



**ACCESS
DEVELOPMENT
SERVICES**



*enabling
economic
empowerment*

**ANNUAL REPORT
2019-2020**

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VISION

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



MISSION

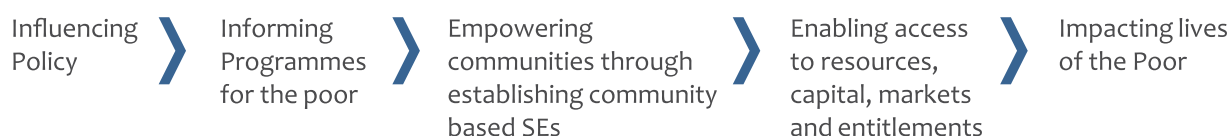
To build capacity of community-based institutions that deliver relevant financial and livelihoods services to the poor and unreachable households

ABOUT ACCESS

ACCESS Development Services is a national livelihoods support organization with a focus on incubating innovations for promoting sustainable livelihoods of the poor. Set up in March 2006 as a “not for profit” organization ACCESS is structured uniquely, to work at all levels of the value chain – implementing programs on the ground, working with the Government, Multilateral/Bilateral agencies, Corporate Sector and Civil Society Organisations to improve and enhance their program implementation as also undertaking initiatives to support, inform and support policies.

THREE TIER STRATEGY

Impacting at all levels



BOARD OF DIRECTORS

Dr. Arvind Mayaram

Former Finance Secretary of India and Chairman
ACCESS Development Services

Dr. Arvind Mayaram presently he is an independent thinker and Chairman, ACCESS Development Services. He has earlier held the positions of Finance Secretary and Special Secretary in Ministry of Rural Development, Government of India. He has been Alternate Governor on the Boards of World Bank, ADB and African Development Bank and India's Finance Deputy to G20. He was also India's chief negotiator for Asia Infrastructure and Investment Bank and BIRCS New Development Bank. He spearheaded the establishment of the framework for mainstreaming Public Private Partnership in India and designed the first PPP module for delivering infrastructure in the rural areas. He was Vice President of the World Association of Investment Promotion Agencies (WAIPA), formed under the aegis of UNCTAD, UNIDO, FIAS and MIGA for two terms in early 2000. He has been an investment promotion expert with the UNCTAD for several years and his expertise in the area of PPPs is internationally acknowledged, and Certified PPP Specialist.

Sanjeev Asthana

MD, I- FARM (Chairman)

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

Dr. Joy Deshmukh

Global Head, CSR at Tata Consultancy Services

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



Manju Agarwal

Former Deputy Managing Director
(Digital Banking & New Businesses), State Bank of India

Manju Agarwal has 34 years of banking experience with State Bank of India, country's largest bank in multiple leadership positions in India and overseas. In her last role at SBI, she was responsible for all digital products and new initiatives in the Bank from conception to implementation to adoption by customers. She conceptualised and launched YONO, SBI's Digital Bank, Financial Superstore and Online Marketplace (one of its kind in the industry). Manju also led the Government Business, Transaction Banking Business and Issuing & Acquiring Business of the Bank and led the Bank's foray in Transit and Metro solutions. She ensured aggressive merchant onboarding during and post demonetisation with an impressive growth in Bank's digital footprints and digital transaction. As Chief General Manager (Rural Business) at SBI, she led the Bank's Jan Dhan program ensuring opening of 40 million accounts in about 6 month's time. Currently she is an Independent Director on the Boards of Indialdeas.com Limited, Hinduja Leyland Finance, Kisan Rural Finance Ltd and Vistaar Financial Services P Ltd. She is Bank's nominee Director on Jio Payments Bank Limited.

Arvind Kumar

Principal Secretary, Municipal Administration &
Urban Development, Government of Telangana

Arvind Kumar is a bureaucrat civil servant in Government of India. He has been in the Indian Administrative Service (IAS) since 1991 and has worked in various capacities at the State level in the erstwhile Andhra Pradesh and now Telangana State for over two decades. Mr Kumar is presently the Principal Secretary, Municipal Administration & Urban Development, Government of Telangana. He has worked in Government of India from 2009-14 in the Ministry of Finance where as Joint Secretary in Department of Financial Services (DFS), he looked after Insurance and Banking sector, more specifically, insurance & pension reforms, Institutional Finance including housing, MSME, Micro Finance, Agriculture & rural Credit. Mr. Kumar has been a Government nominated Director on the Boards of NABARD, ICICI Bank Ltd, the New India Assurance Company Limited (NIACL), SIDBI, National Housing Bank (NHB) and IRDA among others during this period.

Vipin Sharma

CEO, ACCESS Development Services

Vipin Sharma is the founding CEO of ACCESS which was 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 set up 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.



Inclusive finance India 

INCLUSIVE FINANCE INDIA INITIATIVE

Inclusive Finance India is a global policy platform on Financial Inclusion set up with the objective of enabling cross-pollination of best practices and breakthroughs, specifically to support India's Financial Inclusion strategy and campaign. The Summit with its legacy of 16 years has provided a strong articulation for building a vision and an enabling ecosystem for universal financial inclusion with clearly defined roles for stakeholders, and making key recommendations on financial inclusion policy, regulation, supervision, technology advancements, client protection and institutional framework.

The Inclusive Finance India platform, through its several sub-initiatives, continued the crusade for a better policy and institutional ecosystem in India for promoting access to financial services.

INCLUSIVE FINANCE INDIA SUMMIT

ACCESS organised the 16th Inclusive Finance India Summit on December 4 and 5, 2019 in New Delhi, with NITI Aayog as the Co-host. The Summit was attended by close to 700 delegates and 75 speakers – including policy makers, regulators, academicians, technical agencies, practitioners, financial institutions, investors, international donors, industry associations and various other stakeholders from within and outside India.

The Summit hosted 16 sessions with the overarching theme of Bringing the Client Back at the Center of the Scheme. The Summit was inaugurated by a panel of eminent speakers - Alkesh Wadhwani, India Country Director, Poverty Alleviation, Bill & Melinda Gates Foundation, Parag Mehta, Executive Director and Senior Vice President, Mastercard Center for Inclusive Growth and V. Vaidyanathan, MD and CEO, IDFC First Bank, along with Dr. Arvind Mayaram, Former Finance Secretary, Government of India and Chairman, ACCESS Development Services.

The focus of the Summit themes for 2019 was clearly on the client. The Summit continued to bring together a diversity of stakeholders to share experiences, celebrate accomplishments, flag concerns, and propose recommendations for improving both policy and practice towards making financial inclusion meaningful for clients.

While focus on women was a cross-cutting sub-theme across a few sessions, a dedicated plenary deliberated on the financial inclusion policy framework for adequate focus on women and inputs to plug the gaps. Technology in advancing financial inclusion is a recent focus of the Summit, an important session debated on the 'merits and perils' of promoting technology as a panacea for last mile challenges; and another session provided a platform to emerging fintech companies to showcase their solutions. A couple of sessions deliberated on offering more appropriate, need based credit products to microfinance clients, as also obstacles to moving beyond credit and offering investments and insurance services to BOP segments. The big highlight of the Summit was a special Fireside Chat with Dr. C. Rangarajan on the Evolving Landscape of Financial Inclusion in India.

New ideas covered during the summit included digital platforms for registering for the sessions, deeper engagement with delegates by way of keeping the discussion going on and off the dais through live polls, and Q&A, etc. with the endeavour to make the event paperless. Side-events during the summit created considerable buzz and interest among the participants. MFIN and ASSIST co-hosted a side event to bring together MFIs and investors to help channelize debt flow to small and growing MFIs, and IFMR at KREA University organised a roundtable on appropriate financial products focussed on women entrepreneurs

The conference helps us connect, share best practices, prepare for the next phase of growth & ensure that the impact we create is based on a solid foundation.

~ Manoj Nambiar, MD, Arohan Financial Services

The overall structure of the Summit is pretty elaborate very conclusive and interactive.

~ Anil Kumar Gupta, Chief Business Officer, Aviom Housing Finance

INCLUSIVE FINANCE INDIA REPORT

2019 edition of the much awaited Inclusive Finance India Report was released in the Inaugural session of the Summit with a brief presentation by the author. The Report covers progress of delivery of financial services to the poor, low income and under-banked populations through various institutional formats and models – commercial banks, banking agents, microfinance institutions, SHG-bank linkage model, Regional Rural Banks and the new differentiated banks. It also covers the developments and initiatives in technology including digital payments technology that addresses the last-mile delivery challenge, covers an overview of new initiatives and highlights product and process innovations in inclusive lending.

INCLUSIVE FINANCE INDIA AWARDS

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

The 2019 Awards, under eight categories, were given away at a special session in the Inclusive Finance India Summit with Prof Krishnamurthy Subramanian, Chief Economic Advisor, Government of India, as the Chief Guest. The highlight of the Awards this year was conferring of the Jury Special Award for Lifetime contribution to Advancing Financial Inclusion in India to Dr. C Rangarajan, Former Deputy Governor, Reserve Bank of India and the Award for Contribution to Advancing Financial Inclusion by an Individual to Samit Ghosh, Founder, Ujjivan Small Finance Bank.

To be recognized for my work at this platform is a moment I will cherish forever

~ Samish Ghosh, Award Recipient

While focus on women was a cross-cutting sub-theme across a few sessions, a dedicated plenary deliberated on the financial inclusion policy framework for adequate focus on women and inputs to plug the gaps. Technology in advancing financial inclusion is a recent focus of the Summit, an important session debated on the 'merits and perils' of promoting technology as a panacea for last mile challenges; and another session provided a platform to emerging fintech companies to showcase their solutions. A couple of sessions deliberated on offering more appropriate, need based credit products to microfinance clients. The big highlight of the Summit was a special Fireside Chat with Dr. C. Rangarajan on the Evolving Landscape of Financial Inclusion in India.

“Financial Inclusion is not an option, it's a compulsion.” ~ C Rangarajan

The summit was coming together of old and new ideas. New ideas covered during the summit included digital platforms for registering for the sessions, deeper engagement with delegates by way of keeping the discussion going on and off the dais through live polls, and Q&A, etc. with the endeavour to make the event paperless. Side-events during the summit created considerable buzz and interest among the participants. MFIN and ASSIST co-hosted a side event to bring together MFIs and investors to help channelize debt flow to small and growing MFIs, and IFMR at KREA University organised a roundtable on appropriate financial products focussed on women entrepreneurs.

TESTIMONIALS



The conference helps us connect, share best practices, prepare for the next phase of growth & ensure The overall structure of the Summit is pretty elaborate very conclusive and interactive.

Manoj Nambiar

MD, Arohan Financial Services.



The overall structure of the Summit is pretty elaborate very conclusive and interactive.

Anil Kumar Gupta

Chief Business Officer, Aviom Housing Finance

THEMATIC RETREATS

Inclusive Finance India Initiative conducts various Thematic Roundtables to bring together key stakeholders to deliberate on critical issues confronting the expansion of financial services to the poor.

Annual CEO Conclave

ACCESS in partnership with College of Agricultural Banking (RBI) conducted the 4th CEOs' conclaves with heads of all Small Finance Banks and Payments Banks along with Mr. N S Vishwanathan, Deputy Governor, Reserve Bank of India and his senior team from the Department of Banking Regulation. The discussions helped in highlighting issues and giving clarity on several policy and operational challenges from the regulators perspective.

MSME Roundtable Series

Since 2018, ACCESS has initiated policy roundtables on issues pertaining to MSME financing. A Roundtable on Scaling up Financing to MSEs by SFBs was organized with the MSME Ministry. The discussions entailed the way forward and recommendations on policy, support ecosystem, convergence and partnerships and institutional capacities. A **Roundtable on Strengthening MSME Growth through Digitisation** deliberated prescriptions on the use of technological and policy tools to enhance credit availability in the MSME sector. The Roundtable was attended by select government, academia and industry players.

Partnerships

The IFI platform continued to receive long term support from its partners such as the Gates Foundation, Mastercard, NABARD, HSBC, ACCION and IDFC First Bank. Partners such as MFIN, d.light, Axis Bank, Ujjivan SFB, Utkarsh SFB, Bandhan Bank, Suryoday SFB, IndusInd Bank, RBL Bank & Samsung have also been consistent supporters. New partnerships were forged with HDFC Bank, India Post Payments Bank, Muthoot Microfin, Annapurna Microfinance & Fusion Microfinance. Also valuable technical partnerships with DVARA Research, LEAD (KREA University), CRIF Highmark, Northern Arc, Fair Finance and Banking with the Poor (BWTP).

Building Financial and Business Capabilities through BuddhiMoney

Within its campaign for promoting financial inclusion, building community capabilities through financial literacy and awareness has been a key focus for ACCESS since inception. This involves development of training modules and IEC materials, conducting Training of Trainers for NGOs and government agencies and direct implementation of financial literacy programmes with communities. With the growth of its programmes that involved promoting and supporting micro enterprises, ACCESS broadened the ambit of the community training to include basics of micro business management.

As a part of this endeavour, ACCESS conceptualized and developed an innovative pedagogy to create financial awareness and literacy through, an iconic superwoman character called *BuddhiMoney*. BuddhiMoney is a smart financial and business counselor for the community. She is youthful, energetic, intelligent, amiable, and smart; and appeals as an aspirational, iconic and friendly figure, who lives within the community and comes to the rescue of anybody needing financial counsel and advice. The initiative aims to deliver the financial and business education modules through high quality 3D animation videos featuring the iconic – BuddhiMoney. Each video is of 4-5 minutes' duration covering 3-4 key and clear messages within one specific theme, interwoven in a film based format, to make it interesting and engaging for the target group. The first four business education videos were disseminated through a pilot among 10,500 micro entrepreneurs engaged fashion jewellery in Jaipur 2018-19. The project was supported by Mastercard Center for Inclusive Growth

This year, with support from HSBC, ACCESS has developed two new videos on topical themes on the “significance of savings” and “security issues relating to ATM cum Debit” card and disseminated them through 3 distinct strategies:

- (i) **Intensive** – hand holding 500 women in Jaipur through BuddhiMoney clubs;
- (ii) **Semi-intensive** – video screening among 40,000 women through partnership with 2 Small Finance Banks (Suryoday and Utkarsh) and one large NGO (Hand in Hand) and
- (iii) **Extensive** - sending out YouTube links of BuddhiMoney videos via SMS to target audience (low income urban).

Project Kirana

ACCESS is currently implementing a project supported by Mastercard Center for Inclusive Growth, covering 6,000 small kirana shops in 2 urban locations, for which five new BuddhiMoney videos are being developed.

The BuddhiMoney videos have received a positive response from various important stakeholders including the Ministry of MSME, Ministry of Finance, MeitY, NITI Aayog, SIDBI and NABARD.

A pack of 7 BuddhiMoney videos was formally handed over to Nitin Gadkari, Hon'ble Union Minister of MSME. The Ministry has committed to disseminating the videos through its channels for communications and training of entrepreneurs. The BuddhiMoney video pack was also presented to the Chief Economic Advisor, GoI at the Inclusive Finance India Summit along with the premier of the 7th BuddhiMoney video on promoting digitization of micro and small merchants. BuddhiMoney videos have been shared with DDMs of NABARD in Rajasthan through their Regional Office for dissemination

“ Earlier, we used to save at home. After watching BuddhiMoney advising to save in bank accounts, we have started saving in the bank. Women in our group now feel that we can also become BuddhiMoney and progress ahead by saving in bank accounts and using ATM cards.”

-Farida Bano, Jaipur



“ I am very inspired by BuddhiMoney and got to know about the Recurring Deposit through her. I have also opened a RD account and have started saving small amounts”

Nazia, Barkhat Colony, Jaipur.

ACCESS is currently implementing a project supported by Mastercard Center for Inclusive Growth covering 4,000 small kirana shops in 3 urban locations in which five new BuddhiMoney videos are being developed.

The BuddhiMoney videos have received highly positive response from various important stakeholders including the Ministry of MSME, Ministry of Finance, MeitY, NITI Aayog, SIDBI and NABARD. A pack of 7 BuddhiMoney videos was formally handed over to Nitin Gadkari, Hon'ble Union Minister of MSME; the Ministry has committed to disseminating the videos through its channels for communications and training of entrepreneurs. The BuddhiMoney video pack was also presented to the Chief Economic Advisor, GoI at the Inclusive Finance India Summit along with the premier of the 7th BuddhiMoney video on promoting digitization of micro and small merchants. BuddhiMoney videos have been shared with DDMs of NABARD in Rajasthan through their Regional Office for dissemination through FLCs of banks across the state.



Knowledge Partner



Rabobank

Organiser



Co-Host



Livelihoods India Summit

December 12 - 13, 2019 | New Delhi

dy Competition

act Awards



MADHUKAR SHUKLA

MAYA DEVI

ANITA MAHAWAR

LATA RANI MAN

SAMEENA MULANI LADHA AHIR



Livelihoods India

LIVELIHOODS INDIA INITIATIVE

Livelihoods India, now in its 10th year, is the flagship national level initiative of ACCESS, to bring together diverse stakeholders on a single platform in order to understand and assess the key issues and challenges that the poor face in sustaining their livelihoods and to craft a vision and strategy for moving them from subsistence to sustainable levels.

Over the last decade, Livelihoods India has emerged as a credible national platform that presents opportunities for cross learning and sharing of unique experiences, both successes and failures within the country. Livelihoods India aims at building sectoral consensus on critical issues and challenges faced by the poor, share best practices and inform and support policy.

Within Livelihoods India Platform, specific sub initiatives have been designed to make this platform an effective bridge for cross learning. The sub initiatives include:

- Livelihoods India Summit
- State of India's Livelihoods (SOIL) Report
- Sitaram Rao Livelihoods India Case Study Competition
- FPO Impact Awards
- Thematic Policy Retreats



LIVELIHOODS INDIA SUMMIT 2019

The tenth Livelihoods India Summit 2019 was held between December 12 and 13 and inaugurated by Dr. Rajiv Kumar, Vice Chairman, NITI Aayog. The two-day Summit delved into multitude of challenges that the poor face in strengthening their livelihoods through diverse sessions. Through dialogue, discussions and debates in various sessions, the Summit offered valuable recommendations for the sector. Across the two days, the policy environment was scanned; large livelihoods programmes and their impact was examined; potential of institutions – both public and private, to impact the livelihoods of the poor was assessed; shifts in the environment and trends that advance and / or impede the prospects of the poor were analyzed. The Summit discourse swept across sectors and vectors in an effort to locate the most optimum opportunities and options for the poor in a real world situation.



This year's Summit saw over sixty resource persons share their expertise, experiences and perspectives through 11 sessions across the two days. The sessions dwelt on experiences, cases, issues and challenges relating to livelihoods promotion of the poor in rural and urban economies. Besides agriculture-based livelihoods, enterprise promotion and women's economic empowerment were two predominant themes. Over 300 delegates including policy makers, government representatives, practitioners, academia and representatives of multilateral/ bilateral agencies participated in this year's Summit.

Some key speakers at the Summit 2019 included:



DR. HARSH KUMAR BHANWALA

Chairman, National
Bank for Agriculture
and Rural Development



NEELKAMAL DARBARI

Managing Director, Small Farmers'
Agribusiness Consortium



DR. ARVIND MAYARAM

Former Finance Secretary of India



T. VIJAY KUMAR

Adviser, Govt. of Andhra Pradesh



KIRAN KARNIK

Chairperson Oxfam India, Helpage
India and Indraprastha Institute
of Information Technology



S. SIVAKUMAR

Group Head – Agri & IT Businesses,
ITC Ltd.

The Livelihoods Summit, for the second year was co-hosted by NITI Aayog. The Summit was supported and sponsored by a host of organizations including NABARD and Rabobank. CARE India, Project Utpal, Development Alternatives, Hand in Hand India, Non Traditional Livelihoods Network and XLRI were Technical Partners to the Summit.

SESSIONS AT THE SUMMIT

- Breaking the Glass Ceiling – Women Entrepreneurs Talk about their Journey.
- On the Spot with Shiv: FPOs and their Sustainability.
- Climate Smart Agriculture – Are We Being Smart About It?
- Engendering the Skill Ecosystem in India.
- Agri-Tech for Advancing Finance to Farmers.
- National Rural Livelihoods Mission - Moving from Social Capital to Economic Empowerment.
- NGO CSR Partnerships - Bridging the Gap Corporate Social Responsibility: Investing in Women Entrepreneurship.
- Enabling Livelihoods in the World of Work.
- Revitalising the Traditional Crafts Sector in Contemporary India.
- Systems Change for Entrepreneurship driven Livelihood Security.



I want to congratulate ACCESS Development Services for bringing us here and assisting with this very important task of focusing attention on what is surely the most important issue facing the country today, which is livelihoods, employment and making sure that our demographic dividend is available to us as a dividend. I'm sure ACCESS will continue to perform yeoman service to the country by doing other Summits and carrying on the work between the Summits.”

Dr. Rajiv Kumar, Vice Chairman, NITI Aayog



Conferences like Livelihoods India have critical role to play by continuing to ignite our thoughts and set us thinking on what are the best approaches and practices from similarly placed countries and how they have overcome the challenge.



Neelkamal Darbari,
MD, Small Farmers' Agribusiness Consortium





STATE OF INDIA LIVELIHOOD (SOIL) REPORT 2019

The SOIL Report is an annual publication that attempts to bring together recent trends and challenges faced in the sphere of livelihoods promotion of the poor. It is one of the few annual Reports in the country that addresses the contemporary issues emerging in the livelihoods sector, analyses case studies and reports on policy paradigm, new initiatives and evidence on results of both government and privately run programs.

This year's Report has been brought together by a clutch of subject matter specialists. While a few have come on board for the first time, others have played a crucial role in bringing together the past Reports. The 2019 Report has nine chapters authored by these experts and was launched by Dr. Rajiv Kumar, Vice Chairman, NITI Aayog, in the Inaugural Session of the Livelihoods India Summit.

The report is popular amongst sector stakeholders as it provides a comprehensive coverage of issues and experiences in the sector. Informal feedback from some of the avid readers reflects that the content and coverage have been relevant and fulfil information needs.

The Report was supported by NABARD and Rabobank.

SOIL REPORT THEMES

Continuing coverage in SOIL 2019 from previous year's Report gives an overview of livelihoods of the poor in the past year that is impacted by various initiatives undertaken, availability of resources and other deciding factors, while also throwing light on critical government policy and programme that have a bearing on livelihoods of the poor. The report has special coverage on the agriculture sector through four chapters covering the state of agriculture in India, 10 years of FPO movement, Social Enterprises in Agri space and Smart Food as a triple win for health, environment and farmers. In addition, two chapters on CSO-Government partnerships and impact of CSR five years since it was made mandatory are areas with new in-depth focus in the Report. The report also covers the role of selfemployment in propelling inclusive growth.

The report is available on <https://livelihoods-india.org/publications/all-page-soil-report.html>

FPO IMPACT AWARDS 2019

The FPO Impact Awards was instituted in 2018, with support from Rabobank to recognise and encourage exemplary Farmer Producer Organisations (FPOs) in agriculture and allied activities that have overcome various challenges, to successfully build self-sustaining businesses and contribute meaningfully to their member community. The Awards also aim to recognize and felicitate such FPO Promoting Institutions that The Jury also decided to confer the Jury Special Award to an Enabling Institution for FPO Promotion.

The FPO Impact Awards presentation ceremony took place on Day 1 of the Livelihoods India Summit. The awards were jointly presented to the winners by Dr. Harsh Kumar Bhanwala, Chairman, NABARD and Mr. D. Paul Scuilwerve, CEO & Country Head India, Rabobank.

SFAC is the Co-host for the FPO Impact Awards.



FPO OF THE YEAR IN AGRICULTURE (EMERGING)

Mandla Tribal Farmers Producer Company Limited



FPO OF THE YEAR IN AGRICULTURE (MATURE)

Krushidhan Producer Company Ltd
Saurashtra Svanirbhar Khedut Producer Company Ltd.



FPO OF THE YEAR IN AGRICULTURE (EMERGING)

Mandla Tribal Farmers Producer Company Limited



FPO OF THE YEAR IN AGRICULTURE (EMERGING)

Mandla Tribal Farmers Producer Company Limited



FPO OF THE YEAR IN AGRICULTURE (EMERGING)

Mandla Tribal Farmers Producer Company Limited

SITARAM RAO LIVELIHOODS INDIA CASE STUDY COMPETITION

Dedicated to the Late Sitaram Rao, mentor and guru of the Indian microfinance movement, the Case Study Competition aims at bringing together the collective intellect of the sector and assimilating innovative solutions, breakthroughs, good practices that help in learning from diverse sector experiences and impact poverty reductions. The theme for 2019 Case Study Competition was **Technology Solutions for Agricultural Advancement**. Overall 36 entries were received. The cases were put through a rigorous two stage evaluation process and finally assessed by an eminent jury , which shortlisted the top case studies. The cases brought forward knowledge, experiences, practices, innovations and solutions from programmes relating to agri-technology application on the ground. Overall 8 best cases made it to the final list and were brought together in a compendium. Three best case study writers were felicitated with citations and cash awards presented by Ms. Neelkamal Darbari, MD, Small Farmers Agribusiness Consortium at the Valedictory Session of the Summit. The best cases were brought together in the form of a Compendium that was released during the Valedictory Session of the Livelihoods India Summit.

Top three winners of the Sitaram Rao Livelihoods India Case Study Competition for 2019 are:



POSITION	CASE STUDY	AUTHOR
Winner	Appropriating Technology for Ultrapoor Women: Smartphone apps for agricultural improvement	Trickle-up
1 st runner up	Farm related services via mobile phones in India- a case of micro- warehousing for farmers in Bihar	Dr. Prageetha G Raju
2 nd runner up	Leveraging Technology to Enhance Credit and Insurance Delivery to Small and Marginal Farmers in Odisha.	Sanjay Mansabdar

For the second year running, Vaya has continued to support the Case Study Competition, helping ACCESS in collating and curating important knowledge for the sector.

OTHER INITIATIVES UNDER LIVELIHOODS INDIA DURING 2019

AGRI-TECH MARKETPLACE

ACCESS in partnership with Rabobank and ThinkAg, organised **The Partnership Exchange - Exploring Opportunities for FPOs and AgTechs** in New Delhi on August 29, 2019. The Platform brought together more than 80 participants representing leading AgTech startups, non-profits, investors, thought leaders, and ecosystem enablers with the aim of strengthening India's agri sector and finding solutions to its most pressing problems through showcasing cutting-edge innovations in the AgTech space; discussing and deliberating on its alignment with farmer's needs and facilitating greater engagement of AgTech companies and farmers.



GIZ KNOWLEDGE EXCHANGE WORKSHOP

NABARD and GIZ co-hosted an international **Knowledge Exchange on Mainstreaming and Financing Natural Resource Management based Business Models** under the aegis of Umbrella Programme for Natural Resource Management (UPNRM). With the programme coming to an end in December 2019, the Knowledge Exchange was organized with the aim to not only facilitate cross learning and exchange among UPNRM partners and other organisations working in NRM financing from across the globe but also identify channels through which the pilots can be mainstreamed and build a roadmap for taking them forward. ACCESS was the Knowledge Partner for the Knowledge Exchange and supported in end-to-end organisation of the event.

RAJASTHAN

PRAGATI

Project Pragati aims at creating livelihood opportunities with a special focus on women's empowerment across ten villages of Anta and Sultanpur blocks in Baran and Kota districts of Rajasthan. Pragati is supported by the KK Birla Memorial Society, a CSR unit of Chambal Fertilizers and Chemicals Limited (CFCL). It seeks to reduce economic risks of targeted communities, especially farmers and women, through capacity building, production and productivity enhancement, financing and facilitating market linkages of agricultural and non-agricultural products.

The major focus of the project includes institutionalizing agri-business through promotion of FPOs and enterprise development in the non-farm sector. Strengthening of current SHGs is undertaken by inculcating savings habit in members. ACCESS has also been working with different stakeholders in order to identify financing and marketing opportunities for potential agricultural and non-agricultural products. ACCESS has conducted various skill based programmes with regular monitoring and close supervision to sustain livelihood generation. ACCESS is also engaged in facilitating knowledge sharing and convergence with relevant Government Departments to make effective impact on the ground.



So far, more than 500 farmers have been mobilized from these villages through group meetings. Kisan Sangosthis (village level general meetings) were conducted in targeted villages to inform the community on the project objectives. Farmers were then brought together into Farmers Interest Groups (FIGs) and women beneficiaries into SHGs. These groups were then federated into Farmer Producer Organizations (FPOs) and SHG Federations. In order to demonstrate aggregation/collective business activity, BOD exposure was carried out in the adjoining state of Madhya Pradesh.

VALUE CHAIN DEVELOPMENT PROGRAM

RGAVP, KOTA & JHALAWAR



In collaboration with RAJEEVIKA, ACCESS as Technical Support Agency (TSA) has undertaken Value Chain Analysis (VCA) of selected commodities in two districts (Kota and Jhalawar), covering 3 Blocks (Sangod, Bakani and Aklera), 220 villages and 13,599 women producers in order to ensure that the market and consumer demands determine the nature, conduct and performance of agri-business. The aim is to make agricultural production and marketing more efficient through value addition and improved returns for the actors along the chain.

The project focuses on strengthening the existing farm-based livelihood activities by identifying gaps in the value chains for soybean and rapeseed-mustard oilseeds. ACCESS provides technical assistance to RGAVP, community-based organizations and cluster level federations in developing market linkages for agricultural products in order to ensure higher returns for producers.

Under the programme, ACCESS has also provided capacity and skill building support to a cadre of 90 women (Udyog Sakhis) deployed in the project through District level workshops and trainings. The team has helped develop training modules and training calendars in order to build their capacity for adoption of best post-harvest management practices.

From the baseline study it was evident that women farmers do not get the same access to various agriculture resources viz. inputs, farm assets or market information as their male counterparts. This has limited their progress in honing professional skills and to some extent their societal status. Therefore, they need trainings and guidance on different aspects of farm management, predominantly in “Post-Harvest Management.” To actualize this, Udyog Sakhis were deployed in 2 to 3 villages covering 150 women beneficiaries, who in turn trained and supported other women beneficiaries in their own or neighbouring villages, for the intervention covering dissemination of market information on crops and post-harvest technology.

Udyog Sakhis have helped women farmers to develop technical, entrepreneurial and managerial skills through village level trainings to help realize their potential to operate and sustain profitable farms as small businesses and to gain self-confidence through taking part in the decision making process of selling produce. This had a multiplier effect which led to women farmers in multiple villages organise themselves into Producer Groups (PG) of 30-50 individuals in order to access markets more effectively.. A total of 193 Producer Groups have been formed with due support from ACCESS teams in both the districts. Udyog Sakhis have collected crop data for the past two years from each PG member to understand the production surplus, which could be marketed through small procurement centers. This has paved the way for federating them into Farmer Producer Organisation (FPO).

Women farmers who find involvement in primary production difficult (due to lack of farm assets and skills) or unattractive (due to rising cost of cultivation/poor returns because of large number of middleman) may participate in VCs through FPO. A total of two FPOs were promoted across two districts covering 10,500 women farmers.

Gramyashakti is the first large scale women led FPO program in the country being implemented in Western and Southern Rajasthan, with the support of Department of Agriculture, Government of Rajasthan. The project aims to provide maximum returns to the producers in agriculture through productivity enhancement, local value addition and better market linkages. The target for the project is to mobilize 10,000 women farmers in 10 blocks of 7 districts viz. Bikaner, Barmer, Sirohi, Ajmer, Chittorgarh, Rajsamand and Pratapgarh.

The project focuses on strengthening existing farm based livelihood activities by identifying gaps in the value chain of different commodities. The block wise break-up of the commodities is given in the table below.

District	Block	Commodity
Ajmer	Pisangan (Pushkar)	Indian Gooseberry
Barmer	Chohtan	Cumin
Barmer	Sedwa	Psyllium (Isabgol)
Barmer	Balotra	Pomegranate
Bikaner	Lunkaransar	Groundnut
Chittorgarh	Rashmi	Carom (Ajwaian)
Chittorgarh	Nimbahera	Garlic
Rajasamand	Kumbhalgarh	Custard Apple
Pratapgarh	Choti Sadari	Soya Bean



In each district, the farmers will be organized into Farmer Producer Organizations (FPOs).

During the year, the major work of the project included promotion of FPOs in all 7 districts. ACCESS is working with various stakeholders including market players like inputs companies, research institutions, local agricultural universities, local NGOs, KVKs, and many large buyers and traders to link the FPOs to market. ACCESS is also working with various Government Departments for appropriate convergence to make effective impact on the ground. Under the project, more than 2000 farmers have been mobilized from these districts. Ten FPOs have been registered and offices have been opened. CEOs and LRPs have been hired and trained for all the ten FPOs.

PARTNERSHIPS WITH SMALL FARMERS' AGRIBUSINESS CONSORTIUM (SFAC)

SFAC NFSM

Small Farmers' Agribusiness Consortium (SFAC) has mandated ACCESS, a partner Resource Institution, to promote two Farmer Producer Organizations (1000 farmers per FPO) under National Food Security Mission (NFSM) program in Jodhpur District. This focus is on improving production processes, processing and marketing of Bajra. The key objectives of the project are to address the issues relating to productivity enhancement and post-harvest handling.



During the year, the major work under the project included promotion of the 2 FPOs in Baori and Balesar blocks of Jodhpur district. Interested farmers were mobilized into Farmer's Interest Groups (FIGs). Lead farmers were selected from all the FIGs which were using Good Agriculture Practices and were encouraged to disseminate the same among other farmers through proper trainings. These FIGs and farmers were then federated into FPOs. Two such FPOs have been formed and registered.

Both FPOs have acquired all the required licenses like seed license, fertilizer license, pesticide license etc. Office and input shops have been opened for both FPOs. To handhold and provide training to the farmers, various staff members were selected at FPO level. Chief Executive Officers (CEOs) have been appointed to look after the input shop and market linkages while Livelihood Resource Persons (LRPs) are selected for mobilization and trainings to the farmers.

PROMOTION OF FPOS UNDER VIUC

During the Year, the major focus under the project was to strengthen 2 FPOs in Ladpura and Etawa blocks of Kota district. This project funded by SFAC has an outreach of 2000 farmers under its Vegetable Initiative for Urban Clusters' (VIUC) program.

Both FPOs have been registered and have acquired all licenses for business like seed, fertilizer, pesticides and mandi licenses. Office and input shops have been opened for both FPOs. To handhold and provide training to the farmers, various staff members were hired at FPO level. Senior scientists in co-ordination with ACCESS staff, provided training to the farmers and guided them to set up demonstration plots in the area. The PoPs also included soil testing, Integrated Pest Management (IPM) and Integrated Nutrients Management (INM), use of organic fertilizers, irrigation etc. Improved seeds, fertilizers and pesticides have also been provided to the farmers to enhance yield of crops. Both the FPOs, in this financial year, have achieved a cumulative turnover of around INR 80 lacs.



RAJASTHAN AGRICULTURE COMPETITIVENESS PROJECT

Funded by World Bank, Rajasthan Cluster Agricultural Competitiveness Project (RCACP) aims to develop agri-value chains in each of the 17 identified clusters spread over eight agro-climatic zones in Rajasthan where the farmers enjoy some comparative advantages. For further strengthening of the identified value chains, public investments are to be made to address the constraints and enhance competitiveness of the value chains by promoting partnerships between agribusiness companies and the farmer groups and farmer producer companies (FPCs).

ACCESS Development Services is spearheading the project for Sangod cluster as Team Leader for community mobilization, crop specific advisory services etc. and implementing the project in 64 villages across 14 Gram Panchayats. In this cluster, the project decided to make investments to improve water use efficiency in crop production, undertake technology transfer and provide market advisory services for agriculture and horticulture development in the area. The project further aimed to mainstream livestock rearing and management, particularly for small ruminants and develop their value chains.

ACCESS is linking the FPCs to multiple business partnerships and creating opportunities for convergence to leverage public resources for development of the cluster. The farmers were made part of Multi-Tasking Groups (MTGs) to educate them on the project objectives and outcomes and in the process, securing their engagement with the project. ACCESS has helped information of 2 FPCs by federating the MTGs in the cluster.

The farmers were mobilized to take up various field activities like mini sprinkler, sprinkler and drip irrigation facilities in their fields; adopt recommended Good Agriculture Practices (GAPs) following on-farm demonstrations. Some specific activities organised by ACCESS included 1100 demonstration plots on post-harvest management, cultivation of fodder crops in 1100 hectares, creation of rainwater harvesting and storage structures in the form of 7 farm ponds and seed production in 300 hectares.

LIVING LOOMS OF INDIA, KOTA

‘Kota Doria’ gets its name from Kota, which is a city in Rajasthan, while “Doria” means 'thread'. Kaithoon, a small rural town, 19 kilometers from Kota is the hub of Kota doria work today. An estimated 3500 families are directly or indirectly (setting up looms, dyeing of yarn, repairing looms, trading, etc) engaged in Kota Doria weaving in Kaithoon, Kota. There are approximately 2500 traditional looms and about 50 male master weavers in the area.



ACCESS, in partnership with HSBC, is working with the weavers to revitalize the traditional handloom of the region. The aim is to enhance the earnings of the poor weavers by integrating them with the larger market through a holistic program that includes design & development, institutionalization, infrastructure development and market interventions. The initiative also comes under the larger ‘Living Looms of India’ programme of ACCESS.

PROJECT UTPAL

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



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While the focus is on impacting livelihoods of individual artisans engaged in dyeing and hand block printing, strengthening the eco-system is an equally important project component. The project undertakes research in relevant areas along with conducting and participating in sector supporting activities like conferences and seminars.

DESERT PASTORALE, BARMER

In order to accelerate the pace of development activities and provide sustainable livelihood opportunities to the residents of its peripheral villages, JSW, in Barmer, has partnered with ACCESS. The project named as “Desert Pastoral” seeks to transition a few traditional non-farm activities from a comparative to competitive advantage. It aims to develop the handicraft skills of women in the project villages and enhance their earnings by infusing new designs and integrating them with high value markets. Desert Pastoral is being implemented in 20 villages of Barmer in the Direct Impact Zone (DIZ) of JSW.

In phase-1 of the intervention, ACCESS has been focusing on the existing activities undertaken by JSW with respect to handicraft products. During the preliminary field visit, ACCESS had identified two promising interventions that can be undertaken immediately in the project area:

- ▶ Applique work (100 women)
- ▶ Mukka embroidery (50 women)



In phase-2, activities initiated in the first phase will be scaled up to include more villages, and new SHGs. ACCESS will increase the number of SHGs to reach at least 2000 members. All the 2000 women will be mobilized to form a Federation/ Producer Company which will provide them with an appropriate platform to attain economies of scale in their livelihood activities.

The major areas of intervention would be:

- ▶ Applique work (700 women)
- ▶ Mukka embroidery (200 women)
- ▶ Bandhej/ Bandhani (100 women)
- ▶ Hand-made paper making (100 women)
- ▶ Garment/ apparel making (200 women)
- ▶ Carpentry (50 women)
- ▶ Pottery (50 women)
- ▶ Miscellaneous micro enterprises (600 women); yet to be identified

PINK CITY RICKSHAW COMPANY

HSBC

With a triple bottom line approach, 'The Pink City Rickshaw Co', a social enterprise registered as a private limited company was established in 2016-17 with equity participation from the participating poor women from Jaipur.

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



Several marketing tools are used to increase market visibility, like social media promotion, encouraging blogs, articles in the press and media, participation in events, interviews, recording customer reviews, meetings with travel & event management companies etc. Strategic tie ups were made with over 60 top rated hotels of Jaipur and 70 national and international travel companies providing niche experiences to travelers in India. The e-rickshaws, generally seen as last mile connectivity, has now become a preferred mode of luxury travel in Jaipur.

The initiative has captured the imagination of the city as well as travelers and tourists. It has earned press coverage in local as well as national print and online media. Many international travel sites have chronicled the initiative as well.

After the project got over in 2019, ACCESS has been closely associated with the PCRC providing all necessary handholding support in terms of operations and marketing.



“I had a blast with Pick City rickshaw team! They customized my tour on my last Day in Jaipur and we had a great chat about their work and organization. Highly recommended and wish I knew about this earlier. Looking forward to future collaboration possibilities with PCRC and ACCESS”



CASE STUDY

“PCRC helped me both, economically and socially by empowering me to earn a better livelihood by driving e-rickshaws and confidently interacting with foreign tourists while conducting tours” says a 42-Year old PCRC member, Ms Jyoti Verma. She now confidently drives an e-rickshaw while also guiding tourists around Jaipur during tours. This has also stimulated her to improve her soft skills, like adding a few words of English to her vocabulary, which gives her an edge with tourists.



Before joining the PCRC, Jyoti was engaged in her father's occupation in making “Charpais” (traditional cots). To supplement her income, she also cut and polished stones for beads. After Jyoti's husband passed away in 2008, the responsibility of raising her two sons fell on her. On a good day, if a large order came, she would earn upto Rs 500 per day.

Jyoti agreed to join the second batch of the Pink City Rickshaw Company training. Jyoti had her set of inhibitions initially about riding in heavy traffic, as, she had never owned or driven a vehicle before. She was all the more apprehensive about the thought of interacting with tourists as she felt she lacked the communication skills required.

Jyoti was provided with technical (driving) as well as soft skills training to interact with tourists. Post her training, PCRC offered Jyoti the opportunity to regularly drive one of the two Pink City Rickshaws inside City Palace. Now, an extremely confident Jyoti says, “It is a matter of pride that my duty is at the City Palace, a place I always wondered about but had never visited because the entry fee was too high.” Her sons aged 16 and 14 are equally proud of her. She considers herself a 'half guide' and says that she knows all the nooks of the palace open to the tourists and most of the facts as well as the tales that a guide tells their groups. She's picked up a little bit of English, a lot of confidence and feels that this has given her a chance to meet so many people from different walks of life.

BUDDHIMONEY: UP SCALING ENTERPRISES THROUGH DIGITAL LITERACY

MasterCard

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

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



ACCESS engages with 10,500 microenterprises in one sub-sector through a design thinking approach and develops modules of innovative pedagogy to assess its effectiveness in delivering certain desired outcomes. The overarching objective of the program is to help micro-entrepreneurs understand their ecosystem and also its various impediments, and encourage them to adopt key recommendations to successfully upscale their enterprises.

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

LOOMS OF ASSAM; MAJULI AND LAKHIMPUR

The handloom sector in Majuli is mostly non-commercial; people weave either for themselves or sell them at not so remunerative prices. Despite possession of traditional skills and a reasonably growing new market potential, due to lack of awareness of market preferences and trends, weavers are losing their position in the marketplace.

The primary objective of this project is to create a sustainable ecosystem by revitalizing the traditional handloom weaving activities in Majuli through skill development and market linkages to take them from a comparative to a competitive advantage so as to provide additional income generation opportunities for the local community. The aim is to bring 1000 weavers under the fold of this programme. Towards this, efforts are being made to strengthen the weavers' SHGs in the district of Majuli and Lakhimpur.

ACCESS is working with the Assam Rural Livelihoods Mission to provide specialized technical services and inputs for developing business strategy and providing start-up assistance to foster sustainable livelihoods for handloom weavers in Assam. This is sought to be done through skill development and facilitation of market linkages in a Public Private Partnership model. Under this programme, ACCESS is engaged in designing and implementing a sustainable model for SHG weavers under ASRLM for handloom activities through identification & mobilization of 1000 Self Help Groups (SHGs) members at the ground level, training them on technical and soft skills; design and product development, and infrastructure set-up for design, marketing, warehouse and; logistics of handloom products. The model is being developed as an end-to-end value chain linkage i.e. from design inputs to training for market linkages.



MAHARASHTRA

WARLI ART DEVELOPMENT PROJECT

Warli folk paintings are a famous art form of Maharashtra, prepared by the Warli tribe which is one of the largest tribes found on the Northern outskirts of Mumbai, in Western India. Unfortunately, the exceptionally beautiful and exquisite art form is dying down as more and more people from the community are venturing into other areas of employment and leaving their traditional art form in the absence of its commercial value. This poses a serious challenge as it could even lead to the extinction of the Warli art completely.



To stop this serious decline, UNDP (with financial support from LTPCT) has awarded this project to ACCESS to create and foster a conducive environment to extensively promote Warli Art activities in the area of Talasari, Palghar, Maharashtra. This is being achieved through working on community cadres, producer groups which would be supported through a range of business development activities and linking the beneficiaries to the potential markets. 200 Warli artisans are the target group of this initiative and one of the core components to be focused on is their economic development.

The major components of the project are forming producer groups, strengthening their capacities in entrepreneurship and marketing, design development, product innovation and providing market linkages. This is done through a series of trainings and workshops, market exposure, buyer-seller meets and other marketing interventions. Till date 150 warli artisans have been mobilized, 15 groups formed, and a number of new products with innovative designs have been produced.

CREATIVE CLUSTERS PROJECT

UNDP India and UMED (MSRLM, Govt of Maharashtra) have joined hands to forge a unique partnership called “Disha-Saras” to develop five creative clusters, each focusing on one handicraft to promote women entrepreneurship through skill development. ACCESS has been onboarded to promote three clusters - Cloth bags (Wardha), Banjara apparel and Jewellery (Osmanabad & Beed) and will work closely with UNDP State Team and UMED (Non-Farm) Team to develop value-added training modules and product diversification interventions to make the above - mentioned handicraft products marketable both with respect to quality and scale.

Disha Saras aims to leverage the existing strength and outreach of Umed for creating a cadre of Women Sourcing Managers (entrepreneurs) with creative skills to manage the businesses of these creative clusters based on the industry demands for various product designs, qualities and volume of orders to be supplied both for physical as well as e-commerce sale.

ACCESS mobilized 577 SHG members, formed nine Producer Groups and trained 50 WSMs (Women Sourcing Managers). ACCESS hired the services of reputed designers to curate new designs and innovative products for the market; which were then sold in exhibitions and fairs. A number of training programs were conducted for the women SHG members in new designs, product development, accounts keeping, financial management, governance, marketing, etc.

LIVING LOOMS OF INDIA, MAHESHWAR

Presently, the handloom industry is largely household-based, carried out with labour contributed by the entire family. It is dispersed, spread across thousands of villages and towns in the country in small and large clusters. The industry also exhibits considerable diversity in terms of products, organizational base, as well as in relations between actors within the production structure. In spite of the many efforts that Government has undertaken, the growth of handloom sector has not shown much improvement in recent years. The private sector effort has been limited to a few niche brands and with limited reach. The weavers have not benefited significantly.

In order to revitalize the handloom sector in India, “Living Looms of India” is envisioned as a national long-term initiative in 10 clusters in a phased manner over a period of 5-7 years.

The overall project objective is to provide a competitive edge to the handloom weavers in the country through interventions in design, technology and market linkages, and position them in the highest value markets. The specific objectives would include:

- i. analyses of gaps/constraints to suggest appropriate strategies to follow for the two sub-sectors
- ii. introduce contemporary weaving techniques and design aligned with the market trends
- iii. train the weavers accordingly
- iv. promote diversified product lines, introduce vegetable and natural dyeing
- v. link the weavers to high-value markets through promotion of LIVING LOOMS OF INDIA brand and enable the artisans' Co. to effectively deal with the market.

The project has been initiated in Maheshwar with 200 weavers and 150 ancillary workers (total 350) and once the impact and outcomes become evident, larger numbers of weavers will be brought under the programme. Under the project, till date, a state of the art Common Facility Center has been established; 200 weavers have been trained in various skills including technical, natural dying, business development and marketing. High quality designers with background from NID/ NIFT have been attached to the project to develop new collections of designs. Product diversification process is underway. A National Event to launch the LLI brand will be conducted later in 2020.

PROJECT SANJEEVANI

Sanjeevani, a multi-sector livelihoods and micro-enterprise promotion programme through women SHGs was undertaken in partnership with Jindal Stainless Ltd in the villages at the periphery of its plant at Danagadi, Jajpur, Odisha. The initiative aimed to enhance the quality of life of about 2,500 households through livelihood and income enhancement by engaging them in productive activities coupled with financial linkage and business development services.

Through the programme, alternative livelihood options with incremental income possibilities for women in SHGs are being introduced to meet the growing market demand for new and emerging products and services, which is a direct consequence of rapid industrialization. The SHGs and community members are being helped to setup a Producers' Company for the promotion of microenterprises by facilitating access to finance for developing requisite capacities and infrastructure, providing technical back-stopping and business planning support to micro- entrepreneurs through a Business Development Services approach.

Some of the major micro-enterprises promoted in the first year include: mushroom cultivation, goatery, food processing (wheat flour mill, besan making, ghee making, snacks, badi making, paper plate making, incense stick (agarbatti) making etc. Through these efforts, the SHG members have started making some extra earnings to support their households.

PROJECT GRUHALAKSHMI

Tata Steel BSL's CSR is committed to the development of the poor households in the twelve villages spread over 3 panchayats in Dhenkanal district and one Panchayat in Angul district. The overarching focus of the Tata Steel BSL's CSR initiative is to empower the women in the region by equipping them with economic opportunities, which would eventually lead to their households income enhancement. The programme aims to promote the sustainable livelihoods finance model of an earlier programme called VIJY which ACCESS implemented in Jharsuguda, Odisha with support from Vedanta Aluminium Ltd.

UDAAN-FLIGHT OUT OF POVERTY

A JOINT INITIATIVE OF ACCESS DEVELOPMENT SERVICES AND HDFC BANK

“UDDAN: Flight Out of Poverty” is an initiative of ACCESS Development Services with support from HDFC Bank being implemented to enhance the livelihood of 5000 small and marginal farmers in Angul and Dhenkanal districts of Odisha. This Project was initiated in June 2017 for a period of three years with the objectives of organizing the farmers into Producer Groups (PGs) and later into Farmers’ Producers Companies (FPCs) at block level; increasing knowledge and skill of member farmers to enhance their productivity, investment and income by linking them with capable service providers for quality and affordable technical, business and financial services; supporting the FPCs in their efforts to improve marketing of their produce and establish functional market linkage; actively seek convergence with relevant programmes and schemes of the government, especially Horticulture and Agriculture departments, strengthening the entrepreneurial skills of FPCs through adoption of innovative business practices and developing and enhancing FPCs at block level as self-reliant, autonomous and representative organisations capable of identifying, prioritizing and negotiating the demand and needs of their member farmers. In Angul and Dhenkanal districts, four Farmers’ Producer Companies involving 3446 farmers have been incorporated under Companies Act 2013. A total share capital of Rs 31,74,500 has been mobilized from the shareholders of these companies.

Under the aegis of the UDAAN project, the farmers in Angul and Dhenkanal districts were organised to form four FPCs namely Satakosia Farmers Producer Company, Banarpal Agro Producer Company, Saptasajya Farmers Producer Company and Odapada Agro Producer Company. All of them have obtained the required business licenses for seeds, fertilizers etc. to meet inputs demand of their member farmers.

The project undertook several capacity building programmes for the Board of Directors and the staff of the FPCs on institutional strengthening including a few exposure visits to different successful farmers FPCs across the country.

The FPCs currently are tied up with various inputs companies like JK Agrigenetics, Syngenta and Semini for seeds; Tata Rallies, Biostand and Syngenta for pesticides and IFFCO and Nagarjun for fertilisers and micro nutrients.

Collective sale of produce is one of the major focus areas of all the FPCs with each of them having a Marketing Committee for planning and implementation of its marketing activities.

All the four FPCs have set up their Custom Hiring Centers to lease out farm equipments like power tiller, weeder, paddy cutter etc. on affordable rent to the member farmers in need.

For successful and sustainable growth of the FPCs, convergence with the government and support from the line departments at block and district level are essential. There are various schemes and programme intended for the farmers which are being tapped by the farmers now with help from the project. As a result of consolidated efforts, the farmers are now getting support to buy farm implements like power tillers, install drip irrigation system and solar water pumps. Many training programmes and demonstration programmes with support from Horticulture department and Krushi Vigyan Kendra have been organised for the farmers to introduce new methods and technologies of farming. With support from International Potato Center (CIP) and Center for Tuber Crops Research Institute, Department of Horticulture in Angul district distributed improved seed potatoes amongst farmers. Five different varieties of potato seeds have been distributed among the farmers for experimentation in their fields and monitored closely to develop more nutritious, productive and climate resilient varieties.

The Banarpal Agro Producer Company was awarded by the Government of Odisha by the Minister of Agriculture on the occasion of Krushi Odisha -2020 with a memento, citation and cash award.

Further, in the ACCESS Livelihood Summit two FPCs - Satkoshia Farmers Producer Company and Banarpal Agro Producer Company were recognised for their significant contribution to improve the livelihoods of their member Farmers.

PLANNING APPROPRIATE RESPONSE TO LIVE WITH CLIMATE CHANGE

Case Study of Sridhar Sahu, Khalagaon, Angul

Sridhar Sahu, a fifty years old farmer, has earned the recognition as a promising farmer enterprenuer in the region. He has been using indigenous knowledge to improve yield in many crops and vegetables. Sridhar owns two acres of land, and additionally has three acres he has taken on lease @ Rs 12,000 per annum. He owns four electrically operated water pumps and a weeder, a power tiller and a sprayer all run by diesel/kerosene.

Sridhar grows a variety of vegetables like cauliflower, cabbage, okra, brinjal, tomato, bitter gourd and cucumber. He toils throughout the year for enhancing the productivity of his small farm, inspiring the other small farmers in the vicinity who seek his advice. Recalling his past experience, Sridhar complained about the marketing challenges in the area. He remembers how the price quoted for purchase of his vegetables by the middlemen used to be very low and the farmers, despite being aware of the exploitation, had no option but to sell the produce to the middlemen in the locality.

“We never used to expect a fair price. It was always the whims of the middlemen that worked,” he said dismissively. But things have changed in the farmers' favour now after establishment of the FPC. “Now we have got the control in our hand. This is one of the major objectives of the FPC.” Sridhar specifically pointed out how he offered brinjal grown in his farm to the FPC for sale in distant market and received far higher price he couldn't get in the past. “Changing climate is surely a serious concern. But we have to plan differently to deal with it,” he emphasized indicating that proper crop planning, storage and use of right inputs can address this challenge.

Remembering the initial days of his association with the FPC, Sridhar explains how he became part of the smaller group- Bala Mukunda Krusak Sangha. The group consisted of 20 farmers, who collected share capital worth Rs 1,000 with an administrative cost of INR 250 each. Besides, all the members saved Rs 100 each in the bank account. They had regular monthly meeting where they discussed their difficulties and asked for support from the FPC. Sridhar feels he is an important part of the FPC. “We need to work more systematically to make the inputs available on time for efficient marketing,” his focus is on strategic approach now.

Sridhar along with the other farmers went on an exposure visit to Bhanger Producers Company in West Bengal where he learnt on how the farmers there achieved success in enhancing productivity; undertake inter cropping practices and set up shade nets and green houses. Sridhar hopes that their FPCs would set up a Mandi at Angul and create space for many buyers and sellers to make fair transactions. Sridhar reveals that he has earned at least a profit of INR 20,000 so far because of the FPC's efforts in getting inputs such as fertilisers, pesticides and seeds at reasonable price and negotiating for competitive market price for the produces.

Sridhar is prepared to face any unprecedented climate crisis in future explaining “I have started doing things differently. Now I adopt methods that will save me from climate crisis. I am trying to adopt disaster resilient seeds for different crops. My crop planning involves the climate related data of past years and future predictions. “There is a need to plan right in order to reduce the chances of crop loss, ” he continues with a smile on his face.

ACCESS-ODISHA LIVELIHOODS MISSION (OLM) SPECIAL FUND PROJECT ON VALUE CHAIN DEVELOPMENT (OLM-I)

ACCESS partnership with Odisha Livelihood Mission (OLM) in the pilot project on value chain development and promotion of producers' organisations (groups and companies) in agriculture, horticulture and NTFPs started in 2017.

ACCESS support was focussed in three districts of Odisha i.e. Koraput, Gajapati and Rayagada in formation of producer groups and companies, value chain & supply chain management, business plan development, market analysis, trader identification and partnerships and; developing linkages with public and private partners including key knowledge and technology institutions, private firms, marketing institutions, traders and providing support to develop Agri Malls of Producer Companies.

Accordingly ACCESS helped district and block level teams of OLM in forming 220 Producers' Groups in the 3 districts mobilising 11,200 farmers, oriented them on governance and management of producer groups and companies on quality aspects e.g. safe harvesting, post-harvest management, primary processing like sorting, grading, cleaning, drying and packing etc.

ACCESS handheld the FPCs to develop their business plans incorporating operational and strategic risk management provisions, procurement and marketing policies along with business projections for three years.

Three Producer Companies were incorporated to facilitate in produce aggregation, primary processing, packaging and sale of FPCs' produce like 540 MT mango, 120.4 MT cashew, 70 MT hill brooms with a gross profit of Rs 6.5 lakh for mango, Rs 3.52 lakh for cashew, Rs 7 lakh for hill brooms respectively.

At the PC Level, one Agri Mall has been established to cater to the agricultural input needs like seeds of the member farmers. Steps are being taken to sell bio-fertilisers, pesticides, organic manures and agricultural Implements from this Mall in the coming days.

SUCCESS STORY ON MARKET LINKAGES OF MANGO

The project includes sector mapping in the given geography, primary production, collection as well as a first and second order of value chain actions like aggregation, grading, sorting, preliminary processing, packaging and marketing. The value chain actions are moderated and implemented by the greater community involvement through a web of institutions of the community members such as producers' groups (PGs) and producer company (PC) with a higher emphasis on capacity building and technology transfer. While community institutions will play a very determining role, private market players would work closely with community institutions for business development service and price optimization by tapping higher-order market opportunities.

Recognition and awards

The value chain of mango contains several stages where production, local value addition (aggregation, grading, sorting, packaging, hot water treatment) and marketing processes take place. In this project, considering the community centrality, it is envisaged to sell mango for table consumption instead of going for a higher order of value chain actions like pulping and other secondary processing.

In the year 2018, 73 mango producer groups (PG) were formed in 3 districts, viz. 14 in Koraput, 14 in Gajapati and 45 in Raygada. Under the institutional building process, training was imparted to the farmer members on package of practices, book keeping, accounting, grading, sorting and packaging. The district and block level officials, farmers and Udyog Mitras were given exposure to Mayurbhanj Fruit and Vegetable Producer Company (MFVPC) to bring to their knowledge on different markets, variation in price depending on quality and methods of plucking, grading, sorting and packaging. With constant handholding support and capacity building, the PGs could start their community entrepreneurship within a period of 6 months. Mango was sold to three different buyers:

- a) Institutional/corporate buyers like Mother Dairy and NAFED**
- b) Terminal and wholesale buyers like Raipur and Rourkela mandis**
- c) Retailing or Spot selling like in Bhubaneswar, Raygada markets, HAL and NALCO campuses and in Koraput.**

Institutional Buyers

A total of 16 MT of mangoes were sent to Mother Dairy, Delhi. In 2018-19, the price of mangoes dipped to Rs 5-8 per kg in the local market. At that time, Mother Dairy offered Rs. 45-49 per kg, out of which the farmer received Rs. 20-25 per kg. So, there was a 3-fold increase in price realisation due to this institutional linkage.

PROJECT – LIVELIHOOD AND VALUE CHAIN DEVELOPMENT (OLM-II)

ACCESS Development Services has been supporting Odisha Livelihood Mission (OLM) by bringing in new ideas and innovations into agriculture, livestock, fishery and NTFPs value chains to meet the current market demands in these sectors. The partnership started in April, 2019 with ACCESS deployed a team of 4 professionals to work in close coordination with the State Mission Management Unit of OLM, Bhubaneswar to extend the programme support to 150 blocks across 30 districts of the State in a phase-wise manner.

ACCESS supported OLM in establishing 61 poultry clusters covering 7,714 households, 71 goatery clusters with 5,734 households, 941 producers' groups mobilising 53,637 households, 877 common facility centres, 148 farmer's field schools and 10 farmer producer companies mobilising 15,000 households under the project.

In addition, ACCESS developed SoPs on various areas of agriculture, poultry, goatery, fishery, NTFPs and other farm-based livelihoods activities, prepared package of practices (PoP) and training modules on farmers' field schools, seed production, organic practices, nutrient management, waste management, scientific crop harvesting, post-harvest management etc. ACCESS identified 364 potential buyers for different commodities, developed 500 resource persons and trained 440 OLM staff on different livelihood themes at SMMU through 18 ToT programmes. Field demonstrations were conducted on package of livelihoods practices and strengthening convergence and partnerships between OLM and other stakeholders in the project. Apart from that, ACCESS also organised Mango Festivals in partnership with OLM/ORMAS and linkages with Agriculture, Horticulture and NTFPs of producer groups and companies.

CASE STUDY ON BACKYARD POULTRY INTERVENTION IN FANI AFFECTED DISTRICTS OF ODISHA

The extremely severe cyclonic storm Fani devastated the Odisha coast in May 2019. Fani caused extensive damage to the houses as well as several temporary structures. More than one million people in low lying areas were affected. To help with the rehabilitation of the affected households, OLM approached ACCESS to develop an appropriate livelihood model. Accordingly, ACCESS worked with and recommended some quick interventions including enhancing incomes and meeting nutritional requirements of the severely affected households. ACCESS introduced raising of poultry birds particularly through the SHGs in the area.

ACCESS worked to integrate this intervention with the supply chain to source chicks, get feed and care for poultry birds and construction of poultry sheds etc. in consultation with OPOLFED, the apex poultry marketing federation of Odisha, OLM field staffs, Prani Mitras (para-veterinary workers), other community cadres, and block veterinary officers.

NEW LEAF PROJECT, GURUGRAM (FUNDED BY CITI FOUNDATION)

In order to benefit women from low-income households, ACCESS incubated a social enterprise called Zingnzest, registered as a Pvt. Ltd company which seeks to train and empower 200 women to become micro-entrepreneurs in the food processing industry. These women members who were not able to earn basic necessities for their families are now working as entrepreneurs after adequate training in the food processing industry. The company caters to a high end client segment and offers a range of traditional and non-traditional processed ready-to-eat foods.

Zingnzest is owned and managed by women entrepreneurs from rural Gurgaon in Haryana facilitated by ACCESS with financial support from Citi foundation. ACCESS is currently working with 204 women members; they are mobilized and trained in financial literacy, baking, roasting, hygiene practices, product development and marketing skills. The members were trained to be well equipped with skills to run the operations of Zingnzest Pvt. Ltd. and are successfully working with the production of ready-to-eat healthy food at a Common Facility Centre (CFC) of the Company. Zingnzest is currently manufacturing gourmet cookies and marketing linkages have been developed with Annamaya- Andaz, Corporate office of ANS Tempcontrol Engineers Pvt. Ltd., and 24 Seven Stores; a number of more marketing tie ups are in the pipeline.

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

The project got over in July 2019; but ACCESS continues to support the enterprise by providing manpower to help in sourcing, increasing operational efficiency, and marketing.



PROMOTION OF FPOS

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

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

Repose Clinic; CDAC and Air India canteen among others. In addition to linking the farmer members of the FPOs with external market players, ACCESS West Bengal has undertaken some intra-FPO market linkage initiatives since within-FPO market linkages is a big potential market which can be tapped for preliminary business initiation for the FPCs. Some of the intra-FPO linkage initiatives are as follows:





NORTH TO SOUTH BENGAL

Pineapples from Sonar Bangla FPC (Darjeeling) to Bhangore FPC (South 24 Parganas), Ghatakpur FPC (South 24 Parganas) & Dhaniakhali FPC (Hooghly).



SOUTH TO NORTH BENGAL

Gobindobhog Rice (aromatic) from Mukundaram FPC (Purba Burdhaman) to Sonar Bangla FPC (Darjeeling) & Bhangore FPC (South 24 Parganas).



SOUTH TO SOUTH BENGAL

Trading of Broom from Kanchanjunga FPC (Darjeeling) to Sonar Bangla FPC (Darjeeling).



DARJEELING HILLS TO DARJEELING PLAINS

Onions from Rise & Shine FPC (Purba Burdhaman) to Nandakumar FPC (Purba Medinipur).

Training programmes were also organised by ACCESS for providing handholding training to farmers across the above mentioned districts. The farmers of the FPOs were introduced to various measures of Good Agricultural Practices (GAPs). They were also informed about the details of some of the important programmes and schemes of the Department of Horticulture, Government of West Bengal through distribution of leaflets/pamphlets published in local language; improved inputs like some seeds were also provided to the farmers for their on-field demonstration. Low cost farm equipment, good quality seeds and pesticides were also distributed during these training sessions. The participants were selected based on discussion with Board Members of the FPOs in the district. As a result of these programmes, many of the farmers could avail benefits under several Government programmes.

ACCESS West Bengal has undertaken an initiative to bring together all the interested & potential FPCs in to an FPO Forum which would be an apex body of all the member FPCs. Activities under this initiative include:

- Market linkages including registration with NCDEX for trading of commodities
- Collaboration with a Chartered Accountant firm to provide services in terms of HR for maintaining accounts, legal compliances and statutory audit of the partner FPCs
- Provision of HR support in the form of staff (CEO, Accountant, Office boy, among others) to the respective FPCs
- Facilitation of financial & credit linkages in the form of working capital and / or term loans, as and when required by the FPCs
- Technical support in the form of trainings, exposure visits, demonstration plots, among others, as and when required

VALUE CHAIN ANALYSIS OF GINGER & TURMERIC

ACCESS Development Services has been engaged as a Technical Service Agency (TSA) by West Bengal State Rural Livelihoods Mission (WBSRLM) for conducting value chain analysis of Ginger and Turmeric across Kalchini block of Alipurduar district and Goalpokhar-I block of Uttar Dinajpur district respectively. Through the value chain analysis ACCESS identified some of the key areas of interventions within the value chain. ACCESS is now in the process of facilitating the registration of two Producer Companies for Ginger and Turmeric producers. Once the producer companies are registered, internal systems and processes would be developed, trainings would be provided to the board members and staff regarding governance and management of FPC's businesses, among others.



CASE STUDY OF A MEMBER OF SONAR BANGLA FPC

Suresh Kumar Singha is a primary producer of pineapple. He became a member of Sonar Bangla FPC in 2018 and contributed INR 1,000 to the FPC's share capital. He received training on advanced pineapple cultivation organized by Sonar Bangla FPC and ACCESS Development Services. He was part of the team which visited Bhangar Vegetable PC Ltd., in an exposure visit to understand the systems and processes followed by a FPC. Previously, he used to cultivate only 3,000 plants in his one bigha plot. After getting training from Sonar Bangla FPC he has planted 12,000 plants along with bananas. This intercropping helped him increase his production of pineapple in addition to growing banana to earn him additional income. Prior to joining Sonar Bangla, he would sell pineapples to the middlemen at nominal price, sometimes as low as Rs. 10 to 12 per piece and a total of 2,500 to 2,700 pieces in one season. Now, after Sonar Bangla acquiring a wholesale outlet of Pineapple, he is able to sell his pineapples in a systematic and fair manner. He is getting a better price like Rs.18 to 20 per piece through direct access to market. Moreover, membership in Sonar Bangla FPC has helped him to interact with various stakeholders including the Government officials and market players.

The year 2019-20 was an eventful one for 'Ode to Earth'. Established in 2011, the company has come a long way, by increasing its outreach to primary producers in 16 Indian states, mainly Rajasthan, New Delhi, Haryana, Punjab, HP, Uttarakhand, Gujarat, Bihar, UP, MP, AP, Maharashtra, Karnataka, Orissa, West Bengal and Assam. Through its efforts, it has reached over 150 producer groups and organisations and in turn benefiting more than 60,000 small producers based in remote villages and towns across India.



ACCESS HUMAN RESOURCE

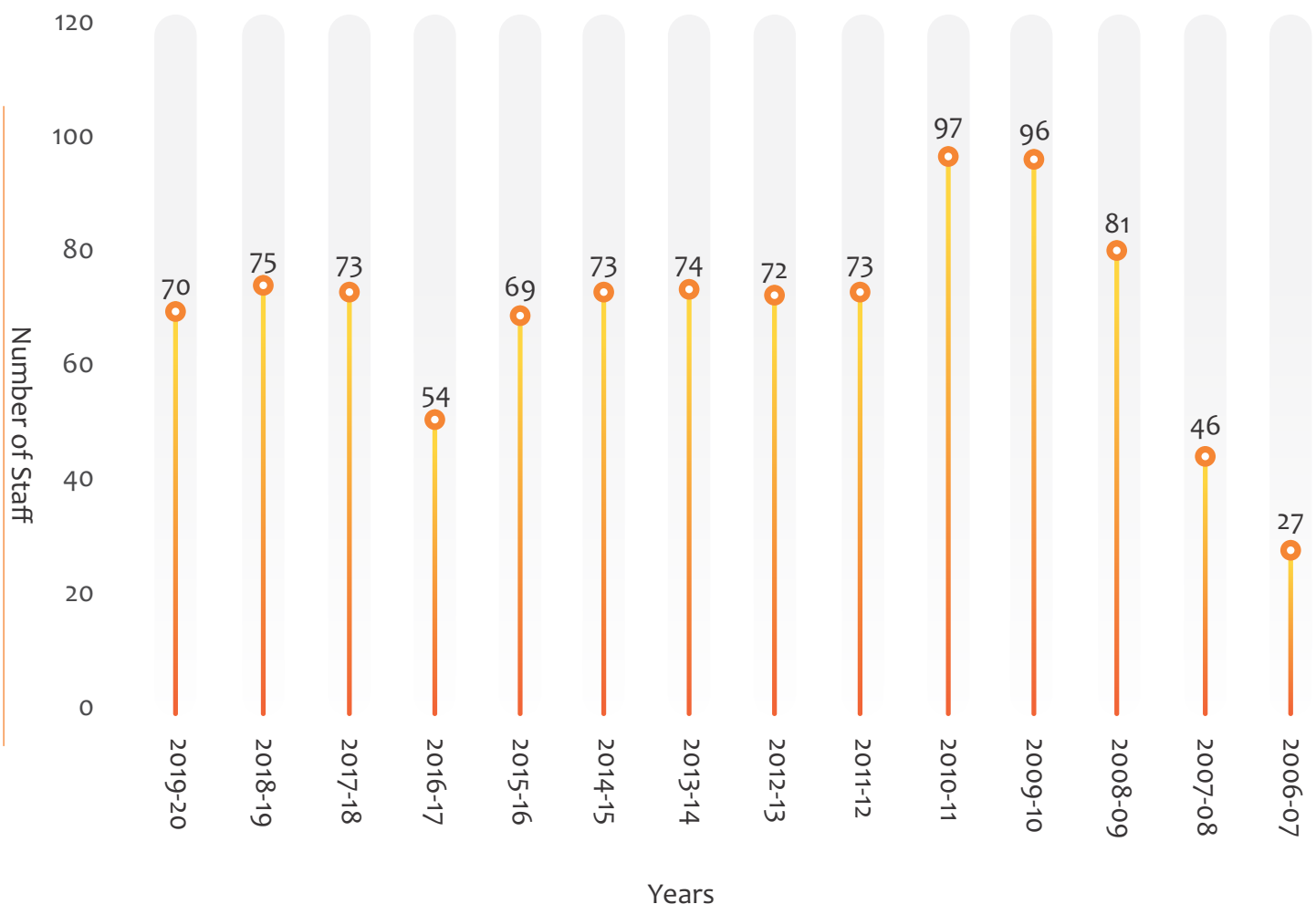
INTRODUCTION

Over the years, ACCESS has been able to attract experienced professionals, thereby building a pool of highly professional staff, all committed to taking forward ACCESS Vision and Mission to new heights. ACCESS is proud to have a team of professions who have a deep sense of ownership and commitment towards the development cause. The year 2019 was an exciting year for the HR team. The major focus for year was on development and enhancement of employee competencies and skills. During the second half of the year, HR team integrated its efforts towards “Great Place to Work certification”

HIGHLIGHTS FOR THE YEAR

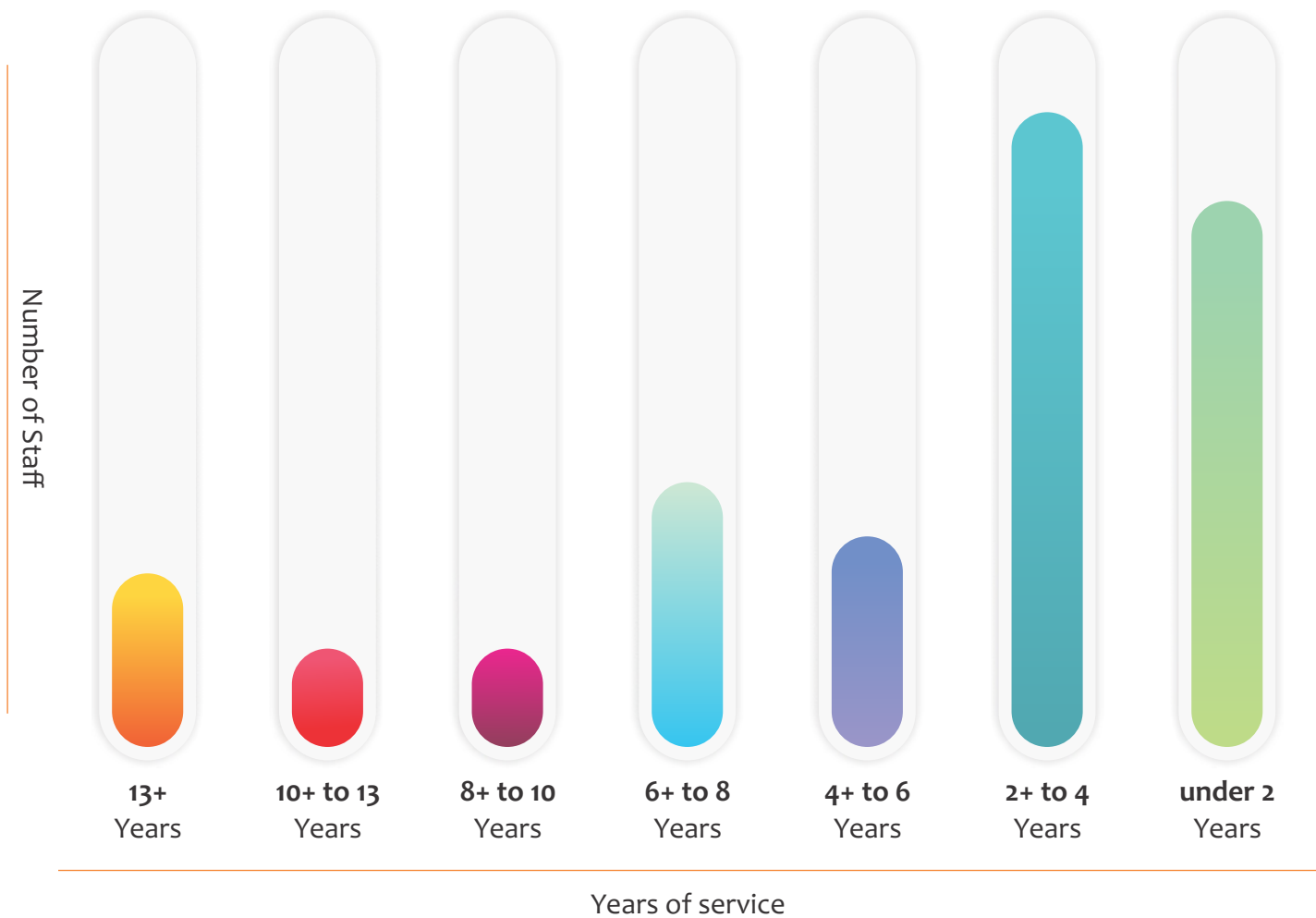
1. HUMAN RESOURCE PLANNING

The ACCESS staff strength as on 1st April 2019 comprised of 75 staff members, below is the HR Trend Analysis over the last 13 years.



On an average an employee is engaged with ACCESS for a period of 4 years. Compared to the high attrition in the sector, ACCESS has been able to retain the loyalty and trust of its staff for a longer period. The graph below highlights the number of years of service in different buckets by the staff members.

COMPOSITION OF STAFF YEARS OF SERVICE WITH ACCESS



AWARDS AND RECOGNITION

LONG TERM SERVICE AWARDS

In continuation to its employee-friendly policies and to keep the motivation high of the staff members, ACCESS instituted awards for long term services rendered by the employees.

Following special incentives constitutes part of long term contract:



Sponsorship for participation in international conference once in two years.



Sponsorship for international professional development course once in 5 years.



Reimbursement of annual membership fee of professional association with maximum budget of INR 20,000.



Reimbursement of purchase of books/annual subscription of periodicals with maximum budget of INR 10,000.

QUOTES FROM EMPLOYEES



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

Shruti Pandey | Manager



Right from the interview, I knew that ACCESS is going to be a great learning experience. From day one, the team was open to bringing new ideas to the table. Not only it is a blessing to work with highly experienced people, but also a challenge that helps me to hone my skills further. I have been given responsibility to work with the poorest of the poor and change their lives. This is a very gratifying experience.



Manohar Lal Bishnoi | Sr. Project Manager



ACCESS as an organisation enables one to enrich oneself in terms of domain knowledge and provides a platform to enhance one's skills and abilities. It's an organisation which provides a supportive environment to work, values its employees as assets and hence motivates an individual to work for better performance".

Sohela Mitra | Project Coordinator



BALANCING

EMPLOYEES MEDICAL HEALTH CHECK UP WELLBEING PROGRAM

ACCESS Development Services takes utmost care to help employees maintain work life balance. Trust amongst its employees built on deep emotional bond. Employee health and wellbeing is a subject of great importance because it has a long lasting impact on the organization as well as on employees and also their families. Since the major part of employee time spent in office fulfilling different commitments, it becomes even more difficult for the employees to have routine health check up, thereby maintaining good health.



Employees may also need guidance and help on healthy life-style and work life balance. To help employees maintain work life balance and have a healthy life-style, ACCESS took an initiative for employee health and wellness in the form of employee health check up program. Under this initiative, a corporate health check up camp was organized by the organization that covered complete health check up such as complete blood test, lipid profile, ECG, urine test etc. The employee health check up program was carried onsite at all offices of ACCESS across the states to ensure that not a single employee was left out.

unique in itself. It provides an opportunity for an employee to have private consultation with the doctor onsite i.e. at the office instead of personally visiting clinic, which again will have implications in terms of time and money. It also encourages employees to have healthy life-style, balance diet, daily exercise etc. The employee health check up facility is a special of its kind that creates strong bond between the employees and organization. It impacts employees and organization in the following ways:

- Helps employees wellbeing.
- Reduces health risk and personal medical cost.
- Provides employees an access to health related information.
- Brings in greater employees' satisfaction and positivity at workplace.
- Improve employee morale and loyalty to the organization.

AUDITOR'S REPORT 2019-2020



INDEPENDENT AUDITORS' REPORT

To the Members of
Access Development Services

Report on the audit of the Standalone Financial Statements

Opinion

We have audited the standalone financial statements of **Access Development Services** ("the company"), which comprise the Balance Sheet as at 31st March 2020, the Income and expenditure account, the Cash flow statement for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information.

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid standalone 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:

1. in the case of the Balance Sheet, of the state of affairs of the Company as at March 31, 2020;
2. in the case of the Income and expenditure account, of the excess of expenditure over income for the year ended on that date; and
3. in the case of Cash flow Statement, of the cash flows for the year ended on that date.

Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Companies Act, 2013. Our responsibilities under those Standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Companies Act, 2013 and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

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.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those Board of Directors are also responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high-level assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Standards on Auditing, we exercise professional judgement and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, internal omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under section 143(3)(i) of the Companies Act, 2013, we are also responsible for expressing our opinion on whether the company has adequate internal financial control system in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.





- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Report on other Legal and Regulatory Requirements

1. As required by the Companies (Auditor's report) Order, 2016 ("The order") issued by the Central Government of India, in terms of Sub section 11 of Section 143 of the Act, we are not giving any comments on the matters specified in the paragraphs 3 & 4 of the order as the said order is not applicable to the Company.
2. 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 Income and expenditure account, 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 31st March, 2020, taken on record by the Board of Directors, none of the directors is disqualified as on 31st March, 2020, from being appointed as a director in terms of Section 164(2) of the Act.
- f) On the basis MCA notifications with respect to adequacy of the internal financial controls over financial reporting of the company and the operating effectiveness of such controls, no separate report on internal financial control and its operating effectiveness is issued.
- g) With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:
- The Company did not have any pending litigation which would impact its financial position.
 - The Company did not have any long-term contracts including derivatives contracts for which there were any material foreseeable losses.
 - There were no amounts which were required to be transferred to Investor Education and Protection Fund by the Company.

For DCM & Co.

Chartered Accountants

Firm Registration No.: 013189S

Prakhar Banthiya

Prakhar Banthiya

Partner

Membership No.: 088526



UDIN: 20088526AAAAAZ2665

Place: New Delhi

Date: 08/10/2020

Access Development Services
Balance sheet as at 31st March 2020

		All amount in Indian Rupees	
	Note	As at 31st March 2020	As at 31st March 2019
EQUITY AND LIABILITIES			
Shareholders' funds			
Share capital	2	400	400
Reserve and surplus	3	176,675,181	178,917,338
		<u>176,675,581</u>	<u>178,917,738</u>
Non-current liabilities			
Long-term borrowings	4	870,727	816,198
Long term provisions	5	5,503,913	7,592,016
		<u>6,374,640</u>	<u>8,408,214</u>
Current liabilities			
Short-term borrowings	6	17,594,261	5,388,508
Accounts payables	7		
(a) total dues of micro and small enterprises; and		291,214	-
(b) creditors other than micro and small enterprises		8,600,751	4,403,159
Other current liabilities	8	79,895,307	78,427,293
Short-term provisions	9	4,327,974	4,072,353
		<u>110,709,507</u>	<u>92,291,313</u>
		<u>293,759,728</u>	<u>279,617,265</u>
ASSETS			
Non-current assets			
Property, Plant and Equipments	10		
- Tangible assets		3,969,421	4,419,063
- Intangible assets		93,882	93,812
Long term loans and advances	11	17,762,112	16,970,191
		<u>21,825,415</u>	<u>21,483,066</u>
Current assets			
Accounts receivables	12	15,266	329,020
Cash and cash equivalents	13	253,995,652	229,259,296
Short-term loans and advances	14	3,979,156	2,758,897
Other current assets	15	13,944,238	25,786,986
		<u>271,934,313</u>	<u>258,134,199</u>
		<u>293,759,728</u>	<u>279,617,265</u>
Corporate information and Significant accounting policies	1		
Notes forming part of the financial statements	2 to 33		

As per our report of even date attached.

For DCM & Co.

Chartered Accountants

Firm Registration Number : 013189S

Prakhar Banthiya

Partner

Membership Number : 088526

UDIN : 20088526AAAAAZ2665

Place : New Delhi

Date : October 8th, 2020

For and on behalf of the Board of Directors

Vipin Sharma

Vipin Sharma

Director

DIN : 02565320

Arvind Mayaram

Arvind Mayaram

Director

DIN : 00080262

Place : New Delhi

Date : 08/10/2020

Place : New Delhi

Date : 08/10/2020



Access Development Services
Income and expenditure account for the year ended 31st March 2020

		All amount in Indian Rupees	
	Note	for the year ended 31st March 2020	for the year ended 31st March 2019
Income			
Revenue from operations	16	152,701,950	142,690,308
Other income	17	9,195,370	6,423,707
Interest from LIIF corpus fund		10,570,554	9,756,039
		<u>172,467,874</u>	<u>158,870,054</u>
Expenditure			
Programme expenses	18	98,944,436	80,377,813
Expenses made out of interest earned from LIIF Corpus fund		8,392,733	6,849,618
Employee benefit expenses	19	48,944,687	57,052,082
Finance costs	20	1,443,496	1,121,796
Depreciation and amortisation	21	1,613,509	1,456,703
Other expenses	22	15,238,881	14,446,862
		<u>174,577,743</u>	<u>161,304,874</u>
Deficit before exceptional and extraordinary items and tax		<u>(2,109,869)</u>	<u>(2,434,820)</u>
Exceptional items		-	-
Deficit before extraordinary items and tax		<u>(2,109,869)</u>	<u>(2,434,820)</u>
Extraordinary items		-	-
Surplus/ (Deficit) before tax		<u>(2,109,869)</u>	<u>(2,434,820)</u>
Tax expenses			
Provision for tax		-	-
Deferred tax		-	-
Excess of expenditure over income during the year		<u>(2,109,869)</u>	<u>(2,434,820)</u>
Basic / diluted earning per share	24	(52,746.73)	(60,870.51)
Corporate information and Significant accounting policies	1		
Notes forming part of the financial statements	2 to 33		

As per our report of even date attached.

For DCM & Co.

Chartered Accountants

Firm Registration Number : 013189S

Prakhar Banthiya

Partner

Membership Number : 088526

UDIN : 20088526AAAAAZ2665

Place : New Delhi

Date : October 8th, 2020

For and on behalf of the Board of Directors

Vipin Sharma

Director

DIN : 02565320

Place : New Delhi

Date : 08/10/2020

Arvind Mayaram

Director

DIN : 00080262

Place : New Delhi

Date : 08/10/2020



Access Development Services
Cash flow statement for the year ended 31st March 2020

	All amount in Indian Rupees	
	for the year ended 31st March 2020	for the year ended 31st March 2019
Cash flow from operating activities		
Surplus during the year	(42,87,690)	(53,41,241)
Surplus from LIIF Corpus fund	21,77,821	29,06,421
Amount charged to Capital Asset fund	(1,03,262)	7,72,917
Net surplus for the year	<u>(22,13,131)</u>	<u>(16,61,903)</u>
Adjustments for:		
Depreciation and amortisation	24,61,120	20,15,122
Finance costs	14,43,496	11,21,796
Profit on sale of fixed assets	(44,877)	(14,761)
Provision for Gratuity	1,39,518	3,32,881
Provision for compensated absences	(55,913)	13,61,275
Provision for sick leave	(19,19,469)	8,74,038
Provision for doubtful trade and other receivables	1,27,233	-
Operating surplus/ (deficit) before working capital changes	<u>(62,023)</u>	<u>40,28,448</u>
Changes in working capital		
Decrease/ (increase) in long term loans and advances	(2,00,000)	(24,06,810)
Decrease/ (increase) in accounts receivables	1,86,521	(2,41,238)
Decrease/ (increase) in short term loans and advances	(12,20,259)	4,16,009
Decrease/ (increase) in other current assets	1,18,42,748	(1,51,46,938)
(Decrease)/ increase short term borrowings	1,22,05,753	53,88,508
(Decrease)/ increase accounts payables	44,88,807	34,35,123
(Decrease)/ increase in other current liabilities	14,68,013	3,47,62,569
(Decrease)/ increase in short term provisions	3,382	-
Cash generated from operations	<u>2,87,12,941</u>	<u>3,02,35,671</u>
Income tax paid (net of provision and refund)	(5,91,921)	(45,42,767)
Net cash flow from operating activities (A)	<u>2,81,21,020</u>	<u>2,56,92,904</u>
Cash flow from investing activities		
Amount paid for acquisition of fixed assets	(20,44,497)	(15,74,460)
Proceeds from sale of fixed assets	48,800	-
Net cash flow from investing activities (B)	<u>(19,95,697)</u>	<u>(15,74,460)</u>
Cash flow from financing activities		
Proceeds from issue of equity shares	-	-
Receipt/(Payment) of long-term borrowings	54,529	(3,18,494)
Finance cost	(14,43,496)	(11,21,796)
Net cash flow from financing activities (C)	<u>(13,88,967)</u>	<u>(14,40,290)</u>
Net increase in Cash and Cash equivalents (A+B+C)	2,47,36,356	2,26,78,154
Cash and cash equivalents at the beginning of the year	22,92,59,296	20,65,81,142
Cash and cash equivalents at the end of the year	<u>25,39,95,652</u>	<u>22,92,59,296</u>

Vijai Maunre,



Access Development Services
Cash flow statement for the year ended 31st March 2020

	All amount in Indian Rupees	
	for the year ended 31st March 2020	for the year ended 31st March 2019
Cash and cash equivalents comprise of:		
Cash in hand	87,428	6,847
Balances with banks		
-Savings bank accounts	18,351,869	10,160,274
-Term deposit accounts	229,342,946	212,840,569
-Interest accrued on term deposit accounts	6,213,410	6,251,606
	253,995,652	229,259,296

Corporate information and Significant accounting policies: **1**
Notes forming part of the financial statements **2 to 33**

As per our report of even date attached.

For DCM & Co.

Chartered Accountants

Firm Registration Number : 0131898

Prakhar Banthiya
Prakhar Banthiya

Partner

Membership Number : 088526

UDIN : 20088526AAAAAZ2665

Place : New Delhi

Date : October 8th, 2020



For and on behalf of the Board of Directors

Vipin Sharma
Vipin Sharma

Director

DIN : 02565320

Arvind Mayaram
Arvind Mayaram

Director

DIN : 00080262

Place : New Delhi

Date : 08/10/2020

Place : New Delhi

Date : 08/10/2020



Note 1: 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 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. The company is also registered under Section 12A of the Income Tax Act, 1961 with effect from April 1, 2006.

Significant accounting policies**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.

Vijin Sharma



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.

Kuldeep Marwaha



1.12 Employee benefitsDefined contribution plans

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

Defined benefit plans

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

Other long-term employee benefits

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

Sick Leave - The Company has discontinued to make provision for sick leave from the reporting financial year as it is not encashable and can only be availed by the employees.

According to HR policy of the Company, employees are eligible for sick leaves of six days per financial year 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.

Effects of changes in accounting policy : Due to discontinuation of provision for sick leave the amount of Rs. 19,19,469 of provision for sick leave as on 31st March 2019 has been reversed and the amount has been credited to Income and Expenditure account. As a result the excess of expenditure over income during the reporting financial year is reduced by Rs. 19,19,469.

1.13 Leases

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

1.14 Earnings per share

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

1.15 Provisions and contingencies

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

1.16 Prior period items

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

Vijini Marwaha



Notes forming part of the financial statements

	All amount in Indian Rupees	
	As at 31st March 2020	As at 31st March 2019
Note 2: Share capital		
Authorised share capital		
50,000 (previous year 50,000) equity shares of Rs. 10 each	500,000	500,000
	<u>500,000</u>	<u>500,000</u>
Issued and subscribed share capital		
40 (previous year 40) equity shares of Rs. 10 each.	400	400
	<u>400</u>	<u>400</u>
Paid up capital		
40 (previous year 40) equity shares of Rs. 10 each fully paid up	400	400
	<u>400</u>	<u>400</u>

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

Name	As at 31st March 2020		As at 31st March 2019	
	Number of shares held	Percentage	Number of shares held	Percentage
ACCESS Holding Venture India Private Limited	20	50%	20	50%
Assist Employee Welfare Trust, through its trustee Ms. Radhika Agashe Mathur	20	50%	20	50%

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

Name	As at 31st March 2020		As at 31st March 2019	
	Number of shares held	Percentage	Number of shares held	Percentage
ACCESS Holding Venture India Private Limited	20	50%	20	50%
Assist Employee Welfare Trust, through its trustee Ms. Radhika Agashe Mathur	20	50%	20	50%

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

Number of shares outstanding at the beginning of the year	40	40
Shares issued during the year	-	-
Number of shares outstanding at the end of the year	<u>40</u>	<u>40</u>

Vijin Mathur



Notes forming part of the financial statements

	All amount in Indian Rupees	
	As at 31st March 2020	As at 31st March 2019
Note 3: Reserve and surplus		
General Corpus fund		
Balance at the beginning of the year	9,800,000	9,800,000
Add: Addition during the year	-	-
Less: Utilised / transferred during the year	-	-
	9,800,000	9,800,000
LIIF Corpus fund		
Balance at the beginning of the year	137,415,450	135,671,597
Add: Addition during the year	-	-
Add : Excess of income over expenditure out of LIIF Corpus fund	2,177,821	2,906,421
Less : Reserve fund for contingent liability @15%	326,673	435,963
Less : Reserve fund for promotional activities @25%	544,455	726,605
	138,722,143	137,415,450
Contingent liability fund (LIIF)		
Balance at the beginning of the year	6,228,862	5,792,899
Add: Transfer during the year from LIIF Corpus fund	326,673	435,963
Less: Utilised during the year	-	-
	6,555,535	6,228,862
Promotional activities fund (LIIF)		
Balance at the beginning of the year	10,381,437	9,654,832
Add: Transfer during the year from LIIF Corpus fund	544,455	726,605
Less: Utilised during the year	-	-
	10,925,892	10,381,437
Total Corpus fund	166,003,570	163,825,749

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

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

Capital asset fund	[See Note 1.9]		
Balance at the beginning of the year		1,688,841	915,924
Add: Fixed assets acquired out of grants during the year		744,349	1,331,336
Less: Value of fixed asset written off (net of accumulated depreciation)		(29,026)	-
Less: Depreciation (transferred from income and expenditure account)		(847,611)	(558,419)
		1,556,553	1,688,841
Surplus in the Income and expenditure account			
Balance at the beginning of the year		13,402,748	18,743,989
Add : Excess of expenditure over income		(2,109,869)	(2,434,820)
Less : Excess of income over expenditure out of LIIF Corpus fund		2,177,821	2,906,421
		9,115,057	13,402,748
		176,675,181	178,917,338

Nitin Sharma



Access Development Services

Notes forming part of the financial statements

		All amount in Indian Rupees	
		As at	As at
		31st March 2020	31st March 2019
Note 4: Long-term borrowings			
Secured			
Term loan (Vehicle) form banks		870,727	816,198
		870,727	816,198
Note 5: Long term provisions			
Employee benefits			
Provision for compensated absences	[See Note 28]	1,742,890	1,822,036
Provision for gratuity	[See Note 28]	3,761,023	3,879,791
Provision for sick leave	[See Note 1.12 & 28]	-	1,890,189
		5,503,913	7,592,016
Note 6: Short-term borrowings			
Secured			
Bank overdraft*		17,594,261	5,388,508
		17,594,261	5,388,508
* The Company has availed overdraft facility of Rs. 1.94 Crores (Previous Year Rs. 1.94 Crores) by way of pledging of fixed deposit of Rs. 2.31 Crores (Previous Year Rs. 2.31 Crores).			
Note 7: Accounts payables			
(a) total dues of micro and small enterprises; and	[See Note 29]	291,214	-
(b) creditors other than micro and small enterprises			
Sundry creditors		8,600,751	4,403,159
		8,891,965	4,403,159
Note 8: Other current liabilities			
Duties and taxes		2,711,142	3,192,206
Current maturity of long term debt		664,797	318,494
Festival allowance payable		253,823	268,944
Interest accrued but not due on borrowings		3,802	2,573
Grants received in advance		75,346,264	74,054,082
Income received in advance		202,130	179,717
Reimbursable expenses to staff		713,349	411,278
		79,895,307	78,427,293
Note 9: Short-term provisions			
Employee benefits			
Provision for compensated absences	[See Note 28]	1,206,819	1,183,586
Provision for gratuity	[See Note 28]	2,890,467	2,632,181
Provision for sick leave	[See Note 1.12 & 28]	-	29,280
		4,097,286	3,845,047
Other Provisions			
Provision for expenses		230,688	227,306
		230,688	227,306
		4,327,974	4,072,353

Vijin Sharma



Access Development Services

Notes forming part of the financial statements

		All amount in Indian Rupees	
		As at	As at
		31st March 2020	31st March 2019
Note 11: Long term loans and advances			
Planned asset against gratuity obligation	[See Note 28]	2,700,000	2,500,000
Program security deposits		35,000	35,000
Income tax refund receivable		15,027,112	14,435,191
		<u>17,762,112</u>	<u>16,970,191</u>
Note 12: Accounts receivables			
<i>(Unsecured)</i>			
Outstanding for a period exceeding six months from the due date of payment		127,233	-
Others		15,266	329,020
Less: provision for bad and doubtful receivables		127,233	-
		<u>15,266</u>	<u>329,020</u>
Note 13: Cash and cash equivalents			
Cash in hand		87,428	6,847
Balances with banks			
-Savings bank accounts *		18,351,869	10,160,274
-Term deposit accounts #		229,342,946	212,840,569
-Interest accrued on term deposit accounts		6,213,410	6,251,606
		<u>253,995,652</u>	<u>229,259,296</u>
* Savings account includes Rs. 21,77,476 (Previous year Rs. 32,92,875) lying in designated FCRA bank accounts)			
# Term deposits created out of FCRA funds are Rs. 22.07 Crores, which includes fixed deposits on account of Corpus Fund - Rs. 14.32 Crores (Previous Year Rs. 13.92 Crores).			
Out of total deposits, fixed deposits amounting to Rs. 2.31 Crores (Previous Year Rs. 2.31 Crores) have been pledged as security against the overdraft facility of Rs. 1.94 Crores (Previous Year Rs. 1.94 Crores) with Axis Bank.			
Note 14: Short-term loans and advances			
Security deposits		1,008,614	1,092,750
Project advance to vendors		1,771,261	706,999
Project advance to staff		272,348	7,254
Prepaid expenses		672,289	674,481
Advances to staff		254,644	277,413
		<u>3,979,156</u>	<u>2,758,897</u>
Note 15: Other current assets			
Grants receivable		9,952,519	14,961,133
Receivables from other development organisations		3,279,025	9,291,836
Contractually reimbursable expenses		668,300	1,496,017
Other receivables		44,394	38,000
		<u>13,944,238</u>	<u>25,786,986</u>

Nitin Sharma



Note 10: Property, Plant and Equipments

Particulars	Gross Block				Depreciation				Net Block	
	As at 1st April 2019	During the period		As at 31st March 2020	As at 1st April 2019	During the period		As at 31st March 2020	As at 31st March 2020	As at 31st March 2019
		Addition	Deletion			Addition	Deletion			
Tangible assets										
Furniture and fixtures	2,581,791	51,026	126,021	2,506,797	2,302,938	65,876	119,805	2,249,009	257,788	278,853
Vehicles	4,220,098	1,126,593	3,297	5,343,394	2,291,299	715,849	3,297	3,003,852	2,339,542	1,928,799
Office equipments	3,639,996	179,934	338,654	3,481,276	3,151,260	206,619	325,160	3,032,718	448,558	488,736
Leasehold improvements	1,819,814	-	-	1,819,814	1,057,482	762,332	-	1,819,814	-	762,332
Computer hardwares	6,831,704	627,283	322,098	7,136,889	5,871,361	650,854	308,858	6,213,357	923,532	960,343
Subtotal (a)	19,093,403	1,984,836	790,069	20,288,170	14,674,340	2,401,530	757,120	16,318,750	3,969,420	4,419,063
Intangible assets										
Computer software	421,224	59,661	-	480,885	327,412	59,590	-	387,003	93,882	93,812
Subtotal (b)	421,224	59,661	-	480,885	327,412	59,590	-	387,003	93,882	93,812
Total	19,514,627	2,044,497	790,069	20,769,055	15,001,753	2,461,120	757,120	16,705,752	4,063,303	4,512,874
Previous year	18,025,592	1,599,260	110,225	19,514,627	13,086,817	2,015,122	100,186	15,001,753	4,512,874	4,938,775

Apni Maan



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

Particulars	Gross Block				As at 31st March 2020	Depreciation		As at 31st March 2020	As at 31st March 2019	Net Block
	As at 1st April 2019	During the period		As at 1st April 2019		Deletion				
		Addition	Deletion							
Tangible assets										
Furniture and fixtures	1,283,498	32,432	121,021	1,194,909	45,115	114,805	1,043,551	151,358	170,257	
Vehicles	1,896,114	129,834	3,297	2,022,651	1,509,611	3,297	1,607,200	415,451	386,503	
Office equipments	1,881,232	92,049	262,104	1,711,177	1,642,337	252,534	1,494,876	216,302	238,895	
Computer hardwares	4,893,799	469,738	322,098	5,041,439	4,036,136	308,858	4,300,732	740,707	857,664	
Subtotal (a)	9,954,643	724,053	708,519	9,970,177	8,301,324	679,493	8,446,359	1,523,818	1,653,319	
Intangible assets										
Computer software	61,810	20,296	-	82,106	26,289	-	49,372	32,734	35,521	
Subtotal (b)	61,810	20,296	-	82,106	26,289	-	49,372	32,734	35,521	
Total	10,016,453	744,349	708,519	10,052,283	8,327,614	679,493	8,495,731	1,556,552	1,688,840	
Previous year	8,685,117	1,331,336	-	10,016,453	558,419	-	8,327,614	1,688,840	915,923	

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

Vijin Mathur



Notes forming part of the financial statements

		All amount in Indian Rupees	
		for the year ended 31st March 2020	for the year ended 31st March 2019
Note 16: Revenue from operations			
Project revenue			
Grant-in-aid		131,212,569	123,366,330
Other than Grant-in-aid		18,029,491	16,198,305
		149,242,060	139,564,635
Other revenue			
Conference registration		3,166,688	2,992,331
Other operational income		293,201	133,342
		3,459,890	3,125,673
		152,701,950	142,690,308
Note 17: Other income			
Interest income:			
Interest from term deposits		7,334,604	5,134,176
Interest from savings accounts		927,670	1,008,509
Interest on income tax refund		436,788	-
Interest accrued on investment with LIC		200,000	-
		8,899,062	6,142,685
Others :			
Profit on sale of fixed assets		568	14,761
Proceeds from sale of fixed assets received as grant		44,309	146,500
Net gain on foreign currency transactions and translation		-	2,478
Miscellaneous income		251,431	117,283
		296,308	281,022
		9,195,370	6,423,707
Note 18: Programme expenses			
Project activity expenses		26,243,248	30,669,593
Honorarium		58,588,452	39,543,551
Travelling expenses		11,384,037	8,031,342
Fixed assets given to beneficiaries		1,984,350	801,991
Fixed assets charged to programme		744,349	1,331,336
		98,944,436	80,377,813
Note 19: Employee benefit expenses			
Salary and allowances		45,436,292	48,840,580
Contribution to employee's provident fund		3,511,287	3,794,992
Gratuity	[See Note 28]	345,421	1,421,401
Compensated absences	[See Note 28]	179,114	643,920
Sick leave	[See Note 1.12 & 28]	(1,919,469)	874,038
Other employee related costs		1,392,042	1,477,151
		48,944,687	57,052,082

Vijini Mahanta



Access Development Services

Notes forming part of the financial statements

	All amount in Indian Rupees	
	for the year ended 31st March 2020	for the year ended 31st March 2019
Note 20: Finance costs		
Interest on borrowings	1,443,496	1,121,796
	1,443,496	1,121,796
Note 21: Depreciation and amortisation		
Depreciation on fixed tangible assets	2,401,530	1,389,793
Amortisation of intangible assets	59,590	625,329
	2,461,120	2,015,122
Less: Depreciation charged to capital asset fund	847,611	558,419
	1,613,509	1,456,703
Note 22: Other expenses		
Board meeting expenses	55,714	34,844
Directors sitting fees	135,000	100,000
Other meeting expenses	233,594	300,007
Electricity expenses	704,954	759,037
Communication expenses	1,738,324	1,565,888
Legal and professional expenses	294,786	458,236
Printing and stationary expenses	489,467	757,785
Insurance expenses	98,713	113,312
Rent	4,929,026	4,355,423
Office expenses	822,495	595,232
Repair and maintenance expenses	974,580	1,197,560
Vehicle running and maintenance expenses	714,666	464,334
Travelling and conveyance	3,605,795	2,968,874
Bank charges	163,127	141,793
Net loss on foreign currency transactions and translation	4,481	-
Unrecoverable debts written off	-	583,433
Provision for doubtful receivables	127,232	-
Rates and taxes	32,628	1,780
Miscellaneous expenses	114,300	49,325
	15,238,881	14,446,862

Vijin Manna



Notes forming part of the financial statements

All amount in Indian Rupees

Note 23 : Related party disclosure

Relationship

Other organisations where significant influence exists and having transactions during the year

Name of related parties

Access Assist

Ode to Earth Enterprises Private Limited

ACCESS Holding Venture India Private Limited

Key Managerial Personnel

Director and Chief Executive Officer

Mr. Vipin Sharma

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

	for the year ended 31st March 2020	for the year ended 31st March 2019
Remuneration paid to Mr. Vipin Sharma		
Salary and allowances	8,984,428	7,624,428
Employer's contribution to benefit funds	484,914	484,914
	9,469,342	8,109,342

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.

Access Assist

Allocation of administrative expenses

129,162

-

Consultancy services provided

1,790,434

3,157,412

1,919,596**3,157,412****Ode to Earth Enterprises Private Limited**

Consultancy services received

177,000

290,254

Payment for programme related expenses

-

190,851

177,000**481,105****ACCESS Holding Venture India Private Limited**

Consultancy services received

371,828

1,475,000

371,828**1,475,000**

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

Outstanding balances of related parties

	As at 31st March 2020	As at 31st March 2019
Receivables		
Access Assist	-	2,784,468
Ode to Earth Enterprises Private Limited	-	159,655
Salary Advance to Mr. Vipin Sharma	2,143	-
Other advances to Key Managerial Personnel	128,035	-
	130,178	2,944,123
Payables		
Ode to Earth Enterprises Private Limited	900	-
ACCESS Holding Venture India Pvt. Ltd.	340,317	-
	341,217	-




Access Development Services

Notes forming part of the financial statements

All amount in Indian Rupees

Note 24 : Earnings per share

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

	for the year ended 31st March 2020	for the year ended 31st March 2019
Profit after tax attributable to equity shareholders (A)	(2,109,869)	(2,434,820)
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)	(52,746.73)	(60,870.51)

Note 25 : Receipt in foreign currency

	for the year ended 31st March 2020	for the year ended 31st March 2019
Grant income	67,751,696	42,745,571
Conference receipts	258,925	259,682
Reimbursement	-	32,944
	68,010,621	43,038,198

Note 26 : Expenditure in foreign currency

	for the year ended 31st March 2020	for the year ended 31st March 2019
Travelling & lodging expenses	220,810	507,318
Training or course fees	-	737,064
	220,810	1,244,382

Note 27 : Auditor's remuneration included in legal and professional fees

	for the year ended 31st March 2020	for the year ended 31st March 2019
Statutory audit fees	225,000	225,000
GST audit fee	35,400	-
Reimbursement of expenses	22,500	22,500
	282,900	247,500

Nitin Sharma



Note 28 : Employee benefits**Defined contribution plan****Provident fund**

The Company makes contribution towards provident fund and pension fund for employees as per the provisions of the Employees Provident Fund and Miscellaneous Provisions Act, 1952.

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

	for the year ended 31st March 2020	for the year ended 31st March 2019
Employer's contribution to employee provident fund	3,511,287	3,794,992
	3,511,287	3,794,992

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:

The following table sets out disclosures in respect of defined benefit plan :

Gratuity

	for the year ended 31st March 2020	for the year ended 31st March 2019
Reconciliation of present value of the defined benefits obligation :		
Present value of obligation as at the beginning of the period	6,511,972	5,150,697
Interest cost	435,651	392,998
Current service cost	802,840	946,418
Less : Benefits paid	(205,903)	(60,125)
Actuarial gain/(loss) on obligation	(893,070)	81,984
Present value of obligation as at the end of the period	6,651,490	6,511,972
The major categories of planned assets		
Amount invested in gratuity fund managed by LIC of India	2,500,000	2,500,000
Accrued expected return on plan assets	200,000	-
Fair value of plan assets	2,700,000	2,500,000

Shortfall in planned assets

The company is in the process of formation of separate entity for Gratuity benefit plan for employees, and registration is in process as required under the Payment of Gratuity Act, 1972 and Income Tax Act, 1961.

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

Current service cost	802,840	946,418
Interest cost	435,651	392,998
Actual return on plan assets	-	-
Net actuarial gain/(loss) recognized in the period	(893,070)	81,984
Expenses to be recognized in the income and expenditure account	345,421	1,421,400

Current / Non Current liability

Non current liability	3,761,023	3,879,791
Current liability	2,890,467	2,632,181
	6,651,490	6,511,972

Compensated absences

	for the year ended 31st March 2020	for the year ended 31st March 2019
Reconciliation of present value of the defined benefits obligation :		
Present value of obligation as at the beginning of the period	3,005,622	2,672,741
Interest cost	201,076	203,930
Current service cost	390,198	446,173
Less : Benefits paid	(235,027)	(311,041)
Actuarial gain/(loss) on obligation	(412,160)	(6,181)
Present value of obligation as at the end of the period	2,949,709	3,005,622

Vijin Sharma



Notes forming part of the financial statements

	All amount in Indian Rupees	
Expense recognized during the year in the income and expenditure account:		
Current service cost	390,198	446,173
Interest cost	201,076	203,930
Actual return on plan assets	-	-
Net actuarial gain/(loss) recognized in the period	(412,160)	(6,181)
Expenses to be recognized in the income and expenditure account	179,114	643,922
Current / Non Current liability		
Non current liability	1,742,890	1,822,036
Current liability	1,206,819	1,183,586
	2,949,709	3,005,622
Sick leave		
	for the year ended 31st March 2020	for the year ended 31st March 2019
Reconciliation of present value of the defined benefits obligation :		
Present value of obligation as at the beginning of the period	1,919,469	1,045,431
Interest cost	-	79,766
Current service cost	(1,919,469)	243,317
Less : Benefits paid	-	-
Actuarial gain/(loss) on obligation	-	550,955
Present value of obligation as at the end of the period	-	1,919,469
Expense recognized during the year in the income and expenditure account:		
Current service cost	(1,919,469)	243,317
Interest cost	-	79,766
Actual return on plan assets	-	-
Net actuarial gain/(loss) recognized in the period	-	550,955
Expenses to be recognized in the income and expenditure account	(1,919,469)	874,038
Current / Non Current liability		
Non current liability	-	1,890,189
Current liability	-	29,280
	-	1,919,469

The management has discontinued the provision for sick leave as it is not encashable and can be claimed only by availing the leaves. The amount of provision as on 31st March 2019 has been reversed during the year.

Actuarial assumptions

Mortality Table	IALM 2012-2014	IALM 2006-2008
Discounting Rate (per annum)	6.69%	7.63%
Salary growth rate	2.50%	6.00%
Expected Average remaining working lives of employees (years)	19.99	20.91

Vijini Sharma



Notes forming part of the financial statements

All amount in Indian Rupees

Note 29 : Disclosures required under Section 22 of the Micro, Small and Medium Enterprises Development Act, 2006

There are no material dues owed by the Company to Micro and Small enterprises, which are outstanding for more than 45 days during the year and as at 31 March 2020.

The information as required under the Micro, Small and Medium Enterprises Development Act is given hereunder.

	As at 31st March 2020	As at 31st March 2019
Principal amount remaining unpaid to any supplier as at the end of the accounting year	-	-
Interest due thereon remaining unpaid to any supplier as at the end of the accounting year	-	-
The amount of interest paid along with the amounts of the payment made to the supplier beyond the appointed day	-	-
The amount of interest due and payable for the year	-	-
The amount of interest accrued and remaining unpaid at the end of the accounting year	-	-
The amount of further interest due and payable even in the succeeding year, until such date when the interest dues as above are actually paid	-	-

Note 30 : Taxation

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

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

Note 31 : Provision for overdue receivables

The balances of loans and advances and other receivables are subject to confirmations. As at the end of reporting year the management has made provision of Rs. 1,27,232/- (Previous year Rs. Nil) in respect of certain overdue receivables.

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

Note 32 : Effect of Covid-19 on going concern status of the Company

Due to Covid-19 pandemic, majority of the activities and programmes of the Company has been rescheduled. This is likely to affect the activities of the Company for a very short-term period, both for revenue sourcing and implementation on the ground.

However, in long term the management doesn't envisage any major financial impact due to the outbreak of pandemic COVID-19 and accordingly, the financial statements of the Company have been prepared on Going Concern basis.

Note 33 : Application of Schedule III format 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 not been given as the company has been incorporated during the reporting financial year.

As per our report of even date attached.

For DCM & Co.

Chartered Accountants

Firm Registration Number : 0131895

Prakhar Banthiya

Partner

Membership Number : 088526

UDIN : 20088526AAAAAZ2665

Place : New Delhi

Date : October 8th, 2020

For and on behalf of the Board of Directors

Vipin Sharma *Arvind Masaram*

Vipin Sharma

Director

DIN : 02565320

Arvind Masaram

Director

DIN : 00080262

Place : New Delhi

Date : 08/10/2020

Place : New Delhi

Date : 08/10/2020





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