



ACCESS DEVELOPMENT SERVICES

enabling economic empowerment

Annual Report 2017–18



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Vision:

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

Mission:

To build the capacity of community - based institutions that deliver relevant financial and livelihood development services to the poor and unreached households.



Background

Considering the scale of poverty in India, ACCESS set out on its mission in 2006 to work towards providing sustainable livelihoods solutions and impacting poverty at scale.

ACCESS Development Services was instituted in 2006 as a Section 25 Not-For-profit Company. While ACCESS had the expertise and legacy on providing technical services to small and fledging MFIs; it was realized quite early that to impact poverty, it is essential to provide more comprehensive and composite livelihoods solutions to the poor. Starting its uphill journey to provide sustainable livelihoods solutions, the first challenge was to develop innovative models to impact poverty at scale and more so improve livelihoods of the vulnerable. The second challenge was to build its experiences and expertise on livelihoods and the third was to build new partnerships.

In the last 12 years, negotiating through various challenges, continuously adapting and innovating models and forging new generation partnerships, ACCESS has been able to contribute towards improved livelihoods of over 2,90,000 small producers (both in the farm and non-farm sector). Working across 30 project locations in the country and supported by about __ donor organizations, ACCESS is working towards improving the lives of the vulnerable population.

Recognizing that to provide comprehensive and sustainable livelihoods solutions to the poor, it is essential to work across the value chain, ACCESS designed its initiatives to work across the spectrum in the sector. The initiatives were designed in a 3-Tier format. At Tier I, ACCESS works on the ground, with the communities to incubate innovations. At Tier II, ACCESS's work focuses on providing technical and professional support to various large scale programs, government programs and other organizations. Also realizing the huge bottleneck of access to markets faced by small producers, ACCESS initiated Ode to Earth to provide holistic market facilitation support to producers' organizations across the sector. At Tier III, ACCESS makes efforts towards creating sectoral consensus, development strategies as well as supporting policies. The two national platforms i.e. Microfinance India restyled as Inclusive Finance India and Livelihoods Asia have been well recognized and established to address the Tier III strategic commitments of ACCESS.



About Us

ACCESS was established as a section 8 (formerly section 25) company in March 2006 to promote sustainable livelihoods of the poor. Over the last decade, ACCESS has gained significant credibility for incubating innovations in livelihoods promotion that has helped in transitioning the economic lot of the poor from subsistence to sustainable levels. The ACCESS mandate emanates from the analysis that the poor continue to teeter on the brink of subsistence due to lack of access to resources, services, information, finance and markets and only composite models will deliver durable outcomes. The lack of social capital further perpetuates their vulnerability. Several inventive and integrated models in livelihoods strengthening have been developed by ACCESS which have helped the poor to overcome these impediments. ACCESS seeks to promote “inclusive value chains” that help primary producers to better negotiate the marketplace and enable greater accrual of benefits for themselves from the value chain.

ACCESS works both in rural as well as in urban areas. Currently ACCESS has 32 on-going programmes and works in 9 states in India with over 70 full time professionals in managerial positions and 250 field staff to support programme implementation, reaching over 230,000 poor households. ACCESS envisions reaching 1 million poor households by 2021.

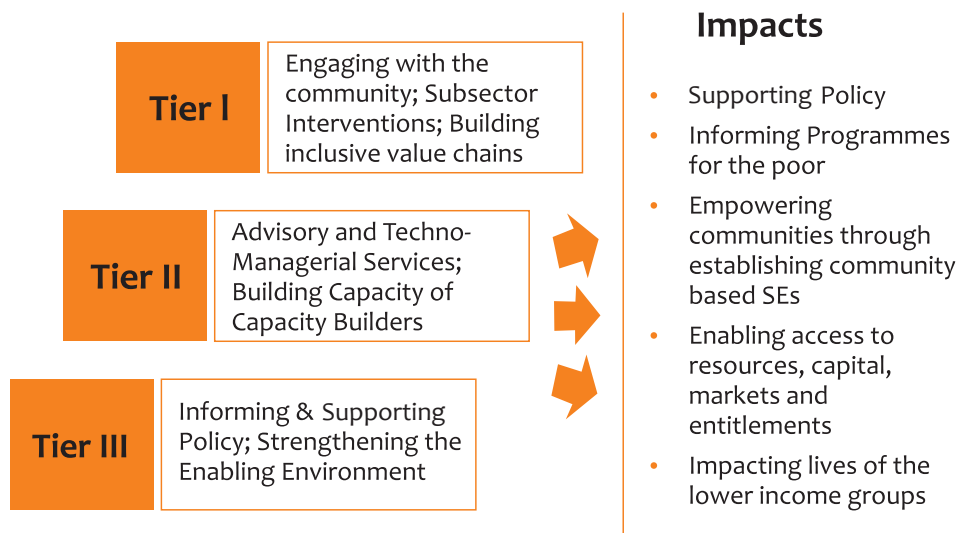
ACCESS is uniquely structured to work at all levels of the development sector value chain, from implementing programmes on the ground, working with the Civil Society Organizations, Government Departments, Corporate Sector and Multilateral / Bilateral Agencies, and also supporting policy at the national level.

ACCESS closely works with respective State Government Departments and Central Govt. Ministries and Departments. ACCESS has engaged with a host of donors/stakeholders including UNDP, Ford Foundation, SDC, IFC, SEEP Network, Trehan Foundation, Citibank Foundation, DFID, Rabo Bank Foundation, RBS Foundation GDS Trust, Citi Foundation, HSBC Foundation and many others.



Our Strategy

The core ACCESS strategy has been to organise the poor into formal institutional structures and help aggregate their subsistence surpluses and support them to integrate more advantageously in the marketplace. ACCESS is uniquely positioned to work at all levels within the development sector eco system. Unique to ACCESS is its Three Tier approach through which it seeks durable outcomes. Under Tier I, ACCESS implements a large no. of projects and programmes on the ground, developing community based institutions, incubating innovations and developing “lift and shift” models that can be replicated across contexts and regions, currently in nine states across the country. Through its Tier Two initiatives, ACCESS provides techno-managerial services to large programmes of the Government, bilateral and multi-lateral agencies, and builds capacity of capacity builders. At the national level, under Tier Three, the ACCESS effort is to help strengthen the enabling environment by bringing diverse stakeholders to vision for an organised growth of the sector and supporting and informing as also supporting policies.



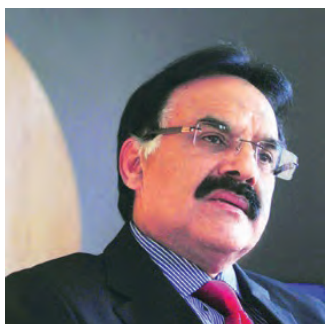
Board of Directors

The Board is the apex decision making body of the organization comprising of distinguished individuals from diverse backgrounds such as banking, corporate sector, government, development sector and legal services. The CEO functions under the direction of the Board while discharging his duties as the head of the organization overseeing the day to day operations.



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.



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. Senthil Kumar is the Executive Director for Program Quality and Learning in CARE India. Senthil has more than 17 years of rich experience in social research and programming, spanning humanitarian and long term social development in diverse socio-cultural settings. Senthil has been with CARE India since 2006, where his work spanned areas of research, strategic planning, program design, and project management. He has worked with a range of partners, and brings experience of 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 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.



Strengthening the enabling Environment

Supporting the creation of an enabling, pro poor policy environment is a critical input with a potential to positively impact the lives and livelihoods of a large number of poor across the country. The National Initiatives of ACCESS organised as the Tier III strategy aim to inform and support policy that effects livelihood opportunities and access to financial services of the poor and marginalised, through institutionalised platforms making sustained advocacy efforts for the last several years. The two flagship ACCESS platforms - the Inclusive Finance India and the Livelihoods India – have established sub-initiatives including large and small format conferences, policy forums and retreats, , annual sectoral publications, studies and documentation, policy papers and briefs on topical issues and forums for recognition of best practices. Each year, these national convening platforms implement several activities covering a range of policy and practice issues, bringing together stakeholders for deliberating, knowledge sharing, convergence and advocacy.



Inclusive Finance India Initiative

Inclusive Finance India is a global policy platform on Financial Inclusion set up with the objective of enabling cross-pollination of best practices and breakthroughs, specifically to support India's Financial Inclusion strategy and campaign. Inclusive Finance India, with its legacy of more than 14 years, has provided a strong articulation for building a vision and a strong ecosystem with clearly defined roles for stakeholders and making key recommendations on financial inclusion policy, regulation, supervision, technology advancements, client protection and institutional framework.

Inclusive Finance India Summit

The 14th Inclusive Finance India Summit was organized on December 11 & 12, 2017 at Hotel Ashok, New Delhi, in association with NITI Aayog as the Co-host. The Summit was spread across two days with 17 sessions, including plenary sessions, technical sessions, Inaugural, Valedictory and the Inclusive Finance India Finance India Awards. The Inclusive Finance India Summit was well attended by over 650 delegates and around 90 speakers participating in panel discussions from among government officials, banks, insurance companies, corporates, international donors, investors, microfinance practitioners, networks, community based organizations etc. Dr. Subir Gokarn, Executive Director, IMF & Former Deputy Governor, RBI delivered the Keynote address and Dr. C Rangarajan, Former Governor, RBI delivered the Inaugural address at the Summit. One of the major highlights of the Summit was the first plenary session, in which for the first time, four former Governors of RBI came together on a single platform and discussed the evolution of financial inclusion post the liberalization era in India.



On the partnership front, NITI Aayog as the cohost for the Inclusive Finance India Summit 2017 was a major breakthrough. The IFI platform continued to receive long term support from its partners on the sponsorship front such as Bill and Melinda Gates Foundation, Mastercard, NABARD, IFAD, IFC, HSBC and ACCION. Partners such as MetLife Foundation, IDFC Bank, MFIN, d.light, Reliance Capital, Volksoft, RBL Bank and some of the newly set up Small Finance Banks also continued their support. Several technical partners continued to be associated with the Summit on specific themes of interest and relevance.

A momentous sub-event of the Summit was the celebration of 25 years of SHG movement. Some key individuals and organizations that have contributed significantly over several years to the growth and success of the SHG programme in linking poor women with banks were felicitated at the Valedictory session in a special ceremony. Rajiv Mehrishi, Comptroller and Auditor General of India delivered the Valedictory address and H R Dave, DMD, NABARD, delivered the special address. The Summit received widespread coverage in both print and electronic media as well as social media with the support.

Inclusive Finance India Report

The Inclusive Finance India Report 2017 was authored by Professor M S Sriram, Faculty, Center for Public Policy, Indian Institute of Management, Bangalore. The 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 poor, low income and under-banked populations through various institutional formats and models – commercial banks, banking agents, microfinance institutions, SHG-bank linkage model, Rural and Urban Cooperative Banks and Regional Rural Banks and the new differentiated banks. It also covers the initiatives in technology including digital



payments technology that address last-mile delivery, provides a review of Government's financial inclusions programmes, covers an overview of new initiatives and highlights product and process innovations in financing to enterprises, agriculture and value chains etc. The 2018 Report also contains an interview with Professor Muhammad Yunus, Nobel Peace Prize winner and the founder of Grameen Bank.

Along with the IFI Report, the book "Talking Financial Inclusion in Liberalised India: Conversations with Governors of Reserve Bank of India" was also released at the Summit. The book covers interviews of five former Governors and the present serving Governor of RBI on mainly two areas – policies and initiatives for promoting financial inclusion during their tenure and their perspectives on the current institutional and financial policy framework for inclusion.

Inclusive Finance India Awards

The Inclusive Finance India Awards is an endeavor in recognizing and honouring individuals and institutions that have indefatigably worked towards promoting sector goals of financial inclusion and in supporting inclusive growth. The inspiration behind Inclusive Finance India Awards was also to institute a mechanism to recognize the larger contribution of several thought leaders, practitioners, policy makers, promoters and researchers to this sector.

The Awards initiative was institutionalized by ACCESS in 2009 with support from HSBC. Other partners of the Awards are the Department for International Development (DFID), Govt. of UK, and the National Bank for Agriculture and Rural Development (NABARD).



The Inclusive Finance India Awards 2017 ceremony was successfully held on Day 1 of the Summit with Shri Amitabh Kant, CEO, NITI Aayog, gracing the occasion as the Chief Guest for the Awards presentation. Ravi Menon, CEO, HSBC Asset Management, India delivered the opening address and Mr. H R Khan, former Deputy Governor, Reserve Bank of India and member of the Awards Grand Jury and Gavin McGillivray, Head, DFID India, delivered the Special addresses. The highlight

of the Awards this year was conferring of the **Lifetime Achievement Award for Contribution to Advancing Financial Inclusion in India** to **Dr. Y V Reddy, Former Deputy Governor, Reserve Bank of India.**

Associated Events

In addition to the main Summit, several associated events were jointly organized with partners, including small group stakeholder roundtables on specific themes, release and dissemination of research studies etc. Associated event is an opportunity for stakeholders and partners to organize their own events alongside, in order to leverage from the participation of delegates in the Summit.

The 2017 Summit witnessed several associated events that were organized across the two days of the Summit. These included breakfast, lunch and dinner events hosted by Centre for Financial Inclusion (ACCION), Arc Finance, Water.Org and Microfinance Institutions Network (MFIN). ACCESS organised lunchtime roundtable with Pahle India Foundation on Accelerating Digital India and another with Mastercard Center for Inclusive Growth on Delivering Business Literacy for Microenterprises: Achieving Scale and Impact.



Thematic and Policy Retreats

In addition to the annual conference, some topical thematic and policy discussions are organised under the Inclusive Finance India Initiative during the year. As part of this, ACCESS has institutionalized annual CEO's conclaves for the newly set up Small Finance Banks and Payments Banks in association with the RBI. The 2017 CEO's Conclaves for SFBs and PBs were organised in August with participation from Shri N S Vishwanathan, Deputy Governor, RBI and Shri Saurav Sinha, CGM Department of Banking Regulation. The discussions helped in highlighting issues and giving clarity on several policy and operational challenges and queries.



Livelihoods Asia Summit

Seeking to bring together diverse stakeholders on a single platform to discuss and delve into critical issues that impede and afflict the livelihoods of the poor, ACCESS launched its flagship initiative styled as Livelihoods India in 2009. The Conference was restyled as Livelihoods Asia Summit in 2014 to broaden its ambit to regional level to include key experiences and critical issues in the countries of the region for sharing and learning, and help to build a regional vision for sustainable livelihoods. Over the decade Livelihoods Asia has been established unique knowledge sharing platform to understand and assess the key issues and challenges that the poor face in sustaining their livelihoods and microenterprises and also to craft a vision and strategy for moving them from subsistence to sustainable levels.

Livelihoods Asia Summit 2017 was held successfully between 13th and 14th of December at Hotel The Grand in New Delhi. The Summit saw over 70 resource persons share their expertise across 14 sessions held across two days. The Summit covered a diverse array of themes relating to issues and challenges in the livelihoods sector. The sessions dwelled on experiences, case studies and issues and challenges relating to livelihoods promotion of the poor in rural and urban economies as well as issues, challenges and solutions for livelihoods in farm as well as non-farm sectors. More than 350 participants including policy makers, government practitioners, academia and representatives of multilateral/bilateral agencies participated in the three day Summit. The event was kicked off with the session Doubling Farmer's Income: Strengthening the Policy Framework. The discussions brought forward the importance of extending technological research and solutions to the ground and impacting the income of farmers through high value chain agriculture. A number of sessions at the Summit looked at various issues supporting the livelihoods of poor. The sessions spanned across themes like agriculture, climate change adaptations, tribal livelihoods, challenges of the landless, vulnerabilities of the

informal economy, non-farm sector approach to address the gaps in rural economy, investing in community based enterprises and women enterprises to create larger and more sustainable impacts and the role of public-private sector partnerships in creating better opportunities for the poor.

The key speakers at the inaugural session were Dr. Harsh Kumar Bhanwala, Chairman, National Bank for Agriculture and Rural Development, Mr. Junaid Kamal Ahmad, Country Director for India, World Bank and Dr. Purvi Mehta Bhatt, Deputy Director and Head of Agriculture for Asia, Bill & Melinda Gates Foundation. Keynote addresses at the valedictory session were delivered by Dr. Arvind Mayaram, Former Finance Secretary, Government of India.

Sessions at the Summit

- Doubling Farmer's Income: Strengthening the Policy Framework
- Enabling Ecosystem for Farmer Producer Organisations
- Caught between the Crossfire of Modernity and Tradition: Livelihood Dilemma for Tribals
- Challenges of the Landless: Livelihood Options and Opportunities
- Climate Change Adaptation Planning for Indian Agriculture - Experiences and Way Forward
- Strengthening Livelihoods of the Poor: Role of Private Sector
- Moving from Traditional to New Economy Skills – Creating Avenues for Employment
- Financing Livelihoods: Emerging Models
- Breaking the Glass Ceiling - Investing in Women Led Enterprises \
- Community Based Social Enterprises: Scale and Sustainability Challenge
- Enterprises in Informal Sector: Tackling Vagaries and Vulnerabilities
- Engagement between Corporates and Incubators- Catalysing Impact and Start up Ecosystem
- With Stresses On Agriculture, Is Non-Farm Sector a Solution



Corporate Commitment to Communities: Connecting the Dots

The Livelihoods India Summit 2017 also included a DAY THREE Corporate Commitment to Communities: Connecting the Dots, exclusively dedicated to Corporate Giving under their CSR mandate. During the day diverse strategies that the Corporates pursue, the challenges they face, their partnership approaches were discussed. The major themes discussed covered wide range of issues concerning the new government mandate and corporate strategy. The sessions included New Potential for Inclusive Growth - Corporate Commitment to Communities, From Traditional to Tactical - Strategic Shift in the CSR Paradigm, Models of Public Private Community Partnerships, Incubating Innovations through CSR - Corporate Experiences, Investing in Communities: Seeking Scale and Sustainability.

The event saw a participation of over 200 delegates on the day. Over 30 resource persons shared their experiences and learning's across 5 sessions.

State of India Livelihood (SOIL) Report

Under the orbit of Livelihoods Asia, the State of India's Livelihoods (SOIL) Report is released annually during the Summit. 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. This report helps to track the macro scenario in the country, and within that assess the opportunities that might emerge for the poor. This landscape witness's constant change with new policy and programme announcements by the **Government**, vagaries of weather, performance of certain sectors, natural calamities, et al, and therefore the SOIL Report is an important instrument to document these shifts on an annual basis.

The objective of SOIL Report is:

- To serve as composite reference document on recent trends and issues in the sphere of livelihoods promotion of the poor
- To aggregate the experiences and challenges in the livelihoods sector
- To report on the progress of both government and privately run programmes impacting the livelihoods of the poor.
- To feed into policy making process.

The report is popular amongst sectoral stakeholders as it provides a comprehensive coverage of issues and experiences in the sector. Informal feedback from some of the avid readers reflects



that the content and coverage have been relevant and fulfil information needs. The 2017 report was authored by Mr. N. Srinivasan and Ms. Girija Srinivasan, both well-known experts in development finance and rural livelihoods.

The 2017 SOIL report provided an overview and analysis of policies and funding frameworks through an examination of the budget allocations, new policy pronouncements, large programmes initiated by the government. It also

reviewed how legislative efforts have a bearing on livelihoods besides covering contemporary themes such as Climate Change and Vulnerability of Livelihoods, Livelihoods Finance, Skill Development and Role and Relevance Private Sector in Livelihoods Promotion of Poor. The deep dive section of the report covered the issues and challenges of tribal livelihoods, initiatives by government, private sector and CSOs.

XLRI-ACCESS Livelihoods Awards

As a part of Livelihoods Asia Summit, from 2017, ACCESS in partnership with XLRI supported the idea of the Livelihoods Awards to fill a long standing gap and recognize the stellar efforts of institutions that have contributed to promoting livelihoods of the poor in India. The growth of the livelihoods sector, despite odds and obstacles, can be attributed to indefatigable and long term efforts put in by several individuals and institutions, who have worked to create large outreach, enabling environment, support policy, support capacity building, and design sustainable, scaled up models. The inspiration behind the Awards was to provide motivation to such exemplary institutions to continue to enhance the livelihoods of the poor by way of recognising their incredible efforts. In 2017, two Livelihoods India Awards were presented, one each in the Farm and the Non-Farm Sector. To select the Awardees, a two stage process was followed; Four Nominees were short listed in each category with the help of a Technical Committee comprising of representatives from XLRI and ACCESS. Then the shortlisted nominations were thereafter evaluated by a Jury comprising of Mr. Brij Mohan, Founding Chairman, ACCESS Development Services and Former executive Director, SIDBI (Chair); Mr. Arindom Datta, Asia Head, Sustainability Banking, Rabobank; Dr. G. Senthil Kumar, Executive Director, CARE India; Meera Mishra, Country Coordinator, IFAD and Mr. Vipin Sharma, CEO, ACCESS Development Services.

Awardees

The Livelihoods Awards for sustained contribution towards Livelihoods Promotion in the Farm Sector was awarded to BAIF. BAIF Development Research Foundation, is a voluntary organization established in 1967 by a Gandhian, Late Dr. Manibhai Desai. It is committed to providing sustainable livelihoods to the rural poor through livestock development, watershed development and agri-horti-forestry on degraded wastelands, as major income generation activities. BAIF has impacted the lives of 50 lakh families in 80,000 villages across 16 states with the support of more than 6000 professionals.

The Livelihoods Awards for sustained contribution towards Livelihoods Promotion in the Non-Farm Sector was given to Dastkar. DASTKAR is an NGO working since 1981 with crafts and craftspeople all over India. It provides a range of holistic support services to traditional artisans, including capacity building, design and product development, and entrepreneurship development. It also provides them a regular marketing platform through bazaars and exhibitions across India. For the past 36 years Dastkar has worked with over 900 craftgroups, impacting over 1 lakh artisans annually. Dastkar's projects have helped thousands of craftspeople, especially women, reach self-sustainability and empowerment, using inherent craft skills as the catalyst.

Commitment to the Communities: Programmes on the Ground

Farm Sector

During the year, ACCESS continued to expand its portfolio in agriculture. Although the Prime Minister had made a bold declaration for doubling farmer incomes by 2022, the task is hugely challenging. ACCESS has been pursuing both “Volume” and “Value” strategies for accrual of maximum benefits of the value chain at the farmer level. The core programmatic model is to organize the small holder farmers into Farmer Producer Companies for helping them to access inputs, capital and markets more effectively. Over the last 12 years, ACCESS has emerged a leader in FPO promotion having formed and incubated over 120 FPOs across five states. The jewel in its crown perhaps is the “Dharashakti” programme in Rajasthan under which it is engaged in promoting 40 FPO’s with outreach of 40,000 farmers. Brief narration of the ACCESS portfolio across states is highlighted in this section.

Rajasthan

Rajasthan Agricultural Competitiveness Project: Sangod Ground Water Cluster

In Partnership with The World Bank

The objective of the Rajasthan Agricultural Competitiveness Project is to establish the feasibility of sustainably increasing agricultural productivity and farmer incomes through an agricultural development approach by integrating agriculture water management and agricultural technology, farmer organizations and market innovations in selected locations across the ten agro ecological zones of Rajasthan. Under the project, ACCESS has been assigned with 20 clusters, two each in different agro climatic zones of the state. The targeted outreach for this project is 10,470 households.

Raising productivity per unit of land is the main engine of agricultural growth as virtually all cultivable land is farmed. The cluster has been identified as dark zone where ground water resources are limited and proper management of water is not being undertaken. All measures to increase productivity are therefore being exploited. ACCESS’s role is to help in increasing yields, promote diversification to higher value crops, and developing inclusive value chains to reduce marketing costs.



Stakeholder Focused Group Discussions (FGDs) were held in villages of 14 Gram Panchayats of Sangod Ground Water Cluster. On-farm Integrated Crop Management demonstrations ensured project intervention under agriculture sub component as the main vehicle for dissemination of improved technologies to the farmers. The number of farmers adopting demonstrated technologies, area on which the technologies are adopted and farm level yield gains achieved by the farmers are recorded and monitored for evaluating the productivity/quality gains achieved by the farmers.

Construction of farm ponds and recharge structure are most useful in ground water cluster Sangod, as farmers can harvest the rain water and increase the efficacy of ground water usage to secure their crops with irrigation.

Under the project, every farmer who benefits from crop demonstration in their field is required to install solar pumps and mini sprinklers. Mini Sprinkler and drip irrigation practices are very successful in cluster area as ground water level over the years is diminishing.

The overall outcome of the project achieved so far are as follows:

- Enhanced agricultural productivity, competitiveness, and rural growth
- Improved water resources and irrigation/ drainage management
- Agricultural diversification to higher-value commodities



Financial support for Udaipur Agro Producer Company Limited, Jhadol

In Partnership with Rabobank Foundation

The aim of the project was to improve the household income of members of Udaipur Agro Producer Company Limited (UAPCL), Jhadol by enhancing their share in value chain, strengthening the capacities of the community owned institution for self-governance and self-management and facilitating them into becoming viable business entities. The outreach of the project was 2,500 farmer members. The specific objectives of the project were:



- 25% incremental increase per year in working capital finance over the project period
- Training at-least 30 farmers on Package of Practices (as leaders)
- Training of Board members on business development

The major challenges that the project grappled with were price volatility, uncertain production because of incidences of crop diseases and access to finance and markets for the smallholder farmers.

UAPCL focuses on women farmers with more than 40% of the shareholders being women. As a part of the mobilization process, the need for increase in number of shareholders was discussed in cluster level meetings and then taken to the Board to review the process and plan for expansion of outreach. This bottom up approach helped UAPCL to enrol more than 2200 shareholders in the Company. An important change observed was a sense of ownership among farmer members for UAPCL, reflected in share capital of INR 17,83,650 lakhs that has been collected from the shareholder members. In partnership with Maharana Pratap Agriculture University, the company has also developed demo plots through 30 lead farmers to demonstrate improved package of practices.

UAPCL was able to get the FSSAI license to enable it to undertake processing and manufacturing of food products. UAPCL has also been linked with a number of institutional buyers such as Tribal Area Development Department (TADD), Sahakaari Upbhokta Centres, Banyan Roots and Goyal Brothers among others. Besides, UAPCL has tied-up with Ranthambore Mahila PCL, Sawai

Madhopur for procurement of chili and coriander and added the two spices to its product list. The company was facilitated with a Working Capital loan from IDBI bank to expand its business.

UAPCL encourages self-reliance, while ensuring cooperation among its members and follows a democratic functioning process essential to the success of enterprise. Overall, UAPCL has helped in increasing the crop productivity by 30% and income levels of farmers by 50%. This increase in income of both members and non-member farmers is due to increased price realization because of collective procurement and sales through UAPCL.

Vegetable Initiative for Urban Clusters

In partnership with SFAC

The Vegetable Initiative for Urban Clusters (VIUC) scheme of SFAC is being implemented by ACCESS in the Kota district of Rajasthan with a target group of 2000 farmers. The project aims to enhance the productivity of vegetables and augment farmers' income along with assuring sustainable supply of vegetables in the identified consumption centers at affordable prices. Along with this, the project aims to generate employment opportunities for skilled and unskilled people, especially unemployed youth. Under the project, 2 FPOs have been promoted in 2 vegetable clusters of Kota District.

Kota is fortunate to be endowed with a variety of agro-climatic zones and has a tradition of growing a wide range of horticultural crops. Among the horticulture produce, vegetables have a substantial share in District economy. However, small and marginal farmers are facing multiple challenges such as assured availability of good quality inputs at affordable prices, low productivity, less bargaining power, low price for produce, exploitation by middle men, post-harvest losses, and poor marketing continue to be a major challenge. Hence, ACCESS is addressing this concern calls for concerted action on several fronts at different levels.

The main strategy behind formation of FPO is collectivization of farmers into small group of 15-20 farmers that form the building blocks of an appropriate community institution i.e. Farmer Producer Organizations. Each FPO has 1000 member farmers. These FPOs provide a platform to the small and marginal farmers to aggregate their produce, achieve economies of scale, create infrastructure by mobilizing resources and add value to the products at the production cluster itself. Apart from this, these FPOs also act as a platform for selling their produce to help them get better prices for their produce.

At the village level, Lead Farmers (LF) were identified as entry point for organizing farmer meeting and mobilizing the producers. At the meetings, the farmers were briefed about the project objectives and benefits that would accrue to them by being a part of it. With the help of LF, initial meetings are being conducted with attendance of around 20-30 farmers in each meeting. The farmers then register themselves into FIGs and eventually as farmer-members of FPOs. Mobilization of farmers is done with a variety of communication aids like pamphlets, regular village-level meetings, proper vision development of promoter farmer-members. Through this project, ACCESS continues to work towards enhancing vegetable production and productivity and establishment of an efficient supply chain in Kota City.



Dharashakti - Promoting 40 crop specific Farmer Producer Organizations

by RKVY, Govt. of Rajasthan

Awarded in 2015 by Government of Rajasthan, Dharashakti is the largest FPO promotion programme awarded to ACCESS. Under the programme, ACCESS is promoting 40 FPOs, engaging 40,000 small and marginal across 16 districts of the state. In the programme, focus remains on productivity enhancement through innovative package of practices, linking vulnerable farmers with mainstream markets for building inclusive value chains, accruing significant benefits to the small farmer community.

Under Dharashakti project, till now, all 40 Farmers Producer Organizations have been established. Each FPO has its own input shop which provides quality agri inputs such as seeds, fertilizers and pesticides to its member as well as non-member. All FPOs have tie ups with major input suppliers like Bayer ProAgro, Chambal, Sri Ram, Syngenta, Monsanto, Pioneer, IPL, Super Seeds, UPL and IIFCO besides others.



The major outcome of the project is reduction in input costs, assured availability of quality agri input, access for small holder farmers to sustainable and cost effective production techniques, convergence with other government schemes and extension services, and linkages between farmers and other players in the value chain, leading to upliftment in socio economic status of farmers.

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, vegetables and cereals. The FPOs were spread across the districts of Purba Medinipur, Hooghly, Purba Bardhaman, Uttar Dinajpur, Dakshin Dinajpur, Darjeeling 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 Rashtriya Krishi Vigyan Yojana (RKVY) programme. Under its National Vegetable Initiative for Urban Clusters (NVIUC), SFAC funded the project for 6,000 farmers from Purba Medinipur, Howrah, South 24 Parganas and Maldah districts and for 4,000 farmers in Purba Medinipur and Purba Bardhaman.

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 10,000 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 Govt. departments

for appropriate convergence of the projects to make effective impact on the ground. Under the projects, 10,000 farmers were mobilized from these districts and they were linked to different buyers like Safal, New Delhi; SUFAL Bangla, Kolkata; National Seed Corporation Ltd., among others.



Promotion of Good Agricultural Practices (GAPs)

The project was assigned by the Department of Horticulture, Government of West Bengal and it was to be implemented in South 24 Parganas district of the state. A total of 12 such training programmes were organised by ACCESS and it provided handholding training to 360 farmers across a couple of blocks in the district. The farmers of the FPOs were introduced to various measures of the GAPs. They were also informed about the details of some of the important programmes and schemes of the Department of Horticulture, Government of West Bengal through distribution of leaflets/pamphlets published in local language; improved inputs like some seeds were also provided to the farmers for their on-field demonstrations. Low cost farm equipment, good quality seeds and pesticides were also distributed during these training sessions. The participants are selected based on the discussion with the board members of the FPOs in the district. As a result of these programmes, many of the farmers could avail benefits under several Govt. programmes.

Promotion of Sustainable Agricultural Practices (SAPs)

The programme was supported by the World Vision and was implemented in Basanti Block of the South 24 Parganas district to help the farmers to identify the key challenges in agriculture in the area and their possible solutions. To handhold and train the farmers, 3 major crops (vegetables, paddy and pulses) in demonstration plots were organized. The PoPs were developed in consultation with the senior officials/scientists of the local KVKs and the Bidhan Chandra Krishi Viswa Vidyalaya (BCKVV). It was the senior scientists who provided the training to the farmers and guided them to undertake the demonstration plots for experimentation in the area. The PoPs also included soil testing, measures of



High Tech Cultivation



Collectivization of the vegetables

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.

ODISHA

Promotion of FPOs

The project started in 2014 with support from SFAC for a three-year period with 4,000 farmers. The project area was spread across villages from 33 Gram Panchayats in Five Blocks - Hinjilicut, Purushottampur, Aska, Seragad and Sfanakhemundi of Ganjam District. All the four FPOs were registered and functioning with support from SFAC. During the year, several activities like demonstrations plots, exposure visits to the Agri-innovation centre for Horticulture & Processed Food Technology at Bhubaneswar, many productivity enhancement practices IPM/INM and also post-harvest technology measures were taken up.

Development of Commodity Value Chain

ACCESS was selected by the Odisha Livelihood Mission (OLM) to provide support as Technical Support Agency (TSA) for development of value chains in agriculture in the state. A special fund project was sanctioned by the World Bank for these interventions as part of promotion of livelihoods. ACCESS was tasked to provide technical and handholding support to OLM for promotion of value chains on four commodities - mango, cashew, ginger and hill broom.

As part of the assignment, ACCESS provided its expert support for formation of producer groups and companies, analyze the value chains including market analysis with recommendations for interventions, develop business plans; facilitating access to technology to address critical gaps in production, post-harvest and processing, value addition and marketing; facilitating partnerships development linkages, convergence with key knowledge/technology institution, private firms, marketing institutions and traders; and organising capacity building training and exposures for OLM functionaries.



UDAAN - promotion of Vegetable Value Chains

ACCESS started implementation of the project, UDAAN meaning 'Flight out of Poverty' to improve the livelihoods of the small and marginal farmers of Angul Sadar and Banarpal blocks of Angul district and Dhenkanal Sadar and Odopada blocks of Dhenkanal district of Odisha under a CSR initiative of the HDFC Bank Foundation.

During the year, the project undertook several activities to address the bottlenecks of both the demand and the supply sides. For the supply side, the project concentrated its efforts on productivity enhancement through introduction of appropriate PoPs, improved seeds, proper fertilization and irrigation etc. to steady the supply chain of vegetables to the nearby cities. Similarly, for the demand side, it focused on post-harvest management including storage and transportation of fresh vegetables to the urban consumers. In addition, the project also emphasized on the primary level processing and value addition by introducing sorting, grading, proper packing etc. The project also helped the farmers to link with the banks to avail formal credit for their FPOs and businesses. Convergence with the Govt. programmes and schemes and integrating the farmers with Govt. institutions to enable them draw their entitlements under various schemes were also taken up.

In line with its objectives, a series of activities relating to soil testing with support from the local KVKs, farmers' demonstration plots, distribution of high yielding varieties of seeds, seed treatment, promotion of nurseries to supply seeds and saplings, crop planning for production of vegetables throughout the season, supply of inputs like seeds and fertilisers etc. were taken up.

Moreover, to link the FPOs to market, ACCESS organised many buyer-seller meets, linked the FPOs to Mother Dairy, Delhi besides a few local traders/outlets etc. In both the districts, convergence with the local Govt. departments was considered to be paramount and accordingly worked out at every stage with their guidance.

MADHYA PRADESH

Kishan Vikas Project:

Sustainable Agri-Business Development through Farmer Producer Organization

The overall objective of the Kishan Vikas Project is to provide sustainable livelihoods to marginalized farmers (with particular focus on women and disabled farmers) based on agricultural practices.

Objectives of the project:

- To increase income of farmers by at least 5% Farmers
- Enable farmers actively participate in the agriculture planning process at the village level.
- Social exclusion being one of the major challenges in the project area, special emphasis to be given on inclusion of women and disable persons by appointing women as project staff.

The targeted community is being mobilized through village level Farmers Interest Group (FIG) meetings. Other than that, training programs for the lead farmers on different topics are also being conducted. Further, this knowledge is being disseminated among the other FIG members

during the monthly meetings. A team of more than 30 people are involved in the process. Some of the achievements in numbers are given below:

- 1500 farmers are practicing Good Agricultural Practices (GAP)
- Around 80 Farmers have been engaged in seed production program
- Around 700 Farmers are able to diversify their crop production by engaging in vegetable production
- Farmers from FIGs are able to sell their agriculture produce profitably through enhanced market linkages
- Farmers are sensitized on Social Inclusion and gender aspects
- Farmers led Agriculture Services Report Card is shared by farmers at the village level Panchayat and District level agriculture departments

Various linkages during the project are as follows:

- During the implementation of the project, two major linkages were made with major Stakeholders like Madhya Bharat Consortium of Farmers' Producer Company Limited (MBCFPCL), Rithi Agriculture Producer Company Limited (RAPCL) and Agricultural Technology Management Agency (ATMA).
- Madhya Bharat Consortium of Farmers' Producer Company Limited is a state federation of farmer's producers companies of Madhya Pradesh working through networks of 102 farmer's producers companies and 53 cooperatives and covering more than 2.24 lakh farmers of 43 Districts of Madhya Pradesh. An important linkage had been set up with MBCFPCL in the project in which the MBCFPCL is supposed to buy the seeds produced in the seed production program at the market price. In the process RAPCL was also involved.
- Rithi Agriculture Producer Company Limited (RAPCL) is a farmers' producer organization working in the Rithi Block of Katni District. This is a Small Farmers' Agribusiness Consortium (SFAC) promoted organization and ACCESS has been working with RAPCL as a Resource Institution (RI). RAPCL participated in the project as a source from where the farmers get inputs at the door step at a lower price.
- Agricultural Technology Management Agency (ATMA) at the district level was involved in knowledge dissemination activities at the district level. With the help of ATMA, trainings were organized for the project team and farmers.

Integrated Village Development through Climate Smart Development

Under Mission Sunhera Kal , ACCESS is implementing a project *Integrated Village Development through Climate Smart Development* in Nagda block of Ujjain district which is being funded by ITC.

The project aimed for integrated village development through NRM and developing the strength of Village institution as an agri-knowledge hub and service provider. The project mainly focused on the inclusion of marginalized section (women headed poor family, marginal & small farmer and landless).

- Identify and recharge favorable zones by aquifer mapping and plan for groundwater recharge
- Focus on **water budgeting, water demand management and low-cost water-saving**

techniques in agriculture. Improving biodiversity in agri landscape by focusing on commons development and plantation.

- Dissemination of knowledge on **climate smart agriculture practices through Farmers' Field School (FFS)** with a focus on small and marginal farmers and encourage farmers for adopting responsible farming.
- **Focus on health and nutritional aspect** through different interventions (like kitchen garden, nursery development) and gender and financial inclusion trainings planned for the women SHG members.
- Strengthening of **existing model of village institution** and specific user groups (like Water user groups, FIGs, SHGs, etc.) and convergence of these institutions under the **umbrella of Farmer Producer Company.**



Develop FPC as a single window service provider and knowledge center for farmers with special emphasis on small and marginal farmers.

Some of the major challenges and interventions identified by ACCESS are-

Water Scarcity - Owing to the geology/ topography and over-exploitation of ground water for irrigation, the project villages face the problem of water scarcity. Only soil and moisture conservation structures under the project are contributing in the recharge of ground water level. So, village water budgeting is being worked upon in this project. The farmers are encouraged to adopt low-cost water-saving agriculture practices and efficient irrigation methods.

Soil degradation - Overuse of chemical fertilizers for increased crop production, results in soil degradation. Therefore, ACCESS seeks to promote the use of compost and follow the guidelines of responsible farming.

Lack of active community participation - The community over the years has developed a thought process that such developmental works will continue to happen irrespective of their involvement. In order to achieve the objectives of the project, the targeted community was mobilized through meetings with the farmers as well as SHGs.

Major activities undertaken:

Soil Moisture Conservation: The main aim of the initiative is soil protection and prevention of soil erosion from the farmer's fields. Digging structures like Farm Pond, Recharge Well cum Ponds and Community Ponds farmers get surplus water that reduces the dependency of farmers on rain. Stop Dam and Check Dam helps for a supplementary irrigation (in Rabi season) available to farmers in the command area of the dam. Structures like 9 Farm Ponds, 3 Community Ponds, 35 recharge well cum farm ponds, 370 Ha farm bunds, 1 check dam and 2 stop dams were constructed during the previous year so as to prevent soil erosion under soil moisture and conservation activity. Besides these, plantation was also done in the project area.

Integrated Agriculture Practice: The concept of climate smart village was introduced under which various agricultural practices were organized such as introduction of BBF and Zero Tillage methods of land preparation. Usage of leaf colour chart, soil moisture meter, water meter and solar insect trap for leguminous crops were demonstrated by agriculturist to the farmers on farmer's field day. Organic farming was promoted to reduce the input cost of farmers and to conserve and improve soil health. Plantation was done for soil and moisture conservation and to promote agro forestry.

Formation of Self Help Groups: To create better livelihood opportunities, SHGS were formed and focus was made on their linkage with bank. SHGs were explained about the financial literacy. Different SHGs are linked with income generating loan of Rs. 8000 to improve their livelihood. Arrangement of monthly SHG meeting of the groups, activation of dormant groups in various villages, organizing one day program for the role of women in agriculture were some of the other major outcomes of the project.

Sustainable Livelihood Enhancement through NTFP

Non-Timber Forest Produces (NTFPs) play a vital role in sustaining rural communities living close to forest areas. NTFPs not only serve as a safety net in times of food shortage, but also as a valuable source of household materials and income for people living in the forest or areas near to forest. It also serves as instant and ready resource for rural healthcare security.

In India, there are a number of policies under which the NTFP sector is governed. The absence of a single policy/act with regards to the management and use of NTFPs has been a major hindrance in the true development of the NTFP sector. Under the **Section 2(4)(b) of the Indian Forest Act 1927**, the extraction of medicinal plants was only regulated but nothing has been mentioned with regards to their proper management. Apart from this policy, the individual state forest departments have developed their own legal and policy framework to address the NTFP sector.

In Madhya Pradesh with largest forest cover in country this has been rather under-utilized resource. With growth of market in alternative medicine and natural products the demand has increased over the years. This resulted in increase in price of these NTFP but such increase has not reflected in the household income of the households involved in the collection of these NTFP. The biggest hurdle is because these local markets are highly informal and the villagers who are involved in the collection of NTFPs do not have an idea of the prevalent market price. Also, the villagers tend to sell the NTFPs without any value addition or primary processing.

Another problem that the NTFPs face is the over exploitation of resources. The destructive harvesting practices add to the woes related to conservation aspect. Low 'quality consciousness' in cultivation, processing, preservation and production results in contamination, deterioration, adulteration, substitution having impact on exports, which are already quite low, and local market share. Use of substandard raw material, and substituting costly Safed musli (*Chlorophytum borivillianum*), Baibidang (*Emblia ribes*) Kali haldi (*Curcuma caesia*), Satawar (*Asparagus racemosus*) etc. with other similar type of inferior medicinal plants are common practices (Mishra, n.d.).

Thus if the primary collectors are trained on sustainable harvesting practices and value addition methods such as grading, sorting, primary processing before selling their produce then there exists potential to increase their overall income from NTFP sector.

In pretext of these short comings, ACCESS intervened by starting a project ‘Sustainable Livelihood Enhancement through NTFP’ with the support of MP-DAY-SRLM. The project seeks to train 5000 households in Karhal and Vijaypur block of Sheopur district.

The project focuses on the women NTFP collectors from the Sahariya tribe. It aims to enhance their sustainable livelihoods through sustainable harvesting of NTFPs and their primary processing. Other than training and capacity building, initiation and promotion of Producer Company to facilitate the aggregation process are the two main activities in order to achieve the main objective of the project.

Keeping in mind the high illiteracy rate in these areas, ACCESS developed pictorial training modules to give better understanding among the target group. **The price the collectors used to get were very low due to the presence of middlemen and lack of primary processing practices.** To eliminate middlemen, collection centers were set up at the village level. Trainings on primary processing practices were given to the target group to enhance their knowledge for sustainable livelihoods.

A team of 63 people have contributed in mobilizing the primary actors of the project which is the women NTFP collectors of the Sahariya tribe of Sheopur district. While building the team the target group was kept in mind and 53 women are recruited as the project staff. With the help of this initiative, it became easier to address the women NTFP collectors. In the project 5000 NTFP collectors have been mobilized by conducting various village level meetings. In these meetings trainings on sustainable harvesting of NTFPs and their primary grading and value addition was done.

The main outcomes of the project are:

1. 5000 households (Sahariya tribe) of Karhal and Vijaypur districts were covered under the project interventions in form of 250 producer groups;
2. These 250 producer groups were further federated in the form of a Producer Company registered under the Companies Act, 2013
3. 5000 producers were trained in sustainable harvesting practices and 50 community resource persons were trained and groomed for project operations management
4. Increase in income of the forest dependent families through price stabilization, aggregation of NTFPs.



In the project, a number of linkages have been established. For training and capacity building in sustainable harvesting practices and primary processing linkages with *Tropical Forest Research Institute, State Forest Research Institute, Vanbandhu, Ranthambore Aajeevika Mahila Producer Company Limited* were established. For raw material supply linkages were set up with *Himalaya, Patanjali and Madhya Pradesh Minor Forest Produce (MP-MFP)*.

Promotion of Farmers producer organizations (FPOs) in Gadwal, Maldakal and Siddipet In Telangana

ACCESS is currently working on 2 projects for promotion of FPOs funded by NABARD –PRODUE FUND in the areas of Gadwal, Maldakal and Siddipet.

In Gadwal and Maldakal, promotion of FPOs is done to improve Paddy/Jowar, Castor, groundnut, cotton & chili crops with 50 groups with 500 members. And in Siddipet, the project aims to promote Farmers producer organizations (FPOs) of Cotton, Maize, and small vegetables 50 groups with 500 members. Various outreach methods like Fund Mobilization, Technology Transfer, In-Put procurement, Market support interventions, and mobilization of share capital and formation of village producer groups, developing micro plans which are aggregated into strategic business plans were planned to reach the target group.



Outputs/ Outcomes:

| Output | | |
|--|---|--|
| Jurala Farmers Producer Company Ltd – Gadwal | Nettempadu Farmers Producer Company Ltd - Jogulamba, Maldakal | Kotilingala Farmers Producer Company Limited - Siddipet |
| <ul style="list-style-type: none"> The total turnover of Rs.5.09 lakh for Khariff in 2017-18 Input business of organic fertilizers 36.44 tons to PBG leave. Organized buyers and sellers meet at village level. Input supply ICRISAT - IRC2740 red gram seeds. Supplied inputs to shareholders 65 members | <ul style="list-style-type: none"> The total turnover of Rs.6.84 lakh for Khariff in 2017-18 Input business of organic fertilizers 41.76 tons to PBG level. Introduced herbal crops, TIWAN Red gram high yield variety collies Developed Sericulture activity to shareholders. Starting 5 acres increase 120 acres. Supplied inputs to shareholders 125 members. | <ul style="list-style-type: none"> The total turnover of Rs.6.57 lakh for Khariff in 2017-18 Input business of Fertilizer/seed/pesticides 20 tons to PBG leaves. Supplied inputs to shareholders 150 members. |

ACCESS interventions center on 3 thematic areas viz. technology transfer in agriculture and post-harvest, market support interventions and input procurement management. The organization plays role of Producer Organization Promotion Institution with technical support interventions and management consultancy.

NON FARM SECTOR

Given the increasingly decreasing opportunities in the farm sector, as part of its third five year plan (2016-20), ACCESS has started diversifying its portfolio to promote alternate sources of livelihoods and providing a new focus to the non-farm sector. Within the non-farm sector, as per the third five-year plan based on the current trends and opportunities, the focus will be to strengthen the handloom sector which is the second largest employer after agriculture. Handloom clusters will be identified and through a clutch of interventions, be strengthened and made market ready under the overarching “Living Looms of India” initiative. The other thrust area for ACCESS would be to promote agro-processing given its significant potential to create new livelihood opportunities. Within the non-farm sector, ACCESS also proposes to focus on women through organizing them into community based enterprises. A big thrust within the non-farm sector would be to support micro-enterprises and help them scale up through development of relevant financial and business literacy content and delivering the same through inventive pedagogy. Guided by the third five year plan, ACCESS has made some early breakthroughs in initiating a few non-farm sector programs.

Brief outline of the non-farm sector programs being implemented by ACCESS currently are catalogued below:

DELHI- NCR

NEW LEAF PROJECT, GURUGRAM

Funded by Citi Foundation

Women at the household level in India are traditionally adept in preparing snacks and savories on festive occasions and for their household consumption. Keeping in mind their ability, a structured programme is designed, to further refine their skills for commercial benefits. The idea behind the project is to benefit women from low-income households which will create an impact by developing their potential in the food processing industry. The social enterprise **Zingnzest**, registered as a Pvt. Ltd company which seeks to train and empower 200 women to become micro-entrepreneurs. These women members who were not able to earn basic necessities for their families are now working as entrepreneurs after adequate training in the food processing industry. The company caters to a high end client segment and offers a range of traditional and non-traditional processed ready-to-eat foods.

Zingnzest is owned and managed by women entrepreneurs facilitated by ACCESS with financial support from Citi foundation. The company is designed as a ‘hub and spoke model’ where the women are organized into small Enterprise Groups (EGs) of average 10 members each across rural Gurugram area. The EGs constitute the spokes, whereas the hub consists of experts in training, production, marketing and institution building.

ACCESS is currently working with 54 women members; they are mobilized and trained in financial literacy, baking, roasting, hygiene practices, product development and marketing skills. The



members are being 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. **Zingzest** is currently manufacturing 6 variants of gourmet cookies and marketing linkages have been developed with Annamaya- Andaz, Corporate office of ANS Tempcontrol Engineers Pvt. Ltd., and 24 Seven Stores; a number of more marketing tie ups are in the pipeline.

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 needy households.

REFUGEE SELF-RELIANCE AND LIVELIHOODS PROGRAM:

Funded by: United Nations High Commission for Refugees (UNHCR)

As per UNHCR's official record, approximately 37,000 refugees/ asylum seekers are living in India currently, of which more than 12,000 live in Delhi, 1800 in neighboring Haryana. ACCESS got associated with UNHCR for refugee livelihood and self-reliance project in 2015 and the association continued till 2017. ACCESS assisted refugees (living in Delhi and Haryana) from Afghanistan, Myanmar (Rohingyas/ Chins) and Somalia in addition to smaller percentages of people from the Democratic republic of Congo, Eritrea, Sudan, Iran and other countries.



Objective of the Livelihood and self-reliance project was to strengthen the livelihoods of the refugee population especially the unemployed, new arrivals, youth and women, and to reduce poverty through skill and vocational training, business development and employability services. This encompassed five components: 1. Community outreach, 2. Providing skills and vocational training, 3. Provide placement for skilled beneficiaries, 4. Entrepreneurship training and business development, 5. financial inclusion.

A summary of key achievements in numbers:

| Sr. No. | Project key indicators | 2015 | 2016 | 2017 | Total |
|---------|---|------|------|-----------|-------|
| 1 | Outreach | 1369 | 885 | 506 (+14) | 2774 |
| 2 | Life skill training | 216 | 308 | 221 | 745 |
| 3 | Financial literacy training | 145 | 146 | 101 | 392 |
| 4 | Vocational training/ Functional literacy training | 103 | 236 | 150 | 488 |
| 5 | Entrepreneurship training | 54 | 159 | 125 | 338 |
| 6 | Small business grants | 54 | 72 | 52 (+18) | 196 |
| 7 | Market linkages | 70 | 17 | 15 | 101 |
| 8 | Placements (job opportunities) | 133 | 178 | 268 | 579 |
| 9 | Apprenticeship | 53 | 97 | 110 | 260 |
| 10 | Bank account | | 37 | 37 | 74 |



Case Study: One of the key success stories was the ‘ILHAM Afghan Cuisine’ group that comprised of 7 single Afghan mothers. In Jan 2015 these refugees from Bhagal approached the team for providing them with some sustainable livelihood option. After studying their concerns and skills sets, they were suggested to initiate a group enterprise leveraging their culinary skills. They were provided entrepreneurship and marketing training, then the group was provided with market linkages and funds to initiate the business. Within one year the group started doing well and became popular taking online orders. The ILHAM group earned INR 8, 23, 667 between Jan to Dec 2017 with a net profit of INR 5, 57, 769.

The group received attention from the media and was covered by several media houses and online portals such as – Hindustan Times; Times of India; Scroll.in (Online Portal); CNC Hong Kong; ANI; CBS News; Lokmat (Maharashtra); BBC; UNHCR Global page; Indian Express, Business Standard and many more.

RAJASTHAN

PINK CITY RICKSHAW COMPANY (PCRC)

Funded by: HSBC

The Pink City Rickshaw Company (PCRC) is a unique and innovative project which aims to empower 200 women, all from marginal and minority communities, by training them to drive E-rickshaws in Jaipur. The novel initiative seeks to accomplish a triple bottom line impact, which empowers women to take control of their lives, offers a sustainable livelihood option, and also offers an eco-friendly option to address the high pollution levels caused by vehicular traffic in the congested city and be a trendsetter in addressing the problem of growing emission in the city. To accomplish the sustainable impact, ‘The Pink City Rickshaw Co’, a social enterprise registered as a private limited company is established with equity participation from the participating women.



The initiative not only aims to introduce a novel livelihood option, but also encourages women to break the glass ceiling. Thus, a lot of emphasis is given to community mobilization and sensitization of the family and community as a whole. During the first phase of the project, there was a lot of hesitancy amongst the women and

their families about being the pioneer female e-rickshaw drivers. However, slowly ACCESS team could convince them through repeated community meetings and face to face counseling. A very strong support system and handholding was ensured to get the confidence of the women up.

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.

In its first season, the first batch of 29 electric rickshaws driven by 50 trained women drivers have already covered more than 200 tours in this heritage city. More women are being trained at the moment to join the company. 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 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 60 top rated hotels of Jaipur and 70 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.

Case study : Renu Sharma, Age 41 , Pink City Rickshaw Company Driver

41 year old Renu was brought up in Bikaner where her father worked with IGNP as a foreman. At age 24, she got married and shifted to Jaipur and now lives in Jaisingpura in Jaipur which is a low income colony established by Jaipur Development Authority. After a couple of jobs, her husband now runs a 'Paan' shop in Johari Bazaar. In order to meet increasing cost of living in a big city and to provide better opportunities to her two daughters aged 10 and 14, the 12th standard pass Renu has tried her hand at various jobs ranging from working as a sales woman at a Sari center, teaching in a local primary school and nursing. But none of them were sustainable. When approached by the Pink City Rickshaw Company for joining the training program, Renu saw it as an opportunity to supplement the monthly household earning of Rs 10000. She was already a licensed two wheeler driver and did not think learning to drive the rickshaw would be a big challenge.



She grasped the rickshaw driving training well, attended all the soft skills training and also became a driving trainer for the subsequent batch. Being attuned to travelling independently in the city even earlier, Renu Sharma is one of the strongest PCRC drivers and one of the first to independently take tours of foreign clients without too much handholding. She has completed at least 30 tours successfully and independently. She has also picked up a few words of English greetings, has become active on social media like Facebook and Whatsapp. She has recently also tried her hands at using GPS. Last month she also tried her hands as a commercial rickshaw driver after hiring a rickshaw on a daily rent of Rs 300 and took passengers point to point. She is now of the belief that e rickshaw driving is a sustainable and lucrative livelihood option for women and would continue to be associated in the future.



SHILPGRAM, SAWAI MADHOPUR

Funded by: Government of Rajasthan

Shilpgram was developed initially by the Tourism department, Government of Rajasthan with an objective to promote Art Culture and Crafts of Rural Community for Sustainable Livelihood Promotion by providing the artisans and weavers a sustainable market place.



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

Previously, no artisan or any group was interested to come 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.

Today 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.

Shilpgram is moving at a good pace in a direction that generates employment for about 75-100 women directly who work at Shilpgram and earn their livelihood.

JEEVIKA, JAIPUR AND SAWAI MADHOPUR

Funded by: HSBC

Jeevika is a composite livelihood promotion effort by ACCESS that aims to build socio-economic framework by enhancing vocational skills especially among women, elderly, and the differently abled to improve their livelihoods. The project is being implemented in urban set up of Jaipur and rural and urban areas of Ranthambhore in Sawaimadhupur district. With the financial backing of HSBC, the project strengthens two community-based organisations in these locations by supporting 1000 economically active poor. Members of the project can access resources, inputs, financial services, markets and their entitlements.

The interventions under Jeevika have three broad components: access to finance, access to entitlements and enhancing economic opportunity. While implementing the project, ACCESS has provided the following socio-economic solutions:

- Capacity-building of the community as leaders and entrepreneurs.



- Business development solutions and enhanced economic opportunities.
- Product development services.
- Skill development.
- Access to finance/ financial schemes and entitlements of various social security schemes.
- Credit linkages to SHGs based on need.

In 2017, more than 200 women have been trained under several activities such as spice processing, grading and packaging to generate employment opportunities. Several Self Help Groups (SHGs) were formed and each activity under the project is done through these groups. The mature SHGs have mobilized over Rs. 2 Lakh through loaning and small business activities. As there was minimal awareness and participation in the formal financial institutions, several linkages with banks were also formed. PMJJBY, PMSBY, PMJDY linkages were developed for all eligible members. Also, formal bank loans were facilitated and repayment process was followed up. We have been able to mobilize a saving of 4.16 Million Rupees through SHGs in their respective accounts.

BUDDHIMONEY: UP SCALING ENTERPRISES THROUGH DIGITAL LITERACY

Funded by: Mastercard Center for Inclusive Growth

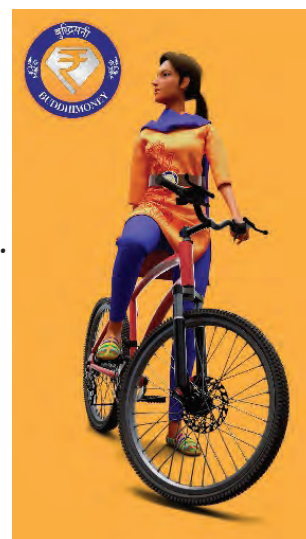
The project 'Buddhimoney' seeks to work with 10,500 microenterprises in one sub-sector through a design thinking approach and develop modules of innovative pedagogy to assess its effectiveness in delivering certain desired outcomes. The overarching objective of the program is to apply design thinking and develop innovative pedagogy which helps micro-entrepreneurs understand their ecosystem and impediments, and adopt key recommendations to successfully upscale their enterprises.

The major challenges faced by jewelry microenterprise owners in Jaipur City are: small scale of operation, uncertain legal status, limited access to finance, inadequate access to government schemes, finance and government aid, use of outdated technology or simply the lack of awareness and information regarding the services needed to develop their businesses.

ACCESS has developed a unique pedagogy to promote sustainable livelihood for micro-enterprises, using digital media, i.e., state-of-the-art 3 D animation films centred around an animated caricature styled as BUDDHIMONEY. Under the program, ACCESS has developed a set of enterprise training modules through use of animation films which will majorly cover about mobile banking, informal to formal economy, expansion of business and financial management & book keeping. The idea is to deliver the key messages through training programmes which are conducted with enterprise owner.

Under the program, a three-stage process undertaken comprises:

- (1) Develop an iconic character (BuddhiMoney) that communities can relate and respond to, for better engagement with an innovative pedagogy that uses animation as the medium of communication
- (2) Under an identified sub-sector (fashion jewelry), 10,500 entrepreneurs



in clusters within Jaipur are being reached out to and sensitized through dedicated modules that helps them understand and explore ways of up-scaling their enterprises.

- (3) Document the efficacy and cost effectiveness of the pedagogy through two dissemination methodologies viz. intensive engagement and extensive campaign

About 70% artisans in the intensive engagement of the program are expected to benefit from the program and take their enterprises to the next higher level of operation. A set of metrics relating to their growth in terms of balance sheet size, profits, linkages with finance, registration as a formal institution, book keeping, links with new markets, steady supply of resources, growth in number of employees, etc. are being developed to assess the up scaling of these enterprises



ASSAM

LOOMS OF ASSAM:

Funded by: Assam State Rural Livelihoods Mission Society

Handloom weaving has been a part of the socio-economic fabric of Assam since time immemorial, with the loom being a prized possession and a way of life in the state. It is one of the oldest and largest industry here, known for its pristine simplicity and unequalled charm. In rural Assam, weaving activity is considered as an additional household chore to enhance family incomes and thus raise standards of living. However, the handloom sector in Majuli is mostly non-commercial; people weave either for themselves or sell them at not so remunerative prices. Despite possession of traditional skills and a reasonably growing new market potential, due to lack of awareness of market preferences and trends, weavers are losing their position in the marketplace.



The primary objective of this project is to create a sustainable ecosystem by revitalizing the traditional handloom weaving activities in Majuli through skill development and market linkages to take them from a comparative to a competitive advantage so as to provide additional income generation opportunities for the local community. The aim is 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.

A major impediment to up-scaling weaving enterprises relates to lack of enterprise management skills. This is further exacerbated by the inability of the weavers to access resources, capital and markets and also their position in the social hierarchy. As an effort to build enterprise management, ACCESS links them with different enterprises that pays well directly to them without any interference of commission agents who almost exploit them and pay little.

Adequate practical training at our Common Facility Centers are being provided to the weavers where they are able to compare their old traditional looms with our new fly shuttle looms technology, speed etc. The training involves not only advanced weaving training but also design development, dyeing, stitching, garmenting, marketing, entrepreneurship, etc. A new brand name and numerous market linkages will help the weavers sell their products at better prices.

The credit facilities currently available to weavers are far from adequate. Even those made available through co-operatives rarely reach the sections for which it is intended. As the project progresses, ACCESS will link them with formal financial institutions.



BIHAR

MSME- CIP (CLUSTER INTERVENTION PROGRAMME)

Funded by: SIDBI (Small Industries Development Bank of India)

In April 2015, SIDBI had entrusted ACCESS the responsibility of implementing a Cluster Intervention Program (CIP) with a target of reaching to 1000 weavers in Bhagalpur cluster, Bihar. As part of the interventions, ACCESS is working closely with the unit holders in the cluster to address the various gap areas primarily the knowledge and skill development gaps in Textiles.

As part of the strategy to take Bhagalpur cluster towards Smart Clusters to become a strong pillar of the 'Make in India' initiative, ACCESS deployed competent Cluster Intervention Team in Bhagalpur power loom cluster. It envisions introducing a series of interventions in the selected cluster to bring in efficiency in production systems, introduce modern practices for product quality improvement and develop market understanding among key stakeholders. Some of the important interventions for Bhagalpur cluster are: technology up-gradation, design development, product diversifications, setting up of Common Facility Centres and reviving of raw material bank, value addition, skill up-gradation, market development, and improved access to finance.

ACCESS has facilitated establishment of a Producer Company in the name of Bhagalpur Living Looms Producer Company so as to provide adequate job works and fair wages to marginal weavers. The Producer Company aims at establishing a Yarn Bank by the end of this year with the help of Ministry of Textiles. Two SPVs are all set to be established in two different pilot CFCs

in the cluster. ACCESS identified major skill gaps and to bridge these gaps, a series of capacity building programmes were organized in the cluster. To provide a better market linkage ACCESS has commissioned a market scoping study to identify regular buyers and current market demand for the cluster. At present, market linkages have generated purchase orders worth INR 30 lakhs.

With active and aggressive effort of ACCESS, so far 220 weavers have been mobilized as shareholders of the company with an equity share of 11 lakhs. Modern technical skills have been acquired by 200 weavers to remove the existing shortcomings. The quality of the product has been enhanced as rejection rate has reduced by 70-80%.

Total of 45 weavers have been identified so far who have shown interest to upgrade their looms to enhance productivity, reduce wastage and to enhance quality of their products. Out of these, 40 weavers have started implementing the inputs on current market trend and have stated producing products with innovation and improvisation resulting in additional net benefits of 25%. 10 Master Weavers have started making new designs based on the inputs received under the project. 20 entrepreneur weavers have installed dobby & jacquard machines and have started making designer sarees, fabric etc. Price realization of the sarees have increased by at least 30%.

Access Specialised Affiliates

Holding Ventures

ACCESS ASSIST

ACCESS ASSIST (ASSIST) is a specialized affiliate of ACCESS Development Services set up in 2009 for advancing financial inclusion in the country. ASSIST operates at three levels to bridge the hiatus between the supply and demand sides to enable access to formal financial services for the poor and underserved populations of the country. ASSIST operates at three tiers to improve policy, proficiency and practice in the ecosystem for greater access to and usage of financial services.

Within the national Tier III strategy, ASSIST successfully co-organised the 14th Inclusive Finance India Summit in December 2017, along with the publication of the much awaited annual Inclusive Finance India Report. The 2017 Summit was organised in association with NITI Aayog as the co-host and received a high turnout of participants with a historic panel with 4 former RBI Governors being the highlight of the event. The Summit continued to delve into diverse cutting-edge themes and issues affecting financial inclusion in India over the two days with participation of over 95 speakers and 750 delegates. The 9th annual Inclusive Finance India Awards supported by HSBC were organised by ASSIST with awards in 7 categories for institutions and individuals. ASSIST, through its Managing Trustee and Executive Director, continued to actively participate in and contribute to other national and international sectoral initiatives for responsible finance including the global Social Performance Task Force (SPTF) and the Steering Committee of the SMART Client Protection Campaign.

Continuing with its long term policy advocacy efforts on differentiated banking, ASSIST organised the second Annual CEO's Conclaves for Small Finance Banks and Payments Banks in partnership with IIM-Udaipur, in which Deputy Governor of Reserve Bank of India interfaced on policy issues in a candid conversation format with the promoters of the two new, niche bank categories.

As part of the DFID supported Poorest States Inclusive Growth (PSIG) programme, ASSIST delivered the policy advocacy and convergence mandate of the programme as a key consortium

partner of SIDBI, for the sixth year. ASSIST's work included conducting studies on topical themes, facilitating deliberations at state and national level on financial inclusion, training and sensitization, and facilitating convergence among various delivery channels through state level forums.

In Odisha this year, an on-going PSIG programme agenda pursued by ASSIST was supporting small and medium Microfinance Institutions (MFIs) for attracting greater funding from banks. Towards this, ASSIST organised exposure visits and orientation programmes for bankers to educate them on MFIs operations and due diligence processes. ASSIST also incubated the state level association for MFIs in Odisha as a legacy institution which will work on policy advocacy and capacity building for MFIs beyond the programme period. ASSIST partnered with Corporate BCs across four PSIG focus states of UP, MP, Bihar and Odisha for building their capacities on promoting Aral Pension Yojana (APY) and enrolling clients under the scheme. ASSIST developed promotional and educational materials including brochures, leaflets and comprehensive handbook with updated guidelines and trained 400 agents from the 4 BCs on APY.

A noteworthy initiative within PSIG initiated last year was instituting a partnership with the Bihar Garmin Bank for deepening the financial inclusion (FI) outreach of the Regional Rural Bank through an Organizational Development led process of change in the approach towards financial inclusion business. Based on business plans developed by the 10 pilot branches, training and capacity building programmes for BC agents and staff were organised with encouraging results in terms of improvement in performance on FI indicators.

In line with the key objective of the PSIG programme for enabling access of financial services to the poorest and most difficult regions of the country, ASSIST conducted a study on Status and Challenges of Financial Inclusion in Malkangiri region of Odisha and shared the findings with local stakeholders in a meeting of District Level Coordination Committee.

Within the Tier II (Technical assistance and advisory) work, ASSIST continued to support GIZ's Umbrella Programme on Natural Resource Management (UPNRM) for another year as technical agency for two channel partners, one each in Odisha and Uttarakhand. An important Tier II opportunity this year was a one year engagement involving technical Assistance to Odisha Livelihoods Mission (OLM) for Setting up of Financial Inclusion Hubs in 3 blocks of the state. ASSIST worked closely with the district and block level Project Management Units (PMU) of OLM on developing systems and processes and conducting training for capacitating block level SHG federations to function as FI hubs for SHG members.

On the ground (Tier I), ASSIST works directly with the community – women, poor and low income households and micro enterprises – to enhance their financial capabilities, thereby strengthening the demand side in order that they become active users of financial services in a manner that these services help them manage money better and mitigate financial risks. ASSIST's work in financial capability includes both financial capability building for poor households and business capability building for micro-enterprises. An important financial capability programme of ASSIST on building financial capabilities of 1,000 women in Jaipur and Sway Madhopur involves peer to peer video based methodology for communication on key messages related to money management and financial products and services. ASSIST also supported OLM on building financial awareness of SHG members through training a cadre of 250 Community Resource Persons and Master Trainers and facilitating and monitoring the delivery of training by them to over 50,000 SHG members.

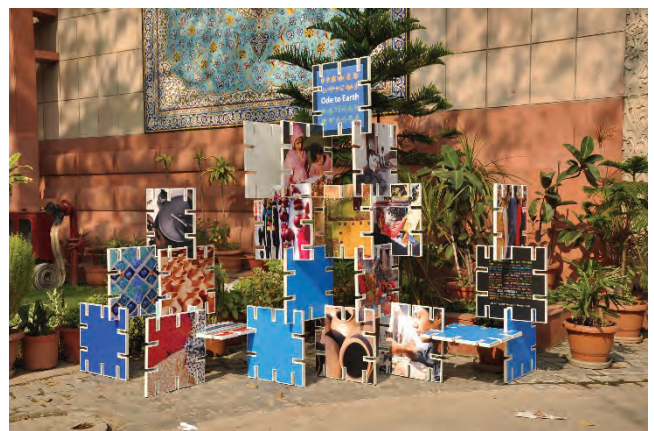
While several stakeholders have been investing and working in the area of financial education, a glaring gap that ASSIST had identified was absence of a pedagogy that attracts and actively engages the target audience to ensure better stickiness of key messages communicated through training and awareness programmes. This led to the conceptualisation of an iconic animated superwoman character called **BuddhiMoney** who is a smart financial and business counselor for the community. A hugely significant breakthrough this year for ASSIST was the approval from Mastercard Center for Inclusive Growth for development of the first 4 BuddhiMoney modules, of which the first animated video on mobile banking was developed and launched in December 2017 at the Inclusive Finance India Summit as well as in an exclusive event organised in association of Ministry of Electronics and Information Technology (MEITY). In 2018, ASSIST looks forward to implementing the BuddhiMoney approach for building business capabilities of 10,000 jewelry enterprises in Jaipur and sharing the lessons and results with a wide range of stakeholders.

Ode to Earth

Ode to Earth is a specialized affiliate of ACCESS Development Services with the mandate of linking small producers to high value mainstream markets. Envisaged as a gateway agency between primary producer and consumers, Ode to Earth facilitates sustainable livelihoods for primary producers through a network that provides access to mainstream markets with business intelligence and design support. Ode to Earth Network is linked to over 100 producer groups and organizations; with an effective outreach of more than 20000 small producers based in remote villages and towns in around eight locations across the country. Ode to Earth also provides techno-managerial support to other civil society organizations in marketing the products of communities they work for, in addition to supporting large programmes of the Governments, multilateral / bilateral agencies. The diverse services that Ode to Earth provides include:

- Providing skill up gradation / training
- Introduction of efficient technology into production processes
- Product development / product orientation /prototyping and design support
- Developing packaging / labelling / branding solutions
- Supporting visual merchandising
- Market linkages – both B2B and B2C
- Organizing market events
- Undertaking turnkey marketing assignments

Ode to Earth endeavors to strengthen economic security in vulnerable communities by empowering and enabling them to produce excellent quality of products which are then



marketed to urban consumers through various marketing initiatives. Over the years, Ode to Earth has diversified from non-farm / hand crafted products; largely craft and artisan oriented products, to farm produce and processed foods. The entity has been able to develop sustained business linkages through institutional tie-ups that provide orders to Ode to Earth on a regular basis, throughout the year. Ode to Earth has a gamut of products under their banner, all developed by artisans from various clusters in India. These include textiles and apparels, leather products, bags and accessories, toys, jewellery, pottery and ceramics. All the products under the brand are handcrafted to perfection by artisans giving attention to intricate details such as the use of natural colours, natural fibres, recyclable raw materials and traditional techniques of production. For various categories “Ode to Earth” has developed sub-brands namely JJADE for the jewellery Line, Desert Pastoral for Textiles from Rajasthan and Tanns for leather Products, and living looms for Bhagalpur hand woven fabrics. Ode to Earth also operates two retail outlets in strategic locations to strengthening and sustaining its marketing efforts, namely Stripes at Ranthambore, and a section at Rajasthali Jaipur, which attracts tourists to buy authentic Traditional Indian craft products under one roof.



Other than the stores, Ode to Earth creates market/ sales points for artisans through E-Com portals and participates in various exhibitions, corporate pop up stores and holds its own annual exhibition at Gurgaon Epicenter to support other artisanal groups and NGOs working with crafts clusters.

As we facilitate sustainable livelihoods for small primary producers, it has been our consistent effort to ensure that they are up to date with the latest techniques in their field. We also help them connect with the best buyers and markets available. Taking the idea further, ACCESS set up a specialised affiliate called “Ode to Earth” (OTE) in May 2011, a for-profit company for market intermediation. Ode to Earth was intended to serve as a link between primary producer and consumers. The OTE network links them to mainstream markets with business intelligence and design support.

In just a few years, OTE has established a network of over 100 producer groups and organisations. These groups, based in far-flung villages and towns of Rajasthan, Gujarat, Bihar, UP, MP, Orissa, Uttarakhand, HP and the North East, have an effective outreach of more than 20,000 small producers.

OTE provides vulnerable communities with inputs in the design, technical and management areas. Instead of receiving aid, artisans are empowered to turn out handcrafted products of excellent quality. Made with great care and awareness, items bearing the brand name use natural colours, natural fibres, recyclable raw materials and traditional production techniques. The label also organises marketing linkages and sale outlets.



Once the items meet the brand standards they are sold to urban consumers who respect high-quality craftsmanship and are willing to pay for it.

There is tremendous range and variety in the items produced under the OTE label: textiles and apparel, leather products, bags and accessories, toys and jewellery, and pottery and ceramics. Therefore, setting up sub-brands for various product lines was a natural progression for our brand. For instance, we now have JJADE for the jewellery line, Desert Pastoral for textiles from Rajasthan and Tann for all leather products.

At present, our label has the greatest visibility in Rajasthan, mostly in Sawai Madhopur and Ranthambore. The range of products finds an ideal sales point at our seven permanent stalls at Shilpgram. Supported by Rajasthan Tourism and run by ACCESS, Shilpgram promotes local arts, crafts and cuisine, among other things. The Ode to Earth label has a section of its own at Rajasthali, the state emporium showcasing regional crafts in Jaipur which attracts tourists seeking authentic Indian craftsmanship. Some of our handcrafted contemporary products are also sold at a select store in the Golimar area.



Events to promote the brand

In the last year, Ode to Earth and ACCESS came together to present four Festive Craft events at Shilpgram, which attracts both Indian and foreign tourists. We presented the richness and array of Rajasthani crafts to tourists and potential shoppers who turned up. Our efforts were rewarded by the numbers of appreciative tourists who shopped at these events, which led to great sales for the artisans. Several hotels and individuals also chose to shop for gifts from us.

Online portals

In keeping with the times, OTE has also made a move to sell items through certain e-commerce websites. Their aims are aligned with ours and they appreciate and support both handcrafted products and the artisans who create them. Some of these portals are Jaypore, Avishya, Go-Coop, Theloom, Engrave.in, eindianaugust, artyowl, Indiancultr.

As we look ahead, we are hopeful that Ode to Earth will scale greater heights in the future. We would like to see our efforts result in prosperity and further awareness, skills and growth for the many thousands of artisans associated with the brand.

We would also like to thank all those who have helped our brand reach its current stature -- our patrons, supporters and, above all, buyers of OTE products.

We also did a project with Aman-I-Khas in Ranthambore, Rajasthan where we recycled their waste canvas and leather to make sustainable bags for the hotel guests.

We also do a lot of corporate gifting where we source products made by artisans to brands like HCL, Ecociate

We give active design inputs in the other non farm project for Access where we have developed weaves for Assam cluster, designing of jewellery in Jaipur cluster.

Human Resource

ACCESS Human Resource Review 2017-18

Introduction

The year 2017 was filled with many changes and opportunities for the HR department. The focus for year was on Performance Management and Introduction of Technology for development of integrated HR system.

Following are the highlights for the year

1. Human Resource Planning

- The ACCESS staff strength as on 1st April 2017 comprised of 61 staff members, the staff count had an upward revision with 73 full time staff as on 31st March 2018, which has been the highest in the last three years.
- HR Trend Analysis

| | HR trend analysis | | | | | | | | | | | |
|----------------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 2006-2007 | 2007-2008 | 2008-2009 | 2009-2010 | 2010-2011 | 2011-2012 | 2012-2013 | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
| Staff Strength | 27 | 46 | 81 | 96 | 97 | 73 | 72 | 74 | 73 | 69 | 61 | 73 |

Status of New Hires –level wise in the year 2017-18

| S. No | Sr. Management | Middle Management | Junior Level |
|-------|----------------|----------------------------|-----------------------------|
| 1 | None | Sr. Manager and Manager- 9 | Sr. Project Coordinator -17 |

New Projects

- ACCESS implemented a non-farm sector initiative, The New Leaf project -agro-processing sector through which it intends to benefit 500 women from low-income households in the National Capital Region (NCR) of Delhi. A team of 4 people was placed in Gurgaon project office.
- Access implemented a financial literacy project- BuddhiMoney - Sustaining & Up-scaling Enterprises. Through the BuddhiMoney initiative, ACCESS seeks to work with a large number of microenterprises in one sub-sector through a design thinking approach and develop modules of innovative pedagogy to assess its effectiveness in delivering certain desired outcomes. A team of 4 people was placed in the state of Rajasthan.
- Assam State Rural Livelihoods Mission- The project will provide specialized technical services and inputs for business strategy start up assistance & sustainable livelihoods initiatives for handloom products in Assam through skill development and market linkages on a Public Private Partnership model.-A team of 5 people was placed in Majulai district of Assam.
- Through the UDAAN project ACCESS is working with 5000 small and marginal farmers to improve their livelihoods by integrating them with identified value chains through

sustainable FPOs that provide affordable, accessible and quality technical services/ support and access to markets and financial services to its members. A team of 4 staff was placed in Rajasthan.

Closure of Projects

- With the closure of UNHCR project a Team of 4 on roll staff and 22 consultants was closed.

New State head joining

- New state lead for MP- Jayverdhan Tiwari

Jayverdhan has total 8 years of cross functional experience of strategic planning, project management, marketing and brand management with well-known organizations. He has been impanelled as national resource person by ministry of rural of development for livelihood, rural produce marketing and capacity building of national and state level stakeholders. He holds a bachelor of veterinary sciences and animal husbandry and Post Graduate diploma in Rural Management from IIRMA

2. Management Development Training

ACCESS believes in holistic development of its staff. To achieve this, staff members are encouraged to participate in various forums, both national and international, that provide them an opportunity to interact with experts and enhance their learning.

Following workshops and trainings were attended in the year 2017:

- Participation in the summit on social media in collaboration with EXIM Bank
- Top management participated in IFC Asia, fundraising conference in the Asia Pacific region on Standard Operating procedures
- Training program on Livelihoods & Markets, at COADY International Institute, Canada was attended by State Head-Rajasthan (get pics from Surendra- VP (Rajasthan))
- “A Conversation about Women Economic Empowerment” that IFMR LEAD along with NCAER was participated by staff member of livelihoods Asia team
- UN Global Compact Network India Gender Equality Summit 2018 was participated by livelihoods Asia team
- State level workshop on watershed development and Per Drop More Crop (organized by Department of Agriculture-Watershed, GoWB) was participated by State lead-W. Bengal.
- Integrating Value Chain and On-time Execution of RoC Compliances (organized by Department of Agriculture, GoWB) attended by W. Bengal Team
- State level workshop on Farmer Producer Organization (organized by Department of Agriculture, GoWB) attended by W. Bengal Team
- Agro Business Synergy (Focus North Bengal) (organized by CII and GoWB) was attended by W. Bengal Team
- Capacity building of Team in project implementation – workshop organized for UNHCR team

- Organizational development workshop was organized exclusively for the staff members of the Refugee self-reliance and livelihoods' supported by UNHCR'.
- Workshop on Goggle for Non Profits. The workshop is designed for NGO's by Experts from Google. Two staff members were nominated for the workshop.
- In each quarter induction training is organised for the newly recruited staff member at HQ and state level.
- Retreat was organized for the head office staff which comprised of staff of ACCESS and its affiliate.



In 2017 following internships was offered by ACCESS to students:

- Under take evaluation and preparation business plans for the Population of Concerns/ Refugees (PoCs) to start small enterprises for UNHCR refugee livelihoods promotion programme.
- Responsible film making (documentary) and developing digital communication for UNHCR project- livelihoods promotion programme.
- Developing digital communication of New Leaf Project.
- Responsible for baseline survey of New LEAF project , to leverage on the significant and emerging potential in the agro-processing sector through which it intends to benefit 200 women from low-income households in the National Capital Region (NCR) of Delhi.
- Support Enterprise facilitator under UNHCR refugee livelihoods program to monitor the Population of Concerns/Refugees (POCs) who had given grant and conduct Knowledge, Attitude and Practice (KAP) Study
- Support the Project Manager in identifying the marketing channels for The Pink City Rickshaw in the city of Jaipur.
- Develop market strategies for sale of New Leaf products in Delhi NCR.

4. Awards and Recognition

- The management introduced a system of recognizing the performance of the state team by instituting the annual “Best Performing State Team” award with the objective of incentivizing performance and creating an environment of healthy competition amongst the state teams. Each state must score atleast 50 % against the set parameters in order to qualify for the state awards. In the year 2016 -2017, four state teams were able to qualify for the awards. The Rajasthan Team came first with a score of 92%, Delhi Team scored 91% and secured a close second position. Madhya Pradesh Team attained the third position with a score of 78%.
- Five Staff members who completed 5 years with ACCESS were facilitated by the management by giving away certificates in recognition to their years of services with ACCESS.

5. New Initiatives

- The process for developing a new performance appraisal system for ACCESS aligned with the current trends in the sector was undertaken. A HR Consultant was assigned the task of developing the new system. The new system has been developed on the principles of SMART Goals, which are the goals must be specific, measurable, attainable, relevant and time-bound. The system also lays focus on the supervisor by placing the focus on developing required skills, competencies and standards of performance, motivating staff on their accomplishment, rewarding for their good performance, create an environment where staff can improve their work performance and efficiently contribute to the development and completion of objectives. The system emphasis the important of tracking overall progress, identify necessary modifications, and execute those modifications to reach the set goals promptly.
- The HR department initiated the concept of ‘ACCESS Core Competency Framework’. The key to success of ACCESS is the quality of Human Resource and their ability to achieve their full potential while delivering ACCESS mandate. An ‘ACCESS Core Competency Framework’ is being introduced to support efforts of Human Resource in order to strive for a high performance culture where development is nurtured and encouraged. The Core Competency Framework will help the State leads/Supervisors in man-power planning and in setting consistency in standards of performance. At the organizational level, a validated set of competencies is important as it provides a foundation for consistently managing talent across ACCESS, from recruitment, performance evaluation, leadership development and learning to career development.
- A detailed medical health camp was been organized for all the staff members.
- In the era of technological advancement, a virtual human resource Information System (Prompt HR) initiative was introduced to all ACCESS staff members. The aim of the online system is to will cover all the staff members across all the states and connect them to the HR and Admin department through online medium. The system will further help the staff to understand ACCESS HR policies & practices. As part of the online system the new appraisal system was incorporated. The new appraisal system gives a higher ownership to staff members for devising their own Key Result Areas (KRA's) in coordination with supervisor and introduced a bi yearly appraisal evaluation.

Independent Auditor's Report

To,

The Members of ACCESS DEVELOPMENT SERVICES

Report on the Financial Statements

We have audited the accompanying financial statements of Access Development Services ("the company"), which comprise the Balance Sheet as at March 31, 2018, the Income and Expenditure Account and the cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

The Company's Board of Directors is responsible for the matters stated in section 134(5) of the Companies Act, 2013 ("the Act") with respect to the preparation and presentation of these financial statements that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with the accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014. This responsibility also includes the maintenance of adequate accounting records in accordance with the provision of the Act for safeguarding of the assets of the Company and for preventing and detecting the frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial control, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- a) In the case of the Balance Sheet, of the state of affairs of the Company as at March 31, 2018,
- b) In the case of the Income and Expenditure Account, of the excess of income over expenditure for the year ended on that date; and
- c) In the case of the Cash flow statement, the cash flows for the year ended on that date.

Report on Other Legal and Regulatory Requirements

- 1. As required by section 143(3) of the Act, we report that:
 - a) We have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit.
 - b) In our opinion proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books.
 - c) The Balance Sheet, the Statement of Profit and Loss, and Cash Flow Statement dealt with by this Report are in agreement with the books of account.
 - d) In our opinion, the aforesaid financial statements comply with the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014.

- e) On the basis of written representations received from the directors as on 31 March, 2018, taken on record by the Board of Directors, none of the directors is disqualified as on 31 March, 2018, from being appointed as a director in terms of Section 164(2) of the Act.
 - f) On the basis MCA notifications with respect to adequacy of the internal financial controls over financial reporting of the company and the operating effectiveness of such controls, no separate report on internal financial control and its operating effectiveness is issued.
 - g) With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:
 - i. The Company did not have any pending litigation which would impact its financial position.
 - ii. The Company did not have any long-term contracts including derivatives contracts for which there were any material foreseeable losses.
 - iii. There were no amounts which were required to be transferred to Investor Education and Protection Fund by the Company.
2. As required by the Companies (Auditor's report) Order, 2016 ("The order") issued by the Central Government of India, in terms of Sub section 11 of Section 143 of the Act, we are not giving any comments on the matters specified in the paragraphs 3 & 4 of the order as the said order is not applicable to the company.

For SCM Associates

Chartered Accountants

Firm Registration Number : 314173E

Prakhar Banthiya

Partner

Membership Number : 088526

Place : New Delhi

Date : 03/09/2018



Access Development Services
Balance sheet as at 31st March 2018

(All amount in Indian Rupees)

| | Note | As at 31st March 2018 | As at 31st March 2017 |
|--|---------|----------------------------|----------------------------|
| EQUITY AND LIABILITIES | | | |
| Shareholders' funds | | | |
| Share capital | 2 | 400 | 400 |
| Reserve and surplus | 3 | 18,05,79,240 | 17,49,41,289 |
| | | <u>18,05,79,640</u> | <u>17,49,41,689</u> |
| Non current liabilities | | | |
| Long-term borrowings | 4 | 11,34,692 | - |
| Long term provisions | 5 | 57,54,826 | 57,44,024 |
| | | <u>68,89,518</u> | <u>57,44,024</u> |
| Current liabilities | | | |
| Short term borrowings | 6 | 35,65,332 | 81,86,225 |
| Accounts payable | 7 | 11,95,341 | 65,82,681 |
| Other current liabilities | 8 | 4,33,38,983 | 2,28,01,603 |
| Short-term provisions | 9 | 31,14,043 | 28,82,374 |
| | | <u>5,12,13,700</u> | <u>4,04,52,884</u> |
| | | <u>23,86,82,857</u> | <u>22,11,38,597</u> |
| ASSETS | | | |
| Non current assets | | | |
| Property, Plant and Equipments | 10 | 49,14,153 | 36,20,114 |
| Intangible assets | | 24,622 | 69,725 |
| Long term loans and advances | 11 | 1,08,10,414 | 1,37,44,687 |
| | | <u>1,57,49,189</u> | <u>1,74,34,527</u> |
| Current assets | | | |
| Cash and cash equivalents | 12 | 20,98,53,118 | 19,15,04,125 |
| Short term loans and advances | 13 | 23,85,106 | 27,37,569 |
| Other current assets | 14 | 1,06,95,445 | 94,62,376 |
| | | <u>22,29,33,669</u> | <u>20,37,04,070</u> |
| | | <u>23,86,82,857</u> | <u>22,11,38,597</u> |
| Significant Accounting Policies | | | |
| Notes forming part of the financial statements | 1 to 32 | | |

As per our report of even date attached.

For SCM Associates

Chartered Accountants

Firm Registration Number : 314173E

Prakhar Banthiya

Partner

Membership Number : 088526

Place : New Delhi

Date : 03/09/2018

For and on behalf of the Board of Directors

Vipin Sharma

CEO

DIN: 02565320

Place : New Delhi

Date : 03/09/2018

Arvind Mayaram

Chairperson

DIN: 00080262

Place : New Delhi

Date : 03/09/2018

Access Development Services
Income and expenditure account for the year ending 31st March 2018

(All amount in Indian Rupees)

| | Note | for the year ending 31st March 2018 | for the year ending 31st March 2017 |
|---|---------------|--|--|
| Revenue | | | |
| Revenue from operations | 15 | 13,49,87,924 | 11,97,45,220 |
| Other income | 16 | 66,32,012 | 59,73,927 |
| Interest from LIIF corpus fund | | 1,00,45,780 | 1,07,28,405 |
| | | 15,16,65,716 | 13,64,47,552 |
| Expenses | | | |
| Programme expenses | 17 | 7,95,26,259 | 6,23,98,496 |
| Expenses made out of LIIF Corpus fund | | 59,68,924 | 56,77,899 |
| Employee benefit expenses | 18 | 4,36,63,033 | 4,00,97,665 |
| Finance costs | 19 | 13,48,589 | 13,02,916 |
| Depreciation and amortisation | 20 | 7,04,585 | 6,18,461 |
| Other expenses | 21 | 1,46,58,557 | 1,93,77,866 |
| | | 14,58,69,947 | 12,94,73,302 |
| Excess of income over expenditure for the year | | 57,95,769 | 69,74,250 |
| Basic/diluted earning per share | [See Note 23] | 1,44,894.22 | 1,74,356.24 |
| Diluted earning per share | | 1,44,894.22 | 1,74,356.24 |

Significant Accounting Policies

Notes forming part of the financial statements

1
1 to 32

As per our report of even date attached.

For SCM Associates

Chartered Accountants

Firm Registration Number : 314173E

Prakhar Banthiya

Prakhar Banthiya

Partner

Membership Number : 088526

Place : New Delhi

Date : 03/09/2018

For and on behalf of the Board of Directors

Vipin Sharma

Vipin Sharma

CEO

DIN: 02565320

Place : New Delhi

Date : 03/09/2018

Arvind Mayaram

Arvind Mayaram

Chairperson

DIN: 00080262

Place : New Delhi

Date : 03/09/2018



Access Development Services
Cash flow statement for the year ending 31st March 2018

| | All amount in Indian Rupees | |
|---|--|--|
| | for the year ending 31st March 2018 | for the year ending 31st March 2017 |
| Cash flow from operating activities | | |
| Surplus during the year | 17,18,913 | 19,23,744 |
| Surplus from LIIF Corpus fund | 40,76,856 | 50,50,506 |
| Amount charged to Capital Asset fund | (1,57,818) | (6,91,452) |
| Net surplus for the year | 56,37,951 | 62,82,798 |
| <i>Adjustments for:</i> | | |
| Depreciation and amortisation during the year (including depreciation charged to capital asset fund) | 14,47,781 | 12,92,699 |
| Finance costs | 13,48,589 | 13,02,916 |
| (Profit)/ Loss on sale of fixed assets | | |
| (After adjusting asset written off from capital asset fund) | - | 1,87,982 |
| Unrealised Foreign currency (Gain)/ Loss | 4,083 | - |
| Provision for compensated absences | 2,37,224 | 1,52,126 |
| Provision for Gratuity/ superannuation | 8,41,747 | 7,32,066 |
| Provision for bad and doubtful receivables | (6,38,368) | (6,67,635) |
| Provision for sick leave | (8,36,500) | |
| Operating profit before working capital changes | 80,42,506 | 92,82,952 |
| Changes in working capital | | |
| Decrease/ (increase) in long term loans and advances | 2,010 | (1,87,600) |
| (Decrease)/ increase in short term provision | 2,31,669 | |
| Decrease/ (increase) in short term loans and advances | 3,52,463 | (3,20,288) |
| Decrease/ (increase) in other current assets | (5,94,701) | (11,83,020) |
| Decrease/ (increase) in inventories | | |
| (Decrease)/ increase in long term provisions | 10,802 | 8,96,940 |
| (Decrease)/ increase trade payables | (53,87,340) | 31,54,853 |
| (Decrease)/ increase in other current liabilities | 2,05,37,380 | 2,60,730 |
| (Decrease)/ increase in short term borrowings | | |
| Cash generated from operations | 2,31,94,789 | 1,19,04,567 |
| Income tax paid (net of refund) | 29,32,263 | (17,91,810) |
| Net cash (used in)/generated from operating activities (A) | 2,61,27,052 | 1,01,12,757 |
| Cash flow from investing activities | | |
| Amount paid for acquisition of fixed assets | (29,43,270) | (25,78,891) |
| Proceeds from sale of fixed assets | - | 86,050 |
| Net cash used in investing activities (B) | (29,43,270) | (24,92,841) |
| Cash flow from financing activities | | |
| Proceeds from issue of equity shares | | |
| Receipt/ (payment) of short-term borrowings | 2,93,356 | - |
| Proceeds/(Payment) from/of long-term borrowings | 11,34,692 | |
| Finance cost | (13,48,589) | (13,02,916) |
| Net cash flow generated from / (used in) financing activities (C) | 79,459 | (13,02,916) |
| Net decrease in Cash and Cash equivalents (A+B+C) | 32,63,241 | 63,17,000 |
| Cash and cash equivalents at the beginning of the year | 18,33,17,900 | 17,70,00,901 |
| Cash and cash equivalents at the end of the year | 20,65,81,142 | 18,33,17,900 |



Access Development Services
Cash flow statement for the year ending 31st March 2018

| | All amount in Indian Rupees | |
|--|--|--|
| | for the year ending 31st March 2018 | for the year ending 31st March 2017 |
| Cash and cash equivalents comprise of: | | |
| - Cash in hand | 10,869 | 8,771 |
| Balances with banks: | | |
| - in current accounts | 1,68,05,007 | 1,20,14,709 |
| - in deposit accounts including accrued interest | 19,30,37,242 | 17,94,80,646 |
| Overdraft Account : | | |
| Bank overdraft | (32,71,976) | (81,86,225) |
| | 20,65,81,142 | 18,33,17,900 |

As per our report of even date attached.

For SCM Associates
Chartered Accountants

Firm Registration Number : 314173E

Prakhar Banthiya
Prakhar Banthiya
Partner
Membership Number : 088526

Place : New Delhi
Date : 03/09/2018



For and on behalf of the Board of Directors

Vipin Sharma

Vipin Sharma
CEO
DIN: 02565320

Place : New Delhi
Date : 03/09/2018

Arvind Mayaram

Arvind Mayaram
Chairperson
DIN: 00080262

Place : New Delhi
Date : 03/09/2018



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.

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.



Note 1: Significant accounting policies**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.

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 benefitsDefined 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 actuarial valuation as at the Balance Sheet date.



Notes forming part of the financial statements

(All amount in Indian Rupees)

Note 1: Significant accounting policies

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.

1.14 Earnings per share

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

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 Previous year's figure regrouped wherever necessary

1.17 Prior period items

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



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

| | As at 31st March 2018 | As at 31st March 2017 |
|--|--------------------------|--------------------------|
| Note 2: Share capital | | |
| Authorised share capital | | |
| 50,000 (previous year 50,000) equity shares of Rs. 10 each | 5,00,000 | 5,00,000 |
| | <u>5,00,000</u> | <u>5,00,000</u> |
| Issued and subscribed share capital | | |
| 40 (previous year 40) equity shares of Rs. 10 each. | 400 | 400 |
| | <u>400</u> | <u>400</u> |
| Paid up share capital | | |
| 40 (previous year 40) equity shares of Rs. 10 each fully paid up | 400 | 400 |
| | <u>400</u> | <u>400</u> |

Details of shares held by the holding company, the ultimate holding company, their subsidiaries and associates:

| Name | As at 31st March 2018 | | As at 31st March 2017 | |
|---------------------------------------|--------------------------|------------|--------------------------|------------|
| | Number of shares held | Percentage | Number of shares held | Percentage |
| ACCESS Holding Venture India Pvt.Ltd. | 20 | 50% | 20 | 50% |

Details of shareholders holding more than 5% of aggregate shares in the Company

| | As at 31st March 2018 | | As at 31st March 2017 | |
|---------------------------------------|--------------------------|------------|--------------------------|------------|
| Name | Number of shares held | Percentage | Number of shares held | Percentage |
| Ms. Radhika Agashe Mathur | 20 | 50% | 20 | 50% |
| ACCESS Holding Venture India Pvt.Ltd. | 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 |
| Shares issued during the year | - | - |
| Number of shares outstanding at the end of the year | <u>40</u> | <u>40</u> |




Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

| | As at 31st March 2018 | As at 31st March 2017 |
|---|-------------------------------|--------------------------|
| Note 3: Reserve and surplus | | |
| Capital Reserve | | |
| General Corpus fund | | |
| Balance at the beginning of the year | 98,00,000 | 98,00,000 |
| Add: Addition during the year | - | - |
| Less: Utilised during the year | - | - |
| (a) | <u>98,00,000</u> | <u>98,00,000</u> |
| LIIF Corpus fund | | |
| Balance at the beginning of the year | 13,32,25,483 | 13,01,95,180 |
| Add : Interest earned on term deposits made of LIIF | 1,00,45,780 | 1,07,28,405 |
| Less: Expenses incurred related with LIIF | 59,68,924 | 56,77,899 |
| Surplus before provisioning | <u>40,76,856</u> | <u>50,50,506</u> |
| Less : Reserve fund for contingent liability @15% | 6,11,528 | 7,57,576 |
| Less : Reserve fund for promotional activities @25% | 10,19,214 | 12,62,627 |
| (b) | <u>13,56,71,597</u> | <u>13,32,25,483</u> |
| Contingent liability fund (LIIF) | | |
| Balance at the beginning of the year | 51,81,371 | 44,23,796 |
| Add: Transfer during the year from LIIF Corpus fund | 6,11,528 | 7,57,576 |
| (c) | <u>57,92,900</u> | <u>51,81,371</u> |
| Promotional activities fund (LIIF) | | |
| Balance at the beginning of the year | 86,35,618 | 73,72,992 |
| Add: Transfer during the year from LIIF Corpus fund | 10,19,214 | 12,62,627 |
| (d) | <u>96,54,832</u> | <u>86,35,618</u> |
| Total Corpus fund | <u>(a+b+c+d) 16,09,19,329</u> | <u>15,68,42,473</u> |

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 | 10,73,740 | 17,65,192 |
| Add: Fixed assets acquired out of grants during the year | 2,76,818 | 1,32,554 |
| Less: Cost of fixed asset written off (net of accumulated depreciation) | 2,59,438 | 1,49,768 |
| Less: Depreciation (transferred from income and expenditure account) | 7,30,312 | 6,74,238 |
| Add : Fixed Assets Charged to programme | 5,55,114 | - |
| | <u>9,15,923</u> | <u>10,73,740</u> |

Reserve and surplus

| | | |
|--|---------------------|---------------------|
| Balance at the beginning of the year | 1,70,25,076 | 1,51,01,332 |
| Add: Excess of income of general fund over expenditure during the year | 17,18,913 | 19,23,744 |
| | <u>1,87,43,988</u> | <u>1,70,25,076</u> |
| | <u>18,05,79,240</u> | <u>17,49,41,289</u> |



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

| | | As at 31st March 2018 | As at 31st March 2017 |
|--|---------------|--------------------------|--------------------------|
| Note 4: Long-term borrowings | | | |
| Secured | | | |
| Other Loan From Bank | | 11,34,692 | - |
| | | 11,34,692 | - |
| Note 5: Long term provisions | | | |
| Employee benefits | | | |
| Provision for compensated absences | [See Note 27] | 16,58,813 | 14,33,220 |
| Provision for gratuity | [See Note 27] | 30,75,864 | 24,28,873 |
| Provision for Sick leave | [See Note 27] | 10,20,149 | 18,81,931 |
| | | 57,54,826 | 57,44,024 |
| Note 6: Short term borrowings | | | |
| Secured | | | |
| Bank overdraft* | | 32,71,976 | 81,86,225 |
| Current Maturity of long term debt** | | 2,93,356 | - |
| | | 35,65,332 | 81,86,225 |
| * 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. 2.28 Crores (Previous Year Rs. 2.28 Crores). | | | |
| Note 7: Accounts payable | | | |
| Sundry creditors | | 6,98,429 | 63,24,066 |
| Other payables | | 4,96,913 | 2,58,615 |
| | | 11,95,341 | 65,82,681 |
| Note 8: Other current liabilities | | | |
| Duties and taxes | | 12,39,021 | 10,28,897 |
| ESI & EPF Payable | | 7,30,570 | 11,40,714 |
| Festival allowance payable | | 2,97,180 | 2,21,989 |
| Interest accrued but not due on borrowings | | 6,968 | - |
| Income received in advance | | 3,89,14,547 | 2,00,25,619 |
| Advance from customers | | 5,81,831 | - |
| Other Reimbursable Expenses | | 8,77,922 | - |
| Reimbursable expenses to staff | | 6,75,069 | 2,86,779 |
| Other liabilities | | 15,875 | 97,605 |
| | | 4,33,38,983 | 2,28,01,603 |
| Note 9: Short-term provisions | | | |
| Employee benefits | | | |
| Provision for compensated absences | [See Note 27] | 10,13,928 | 10,02,297 |
| Provision for gratuity | [See Note 27] | 20,74,833 | 18,80,077 |
| Provision for sick leave | | 25,282 | - |
| | | 31,14,043 | 28,82,374 |




Notes forming part of the financial statements

Note 10: Property, Plant and Equipments

| Particulars | Gross Block | | | | Depreciation | | | | Net Block | |
|--------------------------|-------------------------|---------------------------------|--------------------------------|-----------------------------|-------------------------|---------------------------------|------------------------------------|--------------------------------|-----------------------------|-----------------------------|
| | As at 1st April 2017 | Additions during the year | Deletion during the year | As at 31st March 2018 | As at 1st April 2017 | Additions during the year | Charged to Reserve & Surplus | Deletion during the year | As at 31st March 2018 | As at 31st March 2017 |
| Tangible assets | | | | | | | | | | |
| Furniture and fixtures | 26,96,783 | - | 1,55,469 | 25,41,314 | 21,92,668 | 1,23,491 | - | 86,105 | 22,30,054 | 5,04,116 |
| Vehicles | 16,36,158 | 22,74,867 | - | 39,11,025 | 14,61,684 | 2,40,537 | - | - | 22,08,805 | 1,74,474 |
| Office equipments | 38,39,654 | 14,000 | 4,29,937 | 34,23,717 | 30,56,632 | 3,11,699 | - | 3,18,168 | 30,50,164 | 7,83,022 |
| Leasehold improvements | 14,52,729 | 3,67,085 | - | 18,19,814 | 50,003 | 3,20,197 | - | - | 3,70,200 | 14,02,726 |
| Computer hardwares | 65,70,112 | 2,87,318 | 8,27,148 | 60,30,282 | 58,14,335 | 3,93,869 | - | 7,48,843 | 54,59,361 | 7,55,777 |
| Subtotal (a) | 1,61,95,436 | 29,43,270 | 14,12,554 | 1,77,26,152 | 1,25,75,322 | 13,89,793 | - | 11,53,116 | 1,28,11,999 | 36,20,114 |
| Intangible assets | | | | | | | | | | |
| Computer software | 2,99,440 | - | - | 2,99,440 | 2,29,715 | 45,103 | - | - | 2,74,818 | 69,725 |
| Subtotal (b) | 2,99,440 | - | - | 2,99,440 | 2,29,715 | 45,103 | - | - | 2,74,818 | 69,725 |
| Total | 1,64,94,876 | 29,43,270 | 14,12,554 | 1,80,25,592 | 1,28,05,036 | 14,34,897 | - | 11,53,116 | 1,30,86,817 | 36,89,840 |
| Previous year | 1,61,09,239 | 25,78,891 | 21,93,254 | 1,64,94,876 | 1,34,31,559 | 12,92,699 | | 19,19,222 | 1,28,05,036 | 26,77,680 |

Nitin Mahana




Notes forming part of the financial statements

Note 10.1: Property, Plant and Equipments acquired out of grant funds

| Particulars | Gross Block | | | | Depreciation | | | | Net Block | |
|--------------------------|-------------------------|---------------------------------|--------------------------------|-----------------------------|-------------------------|---------------------------------|------------------------------------|--------------------------------|-----------------------------|-----------------------------|
| | As at 1st April 2017 | Additions during the year | Deletion during the year | As at 31st March 2018 | As at 1st April 2017 | Additions during the year | Charged to Reserve & Surplus | Deletion during the year | As at 31st March 2018 | As at 31st March 2017 |
| Tangible assets | | | | | | | | | | |
| Furniture and fixtures | 13,98,490 | - | 1,55,469 | 12,43,021 | 10,76,416 | 79,191 | - | 86,105 | 10,69,502 | 3,22,074 |
| Vehicles | 15,87,041 | - | - | 15,87,041 | 14,17,184 | 44,114 | - | - | 14,61,298 | 1,69,857 |
| Office equipments | 21,57,405 | 14,000 | 4,29,937 | 17,41,468 | 16,68,189 | 1,91,684 | - | 3,18,168 | 15,41,706 | 4,89,216 |
| Computer hardwares | 46,56,707 | 2,62,818 | 8,27,148 | 40,92,377 | 41,63,998 | 2,63,827 | - | 7,48,843 | 36,78,982 | 4,92,709 |
| Subtotal (a) | 97,99,643 | 2,76,818 | 14,12,554 | 86,63,907 | 83,25,788 | 5,78,816 | - | 11,53,116 | 77,51,488 | 14,73,856 |
| Intangible assets | | | | | | | | | | |
| Computer software | 21,210 | - | - | 21,210 | 11,340 | 6,366 | - | - | 17,706 | 9,870 |
| Subtotal (b) | 21,210 | - | - | 21,210 | 11,340 | 6,366 | - | - | 17,706 | 9,870 |
| Total | 98,20,853 | 2,76,818 | 14,12,554 | 86,85,117 | 83,37,127 | 5,85,183 | - | 11,53,116 | 77,69,194 | 14,83,726 |
| Previous year | 1,04,29,935 | 1,32,554 | 7,41,636 | 98,20,853 | 82,54,757 | 6,74,238 | - | 5,91,868 | 83,37,127 | 21,75,178 |

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

Vinay Sharma

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Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

| | As at 31st March 2018 | As at 31st March 2017 |
|---|--------------------------|--------------------------|
| Note 11: Long term loans and advances | | |
| Security deposits | 9,17,990 | 9,20,000 |
| Income tax refund receivable | 98,92,424 | 1,28,24,687 |
| | <u>1,08,10,414</u> | <u>1,37,44,687</u> |
| Note 12: Cash and cash equivalents | | |
| Cash in hand | 10,869 | 8,771 |
| Balances with banks | | |
| -Savings bank accounts * | 1,68,05,007 | 1,20,14,709 |
| -Term deposit accounts # | 19,17,40,569 | 17,23,34,322 |
| -Interest accrued on term deposit accounts | 12,96,673 | 71,46,324 |
| | <u>20,98,53,118</u> | <u>19,15,04,125</u> |
| * Savings account includes Rs. 27,09,905 (Previous year Rs. 4,75,739) lying in designated FCRA bank accounts) | | |
| # Deposits accounts are created out of FCRA funds and includes fixed deposits on account of Corpus Fund - Rs. 13.92 Crores (Previous Year Rs. 13.89 Crores). Out of total deposits, fixed deposits amounting to Rs. 2.31 Crores (Previous Year Rs. 2.28 Crores) have been pledged as security against the overdraft facility of Rs. 1.94 Crores (Previous Year Rs. 1.94 Crores) with Axis Bank. | | |
| Note 13: Short term loans and advances | | |
| Security deposits | 5,10,000 | 5,15,000 |
| Loans and advances | 11,94,220 | 15,15,020 |
| Prepaid expenses | 6,64,186 | 7,07,549 |
| Advances to Staff | 16,700 | - |
| | <u>23,85,106</u> | <u>27,37,569</u> |
| Note 14: Other current assets | | |
| Grants receivable | 15,10,999 | 64,55,697 |
| Receivables from other development organisations | 86,86,821 | 11,64,724 |
| Contractually reimbursable expenses | 82,149 | 17,47,387 |
| Other receivables | 4,15,476 | 7,32,936 |
| | <u>1,06,95,445</u> | <u>1,01,00,744</u> |
| Less: provision for overdue receivables | [See Note 30] - | 6,38,368 |
| | <u>1,06,95,445</u> | <u>94,62,376</u> |




Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

| | for the year ending 31st March 2018 | for the year ending 31st March 2017 |
|---|--|--|
| Note 15: Revenue from operations | | |
| Grant income | 11,68,18,864 | 10,35,03,303 |
| Conference receipts | 44,51,953 | 32,82,846 |
| Consultancy income | 1,37,17,107 | 1,29,59,071 |
| | 13,49,87,924 | 11,97,45,220 |
| Note 16: Other income | | |
| Interest income on: | | |
| Bank deposits | 49,73,630 | 37,14,359 |
| Income tax refund | 10,86,618 | 2,30,230 |
| | 60,60,248 | 39,44,589 |
| Liabilities / provisions no longer required written back | 1,97,351 | 14,97,757 |
| Profit on sale of fixed assets | - | 1,53,122 |
| Unrealised gain on foreign currency | 4,083 | - |
| Gain on sale of fixed assets received as grant | - | 33,953 |
| Miscellaneous income | 3,70,330 | 3,44,506 |
| | 5,71,764 | 20,29,338 |
| | 66,32,012 | 59,73,927 |
| Note 17: Programme expenses | | |
| Project expenses | 3,41,91,989 | 3,24,81,521 |
| Consultancy | 3,77,90,356 | 2,37,11,976 |
| Travelling expenses | 67,11,982 | 60,72,444 |
| Fixed assets charged to programme | 8,31,932 | 1,32,554 |
| | 7,95,26,259 | 6,23,98,496 |
| Note 18: Employee benefit expenses | | |
| Salary and allowances | 3,96,13,854 | 3,42,80,959 |
| Contribution to employee's provident fund | 25,54,873 | 23,02,204 |
| Gratuity | [See Note 27] 6,90,310 | 8,93,578 |
| Compensated absences | [See Note 27] 5,84,266 | 8,37,480 |
| Sick Leave* | [See Note 27] (8,36,500) | 8,96,940 |
| Other employee related costs | 10,56,230 | 8,86,504 |
| | 4,36,63,033 | 4,00,97,665 |
| *For sick leave, present value of future obligation is considered during the current year itself as compare to previous year. | | |
| Note 19: Finance costs | | |
| Interest paid on borrowings | 13,48,589 | 13,02,916 |
| | 13,48,589 | 13,02,916 |
| Note 20: Depreciation and amortisation | | |
| Depreciation on fixed tangible assets | 13,89,793 | 12,59,615 |
| Amortisation of intangible assets | 45,103 | 33,084 |
| | 14,34,897 | 12,92,699 |
| Less: Depreciation charged to capital asset fund | 7,30,312 | 6,74,238 |
| | 7,04,585 | 6,18,461 |




Access Development Services

Notes forming part of the financial statements

| (All amount in Indian Rupees) | | |
|---|--|--|
| | for the year ending 31st March 2018 | for the year ending 31st March 2017 |
| Note 21: Other expenses | | |
| Administrative costs | | |
| Board meeting expenses | 24,000 | 28,956 |
| Directors sitting fees | 50,000 | 1,00,000 |
| Other meeting expenses | 1,83,911 | 11,34,419 |
| Electricity expenses | 6,87,254 | 6,23,282 |
| Communication expenses | 18,59,180 | 22,03,166 |
| Legal and professional expenses | 4,64,432 | 8,74,829 |
| Printing and stationary expenses | 15,54,727 | 22,50,269 |
| Insurance expenses | 83,486 | 1,00,768 |
| Rent | 43,92,474 | 37,62,696 |
| Office expenses | 16,93,713 | 27,19,381 |
| Repair and maintenance expenses | 4,59,139 | 12,38,428 |
| Vehicle running and maintenance expenses | 3,31,909 | 2,74,484 |
| Travelling & Conveyance | 26,98,984 | 30,40,749 |
| Bad and doubtful receivables written off | - | 20,000 |
| Bank charges | 65,364 | 81,328 |
| Net loss on foreign currency transactions and translation | 51,123 | 30,476 |
| Other expenses | 58,861 | 6,69,346 |
| Loss On Sale of Fixed Assets received as grant | - | 1,06,071 |
| Loss On Sale of Fixed Assets | - | 1,19,218 |
| | 1,46,58,557 | 1,93,77,866 |




Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

Note 22 : Related party disclosure

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

| Relationship | Name of related parties |
|--|--|
| Other organisations where significant influence exists and having transactions during the year | 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 2018 | for the year ending 31st March 2017 |
|--|--|--|
| Salary and allowances | 70,62,925 | 65,01,637 |
| Employer's contribution to benefit funds | 4,49,208 | 4,41,592 |
| | 75,12,133 | 69,43,229 |

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 2018 | for the year ending 31st March 2017 |
|---|--|--|
| Access Assist | | |
| Consultancy Services received from Access Assist | 3,50,000 | |
| Allocation of administrative expenses | 73,205 | 2,79,306 |
| Unsecured loans provided during the year | 21,50,000 | |
| Unsecured loans received back during the year | 22,69,053 | |
| Allocation of payroll expenses | 0 | |
| Consultancy Services provided to Access Assist | 2,25,000 | 4,60,000 |
| | 50,67,258 | 7,39,306 |
| Ode to Earth Enterprises Private Limited | | |
| Payment for event participation fees | 0 | 45,570 |
| Payment for programme related expenses | 4,42,900 | 9,90,000 |
| Purchase of programme related materials | 7,19,280 | 4,02,500 |
| | 11,62,180 | 14,38,070 |
| ACCESS Holding Venture India Private Limited | | |
| Allocation of administrative expenses | 0 | 1,06,027 |
| Allocation of payroll expenses | 0 | 2,08,189 |
| Consultancy provided | 64,505 | 1,35,340 |
| | 64,505 | 3,14,216 |

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.

Balance outstanding at the year end of the related parties

| | As at 31st March 2018 | As at 31st March 2017 |
|---|--------------------------|--------------------------|
| Receivables | | |
| Access Assist | - | 830451 |
| ACCESS Holding Venture India Pvt. Ltd. | - | 629136 |
| Ode to Earth Enterprises Private Limited | 87,280.00 | |
| Rent security paid on behalf of Mr. Vipin Sharma | - | 213000 |
| Other advances to Key Managerial Personnel | - | |
| | 87,280 | 16,72,587 |
| Payables | | |
| Expenses reimbursable to Key Management Personnel | 46,856 | |



Notes forming part of the financial statements

(All amount in Indian Rupees)

Note 23 : 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 2018 | for the year ending 31st March 2017 |
|--|--|--|
| Net profit after tax attributable to equity shareholders (A) | 57,95,769 | 69,74,250 |
| Weighted average number of equity shares outstanding during the year - (B) | 40 | 40 |
| Nominal value of equity share | 10 | 10 |
| Basic /diluted earnings per share (Rs.) - (A)/(B) | 1,44,894.22 | 1,74,356.24 |

Note 24 : Receipt in foreign currency

| | for the year ending 31st March 2018 | for the year ending 31st March 2017 |
|---------------------|--|--|
| Conference receipts | 2,25,569 | 3,05,877 |
| Reimbursement | 73,867 | - |
| Grant income | 3,94,75,284 | 77,90,958 |
| | <u>3,97,74,720</u> | <u>80,96,835</u> |

Note 25 : Expenditure in foreign currency (on payment basis)

| | for the year ending 31st March 2018 | for the year ending 31st March 2017 |
|-------------------------------|--|--|
| Travelling & lodging expenses | 4,10,079 | 1,16,276 |
| Consultancy charges | - | - |
| | <u>4,10,079</u> | <u>1,16,276</u> |

Note 26 : Auditor's remuneration

| | for the year ending 31st March 2018 | for the year ending 31st March 2017 |
|--|--|--|
| Statutory audit fees (including service tax & GST) | 2,25,000 | 2,58,750 |
| Other certification fees | - | - |
| Expenses reimbursed | 22,500 | 27,001 |
| | <u>2,47,500</u> | <u>2,85,751</u> |

Note 27 : Employee benefits**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 2018 | for the year ending 31st March 2017 |
|--|--|--|
| Employer's contribution to employee provident fund | 25,54,873 | 23,02,204 |
| | <u>25,54,873</u> | <u>23,02,204</u> |

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:

Gratuity

| | for the year ending 31st March 2018 | for the year ending 31st March 2017 |
|---|--|--|
| Reconciliation of present value of the defined benefits obligation : | | |
| Obligation at beginning of year | 43,08,950 | 35,76,884 |
| Interest Cost | 3,24,895 | 2,86,151 |
| Service Cost | 8,51,254 | 7,30,398 |
| Benefits paid | - | (3,65,208) |
| Actuarial (gain)/loss on obligation | -3,34,402 | 80,725 |
| Obligation at end of year | <u>51,50,697</u> | <u>43,08,950</u> |

Expense recognized during the year in the income and expenditure account:

| | | |
|---|-------------------|------------------|
| Current service cost | 8,51,254 | 7,30,398 |
| Interest cost | 3,24,895 | 2,86,151 |
| Actual return on plan assets | - | - |
| Net actuarial (gain)/ loss recognized in the period | <u>(3,34,402)</u> | <u>80,725</u> |
| Expenses to be recognized in the income and expenditure account | <u>8,41,747</u> | <u>10,97,274</u> |

Reconciliation of gratuity expenses recognised in the income and expenditure account

| | | |
|--|-----------------|------------------|
| Expenses recognised under employee benefit expenses | 6,90,310 | 8,93,578 |
| Amount charged under expenses related to LIIF Corpus fund | 1,51,437 | 2,03,696 |
| Amount charged under expenses related Access Assist | - | - |
| Amount charged under expenses related Access Holding Venture | <u>8,41,747</u> | <u>10,97,274</u> |




Compensated absences

| | for the year ending 31st March 2018 | for the year ending 31st March 2017 |
|---|--|--|
| Reconciliation of present value of the defined benefits obligation : | | |
| Obligation at beginning of year | 24,35,517 | 22,83,391 |
| Interest Cost | 1,83,638 | 1,82,671 |
| Service Cost | 4,96,462 | 4,53,377 |
| Benefits paid | (3,84,636) | (7,58,100) |
| Actuarial (gain)/loss on obligation | (58,240) | 2,74,178 |
| Obligation at end of year | 26,72,741 | 24,35,517 |

Expense recognized during the year in the income and expenditure account:

| | | |
|---|----------|----------|
| Current service cost | 4,96,462 | 4,53,377 |
| Interest cost | 1,83,638 | 1,82,671 |
| Actual return on plan assets | - | - |
| Net actuarial (gain)/ loss recognized in the period | (58,240) | 2,74,178 |
| Expenses to be recognized in the income and expenditure account | 6,21,860 | 9,10,226 |

Reconciliation of leave encashment expenses recognised in the income and expenditure account

| | | |
|--|----------|----------|
| Expenses recognised under Employee benefit expenses | 5,84,266 | 8,37,480 |
| Amount charged under expenses related to LIIF Corpus fund | 37,594 | 72,746 |
| Amount charged under expenses related Access Assist | - | - |
| Amount charged under expenses related Access Holding Venture | - | - |
| Less: Sick leave included in leave encashment under Employee benefit | - | - |
| | 6,21,860 | 9,10,226 |

Sick Leave

| | for the year ending 31st March 2018 | for the year ending 31st March 2017 |
|---|--|--|
| Reconciliation of present value of the defined benefits obligation : | | |
| Obligation at beginning of year | 18,81,931 | - |
| Interest Cost | 1,45,097 | - |
| Service Cost | 1,72,181 | - |
| Benefits paid | - | - |
| Actuarial (gain)/loss on obligation | (11,53,778) | - |
| Obligation at end of year | 10,45,431 | - |

Expense recognized during the year in the income and expenditure account:

| | | |
|---|-------------|---|
| Current service cost | 1,72,181 | - |
| Interest cost | 1,45,097 | - |
| Actual return on plan assets | - | - |
| Net actuarial (gain)/ loss recognized in the period | (11,53,778) | - |
| Expenses to be recognized in the income and expenditure account | (8,36,500) | - |

Reconciliation of sick leave expenses recognised in the income and expenditure account

| | | |
|--|------------|---|
| Expenses recognised under employee benefit expenses | (8,36,500) | - |
| Amount charged under expenses related to LIIF Corpus fund | - | - |
| Amount charged under expenses related Access Assist | - | - |
| Amount charged under expenses related Access Holding Venture | - | - |
| | (8,36,500) | - |

Actuarial assumptions

| | | |
|---|--------------|--------------|
| Mortality Table | IALM 2006-08 | IALM 2006-08 |
| Discount Rate (per annum) | 7.71% | 7.54% |
| Expected Rate of increase in compensation levels | 6.00% | 6.00% |
| Expected Average remaining working lives of employees (years) | 22.12 | 20.37 |

The estimates of increase in compensation levels considered in the actuarial valuation takes into account factors like inflation, future

Note 28 : 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, 2018.

Note 29 : 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.



Notes forming part of the financial statements

(All amount in Indian Rupees)

Note 30 : 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 31 : 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 32 : 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 SCM Associates

Chartered Accountants

Firm Registration Number : 314173E

Prakhar Banthiya

Partner

Membership Number : 088126

Place : New Delhi

Date : 03/09/2018

**For and on behalf of the Board of Directors**

Vipin Sharma

CEO

DIN: 02565320

Place : New Delhi

Date : 03/09/2018

Arvind Mayaram

Chairperson

DIN: 00080262

Place : New Delhi

Date : 03/09/2018





ACCESS DEVELOPMENT SERVICES

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