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NEPAL

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Reaching for the summit

From Mt. Everest to Annapurna, Nepal is not only a land of great geographical highs and unique sights, but also a fertile land for business and economic growth. Come and meet the companies that are making Nepal one of the most interesting markets in the world.

A country for the future

Sitting below the Himalayas, Nepal is a fascinating country probably best known for having the tallest mountain on Earth: Mt. Everest. As a landlocked country that separates India from China, Nepal has seen times of sustained political turmoil and economic crises, but is now on route to take advantage of their unique position, the fertility of their lands, and the acumen of their business community. It is a country with a rich cultural heritage and a long history of trade and commerce.

Although their most recognizable exports are the famous hand-knotted carpets, agriculture and services account for the better part of the country's GDP. In fact, the service industry now accounts for over 50%, while many areas

“Nepal’s hydropower has a feasible potential of producing 83000 Megawatts”.

are still widely dependent of remittances from abroad. Having achieved political stability in the last decade, the country has shown positive signs of improvement, with sustained growth across a wide variety of industries and high return on investments in sectors like construction, steel production and energy.

Many local and foreign investors have put their sights on Nepal because of the great potential of the country's economy, with financial services on the rise and a geographical advantage that may prove vital in the world of tomorrow. The aggressive flow of their rivers, falling from the world's highest mountains makes Nepal's hydropower capacity one of a kind, with a feasible potential of producing 83000 Megawatts of one of the cleanest energies known, which means Nepal could achieve complete energy independence, and even export energy to neighbouring countries like India and Bangladesh, who rely widely on thermal energy.

In recent years, Nepal has also been successful in significantly reducing poverty, which is slowly improving the quality of their workforce. Altogether, the signs point to Nepal being a land of opportunity. Come and learn

more about the country's business climate and why more and more investors are betting on Nepal as a serious market for the future.

K.L. DUGAR GROUP

After a long line of family owned businesses, the K.L. Dugar Group was formally established in 1989, and has since established itself as a multi-industry titan whose brands are known across the country as representatives of quality products. With a core interest in edible oils and grain production, the Group has expanded their ventures into sectors as varied as construction, cement production, banking and hydropower. “We are one of the largest edible oil producers in the region”, says Mr. Vikkas K. Dugar, Managing Director for the Group, “We have a very strong presence in Nepal, and we also export to over 30 different countries”.

Though their main export destinations are India and China, some of their products like red lentils are famous across the U.S. and Europe.

Having originally been one of the first companies of the country, the Group has managed to sustain its position of leadership by diversi-



Mr. Vikkas K. Dugar, Managing Director, K.L. Dugar Group.

“We have a very strong presence in Nepal, and we also export to over 30 different countries”.

fyng and recognizing the emerging opportunities. In fact, they are now building their second cement manufacturing plant, seizing on the construction sector's rise. “We are focusing on this sector because both construction and hydropower are looking very good right now”, says Mr. Dugar, “And both of them need cement”. In fact, the Group has already embarked on a hydropower project. “We are building a 100 Megawatt plant, and we have licences for more”, explains Kumud Dugar, also Managing Director, “We are looking for partners on these projects because they require very large investments, but it's a very attractive opportunity”. They are also about to launch a luxurious multi-story residential building, which was built following Japanese and American anti-earthquake standards.

With many other projects on the horizon, and a proven track record of honest management and social responsibility, the K.L. Dugar Group is living proof of the great advantages and the unlimited possibilities that Nepal has to offer.

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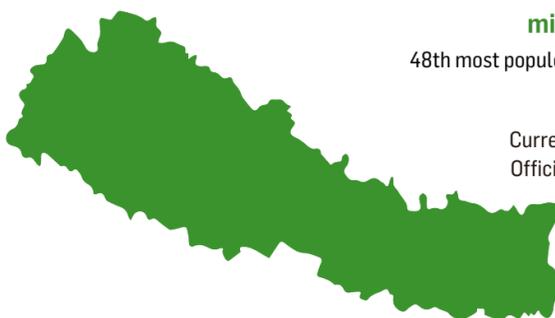
“Mother and Motherland are Greater than Heaven” Motto

29

million population

48th most populous country on earth

Capital: Kathmandu
Currency: Nepalese rupee
Official languages: Nepali



135 years legacy of trust and excellence in Nepal

K.L. Dugar group has meticulously weaved a culture of unrivaled quality and trust with its millions of customers and trading partners during its 135 years of business globally.

Nepal is the birthplace of Buddha and is the country with the highest mountain in the world-Everest. Nepal is strategically located in between China and India creating a huge opportunity for investment in various sectors along with hydropower and renewable energy.

K.L. Dugar Group co-invests with our investors and believes in transparency and knowledge sharing to extract attractive returns. We curate all mutually beneficial opportunities and welcome investors and businesses seeking partners in Nepal.

Come, Let's join hands together.



DIVERSIFIED BUSINESS ACTIVITIES

- Edible Oil Refining | Flour Milling | Rice Milling | Pulse Milling | Packaging Materials
- Mining | Integrated Cement | Real Estate | Nutrition Food | Herbal Extraction & Distillation
- International Trade | Paper | Home appliances | Hydropower | Electrical Items
- Tours & Travels | Insurance & Reinsurance | Banking & Finance

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Financial Sector

Take it to the bank

Building from the millions of remittance transactions coming into the country every year, Nepalese companies have managed to establish a sprouting financial sector that has already become a key contributor to the country's GDP.

As a historically agrarian society, Nepal entered the 21st century with little development in other sectors. However, the last two decades have seen an astronomic rise of service-based industries such as the financial sector, which has contributed to the sustained growth the country has seen in recent years. After the implementation of much needed reform by the government, the market has seen a significant upturn, and many think this is only the beginning.

In an economy where remittances account for close to 25% of GDP, companies have been looking for ways to better serve a widely un-banked rural population which depends solely

on remittances. Due to the difficult access to some rural areas, both companies and NGOs have turned to mobile and online banking services in order to reach possible clients.

IME GROUP Innovation in all fronts



In recent years, the number of financial institutions has surged, creating a sprouting market that is getting ready to tend to both local and foreign investors, who are recognizing the potential of betting on the development of a country that certainly has a lot to offer.

The IME Group has brought a new approach to business in Nepal, with a widely diversified portfolio and a mission to create value by pioneering new models.

Founded in 2001 by brothers Hem Raj and Chandra Prasad Dhakal, the IME Group is one of the leading multi-industry groups of Nepal. Having started as a money transfer company



Mr. Chandra Prasad Dhakal,
Co-Founder and Chairman, IME Group.



Mr. Hem Raj Dhakal,
Co-Founder and Managing Director, IME Group.

servicing the millions of remittance transactions that come into the country every year, the Group has grown into a full-fledged corporation with interests in a wide variety of sectors. "Since we had started with money transfers, it was natural to transition into other financial services", says Mr. Hem Raj Dhakal, now Managing Director of IME, "From there we diversified our portfolio and went into the entertainment sector, energy and tourism". The Group has also ventured into the automotive industry, logistics and infrastructure, achieving success across the board, and helping to create new wealth and job opportunities in a country that had remained stagnant for many years.

Today, IME is developing two high end projects which will be completed in the following years. The first one is a tourism project, the Chandragiri Hills Resort: an integrated touristic destination that offers an exclusive resort on the mountains, complete with a temple, a chil-

"We are confident that development will come fast, because there are many opportunities here".

"Our large millennial population is a great advantage for the country".

dren's area, shopping areas and an amusement park. Their second project is in the hydropower sector, where they are building several plants that can harness the energy from Nepal's great water supply in the mountain regions. "Next year we will open a 26 megawatt plant", says Mr. Dhakal, "After that there will be a 50 megawatt plant, and we will continue to search for opportunities in this industry".

After a sustained period of political and economic turmoil, Nepal has managed to reach a point of stability, which has provided the market with new opportunities for investment. "Nepal is underdeveloped and faces many challenges", explains Mr. Dhakal, "But we are confident that development will come fast, because there are many opportunities here with great return on investments". Many investors are looking toward Nepal because of their huge millennial population, and its strategic location between two of the largest markets in the world: China and India. "One challenge we face is young people wanting to leave Nepal", says Mr. Dhakal, "But if we can create value here, and they stay, it is a great advantage to have such a young population".

As they strive for continued growth and search for new investing partners abroad, the IME Group remains committed to creating value in all their businesses and for the people of Nepal. "This is a great time to invest here", says Mr. Dhakal, "We invite everyone to come and learn about all the opportunities we have to offer in Nepal".●

"After the implementation of much needed reform by the government, the market has seen a significant upturn".



Chandragiri Hills Resort.



PRABHU GROUP

Prabhu Group - a business house based in Kathmandu, Nepal committed to emerge as leading organization in the field of service industry in South Asia region.

Prabhu's emergence though recent, its growth has been quite swift in making it a leading business house in Nepal. Prabhu Group has a strong presence in the financial sector with 'A'-Class commercial bank to its name along with a life as well as general insurance company, a money transfer and technology company.

The emergence of the Prabhu brand started after Prabhu Travels, a travel agency formed in 1990. Devi Prakash Bhattachan, the chairman of Prabhu Group, is the man behind the group of companies with the brand name Prabhu.

In 2001, the group started Prabhu Finance and Prabhu Investment Company. Prabhu Group rose to prominence after Prabhu Development Bank (which was upgraded from Prabhu Finance) merged with Kist Bank, Gaurishankar Development Bank and Zenith Finance Ltd to form Prabhu Bank Limited in 2014. So far, eight financial institutions have merged into Prabhu Bank.

Prabhu Group has since intensified its business expansion. In 2014, Prabhu Technology was established which later became the first company to receive a license from the central bank for mobile payments. In 2015, Prabhu group acquired a 55 percent stake in Muktinath Airlines and transformed it into Prabhu Helicopters. In 2016, Prabhu Group acquired Growmore Merchant Bank and converted it into Prabhu Capital. In late 2017, Prabhu Life Insurance came into existence. The group already has a general insurance company under its wing.

The group has also been undertaking money transfer services through Prabhu Money Transfer since 2002. A Malaysia-based Prabhu Money Transfer was established in 2007 which was acquired by Telenor Group in May 2016. The group also comprises of a US-based financial service providing company, Prabhu Group Inc.



PRABHU MONEY TRANSFER

Prabhu Money Transfer P. Ltd is a leading remittance company registered in Nepal and having many international branches/agents in different parts of the Asia and North America. Prabhu is a very popular and reputed money transfer organization among the Nepalese in Malaysia, Qatar, Saudi Arabia, Kuwait, UAE, USA and other countries. Prabhu is reputable and well-known brand (synonym) of remittance for Nepal among Nepalese Labors and residents in Foreign Countries.



PRABHU TV

PRABHU TV - call sign is licensed by the government of Nepal and promoted by Prabhu Group to operate the 2nd generation Digital Video Broadcasting (DVB -T2) in Nepal. Prabhu TV network will have a nationwide footprint and will deliver high quality 24/7 wireless digital TV service to consumers 365 days a year.

DVB T2 wireless platform will distribute digital signals from PRABHU TV broadcast stations and international TV channels to TV viewers across the country. With the purchase of one of Prabhu TV's authorized set top boxes and a simple antenna, TV viewers will have access to all local broadcast TV outlets. Additionally an array of International TV channels (both SD and HD) and specialty programs will be accessible for a minimal fee.



Prabhu Group's Acknowledgement

Vision of Rt. Honorable Prime Minister Mr. K. P. Sharma Oli and National Agenda

Vision of Rt. Honorable Prime Minister Mr. K. P. Sharma Oli is to establish Waterways Transport System to/from Nepal to facilitate foreign trade (import and export of goods) of the country. Accordingly, Government of Nepal has established Department of Shipping to introduce and improve International Transport Sector especially waterways between Bay of Bengal and River Points of Nepal. Government of Rt. Honorable Prime Minister Mr. K. P. Sharma Oli is committed to establish shipping links between river ports-points of Nepal and sea ports of Bay of Bengal and beyond to reduce overall trading time and transport cost that are linked to import and export of good to/from Nepal.

Transport is Mother of All Businesses

Rt. Honorable Prime Minister Mr. K. P. Sharma Oli recognized role of Transport Sector in the foreign trade as well as in the overall economy of the country. He has classified transport sectors as the Mother of all Businesses.

Transport services that are attached to import and export of Nepal, which is payable in foreign currency, are costing the national disproportionately very high, in comparison to other countries. To meet Nepal's own service requirement, Government of Nepal's aims to establish institute, companies and entities to provide shipping services linked to foreign trade of the country instead of importing (buying) such services from foreign countries at a very high cost.

Involvement of Prabhu Group in Transport Sector

Mr. D. P. Bhattachan, Chairman of Prabhu Group is committed to participate in this noble cause and resolute to contribute in the vision and national agenda of Rt. Honorable Prime Minister Mr. K. P. Sharma Oli.

Based on realization that "Transport Is Mother Of All Businesses and Transport Sector plays a key role in all other activities of the country as well as in the core activities of the Group" a visionary decision was made by the group on the 25th of August 2018 to establish shipping companies under the name and style of: Nepal Shipping & Multimodal Transport Pvt., Ltd

- Operating under trade name of "Nepal Shipping Lines" Nepal Sea Transport Pvt., Ltd
- Ship Owner, Ship Operator and Ship Managers, in international routes Nepal Pani Jahaj Pvt., Ltd
- Ship Owner, Ship Operator and Ship Managers, in coastal-river routes

Prabhu Group entered in international transport sector, including container liner, bulk and breakbulk shipping segments, to meet transport requirement of the country, and to encourage business houses of the country to take full advantage created by local shipping and transport industries. Approach and effort of Nepal Shipping Lines is to provide quality services with faster transit time at competitive freight rates.

Chairman's Message



First and foremost, I would like to thank each and every one of you for your kind and encouraging support in creating Nepal Shipping Lines, the first ever Nepali shipping company to operate non-feeder based direct container liner service to/from the ay of Bengal region with its own fleet of ships and new built containers. Your support to our company has allowed us to commence the first ever direct - non-feeder added - independent container liner series from base ports of Far East - Southeast Asia to Bay of Bengal from Bay of Bengal region to base ports of Upper Indian Sub-continent - Gulf and beyond.

Nepal Shipping Lines will be recognized as the most preferred business partner of uncountable numbers of importers, exporters, buying/trading houses of the entire region. Our dedicated service is bound to touch lives and businesses of the region and may help the region towards financial independence.

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Investment Opportunities

Risk Free Investment. Double Your Money In A Year!

Nepal Government welcomes foreign insitutions, establishments, entities and individuals to invest in various sectors of Nepal including the service sector. Nepal Government guarantees safe repatriation lending-financed amount with profit. Prabhu Group and its establishments would be pleased to provide advisory, consultancy and management services for oppotunities in Nepal as well as in other countries in SAARC countries - South Asia Region.

NEPAL SHIPPING GROUP





RIVER EDGE TRANSPORT GROUP





www.imegroup.com.np

EMPOWERING NEPALI PRIDE

The IME Group is a business conglomerate from Nepal and has made its investments in banking, remittance, digital finance, trading, IT, communications, energy, tourism, automobiles, insurance and infotainment. All its businesses are pioneering their respective areas and are surging ahead in the country's business landscape.

*Chandragiri Hills Resort
Closer to Heaven*



Financial Sector

Banking across the country

Founded in 2002, Siddhartha Bank is one of the country's most exciting commercial banks, with sustained growth rates since their first year of operations and a wide range of products that suit all types of clients.

Since the beginning of the century, Nepal's financial sector has been quietly growing into a healthy market, with 28 commercial banks that hold high international standards, lively financial institutions that are doing good work, and a working stock exchange. Siddhartha, as one of the youngest in the game, has climbed to be one of the top ten banks in terms of profitability. In fact, their balancing size in 2019 reached a 100 billion rupee portfolio, almost 900 million in US dollars. "This bank was promoted by prominent business people of Nepal", recounts Mr. Shambhu N. Gautam, CEO of Siddhartha, "Today we are the third largest bank in terms of networking. We have 140 branches reaching all corners of the country, and we provide different branchless solutions via web banking and SMS engagement". One of Siddhartha's branches in the Mt. Everest region is the highest in altitude in the country, and probably the world, which proves the bank's commitment to reach even the most remote places.

Reaching the furthest corners of the country has in fact been a central part of the bank's strategy to grow, aiming at new customers in the unbanked population. "We focus on rural areas for two main reasons", explains Mr. Gautam, "The first is that we see a lot of potential in those areas, many sectors to be developed. The second is that this is where the bulk of remittances are going, meaning people are receiving money and through us they can invest it properly". By connecting the remittances capital with productive sectors like agro, hydropower or manufacturing, Siddhartha is trying to favor

small entrepreneurs, and in turn it allows for the bank's expansion, as well as a means to diversify their portfolio.

Diversification has been another key aspect of the bank's sustained growth, not only in the way they have increased the size of their fund, having been able to account for more than 124 billion rupees in resources, but also in the wide scope and range of the products they offer. In only a year and a half, their microfinance division reached a 2 billion rupee portfolio, and in two years, it is expected to become 10% of the bank's total portfolio. "This is an area where we can impact the lives of marginalized people", says Mr. Gautam, "A small entrepreneur is likely to hire two or three people, and then their families benefit and it

"Today we are the third largest bank in terms of networking".

creates a ripple effect". Microfinancing is not only key to the development of communities, but it is also largely risk-free for the bank, making it an optimal investment. In order to further service their clients, Siddhartha Bank also offers education loans, free ASBA services, and a complete suite of corporate solutions.

In coming years, the bank hopes to continue gaining market share among the rural population, as they realize their vision to better invest the money that is coming in and creating value in communities that were previously neglected. "We would like to see more Nepalese expats bringing their money back into the country", says the CEO, as he



Shambhu Gautam, CEO of Siddhartha Bank.

explains the need for the government to better incentivize these transactions, "We don't need foreign investment, if expats invested here in their country instead of keeping it in Japan or the US, we could do better things. Many of them are content getting 0.5% interest, while we are paying 9%". Aware of the challenges of changing the perception of the country's financial state, the bank is also looking for new ways in which their small and medium enterprise clients can find value abroad. "We used to have a great garment industry in Nepal, but that changed after the crisis", explains Mr. Gautam, "Today, the U.S. grants duty free access to many poor countries in the world. If we were to be included, no one would be unemployed in Nepal". Despite the various challenges that may lie ahead, Siddhartha remains confident that their vision to invest in developing rising sectors in rural areas will continue to be profitable, and many more investors interested in their high ROI and low-risk endeavors will join their efforts.

Throughout their 17 years of operations, the Siddhartha Bank has proven their commitment to the development of the country, and continues to search for new ways in which their position can contribute to the overall economic progress of the region. "We hope to create alliances with foreign investors for specific sectors like hydropower", says Mr. Gautam, "In a sector like this, expertise and capital can be combined to achieve great results, and we think the

"We would like to see more Nepalese expats bringing their money back into the country".

"We hope to create alliances with foreign investors for specific".

foundations are in place to create a prolific market with minimum risk for investors". In addition to their pro-development policies, the bank also leads very active Corporate Social Responsibility initiatives, designed to further enrich the life of their clients and employees. Through their different branches, they have endorsed educational activities, various sporting events, and have supported healthcare institutions, specifically caring after eyesight disease.

As they continue to further grow their portfolio, in the hopes of having a positive impact in the country's economy, the Siddhartha Bank is poised to grab the attention of investors, both local and foreign, thus showing that the Nepalese financial sector is alive and well.●



**RIDING THE CREST OF PROGRESS
POWERED BY THE TRUST OF RELATIONSHIPS
FOR THE LAST 16 YEARS...**

With widespread branches & ATMs we have stepped into our triumphant 16th year while winning the hearts of more than 1 million people in and around Nepal. We are proud to be a part of Nepal's progress, witnessing landmark moments during this journey. We hope to continue providing you with the best of services.



www.siddharthabank.com

Financial Sector

Nepal SBI Bank, A reference in the country's banking system.

Through expansion and innovation, the NSBL has grown to become one of the country's premier banks as well as shown their commitment to both employees and clients.

The Nepal SBI Bank Limited was established in 1993 as the result of an agreement between the State Bank of India, the Employees Provident Fund and the Agricultural Development Bank of Nepal, with the intention of transferring good banking practices from India, supported by SBI's 200 years of experience and their international standing as the world's 45th largest bank. Having started with a single office in Kathmandu and under 20 employees, the bank has grown to house over 108 branches / Extension counters and 1029 employees. "Our cultures, ethnicities and terrains are very similar, so the collaboration was organic", explains Managing Director and CEO Anukool Bhatnagar, "SBI provides technical assistance to this day, but all our employees are from Nepal". SBI also owns 55% percent of the total share capital while the Employees Provident Fund and the general public control the remaining shares. This structure has allowed the bank to become one of the fastest growing banks in Nepal and a highly trusted brand among people of 55 districts.

During their first 20 years of operations the NSBL was mostly a corporate driven bank, providing lending and support to major businesses. After a Government plan that sought to increase bank mergers, the Bank decided to shift their role and increase their size in order to sustain capital. "We decentralized our business, opened branches all over the country and started to cater to people", says Mr. Bhatnagar, "We managed to double our size in about four years". With this new mindset, the bank became a top



Nepal SBI Bank LTD.

"Our networks are top of the line, because we are a part of SBI's 38 country network".

"Today, around 10 percent of all CEOs in Nepal have roots in this bank".

provider of banking services specially created for the people of Nepal, a country with a large unbanked population. Today they offer Internet and SMS banking, Mobile wallets and Card Services. "Innovation is at the core of what we do", explains Mr. Subhakanta Kanungo, Chief Operating Officer of NSBL, "Our networks are top of the line, because we are a part of SBI's 36 country network". Their commitment to serving people from all over the country is best exemplified by their new remittance service, in which they are using

their network to lower costs for customers and make the transfers instantaneous. Through the SBI offices in places like L.A. or Paris, Nepalese diaspora workers will be able to transfer funds directly and at a fraction of the usual cost.

As one of the largest banks in the country, the Nepal SBI is also known as a pioneer in several respects. The Bank is in fast process to open offices abroad in countries like UAE, Malaysia and India to tap the potential of large number of non-resident Nepali citizens working in these countries, but they have also put forward a corporate structure that sets them apart from the competition. "Individuals are not very important in our structure", explains Mr. Bhatnagar, "It is a very flat structure where all employees are equally valued, they can contribute to make us better and feel a sense of ownership. In fact, we have first pick of all hires, and employees rarely leave us, because this is their home". The Bank's hiring practices have been widely recognized not only for the diversity of their candidates, but for the strict exam and interview process new hires are expected to complete. Employees are also trained continuously, with an average of 15 training days a year. "Today, around 10 percent of all CEOs in Nepal have roots in this bank", adds Mr. Bhatnagar proudly, "We expect this number to rise to 50% in 10 to 15 years, which is also a long-term goal for us".

By employing people from all over the country, the NSBL has managed to create a great relationship with the people, many of whom get to know the company better because they happen to know an employee. "People appreciate that this is a people bank", says Mr. Kanungo, "We are not owned by a family or a business that has other interests, our only goal is to provide quality services for the people of Nepal". The Bank is also known for their great relationship with the local Government, as

well as trade associations and other banks. In fact, their leadership is often consulted by global entities like the World Bank and the UNFCU.

As the only bank of Nepal with a AA rating from ICRA, the highest possible ranking in the country, the NSBL continuously shows its commitment to the local development. Though banking is their sole endeavor, through an innovative and socially responsible agenda they also provide technical assistance for different sectors, promote investments in Nepal, and sponsor a wide variety of education, environment conservation and sports activities. "One activity we are very proud of is the business fair we organize in order to bring our corporate clients together with our regular

"People appreciate that this is a people bank".

clients", says Mr. Bhatnagar, "We also take pride in being a green bank. We are eliminating the use of plastics in our offices and we have planted over 10,000 trees". In addition to the work they do for clients and employees, the Bank also holds technical workshops for other banks regularly.

Led under a vision to become the most preferred bank for transforming Nepal, the NSBL has made innovation and a commitment to social development a winning formula, not just for them, but especially for the people of Nepal. "As it moves from a trader's world to a business world, Nepal's future will become brighter" says Mr. Kanungo, "We invite everyone to learn more about what is happening here.

"With more than 15% return on equity and favorable rules and regulations, investing in Nepal is not only possible, but a great opportunity".●

www.nepalsbi.com.np

सरल बैंकिङ्ग, सुलभ सेवा
अब थप सुविधाको साथमा

Mero Saathi

मेरो मोबाइल, मेरो विश्वास

Access Your
ACCOUNT 24/7

- Merchant payment – fonepay network
- Dual Channel- Internet based and SMS based
- Personalise QR code for fund transfer
- Interactive and user friendly interface

- IBFT(Inter Bank Fund Transfer)
- esewa-fonepay member banks
- QR code merchant payments
- Biometric login support

NEPAL SBI BANK LIMITED

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Hospitality Sector

Dwarika's Group will continue to carry out the legacy of its founder, offering great and unique services to their guests, and a positive impact on their community.

Cosy Nepal

Offering a truly unique experience in accommodations, Cosy Nepal is a French-Nepalese agency that manages traditional homes that have been renovated with modern touches and adapted for travelers looking for the ultimate authentic local experience. With over 40 units, the agency offers a wide variety of options, from simple crash pads to family suites, all in the old town of Patan in Kathmandu. "We wanted to preserve the heritage of these marvelous buildings", says Ms. Camille Hanesse, founder of Cosy Nepal, "And we felt that by renovating the original houses and connecting owners to travelers, we could create value for both parties". Though Cosy Nepal is young, their unique

model has already proved successful, with an average occupancy rate of 80%. "We offer something hotels can't offer", explains Ms. Hanesse, "We have short, medium and long term accommodations which are focused on access to great amenities while maintaining authentic person-to-person service". With a team of over 15 members, the agency carefully match their guests with the perfect environment for each one, and maintain a close relationship that has turned many of them into returning guests already. The agency also offers special entertainment option such as cooking lessons or authentic family meals, mountain bike rides and Nepalese language lessons. "Kathmandu is a magical place", adds Ms. Hanesse, "Cosy Nepal is the best way to fully experience the city's magic". ●



Yatachhen House, first floor - Cosy Nepal - Patan, Népal.

Crowne Plaza Kathmandu-Soaltee

Founded in 1965, the Soaltee Hotel has long been considered a pioneer in Nepal's tourism industry, having been the first five-star resort ever to be built in the country.

In 1994, it became a part of the world-renowned Intercontinental Hotel Group, and has since carried the name of their most prized brand: the Soaltee Crowne Plaza. Its name synonymous with luxury and excellence in service, today the Soaltee features 282 guest rooms and seven regal suites, spread across 12 acres of land in which guests can enjoy a variety of entertainment options, fine-dining experiences, as well as the lavish service provided by its more than 500 employees. "We have been trend-setters from the beginning", says Mr. Dinesh Bahadur Bista, Executive Chairman of the Hotel, "We are the highest tax payers in the industry, and we are also the single hotel with the highest number of employees. This shows we are not only dedicated to providing the best service, but we are also committed to the growth of the tourism industry and Nepal's economic development". With more than 50 years of experience, the Soaltee Crowne Plaza has built a reputation on offering high-quality services in high-quality facilities that cater to the needs of every single customer. "Customers expect the best from us, so that is what we offer", explains Mr.

Bista, "We have the best spa in the region, a great gym, a casino and nightclub, as well as five different restaurants".

The Hotel also offers a wide range of products that are flexible to different types of travelers, understanding that every customer has a different need. "We have a very distinctive service quality, with a very personal touch", says Mr. Bista with a smile, "It is why we employ so many people: we believe human interaction to be of the utmost importance in this business". In their efforts to provide a truly unique service, the Soaltee offers training programs for local workers, enabling them to operate at the highest international standards whilst retaining the local hospitality.

Having been at the forefront of Nepal's tourism evolution, The Soaltee Crowne Plaza has been recognized with various awards and certifications, the most recent of which have been due to their efforts in turning their flagship Hotel into one of the first green buildings in the country. For their groundbreaking use of technology, they were certified by the U.S. green building council under their Leadership in Energy and Environmental Design seal (Leed). "Today,



Restaurant Crowne Plaza Kathmandu-Soaltee

Dwarika's Group



Facade Dwarika's Hotel Kathmandu

Founded by visionary Dwarika Das Shrestha, the Dwarika's Hotel officially opened its doors in 1977 in Kathmandu, after many years of developing what was at first a collection of hand-carved woodcraft and a guest house with less than ten rooms.

"Dwarika wanted to preserve the architectural and artisan heritage of the city, which was being undervalued at the time", explains Ambica Shrestha, current President of the Dwarika's Group and wife of the founder, "Today this is the largest woodcraft collection in the country, and the Hotel has done a lot to preserve authentic Nepali tradition". The unique way in which the company was born has given way to a unique hotel, which stands out not just for its authentic architecture and design, but by the high quality services and experiences they offer guests.

Their flagship hotel in Kathmandu features 87 rooms, a spa, a bar and three different restaurants, all of which are sourced by the company's own farms, making their produ-

ce top of the line, organic and natural. "Each location has its own design, its own personality", explains Executive Director Rene Vijay Shrestha, "The Dwarika's Hotel is very much an expression of Kathmandu, while the Dwarika's Resort in Dhulikhel offers a completely different experience". Set in a much more relaxed environment, their Resort houses 40 suites in 22 acres of land, making it a spacious, spiritual place, where guests can enjoy activities such as yoga lessons, meditation sessions and mandala crafting. "As we expand, we will continue to look for locations that are authentic and true to their environment", adds Mr. Shrestha.

With a proven track record for excellence in hospitality, and exciting new projects on the horizon, the Dwarika's Group will continue to carry out the legacy of its founder, offering great and unique services to their guests, and a positive impact on their community. "Nepal hosts a unique mix of cultures that can't be found anywhere else in the world", says Mrs. Shrestha, "Come, and stay with us to experience the true feeling of this marvelous country". ●



Royal Suite at Dwarika's Resort in Dhulikhel



Facade Crowne Plaza Kathmandu-Soaltee

climate change is the most challenging and pressing issue globally", says Mr. Bista, "Sustainable development is what we wanted to align our product with, so we decided to bare the extra costs, consciously taking on the challenge of innovating because being pioneers is in our DNA. We feel responsible to set the new trends, and lead the industry in a positive way". By using state-of-the-art technology in their air and water systems, which purify and recycle to an astonishing degree of efficiency, the Hotel has managed to reduce energy consumption to a bare minimum as well as benefiting the environment in countless other ways. "We use water-based heating and cooling systems which are very simple, so they consume less energy", explains Mr. Bista, "Air from the kitchen is purified so we don't contaminate, and even the soil that was extracted from the building site was recycled".

The Hotel's efforts to run a sustainable business are not limited to their environmental vision, but rather in line with their commitment to the development of better business practices. As part of a wide portfolio of Corporate Social Responsibilities programs, the Hotel has set up vocation training facilities in different areas of the country, so young people that wish to enter the hospitality industry don't have to travel

"We are also committed to the growth of the tourism industry and Nepal's economic development".

to the capital city of Kathmandu in order to study. "This program has been very successful", says Mr. Bista, "Even for those who choose to work abroad, they are now able to leave as skilled workers, and earn significantly better salaries".

With a proven track record of 53 years, innovative products and services, and a vision to keep their particular style of business at the forefront of the tourism industry, the Soaltee Crowne Hotel is poised to continue transforming Nepal into a highly coveted destination. "We have an unimaginable amount of unexplored natural beauty in this country, with vastly different environments in short distances", says Mr. Upaul Majumdar, General Manager of SCP, "So come and visit, and experience the beauty of Nepal with the comfort of our unique service". ●