

ANNUAL REPORT 2015-16





ACCESS Development Services

enabling economic empowerment

Annual Report 2015-16



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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.

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.



Biswajit Sen

Biswajit Sen retired as Senior Rural Development Specialist from the World Bank. He has over 35 years experience in rural livelihoods, community led development, institutional development, Mr. Sen during his long career in rural development worked for varied assignments with World Bank, UNICEF, MacArthur Foundation USA and Swiss Development Cooperation (SDC) of Government of Switzerland. He was one of the initial members of PRADAN and has founded many other development organisations such as GDS, Nalanda and Iimpact in the field of rural development. He is a Graduate of Economics from Delhi University and then did his MBA from the IIM Ahmedabad.



Deep Joshi

Deep Joshi is one of the Co-Founders of PRADAN and the recipient of the Magsaysay Award for his work for "development of rural communities". He is also a recipient of the civilian honor of Padmashri. Mr. Joshi earned his engineering degree from the National Institute of Technology, Allahabad and also holds a Master's Degree in Engineering from the Massachusetts Institute of Technology and an MBA from the Sloan School of Management.



Senthil Kumar

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

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.

INCLUSIVE FINANCE INDIA SUMMIT





Key Note Address by Shri S S Mundra, Deputy Governor, RBI at the Inaugural Session of the Inclusive Finance India Summit 2016

With increased attention on the overwhelming challenges in financial inclusion, in the last decade, both globally and within India; the Inclusive Finance India Summit has become an important policy supporting and experience sharing platform on financial inclusion in all its aspects. The Inclusive Finance India Summit seeks to support and advance universal financial inclusion in India and help in attaining true and tangible outcomes.

The platform, over the last 12 years, has received tremendous support from sponsors and other partners. Thirty partners in various capacities associated with the platform in 2015. While some partners continued their support for Inclusive Finance India; ACCESS forged several new partnerships which are expected to continue into long term association. IFC and World Bank Group, SIDBI, NABARD, MetLife Foundation, Bill and Melinda Gates Foundation, Standard Chartered Bank, Rabobank Foundation, MasterCard, IDBI Bank, IFAD, ACCION, d.light, IDFC Bank, ICICI Bank, Bandhan Bank continued with their support to the platform during the year; and new important partners such as Omidyar Network, Punjab National Bank, DHFL Pramerica, RBL Bank, MFIN and MUDRA came on board this year. Technical partners for the year included C-GAP, MicroSave, IFMR LEAD, Neeti Foundation, CRIF Highmark and Greenlight Planet. Wall Street Journal came onboard as a Media Partner to the Summit.

The 12th Inclusive Finance India Summit held on December 5 and 6, 2015 was inaugurated by Mr. S S Mundra, Deputy Governor, Reserve Bank of India. The Inclusive Finance India Report 2016, authored by Prof. M.S. Sriram and the Responsible Finance India Report 2016, authored by Dr. Alok Misra were also released in the inaugural session.

During the two days of the Summit sixteen sessions were organised on various themes and about 95 thought leaders, policy makers, sector experts spoke across the two days. A total of about 95 speakers.

Sessions at the Summit

- The Quest for True and Tangible Outcomes within Financial Inclusion in India
- Advent of Small Finance Banks and Payment Banks
- Making a Case for a Less Cash Economy
- Changing Landscape of MFIs
- Financial literacy
- Financing the Missing Middle
- Importance of Consumer Behaviour for Financial Inclusion
- Concentrated Outreach of Microfinance and Responsible Finance



Inclusive Finance India Report 2015 being released at the Summit

The sessions highlighted the intervention by Government of India and the RBI in building the infrastructure for financial inclusion through the recently launched Prime Minister's Jan Dhan Yojana and social protection programmes. The issuance of 11 Payment Banks licenses and 10 Small Finance Bank licenses by the RBI. Themes relating to issues in SHG bank linkage and federations and last mile outreach challenges were also covered in the summit. The Valedictory Session was addressed by Mr. Vinod Rai, Former Comptroller and Auditors General of India and Mr. Hemant Contractor, Chairman, PFRDA.

Other key speakers at the Summit included Shri Jayant Sinha, Minister of State for Finance, Government of India; Vinod Rai, Former Comptroller and Auditor General of India; Kshatrapati Shivaji, Chairman, Small Industries Development Bank of India (SIDBI); N.S. Vishwanathan, and Deepak Mohanty, Executive Directors, RBI; Usha Ananthasubramanian, CEO & MD, Punjab National Bank; Saurabh Garg,

Joint Secretary- Department of Economic Affairs; Rajiv Lall, MD & CEO, IDFC Bank; CS Ghosh, MD & CEO, Bandhan Bank; Jiji Mammen, CEO, MUDRA Bank; Pramod Kumar Panda, Principal, College of Agricultural Banking, RBI; M.S. Ramanujan, Member (Banking & HR), Indian Postal Services; and Atal Dulloo, Mission Director, NRLM, Ministry of Rural Development.

ASSOCIATED EVENTS

Many associated events took place around the two days of the Summit, which provided opportunity for the stakeholders to showcase their products and services, conduct workshops, and carry out their own launches and releases. A few associated events were:

- **Knowledge Fair** in which 24 institutions participated to showcase their products and services
- **Roundtable on Payment Banks** jointly organised by Mastercard and ACCESS



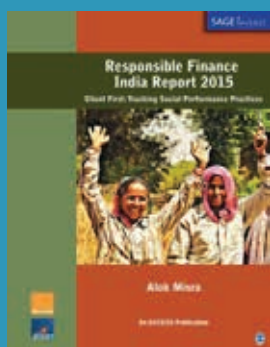
- **Roundtable on Small Finance Banks** as part of DFID's Poorest States Inclusive Growth (PSIG) Programme, being implemented by SIDBI
- SMART Certification Ceremony organised by ACCION's SMART Campaign
- Roundtable on MIX Gold as a part of DFID's Poorest States Inclusive Growth (PSIG) Programme, being implemented by SIDBI
- Launch of the Revised Code of Conduct for Microfinance Industry by MFIN and Sa-Dhan
- Felicitation of Small Finance Bank licensees by ACCESS ASSIST

Inclusive Finance India Report 2015



With the Government of India and Reserve Bank of India taking several bold initiatives for financial inclusion in the country, it is important to analyze the factors that advance or impede India's progress. Inclusive Finance India Report 2015 reviews and traces the advancement of financial inclusion in India. Moreover, the report brings together varying perspectives, policy prescriptions and practices around financial inclusion, along with a critical appraisal of the emerging financial inclusion architecture in India. In publication since 2006, this report provides a detailed review of the status of implementation of financial inclusion plans, the progress made by various channels of inclusion and the direction of policy initiatives. The 10th edition of the Inclusive Finance India report is authored by Prof. M.S. Sriram.

Responsible Finance India Report 2015



The 5th edition of this report (earlier titled Microfinance India: The Social Performance Report) provides an account of developments in responsible finance and social performance in microfinance and financial inclusion in India. In line with the criticality of responsible finance, this report was renamed this year. The Report captures policy, strategy and application of social performance within financial institutions, while transacting with the poor. The Report analyzes the current state of practice of different channels on the globally accepted standards of responsible finance and social performance management. It assesses the existing practices and products and also documents a few initiatives to present a holistic analysis of the current state of the sector. It highlights the role of policy in shaping the agenda of responsible inclusive finance and the need for the proactive role in institutionalizing responsible finance practices.

The Responsible Finance India Report 2015 also provides an update on social performance management in MFIs and consolidation & innovation in SHG programs, and attempts to initiate a discourse on responsible finance imperatives in the other mainstream initiatives and programs such as Small Finance Banks and Mudra. The 2015 Responsible Finance Report has been authored by Dr. Alok Mishra, CEO, MCRIL.



*Shri Jayant Sinha,
Hon'ble Minister of
State for Finance,
Ministry of Finance
making the key note
address at the Inclusive
Finance India Awards
ceremony during the
Inclusive Finance India
Summit 2015*

Annual Publications and Other Knowledge Products 2015

ACCESS's annual knowledge products were released during the Inaugural Session of the Summit

Inclusive Finance India Awards 2015

The sixth edition of Inclusive Finance India Awards presentation ceremony took place on Day 1 of the Summit, where seven awards were given out across various categories. The Awards were presented by Mr. Jayant Sinha, Hon'ble Minister of State for Finance, Government of India along with Mr. Stuart Milne, Group General Manager and CEO, HSBC India, Mr. David Elliott, Senior Private Sector Development Adviser, UK DFID and Mr. G.R. Chintala,



CGM-MCID, NABARD. The Awards have been institutionalized by ACCESS and supported by HSBC India. Scholarship support to four winning institutions was being provided by DFID to attend certification courses at reputed international institutions.

The awards were given out across seven categories. Among the awardees were Mr. Chandra Shekhar Ghosh, MD & CEO of Bandhan Bank who was felicitated with the Award for Lifetime Contribution to the Sector and the Small Industries Development Bank of India (SIDBI) was conferred upon the award for long standing Contribution to the Sector by an Enabling Institution. The other awards presented were the following.



2015 AWARD WINNERS

- **Regional Rural Banks (RRBs)- Uttar Bihar Gramin Bank** Award given for Outreach, growth and Diversity of Financial Inclusion products and Financial Literacy and Demand Side Capacity Building Initiatives
- **Cooperative Banks- Rampur District Cooperative Bank** Award given for Performance in Financial Inclusion
- **Microfinance Organization of the Year 2015 (Large)-** Grameen Koota Financial Services
- **Microfinance India Community Owned Microfinance Organization of the Year (Small & Medium)-** Rashtriya Grameen Vikas Nidhi (RGVN)
- **Microfinance India Self Help Group Promoting Institution of the Year (Medium)-** Gramin Mahila Vikas Sansthan
- **Microfinance India Self Help Group Promoting Institution of the Year (Small)-** Animate Society
- **Microfinance India Business Correspondent Network Manager of the Year -** Society for Advancement of Village Economy (SAVE)
- **Microfinance India Contribution to the Sector by an Enabling Institution -** Small Industries Development Bank of India (SIDBI)
- **Microfinance India Contribution to the Sector by an Individual -** Mr. Chandra Shekhar Ghosh, MD & CEO, Bandhan Bank

LIVELIHOODS ASIA SUMMIT





Release of SOIL Report at Livelihoods Asia Summit 2015



Livelihoods Asia Initiative

Livelihoods Asia is a flagship initiative of ACCESS, aimed at supporting, informing and supporting policy, showcasing best practices and addressing key challenges and issues faced by the livelihoods of the poor. The Livelihoods Asia Summit is held as an annual event that brings together around 500 delegates and over 70 resource persons from across the region, on a single platform to discuss critical issues that impede and afflict the livelihoods of the poor and in turn inform policy with the new learning.

The Livelihoods Asia Summit 2015 was successfully held on the December 10 and 11 in New Delhi. This year, 64 speakers from across South Asia shared their experiences through 14 sessions held across two days.

The Summit saw participation from over 400 delegates. International participation at the summit included delegates from – Bangladesh, Nepal, Philippines, Indonesia, Cambodia, Malaysia and Afghanistan.

As in the previous year, Anchor Partners were brought on board for mobilizing participation and identifying experiences from other countries in the region. The idea of a Focus Country at the Summit was introduced for the first time to facilitate new knowledge sharing between an Asian country in focus and other countries in the region. A decision was taken to have Bangladesh was identified as the Focus Country for the 2015 summit.

BRAC, the leading NGO from Bangladesh came on board as Lead Anchor Partner. BRAC also set-

up a booth displaying knowledge material along with a photo exhibit to showcase their work in Bangladesh.

The Hon'ble Minister for Local Government, Rural Development and Cooperatives, The People's Republic of Bangladesh, Mr. H.E. Mr. Khandker Mosharraf Hossain, delivered the special address at the Inaugural Session of the Livelihoods Asia Summit.

Other key speakers at the Summit 2015 included Najma A. Heptulla, Union Minister of Minority Affairs, Government of India; Arun Maira, Former Member, Planning Commission and Jairam Ramesh, Former Union Minister for Rural Development, Government of India.

Sessions at the Summit

- The Impact of Poverty Reduction Funds - Is There a Lesson To Learn?
- Private Sector Engagement - Do Bottom of the Pyramid Strategies Impact Livelihoods of the Poor?
- Rebuilding the Livelihoods of Disaster Affected Communities
- Building Sustainable Livelihoods for the Ultra Poor
- Organising Small holders to Better Negotiate the Market Place - Does That Work?
- Making Skills Aspirational
- Climate Change, Adaptive Strategies and Livelihoods
- Promoting Sustainable Livelihoods for Refugee Communities - Challenges and Solutions



- Livelihoods Simulation Game
- Social Enterprises Landscape - Challenges of Scale and Sustainability
- Transferring Value to Farmers: The Case for Fruits and Vegetables Sector
- Corporate Social Responsibility – Co-creating Prosperity

Publications Released at the Summit

State of India's Livelihoods Report 2015

As a part of the Livelihoods Asia platform, ACCESS undertakes the arduous task of bringing out the State of India's Livelihoods Report to track progress and trends relating to the livelihoods of the poor in India. The State of India Livelihoods (SOIL) Report is an annual publication addressing the contemporary issues emerging in the livelihoods sector. It is the only document that aggregates the experiences and challenges of the sector, analyses case studies and reports progress of both the government-run and the privately-run programmes.

Sitaram Rao Case Study Competition 2015 and Release of the Case Study Compendium

The Sitaram Rao Livelihoods Asia Case Study Competition aims at bringing together the collective intellect of the sector and assimilates innovative solutions, breakthroughs, good experiences and best practices that can help change the poverty status in the region. One related theme is identified and opened as a case study competition every year. The top

State of India's Livelihoods Report 2015



The 2015 volume of the SOIL Report provides an overview and analysis of the policies and funding framework that have a bearing on the livelihoods of the poor, through an examination

of budget allocations, new policy pronouncements, large programs initiated and also legislative efforts. Four flagship programs of the Government are analysed in the Report. This year's Report included a deep aim chapter on the dairy sector as it provides substantial livelihoods opportunities to vulnerable households. The Report also covers the topical theme of nskill development in the country. Non-farm sector livelihoods especially in handlooms, handicrafts and village industries has also been reviewed. The aftermath of introduction of corporate social responsibility (CSR) obligations and private sector engagements with livelihoods is also examined in the Report. As a regular feature, this Report takes stock of the ongoing and emerging policy initiatives of the Government of India that are in various stages of formulation, adoption and implementation.

The SOIL Report 2015 is authored by Mr. N. Srinivasan and Ms. Girija Srinivasan, experts from the sector.



three winners and the best cases are felicitated at the Livelihoods Asia Summit and all ten cases are brought together as a case study compendium. Over the years, the case study competition has covered a range of themes.

Earlier open only to entries from India, in 2015, the case study competition was opened to participants from across the Asia region. The theme for the year was “Skilling Asia – Equipping Youth for Employment.”

Entries were invited from innovative programs being implemented that have demonstrated breakthroughs in adopting new strategies, new models and forged new partnerships towards providing gainful employment to a large number of youth in countries in the Asia region. The competition sought cases on skills programs that have adapted to the needs of the excluded, taking into account exclusion patterns and contributing factors. Out of 40 case abstracts received covering a range of skill development initiatives in both urban as well as rural settings, 12 cases were shortlisted after a rigorous evaluation process and presented before expert jury to select the 3 winners. The award for the Best Case Study was presented to Byomkesh Mishra and Christopher Turillo for their case ‘Employability Enhancement for India’s Youth: A Case for Mainstream Integration with the Education System. The second place went to Meera Shenoy and Gopal Garg for

their case ‘Ability in Disability’. The third place was awarded to Suviena Bagrodia and Praniti Maini for their case ‘The EyeMitra Optician Programme: Vision for Livelihood through Vision Care’.

Unlocking the Value Chain – Fruits and Vegetables Sub Sector; Potential for Primary Producers



A National Study titled ‘Unlocking The Value Chain – Fruits and Vegetables Sub Sector; was released at the Livelihoods Asia Summit 2015. The recent spike in fruits and vegetables prices in urban areas has been a burden to the large expanding urban population in India and

the reasons for this price rise are multi fold. Despite the growing demand and high prices of fruits and vegetables, the primary producer continues to receive little due to inequitable distortions within value chains. Over the years, several research studies of a statistical nature have been undertaken to highlight these constraints, but have been conducted in a fragmented manner. This study sought to address this lacuna in a more comprehensive way so that the study becomes relevant and useful to practitioners working in the sectors of fruits and vegetables in different regions of India. The study was authored by Mr. Biswajit Sen and supported by Rabobank Foundation.

ACCESS State Operations



Overview of State Operations

During the year ended in March 2016, ACCESS continued its support to the on-going programmes in the states where ACCESS has major presence such as Andhra Pradesh, Delhi, Madhya Pradesh, Odisha, Rajasthan, Telengana and West Bengal. Whereas most of these implementation programmes were in the areas of agriculture and FPOs' promotion and business development, there were quite a few techno-managerial assignments and non-farm programmes as well. Together these programmes made ACCESS's overall programme portfolio a fair mix of farm and non-farm livelihood programmes and techno-managerial assignments.

In addition, the year witnessed some important additions in ACCESS's programme portfolio. ACCESS successfully negotiated with the Bihar Rural Livelihood Promotion Society (BRLPS or called JEEViKA, State Rural Livelihood Mission for Bihar) to start implementation for promotion of a vegetable value chain project in Nalanda district of Bihar. Another important engagement that ACCESS initiated in this year was a partnership with the Society for Elimination of Rural Poverty (SERP, State Rural Livelihood Mission for Andhra Pradesh)

for promotion and support to the Producer Groups (PGs) & Farmer Producer Organisations (FPOs) in the state in an effort to promote farmers' access to market and credit, and their participation in various value chain activities both in farm and non-farm areas. In these programmes, ACCESS's role was to support the Govt. agencies in implementation by providing high quality techno-managerial professional support.

Besides these programmes, in Madhya Pradesh ACCESS forged a partnership with the ITC to implement a watershed project in Ujjain district to carry out a series of training and capacity building programmes for the farmers to introduce and encourage them to practice many soil-water management practices besides creating a number of water harvesting and conservation structures. Moreover, ACCESS also obtained small programmes from NABARD for formation and promotion of FPOs in Rajasthan and Telengana.

**Ram Narayan Ghatak,
Head Operations**

ACCESS Operations

Programmes and Projects

Andhra Pradesh and Telangana

1. Uday Agriculture Producer Company Ltd. (UAPC)
2. Handloom Enterprise and Livelihood Promotion

Bihar

3. Promotion of Vegetable Value Chain in Nalanda District of Bihar

Madhya Pradesh

4. Soya Producer Support Initiative (Soyopsi)
5. UNDP – GEF –Betul and Umaria
6. DM
7. MP Special Project (Pulses, Cotton, Soybean fruit and Vegetable and Spices)
8. ATMA
9. NABARD

New Delhi

10. United Nations High Commissioner for Refugees

Odisha

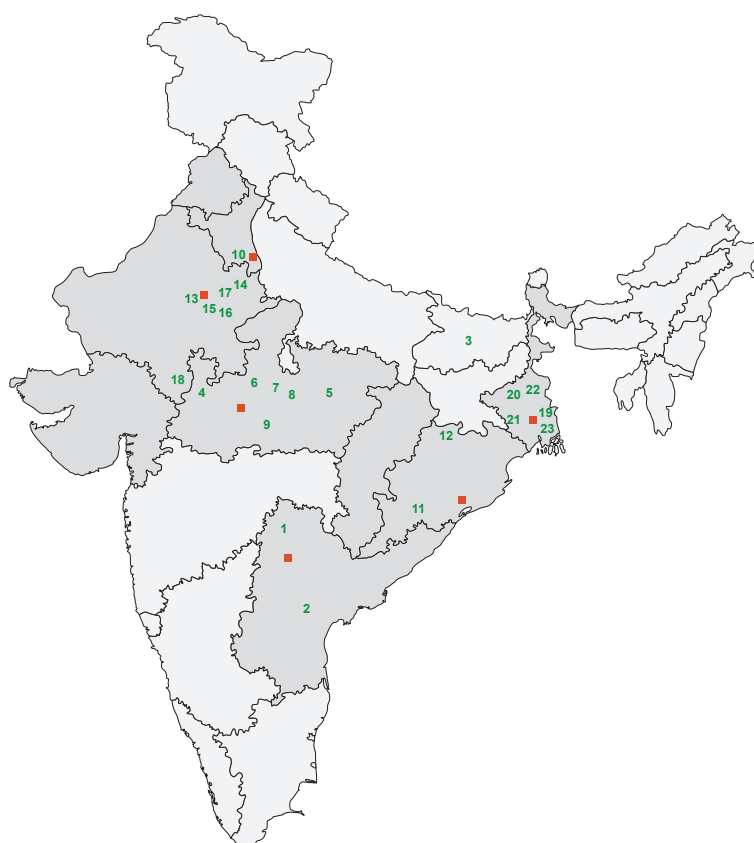
11. NVIUC
12. PACS

Rajasthan

13. Urban Poverty livelihoods initiative through Finance and Training(UPLIFT)
14. JEEVIKA Project
15. All Rajasthan Small Farmer Agri Producer Company Limited - State level FPC
16. National Vegetable Initiative
17. NFSM Programme
18. South Rajasthan UDAAN Initiative

West Bengal

19. National Vegetable Initiative
20. Special Programme for Pulses and Oilseeds
21. NAIP Project
22. SAP Project
23. IWMP



ACCESS State Offices

- New Delhi (HQ)
- Bhopal, Madhya Pradesh
- Bhubaneswar, Odisha
- Kolkata, West Bengal
- Secunderabad, Andhra Pradesh
- Jaipur, Rajasthan
- Lucknow, UP

ACCESS

State Programmes

- Andhra Pradesh
- Bihar
- Delhi
- Madhya Pradesh
- Odisha
- Rajasthan
- Telangana
- West Bengal

State Operations

Andhra Pradesh

Andhra Pradesh Rural Inclusive Growth Project (APRIGP)

During the year, ACCESS started a new partnership with NABARD in Telengana for incubation and strengthening of Farmer Producer Organisation (FPOs). NABARD started this initiative to support FPOs a couple of years back, and in fact created a fund called Producers Organization Development Fund (PODF) to extend credit to FPOs/POs, capacity building & market linkage to ensure their economic/business viability and sustainability. As part of this initiative, ACCESS incubated the following three farmer FPOs in Telengana.

- Kotilinegeswara Farmers' Producers Company at Siddipet in Medak district
- Nettampad Farmers' Producers Company at Mandakal in Mehaboob Nagar district and
- Jurala Farmers Producers Company at Gadwal in Mehaboob Nagar district.

Besides promoting these new FPOs, ACCESS continued its support to the Uday Agriculture Producer Company Ltd. that it established in partnership with the Pioneer Hi-Bred International (PHI) and later, continued supporting with funding from the RaboBank Foundation. During the last season the FPO collectively marketed about 480 MT on maize supplied by 242 maize growing shareholder farmers to a major cattle feed unit of Ms. Suguna Feeds in Toopran, Hyderabad and to Ms. Bhavani Seeds Ltd., Ms. Sneha Feeds Ltd. and Vibhava Foods Ltd., Shetalapalli. The total volume of transaction was INR 70 lakhs that benefitted 226 member farmers, with an incremental benefit of over 5.70 per cent over the price they would have got otherwise. As part of its inputs business, the FPO supplied seeds (maize and cotton), fertilizers, growth-nutrients and cattle feed to its member farmers. The FPO has served as a learning model for many institutions including MANAGE, NIRD and Extension Education Institute of India and trainees all across the country.



State Operations

BIHAR

JEEVIKA Project

In partnership with Jeevika, ACCESS took up the project to strengthen vegetable value chains in Nalanda in August 2015. As part of its intervention strategy ACCESS, in consultation



Inspection of Okra plant

with Jeevika, selected 2 major crops – potato in rabi and onion in summer - to start with its intervention programme. The objectives were; boost production by increasing area under the crop, enhance productivity by introducing improved Package of Practices (PoPs) and build market linkages to get the farmers better price for their produce. ACCESS's intervention in potato started with a series of training and capacity building programmes for the Producer Groups (PGs) on institution building, extension services and establishing market linkages. Recognising that quality procurement of potato is critical for sale in markets/mandis outside of the state and thereby build market linkages, ACCESS conducted extensive training and handholding on sorting/grading, maintaining



quality of potato while at store etc. The onion intervention procured over 155 tons of onion during May 2016 to store for a few months and sell when prices were up. Unfortunately due to unfavourable market situation the intervention did not produce the desired results. Besides some operational setbacks, the programme achieved many positive outcomes such as creating awareness of good agricultural practices and an exposure to potato and onion marketing practices (including understanding of market forces, significance of sorting, grading, tagging and packaging etc.), involving the farmers in decision-making/micro planning/resource mapping and a couple of market tie-ups with important players like Sufal Bangla – an initiative of the Department of Agriculture Marketing, West Bengal.



Training on Sucking pest management in Paddy

State Operations

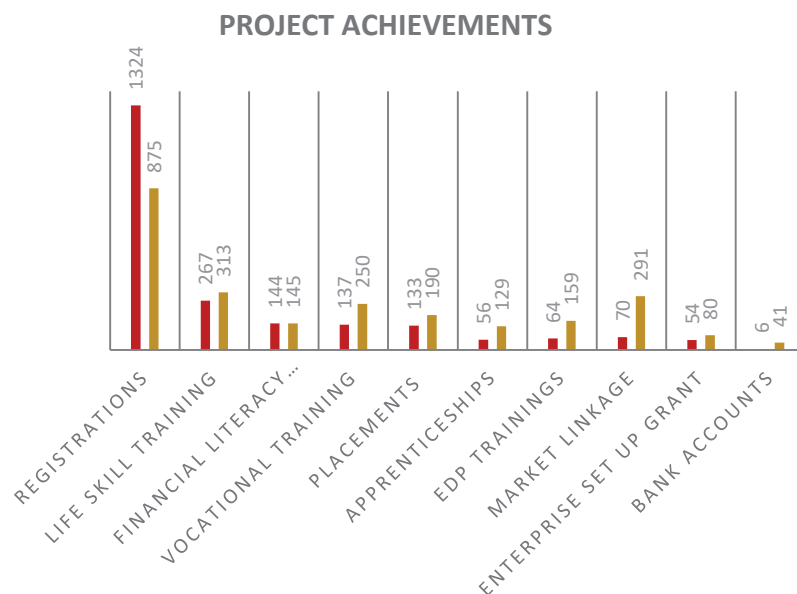
DELHI

Refugee Self Reliance and Livelihoods' Project

In 2015, ACCESS Development Services entered into a partnership with UNHCR, the UN Agency for Refugees, to work on the 'Refugee Self Reliance and Livelihoods' project with the objective of providing sustainable livelihood options to refugees. Through offices in Delhi, located in Vikas Puri, Bhogal, Okhla, Wazirabad and Khajurikhas, ACCESS works with UNHCR recognized refugees across all nationalities including Myanmarese Chins, Myanmarese Rohingyas, Afghans, and smaller populations of refugees from Somalia, Sudan, Iraq, Iran etc. to provide the following:

INDICATORS	2015	2016 (till Mar 31 st)
Registration	1324	875
Life skills training	267	313
Financial literacy training	144	145
Vocational training	137	250
Placements	133	190
Apprenticeships	56	129
EDP trainings	64	159
Market linkage	70	291
Enterprise set up grant	54	80
Bank Accounts	6	41





1. Access to training and learning enabled including counseling & outreach activities, training on life skills and financial literacy skills
2. Access to Vocational Training including training on technical skills and functional literacy
3. Access to wage earning employment facilitated including providing placements and apprenticeship opportunities
4. Access to self-employment including trainings on entrepreneurship, facilitating set up of small businesses and providing market linkage opportunities

Trainings

The focus of Life Skills trainings imparted to the refugees is on Job Readiness, Market Orientation and Personal Grooming & Hygiene. ACCESS has tied up with reputed skills training organisations like Adhyan Innovative Learning, Modi Care Foundation, Insta4 Hire, B-ABLE and individual consultants to provide these trainings. Financial Literacy Trainings are imparted with a focus on helping the refugees understand the need and basics of financial management. A number of Vocational Skill Trainings have been provided in Hair Styling through Jawed Habib, Yoga through Care Village Foundation, Electrician, Auto Mechanic & Plumbing trainings through SNSF Foundation apart from

other trainings in Cutlery Making, Tailoring etc. The aim of these trainings is to link the refugees with the market for regular or home based jobs.

Placements

ACCESS has provided more than 1000 placement opportunities to refugees across sectors like Hospitality, Retail, BPO, Manufacturing and IT. A majority of these opportunities have been provided to Afghans and Chins in the Hospitality and Service Sector with over 320 total selections. The job range includes placement in positions such as Receptionist, Office Boy, Administrative Jobs, Interpreters, Guards and Sales Assistants. Sensitization of corporates has resulted in recruitment opportunities with clients like Bata, Shehnaaz Hussain, Raymonds and Global Ventures among others. ACCESS aims to provide placement opportunities to refugees with a minimum salary of INR 10,000. By the end of March 2016, more than 50 refugees are continuing in jobs with an average salary of more than INR 10,000.

ACCESS has also provided apprenticeship opportunities to refugees, which help the youth get on the job training before they are absorbed in the formal sector. Such opportunities have been provided across retail and hospitality sectors.



ILHAM Afghan Cuisine Group



ILHAM is a group of single Afghan women, either widowed or divorced, that is a catering group, specializing in making Afghan delicacies on order basis.

The group has received huge attention from the media and has been covered by several national and international media houses and online portals. The group now receives orders from regular customers which has helped them get a regular source of income.

also to follow up with the registered candidates on support provided through the project as well as understanding the community's needs better.

Bank accounts – ACCESS also facilitates the opening of bank accounts for refugees who have the required documentation. This helps in linking the PoCs to the formal job market.

Livelihoods Support to Rohingya Refugees in Mewat

In October 2015, ACCESS partnered with the US Embassy to provide livelihood support to Rohingya refugees residing in Mewat, Haryana. ACCESS has registered more than 1,000 refugees in Mewat, of whom about 50% are in the working age group.

Through the project ACCESS offers Vocational Trainings (Electric) in partnership with the Shri Ram Foundation in Mewat. Out of the three refugees who have graduated so far, two have been offered jobs and one has been selected.

A community center in Nangli, Mewat refurbished through support from the project is now used for holding classes in Adult Literacy being conducted for 25 women at present.

Enterprise

ACCESS imparts Enterprise Development Trainings to refugees who are interested in setting up micro enterprises. So far, more than 200 refugees have been trained in developing their businesses. Out of the trained PoCs, a smaller percentage is selected for running businesses. So far more than 130 businesses have been set up across the Stitching, Garment, Hand Skills, Service and Technical categories.

ACCESS also provides market linkage opportunities to refugees who have set up their businesses in India with support from the project or otherwise. The most famous success story under the project has been of the ILHAM Afghan cuisine group set up by ACCESS.

Other Initiatives

Outreach – ACCESS conducts meetings with the refugee leaders and community throughout the year to reach out to unregistered people and



Adult Literacy Classes at the Community Center, Mewat



Rohingya refugees after completing their Electric training in Mewat



Inclusion of Refugees Summit 2016 at PHD Chambers

State Operations

MADHYA PRADESH

Madhya Pradesh is an important programme state of ACCESS. Most of the programme portfolio in the state is focused on agriculture through which small and marginal farmers are organised into Farmer Producer Companies. Currently ___ Producer Companies are benefitting ___ farmers. An important Watershed Development Programme is also being implemented in the state.





Incubating FPOs in Partnership with Small Farmer's Agribusiness Consortium (SFAC)

In Madhya Pradesh, ACCESS is participating in the National Pulses Productivity Programme and National Vegetable Initiative of the SFAC through structured interventions in six districts of Damoh, Katni, Betul, Datia, Gwalior and Morena, with a total outreach of 8000 small and marginal farmers. Farmers participating in this programme have been collectivized through the formation of 8 Producer Companies. Both programmes aim at integrating primary producers in the value chain and enhancing their incomes through promoting the use of agricultural best practices for increased productivity and access to technology, credit and markets.

Responsible Soyabean Cultivation- Supporting Farmers to Achieve Higher Productivity

Soyabean has emerged as an important food crop as well as cash crop. ACCESS with the support of Solidaridad has introduced innovative practices in soyabean production amongst 4840 farmers in Rajgarh and Guna districts. The farmers have been trained in nutrient management, soil and water management



and Integrated Pest Management. Activities like soil testing, deep ploughing, germination testing, seed treatment, balancing doses of fertilizers and pesticide for pest management, use of vermi compost and proper spacing etc. were undertaken as per for Responsible Soya (RTRS) standards. Broad based furrow system was introduced in the field to reduce climatic impact on the crop while focusing on water conservation and management.

Sr. No.	FPO Name	District and Block	Villages Covered	Farmers mobilised	Key Highlights
	Krashak Agro Industries Producer Company Limited	Damoh, Batiyagarh	25	1000	<ul style="list-style-type: none"> First FPO promoted by ACCESS in MP to take up SFAC's Pulses Procurement. The total turnover of more than Rs. 1.5 lakh achieved for both seasons in 2015-16 Input business of pesticides carried out at FIG level
	Katni Kisan Abhiruchi Producer Company Limited Katni Kisan Abhiruchi Producer Company Limited	Katni, Murwara	21	1000	<ul style="list-style-type: none"> 18.35 quintals of certified paddy seeds sold to 67 farmers. Achieved a turnover of Rs. 89,000
	Rithi Agriculture Producer Company Limited	Katni, Rithi	18	1000	<ul style="list-style-type: none"> Only Producer Company in India to be awarded a Custom Hiring Centre by the District Collector Equipment worth Rs. 20 lakh leased at an annual rental of Rs. 25000. Supplied 1 ton certified wheat seeds to member farmers
	Shahpur Crop Producer Company Limited	Betul, Shahpur	25	1000	<ul style="list-style-type: none"> Business of around Rs2 lakh in Rabi season. Certified Wheat Seeds, DAP and Urea supplied to producers at lower than retail market rate
	Ghodadongri Crop Producer Company Limited	Betul, Ghodadongari	27	1000	<ul style="list-style-type: none"> Certified seeds of Paddy and Maize sold to 78 farmers FPO achieved a turnover of Rs. 78,455
	Bundelkhand Krishi Producer Company Limited	Datia, Seondha	18	1000	<ul style="list-style-type: none"> Business of Rs1 lakh achieved by selling pesticides, weedicides and growth promoters Demonstration of bio fertilizers among 60 lead farmers One FPO outlet established at Indergadh, Datia
	Sindh Crop Producer Company Limited	Gwalior, Dabra	26	1000	<ul style="list-style-type: none"> 80 quintal of wheat seeds bought collectively by members of the Producer Company
	JouraCrop Producer Company Limited	Morena, Joura	26	1000	<ul style="list-style-type: none"> Bulk procurement of fertilizers valued at Rs. 1,45,000 benefitting 50 farmers carried out through MARKFED Collective purchasing of wheat seed worth Rs. 50,000 Seed Treatment activity undertaken with 184 farmers in Jouraand Dabra



To promote adoption of best practices in soyabean cultivation, demo plots were set up in farmers' fields. As part of the project, 540 demonstrations have been set up and a cadre of 252 lead farmers has been developed to promote innovative Package of Practices. 396 farmers were also linked with IKSL (IFFCO Kisan Sanchar Limited) voice SMS services for easy access to information on weather, market rates, and government schemes.

The ATMA (Agriculture Technology Management Agency) Initiative

ATMA has been established at the district level as an extension agency to promote and disseminate agriculture technology amongst farmers. It has established linkages with line departments, research organizations, Non-Governmental Organizations and other agencies associated with agricultural development. ACCESS is one of the Programme Promoters (PPP) partners with the Department of Farmer Welfare and Agriculture Development under ATMA in Rajgarh, Guna and Ashoknagar districts. Under the project, 94 farmers have directly benefitted from the extension efforts and demonstrations. 11 farm schools have been established to provide

training to over 220 farmers on critical stages of crop development. 219 farmers were sensitised on package of practices through District Level Training programmes. 13 farmer groups have also been provided commodity specific training by scientists and agriculture experts.

Sunehra Kal

ITC Ltd. has partnered with ACCESS on its flagship CSR initiative 'Sunehra Kal' in the Nagda block of Ujjain district. ITC's Mission Sunehra Kal is a part of its Social Investment Initiative where the objective is to cater to the needs of the rural communities through its on-farm and off-farm developmental initiatives which include soil and moisture conservation programs, crop development, forward linkages through ITC e-choupal, livestock development, women's empowerment and gender equality with the overarching aim of empowering the stakeholder communities by promoting sustainable livelihoods.

Though only five months were available to implement activities of one calendar year, the project has been successful in delivering high quality output which has been acknowledged and appreciated by ITC as well.



Under the project ACCESS has constructed six farm ponds and three stop dams with a combined water storage capacity of 14,250 cubic meter and a command area of 35 ha. Farm bunds have been constructed on 450 ha area to prevent soil erosion. 30 vermicompost units have been created near farmers' field. 3 Water User Groups have been formed for maintenance and upkeep of the water harvesting structures. Capacity building and training was an important component of the project and the Board of Directors of The Nagda Farmer Producer Company have been trained in governance and management of the Company.

State Operations

ODISHA

Odisha is among the earliest ACCESS programme states and its portfolio during the year focused on enhancing livelihoods of small and marginal farmers, especially women, through support from Small Farmers Agri Business Consortium. ACCESS is promoting 4 FPOs in the state. Another important programme in Odisha is funded under DFID PACS, as part of which 4 women's FPOs have been promoted in two districts.





Promotion of Farmer Producer Organisations and Value Chain Development of Pulses & Millets

ACCESS, with support from SFAC is monitoring four Farmer Producer Organisations (FPOs) and value chain development of Pulses & Millets in five blocks of Ganjam district - Seragada, Purusottampur, Aska, Hinjilicut and Sanakhemundi. The project was initiated in April 2014 for a three year period with 5000 farmers, 1000 in each block. The basic objectives of the project are a) Mobilising farmers into groups and forming their Producer Company b) Strengthening farmer capacity through agricultural best practices for enhanced productivity. c) Ensuring access to and usage of quality inputs and services for intensive agriculture production and enhancing cluster competitiveness and d) Facilitating access to fair and remunerative markets including linking of producer groups to marketing opportunities through market aggregators.

During the year, 5000 pulses farmers were mobilised into 250 farmer interest groups (FIGs) in the five project blocks. Monthly FIG meetings were conducted for all the farmer groups as a part of capacity building efforts. Each farmer is provided with package of practices on pulses and



millets cultivation. Apart from this, a group of lead farmers have been identified in each block and trained under “Training of Trainers (ToT) Program for Lead Farmers on Crop Production Technology”

As a part of institution building efforts, promoter farmers in each block were identified and relevant documents were collected for



incorporation of FPOs. By the end of March 2016, three out of five planned FPOs were registered.

Formation of Farmers Producer Organisations (FPOs)- NVI Project (Hinjlicut, Sanakhemundi, Aska and Ganjam Blocks)

ACCESS with support from SFAC has promoted two FPOs involving 2000 vegetables growers in Hinjlicut and Sanakhemundi blocks of Ganjam district from 2014-2017. While Hinjlicut Block has already been registered with only women farmers as its members, the FPO in Sanakhemundi is in the process of being registered. The broad objectives of the programme are enhancing production and productivity of vegetable crops, enhancing profitability of smallholder farmers engaged in growing vegetables through off-season production, and offering competitive price to the consumers.

The project focuses on empowering women farmers by organising them into Farmer Interest Groups and further federating them into FPOs at the block level to plan and implement vegetable specific cluster, strengthening their capacity through transfer of agricultural best practices for enhancement of vegetable production; ensuring access to and usage

of quality inputs and services for intensive vegetable cultivation, thus enhancing cluster competitiveness. This has helped in obtaining better prices for their produce in the market.

Monthly meetings of the FIGs help provide the farmers a platform to discuss their day to day issues in farming. Training of Trainers (ToT) program for Lead Farmers of FIGs has been conducted for imparting training on vegetable production technology, IPM/INM, post-harvest technology, marketing, institution building and group dynamics, among others.

Similarly, two FPOs are being promoted in Aska and Ganjam under SFAC-NVI project and so far 1540 women farmers have been mobilized in 77 women FIGs.



State Operations

RAJASTHAN

Rajasthan is the principle programme state of ACCESS, with the largest share of operations across all states. It is the only state where ACCESS has both farm and non-farm programmes. It is also the only state where ACCESS works in both rural and urban areas. The State boasts of the largest programme currently being implemented by ACCESS – DharaShakti, awarded by the State Government to organize 40 small and marginal farmers into Farmer Producer Cos., across 16 districts of the state. Several new and exciting initiatives are proposed in the State, which will help ACCESS achieve its full potential, support greater alignment with its mission and help consolidation of its operations.



DharaShakti

The Largest in Agri Initiative of ACCESS



Given the key role played by ACCESS in incubating and strengthening Farmer Producer Organisations across India, ACCESS was entrusted with the responsibility of incubating and strengthening 40 FPOs across 40 blocks in 16 districts of Rajasthan under the Rashtriya Krishi Vikas Yojana, Department of Agriculture, Government of Rajasthan. The programme titled “DharaShakti” will cover 40,000 small and marginal farmers over a period of three years and will strive to impact over 1,00,000 farmers indirectly. The programme is the largest awarded to ACCESS across its ten years. The programme activities were initiated in July 2015 and over the last over six months, the programme has made significant progress:

1. Value Chain Mapping

Value chain mapping of 2-3 major crops in each of the 40 blocks of target districts has been undertaken to establish business streams for FPOs. The crops identified for value chain interventions across the programme districts are - millets, oil seeds, vegetables, pulses, cereals, gram, soyabean, garlic, mehndi, orange, cumin, chili, castor, tuber crops, cotton and maize.

2. Formation of Farmer Inclusive Groups (FIGs)

A total of 31,540 farmers have been mobilized to form 1677 Farmer Interest Groups (FIGs). Each FIG has average 15 to 20 farmers. All FIGs





hold regular monthly meetings to plan for the upcoming activities like demonstration plots etc.

3. Farmer Producer Organisation (FPO)

Registration- Formation of Company

The registration of 27 FPOs has been completed. All the registered FPOs have applied for their PAN cards and initiated the process for opening their bank accounts. Application of other legal and licenses related pre-requisites are in process.

4. Training of Trainers (ToT) of Lead Farmers and Exposure Visit

Forty Trainings of Trainers (ToTs) programmes were organised in all the blocks of the project. During the programme, the Lead Farmers were identified and educated about FPO formation, farmer enrolment process, share money collection, sharing of profit, market linkage, etc. At most places, Govt. officials viz - AAO, ARO, Agri Scientist, Deputy Directors, etc. participated, whereas in Jhalawar, a team from the World Bank with senior officials from Govt. of Rajasthan interacted with the orange farmers.

Nineteen exposure visits have been undertaken blocks where Lead Farmers were taken to see the latest agricultural technology, productivity enhancement, organic farming, functioning FPOs, poly house farming – and experience the technology penetration, improved productivity, improved access to inputs and services and increase farmer incomes, crop value chain, modern agriculture equipment & tools, solar machines etc.

Exposure visit of Board of Directors (BoDs) of 5 FPOs has been completed where all BoDs



were taken to Udaipur to visit the functioning of Udaipur Agro Producer Company Limited. All BoDs interacted with Governing Body of Company. The board members of FPOs have been trained on FPO formation, its management and their roles and responsibilities during the visit.

31,540	1677	32
Total number of farmers mobilized and registered in Farmer Interest Groups	Total Number of Farmer Interest Groups formed	Total number of farmers mobilized and registered in Farmer Interest Groups

5. MIS Management

A strong MIS is maintained at Jaipur and a surveillance and management facilitation center has been established in ACCESS Jaipur office which keeps track of the program targets and implementation quality. So far:

- Village profiling of 792 villages has been done.
- The database of approximately 25,000 farmers have been computerized with information on farmer family background, contact number, income, crop, land availability, livestock, bank account, etc.
- The database of 1590 FIGs have been maintained which has information such as FIG name, village name, key members – President, Secretary and Treasurer's name and contact number, FIG formation date etc.

6. Development of Program Literatures, Brochures and Other Materials for Program Support

An exclusive brochure in Hindi has been prepared with complete information on the



project and its activities to be undertaken during the project cycle. Apart from this, an exclusive FIG register with focus on regular meetings, minute of meeting, farmer detail in FIG, regular business planning, etc. has been developed.

Jeevika

Jeevika is a composite livelihood promotion effort, supported by HSBC, to improve the lives of primary producers through enhanced economic opportunities, greater financial awareness and enabling empowerment, specifically targeting poor women. Jeevika is being implemented in two locations of Rajasthan- Jaipur and Sawaimadhopur. In each location it is supporting 500 primary producers. While in Sawai Madhopur, the focus is exclusively on women; the Jaipur cluster, it has been a mix of both men and women artisans.

The project has intervened in three basic components of socio-economic domain which are 1) access to finance, 2) access to entitlements

and 3) enhancing economic opportunities. The effort in Sawai Madhopur is largely focused on women relocated from the Ranthambore National Park, mostly belonging to OBC and SC households. These women are members of the Ranthambor Mahila Ajeevika Producer Co. Ltd (RMAPCL), which has been incorporated in Sawai Madhopur. In Jaipur, Jeevika focuses on fashion jewelry artisans mostly belonging to the minority community who are migrants from West Bengal, but settled in Jaipur.

The project outcomes include the establishment of a well-functioning and sustainable Producers Organization; one retail outlet in Sawaimadhopur and three outlets in Jaipur; establishing a well-functioning financial literacy centre (FLC) in both location to provide financial training to the members; providing benefits of PMJDY to all producers and artisans with bank accounts opened, availing overdraft and insurance facilities and focusing on access to entitlements, insurance and pension schemes for producers and artisans.

Jeevika is constantly working towards empowerment and enhancing income of the local poor by strengthening two Community Based Organizations through which members are able to access resources and inputs, financial services and markets, as also their entitlements sustainably.

During the year, 10 cluster level meetings were held for creating awareness about the project mandate, fixing and collecting contributions for RMAPCL and aligning the goals of the projects in the interest of the producers. In Jaipur, 2 cluster meetings have been held and the formation of JJADE artisan owned Producer Company is being discussed in meetings. Five meetings of the BoD were organised during the first year of the project.



S. No	Activity	Achievement
1	Number of SHGs	81
2	Number of SHGs with Bank Linkages	81
3	Amount of formal loan from banks	Rs.61,94,800 across 59 SHGs
4	Number of members with JDY bank account	986
5	PMJDY Accounts with activated RuPay Card	473
6	Subscription to accident insurance (PMSBY)	941
7	Subscription to life insurance (PMJJBY)	574
8	Subscription to pension (Atal Pension Yojana)	45
9	Availing Direct Benefit Transfers (DBT) through Bhamashah Scheme bank account	986



2	Number of functionary meetings held	5	5 meeting of the BoD were organised during the first year of the project. One preliminary board meeting has been conducted towards discussion on formation of JJADE artisan producer company.
3	Number of General Body meetings held	1	The AGM of the company will be held in November 2016.
7	SE sales	INR 100.00 lakhs	While we selling 16 different kinds of spices, sales achievements has moderate at INR 2.1 lakhs, partly because we are not able to sell spices openly without the required food license. JJADE has recorded sale of 3.5 lakhs in stone based non precious jewellery
8	Awareness among Shareholders about the PC's vision and activities	100%	Though a series of large groups and SHG meetings, around 300 shareholders have been made aware of the PC's vision and acti
9	Literacy of PC's functionaries	100%	The member of the Board have been given trainings on quality management, marketing and other operational aspects. At present, 50% of the PC dunctionaries are aware of company activities.
10	market facilitation (market research licenses inventory management)	NA	We're focusing on enhancing product range to more as per market need. The pack sizes have been customized as per the market demand. invntory and record keeping have been made up to date.



A beginning has been made to produce and process sell 16 spices, while JJADE has recorded sale of 3.5 lakhs in stone based non precious jewelry segment. Through a series of Groups and SHG meetings, around 300 shareholders have been made aware of the Producer Company's vision and activities. Share money has also been received from 200 members of Producer Company. The members have been given trainings on quality management, marketing and other operational aspects. At present, 50% of the PC functionaries are aware of Company activities.

Urban Poor Livelihoods Initiative through Finance and Training (UPLIFT)

The UPLIFT (Urban Poor Livelihoods Initiative through Finance and Training) programme supported by Michael and Susan Dell Foundation (MSDF) aims to provide innovative and sustainable solutions to enable 10,000 artisans, engaged in the fashion jewellery value chain, to improve their livelihoods and make the value chain more competitive and inclusive in the urban context to address poverty issues

related to urban population. The sub-initiatives under UPLIFT include social mobilization technology dissemination, skill training, transformative finance and creating marketing linkages. While several accomplishments have been made under the programme, an important outcome that was proposed to be accomplished under UPLIFT is to establish a SE with equity participation of the artisans themselves. Several options around the nature of the SE were discussed and finally in concurrence with all stakeholders it was agreed to establish a Public Limited Company.

Social Enterprises Establishment

As proposed originally, Ode to Earth, the specialised affiliate of ACCESS engaged in providing access to market to primary producers, decided to launch JJADE as a subsidiary company with 90% stake and 10% of the artisans at the beginning with the idea of _____ stake in a phase wise manner. As Stake holders, 2 artisans (Sirajuddin and Mehrunissa) and sectoral experts were selected to be in the Board of the company.





25-30 new designs are added every month using different techniques and skills. As a part of the project efforts, of these designs, almost 20-22 are adopted into mainstream production. Design development is taking place based on a design theme and color palette as per market feedback received.

Orders worth Rs 1,60,000 have been executed from local buyers of Jaipur who are primarily exporters and retailers. Most of B2C marketing activities are executed by ODE TO EARTH.

In case of the retail outlets that are located in strategic locations where they attract National and International tourists. The outlets also help in brand promotion.

Partnership with Small Farmers Agri-business Consortium (SFAC)

In partnership with SFAC, ACCESS is working in South Rajasthan in the three districts of Banswara, Dungarpur and Udaipur. Responding to the problem of low income and lack of aggregation among farmers in the area, ACCESS is collectively working with 4000 farmers organised into 180 FIGs, and further federated into 6 FPOs. Cumulatively, the FPOs have a share capital of Rs. 8 lakhs. Apart from providing technical trainings and leadership trainings for newly formed FPOs, ACCESS is also assisting in the strengthening of previously registered FPOs in areas of business development, leveraging credit from Financial Institutions and market linkages of commodities that the Producer Companies are dealing in, including red gram, black gram, ginger, turmeric, cotton etc.

The major businesses of these Producer Companies include collective input supply, seed exchange and quality improvement, systematic



planning of inputs and advanced purchases, cash realization, output marketing, and building up a brand for both input and output sales to institutional buyers in the urban and sub-urban region. Strong efforts are being made to build a brand by the name of Udaipur Agro which supplies processed spices and pulses to super markets in the region. In an effort towards sustainable agriculture, the members of Bhader Farmer Producers Organisation are being motivated for production of organically grown crops.



Major achievement under SFAC partnership in South Rajasthan are as follows:

- Increased and regular incomes for smallholders through support for improving yields through better package of practices, value addition and marketing support to

- move up in the value chain
- Increase in land and crop productivity through quality seeds of high yielding varieties from accredited institutions, and trainings on crop productivity, plant protection, soil conservation, post harvest handling, processing and marketing,
- Achieving economies of scale by promoting clusters of Producer Companies, through better negotiation with market players and reducing transaction costs. This helps bring higher returns to the smallholder farmers
- Facilitating linkages between FPOs and Line Departments such as Agriculture Department, Co-operative for wholesale and retail marketing of commodities, Rajasthan State Seeds Corporation and Tribal Area Development Department among others

Udaipur Agro Producer Company Limited (UAPCL),

is a company focused on strengthening the livelihoods of the Tribal community in Jhadol block of Udaipur district. UAPCL was supported by Rabobank Foundation with an aim to build the capacity of its farmer members through institutional and marketing support. Through provision of specialised solutions to member farmers across the entire agri value chain, the farmers were able to increase find new markets for their produce and increase their income substantially. The number of shareholders increased from 1635 last year to 1900 in the current year. Key achievements during the year included creation of Udaipur Agro brand for four processed products, split pigeon peas, split black gram, ginger powder and turmeric



powder. Institutional linkages has been made with TADD for supplying products to tribal hostels besides other co-operatives and super market. Efforts have also been made to provide strategic direction to the Producer Company, through institutional strengthening and market building/marketing advice. Currently, the company owns three processing machines for pulses that include a Cleaning and Grading Machine, De Husking & Splitting Machine and Polisher Machine. The company was also sanctioned a matching grant of Rs 10 lakhs by SFAC.



- Total Ginger aggregated : 33,000 kg
- Total Turmeric aggregated: 9,203 kg
- Total Red Gram aggregated: 11838 kg
- Total Black Gram aggregated: 7,874 kg



Cumulatively UAPCL aggregated produce worth Rs. 35.93 from 721 shareholders and achieved a turnover of Rs. 56 lakhs in the current year.



State Operations

TELANGANA

Project Supported by NABARD

In Telangana, ACCESS has partnered with NABARD for incubation and strengthening of the Farmer Producer's Organisations. NABARD has taken an initiative for supporting producer organizations, adopting a flexible approach to meet the needs of producers. In this regard, NABARD has set up - Producers Organization Development Fund (PODF). This fund will be used to support Producers Organizations across three levers, viz. credit support, capacity building & market linkage. The objective of

the fund is to meet end to end requirements of Producers Organization as well as to ensure their sustainability & economic viability. Under this initiative of national importance, in Telangana ACCESS has incubated following three farmer producer organisations

- a. Siddipet – Kotilinegeswara Farmers' Producers Company – Medak district
- b. Mandakal – Nettampad Farmers' Producers Company – Mehaboob Nagar district
- c. Gadwal – Jurala Farmers Producers Company – Mehaboob Nagar district



State Operations

WEST BENGAL

In West Bengal, there has been significant progress on the project supported by Small Farmers' Agri-Business Consortium (SFAC) through the FPOs promoted in several districts of West Bengal, several new initiatives and activities have been undertaken. Alongside, ACCESS has supported the development of 10 Detailed Project Report (DPR) for Watershed Management Development Programme in 10 blocks / projects in four districts for the West Bengal Government.





The West Bengal portfolio has a focus on agriculture. During the year, Small Farmers Agribusiness Consortium (SFAC) has supported the organization with FPO promotion grants. West Bengal is the only state where ACCESS is undertaking to write the Detailed Project Report for Integrated Watershed Management Programme of the Govt. of West Bengal.

A. Promotion of Farmers' Producers Organization (FPOs) under SFAC

Under the programme, ACCESS is supporting ____ Farmer Producer Companies, covering ____ farmers. **The major activities of the programme are as follows:**

1	Special Project Oilseed & Pulses	Burdwan	Purbasthali-1&2	Avant Garde Farmers Producer Company Ltd	1,116
2			Purbasthali-2	Progressive Majida FPC	1,000
3			Katwa- 1&2	Burdwan Katwa FPC	1,215
4		Hooghly	Balagarh	Inchura Agro Producer Company Ltd	1,008
5		Hooghly	Dhaniakhali	Dhaniakhali FPC	1,000
6	National Vegetable for Urban Cluster	Malda	English Bazar & Gajal	Gour Banga Agro Producers Company Ltd.,	1,080
7		South 24Pgs	Joynagar-2	Joynagar Agro Producers Company Ltd.,	1,046
8			Baruipur & Sonarpur	Baruipur Farmers Producer Company Limited	1,012
9			Bhangar-1	Ghatakpukur Agro Producer Company Limited	1,005
10		East Mednipur	Panskura & Tamluk	Panskura Agro Producer Company Limited	1,002
11		Howrah	Amta I & II, Bagnan II & Udaynarayanpur	Registration Ongoing	1,000
Total					11,484

Jaynagar Farmer Producer Company Limited

Jaynagar Farmer Producer Company Limited started participating in various food and agriculture fairs organised by Department of Agriculture (Marketing), Government of West Bengal for better exposure to and linkages with the organised agriculture market in and around Kolkata. During the year, they started to supply bitter gourd seeds to their enlisted farmers in collaboration with Agree SEED, a renowned seed company. This has helped the FPO and farmers earn a profit of Rs. 26000, which they have used to establish their office.

- Mobilizing farmers into groups of 15- 20 members at the village level (called Farmer Interest Groups or FIGs) and building up their associations to an appropriate federating point i.e. ___Farmer Producer Organizations (FPOs) have been formed under the project.
- Strengthening farmer capacity through agricultural best practices for enhanced productivity
- Ensuring access to and usage of quality inputs and services for intensive agriculture production and enhancing cluster competitiveness.
- Facilitating access to fair and remunerative markets including linking of producer groups to marketing opportunities through market aggregators.

Following is the snapshot of FPOs promoted in the last year under SFAC:

Burdwan Katwa Farmers Producer Company

The Burdwan Katwa Farmers Producer Company developed linkages with the National Seed Corporation (NSC) through which they procured 100 kgs of foundation seeds of Swarna Savan rice variety from the farmers of Krishna Nagar.

“This variety grows well in excess water too, hence ideal for heavy monsoon. 2 kgs of these seeds yield up to 800 kg of rice, of which 70% are grains that are ready for sale. Earlier it used to be sold to Traders at Rs 11 per kg, however this time it will be sold to NSC at Rs. 19 per kg,” says Mihir Mandal Chairman of the FPC.

Breeder seeds of Pulses have been bought by the FPC from the West Bengal Seed Corporation at Rs 1200 per 50 Kg and distributed to its members.

In November 2014, members attended a state level meeting organised by NABARD on winter cropping options, following which the farmers planted cauliflower, capsicum as well as other Rabi varieties of mustard, pulses and rice in the winter season. The FPC also purchased spices like black jeera, methi and dhania from Rajasthan Spice Center of Government of India.



After exposure and training, farmers of the FPC also decided to revive the traditional crop varieties. Some of these like black rice, red rice and kamal (which can just be soaked in water and consumed without cooking) are the lost legacy which the FPC is trying to reclaim.

Avant Grade Farmer Producer Company

Members of the company are active in production of Bio Pesticides containing organisms (fungus) like the *Trichoderma Viride* which is mixed with Vermi Compost and utilized. The fungus feeds on pest larvae and protects the plant and it is also reusable for the next round of crops. Some members are making solid as well liquid organic fertilizers. The solid fertilizers are compost or vermi compost based and entirely prepared in the backyards of some member's homes. To this they propose to add small amounts of bio manure procured from *National Horticultural Rural Development*

Foundation that are rich in crop friendly pests and microorganisms. This mix will then be packaged and sold to other members in the company as well as in the open market. The liquid fertilizers are a mix of cow urine, dead and decomposing leaves of 10 varieties that are not eaten by animals. This is mixed with jaggery water and sprayed on to the crops. Some of the members are also manufacturing organic compositions for seed treatment to make them free of root rodents and other pests. Some of the vegetables grown with these bio pesticides have been certified by Assistant Director Agriculture, Phulia as being chemical free.

About 30% of the member farmers have a Kisan Credit Card and the FPC has a bank balance of around Rs6 lakhs.

The FPC plans to work in close coordination with the Madhaipur Fish Farmers Club which runs a cooperative of 426 members from 200 families. The FPC has come up with the idea of extracting the nitrogen rich water hyacinth and setting up a small processing unit to turn it into nitrogen rich bio fertilizer that can be sold in the market. Talks are underway with the Fish Farmers Club to give final shape and structure to this unique venture.

Dhaniakali Farmers Producer Company

Prior to the formation of the FPO, Dhaniakali farmers had to buy the Jyoti variety of Potato from Punjab at a steep cost of Rs 3,000 per packet. The FPO's existence has enabled the wholesale procurement of Jyoti Potatoes which are now being sold to farmers at Rs 1,250 per packet. Farmers of 25 FIGs have purchased these potatoes and have been able to achieve better profit margins.

The FPO has also purchased 50 kgs sesame seeds and distributed them free of cost among 37 farmers. For every kg of seed, after harvest the members have returned 3 kg of seeds back to the FPC. The money generated through the sale proceeds of the seeds have gone in to a revolving fund that will be used to help farmers with seed provision in the next season. Similarly the FPO has provided 1,630 kgs of paddy seeds to 13

groups of farmers. Ever since the FPO came in to being it has been sourcing the seeds from as far as Andhra Pradesh and delivering them at farmer's door steps thereby cutting transport costs for them.

Plans are underway to develop a Seed Bank. FPO has chalked out plans to restart a defunct laboratory facility in the block. Alongside it is also working towards getting a warehouse and revolving fund to commence operations. The FPO also has a vision of having its own sales counter in Kolkata where it can directly sell the members produce. The company already has a trade license and is currently working to get the seed license too.

Inchura Agro Producer Company

Right at the outset, the FPO members of Inchura Agro Producer Company (IAPC) identified the problem of sub optimal land use in the monsoons. 3 members were sent to the National Horticultural Research and Development Foundation at Nasik for training on 'Onion and Garlic Production and Post-Harvest Technology'. In the second round 22 members were trained and the expertise acquired was transferred to all members of the FPO. The training specifically focused on production and storage techniques for onion in the monsoons. Post training, 70 farmers in the block have grown onions in the highlands, right after jute harvest.

Storage of onions is the next issue that is being effectively dealt by the FPO. A few farmers have taken the lead and have availed the 50% subsidy provided by the state government and have built Onion Stores. Efforts are now on by IAPC to construct smaller onion stores at half the cost so as to make the scheme accessible to more farmers. Alongside the company is also examining the possibility of renting storage facility to small and marginal farmers who will benefit immensely from it.

20 members of the FPO attended the training on Integrated Pest Management by NABARD. The clarity gained in this training along with a cost benefit analysis by members led them to a concerted decision of reverting to the traditional variety. Members explain that since

the traditional variety needs less pesticides and only organic fertilizers, they can sell it at a lower rate to customers and make better profit.

Small Farmers' Agri-Business Consortium (SFAC)

Agriculture was perceived as high investment and one that takes time to accrue into financial gains. The Inchura Agro Producer Company with support from SFAC took it upon itself to not only enhance know how on *Vegetable Cultivation* but also encouraged the farmers to take up cultivation of diverse vegetables. One year down the line, 30% of the farmers have started tilling their lands. Vegetable cultivation has ensured daily transactions and quick returns to the farmers. Most of the migrated population has returned and are engaged in cultivating vegetables as well as in additional income generating avenues.

As literacy levels are slowly increasing, the educated youth are reluctant to take up labor intensive jobs in the fields and prefer nonagricultural occupations instead. The FPC

is of the view that bringing in more affordable mechanizations will attract the youth back to farming. Acquiring the authorized dealership for selling the Mini Power Tiller is the first step in this direction. The Mini Power Tiller is an easy to handle, multi - purpose machine that can be used for every aspect of cultivation from ploughing to harvesting. With great pride members share about the visit of a team from Bhutan to learn about the machine. The company has plans of buying a few machines and renting it out to small and marginal farmers.

9 members of the FPC are all set to attend a 3 month residential training program at the Netaji Subash Chandra Bose Agricultural Marketing Institute. The trainees will receive a stipend and also the opportunity to work in Farm Mandi for hands on experience in Marketing. The IAPC has a vision of forming a *Consortium of FPCs* which will sell the produce collectively and directly in the government markets. It is the company's long term goal to provide access to higher value markets for farmers so that they can focus all their energies on maximizing production.



b. Detailed Project Report (DPR) preparation under IWMP

During the year under Integrated Watershed Management (IWMP) ACCESS was engaged in developing DPRs across projects / blocks for different districts of West Bengal.

The Detailed Project Report development for each Micro Watershed and Consolidated Report entailed (a) Baseline Survey (b) Institutional Building and Project Management (c) Management / Action Plan (d) Capacity Building Plan (e) Phasing of Program and Budgeting (f) Cost norms and design of structure proposed and (g) Preparation of maps.



ACCESS SPECIALISED AFFILIATES

ACCESS ASSIST



ACCESS ASSIST (ASSIST) is a specialized affiliate of ACCESS Development Services for advancing financial inclusion in the country. Through a clutch of inter-twined interventions,

ASSIST seeks to bridge the hiatus between the supply and demand sides to bring large populations of the country within the formal financial system. ASSIST operates at three tiers across the financial value chain.

Within the national Tier III strategy, ASSIST successfully co-organised the Inclusive Finance India Summit 2015, along with the publication of the Inclusive Finance India State of Sector Report. It was the second year after the transition of the flagship Microfinance India platform to Inclusive Finance India Summit and State of Sector Report was executed in 2014.

In 2015, the platform further established itself as a forum for sharing, debating and consensus building on both policy and practice in financial inclusion in India. Further, this year, the 5th edition of the Social Performance India Report was published as the retitled Responsible Finance India Report, to reflect the transition of its content from the limited ambit of issues pertaining to MFIs to a broader coverage of other channels including SHG bank linkage, Business Correspondents, and new policy initiatives. The 7th annual Microfinance India Awards supported by were organised by ASSIST with awards in categories, along with the second edition of the Inclusive Finance India Awards for Regional Rural Banks and Cooperative Banks for their work in advancing financial inclusion with support from

NABARD.

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 Responsible Finance Forum convened by the IFC, the global Social Performance Task Force (SPTF) and the Steering Committee of the SMART Client Protection Campaign.

As part of the DFID supported Poorest States Inclusive Growth (PSIG) programme, ASSIST continued to deliver the policy advocacy and convergence mandate of the programme as a key consortium partner of SIDBI, for the fourth year. ASSIST's work included development of policy papers and studies on topical themes, facilitating deliberations at state and national level on financial inclusion and awareness and facilitating convergence among various channels through state level forums. ASSIST organised two-day Madhya Pradesh Inclusive Finance Conference in June and one-day Odisha Inclusive Finance Conclave in September 2015, covering a range of topical themes with state level players and sectoral experts as speakers; both forums were well attended and received support from apex stakeholders such as NABARD and State Rural Livelihoods Mission. ASSIST convened the State Financial Inclusion Forums (SFIFs) in all four PSIG focus states of Odisha, Bihar, Madhya Pradesh and Uttar Pradesh for convergence and advocacy at state level, covering a range of themes including MUDRA scheme, Atal Pension Yojana, issues in BC model and effectiveness of Financial Literacy Centres.

Important policy papers completed under PSIG this year included Status paper on 'Crowd-Funding in Microfinance in India: Issues, Challenges,



and Opportunities', Status paper on 'Scope and Limitations for Product Development and Offering Diversified Products at Scale in Microfinance' and Policy paper on Regional Rural Banks and Financial Inclusion. A Dipstick Study on Financial Literacy Centres (FLCs) covering 22 FLCs operated by banks in four PSIG focus states, with policy and operational recommendations for improving effectiveness of FLCs.

As part of Tier II work, ASSIST as one of the SIDBI empanelled agencies conducted Code of Conduct Compliance Assessments of 8 MFIs in Odisha, Bihar, Assam and Karnataka during the year. ASSIST works at state and national level with banks for facilitating greater funding to MFIs while flagging concerns related to responsible finance and client protection through convening the Microfinance Lenders' Forum on behalf of SIDBI, convening state level interface programmes for lenders and MFIs (in UP and Odisha) and organising exposure visits and orientation for bankers on MFI operations and appraisal. As part of training and capacity building under PSIG, ASSIST conducted orientation programmes for field level functionaries on Atal Pension Yojana and exposure visits for Financial Literacy Counselors. ASSIST continued to support GIZ's Umbrella Programme on Natural

Resource Management (UPNRM) for another year as technical agency for two channel partners.

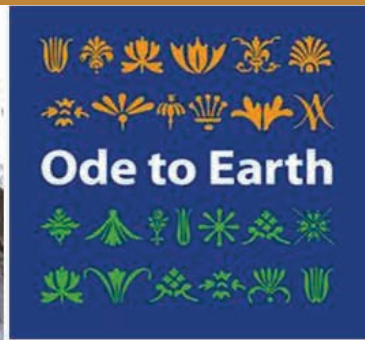
At Tier I, ASSIST in partnership with ACCESS rolled out implementation on financial inclusion and enterprise development of women through Jeevikaprogramme supported by HSBC. ASSIST's role in the project involves financial education and facilitating access to financial services and government schemes for 1,000 women and their households in two locations of Jaipur and SawaiMadhopur. Financial education is being delivered through peer to peer video methodology that ASSIST has demonstrated as an effective tool using local context and language to deliver financial literacy messages in a series of compact video capsules.







ODE TO EARTH



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:

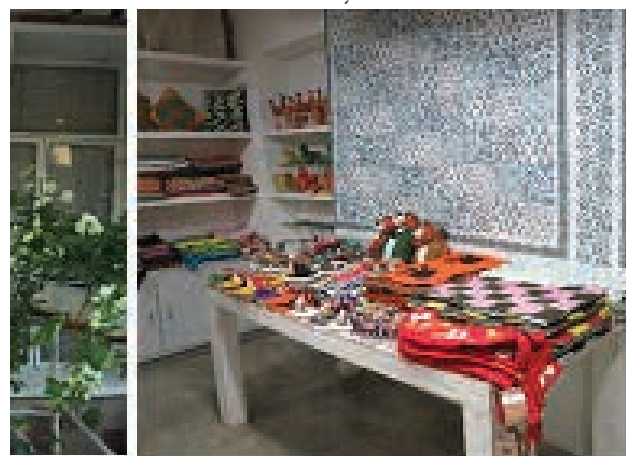
- Providing skill up gradation / training
- Introduction of efficient technology into production processes
- Product development / product orientation / prototyping and design support
- Developing packaging / labelling / branding solutions
- Supporting visual merchandising
- Market linkages – both B2B 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.

Ode to Earth also operates three 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 craft clusters.

Annual Craft Market

This year “Ode to Earth” marked their presence at various corporates through popup stores at HSBC, TCS, Citi Bank and a few others. Other than that Ode to Earth, organized their own Marketing Event at Epicentre in Gurgaon from 23 to 25 October 2015.

More than 50 groups of master craftsmen from 15 states represented their crafts through an excellent showcase and sale of craft and art products. The event not only provided high value market exposure to these artisan groups but also enabled them to generate a high value of income, direct connect to their consumers, and develop new connections and markets for themselves. The event drew more than 20,000 visitors. Other than direct sales, the groups of artisans also generated B2B business orders. The cumulative sales of all artisans crossed a mark of 50 lakhs.

ACCESS HOLDING VENTURES



ACCESS HOLDING VENTURES Pvt. Ltd.

To support ACCESS in focussing on grant-based livelihood promotion work, tasks and assignments which are contractual in nature and other Tier II opportunities, ACCESS has established another affiliate institution, its holding company with the name, ACCESS Holding Ventures India Private Limited.

The company will work as a mutually reinforcing mechanism not only to support the programmes of ACCESS but also to provide technical assistance to large national programmes, to donors and the government. Two important projects, supported by DFID's Poorest Areas Civil Society Programme (PACS) are being taken up by the ACCESS Holding Company in Orissa.

Mainstreaming and Inclusion of Socially Excluded Groups in Kandhamal, Odisha

ACCESS Holding Ventures with support from DFID-PACS undertook the initiative of organising 4108 excluded households belonging to ST and SC community from 80 villages (44 in Raikia and 36 of in G.Udayagiri Block) into self-help groups and further federating them into two Producer Companies - G. Udayagiri Women

Agro and NTFP Producer Company Limited and Raikia Women Agro and NTFP Producer Company Limited. The Producer Companies have been promoted and strengthened as a part of institution building process to sustain the project efforts for providing continued services to the project beneficiaries, in the form of technical support for productivity enhancement through adoption of Package of Practices for turmeric and vegetable cultivation and facilitating Business Development Services. The Producer Companies also provide the beneficiaries with financial services, input supply services, procurement and packaging services, and access to market to ensure sustainability and long term benefit for all its members. The companies are governed by a Board of Directors and supported by a dedicated staff for their day to day activities. The companies have also developed their HR and Finance manuals and are adept in the use "tally" software for account keeping.

Till now G.Udayagiri Producer Company has been able to mobilise Rs.1,61,500 as share capital and Rs.38,550 as membership fee from 757 women farmers, whereas Raikia Producer Company has mobilised share capital of Rs. 1,77,900 and administrative fee of Rs. 41,800 from 836 women farmers.

1290 farmers have adopted the improved Package of Practices for vegetables and 830 farmers have adopted improved practices for turmeric. This has been achieved through POP booklets, flyers, field demonstration, Farm Field





An agri-expert visit to facilitate knowledge sharing

Schools and use of ICT for extension at village level.

As a result of the project efforts, an overall increase in productivity of vegetables has been recorded by 40%. While the productivity enhancement in tomato is nearly 75%, brinjal recorded the lowest productivity enhancement of 20%. Similarly, comparison of before and after crop data reveals that turmeric recorded an average productivity enhancement of 27.4%.

Both the producers companies are marketing turmeric powder under the “TAMARA” brand. The project has facilitated an MoU between Samanwita (an NGO set up by State Bank of India in G. Udyagiri) and the Producer Companies for processing and packaging of turmeric. Required food licenses have already been obtained for both the Producer Companies. Recently, the Producer Companies have launched turmeric powder in packaging of different sizes under the TAMARA brand.

Market Oriented Value Enhancement (MOVE), Jharsuguda, Odisha

ACCESS Holding Ventures Pvt. Ltd. with support of DFID-PACS, is also implementing a programme for providing sustainable livelihoods to women from excluded communities through interventions in agriculture and allied sectors. The 30 month **Market Oriented Value Enhancement (MOVE)** project was

implemented in Jharsuguda, Kolabira and Kirimira blocks of Jharsuguda district in Odisha. The main objective of the project was organisation of excluded SC/ST households into representational institutions-SHG, Farmer Producers Organisations and Cooperatives for financial mainstreaming and their effective participation in vegetable, chilli,

poultry and goatery value chains; empowering SC/ST women to effectively participate in the mainstream development process and to negotiate for their rights and entitlements; provide capacity building support and extension/business development services (BDS) to help them effectively participate in emerging, alternative value chains - both in group and individual capacities; and facilitate access to finance and market and establish linkages for financial/credit support for investment in economic activities and microenterprises.

Accordingly Jharsuguda Producer Company was registered in March 2014 and Kirimira Producer Company in December 2014. Jharsuguda Producer Company was able to mobilize Rs. 5.29 lakhs from 1263 members while Kirimira Producer Company was able to mobilise Rs. 2.26 lakhs from 561 members by 31st March 2016.

Within the year, along with demonstrations, adoption of Package of Practices, productivity enhancement, capacity building of the Board of Directors, financial inclusion (specifically

loan support to the project participants) and establishing of micro-ventures was given high importance. The project beneficiaries have availed loan services from the Subhalaxmi Cooperative for various purposes. In Jharsuguda and Kolabira block, 888 members were supported with loans totalling INR 138 lakh. (average loan amount of INR 15,579) for promotion of livelihoods in different value chains. In Kirimira block 224 members were supported with loans of INR 22.4 lakh (an average of INR 9,072) under various value chains for promotion of their livelihoods.

Between 2013-14 and 2014-15, there has been a substantial increase in productivity. Highest increase in productivity was with Brinjal at 58.5 percent followed by 57.4 percent in beans and 54.2 percent in tomatoes. The lowest increase in productivity was recorded in cauliflower at 43.3 percent. Overall, there has been a 40 percent increase in productivity of vegetables by 40 percent during the project period.

Similarly, 33% production enhancement was recorded for goatery and 51 percent production enhancement for poultry.



HUMAN RESOURCES

ACCESS HUMAN RESOURCES

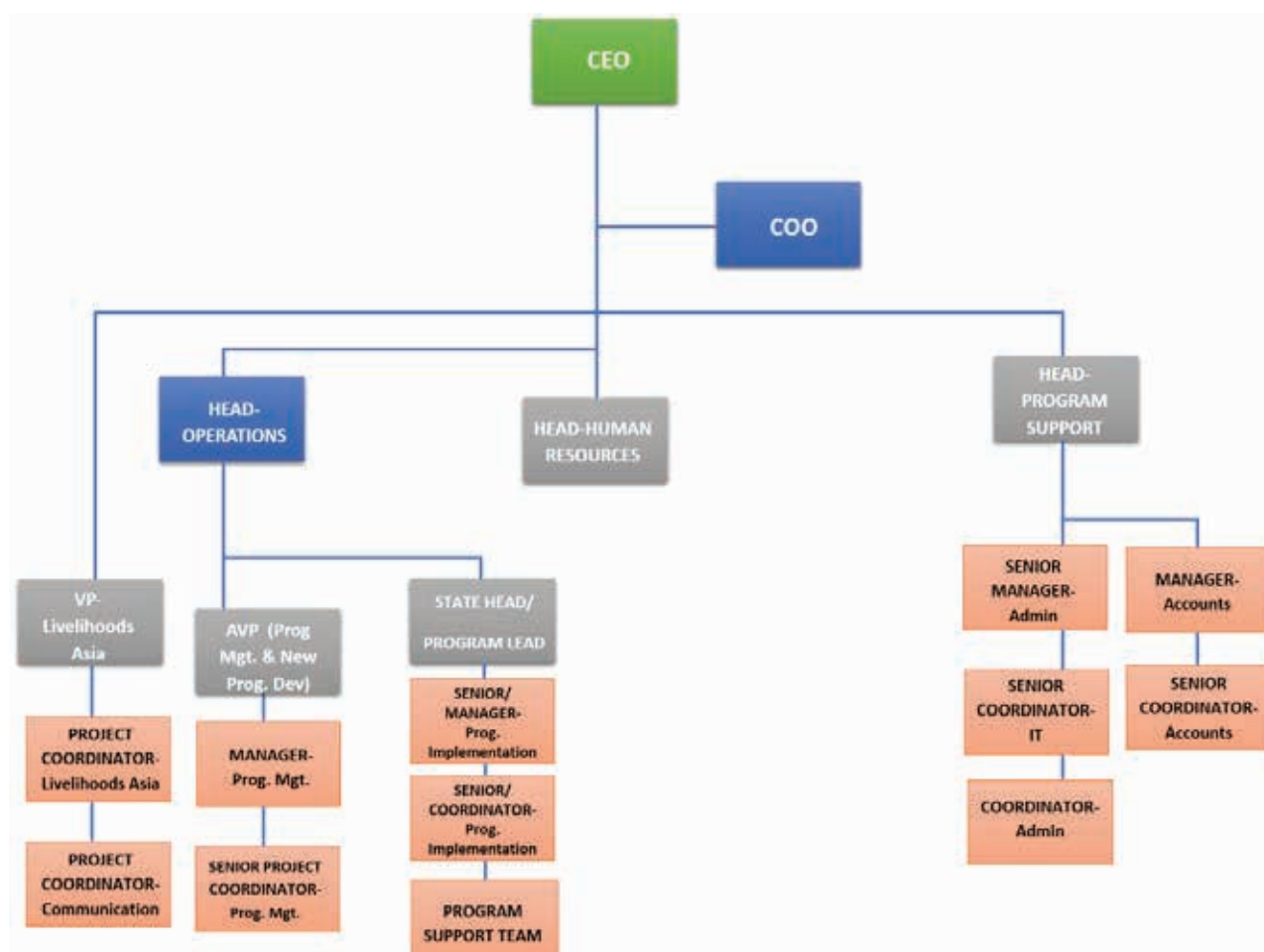
The human resources in ACCESS is its greatest asset. Our team consists of incredibly talented and passionate professionals who implement programmes with an expectation to deliver high quality outcomes in the field and are committed to make a difference in the lives of the poor.

ACCESS also provides professional space for its staff to build their own ambition, set their own targets and innovative design strategies to accomplish programme goals.

The ACCESS culture is informal, open, flat and transparent – which creates a conducive environment for employees to share their issues and concerns with an objective to build a vibrant working environment and ownership in the organization. In order to ensure that the



ACCESS Three Tier HR Structure



objectives are met, ACCESS has already started focusing on creating an organization structure which can meet the state and project specific needs.

ACCESS has a 3-tier HR structure with a core team at the Head Quarters headed by the CEO who takes all the key management decisions for the organisation strongly supported by a Senior Management Team. Project teams placed in field locations, responsible implementation programmes on the ground.

ACCESS HR Policies

The ACCESS HR policy recognizes the value of each employee and the importance of enhancing employee's satisfaction to reinforce organizational growth. The HR policy is periodically reviewed such that it is continuously aligned to the changing market and organizational environment. The following are the hallmarks of ACCESS's HR policy:

- Clear focus on roles, rules, consequences and tools
- Setting a standard of acceptable behavior within the organization
- Provides open and equal opportunities within the organization
- Focus on improving individual as well as organizational performance

Human Resource Planning

The average age of ACCESS HR is 37 years. At the state level the average age ranges from 31-33 years. The field implementation team comprises of young dynamic and energetic team on one hand and on the team at headquarters, which is responsible for providing the strategic leadership to the implementation team has years of experience to its credit. Over the years we have seen a growth, not only in numbers but also in the quality of professionals.

Governance Systems

ACCESS vision and mission is guided and directed by an accomplished Board of Directors. All critical decisions of the organization, its focus, direction and strategy are driven by the Board. The CEO heads the broad functioning of the organization, ably supported by the Senior Management Team.

Board of Directors

The Board is the apex decision-making body of the organization, comprising of 10 distinguished individuals representing banking, private sector, government, development sector and legal services. ACCESS draws value from the diverse and aggregate experience and maturity of its Board of Directors to design its strategy and direction. The Board of Directors meets every quarter on a pre-determined date. Two Board Committees viz the Management Committee and the Audit and Investment Committee support the Board functions.



Senior Management Team (SMT)

For facilitating and programme planning and operations management, a Senior Management Team (SMT) has been established. The SMT comprises of the CEO, Programme Unit Heads, State Heads and the Head of the Programme Support and senior staff in the HQ. The SMT annually designs the ACCESS Operations Plan based on the directions provided by the Board of Directors. Subsequently the SMT tracks progress against the AOP and aligns its work with the ACCESS mission and vision. The SMT meets once in a quarter to discuss organizational plans and strategies and to discuss new program opportunities for organizational growth. The SMT mechanism also supports coordination and communication between the Headquarters and the states. A Core Group at the Headquarters reviews key operational issues on a fortnightly basis.

Training and Career Development

The purpose of Professional Development at ACCESS is to enhance organizational efficiency and provide competitive edge to the organisation by providing professional developmental opportunities to individual staff members.

Through the Annual Appraisal process, the training needs identified are shortlisted and suitable candidates sent for training. From time to time we also send employees to exposure visits relevant to their area of work so that they are exposed to the processes and methods of implementing programmes followed in other organisations. This helps them to improve methods of working within ACCESS.

During the year, ACCESS staff members were encouraged to participate in the following forums, both national and international, that provided them with an opportunity to interact with experts and enhance their learning:

- An OD session was facilitated by an OD expert was organised to help ACCESS to better focus on programme implementations to achieve sustainable outcomes. Organisational Development exercise focused on the current functioning of ACCESS, its strengths and bottlenecks, and develops insights on what needs to be done to re-align the organization towards a new future.
- At a Workshop on grant proposal writing for project managers was represented by two staff members.
- Three Senior Management Team members attended the National Seminar on Financing of agriculture value chains-challenges and opportunities.
- An OD exercise was organised exclusively for the staff members of the Refugee self-reliance and livelihoods programme' supported by UNHCR'.
- One Senior Management Team member was nominated to the Workshop on Global Social Entrepreneurship Program
- Workshop on 'Market Analysis and Planning' was attended by two staff member
- Two staff members were nominated for the Workshop on Google for Non Profits.
- In each quarter, induction programmes are organised for the newly recruited staff member.

Staff Welfare Measure

As a welfare measure ACCESS has taken Group Medclaim Policy (GMP) for all ACCESS

employees and their family dependents. ACCESS has enhanced the medical coverage per family to keep up with the increasing medical costs.



My Action Packed 6 Years at ACCESS and Still Going Strong

I clearly remember December 2011 when I joined ACCESS Development Services and there has been no looking back since then. My job at ACCESS has focused on increasing the incomes of small and marginal farmers through collective action for aggregation of their small surpluses and development of agribusiness. In my initial years at ACCESS, I was given the opportunity to attend training programs at leading institutes on subjects like agricultural management, business management, business plan development and financial management. These trainings equipped me to develop a strong conceptual base for better implementation in the field. They also gave me a strong base to build my career upon. I have been responsible for a few major projects in agriculture development involving hi-tech cultivation,

advanced irrigation systems and production enhancement. One of my notable achievement

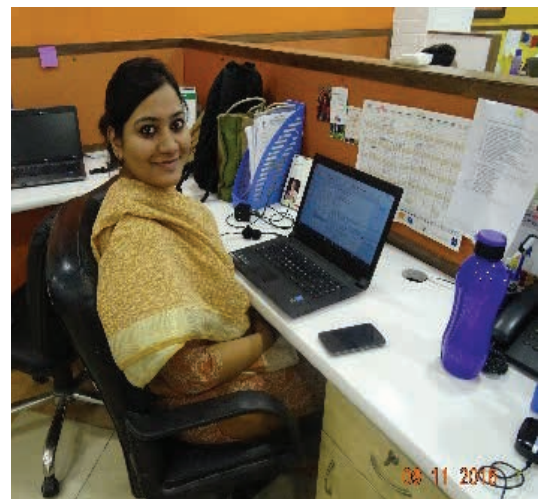
has been to help establish Bhangar Vegetable Producer Company, one of the first Vegetable Farmers' Producers Company in India, which now has a turnover of around 1 crore (FY 2015-16), with exports to London. An outlet has also been setup with the support of West Bengal Government under the SAFAL Bangla programme, through which 5-7 producer companies are getting benefitted.

Overall the best part of my work with ACCESS has been my close interaction with farmer communities, as well as government. This has

helped in my professional growth and increased my knowledge base on what works and what does not in the agricultural sector. Last but not the least, It's been great to work with supportive senior colleagues like Ramnarayan Ghatak, Amulya Mohanty and Sudipto Saha from whom I have learnt a lot on operational and strategic management issues, stakeholder management and report writing. They have been my true mentors. As my journey with ACCESS continues, I look forward to many more exciting years of learning, sharing and working closely with farmers for their development.

ACCESS Team at MP State Office





AUDITOR'S REPORT 2015-16



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, 2016, 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, 2016,
- 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

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, 2016, taken on record by the Board of Directors, none of the directors is disqualified as on 31 March, 2016, from being appointed as a director in terms of Section 164(2) of the Act.
- f) With respect to the adequacy of the Internal financial controls over financial reporting of the company and the operating effectiveness of such controls, refer to our separate report in "Anexure 1" to this report;
- 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.

For SCM Associates

Chartered Accountants

Firm Registration Number : 314173E

P. Banthiya

Prakhar Banthiya

Partner

Membership Number : 088526

Place : New Delhi

Date :



Annexure - 1 to the Auditors' Report

Report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 ("the Act")

We have audited the internal financial controls over financial reporting of Access Development Services ("the Company") as of 31 March 2016 in conjunction with our audit of the standalone financial statements of the Company for the year ended on that date.

Management's Responsibility for Internal Financial Controls

The Company's management is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls over Financial Reporting issued by the Institute of Chartered Accountants of India ("ICAI"). These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Companies Act, 2013.

Auditors' Responsibility

Our responsibility is to express an opinion on the Company's internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note on Audit of Internal Financial Controls over Financial Reporting (the "Guidance Note") and the Standards on Auditing as specified under section 143(10) of the Companies Act, 2013, to the extent applicable to an audit of internal financial controls, both applicable to an audit of Internal Financial Controls and, both issued by the Institute of Chartered Accountants of India. Those Standards and the Guidance Note require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether adequate internal financial controls over financial reporting was established and maintained and if such controls operated effectively in all material respects.

Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. Our audit of internal financial controls over financial reporting included obtaining an understanding of internal



financial controls over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. 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.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Company's internal financial controls system over financial reporting.

Meaning of Internal Financial Controls over Financial Reporting

A company's internal financial control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal financial control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorisations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Inherent Limitations of Internal Financial Controls Over Financial Reporting

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Opinion

In our opinion, the Company has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at 31 March 2016, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in



the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

For SCM Associates

Chartered Accountants

Firm Registration Number : 314173E

Prakhar Banthiya

Prakhar Banthiya

Partner

Membership Number : 088526

Place : New Delhi

Date :



Access Development Services
Balance sheet as at 31st March 2016

(All amount in Indian Rupees)

	Note	As at 31st March 2016	As at 31st March 2015
EQUITY AND LIABILITIES			
Shareholders' funds			
Share capital	2	400	400
Reserve and surplus	3	168,658,492	165,439,881
		<u>168,658,892</u>	<u>165,440,281</u>
Non current liabilities			
Long term provisions	4	4,253,507	4,492,292
		<u>4,253,507</u>	<u>4,492,292</u>
Current liabilities			
Short term borrowings	5	4,659,222	9,763,072
Accounts payable	6	3,427,828	3,215,509
Other current liabilities	7	22,540,874	16,763,137
Short-term provisions	8	2,591,759	2,348,116
		<u>33,219,683</u>	<u>32,089,834</u>
		<u>206,132,081</u>	<u>202,022,407</u>
ASSETS			
Non current assets			
Fixed assets	9		
- Tangible assets		2,677,680	2,828,212
- Intangible assets		-	11,050
Long term loans and advances	10	11,765,277	14,155,038
		<u>14,442,957</u>	<u>16,994,299</u>
Current assets			
Cash and cash equivalents	11	181,660,122	165,255,511
Short term loans and advances	12	2,417,281	1,910,827
Other current assets	13	7,611,720	17,861,770
		<u>191,689,124</u>	<u>185,028,108</u>
		<u>206,132,081</u>	<u>202,022,407</u>
Significant Accounting Policies	1		
Notes forming part of the financial statements	1 to 31		

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 : 24/08/2016



For and on behalf of the Board of Directors

Vipin Sharma
CEO
DIN: 02565320

Place : New Delhi

Date : 24/08/16

Sanjeev Kumar Asthana
Chairperson
DIN: 00048958

Place : New Delhi

Date : 24/08/16



Access Development Services
Income and expenditure account for the year ending 31st March 2016

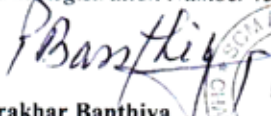
(All amount in Indian Rupees)			
	Note	for the year ending 31st March 2016	for the year ending 31st March 2015
Revenue			
Revenue from operations	14	108,955,827	107,775,747
Other income	15	6,147,230	3,843,042
		115,103,057	111,618,789
Expenses			
Programme expenses	16	61,608,585	55,704,346
Employee benefit expenses	17	37,494,438	33,348,402
Finance costs	18	1,051,623	1,584,474
Depreciation and amortisation	19	571,730	891,134
Other expenses	20	18,634,655	17,265,223
		119,361,031	108,793,579
Surplus before tax		(4,257,973)	2,825,210
Tax expenses			
Provision for tax	[See Note 28]	-	-
		-	-
Excess of income over expenditure for the year		(4,257,973)	2,825,210
Basic/diluted earning per share	[See Note 22]	(106,449.34)	70,630.24
Significant Accounting Policies	1		
Notes forming part of the financial statements	1 to 31		

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 : 24/08/2016

For and on behalf of the Board of Directors

 
Vipin Sharma **Sanjeev Kumar Asthana**
 CEO Chairperson
 DIN: 02565320 DIN: 00048958

Place : New Delhi

Date : 24/08/16

Place : New Delhi

Date : 24/08/16



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

Note 1: Significant accounting policies

Corporate information

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

1.1 Basis of accounting and preparation of financial statements

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

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

1.2 Use of estimates

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

1.3 Fixed assets

Tangible fixed assets are stated at cost of acquisition including taxes, duties, freight, and other incidental expenses related to acquisition and installation and are recognized at cost less depreciation.

Intangible fixed assets comprising computer software are stated at their cost of acquisition and amortized over the estimated useful life.

1.4 Impairment of assets

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

1.5 Cash and cash equivalents (for purposes of Cash Flow Statement)

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

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

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.



Note 1: Significant accounting policies

1.7 Depreciation and amortisation

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

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

Leasehold improvements are depreciated over the period of lease.

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

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

1.8 Revenue recognition

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

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

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

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

1.9 Capital asset fund

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

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

1.10 Foreign currency transactions

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

1.11 Investments

Investments are classified into current investments and Long term investments.

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

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

1.12 Employee benefits

Defined contribution plans

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



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Notes forming part of the financial statements

(All amount in Indian Rupees)

Note 1: Significant accounting policies

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 on full liability basis as at the Balance Sheet date .

1.13 Leases

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

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.



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

	As at 31st March 2016	As at 31st March 2015
Note 2: Share capital		
Authorised share capital		
50,000 (previous year 50,000) equity shares of Rs. 10 each	500,000	500,000
	500,000	500,000
Issued and subscribed share capital		
40 (previous year 40) equity shares of Rs. 10 each.	400	400
	400	400
Paid up share capital		
40 (previous year 40) equity shares of Rs. 10 each fully paid up	400	400
	400	400

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

	As at 31st March 2016		As at 31st March 2015	
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	40	40



Nitin Sharma



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

	As at 31st March 2016	As at 31st March 2015
Note 3: Reserve and surplus		
Capital Reserve		
General Corpus fund		
Balance at the beginning of the year	9,800,000	9,800,000
Add: Addition during the year	-	-
Less: Utilised during the year	-	-
(a)	9,800,000	9,800,000
LIIF Corpus fund		
Balance at the beginning of the year	125,757,270	120,954,122
Add: Addition during the year	-	-
Add : Interest earned on term deposits made of LIIF	11,391,750	11,654,348
Less: Expenses incurred related with LIIF	3,995,233	3,649,102
Surplus before provisioning	7,396,517	8,005,246
Less : Reserve fund for contingent liability @15%	1,109,478	1,200,787
Less : Reserve fund for promotional activities @25%	1,849,129	2,001,312
(b)	130,195,180	125,757,270
Contingent liability fund (LIIF)		
Balance at the beginning of the year	3,314,318	2,113,531
Add: Transfer during the year from LIIF Corpus fund	1,109,478	1,200,787
Less: Utilised during the year	-	-
(c)	4,423,796	3,314,318
Promotional activities fund (LIIF)		
Balance at the beginning of the year	5,523,863	3,522,551
Add: Transfer during the year from LIIF Corpus fund	1,849,129	2,001,312
Less: Utilised during the year	-	-
(d)	7,372,992	5,523,863
Total Corpus fund	(a+b+c+d) 151,791,967	144,395,450
Capital asset fund		
Balance at the beginning of the year	1,685,125	2,303,000
Add: Fixed assets acquired out of grants during the year	1,226,896	730,714
Less: Cost of fixed asset written off (net of accumulated depreciation)	139,455	60,819
Less: Depreciation (transferred from income and expenditure account)	1,007,374	1,061,740
Less : Adjustment of Depreciation as per Schedule II of Companies Act,2013	-	226,030
	1,765,192	1,685,125
Reserve and surplus		
Balance at the beginning of the year	19,359,306	16,673,362
Add: Excess of income over expenditure during the year	(4,257,973)	2,825,210
Less : Adjustment of Depreciation as per Schedule II of Companies Act,2013	-	139,266
	15,101,332	19,359,306
	168,658,492	165,439,881

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.



Kishor Sharma

Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

		As at 31st March 2016	As at 31st March 2015
Note 4: Long term provisions			
Employee benefits			
Provision for compensated absences	[See Note 26]	1,317,957	1,258,899
Provision for gratuity	[See Note 26]	1,950,559	1,820,998
Provision for other employee benefits		984,991	1,412,395
		4,253,507	4,492,292

Note 5: Short term borrowings

Secured

Bank overdraft*

4,659,222	9,763,072
4,659,222	9,763,072

* 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. 2.25 Crores (Previous Year Rs. 2.25 Crores).

Note 6: Accounts payable

Sundry creditors

[See Note 27] 3,153,888 2,856,670

Other payables

273,940	358,839
3,427,828	3,215,509

Note 7: Other current liabilities

Duties and taxes

1,528,340

786,150

Provident fund payable

440,117

445,453

Festival allowance payable

259,169

291,607

Income received in advance

18,507,504

12,578,345

Reimbursable expenses to staff

1,268,106

1,405,666

Other liabilities*

251,764

140,200

22,540,874	16,763,137
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*Other current liabilities includes Rs. Nil (Previous Year Rs 140,200) received as contribution towards incorporation of various producer companies.

Note 8: Short-term provisions

Employee benefits

Provision for compensated absences

[See Note 26] 965,434 941,670

Provision for gratuity

[See Note 26] 1,626,325 1,406,446

2,591,759	2,348,116
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Access Development Services

Notes forming part of the financial statements

Note 9: Fixed assets

Particulars	Gross Block				Depreciation				Net Block		
	As at 1st April 2015	Additions during the year	Deletion during the year	As at 31st March 2016	As at 1st April 2015	Additions during the year	Charged to Reserve & Surplus	Deletion during the year	As at 31st March 2016	As at 31st March 2016	As at 31st March 2015
Tangible assets											
Furniture and fixtures	3,766,061	345,847	4,950	4,106,958	3,206,935	217,377	-	4,950	3,419,362	687,596	559,126
Vehicles	2,516,105	-	879,947	1,636,158	1,949,955	144,529	-	694,018	1,400,466	235,692	566,150
Office equipments	2,956,912	778,654	-	3,735,566	2,271,736	547,279	-	-	2,819,015	916,551	685,176
Computer hardwares	5,954,977	478,950	-	6,433,927	4,937,218	658,868	-	-	5,596,086	837,841	1,017,759
Subtotal (a)	15,194,055	1,603,451	884,897	15,912,609	12,365,843	1,568,054		698,968	13,234,929	2,677,680	2,828,212
Intangible assets											
Computer software	196,630	-	-	196,630	185,580	11,050	-	-	196,630	-	11,050
Subtotal (b)	196,630	-	-	196,630	185,580	11,050		-	196,630	-	11,050
Total	15,390,685	1,603,451	884,897	16,109,239	12,551,424	1,579,104		698,968	13,431,559	2,677,680	2,839,261
Previous year	14,224,276	1,282,178	115,769	15,390,685	10,288,204	1,952,874	365,296	54,950	12,551,424	2,839,261	3,936,072

Nitin Sharma

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Access Development Services

Notes forming part of the financial statements

Note 9.1: Fixed assets acquired out of grant funds

Particulars	Gross Block				Depreciation			Net Block	
	As at 1st April 2015	Additions during the year	Deletion during the year	As at 31st March 2016	As at 1st April 2015	Additions during the year	Charged to Reserve & Surplus	As at 31st March 2016	As at 31st March 2015
Tangible assets									
Furniture and fixtures	1,220,895	310,042	4,950	1,525,987	1,065,636	100,762	-	1,161,448	155,258
Vehicles	2,247,041	-	660,000	1,587,041	1,735,535	126,857	-	1,341,847	511,506
Office equipments	1,512,517	492,504	-	2,005,021	1,284,305	261,635	-	1,545,940	228,212
Computer hardwares	4,332,422	424,350	-	4,756,772	3,542,274	518,120	-	4,060,394	790,148
Subtotal (a)	9,312,875	1,226,896	664,950	9,874,821	7,627,750	1,007,374		8,109,629	1,685,125
Total	9,312,875	1,226,896	664,950	9,874,821	7,627,750	1,007,374		8,109,629	1,685,125
Previous year	8,697,930	730,714	115,769	9,312,875	6,394,930	1,061,740	226,030	7,627,750	2,303,000

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



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Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

	As at 31st March 2016	As at 31st March 2015
Note 10: Long term loans and advances		
Security deposits	732,400	349,000
Income tax refund receivable	11,032,877	13,806,038
	<u>11,765,277</u>	<u>14,155,038</u>
Note 11: Cash and cash equivalents		
Cash in hand	59,103	83,802
Cheques, drafts on hand	-	-
Balances with banks		
-Savings bank accounts *	8,084,670	15,511,633
-Term deposit accounts #	171,634,322	148,734,322
-Interest accrued on term deposit accounts	1,882,027	925,754
	<u>181,660,122</u>	<u>165,255,511</u>
* Savings account includes Rs. 3,210,580 (Previous year Rs. 7,308,994) lying in designated FCRA bank accounts)		
# Deposits accounts are created out of FCRA funds and includes fixed deposits on account of Corpus Fund - Rs. 11.61 Crores (Previous Year Rs. 10.80 Crores). Out of total deposits, fixed deposits amounting to Rs. 2.25 Crores (Previous Year Rs. 2.25 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 12: Short term loans and advances		
Security deposits	748,950	942,726
Loans and advances	1,082,407	389,921
Prepaid expenses	585,924	578,180
	<u>2,417,281</u>	<u>1,910,827</u>
Note 13: Other current assets		
Grants receivable	5,291,554	8,639,522
Receivables from other development organisations	307,633	5,760,037
Contractually reimbursable expenses	3,022,522	6,179,074
Other receivables	296,014	236,342
	<u>8,917,723</u>	<u>20,814,975</u>
Less: provision for overdue receivables	[See Note 29] 1,306,003	2,953,205
	<u>7,611,720</u>	<u>17,861,770</u>


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Access Development Services

Notes forming part of the financial statements

	(All amount in Indian Rupees)	
	for the year ending 31st March 2016	for the year ending 31st March 2015
Note 14: Revenue from operations		
Grant income	99,099,038	78,685,721
Conference receipts	3,305,617	4,121,757
Consultancy income	6,551,172	24,968,270
	108,955,827	107,775,747
Note 15: Other income		
Interest income on:		
Bank deposits	3,082,665	2,662,678
Income tax refund	738,768	-
	3,821,433	2,662,678
Liabilities / provisions no longer required written back	1,647,202	-
Profit on sale of fixed assets	117,577	31,525
Gain on sale of fixed assets received as grant	350,000	451,314
Miscellaneous income	211,017	697,524
	2,325,797	1,180,363
	6,147,230	3,843,042
Note 16: Programme expenses		
Project expenses	26,637,885	28,651,065
Consultancy	25,048,879	14,776,807
Travelling expenses	8,694,925	9,494,341
Grants given	-	2,051,420
Fixed assets charged to programme	1,226,896	730,714
	61,608,585	55,704,346
Note 17: Employee benefit expenses		
Salary and allowances	33,659,344	29,226,490
Contribution to employee's provident fund	2,123,638	2,401,015
Gratuity	726,909	675,747
Compensated absences (including sick leave)	116,463	250,834
Other employee related costs	868,084	794,316
	37,494,438	33,348,402
Note 18: Finance costs		
Interest paid on borrowings	1,051,623	1,584,474
	1,051,623	1,584,474
Note 19: Depreciation and amortisation		
Depreciation on fixed tangible assets	1,568,054	1,826,477
Amortisation of intangible assets	11,050	126,397
	1,579,104	1,952,874
Less: Depreciation charged to capital asset fund	1,007,374	1,061,740
	571,730	891,134



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

	for the year ending 31st March 2016	for the year ending 31st March 2015
Note 20: Other expenses		
Administrative costs		
Board meeting expenses	40,875	44,271
Directors sitting fees	150,000	190,000
Other meeting expenses	1,116,968	280,458
Electricity expenses	747,236	598,859
Communication expenses	2,387,866	1,980,671
Legal and professional expenses	[See Note 25] 530,979	326,759
Printing and stationary expenses	2,106,697	2,351,299
Insurance expenses	95,474	132,251
Rent	3,757,202	3,509,376
Office expenses	3,382,873	1,213,781
Repair and maintenance expenses	1,192,241	883,521
Vehicle running and maintenance expenses	335,877	294,746
Conveyance	2,694,583	2,377,218
Bad and doubtful receivables written off	36,750	2,953,205
Bank charges	32,361	87,653
Net loss on foreign currency transactions and translation	1,260	4,465
Other expenses	25,413	36,690
	18,634,655	17,265,223

Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

Note 21 : 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 2016	for the year ending 31st March 2015
Salary and allowances	6,943,222	5,792,137
Employer's contribution to benefit funds	430,931	393,400
	7,374,153	6,185,537

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 2016	for the year ending 31st March 2015
Access Assist		
Allocation of administrative expenses	139,406	1,401,067
Allocation of payroll expenses	1,150,000	4,463,822
Consultancy provided	930,000	958,367
	2,219,406	6,823,256
Ode to Earth Enterprises Private Limited		
Payment for event participation fees	296,075	150,000
Payment for programme related expenses	973,179	
Purchase of programme related materials	522,800	819,405
	1,792,054	969,405
ACCESS Holding Venture India Private Limited		
Allocation of administrative expenses		4,515
Allocation of payroll expenses	4,708,420	6,645,349
	4,708,420	6,649,864

The company has entered into Memorandum of Understanding with its 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.



Vipin Sharma



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

Balance outstanding at the year end of the related parties

	As at 31st March 2016	As at 31st March 2015
Receivables		
Access Assist	2,626,145	5,864,889
ACCESS Holding Venture India Pvt. Ltd.	179,580	233,600
Rent security paid on behalf of Mr. Vipin Sharma	150,000	150,000
	<u>2,955,725</u>	<u>6,248,489</u>
Payables		
Expenses reimbursable to Key Management Personnel		43,108
	<u>-</u>	<u>43,108</u>

Note 22 : 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 2016	for the year ending 31st March 2015
Net profit after tax attributable to equity shareholders (A)	(4,257,973)	2,825,210
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)	(106,449.34)	70,630.24

Note 23 : Receipt from foreign agencies

	for the year ending 31st March 2016	for the year ending 31st March 2015
Conference receipts	-	451,314
Grant income	40,451,009	58,211,607
	<u>40,451,009</u>	<u>58,662,921</u>

Note 24 : Expenditure in foreign currency (on payment basis)

	for the year ending 31st March 2016	for the year ending 31st March 2015
Travelling & lodging expenses	440,745	100,657
	<u>440,745</u>	<u>100,657</u>

Note 25 : Auditor's remuneration

	for the year ending 31st March 2016	for the year ending 31st March 2015
Statutory audit fees (including service tax)	258,216	252,810
Other certification fees		5,618
Expenses reimbursed	21,000	21,000
	<u>279,216</u>	<u>279,428</u>

Note 26 : 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 2016	for the year ending 31st March 2015
Employer's contribution to employee provident fund	2,123,638	2,401,015
	<u>2,123,638</u>	<u>2,401,015</u>



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

Defined benefit plans

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

Gratuity

	for the year ending 31st March 2016	for the year ending 31st March 2015
Reconciliation of present value of the defined benefits obligation :		
Obligation at beginning of year	3,227,444	3,315,110
Interest Cost	258,196	281,784
Service Cost	660,819	690,385
Benefits paid	(918,766)	(1,250,109)
Actuarial (gain)/loss on obligation	349,191	190,274
Obligation at end of year	3,576,884	3,227,444

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

Current service cost	660,819	690,385
Interest cost	258,196	281,784
Actual return on plan assets		
Net actuarial (gain)/ loss recognized in the period	349,191	190,274
Expenses to be recognized in the income and expenditure account	1,268,206	1,162,443

Reconciliation of gratuity expenses recognised in the income and expenditure account

Expenses recognised under employee benefit expenses	726,909	675,747
Amount charged under expenses related to LIIF Corpus fund	94,418	119,571
Amount charged under expenses related Access Assist	129,218	247,423
Amount charged under expenses related Access Holding Venture	317,661	119,702
	1,268,206	1,162,443

Compensated absences

	for the year ending 31st March 2016	for the year ending 31st March 2015
Reconciliation of present value of the defined benefits obligation :		
Obligation at beginning of year	2,200,569	2,550,073
Interest Cost	176,046	216,756
Service Cost	482,878	547,753
Benefits paid	(700,812)	(1,049,087)
Actuarial (gain)/loss on obligation	124,710	(64,926)
Obligation at end of year	2,283,391	2,200,569

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

Current service cost	482,878	547,753
Interest cost	176,046	216,756
Actual return on plan assets		
Net actuarial (gain)/ loss recognized in the period	124,710	(64,926)
Expenses to be recognized in the income and expenditure account	783,634	699,583

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

Expenses recognised under Employee benefit expenses	116,463	250,834
Amount charged under expenses related to LIIF Corpus fund	45,374	32,164
Amount charged under expenses related Access Assist	37,317	95,633
Amount charged under expenses related Access Holding Venture	157,076	52,711
Less: Sick leave included in leave encashment under Employee benefit	(427,404)	(268,241)
	783,634	699,583



Vijay Sharma

Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

Actuarial assumptions

	IALM 2006-08	IALM 2006-08
Mortality Table		
Discount Rate (per annum)	8.00%	8.00%
Expected Rate of increase in compensation levels	6.00%	6.00%
Expected Average remaining working lives of employees (years)	21.75	21.80

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

Sick Leave

The Company has provided Rs. 984,991 for liability towards sick leave as at the balance sheet date (previous year Rs. 1,412,395). The current portion of liability is not determinable, hence the company has classified entire provision as non current liability.

Note 27 : 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, 2016.

Note 28 : Taxation

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

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

Note 29 : 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 provision of Rs. 1,306,003 (Previous year Rs. 2,953,205) 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 30 : 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 31 : 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 conform to the current year's classification.



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

As per our report of even date attached.

For SCM Associates

Chartered Accountants

Firm Registration Number : 314173E

P Banthiya

Prakhar Banthiya

Partner

Membership Number : 088526



Place : New Delhi

Date : 24/05/2016

For and on behalf of the Board of Directors

Vipin Sharma

Vipin Sharma

CEO

DIN: 02565320

Place : New Delhi

Date : 24/05/16

Sanjeev Kumar Asthana

Sanjeev Kumar Asthana

Chairperson

DIN: 00048958

Place : New Delhi

Date : 24/05/16



Access Development Services
Cash flow statement for the year ending 31st March 2016

	All amount in Indian Rupees	
	for the year ending 31st March 2016	for the year ending 31st March 2015
Cash flow from operating activities		
Surplus during the year	(4,257,973)	2,685,944
Surplus from LIIF Corpus fund	7,396,517	8,005,246
Amount charged to Capital Asset fund	80,067	(617,875)
Net surplus for the year	<u>3,218,611</u>	<u>10,073,315</u>
<i>Adjustments for:</i>		
Depreciation and amortisation during the year (including depreciation charged to capital asset fund)	1,579,104	2,318,170
Finance costs	1,051,623	1,584,474
(Profit)/ Loss on sale of fixed assets (After adjusting asset written off from capital asset fund)	21,878	29,294
Provision for compensated absences	82,822	(349,504)
Provision for Gratuity/ superannuation	349,440	(87,666)
Provision for bad and doubtful receivables	(1,647,202)	2,953,205
Operating profit before working capital changes	<u>4,656,275</u>	<u>16,521,288</u>
Changes in working capital		
Decrease/ (increase) in long term loans and advances	(383,400)	51,849
Decrease/ (increase) in short term loans and advances	(506,454)	(589,497)
Decrease/ (increase) in other current assets	11,897,252	(4,801,707)
(Decrease)/ increase in long term provisions	(427,404)	(298,569)
(Decrease)/ increase trade payables	212,319	1,418,605
(Decrease)/ increase in other current liabilities	5,777,736	(3,124,556)
Cash generated from operations	<u>21,226,324</u>	<u>9,177,413</u>
Income tax paid (net of refund)	2,773,161	(2,630,080)
Net cash (used in)/generated from operating activities (A)	<u>23,999,485</u>	<u>6,547,333</u>
Cash flow from investing activities		
Amount paid for acquisition of fixed assets	(1,603,451)	(1,282,178)
Proceeds from sale of fixed assets	164,051	31,525
Net cash used in investing activities (B)	<u>(1,439,400)</u>	<u>(1,250,653)</u>
Cash flow from financing activities		
Receipt/ (payment) of short-term borrowings	-	(10,081,740)
Finance cost	(1,051,623)	(1,584,474)
Net cash flow generated from / (used in) financing activities (C)	<u>(1,051,623)</u>	<u>(11,666,214)</u>
Net decrease in Cash and Cash equivalents (A+B+C)	21,508,462	(6,369,534)
Cash and cash equivalents at the beginning of the year	155,492,439	161,861,973
Cash and cash equivalents at the end of the year	<u>177,000,901</u>	<u>155,492,439</u>



Vijini Sharma

Access Development Services
Cash flow statement for the year ending 31st March 2016

	All amount in Indian Rupees	
	for the year ending 31st March 2016	for the year ending 31st March 2015
Cash and cash equivalents comprise of:		
Cash in hand	59,103	83,802
Balances with banks:		
- in current accounts	8,084,670	15,511,633
- in deposit accounts including accrued interest	173,516,349	149,660,076
Overdraft Account :		
Bank overdraft	(4,659,222)	(9,763,072)
	177,000,901	155,492,439

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 : 24/08/2016



For and on behalf of the Board of Directors

Vipin Sharma
CEO

DIN: 02565320

Place : New Delhi

Date : 24/08/16

Sanjeev Kumar Asthana
Chairperson

DIN: 00048958

Place : New Delhi

Date : 24/08/2016





access offices

ACCESS DEVELOPMENT SERVICES NEW DELHI (HQ)

22, Ground Floor, Hauz Khas
Village, New Delhi – 110 016
TEL: 011-26510915, Fax – 011-26850821

ACCESS UNHCR PROJECT OFFICE, NEW DELHI

C-543A, Near PVR Complex, Behind
Gurudwara, Vikas Puri, New Delhi –
110018, TEL: 9871500433

ACCESS BIHAR

C/O Manoj Kumar Sinha, Plot No.L L-
5, Road No. 8, Behind Park, Srikrishna
Nagar, Buddha Colony, Patna-800001

C/O Gudiiya Kumari, 4th Floor, Gudiya
Bhawan Gayatri Nagar, Nala
Road, Bihar Sharif, Nalanda-803101
TEL: 09650499582

ACCESS UTTAR PRADESH

10/193, Indiranagar, Munshipulia,
Near Aurobindo Park,
Lucknow-226016

ACCESS MADHYA PRADESH

H-4, Nishat Colony, 74
Bungalows, Bhopal-462003, TEL: 0755-
2577105, 2570471

ACCESS RAJASTHAN

C/O Mr. Narendra Singh Sisodia
39-B, Niketan, Ambamata Scheme,
Udaipur-313001, TEL: 0294-2434634

A-36, Golimar Garden, Behind
Nehru Sahkar Bhawan, Sankar
Marg, Jaipur- 302001, TEL: 0141-
2740456/4016783

House No. 7, Near Paradise, Ward
No.7s, Ranthambore Road, Sawai
Madhopur-322001, Rajasthan, TEL: +91-
7462-223103

ACCESS WEST BENGAL

BA-97, Sector-1, Salt Lake
City, Kolkata-64,, WB, TEL: 033-
40050664

ACCESS ANDHRA PRADESH

1-11-240/7, Opp. Pearl Apartments,
Shyamlal Buildings, Begumpet,
Hyderabad-500016

ACCESS ODISHA

Plot No. 39, First Floor, Kharvela
Nagar, Unit-III, Bhuwaneshwar-751001,
TEL: +91-674-2390041, 2392079



ACCESS Development Services, 22 Hauz Khas Village, New Delhi 110016
Tel; 91-11-26510915, Fax: 91 11 26850821
www.accessdev.org