PROFITABILITY ANALYSIS IN MICROFINANCE INSTITUTIONS

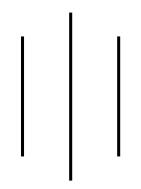
(with reference to Sahara Nepal Savings & Credit Cooperatives Institution Ltd., Jhapa)

Ву

Arjun Prasad Guragain

Shanker Dev Campus T.U.Regd.No.7-1-2-521-97 Campus Roll No.: 1513/059

A Thesis Submitted to:
Office of the Dean
Faculty of Management
Tribhuvan University



In partial fulfillment of the requirement for the Degree of Master of Business Studies (M.B.S.)

Kathmandu, Nepal December, 2008 **DECLARATION**

I hereby declare that the work reported in this thesis entitled "PROFITABILITY

ANALYSIS IN MICROFINANCE INSTITUTIONS WITH REFERENCE TO SAHARA

NEPAL SAVINGS & CREDIT COOPERATIVES LTD. JHAPA " submitted to Shanker

Dev Campus, Faculty of Management, Tribhuvan University is my original work done in

the form of partial fulfillment of the requirement for the Masters Degree in Business

Studies under the supervision of JOGINDER GOET of Shanker Dev Campus.

Date: DEC 2008 Researcher

ARJUN PRASAD GURAGAIN

iii

ACKNOWLEDGEMENT

This study is mainly concerned with the Profitability Analysis in Microfinance

Institutions with reference to Sahara Nepal Savings & Credit Cooperatives Institution

Ltd. Jhapa.

I am gratefully indebted to my deep sense of gratitude to my respected teacher

Joginder Goet, Shanker Dev Campus, who provided guidance to my study. I wish to

express my appreciation to Shanker Man Shrestha, Chief Executive of RMDC, Nara Hari

Dhakal, Relignment Coordinator of Micro Credit Support, UNDP Nepal and Mahendra

Giri, Manager of Sahara Nepal for their cooperation and gesture for this study.

I would also like to give many thanks to all those responding who have spent their

valuable time for discussion, review and analysis in absence of which the completion of

the study would not be possible.

Finally, my thanks also go to my family members and specially my brothers Hari

Niraula and Jeevan Niraula who helped me in many ways through the thesis preparation.

ARJUN PRASAD GURAGAIN

iv

CONTENTS

	Page No.
DECLARATION	i
ACKNOWLEDGEMENTS	ii
CONTENTS	iii
LIST OF TABLES	vi
LIST OF TABLES LIST OF FIGURES	vi
ABBREVIATIONS	vii
ADDREVIATIONS	VIII
1. INTRODUCTION	
1.1 Background of the Study	1
1.1.1 Salient Features of Microfinance Service Delivery in Nepal	3
1.1.2 Population of Microfinance	4
1.1.3 Financial Statements in the context of Microfinance Institutions	6
1.1.4 Introduction and Historical Background of Sahara Nepal	9
1.1.5 Microfinance Service Delivery System in Sahara Nepal	10
1.2 Statement of the Study	11
1.3 Importance of the Study	12
1.4 Objectives of the Study	13
1.5 Limitations of the Study	13
1.6 Organization of Research	13
2 REVIEW OF LITERATURE	
2.1 Conceptual Review of Financial Analysis	15
2.2 Poverty Alleviation Strategy & Microfinance Programme	20
2.3 Comparative advantages of SCCs against MFIs in Nepal	23

3	RESEAR	ACH METHODOLOGY		
	3.1 Research		29	
	3.2 Populatio	n and Sample		29
	3.3 Sources and Types of Data			29
	3.4 Data Gathering Instruments and Procedure			30
	3.5 Methods of Analysis			30
	3.5.1 Financial Ratio Analysis			30
	3.5.1.1	Indicators for Financial Analysis		31
	3.5.1.2	Portfolio Quality Ratios		31
	3.5.1.3	Efficiency Ratios		32
	3.5.1.4	Profitability Ratios		33
	3.5.2	Statistical Tools		33
	3.5.2.1	Correlation Analysis		34
I.	PRESEN	TATION AND ANALYSIS OF DATA		
	Savings P	Percentage of Sahara Nepal (SCCs)	35	
	Composit	ion of Forced and Voluntary Savings on Total Savings	39	
	Financial	Analysis	41	
	Portfolio	Quality Ratios	41	
	4.2	2.1.1Repayment Rate %		41
	4.2	2.1.2 Yield On Portfolio %		42
	4.2	2.1.3 Average Loan Size		42
	4.2	2.1.4 Average Loan Outstanding (Rs.)		42
	4.2.2 Efficiency Ratios			43
	4.2.2.1 Branch Productivity			44
	4.2	2.2.2 Staff Productivity		44
	4.2.3 P	rofitability Ratios		44

28

2.4 Research Gap

		4.2.3.1 Re	turn on Total Assets	45
		4.2.3.2 Re	eturn on Shareholder's Fund	46
		4.2.3.3 O ₁	perating Self –Sufficiency Ratio (%)	46
		4.2.3.4 Y	ield On Portfolio	47
		4.2.3.5 D	ropout Ratio	49
	4.3	Major Find	ngs	50
5.	SUN	лмаку,с	ONCLUSIONS AND RECOMMENDATION	ONS
	Sum	nary		52
Conclusions		53		
	Reco	mmendations		54
Bl	BLIO	GRAPHY		56
Aj	ppendi	x 1		
Aj	ppendi	x 2		

LIST OF TABLES

<u>No</u> .	<u>Topics</u>	Page No.
1	Return on Average Performing Assets (%) across MFI type	24
2	Total Operating Expenses /Average	
	Performing Asset Ratio (%) across MFI type	25
3	Operating Self Sufficiency Ratio (%) across MFI type	25
4	Borrowers / Staff ratio (NO.) across MFI type	27
5	Cost per Borrowers (Rs.) across MFI type	27
6	Portfolio at Risk (%) across MFI type	28
7	Savings Percentage to Total Outstanding Portfolio of	
	Sahara Nepal (SCCs)	36
8	Calculation of Correlation Coefficient	37
9	Composition of Forced and Voluntary Savings on Total Saving	gs 39
10	Portfolio Quality Ratios	41
11	Efficiency / Productivity Ratios	43
12	Return On Total Assets	45
13	Return On Shareholder's Fund Ratio	46
14	Operating Self-Sufficiency Ratio %	47
15	Yield On Portfolio Ratio (%)	48
16	Drop-out Ratio	49

LIST OF FIGURES

		Page No.
Fig. 1	Trend of Savings & Outstanding Portfolio of Sahara Nepal	38
Fig. 2	Composition of Forced Savings & Voluntary Savings on Total Savings	40

ABBREVIATIONS

e. g. For example

FI-NGOs Financial Intermediary NGOs

FSS Financial Self-sufficiency

F. Y. Fiscal Year

GDP Gross Domestic Product

i. e. That is

LDCs least developed countries
MBS Master of Business Studies

MDB Microfinance Development Bank

MFIs Microfinance Institutions
OSS Operational Self-Sufficiency

PGT Pre-group Training

RGBBs Regional Grameen Bikas Bank

RMDC Rural Microfinance Development Centre

Rs. Rupees

SCCs Savings and Credit Cooperatives

SCGs Savings and Credit Groups

T. U. Tribhuvan University

UNDP United Nations Development Program

YOP Yield On Portfolio