



ACCESS  
DEVELOPMENT  
SERVICES



# ANNUAL REPORT 2018-19

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*enabling  
economic  
empowerment*

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## VISION

ACCESS is a global partner of choice, providing inclusive innovative livelihood solutions and enabling the poor to overcome poverty and live with dignity

## MISSION



To build capacity of community-based institutions that deliver relevant financial and livelihoods services to the poor and unreachable households



## ABOUT ACCESS

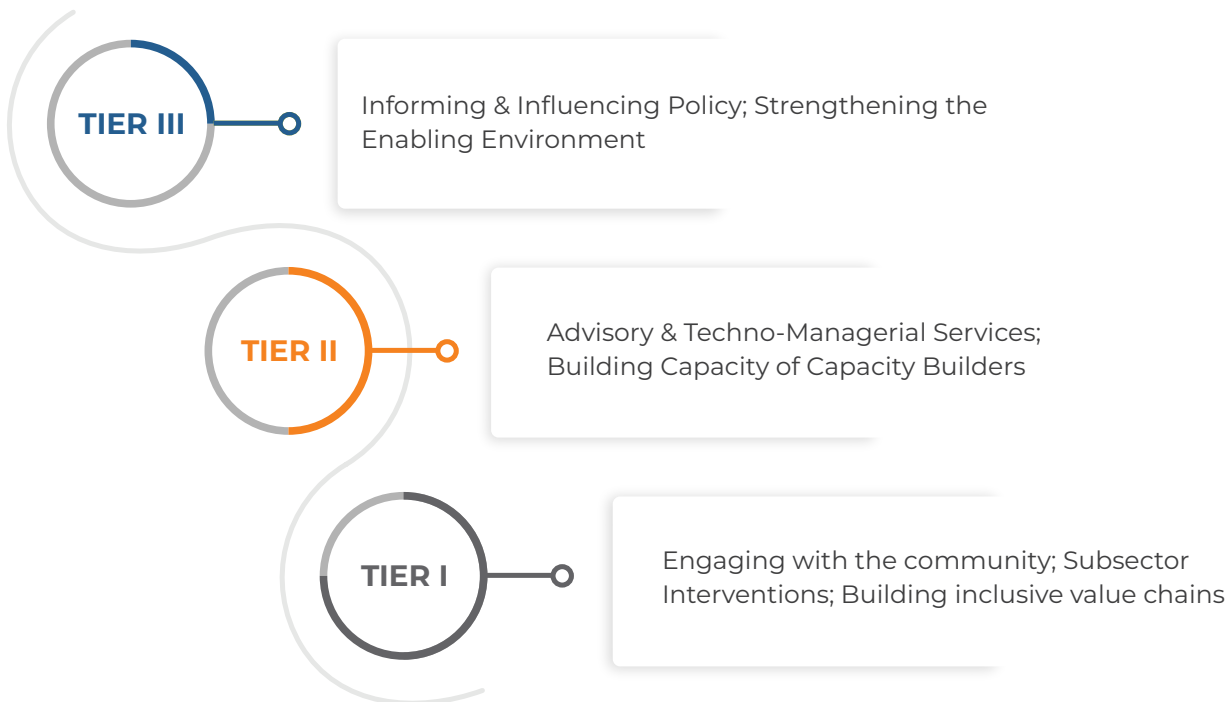
ACCESS is a national livelihoods support organization, with focus on incubating innovations for sustainable livelihoods of the poor. ACCESS was established in March 2006 as a professional new generation agency to contribute to and support poverty reduction in India.

ACCESS is uniquely structured to work at all levels of the development sector value chain, from implementing programmes on the ground, working with the Civil Society Organizations, Government Departments, Corporate

Sector and Multilateral / Bilateral Agencies, and also supporting policy at the national level. In the last decade, ACCESS has gained recognition for incubating innovations in livelihoods that has helped to move the economic lot of the poor from subsistence to sustainable levels. ACCESS works both in rural as well as in urban areas. Currently, ACCESS has on-going programmes in 9 states in India with over 70 full time professionals in managerial positions.

## ACCESS THREE TIER STRATEGY

Impacting at all levels



- ▶ Influencing Policy
- ▶ Informing Programmes for the poor
- ▶ Empowering communities through establishing community based SEs
- ▶ Enabling access to resources, capital, markets and entitlements
- ▶ Impacting lives of the Poor

## ACCESS SPECIALISED AFFILIATES



### ACCESS ASSIST

ACCESS ASSIST was set up by ACCESS Development Services in 2009 as a specialized affiliate for advancing and supporting the agenda of universal financial inclusion. While ACCESS focuses on developing sustainable models for promoting livelihoods of the poor through setting up and building capacities of community organizations, ASSIST seeks to address the challenge of access and delivery of financial services and entitlements to the poor, low income and unbanked segments of the country.

ASSIST strives to work on both

demand and supply side of the financial value chain – developing community capabilities to access financial services and facilitating last mile delivery through building capabilities of last mile agents and advocacy for a better enabling ecosystem. Though ASSIST partners with a diverse set of organizations at various levels of the value chain, ACCESS is an important partner for on-ground projects in which both organizations bring on board complementary services to deliver composite models for livelihoods generation that include market as well as financial linkages.



### ODE TO EARTH

Ode to Earth is a specialised affiliate of ACCESS Development Services with an aim to link small producers to the mainstream markets. It provides sustainable livelihoods to small and primary producers through a network that facilitates access to mainstream and high value markets with business intelligence and design support. Since its inception in 2011, Ode to Earth has worked with artisans and craftsmen from across the country and helped develop a wide range of handcrafted exquisite products to cater to craft lovers far and wide. The entity has been able to develop sustained business through institutional tie-ups which provide orders for crafts and organic products to Ode to Earth on a regular basis, throughout the year.

## BOARD OF DIRECTORS —

ACCESS takes pride in having an e  
Directors. The Board composition  
Government, Corporate Sector an  
meet once every quarter, and pro  
it to align and accomplish its miss



Dr. Arvind Mayaram

Former Secretary, Ministry  
of Finance, Government of India

Arvind Mayaram has a PhD in Finance. Presently he is an independent thinker and Chairman, CUTS Institute for Regulation & Competition. He has earlier held the positions of Finance Secretary and Special Secretary in Ministry of Rural Development, Government of India. He has also been the Alternate Governor for India on the Boards of World Bank, ADB and African Development Bank. He was India's finance deputy in G20 and BRICS. He was also on the Boards of the Reserve Bank of India and the Securities Exchanges Board of India. He was India's chief negotiator for BRICS New Development Bank and Asian Infrastructure Development Bank, and co-chair of the Framework Working Group of G-20. He spearheaded the establishment of the framework for mainstreaming Public Private Partnership in India and designed the first PPP module for delivering infrastructure in the rural areas. He was Vice President of the World Association of Investment Promotion Agencies (WAIPA), formed under the aegis of UNCTAD, UNIDO, FIAS and MIGA for two terms in early 2000. He has been an investment promotion expert with the UNCTAD for several years and his expertise in the area of PPPs is internationally acknowledged.



Dr. Joy Deshmukh

Global Head, CSR at  
Tata Consultancy Services

Joy Deshmukh Ranadive has three decades of experience in the area of gender, development and growth. An economist by training, gold medalist at the Masters level and a doctorate in Economics from the University of Mumbai, India, her career spans work as teacher, researcher, trainer, and head of not-for-profit organizations. Prior to TCS she has been Director, Indian School of Microfinance for Women, Ahmedabad and Country Director, International Centre for Research on Women New Delhi. Joy has several books and papers to her credit in the areas of gender, development, microfinance, human rights and CSR. Currently, as Global Head, CSR, Tata Consultancy Services, a leading global IT services, consulting and business solutions organization, which is part of the Tata Group.

experienced, engaged and diversified Board of  
 n represents a diversified range of individuals from  
 and Civil Society organizations. The Board of Directors  
 provide strategic direction to the organization and support  
 sion goals.



**Sanjeev Asthana**

MD, I- FARM

MD, I- FARM Sanjeev Asthana currently the Chairman of ACCESS Development Services, is a recognized leader in Food & Agriculture sector with over 25 years of experience in India and internationally. He is the Founder and Managing Partner of I-Farm Venture Advisors; Chairman of Agriculture Skill Council of India (ASCI) and National Skills Foundation of India (NSFI), and serves on the Board of Directors of NCDEX Spot Exchange Ltd. Sanjeev serves on the national committees of all leading industry and trade chambers CII, FICCI, ASSOCHAM and PHDCCI. His international affiliations are with IIED UK, Mainumby Bolivia and Columbia University, USA. He regularly speaks at leading conferences in India and overseas viz. Harvard University Boston, World Bank Beijing and Singapore, ADB Manila, European Parliament Brussels, G-20 Consultation Istanbul, IIM Ahmedabad, Lal Bahadur Shastri Academy Mussorie etc.



**Dr. G. Senthil Kumar**

Executive Director  
 CARE India

Senthil Kumar is the Executive Director for Program Quality and Learning in CARE India. Senthil has more than 16 years of rich experience in social research and programming, spanning humanitarian and long term social development in diverse socio-cultural settings. Being part of CARE India since 2006, his work spanned areas of research, strategic planning, program design, and project management. Before CARE India, Senthil worked with various national NGOs on the issues of governance, micro finance, and enterprise development. He has worked with a range of partners, and brings a vast experience in building and nurturing partnerships with government, private sector, and NGOs. Senthil has a doctoral degree in political science, where his research focused on understanding the role and effectiveness of micro finance promoting institutions in advancing women's empowerment



**Vipin Sharma**

CEO  
 ACCESS Development Services

Vipin Sharma is the founding CEO of ACCESS, set up in 2006. Starting his career with the Reserve Bank of India, Vipin has thirty-six years of experience in banking, agriculture and rural development, micro enterprise development and microfinance in varied institutions including NABARD, Rural Non- Farm Development Agency (RUDA), Govt of Rajasthan and CARE India. As Executive Director of RUDA, Vipin helped the Govt of Rajasthan to develop strategies for promoting non-farm sector in the state through a sub-sector approach. At CARE, Vipin was the Programme Director of the Microfinance Unit and a part of the Regional Leadership Team. In the last ten years, Vipin has also helped to setup two specialized affiliates of ACCESS viz. ACCESS-ASSIST to support and advance financial inclusion in India and Ode to Earth to help primary producers sell their products in mainstream markets. Vipin is a member of the Smart Campaign Steering Committee, working on issues relating to client protection.



## TIER 3 INITIATIVES: INFORMING AND INFLUENCING POLICY

### Livelihoods India Initiative

Livelihoods India was envisaged by ACCESS, as a national level initiative aimed at supporting, informing and influencing policy, showcasing best practices and addressing key challenges and issues faced by the livelihoods of the poor. ACCESS established the Livelihoods India Initiative in 2010 to build a constituency of stakeholders that were engaged in the livelihoods of the poor, as no national level platform of this nature existed which could bring together stakeholders to discuss, devise and develop consensus on a strategy and vision for strengthening the teetering livelihoods of the poor and integrate them into the mainstay economic milieu. Over the years, Livelihoods India became established as a national platform that brings stakeholders together to share and learn from each other's experiences, critique important programmes of the Government, bilateral /multilateral agencies, assess the policy environment and make recommendations on key constraints and challenges.



Within the Livelihoods India Platform, various sub initiatives have been designed to make it an effective bridge for cross learning and policy advocacy. The sub initiatives include: livelihoods India Summit 2019

State of India's  
Livelihood  
(SOIL) Report

FPO Impact Awards

Sitaram Rao  
Livelihoods India Case  
Study Competition

Livelihoods India  
Summit





# LIVELIHOODS INDIA SUMMIT 2018

The Livelihoods India Summit was held between January 28 and 29, 2019 at Hotel Le Meridien in New Delhi. The Summit saw over 60 resource persons share their expertise across 13 sessions covering a diverse array of themes relating to issues and challenges in the livelihoods sector. The sessions dwelt on experiences, case studies and issues and challenges relating to livelihoods promotion of the poor in rural and urban economies. Around 348 participants including policy makers, government practitioners, academia and representatives of multilateral/ bilateral agencies participated in the summit. The Inaugural Address was delivered by Dr. Harsh Kumar Bhanwala, Chairman, NABARD. Three exclusive fireside discussions were held across the 2 days on wide ranging themes such as From Subsistence to Sustainable- Making Farming Profitable; With Job Increasingly Decreasing, Need to



give Impetus to Microenterprises; and Creating New Multipliers – Government CSR Convergence. The Valedictory Address was delivered by Mr. Injeti Srinivas, Secretary, Ministry of Corporate Affairs, Government of India.

## SESSIONS AT THE SUMMIT

- Fireside Chat: From Subsistence to Sustainable-Making Farming Profitable
- Capacitating Women: Enabling them for Entrepreneurship
- A Dialogue between Private and Public Sectors on Value Addition in Agri- Value Chains
- NRM Financing for Enhancing Rural Livelihoods
  - Mandate and Challenges in NRM Financing
  - Framework Consolidation on NRM Financing and How to Operationalise It
- From Extreme Poverty to Sustainable Livelihoods
- Will e-markets become the key markets for products of the poor?
- Fireside Chat: With Jobs Increasingly Decreasing, Need to Give Impetus to Microenterprises
- Having Invested Huge Resources, Are FPOs Becoming Sustainable
- Social Innovation for Micro-Enterprise Driven Livelihood Security
- Infusion of Technology for Livelihood Enhancement
- Skill Development and Youth
- Exclusive Fireside Chat: Creating New Multipliers – Government & CSR Convergence

## KEY SPEAKERS AT THE SUMMIT

- Dr. Harsh Kumar Bhanwala, Chairman, National Bank for Agriculture and Rural Development
- Mr. Injeti Srinivas, Secretary, Ministry of Corporate Affairs, Government of India
- Ram Mohan Mishra, Additional Secretary, Ministry of Micro, Small & Medium Enterprises, Government of India
- Gyaneshwar Kumar Singh, Joint Secretary, Ministry of Corporate Affairs, Government of India
- Dr. Maninder Kaur Dwivedi, Resident Commissioner of Chhattisgarh in Delhi
- Ms. Nadia Rasheed, Deputy Country Director, UNDP
- Mr. D. Paul Schuilwerf, CEO and Country Head, India, Coöperatieve Rabobank U.A.



NITI Aayog was the Co-host for the Livihoods India Summit. The LHI platform continued to receive support from its long term partners such as Rabobank, NABARD, IFAD, GIZ, Hand in Hand and CARE India. There were new partners on board this year like OXFAM India, Disha UNDP, Save the Children, Development Alternatives and JCB.



# STATE OF INDIA LIVELIHOOD (SOIL) REPORT 2018

The SOIL Report is an annual publication that attempts to bring together recent trends and challenges faced in the sphere of livelihoods promotion of the poor. It is one of the few annual documents that aggregates the experiences and challenges within the livelihoods sector, analyses case studies and reports on policy paradigm, new initiatives and evidence on results of both government and privately run programs. The SOIL report is released annually during the Summit.

The Report 2018 was had eight chapters authored by well-known experts in the sector and edited by Mr. N Srinivasan, who also authored the Overview chapter in the Report. In continuing coverage from the previous year's reports, in SOIL 2018, the authors have focused on the overall scenario of livelihoods; the policy and fiscal framework; and important government programmes and schemes that have direct or indirect impact on the quality of livelihoods of the poor. The state of agriculture in India including the key trends and patterns affecting agricultural livelihoods across the country, few aspects of agricultural livelihoods which are often overlooked, and the recent policy thrusts along with their ability/inability to address the current challenges are other areas of in-depth

focus. The role of corporate social responsibility (CSR) and the private sector in livelihoods promotion is another area of coverage that continues from the previous Report. The report also examines the gender dimensions of both employment and livelihood focused approaches. Under topical coverage, the authors have covered some new theme including a spotlight on social enterprises and the scale and scalability challenges before them; and livelihoods of the poorest of the poor with a focus on graduation approach.



The report is popular amongst sectoral stakeholders as it provides a comprehensive coverage of issues and

experiences of the sector. Informal feedback from some of the avid readers reflect that the content and coverage have been relevant and fulfil information needs.

The SOIL Report 2018 was supported by NABARD and Rabobank.





## FPO IMPACT AWARDS 2018

FPO impact Awards is a new initiative of ACCESS in partnership with Rabobank that endeavours to recognise and encourage exemplary FPOs (Farmer Producer Organisations) that have overcome various challenges, to successfully build self-sustaining businesses and contribute meaningfully to their member community. It also aims to recognize and felicitate such FPO promoting institutions that have worked to enable the ecosystems, influence policy, promote sustainable and scalable models and incubate innovative solutions for the growth of FPOs.

**For the first year, the Awards were announced in 3 categories:**



FPO of the Year



FPO for Excellence in  
Market Integration;  
and



FPO Promoting  
Institution of the  
Year

However, given the diversity in nature of businesses of FPOs; the produce they were dealing and therefore the associated volume of business, the Jury decided not only to split 'FPO of the Year' Category into 'FPO of the Year (Large);' and 'FPO of the Year (Small);' but also have more than one winner in these two categories. The list winners in the various categories is given below-

Category	Winner Name
FPO of the Year (Large)	Maahi Milk Producer Company Ltd. Madhya Pradesh Women Poultry Producers Company Pvt. Ltd. Praja Mithra Raithu Mutually Aided Cooperative Federation Ltd.
FPO of the Year (Small)	Ramanar Millets Farmers Producer Company Ltd. Bijawar Farmer Producer Company Ltd.
Excellence in Market Integration	Somnath Farmers Producer Company Ltd.
FPO Promoting Institution of the Year	Action for Social Advancement (ASA)



# SITARAM RAO LIVELIHOODS INDIA CASE STUDY COMPETITION 2018

After a gap of one year the Sitaram Rao Livelihoods India Case Study Competition was resumed with support from Vaya Trust. The theme for 2018 Case Study Competition was Climate Smart Agriculture (CSA) - Practices that Impact. Overall 25 cases were received. The cases were put through a rigorous evaluation process and were assessed by an eminent jury who shortlisted the top case studies. The Case Study Compendium released at the Summit brought together 9 such cases that provide evidence of CSA practices that have impacted at ground and bring forward new knowledge, experiences, practices and innovations from programmes relating to CSA.

Position	Case Study	Author
Winner	Catalyzing Competitive Irrigation Service Markets in Market Bihar: The Case of Chakhaji Solar Irrigation Service Market	Neha Durga & Gyan Rai
1st runner up	Integrated Vegetable Cultivation in Odisha: Promoting Climate Smart Viable Business Model	Kushankur Dey & Pradeep Kumar Mishra
Winner	Sustainable Livelihoods and Adaptation to Climate Change by Bihar Rural Livelihoods	BRLPS



# BREAKING THE GLASS CEILING

Under the Aegis of Livelihoods India Initiative, ACCESS Development Services organised its first thematic conference, Breaking the Glass Ceiling- Investing in Women Led Enterprises on April 19, 2018 at Hotel Le Meridian, New Delhi. The rationale to build awareness among policy makers, promoters and practitioners on the need and significance to create an enabling environment in which women are equipped and empowered to engage in viable economic activities. The conference was organised in partnership with UNDP Disha and Women on Wings and co-hosted by NITI Aayog. Friends of World Women Banking (FWWB) India and Tata Chemicals were the sponsors of the Conference.

Over 30 sector experts shared their experiences and learning across 7 sessions at the Conference, covering diverse issues and experiences impacting women led enterprises. The discussions were

focused on ways to reduce the challenges and limitations faced by women entrepreneurs for creating & promoting sustainable women led or women focused enterprises. The Conference saw participation of over 100 delegates including policy makers, government practitioners, academia and representatives of multilateral/ bilateral agencies.

The conference was inaugurated by Mr. Pradeep Nair, Regional Head for India, Nepal and Sri Lanka, Ford Foundation, Ms. Marina Walter, Country Director, UNDP India and Mr. Yaduvendra Mathur, Additional Secretary, NITI Aayog. Around 30 thought leaders and resource persons spoke at the Conference; including senior officials from the Government; representatives from Private Sector; Civil Society and UN Agencies. In all around 120 delegates attended the conference.



ACCESS Development Services and Women on Wings compiled a number of successful experiences of social businesses in a compendium titled How to Break the Glass Ceiling – 10 Vital Lessons from Women Focused Enterprises, that was released at the Conference. These businesses are built by women and men who have seen the potential in rural and underprivileged women and taken up the challenge of breaking the glass ceiling for themselves and for their last mile beneficiaries. Recognizing that the positive impacts of women led or women focused enterprises are manifold and a catalyst for advancing women's empowerment, this compendium highlights and focuses on issues that will help to build and strengthen the ecosystem for women to participate in the mainstream economy and prosper.

## Sessions at the Conference



# INCLUSIVE FINANCE INDIA INITIATIVE

A global platform set up by ACCESS to support the drive for universal and comprehensive financial inclusion in India through policy dialogue, knowledge dissemination and influencing policy making process. The Inclusive Finance India platform contributes to creation of an enabling ecosystem for effective and efficient access to financial services at the last mile. The Summit with its legacy of 15 years has provided a strong articulation for building a vision and an enabling

ecosystem for universal financial inclusion with clearly defined roles for stakeholders, and making key recommendations on financial inclusion policy, regulation, supervision, technology advancements, client protection and institutional framework. The Inclusive Finance India platform, through its several sub-initiatives, continued the crusade for a better policy and institutional ecosystem in India for promoting access to financial services.



## INCLUSIVE FINANCE INDIA SUMMIT

ACCESS organised the 15th Inclusive Finance India Summit on December 11 & 12, 2018 in New Delhi, with NITI Aayog as the Co-host. The Summit was attended by over 600 delegates and 101 speakers – including policy makers, regulators, academicians, technical agencies, practitioners, financial institutions, investors, international donors, industry associations and various other stakeholders from within and outside India. The Summit hosted 19 sessions including the Inaugural, Valedictory sessions and presentation of Inclusive Finance India Awards.

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Mr. Tamal Bandyopadhyay	Lead Policy, CGAP Mr. Greg Chen,	Ms. Orlanda Ruthven
and	and	with
Mr. P S Jayakumar, MD & CEO, Bank of Baroda	Mr. Rajiv Lall, MD & CEO, IDFC Bank	Dr K P Krishnan Secretary, Ministry of Skills and Entrepreneurship.



## PUBLICATIONS

The 12th edition of the Inclusive Finance India Report was released at the Inaugural of the Summit with brief presentation by the author. The report covers progress of delivery of financial services to the poor, low income and under-banked populations through various institutional formats and models – commercial banks, banking

agents, microfinance institutions, SHG-bank linkage model, Regional Rural Banks and the new differentiated banks. It also covers the developments and initiatives in technology including digital payments technology and the status of MSME Financing.

**An exclusive insightful and strategic interview with Dr. Harsh Kumar Bhanwala, Chairman, NABARD titled 'Pathways to Financial Inclusion: NABARD on the Forefront' was also brought out at the Summit.**





# INCLUSIVE FINANCE INDIA AWARDS

The Inclusive Finance India Awards is an endeavor in recognizing and honouring institutions and individuals that have unstintingly worked towards achieving the goals of financial inclusion and in supporting inclusive growth in India. The Awards initiative was institutionalized by ACCESS in 2009 with support from HSBC.

The Inclusive Finance India Awards celebrated 10th year of the initiative. The awards presentation ceremony was successfully held on the Inaugural day of Summit. Mr. Surendra Rosha, CEO, HSBC India delivered the special address.

## The Awards were presented for the following categories:



Micro Finance Organization of the Year:  
**Arohan Financial Services Limited**  
**Microfinance**



Non-Banking Finance Company Lending to Micro and Small Enterprises (New Category): **Vistaar Financial Services Limited**



Innovation and Inclusiveness in Priority Sector Lending by Banks (Private Sector) (New Category): **HDFC Bank**



Innovation and inclusiveness in Priority Sector Lending by Banks (Public Sector): **Bank of Baroda**



Contribution to Advancing Financial Inclusion in India by an Enabling Institution: **NEDFi**



Contribution to Advancing Financial Inclusion in India by an Individual: **Chetna Gala Sinha**



Jury Special Award for Contribution to Advancing Financial Inclusion in India: **Muhammad Yunus**

The awards presentation ceremony was followed by a 10 Year Awards Celebration Dinner on Day 1 of the Summit, which was attended by awardees and jury members over the last ten years. A commemorative book on the ten years of the Awards was released at the dinner.



## INCLUSIVE FINANCE INDIA AWARDS FIRESIDE CHAT



### ROUNDTABLES

Inclusive Finance India Initiative conducts various Thematic Roundtables to bring together key stakeholders to deliberate on critical issues confronting the expansion of financial services to the poor. Two roundtables were held in the year 2018:

### ANNUAL CEO'S ROUND TABLE: SMALL FINANCE BANKS AND PAYMENTS BANKS

ACCESS ASSIST in partnership with IIM Udaipur conducted roundtable sessions with heads of all SFBs and Payments Banks along with the Mr. N S Vishwanathan, Deputy Governor, Reserve Bank of India in April 2018 along with Mr. Shrimohan Yadav, CGM Department of Banking Regulation. The discussions helped in highlighting issues and giving clarity on several policy and operational challenges from the regulators perspective.



### ROUNDTABLE IN PARTNERSHIP WITH MINISTRY OF MSME AND NITI AAYOG: FINANCING MICRO AND SMALL ENTERPRISES – ACCELERATING THE PACE

The Roundtable deliberated on what has been achieved through the existing financing models, it also reviewed any inventive financing mechanisms including using technology as an enabler, and discuss the specific challenge of catering to women micro and small entrepreneurs, and generate policy recommendations. The Roundtable was well attended by Industry players, Financing institutions and policy makers.



# BUILDING FINANCIAL CAPABILITIES

## Upscaling Enterprises: Taking Off with BuddhiMoney



ACCESS Development Services with support from Mastercard Center for Inclusive Growth implemented the project, “Upscaling Enterprises: Taking off with BuddhiMoney”- a capacity building programme for micro enterprises involved in the jewellery value chain in Jaipur, Rajasthan. Key messages on themes related to business and enterprise development were disseminated among 10,500 micro entrepreneurs through short animated films featuring the iconic super woman character BuddhiMoney – an intelligent and friendly counsellor who is well versed on all matters related to finance and business. Four videos were developed on themes relevant for these microenterprises - mobile and digital banking, moving from informal to formal, book keeping and using internet for business growth.

“After attending BuddhiMoney meetings, I got to know different ways of doing business which has changed in the recent past. We are also changing our business practices with guidance from BuddhiMoney team and BuddhiMoney, herself.”

Jayeda Begam,  
BuddhiMoney club member

The project was successful in creating a positive impact on its participants.

- 90% of intensive group registered their businesses for Udyog Aadhaar, a twelve-digit Unique Identification Number provided by the Ministry of Micro, Small and Medium Enterprises (MSMEs), Government of India, for small and medium enterprises in India.
- 45% applied for a MUDRA loan, a flagship scheme of the Government of India to extend affordable credit to micro and small enterprises.
- 70% were using digital/mobile banking for personal and business transactions.
- 66% were using a business planner/daily diary to maintain financial records of their day-to-day operations.

BuddhiMoney project enabled me to get Udyog Aadhaar. Now I can easily avail government schemes for my business, and my loan is already under process from Punjab National Bank.”

Nirmal Ghosh,  
BuddhiMoney club member

## TIER 2 : TECHNICAL ASSISTANCE AND CAPACITY BUILDING

### **SUPPORT TO CHANNEL PARTNERS OF GIZ UNDER THE UMBRELLA PROGRAMME FOR NATURAL RESOURCE MANAGEMENT (UPNRM):**

ACCESS provided specific and customized capacity building and handholding support to three channel partners of GIZ - Shri Kukdeswar Adivasi Hirda Audyogik Utpadak Sahakari Sanstha Maryadit, Junnar Maharashtra; Nagabali Agriculture Cooperative Society Limited, Rayagada, Odisha; and Socio Economic Development Programme, Bankura, West Bengal. These channel partners are primarily institutions working across various sectors like NRM, Agro-forestry, Water, Agriculture, and have received the UPNRM funds for on-lending and grants for capacity building from NABARD. Support involved development of processes and training of teams on financial management (lending systems and policies; financial systems and policies; external linkages for funds; and financial planning and projections) and Business Performance (institutional development support for Producer Organizations; organisational structure; business planning; MIS policies, forms and formats; and leadership and governance training).

### **DEVELOPMENT OF BUSINESS MODEL AND MODEL BANK SCHEME ON SUSTAINABLE SUGARCANE INITIATIVE (SSI)\* IN MAHARASHTRA & BIHAR UNDER NABARD AND GIZ'S UPNRM PROGRAMME:**

involved development of business model and model bank scheme on SSI for presentation to the financial institutions for technical & financial support. Methodology involved stakeholder consultations including with lead farmers, representatives of channel partner, Government officials, financial institutions, sugarcane factory owners, agricultural universities, and NABARD, in order to understand the SSI model, fund requirement, and current status and future plans of the organizations. The business plan was developed and presented in a workshop conducted with financial institutions.

*\* Sustainable Sugarcane Initiative is a method of sugarcane production, which involves using less seeds, less water and optimum utilization of fertilizers and land to achieve more yields. Driven by farmers, SSI is an alternate to conventional seed, water and space intensive Sugarcane cultivation.*

The key recommendations of the study were (a) Bihar having a potential to promote Sugarcane farming with comparatively availability of water; (b) Focus should be given on increasing productivity & sustainable agriculture practices; (c) Key role need to be played by government and development agencies; and (d) State institution should engage with financial institutions & factories on promoting SSI & onward finance.





## TIER 1: BUILDING INCLUSIVE VALUE CHAINS

In line with its mission of 'building capacity of community-based institutions... for the poor and unreached households', ACCESS has been instrumental in promoting FPOs for over a decade now. It has incorporated 160 FPOs across states with many of them set up in far-flung and difficult geographies of the country. In partnership with apex institutions like SFAC and NABARD, and various state governments through their RKVY schemes and programmes under SRLMs, ACCESS promoted the FPOs on commodity lines working particularly with vulnerable communities like the tribal, minority groups, excluded groups, women, small and marginal farmers etc. with objective being promotion of 'inclusive agri-value chains' that ensure higher realisation by the small farmers to promote equity and distributive justice in favour of the weakest.

In furtherance of its objectives, ACCESS undertook several ecosystem level initiatives such as commissioning studies to examine the FPO promotion ecosystem including evaluating the effectiveness of the promotion programmes and schemes and recommended steps for their

improvement, legal and regulatory environment, support system required for FPOs' business growth etc. ACCESS also instituted FPO awards to recognise the FPOs that have achieved impressive performance and the excellent contributions being made by some of the ecosystem players including FPO promoting resource institutions. In addition, ACCESS continues to organise consultative meetings with important stakeholders to inform them on critical policy changes that are required to be made and deliberate on other concerning issues relating to the FPOs.



● **RAJASTHAN**

## DHARASHAKTI (RKVY)

Project Theme: Promoting 40 crop specific FPOs in 16 districts of Rajasthan – RKVY, Department of Agriculture.

During the financial year 2018-2019, ACCESS has organised exposure visit of Board members for 16 Farmer Producer Company's (FPOs) in Sahyadri Farmers Producer Company limited, Nashik and Devnadi Valley Agriculture Producer Company limited, Narayan Gaon, Nasik, Maharashtra. One of the major objective of the exposure visit was to learn and understand best practices of notable model FPOs, and develop thorough understanding of Post-harvest practices involved with vegetable & fruits viz. processing, grading, sorting, and packaging. Additionally, the requirement and benefits of food preservation and export potential for processed food was discussed as part of the exposure.

As an integral part of agriculture technology dissemination, farmer field demonstration were organised with various IPM, INM Kits, some of which were: yellow sticky trap, pheromone trap and vermi culture bed in all 40 FPOs. The aim of the demonstration was to enhance the productivity and reduce the expenditures on input procurement.

During the period, all the FPOs expanded their input businesses with net increase in their profits. FPOs were able to provide quality fertilizers, pesticides and seeds to their members at relatively low cost through emerging economy of scale. The total business from all 40 FPOs was approximately 12.5 crores. All FPOs established forward market links with institutional buyers and APMCs.



*My biggest motivation was environment of ACCESS and opportunity to play an important role in organising exposure and Demo which motivates the farmers"*



*Technology Demonstration*

## GROUND WATER CLUSTER SANGOD, KOTA –RACP, RAJASTHAN

In close association with Department of Agriculture (DOA) of the Government of Rajasthan (GOR), ACCESS has created institutional support system at the cluster level covering 64 Villages of Sangod Block, in Kota District. ACCESS has proceeded with setting up project office at the cluster level, staff deployment at cluster, training of staff for understanding the project components and activities before inception of the programme subsequent visits to block and collaboration with various line departments involved and district level project management unit under RACP in order to capacitate 330 land based Multi Task Group (MTGs) covering 9000 beneficiary's for implementation of project component viz. Climate Resilient agriculture, Farmer organisations and capacity Building. ACCESS has provided handholding support to line departments in developing (CACP) cluster based agriculture competitive plan for addressing critical ground water scenarios by awareness creation and capacity building exercises at 14 Gram Sabha's, creation of Ground water Management Committee (GWMCs) who are in turn responsible for implementation of Ground water management plan including irrigation plan along with crop water budgeting. Beneficiary selection for Horticulture & Agriculture sub

component including micro irrigation components viz. Mini Sprinklers, In-line drip irrigation systems for water intensive crops, On-line drip Fruit Orchard development, Farm Mechanization has been proceeded by Multi task groups (MTGs). The Project also engage enrolled farmers in sustainable profitable market orientation for the identified value chain commodities by collectivization of small and marginal holders into two Farmer organization.



*Lead Farmers' training program*



*Lead Farmers' training program*

The project enhanced agricultural productivity of the farmers through integrating technology and water harvesting and conservation with intensive agricultural practices combining with the raising of livestock, promoting farmers' organizations and through market-led innovations in selected locations. ACCESS provided institutional support at the cluster level along with providing continued handholding and capacity building services, identifying and customizing interventions to promote inclusive value chains through producer engagement sessions viz. farmer field day, water efficacy workshop, crop water budgeting, buyer seller meet in association with Agri business promotion facilitators (ABPF).



## PROJECT UTPAL- LADY BAMFORD FOUNDATION

In partnership with Lady Bamford Foundation, ACCESS Development Services implemented a Programme called “Project UTPAL”, a comprehensive intervention for Hand-block printing artisans in 05-clusters of Rajasthan i.e. Akola, Bagru, Jairampura, Jahota & Kaladera. The Project strengthened sustainable business for 5000 traditional dyers & block printers of Rajasthan for economic, environmental and social sustainability & revitalizing the traditional craft. The Project objectives also includes enhanced capacity in production and business efficiency of 100 artisan production units, access to technological and social welfare resources across 5 clusters and sectoral knowledge management.



With line to achieve the objectives, different set of activities were planned in 2018-19 in which two exposure visits for the hand-block printing artisans at Jaipur Bloc, Bagru & Nila Moti Trust, Kheemsar (Nagaur) were conducted. Under these exposure visit, artisans were acquainted with Effluent treatment plant (ETP) at Jaipur Bloc small scale treatment plant, weaving wing, dyeing techniques at Nila Moti Trust. The Project activities included capacity building, environmental friendly practices, and exposure visit.

## SHILPGRAM

In 2016, ACCESS Development Services partnered with Department of Tourism for the revival & management of Shilpgram. Shilpgram, is a grand marketing platform for artisans for the development of regional handicraft and hand-loom products as well as exhibiting the local craft, beautiful art & culture of Ranthambore.



The key goal of the Project was to showcase the art and crafts of rural craftsmen of Rajasthan as well as generating better income & livelihood opportunities to the artisans. The major objectives also includes creating a market place for artisans, building effective partnership with local artisans & stakeholders, promoting cross learning opportunities (for artisans, social enterprises, not for profit organizations, agencies etc.) & refining skills of artisans product development, merchandising & meeting the market demand. The Major activities was conducted during the year 2018-19 were Shilpgram Aadi Mahotsav (December. 2018), Praytan Parv (September. 2018), Mandana Pratiyogita (October. 2018), Ranthanbore craft carnival mela (October.2018) etc. were organized. Total sales under the year 2018-19 generated approx. Rs. 650,000. These initiatives not only gave recognition to local craft but also help the artisans to enhance their income by selling and marketing of their local handmade products.

## NABARD

In FY: 2018-2019 we had a exposure visit the Board of director of 5 FPOs in MPUAT Udaipur, KVK Banswara and Udaipur agro producer company limited .The purpose of this exposure visit was show a working model and provide the information of the overall process of business development marketing and processing industries with high quality processed products like pulses spices etc. The KVK Scientist also showed cultivation area of sweet corn. Farmers were impressed by exposure and assured to take initiation to build FPC in such way. The exposure visitr helped the farmers gain information on sweet corn procurement, grading, cleaning and processing.Subsequent to the exposure visit, the FPO started Sweet corn aggregation from its members and sold the produce to Sugam Bio food private limited. And the FPOs are getting the right price of this produce. FPO start Aggregation of sweet corn from FPOs members and sold out to Sugam Bio food Private Limited after this agreement FPOs is getting the right price of this produce.



## TEAM RAJASTHAN





**ODISHA**



## MANDI- BMGF

The goal of the project, Mainstreaming Agri-producers through Network and Development Initiatives (MANDI), started since October 2018 and supported by the Bill and Melinda Gates Foundation, promoted an inclusive market for the small and marginal maize growing farmers in a remote and underdeveloped part of Nabarangpur district of Odisha. The project worked with 16,000 farmers by establishing 4 FPOs. The mainstreaming was pursued through a clutch of systemic interventions under a variety of programme activities supported by targeted actions for market systems change by forging partnerships with key stakeholders including the Government and strengthening the farmers' institutions or FPOs established for the purpose. Since maize is the most important commercial crop in the area, the idea is by strengthening public-private partnerships creation of an ecosystem with facilities for aggregation, grading, sorting, quality standardization, warehousing, digital financial services, buyer linkage using electronic platform, risk management etc. which can lead to in-situ value addition generating more local employment, mechanized farming to enhance farm efficiency and increased participation of youth and women in maize farming.



Together, these interventions helped enhance the net income of the farmers from maize production and trade, and bring in overall economic prosperity in the area.



## UDAAN : INTEGRATING THE SMALL AND MARGINAL FARMERS IN VEGETABLES VALUE CHAIN. —

ACCESS continued to implement the UDAAN Project supported by HDFC Bank in Angul and Dhenkanal districts of Odisha to integrate the small and marginal farmers in vegetables value chain. The second year of operation i.e. 2018-2019 witnessed formation of 117 producer groups covering 5015 farmers across 54 villages of 19 Gram Panchayats, which led to promotion of four producer companies. ACCESS was successful in mobilising more than INR 25 lakh. Various training programmes were organised for the BoDs and staff on different aspects of Producer Company functioning and management. Training of progressive farmers was a continuous on Vegetable Production Technology, INM & IPM, Post-harvest management, market led extension, crop planning and Collective marketing. Apart from these, three exposure visits were organised for 119 progressive farmers and the Board of Directors, who were taken to visit the Bhangar Vegetables Producer Company promoted by ACCESS in West Bengal. As far as productivity enhancement initiative was concerned, PoPs for a few selected vegetables were prepared with support from KVK and 114 demonstration plots with a total area of 28.5 acres were set up. Productivity enhancement



of 9 to 15% in brinjal, 25% in bitter gourd, 18.5% in cow pea, 19% in ridge gourd and 16% to 19% in chilli was observed in the demonstration fields.

### QUOTES FROM FARMERS:



Rama Chandra Pradhan, Village :  
Sankhapur, Angul (Satakosia Farmers  
Producer Company)

ACCESS opened our eyes with regard to collectivization. We are quite hopeful that through our Satakosia Farmers Producer Company we will be able to provide end to end services to the small and marginal farmers and bring their improvements



Bibhuti Bhusan Pradhan, Village : Rugudia  
Pada, Angul (Satakosia Farmer Producer  
Company)

We could learn a lot of things from ACCESS through various training programmes and exposure relating to crop planning, productivity enhancement, post harvest management. If all the farmers in our company will apply all these learnings in the field, definitely they will be benefitted.



## TECHNICAL SERVICES TO ODISHA LIVELIHOOD MISSION IN DEVELOPMENT OF COMMODITY VALUE CHAIN IN KORAPUT, RAYAGADA AND GAJAPATI DISTRICT OF ODISHA

ACCESS continued to provide technical services to Odisha Livelihood Mission in developing commodity value chains for promotion of livelihoods clusters to give a boost to viable horticulture, agriculture and NTFP sectors in Koraput, Rayagada and Gajapati districts of Odisha with greater focus on institutional building, post harvesting practices, primary value addition and organized marketing. The project was designed for four subsectors i.e. Mango, Cashew, Ginger and Hill broom and each subsector has its unique value chain components. In the second year of its operation (2018-2019), while ACCESS was focusing on promotion of Producer Groups, strengthening of the three producer companies promoted in the first year, it also conducted feasibility study in 20 clusters to assess the volume of produce produced, conducted market study to understand the market trends in 8 major cities of the country relating to the above commodities. ACCESS



facilitated inclusion of 2795 women farmers in 43 producer groups and mobilised 3.37 lakh of share capital in 2018-2019 from 1062 women farmers, organized 230 training programmes covering 6904 women farmers. While the FPCs made it possible to supply inputs such as seeds, Bio-fertiliser & pesticides to its shareholders on one hand, on the other ACCESS facilitated business turnover of Rs. 3.25 crore in these producer companies.

## FORMATION OF SHGS AND THEIR AREA LEVEL FEDERATION IN CUTTACK URBAN AREA

ACCESS continued to implement the DAY- NULM project in Cuttack Municipal Corporation supported by SUDA, Bhubaneswar in 2018-2019 with regard to formation of SHGs, their area level federations (ALF), capacity building of all SHG members, and their aggregators like ALFs and CLFs in ward No. 30 to 59. Despite all the challenges to organize the urban women dwellers, ACCESS was able to mobilize 106 SHGs, facilitate opening of 179 bank accounts including that of the SHGs promoted in last year. Capacity building of the SHGs was a continuous process in the project. In the second year ACCESS organized various training programmes for 333 SHGs in the year 2018-2019 on various aspects of SHG promotion and management such as book keeping, leadership & conflict resolution, revolving loan fund management, various income generating activities including organizing financial literacy camps. The SHG members were also made aware of the needs and importance of promotion and management of Area Level Federation (ALF) and City level Federations (CLF). To initiate any income generating activities, revolving loan fund was being supported to the SHGs. In 2018-2019, ACCESS graded 448 SHGs, of which 297 groups were provided with revolving loan support from Urban ICDS and NULM. In addition to this, 57 groups were linked with banks.



## CASE STUDY – UDAAN – HDFC

### FROM FARMER TO FARM ENTREPRENEUR

#### SHYAMA SUNDAR PRADHAN SANKHAPUR (BANTALA), ANUGUL

For thirty-seven-year old Shyama Sundar his family is not just his 30-year-old wife, a daughter and a son. It also includes his old parents in their mid-70s and four members of his elder brother's family. The large family mostly depend on agriculture as their main source for food and income.

The family possess a sizable arable land of six acres in a patch and another piece of 130 dcml. They grow paddy in the six-acre land, during May to December and pulses between December to April. A patch of land there is also used for growing seasonal vegetables. Similarly, the smaller piece of land of 130 dcml is also used for growing other vegetables from August till mid of April next year. They mainly grow brinjal and tomato in addition to cauliflower, cabbage, okra, bitter gourd and beans.

"Agriculture is the most unpredictable occupation" says Shyama. "However, if we learn the skill to address the changing climate by efficient crop planning, rotation, pest management, market linkage and aggregation of produces for negotiating the right price, we can win half the battle," he adds with a smile revealing hope and confidence. Shyama informs that it was only two years back when he and his brother were in conversa-

In April, 2018 they formed a Producers Company and named it - Satakosia Farmers Producer Company Limited. Shyama bought 10 shares @Rs 100 that cost him Rs 1000. He also paid an amount of Rs 250 towards administrative expenses. Shyama along with 14 other members of his Producers Group collected the share money and deposited with the Satakosia Farmers Producers Company. Explaining the objectives of the Producers Company he says, "We get timely inputs at affordable cost and sell the output at a competitive market price". He further explains "We too face difficulties but we sort them out as we progress". He also shared his experience of selling his produces in the Bhubaneswar Mandi



tion to shift from their traditional livelihood source. The uncertain climate, distressed sell to the middlemen, crop failure for several reasons, were shattering their dreams to lead a prosperous life and provide their family the comfort of basic amenities.

The brothers were contemplating to start a small business to seek better income when ACCESS' team came approached a group of farmers with the idea of forming a Producer Company. Gradually, leading farmers of Shyama 's own and nearby villages were convinced and agreed to experiment the ideas they discussed together with support from ACCESS representatives and experts in the field.

where the farmers aggregated and sent their produces.





This was for the first time they marketed their produce without involving middlemen. Now Shyama is looking forward to establishing himself as a farm entrepreneur. He is now planning to set up a poly house to safeguard the saplings. Shyama has elaborate plans laid out for the future. He intends to take his farm business to another level by enhancing efficiency and productivity. “Now I will use all my skills and potential in the farming activities. I have started to understand- if we utilize right inputs, technology and market skills, we can increase our income manyfold.”

Shyama said this with conviction and further added by saying “We are no less than any other company which has its business plan and grow exponentially.” We just need to get organized and have a strong willingness to work together.” After attending various training programmes, exposure visits and interaction with government officials, Shyama understands that there is ample scope in agriculture. With enhanced productivity and organized efforts all farmers can have much better lives than they are leading now.

## ORISSA TEAM



“As a commitment to communities, ACCESS always grooms its staff to dedicate themselves for the livelihoods improvements of the vulnerable sections.”





**WEST BENGAL**

## PROMOTION OF FPOs

During the year, the major work of the state included implementation of projects for promotion of FPOs in several districts. The FPOs were established around different commodities ranging from ginger and turmeric to pulses, oilseeds, fruits, vegetables and cereals. The FPOs were spread across 11 districts of West Bengal including PurbaMedinipur, Hooghly, Purba Bardhaman, PaschimMedinipur, Howrah, South 24 Parganas, Uttar Dinajpur, DakshinDinajpur, Darjeeling, Maldah and Jalpaiguri. While some of these projects were supported by SFAC, others were funded by the Department of Agriculture, Government of West Bengal under its RashtriyaKrishiVigyanYojana (RKVY) programme. Under its Mission for Integrated Development in Horticulture (MIDH) program, SFAC funded the project for 2,000 farmers from PaschimMedinipur and Hooghly districts and for 4,000 farmers in PurbaMedinipur and Purba Bardhaman districts.

The key objective of the project was to address the issues relating to productivity enhancement, post-harvest handling including storage and transportation, and marketing of the above stated commodities. In order to address the issues and challenges faced by the small and marginal farmers, promotion of the FPOs work also includes some amount of policy level engagement as well. The total outreach of these projects taken together is more than 15,000 farmers.



To promote inclusive value chains where the small farmers can have the largest share of consumer rupee, ACCESS was working with various stakeholders including market players like inputs companies, research institutions, local agricultural universities/KVKs, and many large buyers and traders to link the FPOs to market. ACCESS was also working with various Government departments for appropriate convergence of the projects to make effective impact on the ground. Under the projects, 15,000 farmers were mobilized from these districts and they were linked to different buyers like Safal, New Delhi; SUFAL Bangla, Kolkata; National Seed Corporation Ltd.; NCDEX; DeHaat, Reliance Retail; Mother Dairy; Repose Clinic; CDAC; Air India canteen; among others.



To handhold and provide training to the farmers, demonstration plots were organized on new and advanced variety of paddy (indigenous & aromatic), pineapple, vegetables, among others. Some improved seeds were also provided to the farmers to enhance yield of crops. The PoPs were developed in consultation with the senior officials/scientists of the local KVKs and the Bidhan Chandra KrishiViswaVidyalaya (BCKV). The PoPs also included soil testing, measures of Integrated Pest Management (IPM) and Integrated Nutrients Management (INM), use of organic fertilizers, irrigation etc. Some improved seeds were also provided to the farmers to enhance yield of crops.



The senior scientists in co-ordination with ACCESS staff, provided the training to the farmers and guided them to undertake the demonstration plots for experimentation in the area. Exposure Visits were conducted (a) to Bhangore Vegetable Farmers Producers Company Limited to understand the systems & processes of an FPC including procurement, storage, sale, book-keeping, among others; (b) to Maharashtra (Directorate of Floriculture, Pune) and Gujarat (AMUL, Anand and VAPCOL, Navsari) to understand the fundamentals of co-operation and expansion strategies; and (c) to Punjab for discussions with Potato seed companies regarding the type & varieties of seeds available for Monteshwar and Tarakeshwar blocks of Hooghly & PurbaBurdhaman respectively.



## VALUE CHAIN ANALYSIS OF GINGER & TURMERIC

ACCESS Development Services has been engaged as a Technical Service Agency (TSA) by West Bengal State Rural Livelihoods Mission (WBSRLM) for conducting a value chain analysis of Ginger and Turmeric across Kalchini block of Alipurduar district and Goalpokhar-I block of Uttar Dinajpur district respectively. ACCESS conducted the value chain analysis and identified key areas of interventions within the value chain which include enhancing of quality of production by providing better quality inputs, primarily seeds and good agricultural practices (GAP) like better land preparation, proper seed treatment, sowing mechanisms and harvesting technologies. This has helped the ginger & turmeric producers not only to increase their production but also to enhance the quality of production which in turn has helped them to get better returns. ACCESS in consultation with WBSRLM is promoted two community based institutions, viz., Producer

Companies of the Ginger & Turmeric producers which would help them to gain credibility among the stakeholders. The promotion of producer company also helped aggregate their produce, do output trading of their produce, increase their bargaining power, avail agricultural inputs (seeds, fertilizers & pesticides) at lower rates, facilitate Government schemes & subsidies for their members, among others.



## ORIENTATION & TRAININGS ON SUSTAINABLE AGRICULTURAL PRACTICES & FPO PROMOTION SUPPORTED BY AMBUJA CEMENT FOUNDATION

As part of this assignment, ACCESS Development Services conducted two training programs (22 members each) for the farmer members across two Trusts promoted by ACF in Farrakka and Sankrail for duration of three days. The trainings were conducted in a participatory manner with the help of various training aids like projector, flipcharts, role plays, among others. This assignment helped the farmers to identify the key challenges / constraints in the area and the possible solutions / recommendations for overcoming such challenges. Also, these trainings provided them an opportunity to understand the importance & advantages of promotion of FPC, incorporation and registration process of an FPC, membership of an FPC, governance structure, legal aspects & compliances, general management & financial management of an FPC, managing external relationships and networking with stakeholders, process of developing a business plan, among others. Exposure visit was also conducted to a successful FPC (Bhangar Vegetable Farmers Producers Company Limited) to understand their systems and processes.





## EXPOSURE VISITS TO ENHANCE CAPACITIES OF THE FARMERS

The project was assigned by the Department of Food Processing Industries & Horticulture and Agriculture, Government of West Bengal (Purba Burdhaman district) and it was to be implemented along with farmers of Purba Burdhaman district of the state. A total of 5 such exposure visits was facilitated by ACCESS Development Services provided capacity building services to 220 farmers across Krishi Vigyan Kendra, Nimpith, South 24 Paraganas; Digha Cashew Research Center, Purba Medinipur; Satmile Satish Club O Pathagar, Coochbehar; Muktidhara Model Village, Purba Medinipur; and National Horticultural Research & Development Foundation (NHRDF), Nashik,

Maharashtra. The farmers were introduced to new and advanced farming techniques & mechanisms and exposed to several kind of new machinery for farming. They were also informed about the details of some of the important programmes and schemes of the Department of Food Processing Industries & Horticulture and Agriculture, Government of West Bengal. As a result of these programmes, many of the farmers could understand the new farming techniques and implement in their farms as well as avail several schemes of the Government.



## QUOTES FROM FARMERS:

Mr Sanjoy Singha (Member & President of Makragachh FIG of Sonar Bangla FPC) -

I have been cultivating Pineapple in 2 acres and Tea Garden in 4 acres. After being a member of Sonar Bangla Agro Producer Co. Ltd., I am able to sell my produce (pineapple & bay leaf) directly to the due to Market Linkage established by the FPC. Also, I am paying 2% less commission for selling my Pineapples to FPC as compared to market.

Sharmila Bishwakarma (SHG member of WBSRLM-Chuwapara Rani Lakhmibai Sangha)

This group has given me the opportunity to learn about ginger cultivation. ACCESS Development Services conducted a survey and few beneficiaries were identified. We have then received eight quintals of mother rhizomes of Gorubathan variety and also expecting we will get 40% higher production in quantity. After nine & half months, the result was satisfactory. We have received training from Dr. Amritlal Kundu about the sterilization process of the mother rhizomes and soil also.



## NON-FARM INITIATIVES

### ACCESS NON-FARM SECTOR 2018-19

With growing realization that farm sector livelihoods are limited by slow growth rate of agriculture, and that there is large scale underemployment therein, ACCESS started to gradually focus on promoting Non-farm livelihoods in 2016-17 with a special focus on women-based enterprises. In 2018-19, ACCESS progressed steadily towards establishing the non-farm livelihoods portfolio with the addition of two new flagship projects- Living Looms of India, and project Utpal.

Along with innovative projects like Pink City Rickshaw Company and Zingnzest, ACCESS non-farm portfolio now comprises of diverse range of themes like handloom cluster development, food processing, tourism, and promotion of traditional crafts.

The projects being implemented or initiated in the year 2018-19 are briefly discussed in this section.

### PROJECT UTPAL

In partnership with Lady Bamford Foundation (LBF), ACCESS initiated an ambitious project named project Utpal (Blue Lotus) to enhance livelihoods of the hand-block printing artisans of Rajasthan. The overarching goal of the project was to revitalize the traditional craft by enhancing economic opportunities and providing artisans with intensive training to hone their skillset. A value chain approach was adopted and 1000 artisans have been mobilised in five clusters of Rajasthan- four in Jaipur and one in Chittorgarh district. The major inputs planned to be provided to the artisans are training in natural dye making, exposure visits, Buyer-Seller Meets, market linkages, facilitation in benefiting from government schemes, etc.

Hand block printing in natural indigo has been a traditional art form from Rajasthan; however, in course time, due to rapid commercialization, hand block tradition is gradually being replaced by screen printing, and the natural indigo has given way to synthetic indigo. Though the craft has a good market, the major beneficiaries are the big entrepreneurs with investment capacity. Individual artisans either have small units or work for big enterprises; they hardly earn wages of a skilled labour.

While the focus is on impacting livelihoods of individual artisans engaged in dyeing and hand block printing, strengthening the eco-system is

an important project component. The project aims to undertake research in relevant areas, conducts and participates in sector influencing activities like conferences and seminars, etc.





## PINK CITY RICKSHAW COMPANY 2017 - 2018 HSBC

The Pink City Rickshaw Company is a unique and innovative project that aims to empower 200 women, all from marginal and minority communities, by training them to drive E-rickshaws in the pink city of Jaipur. With a triple bottom line approach, 'The Pink City Rickshaw Co', a social enterprise registered as a private limited company was established in 2016-17 with equity participation from the participating poor women from Jaipur.

Funded by HSBC, the programme challenges conventional social norms by providing women the skills to confidently foray into a profession usually dominated by men. Through the programme, the women are given training in driving, vehicle maintenance and the various soft skills required in becoming capable and confident e-rickshaw drivers. These rickshaws have been custom designed and are targeted to attract

the large number of tourists who visit this heritage city.



Several marketing tools like social media, encouraging blogs, articles in the press and media, participation in events, interviews, recording customer reviews, meetings with travel & event management companies, hotel representatives are employed to create a buzz around the tours, the social enterprise as well as the project is ensured to increase the market visibility. Strategic tie ups were made with over 45 top rated hotels of Jaipur and 60 national and international travel companies providing niche experiences to travelers to India. The electric rickshaws generally seen as last mile connectivity is now a preferred mode of luxury travel in Jaipur. The initiative has captured the imagination of the city as well as viewers online. It has earned press coverage in local as well as national print and online media, such as Dainik Bhaskar, Rashtrdoot, Hindustan Times, Live Mint and Rajasthan Patrika. Many international travel sites have chronicled the initiative as well.

## SHILPGRAM, SAWAI MADHOPUR

Shilpgram is a craft village situated near Ramsinghpura village, 09 km. from Sawai Madhopur. It is a living ethnographic museum depicting the tremendous diversity in crafts, art and culture of various Indian states, especially the western part.

Shilpgram was first developed by the Tourism department, Government of Rajasthan, but was in a shambles when its management was taken over by ACCESS. In the year gone by, ACCESS has renovated the space beyond recognition. The place has been made attractive by developing a lush green lawn, curating well decorated craft shops, wildlife paintings and taking full time care

of the premises through regular maintenance and development.





ACCESS identified local artisans through a market survey, and has developed an Artisan Directory. The promotion of Shilpgram was done through various media and by organizing events.

Previously, no artisan nor any group was interested in coming to Shilpgram for security reasons and guests didn't want to visit the place due to its remote location but now visible changes have been made by bringing 24-hour electricity supply in Shilpgram premises, and construction of road, boundary, etc. A restaurant now serves good quality food there.

ACCESS has partnered with several agencies for establishing Shilpgram as a craft hub and manages regular training programmes skilling rural women from the locality and creating gainful employment opportunities. Some of the agencies

associated are Bank of Baroda, Rural Self Employment Training Institute, Sawai Madhopur, AYAM Sansthan, Jaipur, Ranthambhore Mahila Ajeevika Producer Company, Sawai Madhopur, Reliance Foundation, Ranthambhore School of Arts, Lady Bamford Charitable Trust- JCB CSR, Mool Creations, Bajrangi Murti Art, Malana Dungar, Wooden Crafts of Ranthambhore and Ode To Earth.

Now we have a fully functional Shilpgram, an alternate place for tourists after Tiger Safari; various events like Craft Carnivals, Sawai Madhopur Utsav, Rang Mohalla during Holi, World tourism Fest, Christmas and Sawai Madhopur Sthapna Diwas are organized.

## LOOMS OF ASSAM; MAJULI AND LAKHIMPUR

### Assam State Rural Livelihoods Mission Society

With an objective of creating a sustainable ecosystem by revitalizing the traditional handloom weaving activities in Majuli and Lakhimpur districts of Assam, ACCESS has undertaken a complex handloom value chain development project in partnership with Assam State Rural Livelihood Mission. This objective was pursued through skill development of the traditional weavers and by providing them market linkages to take them from a comparative to a competitive advantage. The aim was to bring 1000 weavers under the fold of this programme and efforts are being made to strengthen the weavers' SHGs in the district of Majuli and Lakhimpur.

ACCESS is worked in partnership with the ASRLM to provide specialized technical services and inputs for developing business strategy and providing start - up assistance to foster sustainable livelihoods for handloom weavers in Assam. This is sought to be done through skill development and facilitation of market linkages in a Public Private Partnership model. Under this programme, ACCESS was engaged in designing

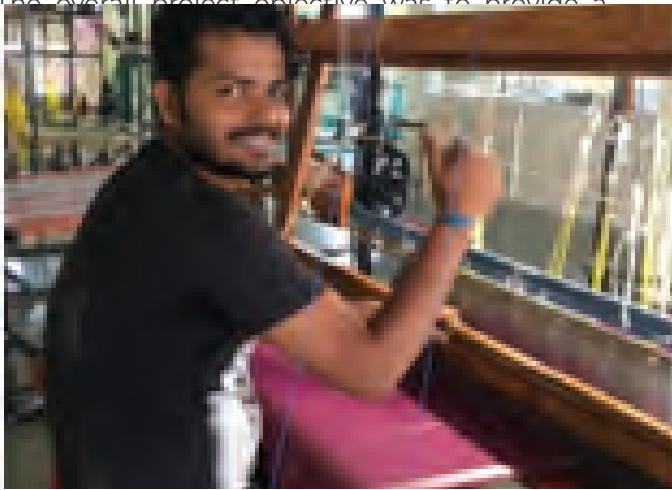
and implementing a sustainable model for SHG weavers under ASRLM for handloom activities through identification & mobilization of 1000 Self Help Groups (SHGs) members at the ground level, training them on technical and soft skills; design and product development, and infrastructure set-up for design, marketing, warehouse & logistics of handloom products. The model was developed as an end- to- end value chain linkage i.e. from design inputs to training for market linkages



## LLI, MAHESHWAR

In order to revitalize the handloom sector in India, “Living Looms of India” is envisioned as a national long-term initiative in 20 clusters in a phased manner over a period of 10 years. The project was initiated in Maheshwar with 200 weavers and 150 ancillary workers (total 350) and once the impact and outcomes become evident, larger numbers of weavers will be brought under the programme.

The overall project objective was to provide a



competitive edge to the handloom weavers in the country through interventions in design, technology and market linkages, and position them in the highest value markets.

The specific objectives included:

1. Analysis of gaps/constraints to suggest appropriate strategies to follow for the two sub-sectors
2. Introducing contemporary weaving techniques and design aligned with the market trends
3. Training of the weavers accordingly
4. Promoting diversified product lines, introduce vegetable and natural dyeing (v) link the weavers to high-value markets through promotion of LIVING LOOMS OF INDIA brand and enable the artisans' Co. to effectively deal with the market.

## NEW LEAF PROJECT, GURUGRAM (FUNDED BY CITI FOUNDATION)

Aware of the tremendous potential for new economic opportunities in the food processing sector, ACCESS with support from Citi Foundation, has organized 200 women into the Zing & Zest Pvt. Ltd; and skilled them into baking modern day healthy snacks and savories through the help of master chefs. Access set up a state of the art Resource Centre and have engaged them with the enterprise. In a very short period, the Zing & Zest cookies have started to sell in several up-market stores like La Marche, Reliance Foods, Anna Maya, and are very popular among office goers. Every quarter, the Zing & Zest Board of Directors, comprising mainly of these women meets to decide on new strategies, new recipes, new markets; and excitedly discuss their expansion plans. ACCESS is working with 204 women members; mobilized and trained in financial literacy, baking, roasting, hygiene practices, product development and marketing skills. The members were trained to be well equipped with skills to run the operations of Zingzest Pvt. Ltd. and are successfully working with the production of ready-to-eat healthy food at a Common Facility Centre (CFC) of the Company. These women have

operational bank accounts and are empowered to access and avail formal financial products as well as entitlements from government programs. The community owned enterprise supports its members in enhancing their family income. Success of the enterprise as a profit making entity over a period of time will assure replication of such initiatives covering a larger geographic area to incorporate more beneficiaries.



# ACCESS HUMAN RESOURCE REVIEW

## ACCESS HUMAN RESOURCE REVIEW 2018-19

ACCESS Development Services as an organization feels proud for the compassion it extends to its employees. Bereavement Policy was introduced in the year 2018 as a staff welfare measure. The bereavement policy is meant to express solace at the time of grief any employee suffers and also to offer any kind of support needed.

On the death of an immediate family member (declared family members as per the medical insurance form) employee is entitled to avail three days. This can be taken at any time and for any purpose genuinely relating to the death. The employee will be entitled to three days' bereavement leave in respect of each death. The employee has to inform the HR department and apply for the bereavement leave. For employee upto Sr. Project Coordinator level an allowance of Rs 5000/- will be paid toward last right expenses.

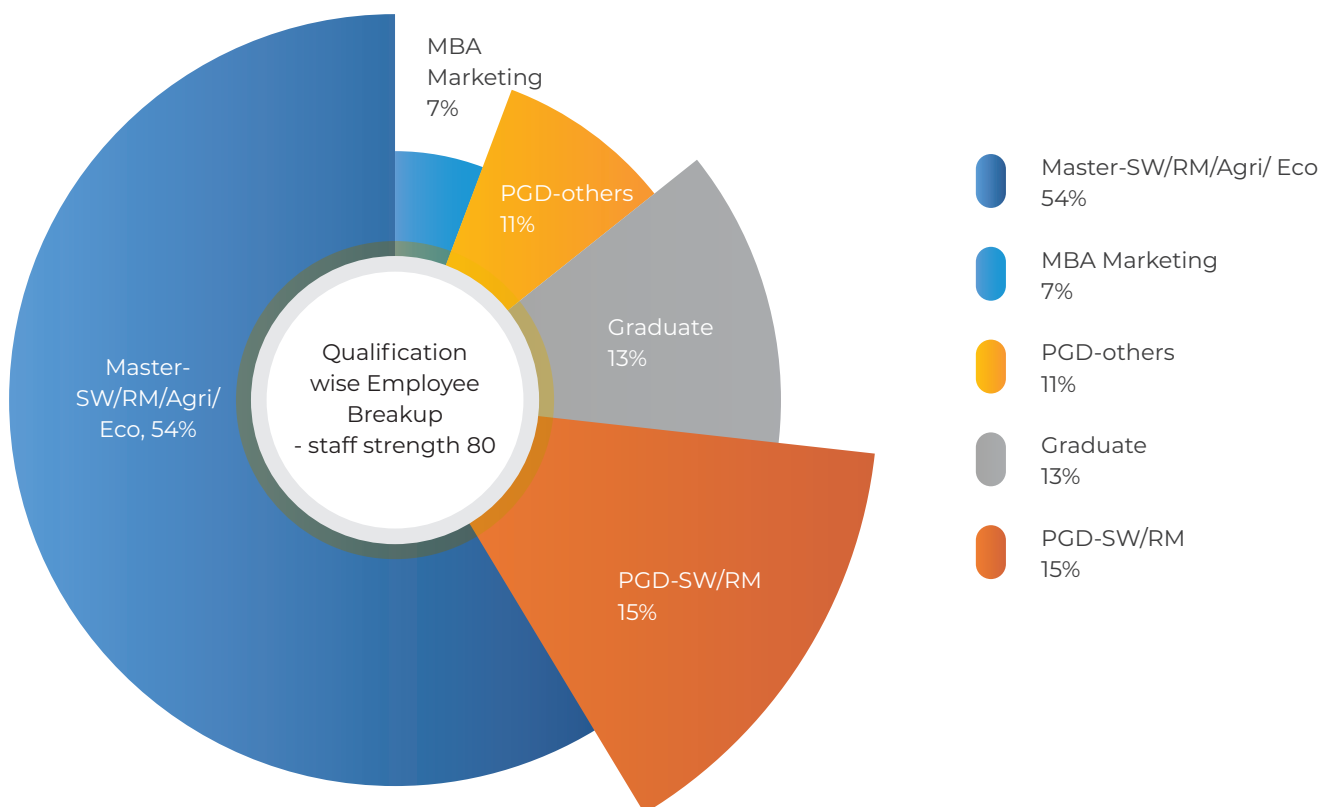
Over the years, ACCESS has been able to attract experienced professionals, thereby building a

pool of highly professional staff, all committed to contribute to take forward ACCESS Vision and Mission to new heights. ACCESS is proud to have a team of professionals who have a deep sense of ownership and commitment towards the development cause.

The year 2018 was an exciting year for the HR team. The major focus for year was on employee development and capacity building. In the year 2018, HR team identified and arranged various training, development and capacity building programs for its employees.

In its effort to identifying need for employee development and capacity building program, HR team shortlisted and arranged these programs to 46 employees from the program team. Average training hours for each employee comes at 26 hours per employee in a year.

Below is the distribution of employees based on their educational qualification.





## RETREAT AT TIJARA

The highlight of 2018 was grand retreat at Tijara Fort, Alwar with 80 employees' participation. The Retreat included a series of activities, starting from SMT meeting and presenting each state's plan and achievement since inception of the organization to load of fun activities. With the objective of bringing each member closer to each

other from across the states, the 80 members of ACCESS were grouped into 8 different teams. The idea behind this activity was to shuffle all states employees and group them in a different state with different employees who have otherwise never or hardly met each other.



## HIGHLIGHTS OF THE RETREAT

To break the monotony of continuously using our minds in all these activities, a gala night was organized called Tamara Mirchi Night, the purpose was to facilitate and motivate our ACCESS family members with whom ACCESS would not have been successful as it is now with their con-

stant support and contribution.

The dress code of the night was Red and everybody was looking dashing in the attire they wore for the gala night.



## CLIMATE SURVEY

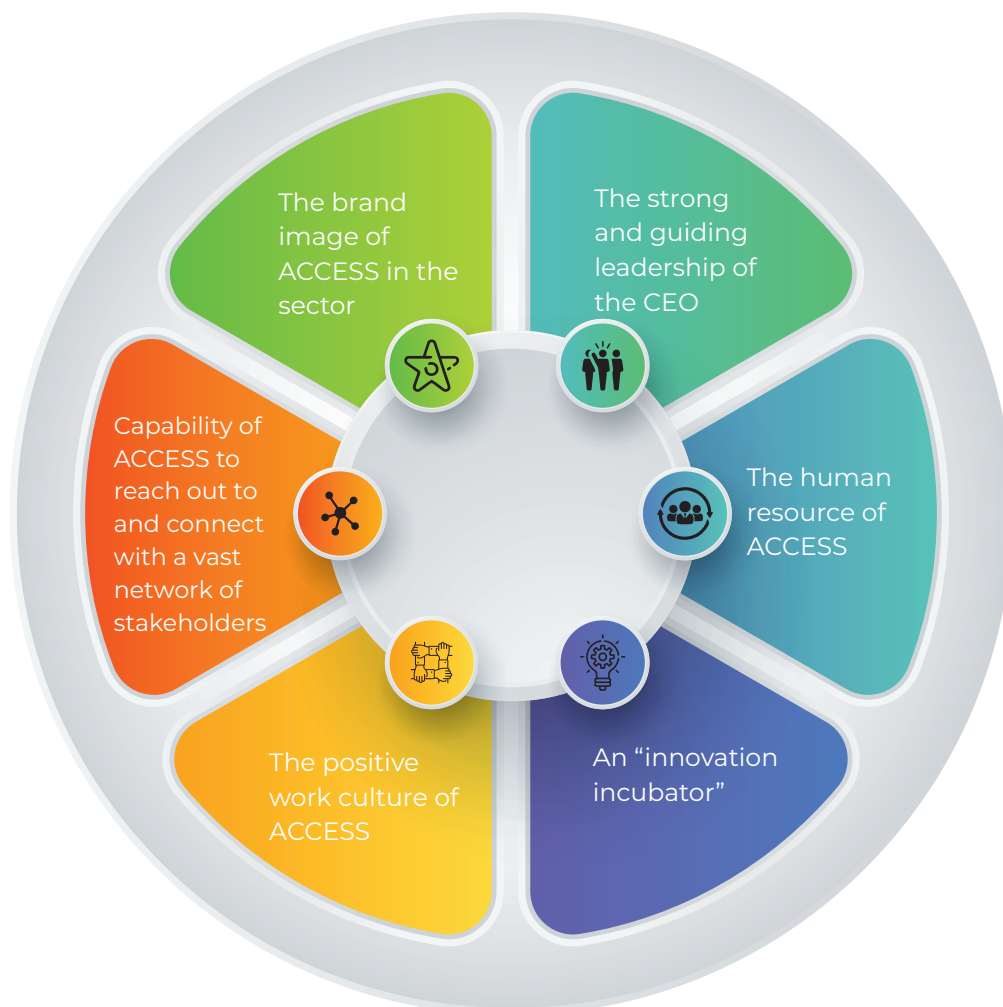
As part of the formal feedback mechanism the HR department conducted Climate Survey in June 2018, with the objective to understand the current morale, feelings and perspective of the employees of ACCESS. Total responses received was from forty three employee and mode of survey was

google forms. The vast majority of responses were heavily concentrated around a positive answer with the second most common response being strongly positive, however occasionally neutral.

In general, the “team work” section showed the largest amount of positive responses (workers attesting to collaborating well with others), while the “reward and recognition” section showed the most neutral or negative responses (workers not feeling adequately compensated).

For every category of “long answer” questions, at least one-fourth of the answers submitted stated that no change is necessary or praised the existing systems.

**Following key strengths came into light through the survey about employees perception about ACCESS as an organization:**





## QUOTES FROM EMPLOYEES



**A**CCCESS provides a great working and learning space, especially for the young and new minds. Having completed almost five years with ACCESS, I have spent the larger part of my career here. ACCESS effectively engages its employees, allowing them to explore diverse opportunities and encourage growth and development of professionals. The atmosphere keeps employees closely involved in their work and motivates them to excel further.

Shruti Pandey  
Manager



**R**ight from the interview, I knew that ACCESS is going to impact learning experience for good. What I assumed it happened to me, from day one team was open to bring new ideas to the table, not only it is a blessing to work with profound experience but it also that challenge that help me to hone my work and effort. I have been given responsibility to work with poor of poorest and change their life through various means and ways. I am grateful this brilliant team and keen to cover many more years of fantabulous learning.

Manohar Lal Bishnoi  
Sr, Project Manager



**A**CCCESS is a wonderful place of work for an employee who in real sense visualizing to build a bright career in the field of livelihoods sector. My professional association with ACCESS has now been more than four years once I passed out from IIFM (Mphil). Honestly I feel that ACCESS provided me golden opportunities to work in diverse settings on projects namely SFAC & NTFP (Madhya Pradesh), MANDI (Odisha) where I see a kind of resemblance between my career goal & ACCESS vision & mission. I find a well-defined hr policies, strong leadership, appraisal of work in a transparent manner, use of technology to make employee conducive atmosphere. I experience that the top management of organization plays numerous roles such as mentor, colleague, overcoming the challenges, backs employee, always encouraging to meet the outcomes and gives recognition to work. Undoubtedly, ADS has been a great place to work since its inception of establishment & been working hard for a cause – 'Enabling the poor to overcome poverty and live with dignity'.

Dhananjay Kumar Ranjan  
Manager



**M**anaging a set of very diversified and complex programmes over varied geographies is never going to be easy – requiring a lot of patience and courage to face when things don't go as per expectation!

Ram Ghatak  
Head Of operations



# AUDITED FINANCIAL STATEMENTS 2018-2019



# ACCESS DEVELOPMENT SERVICES

## BALANCE SHEET AS AT 31ST MARCH 2019

(All amount in Indian Rupees)

	Note	As at 31st March 2019	As at 31st March 2018
<b>EQUITY AND LIABILITIES</b>			
<b>Shareholders' funds</b>			
Share capital 2 400 400	2	400	400
Reserve and surplus	3	3 178,917,337	180,579,239
		178,917,737	180,579,639
<b>Non current liabilities</b>			
Long-term borrowings	4	816,198	1,134,692
Long term provisions	5	7,592,016	5,754,826
		8,408,214	6,889,518
<b>Current liabilities</b>			
Short term borrowings	6	5,707,002	3,565,332
Trade payables			
(a) total outstanding dues of micro enterprises and small enterprises; and	[See Note 29]	-	-
(b) Others	7	4,630,465	1,195,341
Other current liabilities	8	78,076,414	43,338,983
Short-term provisions	9	3,845,047	3,114,043
		92,258,928	51,213,700
		279,584,880	238,682,857
<b>ASSETS</b>			
<b>Non current assets</b>			
<b>Property, Plant and Equipments</b>			
(a) Tangible assets	10	4,419,063	4,914,153
(b) Intangible assets		93,812	24,622
Long term loans and advances	11	17,759,991	10,810,414
		22,272,865	15,749,189
<b>Current assets</b>			
Accounts receivable	12	241,238	-
Cash and cash equivalents	13	229,259,296	209,853,118
Short term loans and advances	14	1,969,097	2,385,106
Other current assets	15	25,842,383	10,695,445
		257,312,014	222,933,669
		279,584,880	238,682,857
<b>Significant Accounting Policies</b>			
<b>Notes forming part of the financial statements</b>			
	1		
	1 to 3		

As per our report of even date attached.

For SCM Associates  
Chartered Accountants  
Firm Registration Number :314173E

For and on behalf of the Board of Directors

**Prakhar Banthiya**  
Partner  
Membership Number : 088526

**Vipin Sharma**  
CEO Chairperson  
DIN: 02565320

**Arvind Mayaram**  
Chairperson  
DIN: 00080262

**Place : New Delhi**  
**Date : 18/09/2019**

**Place : New Delhi**  
**Date : 18/09/2019**

**Place : New Delhi**  
**Date : 18/09/2019**

## ACCESS DEVELOPMENT SERVICES

### INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDING 31ST MARCH 2019

(All amount in Indian Rupees)

	Note	for the year ending 31st March 2019	for the year ending 31st March 2018
<b>Revenue</b>			
Revenue from operations	16	142,556,966	134,987,924
Other income	17	6,557,049	6,632,012
Interest from LIIF corpus fund		9,756,039	10,045,780
		<b>158,870,054</b>	<b>151,665,716</b>
<b>Expenses</b>			
Programme expenses	18	80,377,813	79,526,260
Expenses made out of LIIF Corpus fund		6,849,618	5,968,924
Employee benefit expenses	19	57,052,082	43,663,033
Finance costs	20	1,121,796	1,348,589
Depreciation and amortisation	21	1,456,702	704,585
Other expenses	22	14,446,862	14,658,557
		<b>161,304,873</b>	<b>145,869,948</b>
Surplus before exceptional and extraordinary items and tax		<b>(2,434,820)</b>	<b>5,795,768</b>
<b>Exceptional items</b>		-	-
Surplus before extraordinary items and tax		<b>(2,434,820)</b>	<b>5,795,768</b>
<b>Extraordinary items</b>		-	-
Surplus before tax		<b>(2,434,820)</b>	<b>5,795,768</b>
<b>Tax expenses</b>			
Provision for tax	[See Note 30]	-	-
Deferred tax		-	-
		<b>-</b>	<b>-</b>
Excess of income over expenditure for the year		<b>(2,434,820)</b>	<b>5,795,768</b>
Basic/diluted earning per share	[See Note 30]	<b>(60,870.49)</b>	<b>144,894.21</b>
<b>Significant Accounting Policies</b>	1		
<b>Notes forming part of the financial statements</b>	1 to 33		

As per our report of even date attached.

For and on behalf of the Board of Directors

#### For SCM Associates

Chartered Accountants

Firm Registration Number :314173E

#### Prakhar Banthiya

Partner

Membership Number : 088526

#### Vipin Sharma

CEO Chairperson

DIN: 02565320

#### Arvind Mayaram

Chairperson

DIN: 00080262

Place : New Delhi

Date : 18/09/2019

Place : New Delhi

Date : 18/09/2019

Place : New Delhi

Date : 18/09/2019

## ACCESS DEVELOPMENT SERVICES

### CASH FLOW STATEMENT FOR THE YEAR ENDING 31ST MARCH 2019

(All amount in Indian Rupees)

	for the year ending 31st March 2019	for the year ending 31st March 2018
<b>Cash flow from operating activities</b>		
Surplus during the year	(5,341,241)	1,718,912
Surplus from LIIF Corpus fund	2,906,421	4,076,856
Amount charged to Capital Asset fund	772,917	(157,818)
<b>Net surplus for the year</b>	<b>(1,661,903)</b>	<b>5,637,951</b>
<i>Adjustments for:</i>		
Depreciation and amortisation during the year (including depreciation charged to capital asset fund)	2,015,122	2,015,122
Finance costs	1,121,796	1,121,796
(Profit)/ Loss on sale of fixed assets (After adjusting asset written off from capital asset fund)	(14,761)	(14,761)
Unrealised Foreign currency (Gain)/ Loss	-	-
Provision for compensated absences	332,881	332,881
Provision for Gratuity	1,361,275	1,361,275
Provision for bad and doubtful receivables	-	-
Provision for sick leave	874,038	874,038
Operating profit before working capital changes	<b>4,028,448</b>	<b>8,042,506</b>
<b>Changes in working capital</b>		
Decrease/ (increase) in long term loans and advances	(2,406,810)	2,010
(Decrease)/ increase in short term provision		231,669
Decrease/ (increase) in short term loans and advances	416,009	352,463
Decrease/ (increase) in other current assets	(15,146,938)	(594,701)
(Decrease)/ increase trade receivables	(241,238)	-
(Decrease)/ increase in long term provisions	-	10,802
(Decrease)/ increase trade payables	3,435,123	(5,387,340)
(Decrease)/ increase in other current liabilities	34,737,431	20,537,380
<b>Cash generated from operations</b>	<b>24,822,025</b>	<b>23,194,789</b>
Income tax paid (net of refund)	(4,542,767)	2,932,263
<b>Net cash (used in)/generated from operating activities (A)</b>	<b>20,279,258</b>	<b>26,127,052</b>
<b>Cash flow from investing activities</b>		
Amount paid for acquisition of fixed assets	(1,574,460)	(2,943,270)
<b>Net cash used in investing activities (B)</b>	<b>(1,574,460)</b>	<b>(2,943,270)</b>
<b>Cash flow from financing activities</b>		
Proceeds from issue of equity shares		
Receipt/ (payment) of short-term borrowings	25,138	293,356
Proceeds/(Payment) from/of long-term borrowings	(318,494)	1,134,692
Finance cost	(1,121,796)	(1,348,589)
<b>Net cash flow generated from / (used in) financing activities (C)</b>	<b>(1,415,152)</b>	<b>79,459</b>
Net decrease in Cash and Cash equivalents (A+B+C)	17,289,646	23,263,241
Cash and cash equivalents at the beginning of the year	206,581,142	183,317,900
<b>Cash and cash equivalents at the end of the year</b>	<b>223,870,788</b>	<b>206,581,142</b>
<b>Cash and cash equivalents comprise of:</b>		
Cash in hand	6,847	10,869
<b>Balances with banks:</b>		
- in current accounts	10,160,274	16,805,007
- in deposit accounts including accrued interest	219,092,175	193,037,242
<b>Overdraft Account :</b>		
Bank overdraft	(5,388,508)	(3,271,976)
	<b>223,870,788</b>	<b>206,581,142</b>

As per our report of even date attached.

For and on behalf of the Board of Directors

#### For SCM Associates

Chartered Accountants

Firm Registration Number :314173E



**ACCESS DEVELOPMENT SERVICES**  
**CASH FLOW STATEMENT FOR THE YEAR ENDING 31ST MARCH 2019**

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**Prakhar Banthiya**

Partner

Membership Number : 088526

**Vipin Sharma**

CEO Chairperson

DIN: 02565320

**Arvind Mayaram**

Chairperson

DIN: 00080262

**Place : New Delhi**

**Date : 18/09/2019**

**Place : New Delhi**

**Date : 18/09/2019**

**Place : New Delhi**

**Date : 18/09/2019**

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

### NOTE 1: SIGNIFICANT ACCOUNTING POLICIES

#### CORPORATE INFORMATION

Access Development Services is a not for profit organization engaged mainly in promotion of microfinance and livelihood activities. It has been licensed by the Government of India to operate under section 8 of the Indian Companies Act 2013 (erstwhile section 25 of the Companies Act, 1956) on certain conditions, mainly being that the company shall apply its surplus, if any, or other income solely in promoting its objects, and is prohibited from payment of any dividend to its members. Further, the Company is registered under Section 12A of the Income Tax Act, 1961 with effect from April 1, 2006.

#### 1.1 BASIS OF ACCOUNTING AND PREPARATION OF FINANCIAL STATEMENTS

The Financial Statements are prepared to comply in all material aspects with all the applicable accounting principles in India, the applicable accounting standards notified under the Companies Act, 2013 and the relevant provisions of the Companies Act, 2013.

The company follows mercantile system of accounting and recognizes significant items of income and expenditure on accrual basis. Wherever it is not possible to determine the quantum of accrual with reasonable certainty, the same is accounted for on cash basis.

#### 1.2 USE OF ESTIMATES

The preparation of financial statement in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amount of assets and liabilities on the date of financial statements. Actual results could differ from those estimates. Any revision to accounting estimates is recognized in future periods.

#### 1.3 FIXED ASSETS

Tangible fixed assets are stated at cost of acquisition including taxes, duties, freight, and other incidental expenses related to acquisition and installation and are recognized at cost less depreciation. Intangible fixed assets comprising computer software are stated at their cost of acquisition and amortized over the estimated useful life.

#### 1.4 IMPAIRMENT OF ASSETS

Management periodically assesses whether there is an indication that an asset may be impaired. In case of such an indication, the management estimates the recoverable amount of the asset. If the recoverable amount of an asset is less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount and the difference is recognized as impairment loss.

#### 1.5 CASH AND CASH EQUIVALENTS (FOR PURPOSES OF CASH FLOW STATEMENT)

Cash comprises cash in hand, savings accounts and demand deposits with banks and also includes the overdraft facility from the bank.

Cash equivalents are short-term balances (with an original maturity of three months or less from the date of acquisition), highly liquid investments that are readily convertible into known amounts of cash and which are subject to insignificant risk of changes in value.

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

### 1.6 CASH FLOW STATEMENT

Cash flows are reported using the indirect method, whereby net surplus during the year is adjusted for the effects of transactions of non-cash nature and any deferrals or accruals of past or future cash receipts or payments. The cash flows from operating, investing and financing activities of the Company are segregated based on the available information.

### 1.7 DEPRECIATION AND AMORTISATION

Depreciation has been provided on the written down value method using the rates arrived at based on useful lives provided in Schedule II to the Companies Act, 2013.

Intangible assets are amortised over their estimated useful life of the asset.

Leasehold improvements are depreciated over the period of lease.

The estimated useful life of the intangible assets and the amortisation period are reviewed at the end of each financial year and the amortisation method is revised to reflect the changed pattern.

Depreciation on the amount capitalized on account of foreign exchange difference is provided over the residual life of assets.

### 1.8 REVENUE RECOGNITION

(i) Grants received for a specific purpose, are recognized as income to the extent of expenditure incurred during the year.

(ii) Conference receipts are recognized as income to the extent of actual receipts made during the year.

(iii) Revenue from consultancy contracts is recognized as per the terms of agreement for each contract.

(iv) Grants received in form of fixed assets or kinds other than cash are not valued or accounted for in the books of account. Proceeds from sale of fixed assets received in grant is considered as other income.

### 1.9 CAPITAL ASSET FUND

Assets purchased out of grants received for a specific purpose are expensed in the year of purchase. These assets are also capitalized with the creation of a corresponding capital asset fund.

Depreciation during the year on assets acquired out of grants received for a specific purpose is transferred to the capital asset fund.

### 1.10 FOREIGN CURRENCY TRANSACTIONS

Transactions in foreign currency are recorded at the exchange rate prevailing at the date of the transaction. Monetary items denominated in foreign currency are restated at the year end exchange rates. Resultant exchange differences arising on settlement of transactions and/or restatements are recognized as Income or Expense in the year.

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

### 1.11 INVESTMENTS

Investments are classified into current investments and Long term investments.

Current investments are valued at cost or market / fair value, whichever is lower.

Long term investments are valued at cost. Provision for diminution is made only if, in the opinion of the management, such a decline is permanent in nature.

### 1.12 EMPLOYEE BENEFITS

#### DEFINED CONTRIBUTION PLANS

**Provident Fund** - All employees of the Company are entitled to receive benefits under the Provident Fund, which is a defined contribution plan. Both the employee and the employer make monthly contributions to the plan at a predetermined rate (presently 12%) of the employees' basic salary. These contributions are made to the fund administered and managed by the Government of India. The Company's contribution to the scheme is expensed off in the Income and Expenditure Account in the year when the amounts are due. The Company has no further obligations under the plan beyond its monthly contributions.

#### DEFINED BENEFIT PLANS

**Gratuity** - Gratuity is a post employment defined benefit plan. The liability recognized in the balance sheet in respect of gratuity is the present value of the defined benefit obligation at the balance sheet date less the fair value of plan assets. The defined benefit obligation is calculated annually at the year end by an independent actuary using the projected unit credit method. Actuarial gains and losses are recognized as an income or expense in the Income and Expenditure Account in the year in which they arise.

#### OTHER LONG-TERM EMPLOYEE BENEFITS

**Leave Encashment** - Liability in respect of Leave Encashment is provided both for encashable leave and those expected to be availed based on actuarial valuation and estimate based on actual leave available for availment, which considers undiscounted value of the benefits expected to be paid/availed during the next one year and appropriate discounted value for the benefits expected to be paid/availed after one year. Actuarial gains and losses are recognized as an income or expense in the Income and Expenditure Account in the year in which they arise.

**Sick Leave** - The Company provides sick leave of six days per financial year to each employees on pro-rata basis. Unclaimed sick leave can be carried forward to next financial year and can be availed for a maximum of 45 days with full pay and next 45 days with half pay, subject to maximum accumulation of 90 days. Accumulated sick leave is not encashable, however the Company calculates the liability on CTC of the employees and make provision as per actrual valuation as at the Balance Sheet date.

### 1.13 LEASES

Lease rent payments pertaining to cancellable operating leases are charged to the income and expenditure account on the basis of the terms of the lease agreement over the period of lease on payment basis.



## **NOTES FORMING PART OF THE FINANCIAL STATEMENTS**

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(All amount in Indian Rupees)

### **1.14 EARNINGS PER SHARE**

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The earnings considered in ascertaining the Company's EPS comprises the excess of income over expenditure. The number of shares used in computing basic EPS is the weighted average number of shares outstanding during the year.

### **1.15 PROVISIONS AND CONTINGENCIES**

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Provisions are recognized when the company has a present obligation as a result of past events for which it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate can be made. Provision required settling the obligation are reviewed regularly and are adjusted where necessary to reflect the current best estimate of the obligation.

### **1.16 PRIOR PERIOD ITEMS**

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Expenses/income pertaining to previous financial year is to be shown separately from the figure of current financial year.

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

	As at 31st March 2019	As at 31st March 2018
<b>Note 2: Share capital</b>		
Authorised share capital 50,000 (previous year 50,000) equity shares of Rs. 10 each	500,000	500,000
Issued and subscribed share capital 40 (previous year 40) equity shares of Rs. 10 each.	400	400
	400	400
Paid up share capital 40 (previous year 40) equity shares of Rs. 10 each fully paid up	400	400
	400	400

## DETAILS OF SHARES HELD BY THE HOLDING COMPANY, THE ULTIMATE HOLDING COMPANY, THEIR SUBSIDIARIES AND ASSOCIATES:

	As at 31st March 2019		As at 31st March 2018	
	Number of shares held	Percentage	Number of shares held	Percentage
ACCESS Holding Venture India Pvt. Ltd.	20	50%	20	50%
Assist Employee Welfare Trust, through Ms.Radhika Agashe Mathur	20	50%	20	50%

## DETAILS OF SHAREHOLDERS HOLDING MORE THAN 5% OF AGGREGATE SHARES IN THE COMPANY

	As at 31st March 2019		As at 31st March 2018	
	Number of shares held	Percentage	Number of shares held	Percentage
ACCESS Holding Venture India Pvt. Ltd.	20	50%	20	50%
Assist Employee Welfare Trust, through its Executive Director Ms. Radhika Agashe	20	50%	20	50%

## Reconciliation of the number of equity shares outstanding at the beginning and at the end of the year

Number of shares outstanding at the beginning of the year	40	40
Number of shares outstanding at the end of the year	40	40

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

	As at 31st March 2019	As at 31st March 2018
<b>Note 3: Reserve and surplus</b>		
<b>Capital Reserve</b>		
<b>General Corpus fund</b>		
Balance at the beginning of the year	9,800,000	9,800,000
Add: Addition during the year	-	-
Less: Utilised during the year	-	-
<b>(a)</b>	<b>9,800,000</b>	<b>9,800,000</b>
<b>LIIF Corpus fund</b>		
Balance at the beginning of the year	135,671,597	133,225,483
Add: Addition during the year	-	-
Add : Interest earned on term deposits made of LIIF	9,756,039	10,045,780
Less: Expenses incurred related with LIIF	6,849,618	5,968,924
<b>Surplus before provisioning</b>	<b>2,906,421</b>	<b>4,076,856</b>
Less : Reserve fund for contingent liability @15%	435,963	611,528
Less : Reserve fund for promotional activities @25%	726,605	1,019,214
<b>(b)</b>	<b>137,415,450</b>	<b>135,671,597</b>
<b>Contingent liability fund (LIIF)</b>		
Balance at the beginning of the year	5,792,899	5,181,371
Add: Transfer during the year from LIIF Corpus fund	435,963	611,528
Less: Utilised during the year	-	-
<b>(c)</b>	<b>6,228,862</b>	<b>5,792,899</b>
<b>Promotional activities fund (LIIF)</b>		
Balance at the beginning of the year	9,654,832	8,635,618
Add: Transfer during the year from LIIF Corpus fund	726,605	1,019,214
Less: Utilised during the year	-	-
<b>(d)</b>	<b>10,381,437</b>	<b>9,654,832</b>
<b>Total Corpus fund</b>	<b>(a+b+c+d) 163,825,750</b>	<b>160,919,329</b>

The Company has received Rs. 11.25 Crores from CARE (Cooperative for Assistance and Relief Everywhere Inc.) as (RLF) Revolving Loan Fund, pursuant to the RLF exit agreement entered between CARE and United Kingdom's Department for International Development (DFID). The RLF is to be used to provide loan funds to promote livelihoods and microfinance by way of Term loan, Short term working capital loan, Asset finance loan, MFI incubation loan, Loan guarantee and Livelihood innovations. On the basis of the agreement entered with CARE, the Company has treated it under Corpus Fund as Livelihoods Innovation and Investment Fund (LIIF).

In terms of the agreement entered between the Company and CARE the LIIF has been increased by the income earned from investment of LIIF net of expenses; and Contingent liability fund and Promotional activities fund has been created @ 15% and 25% respectively, of the net income from investment of LIIF.

### Capital asset fund

Balance at the beginning of the year	915,923	1,073,740
Add: Fixed assets acquired out of grants during the year	1,331,336	276,818
Less: Cost of fixed asset written off (net of accumulated depreciation)	-	259,438
Less: Depreciation (transferred from income and expenditure account)	558,419	730,312
Add : Fixed assets charged to programme	-	555,114
	<b>1,688,839</b>	<b>915,923</b>

### Reserve and surplus

Balance at the beginning of the year	18,743,988	17,025,076
Add: Excess of income of general fund over expenditure during the year	(5,341,241)	1,718,912
	<b>13,402,747</b>	<b>18,743,988</b>
	<b>178,917,337</b>	<b>180,579,239</b>

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

		As at 31st March 2019	As at 31st March 2018
<b>Note 4: Long-term borrowings</b>			
<b>Secured</b>			
Vehicle Loan		816,198	1,134,692
		9,800,000	9,800,000
<b>Note 5: Long term provisions</b>			
<b>Employee benefits</b>			
Provision for compensated absences	[See Note 28]	1,822,036	1,658,813
Provision for gratuity	[See Note 28]	3,879,791	3,075,864
Provision for sick leave	[See Note 28]	1,890,189	1,020,149
		7,592,016	5,754,826
<b>Note 6: Short term borrowings</b>			
<b>Secured</b>			
Bank overdraft*		5,388,508	3,271,976
Current Maturity of long term debt		318,494	293,356
		5,707,002	3,565,332
<b>* The Company has availed overdraft facility of Rs. 1.94 Crores (Previous Year Rs. 1.94 Crores) by way of pledging of fixed deposit of Rs. 2.31 Crores (Previous Year Rs. 2.31 Crores).</b>			
<b>Note 7: Trade payables</b>			
Sundry creditors		4,401,459	698,429
Other payables		229,006	496,913
		4,630,465	1,195,341
<b>Note 8: Other current liabilities</b>			
Duties and taxes		2,630,216	1,239,021
ESI & EPF Payable		561,990	730,570
Festival allowance payable		268,944	297,180
Interest due but not paid on borrowings		2,573	6,968
Income received in advance		74,054,082	38,914,547
Advance from customers		147,332	581,831
Other reimbursable expenses		-	877,922
Reimbursable expenses to staff		411,278	675,069
Other liabilities		-	15,875
		78,076,414	43,338,983
<b>Note 9: Short-term provisions</b>			
<b>Employee benefits</b>			
Provision for compensated absences	[See Note 28]	1,183,586	1,013,928
Provision for gratuity	[See Note 28]	2,632,181	2,074,833
Provision for sick leave	[See Note 28]	29,280	25,282
		3,845,047	3,114,043
<b>Note 11: Long term loans and advances</b>			
Planned asset against gratuity obligation			
Security deposits	[See Note 28]	2,500,000	-
Income tax refund receivable		824,800	917,990
		14,435,191	9,892,424
		17,759,991	10,810,414
<b>Note 12: Accounts receivable</b>			
<i>(Unsecured, considered good by management)</i>			
Outstanding for a period exceeding six months from the date they were due for payment		-	-
Others		241,238	-
		241,238	-



## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

	As at 31st March 2019	As at 31st March 2018
<b>Note 13: Cash and cash equivalents</b>		
<b>Cash in hand</b>	6,847	10,869
<b>Balances with banks</b>		
-Savings bank accounts *	10,160,274	16,805,007
-Term deposit accounts #	212,840,569	191,740,569
-Interest accrued on term deposit accounts	6,251,606	1,296,673
	<b>229,259,296</b>	<b>209,853,118</b>
* Savings account includes Rs. 32,92,875 (Previous year Rs. 27,09,905) lying in designated FCRA bank accounts)		
# Term deposits created out of FCRA funds are Rs. 19.53 Crores, which includes fixed deposits on account of Corpus Fund - Rs. 13.92 Crores ( Previous Year Rs. 13.92 Crores).		
Out of total deposits, fixed deposits amounting to Rs. 2.31 Crores (Previous Year Rs. 2.31 Crores) have been pledged as security against the overdraft facility of Rs. 1.94 Crores (Previous Year Rs. 1.94 Crores) with Axis Bank.		
<b>Note 14: Short term loans and advances</b>		
Security deposits	302,950	510,000
Loans and advances	706,999	1,194,220
Prepaid expenses	674,481	664,186
Advances to Staff	284,667	16,700
	<b>1,969,097</b>	<b>2,385,106</b>
<b>Note 15: Other current assets</b>		
Grants receivable	14,961,133	1,510,999
Receivables from other development organisations	10,864,737	8,686,821
Contractually reimbursable expenses	8,515	82,149
Other receivables	7,998	415,476
	<b>25,842,383</b>	<b>10,695,445</b>

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

### NOTE 10 : PROPERTY, PLANT AND EQUIPMENTS

(All amount in Indian Rupees)

PARTICULARS	GROSS BLOCK				DEPRECIATION				NET BLOCK		
	As at 1st April 2018	Additions during the year	Deletion during the year	As at 31st March 2019	As at 1st April 2018	Additions during the year	Charged to Reserve & Surplus	Deletion during the year	As at 31st March 2019	As at 31st March 2019	As at 31st March 2018
<b>Tangible assets</b>											
Furniture and fixtures	2,541,314	40,477	-	2,581,791	2,230,054	72,885	-	-	2,302,938	278,853	311,261
Vehicles	3,911,025	309,073	-	4,220,098	1,702,220	589,079	-	-	2,291,299	1,928,799	2,208,805
Office equipments	3,423,717	326,504	110,225	3,639,996	3,050,164	201,282	-	100,186	3,151,260	488,736	373,553
Leasehold improvements	1,819,814	-	-	1,819,814	370,200	687,282	-	-	1,057,482	762,332	1,449,614
Computer hardwares	6,030,282	801,422	-	6,831,704	5,459,361	411,999	-	-	5,871,361	960,343	570,921
<b>Subtotal (a)</b>	<b>17,726,152</b>	<b>1,477,476</b>	<b>110,225</b>	<b>19,093,403</b>	<b>12,811,999</b>	<b>1,962,527</b>	<b>-</b>	<b>100,186</b>	<b>14,674,340</b>	<b>4,419,063</b>	<b>4,914,153</b>
<b>Intangible assets</b>											
Computer software	299,440	121,784	-	421,224	274,818	52,594	-	-	327,412	93,812	24,622
<b>Subtotal (b)</b>	<b>299,440</b>	<b>121,784</b>	<b>-</b>	<b>421,224</b>	<b>274,818</b>	<b>52,594</b>	<b>-</b>	<b>-</b>	<b>327,412</b>	<b>93,812</b>	<b>24,622</b>
<b>Total</b>	<b>18,025,592</b>	<b>1,599,260</b>	<b>110,225</b>	<b>19,514,627</b>	<b>13,086,817</b>	<b>2,015,122</b>	<b>-</b>	<b>100,186</b>	<b>15,001,753</b>	<b>4,512,874</b>	<b>4,938,775</b>
<b>Previous year</b>	<b>16,494,876</b>	<b>2,943,270</b>	<b>1,412,554</b>	<b>18,025,592</b>	<b>12,805,036</b>	<b>1,434,897</b>	<b>-</b>	<b>1,153,116</b>	<b>13,086,817</b>	<b>4,938,775</b>	<b>3,689,840</b>

### NOTE 10.1: PROPERTY, PLANT AND EQUIPMENTS ACQUIRED OUT OF GRANT FUNDS

(All amount in Indian Rupees)

PARTICULARS	GROSS BLOCK				DEPRECIATION				NET BLOCK		
	As at 1st April 2018	Additions during the year	Deletion during the year	As at 31st March 2019	As at 1st April 2018	Additions during the year	Charged to Reserve & Surplus	Deletion during the year	As at 31st March 2019	As at 31st March 2019	As at 31st March 2018
<b>Tangible assets</b>											
Furniture and fixtures	1,243,021	40,477	-	1,283,498	1,069,502	43,739	-	-	1,113,241	170,257	173,519
Vehicles	1,587,041	309,073	-	1,896,114	1,461,298	48,312	-	-	1,509,611	386,503	125,743
Office equipments	1,741,468	139,764	-	1,881,232	1,541,706	100,632	-	-	1,642,337	238,895	199,762
Computer hardwares	4,092,377	801,422	-	4,893,799	3,678,982	357,154	-	-	4,036,136	857,664	413,395
<b>Subtotal (a)</b>	<b>8,663,907</b>	<b>1,290,736</b>	<b>-</b>	<b>9,954,643</b>	<b>7,751,488</b>	<b>549,836</b>	<b>-</b>	<b>-</b>	<b>8,301,324</b>	<b>1,653,319</b>	<b>912,419</b>
<b>Intangible assets</b>											
Computer software	21,210	40,600	-	61,810	17,706	8,583	-	-	26,289	35,521	3,504
<b>Subtotal (b)</b>	<b>21,210</b>	<b>40,600</b>	<b>-</b>	<b>61,810</b>	<b>17,706</b>	<b>8,583</b>	<b>-</b>	<b>-</b>	<b>26,289</b>	<b>35,521</b>	<b>3,504</b>
<b>Total</b>	<b>8,685,117</b>	<b>1,331,336</b>	<b>-</b>	<b>10,016,453</b>	<b>7,769,194</b>	<b>558,419</b>	<b>-</b>	<b>-</b>	<b>8,327,614</b>	<b>1,688,840</b>	<b>915,923</b>
<b>Previous year</b>	<b>9,820,853</b>	<b>276,818</b>	<b>1,412,554</b>	<b>8,685,117</b>	<b>8,337,127</b>	<b>585,183</b>	<b>-</b>	<b>1,153,116</b>	<b>7,769,194</b>	<b>915,923</b>	<b>1,483,726</b>

The addition in fixed assets, depreciation and deletion in fixed assets net of depreciation has been charged off to the capital asset fund.

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

	for the year ending 31st March 2019	for the year ending 31st March 2018
<b>Note 16: Revenue from operations</b>		
Grant income	123,366,330	116,818,864
Conference receipts	2,992,331	4,451,953
Consultancy income	16,198,305	13,717,107
	142,556,966	134,987,924
<b>Note 17: Other income</b>		
Interest from term deposits	6,142,685	4,973,630
Interest on income tax refund	-	1,086,618
Liabilities / provisions no longer required written back	-	197,351
Profit on sale of fixed assets	14,761	-
Proceeds from sale of fixed assest received as grant	146,500	4,083
Net gain on foreign currency transactions and translation	2,478	-
Miscellaneous income	250,625	370,330
	6,557,049	6,632,012
<b>Note 18: Programme expenses</b>		
Project activity expenses	30,669,593	34,191,989
Consultancy	39,543,551	37,790,356
Travelling expenses	8,031,342	6,711,982
Fixed assets given to beneficiaries	801,991	-
Fixed assets charged to programme	1,331,336	831,932
	80,377,813	79,526,260
<b>Note 19: Employee benefit expenses</b>		
Salary and allowances	48,840,580	39,613,854
Contribution to employee's provident fund	3,794,992	2,554,873
Gratuity	1,421,401	690,310
Compensated absences	643,920	584,266
Sick Leave	874,038	(836,500)
Other employee related costs	1,477,151	1,056,230
	57,052,082	43,663,033
<b>Note 20: Finance costs</b>		
Interest paid on borrowings	1,121,796	1,348,589
	1,121,796	1,348,589
<b>Note 21: Depreciation and amortisation</b>		
Depreciation on fixed tangible assets	1,962,527	1,389,793
Amortisation of intangible assets	52,594	45,103
	2,015,122	1,434,897
Less: Depreciation charged to capital asset fund	558,419	730,312
	1,456,702	704,585

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

	for the year ending 31st March 2019	for the year ending 31st March 2018
<b>Note 22: Other expenses</b>		
<b>Administrative costs</b>		
Board meeting expenses	24,341	24,000
Directors sitting fees	100,000	50,000
Other meeting expenses	310,510	183,911
Electricity expenses	759,037	687,254
Communication expenses	1,565,888	1,859,180
Legal and professional expenses	458,236	464,432
Printing and stationary expenses	757,785	1,554,727
Insurance expenses	113,312	83,486
Rent	4,355,423	4,392,474
Office expenses	595,232	1,693,713
Repair and maintenance expenses	1,177,236	459,139
Vehicle running and maintenance expenses	464,334	331,909
Travelling and conveyance	2,968,874	2,698,984
Bank charges	141,793	65,364
Net loss on foreign currency transactions and translation	-	51,123
Other expenses	20,324	58,861
Unrecoverable debts written off	583,433	-
Miscellaneous expense	49,325	-
Rates and taxes	1,780	-
	<b>14,446,862</b>	<b>14,658,557</b>



## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

### Note 23 : Related party disclosure

As per Accounting Standard 18, the disclosures of transactions with related parties are given below:

Relationship	Name of related parties
<b>Other organisations where significant influence exists and having transactions during the year</b>	Access Assist Ode to Earth Enterprises Private Limited ACCESS Holding Venture India Pvt.Ltd.
Key Managerial Personnel	Mr. Vipin Sharma- Chief Executive Officer

### Transactions with related parties during the year in the ordinary course of business at commercial terms

#### Remuneration to Key Managerial Personnel

	for the year ending 31st March 2019	for the year ending 31st March 2018
Salary and allowances	7,624,428	7,062,925
Employer's contribution to benefit funds	484,914	449,208
	8,109,342	7,512,133

The above amounts are included in salary and contribution to employee benefit funds.

The above disclosure is excluding group insurance benefits, as the same is on basis of premium paid to insurance company as the amount pertaining to individual employees is not available separately.

The provision for gratuity and leave encashment liability is taken on an overall basis based on actuarial valuation and separate figure applicable to an employee is not available and therefore, the same has not been taken into account in the above disclosure.

#### Transactions with other organisations where significant influence exists

	for the year ending 31st March 2019	for the year ending 31st March 2018
<b>Access Assist</b>		
Consultancy services received from Access Assist	-	350,000
Allocation of administrative expenses	-	73,205
Unsecured loans provided during the year	-	2,150,000
Unsecured loans received back during the year	-	2,269,053
Consultancy services provided to Access Assist	3,157,412	225,000
	3,157,412	5,067,258
<b>Ode to Earth Enterprises Private Limited</b>		
Payment for consultancy services received	290,254	-
Payment for programme related expenses	190,851	442,900
Purchase of programme related materials	-	719,280
	481,105	1,162,180
<b>ACCESS Holding Venture India Private Limited</b>		
Consultancy provided	-	64,505
Consultancy services received (including GST)	1,475,000	-
	1,475,000	64,505

The company has entered into Memorandum of Understanding with it's group organisations (entities under common management) regarding cost sharing of expenses incurred on various projects of social, economic and other development related work including organising microfinance summit, which the above organisations executes jointly with the Company.

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

### Balance outstanding at the year end of the related parties

	As at 31st March 2019	As at 31st March 2018
<b>Receivables</b>		
Access Assist	2,784,468	-
Ode to Earth Enterprises Private Limited	159,655	87,280
	2,944,123	87,280
<b>Payables</b>		
ACCESS Holding Venture India Pvt. Ltd.	1,046,047	-
Expenses reimbursable to Key Management Personnel	-	46,856
	-	46,856

### Note 24 : Earnings per share

The following reflects the profit and share data used in the basic and diluted EPS computations

	for the year ending 31st March 2019	for the year ending 31st March 2018
Net profit after tax attributable to equity shareholders (A)	(2,434,820)	5,795,768
Weighted average number of equity shares outstanding during the year - (B)	40	40
Nominal value of equity share 10 10	10	10
<b>Basic /diluted earnings per share (Rs.) - (A)/(B)</b>	<b>(60,870)</b>	<b>144,894</b>

### Note 25 : Receipt in foreign currency

	for the year ending 31st March 2019	for the year ending 31st March 2018
Conference receipts	259,682	225,569
Reimbursement	32,944	73,867
Grant income	42,745,571	39,475,284
	43,038,198	39,774,720

### Note 26 : Expenditure in foreign currency (on payment basis)

	for the year ending 31st March 2019	for the year ending 31st March 2018
Travelling & lodging expenses	507,318	410,079
Training/Course Fee	737,064	-
	1,244,382	410,079

### Note 27 : Auditor's remuneration

	for the year ending 31st March 2019	for the year ending 31st March 2018
Statutory audit fees (including GST)	265,500	265,500
Expenses reimbursed	26,550	26,550
	292,050	292,050

### Note 27 : Auditor's remuneration

#### Defined contribution plan

During the year, the Company has recognized the following amounts in the Income and Expenditure Account.

	for the year ending 31st March 2019	for the year ending 31st March 2018
Employer's contribution to employee provident fund	3,794,992	2,554,873
	3,794,992	2,554,873

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

### Defined benefit plans

In accordance with Accounting Standard 15 (Revised), actuarial valuation was done in respect of the aforesaid defined benefit plans based on the following assumptions:

	As at 31st March 2019	As at 31st March 2018
<b>Reconciliation of present value of the defined benefits obligation :</b>		
Obligation at beginning of year	5,150,697	4,308,950
Interest Cost	392,998	324,895
Service Cost	946,418	851,254
Benefits paid	60,125	-
Actuarial gain/(loss) on obligation	81,984	(334,402)
Obligation at end of year	6,511,972	5,150,697
<b>The major categories of planned assets</b>		
Funds managed by insurer	2,500,000	-
	2,500,000	-
<b>Current / Non Current</b>		
Current liability	2,632,181	2,074,833
Non current liability	3,879,791	3,075,864
	6,511,972	5,150,697
<b>Expense recognized during the year in the income and expenditure account:</b>		
Current service cost	946,418	851,254
Interest cost	392,998	324,895
Actual return on plan assets	-	-
Net actuarial gain/(loss) recognized in the period	81,984	(334,402)
Expenses to be recognized in the income and expenditure account	1,421,400	841,747
<b>Reconciliation of gratuity expenses recognised in the income and expenditure account</b>		
Expenses recognised under employee benefit expenses	1,421,400	690,310
Amount charged under expenses related to LIIF Corpus fund	-	151,437
	1,421,400	841,747
<b>Compensated absences</b>		
	As at 31st March 2019	As at 31st March 2018
<b>Reconciliation of present value of the defined benefits obligation :</b>		
Obligation at beginning of year	2,672,741	2,435,517
Interest Cost	203,930	183,638
Service Cost	446,173	496,462
Benefits paid	311,041	384,636
Actuarial gain/(loss) on obligation	(6,181)	(58,240)
Obligation at end of year	3,005,622	2,672,741
<b>Current / Non Current</b>		
Current liability	1,183,586	1,013,928
Non current liability	1,822,036	1,658,813
	3,005,622	2,672,741

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

### Compensated absences

	As at 31st March 2019	As at 31st March 2018
<b>Expense recognized during the year in the income and expenditure account:</b>		
Current service cost	446,173	496,462
Interest cost	203,930	183,638
Actual return on plan assets	-	-
Net actuarial (gain)/ loss recognized in the period	(6,181)	(58,240)
Expenses to be recognized in the income and expenditure account	643,922	621,860
<b>Reconciliation of leave encashment expenses recognised in the income and expenditure account</b>		
Expenses recognised under Employee benefit expenses	643,922	584,266
Amount charged under expenses related to LIIF Corpus fund	-	37,594
	643,922	621,860
<b>Sick Leave</b>		

	As at 31st March 2019	As at 31st March 2018
<b>Reconciliation of present value of the defined benefits obligation :</b>		
Obligation at beginning of year	1,045,431	1,881,931
Interest Cost	79,766	145,097
Service Cost	243,317	172,181
Benefits paid	-	-
Actuarial (gain)/loss on obligation	550,955	(1,153,778)
Obligation at end of year	1,919,469	1,045,431
<b>Current / Non Current</b>		
Current liability	29,280	25,282
Non current liability	1,890,189	1,020,149
	1,919,469	1,045,431
<b>Expense recognized during the year in the income and expenditure account:</b>		
Current service cost	243,317	172,181
Interest cost	79,766	145,097
Actual return on plan assets	-	-
Net actuarial (gain)/ loss recognized in the period	550,955	(1,153,778)
Expenses to be recognized in the income and expenditure account	874,038	(836,500)
<b>Reconciliation of sick leave expenses recognised in the income and expenditure account</b>		
Expenses recognised under employee benefit expenses	874,038	(836,500)
Amount charged under expenses related to LIIF Corpus fund	-	-
Amount charged under expenses related Access Assist	-	-
Amount charged under expenses related Access Holding Venture	-	-
	874,038	(836,500)
<b>Actuarial assumptions</b>		
Mortality Table	IALM 2006-08	IALM 2006-08
Discount Rate	7.63%	7.71%
Expected Rate of increase in compensation levels (per annum)	6.00%	6.00%
Expected Average remaining working lives of employees (years)	20.91	22.12

The estimates of increase in compensation levels considered in the actuarial valuation takes into account factors like inflation, future salary increases, seniority, promotion, supply and demand in the employment market etc.



## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

(All amount in Indian Rupees)

### Note 29 : Disclosures required under Section 22 of the MSMED Act, 2006

Information required to be disclosed under the Micro, Small and Medium Enterprises Development Act, 2006 has been determined to the extent such parties have been identified on the basis of information available with the Company. As represented by the management there are no Micro, Small and Medium enterprises to whom the Company owes dues, which are outstanding for more than 45 days as at March 31, 2019.

### Note 30 : Taxation

The company is a not for profit organization engaged mainly in promotion of microfinance and livelihood activities and the company is registered under Section 12A of the Income Tax Act, 1961 with effect from April 1, 2006.

The management believes that the activities of the companies are covered within the definition of the charitable purpose as defined in section 2(15) of the Income tax Act, 1961 and accordingly the company has not provided for tax in the current year and previous years.

### Note 31 : Provision for overdue receivables

The balances of loans and advances and other receivables are subject to confirmations. As at the end of reporting year the management has made no provision (Previous year Rs. Nil) in respect of certain overdue receivables.

In the opinion of the management, other current assets, loans and advances have a value on realization in ordinary course of business, at least equal to the amount at which they are stated.

### Note 32 : Applicability of accounting standards

The company is a small and medium sized company (SMC) as defined in the general instruction in respect of accounting standards notified under the Companies Act. Accordingly, the company has complied with the Accounting Standards as applicable to Small and Medium Sized Company.

As per the exemptions/relaxations as contained in the notification, AS-17 Segment reporting and certain disclosure requirements of AS- 19 Leases, AS-29 Provisions, Contingent Liabilities and Contingent Assets are not applicable to the company for the reporting period.

### Note 33 : Applicability of Schedule III of Companies Act, 2013

These financial statements have been prepared in the format prescribed by the Schedule III to the Companies Act 2013. Previous year's figures have been regrouped and rearranged, wherever necessary, to confirm to the current year's classification.

As per our report of even date attached.

For and on behalf of the Board of Directors

#### For SCM Associates

Chartered Accountants

Firm Registration Number :314173E

#### Prakhar Banthiya

Partner

Membership Number : 088526

#### Vipin Sharma

CEO Chairperson

DIN: 02565320

#### Arvind Mayaram

Chairperson

DIN: 00080262

Place : New Delhi

Date : 18/09/2019

Place : New Delhi

Date : 18/09/2019

Place : New Delhi

Date : 18/09/2019



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SERVICES,  
22, HAUZ KHAS VILLAGE, NEW  
DELHI -110016



011 - 490 50255



[info@accessdev.org](mailto:info@accessdev.org)

