

# Working Area of JBS



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*Annual Report 2068/69*



**JEEVAN BIKAS SAMAJ**





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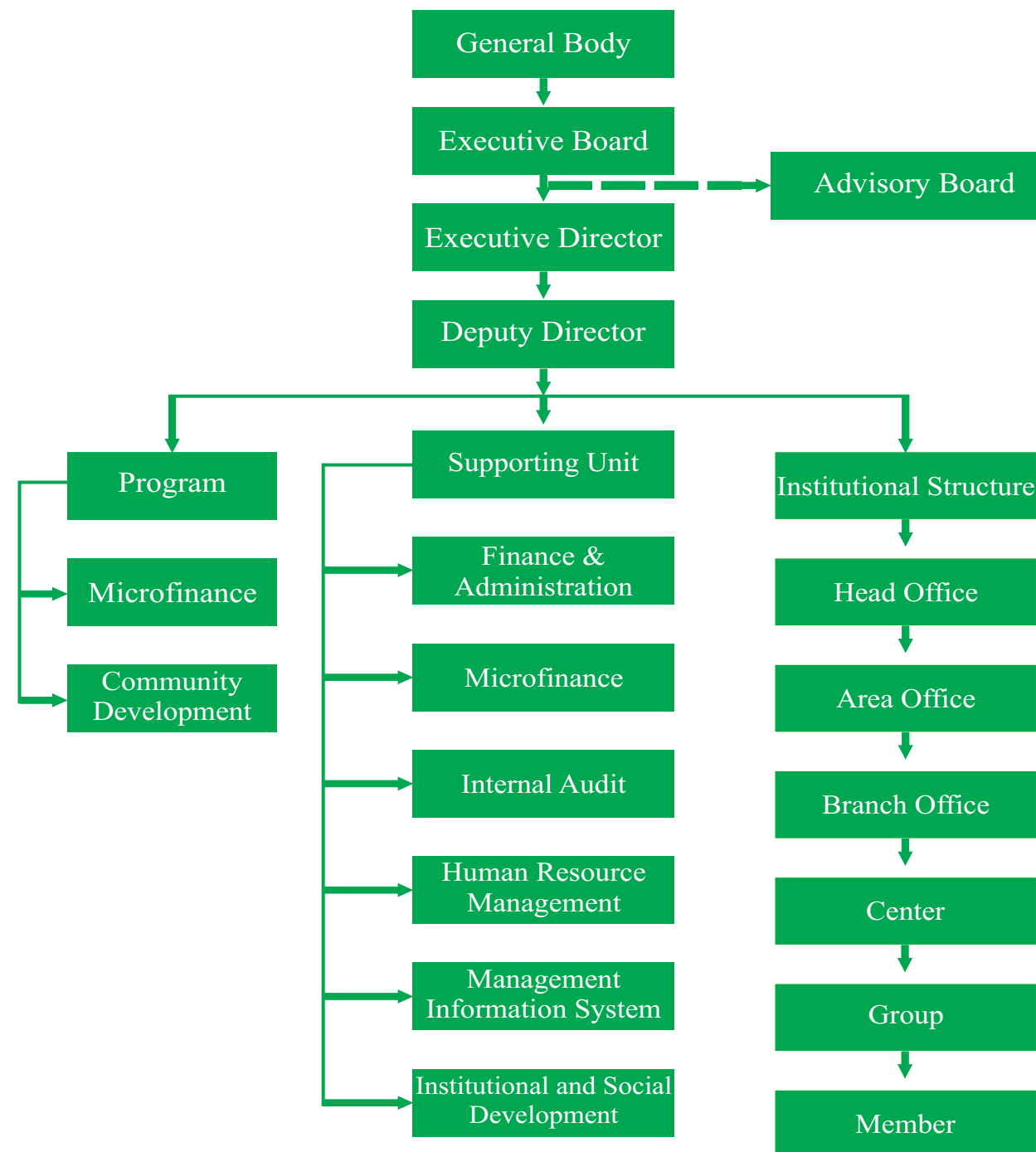
Ribol Devi Mandal  
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Anita Kumari Gachchhadar  
Member



## ORGANIZATION STRUCTURE OF JBS





## Foreword

It is my pleasure to introduce to you JBS (Jeevan Bikas Samaj) Annual Report of the fiscal year 2068/69 (2011/12). This report shortly explains about the organization, its program, major achievement in the field of poverty reduction and services provided to poor family.

Till the end of the FY 2068/69, More than 91,943 small businesses, micro entrepreneurs and low-income households are benefiting from its microfinance program. It has also been implementing community development programs i.e. education, health, environment conservation, income generation and empowerment, awareness building and advocacy in different area.



I would like to thank our beneficiaries who trusted and supported us during this entire period and helped us bringing the organization to the present stage. I would also express my profound appreciation to RMDC, Nepal Rastra Bank, Habitat for Humanity and other supporting partners for their wholehearted support. The continuous and tireless efforts of our staff members are equally appreciative. My special thanks and appreciation goes to member of the program who has been working hard with the support of JBS for their overall improvement and empowerment. Similarly, I would like to thanks the member of Executive Board for their valuable support and suggestions.

I hope continuous support from our friends, partners and well-wishers to our endeavors of fighting against poverty.

Thank you.

Yogendra Mandal  
Executive Director



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# SECTION *One*

## Organization Profile

### 1.1 Introduction

Jeevan Bikas Samaj (JBS) is a national level NGO established in 21 September 1997 in order to improve the socio-economic and cultural circumstances of marginalized people. It is a non-partisan, non-political, non-profitable and non-religious organization serving back warded disadvantaged poor community. JBS is initiating awareness through advocacy and strengthening the leadership capability of the poor and disadvantaged groups.

To improve livelihood conditions of landless, marginalized and back warded people, JBS is implementing microfinance program and providing its services to the targeted poor people. It has achieved significant outcomes in microfinance service, income generation, women empowerment, community development, human resource development, education, awareness, health and sanitation. JBS is fighting against rural poverty to fulfill its goal to make healthy rural civilization over the period of 15 years since its establishment.

### 1.2 Vision, Mission, Goal & Objectives

#### 1.2.1 Vision

The vision of JBS is "Poverty free Nepal".

#### 1.2.2 Mission

The mission of JBS is to enhance quality life of poor people by increasing their access to the resources.

#### 1.2.3 Goal

The goal of JBS is to assist landless, marginalized and back warded people specially women in order to improve their livelihood conditions by providing microfinance service and by implementing community development works.

#### 1.2.4 Objectives

The objectives of JBS are to disburse loan at the grassroots level in order to conduct income-generating activities and to execute education, health and nutrition, sanitation, environment conservation and advocacy programs.



### 1.3 Legal Status and Registered Address

JBS is registered by District Administration Office Morang (Registration No 732/2054), by Social Welfare Council (Affiliation No. 7841) and by Inland Revenue Office Morang (PAN No. 301645869/2061). Similarly, it has been permitted by Nepal Rastra Bank (Central Bank of Nepal) to conduct microfinance services among poor and marginalized households in the society (Permission No. 19/058/2059).

### 1.4 Governance

The supreme authority of JBS is the General Body composes of 32 general members. A Governing Body consisting of nine members is elected from the General Body of the organization. The Governing Body is responsible for the formulation of plan and budget for the programs and projects to be implemented by the organization. The Governing Body evaluates and monitors the implementation of policies through various monitoring tools and visits to the project area.

#### 1.4.1 General Body

A General Body of 32 members governs JBS. It is the highest policy making authority.

#### 1.4.2 Board of Directors

The Executive Board consists of nine members in which the members are elected from the General Body. The Executive Body is responsible for program planning and budget preparation and guides the Executive Director for the implementation of the policies. The Chairperson elected by the General Body heads both the General Body and the Executive Committee. A team of dedicated and selfless volunteers governs JBS.

### 1.5 Working Area of JBS

JBS is currently operating its services in Ilam, Jhapa, Morang, Sunsari, Dhanakutta, Udayapur and Sindhuli districts of Nepal. Presently, it is providing its microfinance service and other community development services (Social awareness, health, environment conservation, conflict diminution etc) in 239 VDC and in 7 municipalities of these 7 districts. It started the journey with micro-finance in line with Grameen (rural) Model in five VDCs i.e. Amahi Bariyati, Sorabhag, Nocha, Kadmaha and Pokhariya of Morang district on January 26, 2003 with a small capital. At the end of the FY 2068/69, it has been providing its service to 91,943 poor families and disadvantage households through its microfinance program from 44 difference branch offices.



### 1.6 Major Outputs

- ◆ Economic exploitation of rural elites by high rate of interest is dropping.
- ◆ Income generation activities are gradually increasing.
- ◆ Importance and status of women is rising in the society.
- ◆ Economic scarcity is reducing from local level.
- ◆ Rural people are getting banking facilities in local level.
- ◆ Education, health and economic conditions are rising up gradually.
- ◆ Involvement of women in self-employment sector is remarkably increasing.
- ◆ Participation of women in social, political and development sectors is emergent.
- ◆ Unemployment is reducing in the program area.

### 1.7 Major Learning

- ◆ Poor and disadvantaged people seem to be honest in loan utilization and repayment.
- ◆ Back warded and deprived people can move up their selves involving in economic activities.
- ◆ If poor people will get opportunities, they will change economic condition remarkably.
- ◆ Financial problem creates all other problems; income generation is the basic thing to fulfill other needs i.e. education, health, sanitation and nutrition.

### 1.8 Contribution of JBS for the Society

- ◆ Providing banking services at local level.
- ◆ Generating employment opportunities.
- ◆ Providing loan in simple way.
- ◆ Encourage rural people for income generation and saving mobilization activities.
- ◆ Support in human resource development and resources mobilization.
- ◆ Creating self-reliant society.
- ◆ Empowering back ward women in society.
- ◆ Awaking people in terms of education, health and sanitation.



## 1.9 Area of Expertise

JBS deliver different kinds of functional services to target population, government agencies, NGOs and INGOs. JBS has implemented various programs for overall development of local community. Particularly, it has a very strong expertise in following sectors:

- ◆ Micro-finance services.
- ◆ Agriculture and horticulture activities.
- ◆ Natural resource management.
- ◆ Income generation.
- ◆ Micro enterprise development and market linkages.
- ◆ Health and education.
- ◆ Formal and non- formal education.
- ◆ Gender, development and advocacy
- ◆ Bio Gas
- ◆ Biodiversity and environment conservation

## 1.10 Human Resource

JBS has a good human resource base. Apart from the core staff, it has maintained a roster of professionals, who are available on request and as required by the organization. At present, the following expertise are available with JBS.

- ◆ Micro finance practitioner
- ◆ Agriculturists
- ◆ Forestry and natural resource management expert
- ◆ Social mobilization and community development expert
- ◆ Micro enterprise, market linkage and management expert
- ◆ Formal/ non- formal education expert
- ◆ Reproductive health/ HIV and AIDS adviser
- ◆ Gender, leadership development and conflict management adviser
- ◆ Bio Gas expert



## 1.11 Partner Organization

### Current Partner

- ✦ Rural Microfinance Development Center Ltd
- ✦ Commercial Banks
  - ✦ Nabil Bank
  - ✦ Citizen Bank
  - ✦ NIC Bank
  - ✦ Kist Bank
  - ✦ Kumari Bank
  - ✦ Janata Bank
  - ✦ Mega Bank
  - ✦ Century Bank
  - ✦ NMB Bank
  - ✦ SBI Bank
  - ✦ Sunrise Bank
- ✦ Development Bank
  - ✦ Vibor Bikas Bank
  - ✦ International Development Bank
  - ✦ H&B Development Bank
- ✦ Habitat for Humanity Nepal
- ✦ NRB/UNDP/UNCDF
- ✦ RWSSFDB-Batch IX

### Previous Partner

- ✦ World Bank
- ✦ Asian Development Bank
- ✦ Chemonics International/USAID
- ✦ World Wildlife Fund (WWF)
- ✦ Samjhauta Nepal
- ✦ Japanese Fund for Poverty Reduction
- ✦ PLAN Nepal
- ✦ PACT Nepal
- ✦ Indian Embassy
- ✦ DDC Morang
- ✦ The Asian Foundation
- ✦ Alternative Energy Promotion Center

## 1.12 Reward

In 2011, JBS has awarded by Habitat for Humanity Nepal for "Inovation in Generating Additional Fund Investment Per House" by Arthapurna Jeewan ko Lagi Aawas Award. Similarly, with the view of recognizing better performing microfinance institutions in Nepal, JBS has awarded by RMDC for its better performance by "Exemplary Performance Award" for FY 2008-09. This is the same award, which JBS has won for FY 2004-05 & for FY 2006-07 from RMDC. On the otherhand, JBS has won a competitive grant award from the World Bank in 2005, under the scheme "Launa Aba ta kehi garaun" for implementing a special microfinance program targeting the marginalized and back warded people. Similarly, Micro finance Information Exchange has ranked JBS in top 29 microfinance institution all over the world on its MIX Global 100 Composite Ranking report 2009 on the basis of outreach, efficiency and transparency. In the similar report of the year 2008, JBS was enlisted in sixth position.







## SECTION *Two*

### Microfinance

#### 2.1 Background

JBS started microfinance encompassing five southern VDC of Morang district since September 1998 with the credit support from *Gramin Swabalamban Kosh*. Further, the organization was registered in Nepal Rastra Bank under *Financial Intermediary Act 2055* in 18 June 2002 (2059-03-04). It has been working Jeevan Bikas Banking Program as "Grameen Bank" methodology with the credit and technical support from Rural Microfinance Development Center Ltd. Many of JBS clients who started as ultra poor gradually graduated to micro-entrepreneurs, which is a great achievement of its microfinance program.

#### 2.2 Service of Microfinance

Microfinance has been playing vital role in the field of poverty reduction, therefore, JBS has been implementing the program in three terai and four hill districts in Nepal. The program has covered 239 VDCs and 7 Municipalities of Ilam, Jhapa, Morang, Sunsari, Dhankuta, Udaypur and Sindhuli districts. Women are exclusive members of this program. In the Fiscal Year 2068/69, the enrollment of member in the program is pleasing and obtains to 91,943. Furthermore, growing circumstance of borrowers is also quite encouraging, now the total number of borrowers is 67,671.



#### Basic characteristics of JBS program are:

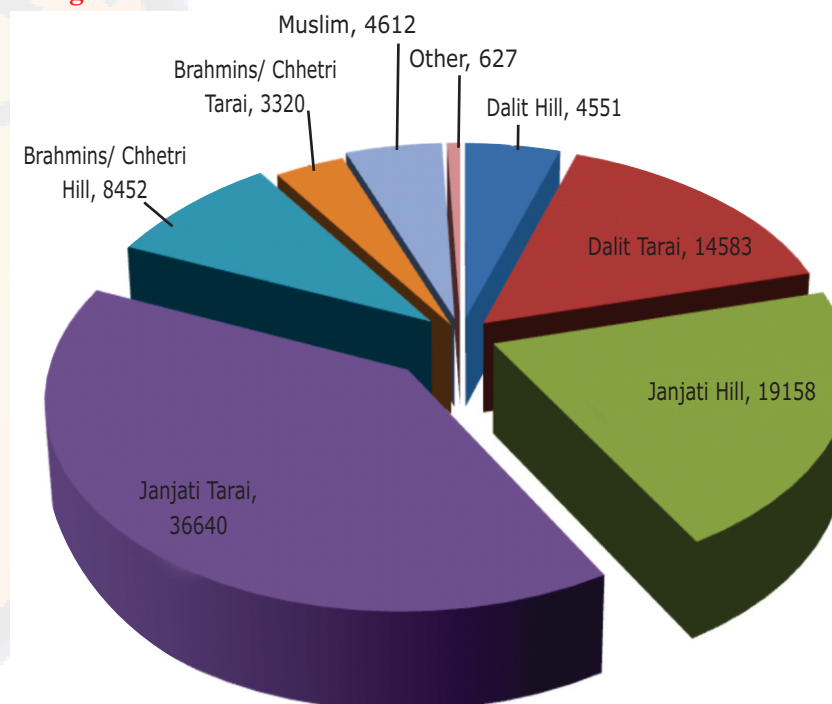
1. Targeting to the poor.
2. Identification of target households through PWR method.
3. Effective pre group training.
4. Focused to women member.
5. Saving, credit, micro insurance and money transfer services.
6. Simple procedures of operation.
7. No tangible collateral.
8. Five members group and minimum two groups in a centre.
9. Transparent.



Table No. 1 : Outreach in Different Fiscal Year

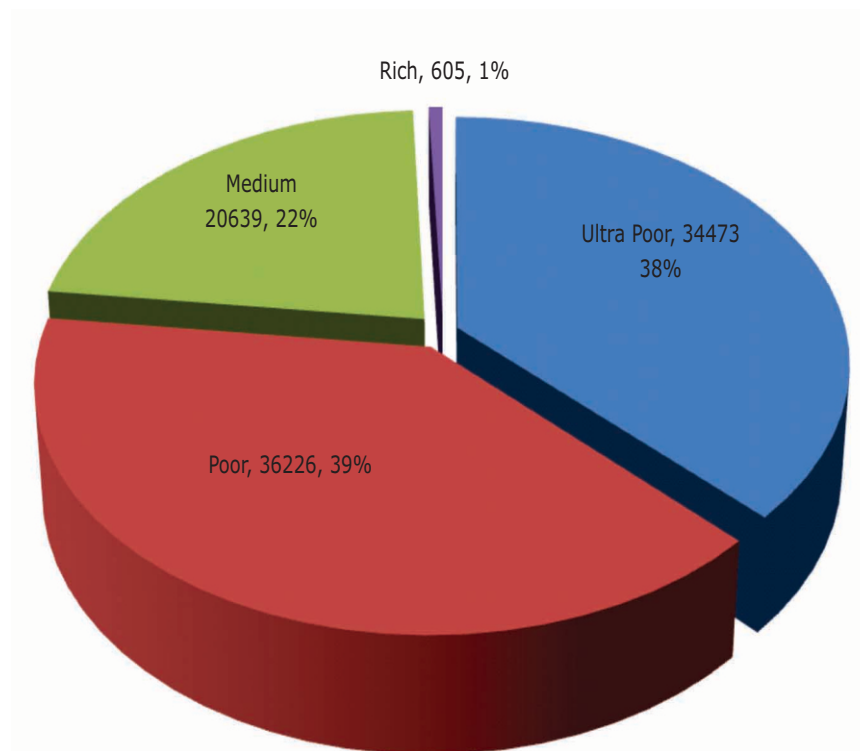
Particulars	F.Y. 2064/65	F.Y. 2065/66	F.Y. 2066/67	F.Y. 2067/68	F.Y. 2068/69
District	3	3	3	7	7
VDC	106	120	135	202	239
Branch	21	21	31	40	44
Total Member	32,568	44,639	60,623	81,310	91,943
Total Borrower	27,162	36,609	46,914	61,258	67,671
Total Staff	94	118	145	188	221
Total Field Staff	63	82	96	122	142

Figure No. 1 : Caste Wise Status of Member in FY 2068/69





**Figure No. 2 : Poverty Level of JBS Clients**



### 2.2.1 Loan Disbursement:

To improve the competency and socio economic condition of poor community, JBS has been providing different kinds of loan in diverse categories without any collateral/with collateral in simple mode of operation. These loans are:

1. General Loan:
2. Special Loan
3. Domestic Loan
4. Project Loan
5. Housing Loan
6. Bio-Gas Loan
7. Domestic Self-employment Loan



### A. Loan Disbursement, Recovery and Outstanding

To reduce poverty from grass-root level, JBS has been providing various kinds of loan to its member as their demand, purpose and utilization. The total loan disbursement in the FY 2068/69 was Rs. 1,89,55,09,100 rupees with 99.99 percent recovery rate.

**Table No. 2 : Total Loan Disbursement, Recovery and Outstanding (Rs. in, 000)**

Particulars	F.Y. 2064/65	F.Y. 2065/66	F.Y. 2066/67	F.Y. 2067/68	F.Y. 2068/69
Loan Disbursed	328,096	756,488	984,453	1,423,922	1,895,509
Loan Recovered	254,069	439,105	747,351	1,188,555	802,111
Loan Outstanding	178,571	315,954	553,056	788,423	1,093,397
Repayment Rate	100%	100%	100%	99.99%	99.99%
Overdue Amount	0	0	0	90.03	1,291

### 2.2.2 Saving Mobilization:

JBS has design different types of saving account for the member of microfinance. JBS always motivate its member to take benefits from saving. JBS has been providing 8% to 12% interest in different saving accounts to encourage and develop saving practice for better and safe life. The names of these saving products are as below:

1. Compulsory Saving
2. Center Fund Saving
3. Voluntary Saving
4. Pension Saving
5. Fixed Saving
6. Welfare Fund

### A. Saving Status of Members

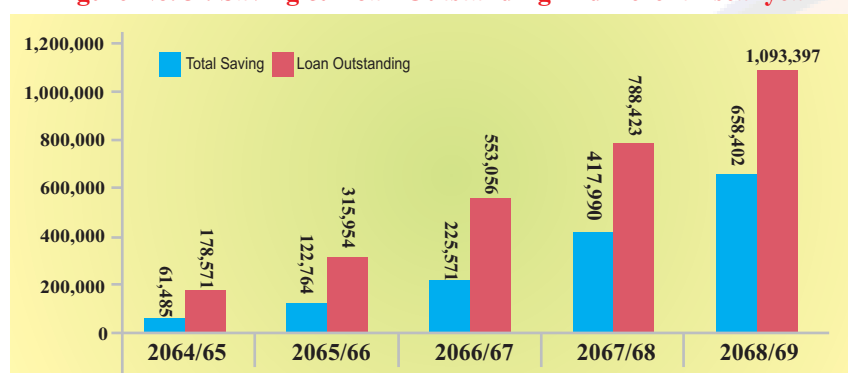
The saving ratio and amount of the member is growing encouragingly, in this fiscal year 2068/69. Members of the program has deposit their income frequently in their different saving accounts. In the fiscal year, total amount of member saving is about Rs. 658,402,000. The increasing trend of pension/fixed saving and welfare fund is super, out of total saving, about 55 percent of saving is from pension/fixed saving and the increasing tendency of the saving is more than 118 percent in the fiscal year. On the other hand, the center fund saving is in decreasing mode.



**Table No. 3 : Saving Detail in Different Fiscal Year (Rs. in ,000)**

Particulars	F.Y. 2064/65	F.Y. 2065/66	F.Y. 2066/67	F.Y. 2067/68	F.Y. 2068/69
Compulsory Saving	23,507	42,516	69,902	114,498	177,705
Voluntary saving	10,101	18,715	31,024	51,025	76,486
Center Fund Saving	18,016	19,460	18,621	17,913	17,112
Pension/Fixed Saving	9,343	41,056	103,097	231,194	381,432
Welfare Fund	518	1,017	2,928	3,360	5,667
Total Saving	61,485	122,764	225,571	417,990	658,402

**Figure No. 3 : Saving & Loan Outstanding in different fiscal year**



### 2.2.3 Insurance:

JBS has been providing various incentives for its members of microfinance group. In this plan, JBS has been offering choice of support at the time of incident/trouble in the member house and family.

#### A. Emergency Relief Fund:

Emergency relief fund is a small or semi-insurance service of JBS. JBS has been providing a small size of financial support at complicated circumstances. It has been focusing that no one has to ask for funeral activities, no one has to feel alone when disasters destroy their houses/construction. JBS has also support the client who has face critical surgery and it also provides small support for pregnancy and delivery care.

**Table No. 4 : Emergency Relief Fund incentive**

Case	Incentive Amount	Remarks
Member Death	10,000	Death certificate require
Husband Death	5,000	Death certificate require
Critical Operation/Surgery	2,000	Discharge certificate require
Delivery	1,000	Discharge certificate require
Natural Disaster	1,000	Recommendation of VDC

#### B. Livestock Insurance:

Member of JBS do not have to worry about losses of their cattle if they have cattle insurance. JBS has been providing cattle insurance services coordinating with Nikshephkatha *Karja* Surakshyan *Nigam*, to recover the losses of animal death. In this insurance policy, if insured cattle will die within the insured period, JBS will provide 80 percent compensation to the owner after a short processing.



#### C. Life Insurance (Endowment Policy):

Jeevan Bikas Samaj has been providing an endowment life insurance policy for its client and their guardian. In this policy, the member of JBS can paid the premium of the policy with a very small amount and they can pay the installment in the center meeting. JBS has started this product coordinating with Life Insurance Corporation (Nepal) Ltd. This product provides family protection for marginalized poor people of rural area at an affordable rate of premium.

#### 2.1.4 Remittance:

JBS has been providing remittance services from its all branches. Local people can collect their remittance amount from their nearby branch office of Jeevan Bikas Samaj. JBS has been providing various modes of remittance service coordinating with different banks and remittance agencies i.e. Sidhartha Development Bank (Boom Remit), Kumari Bank, Nabil Bank (Western Union Money Transfer), Sunrise Bank (Suryodaya Remit), Sanima Bank (Sajilo Remit), Himalaya Bank (Himal Remit) and Samsara Money Transfer.







## SECTION *Three*

### Training, Workshop and Observation

#### 3.1 Staff Training, Workshop & Study Visit In FY 2068/69

JBS is always focus on quality service therefore the organization is providing different skill development training for its employee and clients. In the fiscal Year, 2068/69, JBS has organized various types of training and workshop for its staff and client. Some other supporting organization has also supported in different training for capacity development of JBS staffs.

**Table No. 5 : Training and workshop in F.Y. 068/69**

S.N	Program	Duration /days	Participants	organizer
1	TOT Training	5	2	RMDC
2	Software & Branch Management Refresher Training	2	60	JBS
3	Risk Management Training	4	1	CSD
4	Review Program	3	100	JBS
5	Review & Planning workshop	4	49	JBS
6	PWR Training	4	51	JBS
7	Micro finance operation & management Training	2	45	JBS
8	Micro finance & Financial Analysis Training	5	1	CSD
9	Loan Appraisal Training	5	2	CMF
10	Internal Audit Training	4	1	RMDC
11	Inter Branch Visit	3	44	JBS
12	Financial Analysis & Delinquency Management	4	2	RMDC
13	Exposure Visit Bangladesh	9	7	JBS
14	Capacity Building Training	1	4	JBS
15	Account Training	2	20	JBS
16	Refresher Training on 100000 Housing Program	2	50	Habitat for Humanity



#### 3.2 Client Skill Development Training In FY 2068/69

JBS is always focused on sustainable progress of poor and marginalized people. Therefore, the organization has been providing different types of skill training for its client and their family member. Some major training provided by JBS in the FY 2068/69 is as following:

**Table No. 6 : Skill Development Training in F.Y. 068/69**

S.N	Program	Duration /days	Participants	organizer
1	Candle Making Training	5	40	JBS
2	Pig Husbandry Training	4	62	JBS
3	Vegetable Farming Training	8	63	JBS

#### 3.3 Bangladesh Exposure Visit:

JBS has organized an exposure study visit to Bangladesh Microfinance institutions for its officials coordinating with IDF (Integrated Development Foundation) Bangladesh. Seven officers from JBS were participated on the 9 days visit program, which was organized in May 2011. During the visit, the officials observed different microfinance practices in Bangladesh. The major organization which are visited during the exposure are Integrated Development Foundation (IDF), Grameen Bank and ASA. It is well known that the Grameen Bank and the founder of Grameen Bank Prof. Mahammad Yunus were awarded by the Nobel Peace Prize 2006. JBS officials were visited the head office of Grameen Bank and discussed in various aspects of the program. They were observed group meetings, different branch offices, regional and center level offices of mentioned MFIs. The participants were interacted with officials and field staff in about the process, effect, progress and future preparation about their institutions. Our officials have focused to know how the Bangladeshi MFIs operate and maintain quality portfolio, expand outreach, improve staff quality and follow up center meetings.





## SECTION *Four*

### Community Development Program

#### 4.1 Introduction

Jeevan Bikas Samaj is implementing various development programs beside its microfinance program. Although microfinance program is the backbone of the organization, JBS is operating plus program in the society for community development. To develop back warded village as a healthy village, JBS has been performing its community development activities in various areas like environment conservation, health, education, peace and democracy, advocacy, gender, sanitation, agriculture, biodiversity conservation and many more.

##### 4.1.1 Park Program

JBS is manufacturing a community park covering an area of 13 hectare at Kadmaha VDC of Morang district. Establishment of multipurpose nursery and plantation of agro-forestry blocks, organic farming practice, fishpond and training center are major activities under it. JBS has been establishing a bamboo nursery, bamboo treatment center in the park with the financial and technical support of Habitat for Humanity Nepal.

On the park, it has an established nursery, which has been producing various types of plants. In this nursery, more than 20,000 plants are available in different categories such as fruits plants, flowering and non-flowering plants, indigenous plants, indoor and outdoor plants, highly endangered plants, medically demanded plants and so on. JBS has been planning to recognize Morang district as a green zone, therefore it has been planting different kind of plants on roadside, school and on public places.



##### 4.1.2 Health Program:

JBS is providing ambulance services to the rural area which is granted by Embassy of India in 2003 June 4. JBS is providing emergency services for the southeast part of the Morang district from the Karshiya branch. JBS is conducting health awareness campaigns, on HIV/AIDS, polio eradication and reproductive and maternal health. Coordinating with Birat Eye Hospital, JBS has organized eye treatment camp on Harinagara and Ittavatta branch. On the eye camp 1430 people are benefited and 220 major operations are carried out. Similarly, it has organized general health camp on Soravag VDC and blood donation program on its head office and JBP School. JBS has planning to start an awareness program with health service provide center targeting to the marginalized and disadvantaged poor people.

##### 4.1.3 Jeevan Bikas Public School: Quality Education in Rural Area

Since 83 percents land of Nepal is occupied by villages, the nation does face many obstacles on its way for a thorough development in all sectors unless there are educated citizens in rural sides. However, the availability of primary level school in rural area is gradually increasing, but rural youngster could not be able to

get quality and competitive education. Considering over this pitiable condition of education in rural sides; JBS, having seven other members, has extended its service area establishing Jeevan Bikas Public School, an Educational Trust in 2064 (B.S.) in its own natural park situated at Kadmaha V.D.C. Presently the school is running classes from Pre-Nursery to Lower Secondary. The school







has its own computer lab, science lab, sport center, music and dance practice center. It has providing carrier services by two vehicles for students who are far from the school. To assist the parentless, downtrodden, ethnic group and handicapped students, it has been providing 100 percent scholarship program for those students who are conflict affected, marginalized and poor. The school has been implementing Montessori Teaching Technique for quality education and planning to develop the school as a modern and technical based education up to the higher level.

#### 4.1.4 Enhancing Access to Financial Service Project

Nepal Rastra Bank, UNDP and UNCDF are supporting to increasing financial accessibility services in the remote and un-served areas of Nepal. The project intends to enhance access to financial services and the use of formal financial services particularly by poor youth and excluded groups in a sustainable manner.

JBS has implemented the project collaborating with Nepal Rastra Bank, UNDP and UNCDF to enhance the quality/quantity of financial services for marginalized poor people. To execute, project objectives JBS has extend its program in hill districts i.e. Ilam, Dhankuta, Udayapur and Sindhuli districts. JBS has succeeded to achieve the goals of the project. With the inspiration of the project, JBS extend its services in remote hill and mountain, focusing financial service accessibility. JBS has successfully achieved all the targets of the project and providing financial service to the un-served poor people.

#### 4.1.5 Housing for Poor Household (Arthpurna Jeevan ko Lagi Aawas)

In Nepal, as in many parts of the world, low-income families are generally excluded from housing finance by formal financial institutions. That is beginning to change in seven southeast districts, where Jeevan Bikas Samaj, has been playing a vital role in addressing poverty-related issues through sustainable microfinance and social enterprise. Jeevan Bikas



sustainable microfinance and social enterprise. Jeevan Bikas



Samaj has been providing housing loan service for those poor people who have not prime house to live. JBS initiated housing microfinance specifically incorporating sustainable building using locally available, environmentally sustainable construction materials.

JBS has been promoting pre-fabricated bamboo houses in its working area. In eastern Nepal, bamboo is the predominant building material and affordable for the poor. Bamboo is fast growing, easy to use, environmentally friendly and durable. Typically, the bamboo is chemically treated, cut to size and sent to various construction sites where it can be assembled. Houses built with such bamboo can be completed within seven days and last for many years.

Habitat for Humanity Nepal is playing vital role to support JBS by technically as well as financially, this effort has forced JBS to do more for low-income families to improve their housing condition. Till the end of FY 2068/69, about 7883 households has benefited by the housing program of JBS. Housing for Poor program has been recognizing all over the world, national and international volunteers are interested to work for poor as a volunteer labor in house build activities. JBS has hosted number of native/foreign volunteers who wants to work for poor in Nepal. Nepal has traditionally been a favorite destination for Global Village volunteer teams. It has hosted volunteers from Australia, America, Canada, Japan, New Zealand, England, Denmark, USA and many other countries, who have contributed as volunteer labor on housing builds.

#### 4.1.6 Fund Board (Safe Drinking Water and Sanitation) Program

JBS has been initiating a project for sustainable health and hygiene services through improvement in water supply and sanitation awareness, coordinating with Rural Water Supply and Sanitation Fund Development Board (RWSSFDB). In this project,







JBS is implementing a genuine demand led or responsive participatory approach for safe drinking water program. In rural area, women's shoulder the burden of managing the total water demand of a household. Disparity on traditionally prevailing gender role has continuously forcing them to fetch water, take care of laundry, wash dishes, clean house, prepare meals, rare and care children as well as often be a helping hand on farming. As a primary actor of water and sanitation, the role of woman in the project is enhanced through active participation in all aspects and activities, including in decision-making process. Ultimate goal of JBS in this project is to improve the health of communities through bringing potable water closer to their homes and promoting hygiene and sanitation activities. To continue the better hygiene and sanitation practices of a community, it ensure at all levels of project cycle a technically, environmentally and operationally sustainable water supply system. The project has been carrying out in Katahari and Bhatigach VDC of Morang and Aurabani VDC of Sunsari district.

Table No. 7

**Key Performance Indicators of Jeevan Bikas Banking Program up to FY 2068/69**

Particulars	2064/65	2065/66	2066/67	2067/68	2068/69
Total Loan Disbursed of the Year (Rs.)	328,096	576,488	984,453	1,423,922	1,895,509
Total Loan Recovered of the Year (Rs.)	254,069	439,105	747,351	1,188,555	1,590,534
Total Loan Outstanding (Rs.)	178,571	315,954	553,056	788,423	1,093,398
Loan Disbursed (cum.) (Rs.)	592,063	1,168,550	2,153,004	3,576,926	5,472,435
Loan Recovered (Cum.) (Rs.)	413,492	852,597	1,599,948	2,788,503	4,379,037
Total Saving (Rs.)	61,485	122,764	227,532	417,990	658,403
Current Year Profit/(Loss) (Rs.)	11,118	19,925	36,224	34,871	39,071
Percentage of Saving on Loan Outstanding (%)	34.43	38.92	41.14	53.02	60.22
Repayment Rate (%)	100	100	100	99.99	99.99
Members per Field Staff (No.)	517	544	631	666	647
Borrowers per Field Staff (No.)	431	446	489	502	477
Loan Outstanding per Field Staff (Rs.)	2,834	3,847	5,761	6,462	7,700
Total amount disbursed per period per Field Staff (Rs.)	5,208	7,030	10,255	11,671	13,349
Yield on Portfolio (%)	23.69	23.39	23.37	22.84	21.91
Operational Self-sufficiency Ratio (%)	150	151.07	155	138.48	128.07
Financial Self-sufficiency Ratio (%)	120	119	125.1	123.65	117.13
Average Loan Size (Rs.)	6.57	8.62	11.79	12.87	16.16
Operational Efficiency	16	16	16.43	17.32	19.03
Salaries as a percentage of average portfolio outstanding	5.84	5.06	4.6	4.7	5.93
Cost Per Unit of Currency lent(Rs)	0.08	0.09	0.07	0.08	0.09
Loan Loss Reserve Rate (%)	2.21	3	2.56	3	3



## SUCCESS STORY

### *A laborious person heads always towards success*

Bindo Devi Mandal was born in a poor family of Barud V.D.C of India as the second child of Mr. Shibnandan Mandal and Mrs. Lachho Devi Mandal. She along with other four brothers and sisters never knew that happiness was. Always, her father had to do hard work to fulfill the basic needs of the family. In such a pity condition, Bindo's father had no any option to admit his five children on school. Therefore, he had only an alternative that, as soon as children get marriage and the size of his family will reduce. Resultantly, Bindo was fixed in a marital relationship at the age of 15 with Umesh Prasad Mandal, of Rangeli village of eastern Nepal.

She obviously could not even expect her marriage in a rich family because it was impossible for her father to offer an attractive amount of dowry. Umesh's family was even more worsening than her own father's home. When her father and mother-in-law feel destitute in their family, they made Bindo and Umesh live separately just after two year of their marriage in 2048 B.S. After the separation, Bindo's difficulties had increased and they faced lots of painful days for existence. Her husband wondered hither and thither in search of work, but did not get any kind of regular job. After a long time, he found as job in a cloth shop of Rangeli Market where he was being paid only Rs. 1500 for a month. However, the wage was too small for their survival. This took the couple work even harder than before. At that time Dinesh had started a side business, that to purchase casual cloth from India and sold them by door-to-door of customers service. On the other hand, Bindo used to work as a daily worker in the field of landowners.

In 2062 B.S, Bindo got information about microfinance program going on in her neighborhood under the branch office of Dainiya. It was the JBS microfinance program. Her nearby women requested her to join in PGT, but she hesitated to join herself in PGT because of her fragile economic condition. After the advocacy by JBS staff, she became a member of the centre and was taken Rs. 5,000 as the first micro loan. It was the first financial operation she has done. She gave the money to a landlord as an advance for purchasing 5 Kaththa land. Second year, she took Rs.10,000 loan and used it to cultivate 10 Kaththa land on lease. She had started a small grocery shop in her courtyard when she received Rs.20,000 as the third micro loan. Now, the situation started to change, she could made profit from grocery shop and could support to her husband's Door-To-Door cloth business.

Recently, she was benefitted by JBS Domestic Self-employment Loan of Rs. 100,000. This loan amount is invested on her husband's to establish a newly cloth shop in the Rangeli market. What is then left in Bindo's life is only her success and happiness knocking at the door. In this way, Bindo who did not get the chance to go to any school is sending her two daughters and one son in a good English medium school. The cloth shop has the total capital of Rs. 3,50,000. The grocery shop is also running successfully. The family has bought some land for agriculture use. Bindo runs husbandry of goats as well as cows. They are called an ideal couple by the neighbors because of their remarkable success. Nowadays, Bindo has started attending all social celebrations and meetings, and proudly says, "A laborious person always heads towards success," though he/she is disturbed by the different hurdles of life". Now, she believes that microfinance is a boon for the destitute and marginalized families.





**MR. YOGENDRA MANDAL**  
Chairman/Executive Director

Working since: 1997  
Amahi Bariyati-3, Morang  
Major Training Attended :  
NGO management, Business Planning and Management of Microfinance, Participatory Rural Appraisal, Leadership Training, Program Design and Management Training, Training on Financial Analysis & Management” Training of Trainers, Management Information System, Improving Operating Efficiency of Microfinance Institutions, Grameen Generalized System (GB-II) etc  
International Visit: Bangladesh, India, Thailand, Malaysia, USA



**MR. SANJAY KUMAR MANDAL**  
Deputy Director



Working since: 1999  
Kadmaha-8, Morang  
Masters in Business Study  
Major Training attended:  
Village Bank Mechanics, Basics of Microfinance, Theory & Practice of Microfinance, Business Planning and Management of Micro finance, Participatory Rural Appraisal, Program Design and Management Training, Proposal Writing Training, Financial Analysis and Delinquency Management, (TOT), *Microfinance Training of Trainer (MFToT)*  
International Visit: Bangladesh, India

**MR. BHARAT LAL BAHARDAR**  
Senior Manager

Working since: 1999  
Kadmaha-6, Morang  
Intermediate in Commerce  
Major Training attended:  
PRA, Program Design and Management Training, Proposal Writing Training, Micro Enterprise Creation and Development, Monitoring and Supervision of Microfinance Program, Business Plan.  
International Visit: Bangladesh



**MR. ROHIT BHANDARI**  
Senior Manager

Working since: 2006  
Gauriganj-6, Jhapa  
Masters in Business Study  
Major Training attended:  
Internal Audit, Business Plan, Financial Analysis and Delinquency Management, Monitoring and Supervision of Microfinance Program, ToT on Micro Enterprise Creation and Development, Training of Trainers, Micro Enterprise Financing, *Microfinance Training of Trainer (MFToT)*.  
International Visit: Bangladesh



**MR. DAMODAR REGMI**  
Senior Manager



Working since: 2007 February.  
Inaruwa Municipality ward no. 2, Sunsari.  
Masters Degree in Rural Development  
Major Training attended:  
Conflict Resolution, Branch Management, Microfinance Operation and Management, Financial Analysis and Delinquency Management, Monitoring and Supervision of Microfinance Program, Business Plan, Market Research and Product Design, VSLA Training, *Microfinance Training of Trainer (MFToT)*.  
Publication:  
Micro Finance and Jeevan Bikas Samaj- A collaborate of poverty reduction.  
International Visit: Bangladesh

**MR. BIJAY KUMAR MANDAL**  
Department Chief

Working since: 2006  
Mahadeva – 4, Morang  
Bachelor in Arts  
Major Training attended:  
Facilitation Training (BLOP), Basic Journalism Training, Training of Trainers program on Integration of Health Education with Microfinance, Training on Branch Management for Branch Managers of MFIs, Quality Training, Training on Financial Analysis & Delinquency Management, Training on Audit for Microfinance Institutions, Training on Risk Mgmt. in Microfinance  
International Visit: Bangladesh







**MR. RAMESH RAY**  
Department Chief

Mr. Ramesh Ray  
Department Chief  
Working since: 2003

Amahi Bariyati-3, Morang  
Intermediate in Commerce

Major Training attended:

Microfinance Management, Training on MIX Market Reporting Requirement, Business Planning and Management of Micro Finance, MIS Training, Client Protection, Financial Analysis and Delinquency Management.



**MR. BIJAY KUMAR MANDAL**  
Department Chief



Working since: 2006

Nocha-3, Morang

Intermediate in Commerce

Major Training attended:

Appreciative Self Development & management, Training on financial analysis & Delinquency Management, Business plan training, Financial Analysis & Strategic planning for Microfinance institutions  
International Visit: Bangladesh



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## Photo Features



*Participants in Candle Training*



*Exposure Visit in Cattle Husbandry*



*Patient's in Eye Camp*



*People Participation in Safe drinking water planning*



*Global Volunteer  
A Netherland volunteer team with owner of house*



*Mobile repairing center-financed by JBS*

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Power Traller Financed by JBS-Domestic Self Employment Loan



Cloth Shop Financed by JBS



Volunteers of JBS Eye Camp, Ittabhatta, Jhapa



Centre Meeting of JBS



Mason Training for Housing Campaign



Executive Director interacting in centre meeting



**K. Kumar & Company**  
Chartered Accountant

24/64Tintoleya Path  
Biratnagar, Morang

**AUDITOR'S REPORT TO THE MEMBERS  
OF  
JEEVAN BIKAS SAMAJ  
BIRATNAGAR, MORANG**

We have audited the accompanying balance sheet of the <sup>Samaj</sup> Jeevan Bikas, Biratnagar, Morang, as of Ashad 31, 2069 and the related Income & Expenditure statement for the year then ended. These financial statements are the responsibility of the Samaj's management. Our responsibility is to express an opinion on these financial statements based on our audit.

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.

In our opinion, the financial statements give a true and fair view of the financial position of the Samaj as of Ashad 31, 2069 and of the results of its operation for the year then ended in accordance with Nepal Accounting Standards or relevant practices and comply with relevant laws.

Date: 2069.06.02  
Place: Biratnagar

FCA Kamlesh Kumar Karna  
Proprietor

For, K. Kumar & Company  
Chartered Accountants







**Jeevan Bikas Samaj**  
Biratnagar, Morang  
As At Ashadh 31, 2069  
Balance Sheet

Amount In Nrs.

Previous Year Rs.	Capital & Liabilities	Anex	Current Year Rs.
108,735,172.04	1. Reserves & Surplus	1	153,777,427.37
370,793,004.98	2. Borrowing	2	575,599,578.48
418,081,795.73	3. Members' Saving	3	658,402,718.41
23,695,010.25	4. Loan Loss Reserve	4	33,333,337.87
24,513,612.54	5. Other Liabilities	5	42,250,876.25
<b>945,818,595.54</b>	<b>Total Capital &amp; Liabilities</b>		<b>1,463,363,938.38</b>

Previous Year Rs.	Assets	Anex	Current Year Rs.
79,697,266.72	1. Cash & Bank Balance	6	207,721,846.93
20,000,000.00	2. Investment	7	50,000,000.00
788,423,205.00	3. Loan outstanding	8	1,093,397,949.00
9,980,384.90	4. Advance, Deposits & Other Receivables	9	45,671,031.94
828,531.20	5. Stock & Other Asset	10	865,364.60
46,889,207.72	6. Fixed Asset	11	65,707,745.91
<b>945,818,595.54</b>	<b>Total Assets</b>		<b>1,463,363,938.38</b>

Accounting Policies & Notes

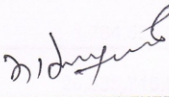
12

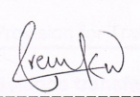
Date : 2069-06-02

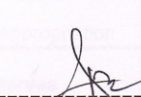
As per our separate report attached

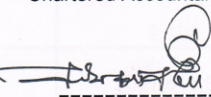
Place : Biratnagar

K. Kumar & Company  
Chartered Accountants

  
Yogendra Mandal  
Chairperson &  
Executive Director

  
Prem Kumar Mandal  
Secretary

  
Sanjay Kumar Mandal  
Treasurer

  
Kamlesh Kumar Karna  
FCA



**Jeevan Bikas Samaj**  
Biratnagar, Morang  
As At Ashadh 31, 2069

**Cash Flow Statement**

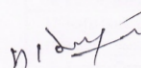
Previous year (Rs.)	Particulars	Details	Current year (Rs.)
	<b>A Cash from operating activities</b>		
164,174,575.09	1 Cash Receipt		230,913,061.35
159,077,723.98	1.1 Interest Income	222,353,106.44	
2,253,878.11	1.2 Other Income	7,222,345.91	
2,842,973.00	1.3 Other program Income	1,337,609.00	
121,121,370.47	2 Cash payment		179,292,453.69
59,094,935.49	2.1 Interest Expenses	94,571,301.87	
37,144,679.65	2.2 personnel Expenses	55,767,317.22	
18,578,331.69	2.3 Administrative Expenses	20,381,770.79	
5,854,791.69	2.4 Other fund allocation and bonus provision	9,484,323.40	
(2,587,120.24)	Less Depreciation	(5,340,817.87)	
33,984.10	Depreciation on Capital Reserve	26,349.31	
3,001,768.08	2.4 Other program Expenses	4,402,208.97	
43,053,204.62	Cash flow before Working Capital		51,620,607.66
(235,093,283.62)	Increase(Decrease) in Current Assets		(340,702,224.44)
	1 Increase(Decrease) in Call & Marketable Securities		
(235,367,290.00)	2 Increase(Decrease) in Loan outstanding	(304,974,744.00)	
274,006.38	3 Increase(Decrease) in other Assets	(35,727,480.44)	
189,312,230.04	Increase(Decrease) in Current Asset		258,058,186.39
178,544,715.64	1 Increase(Decrease) in Members' Saving	240,320,922.68	
-	2 Increase(decrease) in Certificate of Deposit	-	
10,767,514.40	3 Increase(decrease) in Other Liabilities	17,737,263.71	
(2,727,848.96)	Cash flow from Operating Activities(A)		(31,023,430.39)
	<b>(B) Cash flow from Investing Activities</b>		(54,159,356.06)
-	1 Increase(Decrease) in Long term Investment	(30,000,000.00)	
(17,472,437.31)	2 Increase(Decrease) in Fixed Asset	(24,159,356.06)	
-	3 Interest on Long item Investment	-	
(17,472,437.31)	Cash flow from Investing Activities(B)		(54,159,356.06)
	<b>@ Cash flow from Financing Activities</b>		213,207,366.66
52,860,601.85	1 Increase(Decrease) in Long term borrowing	204,806,573.50	
-	2 Increase (Decrease) in Share Capital	-	
6,439,468.94	3 Increase(Decrease) in Reserve fund	8,400,793.16	
59,300,070.79	Cash flow from Financing Activities	213,207,366.66	213,207,366.66
39,099,784.52	(D) Cash flow from activities(A+B+C)		128,024,580.21
40,597,482.20	(E) Opening Cash and Bank Balance		79,697,266.72
79,697,266.72	(F) Closing Cash and Bank Balance	-	207,721,846.93

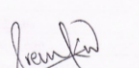
Date : 2069-06-02

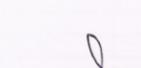
Venue : Biratnagar

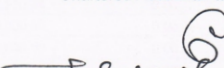
According to attached reports

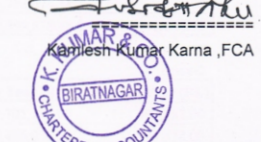
K. Kumar & Company  
Chartered Accountants

  
Yogendra Mandal  
Chairperson & Executive  
Director

  
Prem Kumar Mandal  
Secretary

  
Sanjay Kumar Mandal  
Treasurer

  
Kamlesh Kumar Karna ,FCA







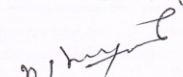
**Jeevan Bikas Samaj**  
Biratnagar, Morang  
From 2068/04/01 to 2069/03/31  
**Income & Expenditure Statement**

Previous Year Rs.	Particulars	Anes	Current Year Rs.
	<u>Income</u>		
159,077,723.98	Interest Income	13	222,353,106.44
2,842,973.00	Program Operational Income	14	1,337,609.00
2,253,878.11	Other Income	15	7,222,345.91
<b>164,174,575.09</b>	<b>Total Income</b>		<b>230,913,061.35</b>

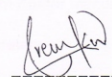
Previous Year Rs.	Particulars	Anes	Current Year Rs.
	<u>Expenses</u>		
59,094,935.49	Interest Expenses	16	94,571,301.87
37,144,679.65	Personnel Expenses	17	55,767,317.22
18,578,331.69	Office/ Administrative Expenses	18	20,381,770.79
7,103,332.80	Loan Loss Provision		9,638,327.62
391,070.40	Misc. Fund Allocation		396,493.12
0.00	Staff Gratuity Provision		2,489,371.00
3,679,192.29	Staff Bonus Provision (MF)		4,194,331.89
3,001,768.08	Program Operational Expenses	19	4,402,208.97
<b>128,993,310.40</b>	<b>Total Expenses</b>		<b>191,841,122.48</b>
35,181,264.69	Net Surplus (Deficit)		39,071,938.87
7,061,018.70	Institutional growth Fund appropriation		9,149,242.32
1,784,529.00	Provision for Training Fund Appropriation		2,404,127.39
<b>26,335,716.99</b>	<b>Balance transferred to Reserves</b>		<b>27,518,569.16</b>

Place : Biratnagar

As per our separate report attached  
K. Kumar & Company  
Chartered Accountants

  
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Yogendra Mandal  
Chairperson &  
Executive Director



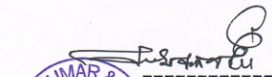
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Prem Kumar Mandal  
Secretary



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Sanjay Kumar Mandal  
Treasurer



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Kamlesh Kumar Karna, FCA  
