercialized day by day. The necessity of empowering members by transferring skills and enhancing capacity level of members is being overlooked and the institutions are also lagging behind in addressing the needs and requirements of financial services of clients. As such, the institutions also have to lay effort on developing the capability of their human resource by continuously organizing training to their staff, sending them to exposures and study visits and helping them bring positive attitude toward the job. In this setting CSD sees very encouraging prospects to add value to build up institutional capacities of the MFIs.

2. Progress of the Fiscal Year 2014/15

2.1 Training, Workshop and Study Visits

- Nine training programs were organized in Kathmandu and nine others at regional level serving 565 participants from various MFDBs, FINGOs and Cooperatives out of which 135 were female while 430 were male.
- Intra-institutional Self Evaluation workshops were organized in Sahara Nepal SACCOS Ltd., Jhapa, Kisan Multipurpose Cooperatives Ltd., Kailali and Rural Women Development Centre, Dang.
- Study visits and institutional evaluation of the cooperatives serving communities of the Western Nepal carried out in partnership with Sambriddha Pahad from December 31, 2014 to January 4, 2015.

2.2 International Exposure/ Exchange Visit

This year, the Board officials and senior management officials of different MFIs were taken to three different countries; i.e, Bangladesh in 2 different groups, 1 group to Sri Lanka and 1 group to the Philippines.

Similarly, arrangement was made for 8 Board Members of Integrated Development Foundation (IDF), Bangladesh to study and visit the MFIs of Kathmandu and Pokhara from December 22 to 28, 2015.

2.3 Research and Study Programs

A rapid assessment on "Impact of Earthquake on MFIs" initiated by CSD for studying the social and economic impact of mega earthquake that took place on 25th of April, 2015 shall cover 6 different districts, i.e, Gorkha, Sindhupalchowk, Dolakha, Dhading, Nuwakot and Rasuwa. As such, detail of the losses suffered by microfinance members of Sindhupalchowk district in terms of their lives and property and its effect upon the microfinance program is being thoroughly assessed by the officers of CSD.

On 6th July 2015, CEOs, Senior Managers and Branch Managers of concerning MFIs' i.e, SWBBL, Manushi and DEPROSC Laghubitta Bikas Bank Ltd. were invited for an interaction program where the findings of the study in Sindhupalchowk district were presented.

2.4 Establishment of Study/Research Fund

In response to the challenges witnessed along with the expansion of microfinance activities, the members of 23rd General Assembly had urged CSD to undertake Studies and Researches on microfinance issues and activities. For this purpose it was agreed and decided to raise the fund from each institutional member contributing Rs. 5 per member client. Till date, the fund of Rs 2,159,265 has been collected from 5 institutions.

2.5 Increase in Institutional Membership

Till the end of fiscal year 2014/15, 7 MFDBs, 11 FINGOs and 9 Cooperatives with 27 institutions in total are provided with the CSD's institutional membership. Along with 6 Founder Members, the number of individual members have reached to 15 and hence, making the number of memberships 43 in total.

2.6 Facilitation for Promotion of Insurance Company

CSD and its institutional members decided and agreed upon establishing one life and one non-life microfinance insurance company for the safety of the clients and microfinance institutions. To this effect, an adhoc committee of seven members has been constituted and till the date, 12 different MFIs have decided to purchase the promoter shares amounting Rs. 227,500,000 and Rs. 102,500,000 for life insurance and non-life insurance respectively.

2.7 Establishment of Microfinance Solidarity Fund

Although microfinance has a very positive impact in uplifting the living standard of the poor communities, sudden and unforeseen natural calamities distort their lives and affect their economic activities which ultimately mark severe effects on their cash flows. On May 11, 2015 CSD Board decided to create the microfinance solidarity fund. The fund is aimed to help the affected lives and help them recover back to normal life. CSD made a contribution of Rs. 200,000 to this fund. From the Board Members and employees of CSD, Rs. 4,250 and Rs. 30,271.61 are contributed making the total collection Rs. 234,521.61.

2.8 Shelter Rehabilitation of MFI Members

As per the Board Meeting of 24/06/2015, CSD has been playing a role of facilitator with the MFIs and international donor organization Habitat for Humanity (HfH) International/ Nepal with the objective of helping the microfinance members to rebuild their homes. In this regard, an agreement with HfH has also been proposed.

2.9 Governing Board

As per the provision of nominating the Chairman, Vice-chairman and Treasurer of the Governing Board from among the seven nominees of CSD's 24th Annual General Meeting, Shankar Man Shrestha has been nominated for the position of Chairman whereas Mr. Ganesh Ram Shrestha and Ms. Shobha Bajracharya have been nominated for the position of Vice-chairman and Treasurer respectively.

Nine board meetings had taken place during the FY 2014/15 and those meetings have been directing CSD's management to carry out the various activities at different levels.

2.10 Appointment of Employees

From among the various vacant positions in the organization, 3 Officers and 2 Assistants have been appointed in this fiscal year.

2.11 Representation of CSD in Governing Board of SWBBL

As a "Group A" promoter of the SWBBL, CSD has been continuing to send its 2 representatives in the Governing Board meeting of SWBBL. Mr. Satish Shrestha, Deputy Director of CSD shall represent CSD as the Board Member of SWBBL replacing Mr. Govinda Man Shrestha as per the decision of CSD Board which has come into effect since July 1, 2015.

2.12 Financial Status of FY 2014/15

Dear Members, I hereby present the Balance Sheet and Income Statement of the FY 2014/15;

In FY 2014/15, reserve fund has been increased by 7.47% while other reserves are increased by 1.88%. The fixed deposit accounts balance is increased by 17.92% whereas Citizens Investment Trust (CIT) reserve is decreased by 54.25%. Accrued incomes have decreased by 12.9% while the accrued expenses seem to increase by 45.47%.

In FY 2014/15, total income of CSD increased to Rs. 19,096,849.59 (raised by 87.31%) and the total expenditure incurred for the same year increased to Rs. 12,406,436.17 (raised by 30.79%).

Hence, deducting the total expenditure from total income gave a net income of Rs. 6,690,413.42 which shows an increment by 861.55%. This net income is transferred to the reserve fund. Further details have been mentioned along with the Balance Sheet and Income Statement.

3. Future Programs and Strategy

3.1 Training Programs and Workshops

- For the FY 2015/16, CSD has planned to conduct 20 training programs in total.
- Themes based, 14 different workshop programs will be organized to bring out a way through brainstorming and dialogue. Few programs identified so far, have been shared as under:
 - o Strategic Leadership Workshop
 - o Post Disaster Credit Management
 - o National Microfinance Client Summit
 - o Seminar on Self build Housing
 - o Client Graduation Workshop

3.2 Study and Exposure Visit Program

- CSD will organize internal exchange visit program between the MFIs and Cooperatives of eastern and western regions of Nepal. Six programs are planned for this year with the target participants of 60 in number including CEOs and BODs, Officers and Senior Officers.
- CSD plans to organize International exposure visit in the following 4 countries - Bangladesh, Sri-Lanka, Philippines and Comodia. CSD has estimated to benefit 40 participants of different MFIs from the visit programs.

3.3 Research/ Studies/ Publication

- In this FY, CSD plans to complete the assessment on effects of earthquake in the remaining districts and publish the study report.
- CSD has decided to conduct the first phase of organizational study project in JBS and Sahara Nepal respectively.
- This year, CSD aims to bring out a report on 'State of Microfinance in Nepal' whereby the current scenario of microfinance program in Nepal will be thoroughly studied and penned.

- CSD is set to conduct a 'Post Training Evaluation Study' by following up the participants and collecting feedbacks which will be used as guidance to design and develop future training programs.
- CSD shall continue to publish a quarterly newsletter 'Glimpse' that reflects ongoing activities of the organization as well as its member institutions.
- CSD will publish an Institutional Profile of its member institutions with a short introductory brief of these institutions and their progress details with reference to the base period June 15, 2015.
- CSD shall continue to publish the annual report on yearly program along with the reporting of financial statements.

3.4 Other Programs

- CSD intends to implement impact oriented projects in partnership with external agencies, in case its proposals are accepted and approved.
- CSD shall coordinate and facilitate with the concerned national and international institutions for constructing safe, earthquake resilient houses for the microfinance members.
- CSD shall also exercise in promotion and establishment of a Life and Non-life Insurance Company.

Future Strategies

1. Spread the message of self-dependency and self-reliance among the microfinance institutions and members.
2. Identifying and assessing the needs of participating institutions and trainees in course of designing and delivering the training programs.
3. Develop the training programs in a way to amalgamate the training needs of all the institutions in general as well as customize and tailor to suit the needs of specific institutions.
4. Planning and implementing the training programs to directly impact on upgrading the capacity level of microfinance members.
5. Increase participation of CSD's employees in field study and training programs to enhance their capacity level and hence, enabling facilitation and delivery of training programs.
6. Evaluation of the training programs through on-going and post follow up approach.
7. Carry out studies and researches regarding the current issues and challenges seen in microfinance industry.

8. Make arrangements to organize international study and exposure visits to inform, educate and learn the participants about foreign MFIs' working mechanisms, methodologies and their creativities.
9. Organize the domestic study and exposure visit to show the exemplary microfinance programs run within the country.
10. Conduct case studies in relation to the successful members and the successful institutions.
11. Organize interaction programs on different contemporary issues among the member institutions.
12. Facilitate in a Self-Build Housing Project to help the members build homes in the earthquake affected areas.
13. Facilitation in promotion and establishment of a life and non-life insurance company for delivering the insurance services exclusively to microfinance members.

Vote of Thanks

I heartily thank the General Assembly members for their valuable suggestions and guidance that has helped in carrying out CSD programs from time to time. I hope for the similar enthusiasm and support in years to come.

I am thankful to the Auditor N. K. Joshi & Company, Chartered Accountants for the completion of auditing accounts for the fiscal year 2014/15 on time.

Thanks goes to Mr. Shyam Kumar Khatri for providing legal consultancy services to CSD.

I express my gratitude towards all those banks and financial institutions who helped us by sending their employees to CSD training, as well as the participants who attended CSD's training programs. Similarly, I thank all the Resource Persons who facilitated training, and all those who directly or indirectly helped in conducting CSD training successfully.

I am also thankful to the CSD staff team who carried out responsibilities in conducting various activities and program successfully.

Lastly, I end this report expecting the same support, zeal and enthusiasm from everyone as usual.

Thank You!

Date: 10/10/2015

Shankar Man Shrestha

Chairman

Governing Board

Auditor's Report & Financial Statements

N. K. Joshi & Co.

Chartered Accountants

P.O. Box # 20583
Kathmandu, Nepal
Tel.# 4444251-52
e-mail: nkj@nkjoshi.com.np
www.nkjoshi.com.np

**Auditor's Report to the Members of
Centre For Self-Help Development for the financial year 2071-72**

- 1) We have audited the accompanying Balance Sheet of Centre For Self-Help Development as of Ashad End, 2072, and the statement of Income and Expenditure for the year then ended. These financial statements are the responsibility of the organisation's management. Our responsibility is to express an opinion on these financial statements based on our audit.
- 2) We conducted our audit in accordance with Nepal Standards on Auditing or relevant practices. Those Standards or relevant practices require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
- 3) We have audited attached financial statements accordingly and report that:
 - a) We have obtained all the information and explanations which to the best of our knowledge and belief were considered necessary for the purpose of our audit.
 - b) In our opinion, proper books of accounts have been maintained by the organisation.
 - c) The Financial Statements dealt with by this report are in agreement with the books of accounts maintained by the organisation.
- 4) In our opinion and to the best of our information and according to the explanations given to us the attached financial statements read with the notes attached thereto, give a true and fair view of:
 - a) in case of balance sheet, the state of affairs of the organisation as on Ashad End, 2072 and
 - b) in case of Statement of Income & Expenditure, the result of its operation for the year then ended.

Date: 2072 Bhadra 29
Place: Kathmandu.



Narayan K. Joshi
CA. Narayan K. Joshi
Chartered Accountant
N.K. Joshi & Co.

CENTRE FOR SELF-HELP DEVELOPMENT (CSD)

Balance Sheet as on Ashadh 31, 2072 (July 16, 2015)

Previous Year Rs.	Particulars	Schedule	Current Year Rs.
	ASSETS		
-	1. Cash in Hand	1	-
14,929.72	2. Cash at Bank- Current Account	1	117,329.72
57,606,511.86	3. Cash at Bank -Interest Bearing Deposits	1	67,930,190.00
3,156,443.47	4. Cash at Bank -Interest Bearing Deposits	1	1,443,875.47
2,822,899.96	5. Sundry Debtors & Advances	2	2,458,639.80
30,625.00	6. Service Deposit	3	30,625.00
30,868,836.56	7. Property and Equipment	4	29,397,435.88
13,937.81	8. Stationery Stock	5	111,445.87
23,892,100.00	9. Investment	6	23,892,100.00
118,406,284.38	Total		125,381,641.74
	LIABILITIES		
89,485,581.15	1. General Reserve	7	96,175,994.57
12,629,723.90	2. Other Reserve	8	12,629,723.90
13,400,574.01	3. Other Funds	9	13,653,029.18
177,470.90	4. Sundry Creditors	10	258,169.24
2,400,000.00	5. Project Advance (Supporting Agencies)	11	2,400,000.00
312,934.42	6. Development Reserve	12	264,724.85
118,406,284.38	Total		125,381,641.74

Governing Board of Directors

[Signature]

Executive Director

[Signature]

[Signature]

[Signature]

[Signature]

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[Signature]

[Signature]

Narayan Krishna Joshi

Chartered Accountants

N. K. Joshi & Co.



CENTRE FOR SELF-HELP DEVELOPMENT (CSD)

Statement of Income and Expenditure

Shrawan 01, 2071 - Ashadh 31, 2072 (July 17, 2014 - July 16, 2015)

Previous Year Rs.	Particulars	Schedule	Current Year Rs.
	Income		
4,303,587.50	1. Interest Income	13	3,041,546.12
4,203,203.00	2. Other Income	14	8,616,352.39
1,688,500.02	3. Training Income	15	2,608,612.00
	4. Exposure Visit Income	15	4,830,339.08
10,195,290.52	Total		19,096,849.59
	Expenditure		
6,443,112.29	1. Operational Expenditure	16	5,083,093.43
31,340.00	2. Project / Program Support Expenditure	17	67,708.40
1,827,426.21	3. Depreciation	4	1,882,158.66
1,183,421.50	4. Training Expense	18	1,139,530.95
-	5. Exposure Expense	18	4,233,944.73
9,485,300.00	Total		12,406,436.17
709,990.52	Surplus		6,690,413.42
	Appropriation A/C		
7,099.91	1. Provision for Staff Welfare Fund		-
7,099.91	2. Provision for Staff Training Fund		-
695,790.70	3. Net Surplus transferred to General Reserve		6,690,413.42
10,195,290.52	Total		19,096,849.59

Governing Board of Directors

Su. Karki
.....
Executive Director

S. M. Shrestha
.....

B. B. Acharya
.....

H. H. H.
.....

M. M. M.
.....

C. C. C.
.....

D. D. D.
.....

Narayan Krishna Joshi
.....
Narayan Krishna Joshi
Chartered Accountants
N. K. Joshi & Co.



Programs in the Current Year

Training Programs:

- Microfinance Specifics
- Cooperative Specifics
- Management; Leadership and Attitude
- Trainers Training

Exposure Visits:

Domestic Exposure Visit — 'where East Meets West'

International Exposure Visit



The Year Ahead....

The year 2015/16 holds many exciting prospects for CSD. CSD has already begun to redesign its existing training programs. New trainings areas are identified and introduced this year. Various workshop agendas are also developed to create a flagship of capacity enhancement, progress review and identification of a way forward for the microfinance stakeholders.

The study visits will create an exemplary learning platform from both the national and international microfinance practices.

CSD will also take initiatives in carrying out researches and studies this year, contributing to the development of information resources for present as well as future.

Seminar and Workshops:

- Strategic Leadership Workshop
- Clients' Graduation Workshop
- Microfinance Client Summit
- Self Build Housing Seminar
- Intra Institutional SWOT Analysis

Impact Study
of Earthquake on
Microfinance

Organizational
Studies

Study on State
of Microfinance
in Nepal

Establishment of an equity based, prudential life and non-life insurance company to mitigate and minimize the risk exposure of microfinance institutions

STRATEGIC THRUST

CSD's Training Programs intend to have a meaningful impact on

**3,756
Employees**

**1,348,787
Beneficiaries**

Liaison with government agencies, development and financial institutions as well as NGOs and INGOs

Channelize resources and technology
Stimulate and complement local initiatives
Impact assessment and researches

Knowledge dissemination through both the physical and virtual library

High quality, demand driven affordable training

Highly qualified in house staffs and a strong network of external trainers

CSD's Strategic Approach

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

CSD Network Members

CSD is an association of microfinance practitioners and the stakeholders from various institutions. The membership is shared by individuals who hold professional competencies in the area of microfinance and other development sectors, executives and retired professionals from national level banks, research experts, etc. Our membership is also offered to the microfinance institutions all across the country, whereby a network is established. This network forms a common platform or a forum so that the industry related discussions could be held, mutual issues be identified and any policy level strategies be discoursed. Till the date, CSD has 15 individual members and 27 institutional members under its network.



Aarthik Bikas Saving and Credit Cooperative Ltd.



Boudha Grameen Multipurpose Cooperative Ltd.



CYC Saving and Credit Cooperative Ltd.



Dhauagiri Community Resource Development Centre



DEPROSC Laghubitta Bikas Bank Ltd.



Environment Development Multipurpose Cooperative Ltd.



Forward Community Microfinance Bittiya Sanstha Ltd.



Udaydev Multipurpose Cooperative Ltd.



Karnali Saving and Credit Cooperative Ltd.



Chhimek Laghubitta Bikas Bank Ltd.



Mahila Sahayatra Microfinance Bittiya Sanstha Ltd.



Nawapratibha Savings and Credit Cooperative Ltd.



SOLVE Nepal



Mahila Sahayogi Saving and Credit Cooperative Ltd.



Manushi



Nepal Mahila Samudayik Sewa Kendra



Nerude Laghubitta Bikas Bank Ltd.



Chartare Yuva Club (CYC) Nepal



Sahara Nepal Saving & Credit Cooperative Ltd.



United Youth Community (UNYC) Nepal



Jeevan Bikas Samaj



Kisan Multipurpose Saving and Credit Cooperative Ltd.



Mahuli Samudayik Laghubitta Bittiya Sanstha Ltd.



Shreejana Development Centre



Mahila Upkar Manch



Rural Women Development Centre



Swabalamban Laghubitta Bikas Bank Ltd.

Profile *of* Individual Members



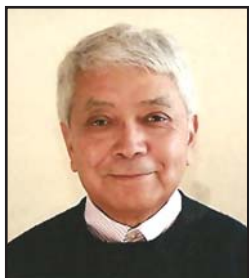
Mr. Shankar Man Shrestha

Mr. Shrestha is a microfinance expert with more than 48 years experience in the rural and microfinance industry. He is the Chairman, and the founder Executive Director of CSD. He worked as the Chief Executive Officer in the Rural Microfinance Development Center from August 1999 to April 2014. He had also worked in the Agricultural Development Bank Ltd. in various capacities such as Deputy General Manager, Director of Agricultural Credit Training Institute, Chief of Credit Department, Regional Manager, etc. He is also the Chairman of the Centre for Rural Technology (CRT) Nepal and 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 an M.A degree in Economics from T.U. He has long experience in facilitating microfinance training, workshops and seminars. He has written several articles, reports and papers on rural and microfinance sector which were published in journals and magazines within the country and abroad. He holds a long experience in delivering microfinance and training services to MFIs and the clientele.



Mr. Nanda Ram Baidya

Mr. Baidya is the Management Advisor of Centre for Rural Technology (CRT). He holds the experience of working in Agricultural Development Bank Ltd. for more than 30 years and is also the former Chairman of Swabalamban Laghubitta Bikas Bank Ltd. and CSD Nepal. Mr. Baidya took part in several national and international training and seminars and has strong expertise in economic development sector.



Mr. Ganesh Ram Shrestha

Mr. Shrestha holds Bachelor's degree in Agriculture Engineering. He holds over two decades experience in various rural technologies, working with national and international agencies. At present he is the Executive Director of the Centre for Rural Technology (CRT). He worked for more than 20 years in the Agricultural Development Bank Ltd. of Nepal in technology promotion and development for the rural communities. He had also worked for international organizations such as World Bank and UNDP. He has attended dozens of international training and conferences related to environment and ecological development.



Mr. Lumin Kumar Shrestha

Mr. Shrestha is working as the Director of the Centre for Rural Technology (CRT). He holds M.Sc. degree in agriculture science. He also had experience of working in the various capacities in the Agricultural Development Bank Ltd. of Nepal for more than 20 years. He has been participating in numerous training and conferences on environment, technology and ecological development.



Mr. Kiran Man Singh

Mr. Singh has long experience or working in various development agencies. He has served in different senior management positions in Agricultural Development Bank Ltd. Nepal, Centre for Rural Technology (CRT), USAID and UNDP.



Dr. Sumitra Manandhar Gurung

Dr. Gurung is the CEO of Mahila Sahayatra Microfinance Bittiya Sanstha. She started her career as a professional staff in International Centre for Integrated Mountain Development (ICIMOD). She received Ph.D in Geography from University of Hawaii at Manoa, USA. She worked as the former Chief Executive of Women Cooperative Society (WCS) and as a Project Director in Plan International. She has a long working experience in rural and urban development programs.



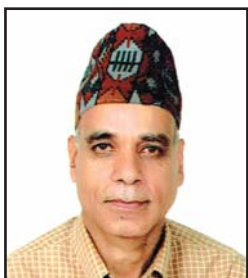
Ms. Saraswati Shrestha

Ms. Shrestha was former Chairperson of Swabalamaban Laghubitta Bikas Bank Ltd. and Women Cooperative Society (WCS). She did MA in Economics from the University of Hawaii, USA and BL from Tribhuvan University. She has a long working experience of working in various senior positions of the Government of Nepal.



Mr. Janga Bahadur Khadka

Mr. Khadka previously worked in the Institution for Community Development (ICD), Itahari. He holds MA degree from Tribhuvan University and has accumulated vast experience in Agricultural Development Bank Ltd. in various capacities.



Mr. Mukunda Bahadur Bista

Mr. Bista worked in CSD as the Executive Director since 1999. He has long experience in microfinance sector and prior to this field, he worked in Agricultural Development Bank Ltd. His academic qualification is Master's Degree in Economics and has a collective professional experience of participating in numerous training, seminars, workshops and conferences organized by national and international organizations.



Mr. Keshar Bahadur Shrestha

Mr. Shrestha was a former CEO of Swabalamban Laghubitta Bikas Bank Ltd. and has a long experience of working in microfinance sector. He also worked as the Director in CSD and has participated in 'Project Management MD02', training conducted by AIT, Bangkok, Financial Management Tools for MFI Financial Analysis and Planning conducted by Economics Institute Colorado at Boulder, Training on Grameen Banking organized by Grameen Trust, Bangladesh.



Mr. Ram Kumar Shrestha

Mr. Shrestha holds M.A. degree in Economics. He worked as a Director of CSD from 1992 to 2014. He also served in the Agricultural Development Bank Ltd. of Nepal for over 25 years in different senior positions.



Mr. Ganesh Kumar K.C.

Mr. K.C. served in Government of Nepal for over 37 years in various capacities and the top policy level post includes his tenure as a Secretary in the Ministry of Agriculture and Cooperatives. He also worked as project manager, extension and development expert, researcher and team member of different projects.



Mr. Govinda Man Shrestha

Mr. Shrestha has been working in CSD as Assistant Director since 1996. His academic qualification is Bachelor's in Arts from Tribhuvan University. He has a long working experience in accounting and finance. He participated in study visit of microfinance institutions in Bangladesh. He has several years of work experience in Agricultural Development Bank Ltd. of Nepal.



Dr. Kusum Shakya

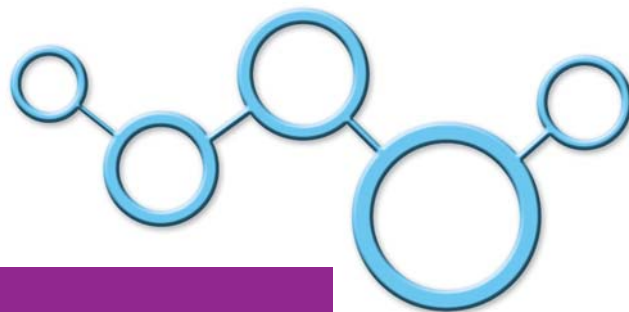
Dr. Shakya is the faculty member of Tribhuvan University, Central Department of Economics. She also represents Nepal Economic Association (NEA) as Secretary and had a long experience in research and studies pertaining to economics and development.



Ms. Sudha Gurung

Ms. Gurung is a development practitioner and has a long working experience in agencies like Plan Nepal, Micro Enterprises Development Program (MEDP), launched by UNDP and currently, she is the Finance Manager of VSO Nepal. She did MBA from Tribhuvan University and specializes on Profit Planning and Control and Tax Laws.

Profile of Institutional Members



Jeevan Bikas Samaj (JBS)

Kathari, Morang

Jeevan Bikas Samaj (JBS) is a non-partisan, non-political and non-profitable NGO serving the marginalized and disadvantaged poor communities of seven different districts of terai and hilly areas, for improving their socio-economic and cultural circumstances. The organization has been fighting against rural poverty since the year 1997 and has successfully carried out several projects. 338 staffs of JBS work together from 67 different branch offices to offer microfinance services to these communities which are resulting to more and more opportunities of income generation and women empowerment in its working areas. The organization also advocates community development through contribution in education, health, sanitation and awareness programs, value chain activities and development of human resources through technical education and vocational training.

Total Members:	142,120
Total Loan Outstanding:	Rs. 3,944,716,000.00
Total Savings:	Rs. 1,872,844,000.00
Profit/ Loss:	Rs. 350,577,000.00
Operational Self Sufficiency (OSS):	174%
Financial Self Sufficiency (FSS):	137%
Repayment Rate:	99.99%

(As of June 15, 2015)



Kisan Multipurpose Saving and Credit Cooperative Ltd.

Lamki, Kailali

Kisan Multipurpose SACCOS Ltd. was established in the year 1996 and started working in the microfinance sector from the year 2008. It has inspiringly worked out to provide access to financial services to the remote areas of Kailali district which is said to have more than 6 percent poor population out of the total population living under poverty line. The cooperative has been supporting the communities by introducing several agriculture credit programs and micro enterprise loans and with the base of 107 staffs in 12 different branch offices, the organization is able to cover 32 VDCs and 6 municipalities.

Total Members:	28,669
Total Loan Outstanding:	Rs. 865,092,000.00
Total Savings:	Rs. 388,025,000.00
Profit/ Loss:	Rs. 42,936,000.00
Operational Self Sufficiency (OSS):	144%
Financial Self Sufficiency (FSS):	128%
Repayment Rate:	98%

(As of June 15, 2015)



United Youth Community (UNYC) Nepal

Jotpur, Bardiya

UNYC Nepal was started by a group of young volunteers from Tharu communities in the year 1996.

Initially, health and environment issues were its main concerns. Gradually the institution grew to be a non-profit, service-oriented NGO working for the improvement of socio-economic status of the people through various community development activities including microfinance programs. The major working areas of UNYC Nepal is in Bardiya, Banke, Kailali and Kanchanpur districts, serving the underprivileged Tharu communities as its major segment of stakeholders and beneficiaries. Currently, 154 are employed in UNYC Nepal and they work from 23 different branch offices.

Total Members:	46,361
Total Loan Outstanding:	Rs. 709,180,000.00
Total Savings:	Rs. 300,392,000.00
Profit/ Loss:	Rs. 32,516,916.28
Operational Self Sufficiency (OSS):	126.07%
Financial Self Sufficiency (FSS):	111.90%
Repayment Rate:	99.88%

(As of June 15, 2015)



Manushi

Gyaneshwor, Kathmandu

Manushi holds the meaning 'energetic women' and was established in 1991 to assist the poor, disadvantaged Nepalese women. Manushi works with women in various parts of the country with the objectives of promoting gender equity in sustainable development and enhancing the social and economic status of women to put them in the forefront of human development. Handicraft production, small business and microloan services are the major thrust areas of Manushi. The organization is serving poor women in both the urban and rural areas of Kathmandu, Sindhupalchowk, Dolakha and Nuwakot districts through 13 different branch offices. These branches are operated collectively by the team of 84 staff.

Total Members:	18,813
Total Loan Outstanding:	Rs. 280,049,000.00
Total Savings:	Rs. 188,200,000.00
Profit/ Loss:	Rs. 28,083,000.00
Operational Self Sufficiency (OSS):	120.75%
Financial Self Sufficiency (FSS):	115%
Repayment Rate:	99.68%

(As of June 15, 2015)



Udaydev Multipurpose Cooperative Ltd.

Mahendranagar, Kanchanpur

Udaydev Multipurpose Cooperative Ltd. was established in the year 1999 and it started offering microfinance services from 2007. 6 different branches of the cooperative have been providing services to the far western region of Kanchanpur district where 34 staff are employed. Udaydev is also awarded by the 'Best Cooperative Award 2059' for its excellent services.

Total Members:	17,100
Total Loan Outstanding:	Rs. 30,313,990.00
Total Savings:	Rs. 162,955,270.00
Profit/ Loss:	Rs. 5,780,000.00
Operational Self Sufficiency (OSS):	168%
Financial Self Sufficiency (FSS):	N/A
Repayment Rate:	96.4%

(As of June 15, 2015)



Sahara Nepal Saving & Credit Cooperative Ltd.

Charpane, Jhapa

Sahara Nepal SACCOS Ltd. is a community, group and member based cooperative model microfinance institution serving the community since 1996, dedicated to the social and economic development of the poor communities. The organization has its coverage in six different districts of eastern Nepal. There are 42 branch offices in operation and the work management is handled by a staff team of 290. It also culminates several social development programs in addition to offering financial services focusing on livelihoods, health and environment and community empowerment.

Total Members:	86,422
Total Loan Outstanding:	Rs. 1,708,206,735.00
Total Savings:	Rs. 1,003,445,170.00
Profit/ Loss:	Rs. 101,619,569.00
Operational Self Sufficiency (OSS):	119.0%
Financial Self Sufficiency (FSS):	109%
Repayment Rate:	97%

(As of June 15, 2015)



Environment Development Multipurpose Cooperative Ltd. (EDCOL)

Birendranagar, Surkhet

EDCOL offers varied products and services under the cooperative banking model.

The institution has been serving the landless poor and marginalized communities, especially to the daily wage earners. The cooperative principles are the foundation of EDCOL's principles since the year 2003 which is also reflected in their products and services as well as the delivery system. It encompassed microfinance program in its operations from the year 2007 and till the date, its coverage areas have expanded over Surkhet, Dailekh, Jajarkot and Salyan. Nine branch offices of EDCOL are run by total 65 staff in total.

Total Members:	19,919
Total Loan Outstanding:	Rs. 328,000,411.00
Total Savings:	Rs. 150,355,341.00
Profit/ Loss:	Rs. 7,639,129.00
Operational Self Sufficiency (OSS):	115%
Financial Self Sufficiency (FSS):	102%
Repayment Rate:	99.96%

(As of June 15, 2015)



Nawaprativa Savings and Credit Cooperative Ltd.

Nawalparasi

Nawaprativa SACCOS Ltd. was established on December, 1997 under the "Cooperative Act, 1992", Government of Nepal. It started microfinance program from 2004 A.D. Since then, it has been working to uplift the life of poor societies living in Nawalparasi district through microfinance services. The cooperative offers varieties of saving and loan products along with unique and interesting protection schemes. Currently, it operates from 10 different branches covering 55 VDCs and 5 municipalities. There are 56 employees working with Nawaprativa in extending its services and outreach.

Total Members:	20,065
Total Loan Outstanding:	Rs. 377,581,674.00
Total Savings:	Rs. 176,937,361.00
Profit/ Loss:	Rs. 22,955,543.36
Operational Self Sufficiency (OSS):	149.71%
Financial Self Sufficiency (FSS):	N/A
Repayment Rate:	99.96%

(As of June 15, 2015)



DEPROSC Laghubitta Bikas Bank Ltd.

Narayangarh, Chitwan

DEPROSC Laghubitta Bikas Bank Ltd. was established in 2001 with the objective of providing financially viable, technically competent and sustainable microfinance services. This national level microfinance development bank has been serving in 25 different districts and is constantly working for the communities to help them escape from poverty by helping them creating employment opportunities to generate disposable incomes and meet the basic requirements of livelihood. The core strength of DEPROSC is its strong management team who envision the necessity of complementing microfinance by programs like financial literacy classes, regular interactions, exposure visits, social awareness program, etc. and implementation of such programs by the crew of well experienced and matured staff. 68 branches are in operation where 224 staff are working to meet the organizational goal.

Total Members:	106,707
Total Loan Outstanding:	Rs. 2,846,977,000.00
Total Savings:	Rs. 835,788,000.00
Profit/ Loss:	Rs. 134,383,000.00
Operational Self Sufficiency (OSS):	169%
Financial Self Sufficiency (FSS):	N/A
Repayment Rate:	99.93%

(As of June 15, 2015)



Buddha Grameen Multipurpose Cooperative Ltd.

Surkhet

Boudha Grameen Multipurpose Cooperative Ltd. was established in 2000 with its saving and credit program. It covers the three districts, i.e., Surkhet, Dailekh and Jajarkot where 14 different branches are in operation. With the objective of upgrading the economic status of disadvantaged community, the cooperative commenced microfinance operations six year later from its establishment. Since then, it has been providing financial access to do business for the people in its coverage area. Their commitment and success toward working for the extreme poor people of hilly, remote and backward areas have been recognized in the Mid-Western region and from all over Nepal, individuals and institutions come forward to support their poverty alleviation interventions.

Total Members:	25,492
Total Loan Outstanding:	Rs. 260,317,000.00
Total Savings:	Rs. 141,879,000.00
Profit/ Loss:	Rs. 9,139,000.00
Operational Self Sufficiency (OSS)	111%
Financial Self Sufficiency (FSS):	103%
Repayment Rate:	100%

(As of June 15, 2015)



Mahuli Samudayik Laghubitta Bittiya Sanstha Ltd.

Saptari

Mahuli Samudayik Laghubitta Bittiya Sanstha Ltd. is a saptari-based organization, earlier as a FINGO - Mahuli Community Development Centre, established on June, 1994. It basically focused on community development services at the time of its inception. It started microfinance program from September, 2000 and got upgraded to Class "D" bank in the FY 2013/14. Currently it focuses on delivering microfinance services to its clients, especially in the 8 different districts of eastern region. The organization is run by 129 staff through 25 branch offices.

Total Members:	41,708
Total Loan Outstanding:	Rs. 746,372,895.00
Total Savings:	Rs. 381,188,712.00
Profit/ Loss:	Rs. 30,053,397.04
Operational Self Sufficiency (OSS):	146.75%
Financial Self Sufficiency (FSS):	127.91%
Repayment Rate:	99.86%

(As of June 15, 2015)



Mahila Sahayogi Saving and Credit Cooperative Ltd.

Balaju, Kathmandu

Mahila Sahayogi SACCOS Ltd. was established by 28 professional women in 1999 with the objective of providing financial supports to women entrepreneur. They further introduced microfinance program from the year 2002 to empower rural as well as urban poor and deprived women within its service areas of Kathmandu district. 40 people are currently working in Mahila Sahayogi from 6 different branch offices and its ability to encompass the temporarily settled urban poor, especially residing in slums.

Total Members:	8,554
Total Loan Outstanding:	Rs. 183,782,000.00
Total Savings:	Rs. 127,073,000.00
Profit/ Loss:	Rs. 11,820,000.00
Operational Self Sufficiency (OSS)	135%
Financial Self Sufficiency (FSS):	120%
Repayment Rate:	99.92%

(As of June 15, 2015)



Chartare Yuva Club (CYC) Nepal

Baglung

Chartare Yuva Club (CYC) Nepal is concerned with promoting public awareness and social development through community education process. It emphasizes the programs related to women empowerment, conducts micro finance programs for building capacity of marginalized women's groups as well as individuals. Poverty reduction is led by an active participatory approach in CYC Nepal with involvement in social and development activities like road, forest, religious and cultural ceremonies, irrigation, toilets, public land, health education, energy development, sports, communication, etc. The FINGO covers 6 districts of mid-western region with 16 branches offices, run and managed by 83 staff.

Total Members:	31,774
Total Loan Outstanding:	Rs. 556,796,000.00
Total Savings:	Rs. 243,434,000.00
Profit/ Loss:	Rs. 37,935,000.00
Operational Self Sufficiency (OSS):	153%
Financial Self Sufficiency (FSS):	114%
Repayment Rate:	99.91%

(As of June 15, 2015)



Shreejana Bikas Kendra

Pokhara

Shreejana Bikas Kendra is a non-profit making, non-governmental organization and is committed to holistic social development. Different activities carried out by the organization have contributed to social development. Education, sports, health, environment conservation were main program at its early days. Their continuity and specialization in micro finance is general feature at present and covers four districts; Gorkha, Kaski, Tanahu and Lamjung. It has been working with a vision of "An establishment of prosperous society".

Total Members:	24,311
Total Loan Outstanding:	Rs. 382,362,109.00
Total Savings:	Rs. 192,546,541.00
Profit/ Loss:	Rs. 27,693,489.38
Operational Self Sufficiency (OSS):	148%
Financial Self Sufficiency (FSS):	110%
Repayment Rate:	99.79%

(As of June 15, 2015)



SOLVE Nepal

Dhankuta

Society of Local Volunteers' Effort (SOLVE)-Nepal, an NGO, established in 1989 serves disadvantaged community of eastern, mid, central, west and far west region of Nepal.

SOLVE is a financial intermediary providing microfinance services to rural community. In Dhankuta district it has been delivering services to more than 10,000 women of the poor of mid hills. Livelihood Forestry Program for Community Forestry Users' Group, Micro Enterprise development for women, Children Associated with

Armed Force and armed Groups including VMLR and CAAC children, Local Governance and decentralized issues for development and health related projects are carried out by SOLVE Nepal. Currently, it is also working in the issues of Constituent Assembly, constitution making and issues of federalism.

Total Members:	17,617
Total Loan Outstanding:	Rs. 371,412,125.13
Total Savings:	Rs. 100,513,157.31
Profit/ Loss:	Rs. 18,283,362.92
Operational Self Sufficiency (OSS):	124.03%
Financial Self Sufficiency (FSS):	109.12%
Repayment Rate:	99.51%

(As of June 15, 2015)



Mahila Sahayatra Microfinance Bittiya Sanstha Ltd.

Chitlang, Makwanpur

Mahila Sahayatra Microfinance Bittiya Sanstha Ltd. (SAHAYATRA) is the creation of 100 professional women who believe in inclusive, socio-economic development of Nepal. Sahayatra extends itself into areas that are not served or underserved by other financial institutions to fight against gender inequality, unemployment driven out-migration, and poverty. With the broad vision of creating an inclusive Nepalese society, the organization was established in October, 2012 and immediately commenced microfinance services two months later. It operates in the remote areas of Makwanpur, Rolpa, Lalitpur, Dolakha and Hetauda from 11 different branch offices. 47 employees serve Mahila Sahayatra to help meet the end objective of generating self-employment opportunities and creating the supportive environment to secure the future of deprived families.

Total Members:	6,097
Total Loan Outstanding:	Rs.173,817,310.00
Total Savings:	Rs. 18,731,780.00
Profit/ Loss:	Rs. 5,251,590.00
Operational Self Sufficiency (OSS):	146.42%
Financial Self Sufficiency (FSS):	N/A
Repayment Rate:	96.95%

(As of June 15, 2015)



Swabalamban Laghubitta Bikas Bank Ltd.

Lal Colony Marg, Lal Durbar, Kathmandu

Swabalamban Laghubitta Bikas Bank Ltd. (SWBBL)

is a microfinance development bank established with the mission of delivering sustainable microfinance services at the doorstep of the deprived sector target societies. Swabalamban Bikas Kendra, also written as CSD pioneered the self-help banking and later, promoted and gave birth to this 'D' class microfinance bank. It separately started its operation from 2002 and has grown as a national level bank with 109 branches in 46 different districts. 554 employees altogether, work with this organization. The set of work culture and system of microfinance embedded since the beginning is its major strength.

Total Members:	197,075
Total Loan Outstanding:	Rs. 5,111,155,000.00
Total Savings:	Rs. 2,191,315,000.00
Profit/ Loss:	Rs. 180,148,000
Operational Self Sufficiency (OSS):	130%
Financial Self Sufficiency (FSS):	120%
Repayment Rate:	99.73%

(As of June 15, 2015)



Rural Women Development Centre

Ghorahi, Dang

Rural Women Development Centre is a registered NGO, established in the year 1993 to promote the indigenous society by reducing various sorts of discrimination prevalent in the society and unite to combat for gender equality, justice and dignity. It has been conducting the microfinance program to uplift the poor and deprived families in Dang, Salyan and Banke districts. The institution has employed 55 staff and the way it has given opportunity to the young generation of local communities has certainly empowered and left some incredible marks in discarding the social gaps and injustice. Very poor Tharu communities and Kamaiyas are its major segment of the beneficiaries.

Total Members:	22,328
Total Loan Outstanding:	Rs.285,741,000.00
Total Savings:	Rs. 149,823,000.00
Profit/ Loss:	Rs. 19,742,000.00
Operational Self Sufficiency (OSS):	161%
Financial Self Sufficiency (FSS):	
Repayment Rate:	100%

(As of June 15, 2015)



Dhaulagiri Community Resource Development Centre (DCRDC)

Baglung

Dhaulagiri Community Resource Development Center (DCRDC) is a non-governmental, non-profit making local development organization established in 1995 by the self motivated local residents of Baglung to render basic social services to people focusing the poor, marginalized and disadvantaged households living in rural areas of Baglung, Parbat, Myagdi, Kaski, Mustang, Gulmi and Arghakhachi districts of the western development region of Nepal. Within a short span of fifteen year period, DCRDC has been established as one of the pioneer local development institution offering microfinance services in the western Nepal and is recognized nationally and internationally for its efforts. Currently, 73 employees are working in 14 different branches to serve people with easy access to finance in its coverage districts.

Total Members:	19,206
Total Loan Outstanding:	Rs.258,794,000.00
Total Savings:	Rs. 97,946,000.00
Profit/ Loss:	Rs. 13,749,000.00
Operational Self Sufficiency (OSS):	130.60%
Financial Self Sufficiency (FSS):	129.88%
Repayment Rate:	97.47%

(As of June 15, 2015)



Aarthik Bikas Saving and Credit Cooperative Ltd.

Paachkhal, Kavre

Arthik Bikas Saving and Credit Cooperatives Ltd. started as a FINGO in 1994 as "Arthik Bikas Parishad" which used to carry out micro financing. Later the NGO served through 13 different branches in various districts including Kathmandu, Rautahat, Bhaktapur, Bara and Nijgadh of Nepal. Arthik Bikas converted itself from a FINGO and got registered as SACCOS from Bhaktapur in 2005 with 37 members. Today, a small team of 5 staff serve Aarthik by working in 5 different wards of Paachkhal municipality.

Total Members:	1,996
Total Loan Outstanding:	Rs.105,359,000.00
Total Savings:	Rs. 85,452,000.00
Profit/ Loss:	Rs. 5,028,000.00
Operational Self Sufficiency (OSS):	N/A
Financial Self Sufficiency (FSS):	N/A
Repayment Rate:	67.19%

(As of June 15, 2015)



Karnali Saving and Credit Cooperative Ltd.

Birtamod, Jhapa

Karnali Saving and Credit Co-operative Ltd. broadly categorizes its programs in two types namely, Cooperative department and microfinance department. With total members more than 18,000 its area of operation is within Jhapa district. The institution also offers several educational Seminars and programs for the welfare of the deprived sectors women.

Total Members:	18,159
Total Loan Outstanding:	Rs. 648,337,082.00
Total Savings:	Rs. 276,031,691.00
Profit/ Loss:	Rs. 25,254,322.00
Operational Self Sufficiency (OSS):	132%
Financial Self Sufficiency (FSS):	113.76%
Repayment Rate:	99.46%

(As of June 15, 2015)



Nepal Mahila Samudayik Sewa Kendra

Ghorahi, Dang

Nepal Mahila Samudayik Sewa Kendra was established in 1993 and is currently operating in four districts through 15 different branch offices. The NGO has been working in different sectors for the empowerment of dalit and women groups in parallel with its microfinance program. The organization is basically a women-led cooperative where all of its Board Members are women and in the districts like Pyuthan and Rolpa they have done some amazing work to uplift the social as well as economic status of women groups. 79 staff are currently employed in this FINGO.

Total Members:	21,628
Total Loan Outstanding:	Rs.2,067,062,000.00
Total Savings:	Rs. 208,945,000.00
Profit/ Loss:	Rs. 12,546,000.00
Operational Self Sufficiency (OSS):	123.45%
Financial Self Sufficiency (FSS):	116.76%
Repayment Rate:	99.72%

(As of June 15, 2015)



Forward Community Microfinance Bittiya Sanstha Ltd.

Sunsari

Forward Community Microfinance Bittiya Sanstha Ltd. has been providing microfinance services to the deprived and vulnerable households residing in various regions of the country from 2002. It has covered 20 districts of the country and serves through its 72 branches. The organization is actively concerned in undertaking health issues of community to its areas of services and frequently implements camps and free check ups campaign to address the issues.

Total Members:	142,157
Total Loan Outstanding:	Rs.2,884,593,000.00
Total Savings:	Rs. 1,275,871,330.00
Profit/ Loss:	Rs. 126,797,000.00
Operational Self Sufficiency (OSS):	131.50%
Financial Self Sufficiency (FSS):	97.43%
Repayment Rate:	99.87%

(As of June 15, 2015)



Chhimek Laghubitta Bikas Bank Ltd.

New Baneshwor, Kathmandu

Chhimek Laghubitta Bikas Bank Ltd. is one of the largest MFI in Nepal and it received its banking license in January, 2002 from Nepal Rastra Bank. It operates through 88 branch offices to serve the wide base of clientele spread in 47 districts. This 'D' class microfinance bank is promoted by the big commercial banks such as Bank of Kathmandu and Nabil Bank. Chhimek is very popular for its strong monitoring and supervision system. The organization has a very effective and clear value system which has been embraced by all the levels of management and staff base consisting of 473 individuals in total.

Total Members:	243,482
Total Loan Outstanding:	Rs.7,614,119,000.00
Total Savings:	Rs. 4,956,720,160.00
Profit/ Loss:	Rs. 287,839,000.00
Operational Self Sufficiency (OSS):	125.92%
Financial Self Sufficiency (FSS):	110.22%
Repayment Rate:	99.99%

(As of June 15, 2015)



Nerude Laghubitta Bikas Bank Ltd.

Biratnagar

Nerude Laghubitta Bikas Bank Ltd. works as a self-sustained financial institution and serves a maximum number of the rural poor and deprived through delivery of micro-finance services at the grassroots level. 322 staff of Nerude is serving through 48 branches in 17 districts of Nepal. It provides both the financial and non-financial services to its clients. It was established in the year 2007.

Total Members:	80,225
Total Loan Outstanding:	Rs.1,651,562,000.00
Total Savings:	Rs. 652,274,553.00
Profit/ Loss:	Rs. 131,618,000.00
Operational Self Sufficiency (OSS):	158.93%
Financial Self Sufficiency (FSS):	N/A
Repayment Rate:	99.81%

(As of June 15, 2015)



Mahila Upkar Manch

Kohalpur

Mahila Upkar Manch is a Financial Intermediary Non -government Organization (FINGO) established in 1993. It received license from the Nepal Rastra Bank later in 2007 to undertake microfinance activities. It has 9 branches in Banke district and serves a total number of 16,194 households. The total number of staff in Mahila Upkar Manch is 70.

Total Members:	16,194
Total Loan Outstanding:	Rs.300,975,000.00
Total Savings:	Rs. 123,060,000.00
Profit/ Loss:	Rs. 14,436,767.00
Operational Self Sufficiency (OSS):	148%
Financial Self Sufficiency (FSS):	N/A
Repayment Rate:	100%

(As of June 15, 2015)



CYC Saving and Credit Cooperative Ltd.

CYC Saving and Credit Cooperative Ltd. got registered as a cooperative in the year April 2010 and started its savings and credit operations from September of the same year. It has been serving the members in Baglung to help and support agriculture and other small scale infrastructural activities people carry out in conducting their micro enterprises. The overall activities of CYC SACOOS are supported by a small team of 11 staff members.

Total Members:	2,300
Total Loan Outstanding:	Rs.309,016,000.00
Total Savings:	Rs. 207,495,000.00
Profit/ Loss:	12,098,000.00
Operational Self Sufficiency (OSS):	253%
Financial Self Sufficiency (FSS):	250%
Repayment Rate:	95.97%

(As of June 15, 2015)

Profile of CSD Resource Persons

Mr. Shankar Man Shrestha

Mr. Shrestha is a microfinance expert with more than 48 years experience in the rural and microfinance industry. He is the Chairman, and the founder Executive Director of CSD. He worked as the Chief Executive Officer in the Rural Microfinance Development Center Ltd. from August 1999 to April 2014. He had also worked in the Agricultural Development Bank Ltd. in various capacities such as Deputy General Manager, Director of Agricultural Credit Training Institute, Chief of Credit Department, Regional Manager, etc. He is also the Chairman of the Centre for Rural Technology (CRT) Nepal and 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 an M.A degree in Economics from T.U. He has long experience in facilitating microfinance training, workshops and seminars. He has written several articles, reports and papers on rural and microfinance sector which were published in journals and magazines within the country and abroad. He holds a long experience in delivering microfinance and training services to MFIs and the clientele.

Mr. Shanker Nath Kapali

Mr. Kapali is currently working as the Acting Executive Director of CSD. He holds a Master's Degree in Commerce from Tribhuvan University and has a long work experience of about 12 years in microfinance sector. He participated in Social Impact Measurement Program conducted by INAFI International, Management Information System (MIS) conducted by RMDC, Delinquency Management conducted by RMDC and many more. He joined CSD as a Deputy Director in 2004. He has several years of work experience in the Agricultural Development Bank Ltd., Nepal.

Mr. Satish Shrestha

Mr. Shrestha has been working as the Deputy Director in CSD since 2010. He holds a Master's Degree in Human Resource Management from Kathmandu University. He has more than 10 years experience in microfinance sector and is a fully Certified Trainer of Asian Development Bank and World Bank's MFTOT course. He has participated in various training and seminar including the Global Micro-Summit Campaign held at Valladolid, Spain in 2011.

Mr. Govinda Man Shrestha

Mr. Shrestha has been working in CSD as Assistant Director since 1996. His academic qualification is Bachelor's Degree in Arts from Tribhuvan University. He has a long working experience in accounting and finance. He participated in study visit of microfinance institutions in Bangladesh. He has several years of work experience in Agricultural Development Bank Ltd. of Nepal.

Mr. Bhojraj Basyal

Mr. Basyal is serving in Nirdhan Utthan Bank as the Deputy General Manager at present. He holds master degree in management faculty from Tribhuvan University. Having more than 20 years of experience in microfinance sector he participated in several workshop and seminars and in due course, he has also delivered several training on various microfinance topics.

Mr. Hem Kumar Kafle

Mr. Hem Kumar Kafle is the Department Chief in DEPROSC Laghubitta Bikas Bank Ltd. He has received several training and has worked with DEPROSC in various capacities. Mr. Kafle is very proficient in delivering training sessions in credit management and relevant topics.

Mr. Sharada Prasad Kattel

Mr. Sharada Prasad Kattel is the CEO of DEPROSC Laghubitta Bikas Bank Ltd. With the experience of more than 20 years in Banking and Finance including the microfinance, he has remarkably mobilized and motivated people and communities to make achievements in the microfinance field. Mr. Kattel has also worked in Agriculture Development Bank Ltd. (ADBL) in several capacities.

Mr. Sundar Prasad Shrestha

Mr. Sundar Prasad Shrestha has been working in microfinance for more than 10 years in different microfinance institutions. Currently, he is working as the Department Chief in Laxmi Laghubitta Bittiya Sanstha Ltd. He demonstrates strong aptitude in facilitating and delivering the microfinance relevant training to the employees and microfinance practitioners.

Mr. Roop Bahadur Khadka

Mr. Roop Bahadur Khadka has been working as the Department Chief of Monitoring and Supervision Department of RMDC since past 15 years. He specializes in areas like Audit and Inspection, Branch Management, Internal Auditing, Risk Management, Motivation, etc.

Mr. Anurag Gnyawali

Mr. Gnyawali has worked out in designing to developing and delivering the training on key microfinance topics. He was one of the Training Officer in CSD at past, with an excellent training facilitation skills. Currently, he is working in the NABIL Bank Ltd.

Mr. Pritha Bahadur Thapa

Mr. Pritha Bahadur Thapa is the Manager at Microfinance Service Department of RMDC. Prior to joining RMDC, he also worked with CSD Nepal. Mr. Thapa is equipped with broader understanding of microfinance essence and has undertaken several trainings, participated in seminars and workshop in different countries, especially of Asian region. He holds expertise in facilitating microfinance workshops, training and preparing business plan for MFIs.

Mr. Prakash Kumar Pokhrel

Mr. Pokhrel is a Trainer, Counselor and a Freelancer working in the field of development since past 21 years. He started his career from the Home Ministry of GoN but later, went on to work in the development field and over the years; he has been a very successful Trainer. He has trained people all over Nepal at different levels, performing different roles at local to regional and national level programs. Mr. Pokhrel has also worked with several NGOs and INGOs like Action Aid, Plan, etc. Currently, he is an Executive Director of BICODEC, Kathmandu which is purely a training institute.

Mr. Bikal Prasad Sherchan

Mr. Bikal is a Life Coach and Consultant-Leadership Development to profit and non-profit organizations alike, whose top-level management wants to inspire an "Impossible Future" and at the same time grow and develop leaders, managers, and supervisors who will produce extra-ordinary results. His area of expertise is in assisting people to manage personal change like to overcome fears, motivate self and others, to increase confidence, enrich relationships, and achieve greater success in career and life. He brings in 30 years of experience from the field of school leadership and management and personal transformation. He is a Certified Practitioner in Neuro Linguistic Programming by the Goa NLP, India, and is also trained as a Certified NLP Coaching Master from the Makani Academy, Cyprus (Affiliated to the International Coach Training Association).

Ms. Usha Malla Singh

Ms. Usha is a Life Coach and Consultant with special focus on Youth and Women Leadership Development. Her expertise are in the areas of communications, inter-personal relationships, effective public speaking, master of ceremony, team development, motivation, and personal change. She brings in 13 years of experience from the field of entrepreneurship, education, media brand promotion and leadership development. She is a Consultant to Demo-Finland in the area of political youth leadership development. She is a Certified Practitioner in Neuro Linguistic Programming from the Goa NLP, India, and is also trained as a Certified NLP Coaching Master by the Makani Academy, Cyprus (Affiliated to International Coach Training Association)

Mr. Dambar Bahadur Shah

Mr. Dambar Bahadur Shah is the Deputy General Manager of Kisan Multipurpose Cooperative Ltd., Kailali. He has been working in the far western region of Nepal with most deprived communities and has the very grass root knowledge of microfinance. Mr. Shah has been a very efficient trainer in delivering microfinance subject matter to the employees and communities at various levels.

Mr. Kiran Tharu

Mr. Kiran Tharu is the Deputy Director of UNYC Nepal, Bardiya. He is a very well experienced microfinance practitioner and apart from working in institutional level, he gets actively involved in delivering trainings and participating in microfinance seminars and other important events.

Mr. Bishnu Prasad Shrestha

Mr. Shrestha holds an expertise in savings and credit for almost 20 years. He has been freelancing in many cooperatives at different parts of the country and is also working with CSD in its training programs offered to the cooperatives.

Mr. Ram Kumar Shrestha

Mr. Shrestha holds M.A degree in Economics. He worked as a Director of CSD from 1992 to 2014. He also served in the Agricultural Development Bank Ltd. of Nepal for over 25 years in different senior positions.

Ms. Renu Prajapati

Ms. Prajapati is being continuously working out in designing to developing and delivering the training on key microfinance topics. She is working as the Training Officer in CSD and is also a Certified Trainer of Asian Development Bank and World Bank's MFToT course.

Ms. Abhilasha Poudel

Ms. Abhilasha has worked in several training programs and is well experienced in coordinating, facilitating, designing, developing and delivering the training on various microfinance topics. She is working as the Training Officer in CSD and has developed key skills of Trainer overtime.

Ms. Chetana Panthi

Ms. Panthi She is working as the Training Officer in CSD and has developed herself as a very confident trainer. She takes up key microfinance topics and carries out several activities like coordinating, facilitating, designing, developing and delivering during the training programs.

International Partners



Grameen Trust

Grameen Trust, a non-profit, non-government organization established in the year 1989, is committed to the cause of poverty alleviation. It uses microcredit as a tool for fighting poverty and follows Grameen Bank approach for the purpose. This was founded by Prof. Muhammad Yunus who introduced several ways of Grameen Bank Replication Program (GBRP) such as dialogue program for potential replicators, training assistance to replication projects and monitoring performance. Grameen Trust also provides fund to the microfinance institutions in the form of seed capital or scaling up fund. It also supported CSD to start the first self-help banking program in Nepal.



Integrated Development Foundation (IDF)

IDF is a non-profit, non-political and a non-government organization established in December 1992 with the vision of setting Bangladesh free of poverty. The commitment and success of IDF to work for the extreme poor people of hilly, remote and backward areas have been recognized by many renowned development agencies both in Bangladesh and other foreign nations which has been helpful in supporting IDF's poverty alleviation interventions from different dimensions. CSD has been organizing various exposure and exchange visit programs in partnership with IDF.



Microfinance Council of the Philippines, Inc. (MCPI)

MCPI is the national network of microfinance institutions working towards sustainable, innovative and client-responsive solutions to poverty in the country. The key programs of MCPI include Advocacy, Capacity building for microfinance institutions, Social Performance Management, Performance Monitoring and Benchmarking, the establishment of a knowledge and Resource Center, and Network Strengthening. MCPI is a great source of learning best microfinance practices and CSD has also partnered with the organization for arranging exposure visits to the Philippines.



**Lanka Microfinance
Practitioners' Association**

Lanka Microfinance Practitioners' Association (LMFA)

LMFA is a network formed by several Microfinance Practitioners in Sri Lanka whose main function is to enhance the ability of their member institutions to provide quality financial services to the grassroots communities. LMFA is the pioneer in microfinance networking among microfinance practitioners in Sri Lanka and has been very successful in promoting microfinance through encouragement of cooperation, sharing information and assistance between the member practitioners and stakeholders.



Habitat for Humanity International (HfHI)

HfHI is an international, non-government, non-profit organization, which was founded with the objective of addressing the issues of poverty housing all over the world. The organization is solely devoted to building simple, decent and affordable housing and also has its country office in Nepal. CSD partnered with HfHI and HfH Nepal especially after the housing need felt during and after mega earthquake of April 25, 2015.



Banking with the Poor (BWTP) Network

The Banking with the Poor Network (BWTP) is Asia's microfinance network that works toward building efficient, large-scale sustainable organizations, through cooperation, training and capacity building with the aim of achieving innovative, appropriate and demand-driven financial services for the poor. The Network is an 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 sustainable financial services. CSD joined the organization network from its very beginning and has continued the membership till now.



MICROCREDIT SUMMIT CAMPAIGN

Microcredit Summit Campaign

The Microcredit Summit Campaign is an American non-profit organization, started as an effort to bring together microcredit practitioners, advocates, educational institutions, donor agencies, international financial institutions, non-governmental organizations and others involved with microcredit around the goal of alleviating world poverty through microfinance. The first campaign was held in 1997 in Washington and since then it follows a principal of citizen led approach of establishing and meeting a collective global goal. CSD attended this very first campaign and several thereafter, and has also consulting the experts about discussing the poverty issues of microfinance.



Centre for Self-help Development (CSD)

-Institute of Microfinance & Cooperative Development

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