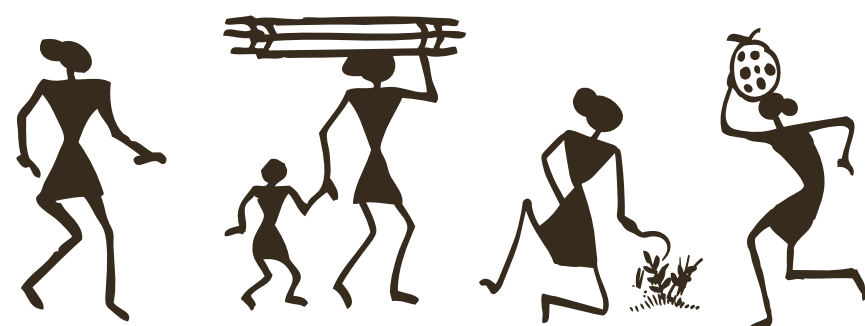




reimagine livelihoods™

ANNUAL REPORT 2015-16



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32=20+12

Total Number of
Projects

Indirect-reach
Projects

Direct-reach
Projects

35

Partners Serviced

30,000



Household Serviced Directly

57



Total Human Resource

₹ 5.33 Crores

Total Revenue

The financial year 2015-16 was a promising year for ALC India and the communities that it has partnered with. The year saw certain remarkable milestones being achieved by community enterprises (Producer Companies) promoted by ALC India and also a bright year for ALC India itself in terms of business generation.

The year witnessed significant progress in terms of increased community participation and several of the Producer Companies (PCs) promoted by ALC India initiating their business.

ALC India's collaboration with Tata Power to partner with 3,000 dairy farmers in Maval, Pune to set up a dairy producer company is a dream project in every sense. The project would give ALC India a chance to replicate the Mulkanoor model there creating significant impact in the Maval region.



Our work with weavers had also gained significant ground and the Godavari Women Weavers Services Producer Company (GWWPSC) is now one of India's most successful artisan enterprises. GWWPSC has been recognised across different venues in the country for setting bench marks in quality of products and in terms of management and governance of collectives.

In 2009, when ALC India setup Access Tribal Livelihoods Services (ATLS), its unit in Bhubaneswar, we were looking at an area and sector still unexplored to a great extent. Today ALC India's engagement with tribals spans three states and hopes to impact 21,000 tribal households by 2020. Our recent collaborations with organisations like SFAC, NABARD, OPGC will see ALC India partnering with more than 13,000 households in the coming financial year.

This financial year also gave us our first opportunity to partner with communities like internally displaced, fisherfolk and leprosy affected. While these opportunities come with a great number of challenges, it enables us to challenge our knowledge and expertise of livelihoods and rural communities.

FY 2015-16 also saw ALC India entering the skill development sector with a significant partnership with NSDC. ALC India in the coming 2 years would be one of NSDC's biggest partners in terms of households directly being impacted. Our skilling initiatives are unique in the way that we are one of the few organisations in the country which aims to provide skill development and training to primary producers.

On the consulting front we partnered with 14 organisations from both the development and corporate sector. The year FY 2015-16 was significant in terms of business development, as for the first time we were able to bring in project worth Rs. 10 crores, more than double of the previous financial year.

Grandhi Venkata Krishnagopal

“To enable equitable and sustainable economic development by provision of techno-managerial services to individuals and organisations. It will ensure that the economically marginalised are recognised as active contributors to a growing economy and to ascertain that an equitable share of wealth is generated and distributed to them.”



Communities we work with



Dairy Farmers
Livestock Holders



Artisans and
Weavers



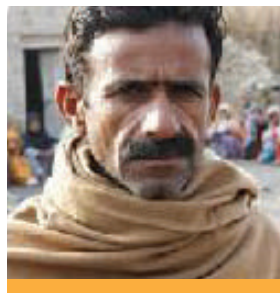
Small and
Marginal Farmers



Tribal Farmers



Internally
Displaced



Other Vulnerable
Communities

India’s economy - 92% of the total workforce and 63% of the GDP

Communities we plan to work with



Urban
Marginalized



Disaster Prone
Communities



Wage Labour,
including Migrant



Micro & Small
Entrepreneurs

| | | |
|-----------------------|---|---|
| Registered name | : | Access Livelihoods Consulting India Ltd |
| Legal character | : | Public limited company |
| Date of incorporation | : | September 19, 2005 |
| Paid-up share capital | : | ₹16,101,830 |
| External auditor | : | VSPN Chartered Accountants, Hyderabad |

India's marginalized producers battle formidable odds to eke out a livelihood. Access Livelihoods Consulting India (ALC India), established in 2005, is a social enterprise that partners with about 65,000 marginalized producers, including small and marginal farmers, weavers, tribals, and small livestock-holders. To such producers, ALC India offers professional services delivered by a team of passionate individuals who have graduated from some of India's better institutions and chosen the road less travelled. ALC India's services support economically marginalized communities to develop skills, establish enterprises, turn the odds in their favor, and build livelihoods that are more rewarding, certain, and sustainable.

ALC India has promoted over 44 farmer producer companies in seven states, in multiple sectors and sub-sectors. It is currently involved in the promotion of 19 producer companies in three states, in the areas of dairy, handloom and agriculture and over 30,000 members from marginalized communities, mostly tribals.

As a matter of strategic choice, ALC India works primarily with women producers belonging to marginalized communities.

ALC India envisions is to enhance the livelihoods of 10 lakh economically disadvantaged households.

BOARD OF DIRECTORS



P Mohanaiah
Shareholder Director



G Satya Dev
Executive Director



GV Krishnagopal
Executive Director &
Chief Executive Officer



GV Sarat Kumar
Executive Director &
Chief Programs Officer



NV Belavadi
Director

PARTNER PROGRAM SERVICES

To enable partners design and implement effective, efficient, and sustainable livelihood programs, ALC India is providing technical assistance to a wide range of partners through Partner Program Services (PPS).

To deliver four services - design solution, resources mobilization, evaluation and learning, and implementation, PPS engages its core and associate consultants. The team is often complimented by specialists in diary, agriculture, handloom and textiles, marketing and sales, digital technologies, engaged from other ALC India teams and even consultant roster.

Though its consulting services, ALC India shares its experience and learning in design and implementation of livelihood interventions with its partners. Likewise, services to government, international organizations, private sector, and non-profit sectors have enriched program design and delivery with ALC India.



This year, the partner program services division worked on a range of projects. In addition to studies such as market analysis and feasibility studies, ALC India worked with partners in other significant areas including providing techno-managerial support towards promoting and incubating a producer organization for people affected by leprosy, measuring the social connect of social enterprises, and others.



Project Implementation Services

Project: Techno-managerial Support in Livelihoods Promotion for the Leprosy-affected

Partner: The Leprosy Mission Trust of India (TLMTI)

In 2015, ALC India provided TLMTI implementation support towards the promotion and incubation of dairy producer organizations. The project will directly benefit around 650 leprosy-affected individuals and their households in Tamil Nadu's Cuddalore district.

Program Evaluation and Learning

Project: Laqshya Market Assessment Study for Youth Employment

Partner: Magic Bus

ALC India carried out a market assessment study on youth employability in multiple India states. Under Magic Bus' Laqshya Youth Employability Program, the study assesses the current marketing opportunities and challenges for youth employment. . The study mapped the supply-demand gap in employment opportunities in various sectors including manufacturing, hospitality, and retail.

Project: Mid-term Evaluation of Vocational Training Program for Unemployed Youth

Partner: Axis Bank Foundation

In this project, ALC India conducted a mid-term evaluation of Axis Bank Foundation Don Bosco's vocation training centers set up to impart skills and training to unemployed youth. ALC India assessed Don Bosco's skill development and placement methods and its effectiveness in improving the socio-economic conditions of unemployed youth, leading to self-employment.

Project: Measuring the Social Connect of Social Enterprises

Partner: CARE India

CARE India approached ALC India to conduct an impact assessment study of social enterprises. The study focused on measuring the social connect of social enterprises; 12 such enterprises in various stages of development were included. It afforded significant insight into the growing social enterprise space.

LIST OF PPS PROJECTS

| S.No | Name of the Project | Client Name | Sanctioned Value (in ₹) | Duration |
|------|---|------------------------------------|-------------------------|---------------------|
| 1 | Techno Managerial Support To 'Securing Opportunities Towards Advancing Revenue' for Leprosy Affected, Cuddalore, TN | The Leprosy Mission Trust of India | 250,000.00 | May-Jul 2015 |
| 2 | Proposal for Feasibility study for setting up of FPO, Proddatur, Kadapa District, AP | Govardhan Reddy | 50,000.00 | May-15 |
| 3 | Laqshya Market assessment study for Youth Employment (Multi State - Bengaluru, Mysuru, Chennai, and Visakhapatnam) | Magic Bus | 200,000.00 | May-Jun 2015 |
| 4 | Final Evaluation of Poverty Reduction through Sustainable Agriculture in South India | Vrutti | 399,700.00 | Jun-Jul 2015 |
| 5 | Study on "Ramifications of debt waivers and the need to put in place a risk mitigation mechanism" in two districts of Maharashtra - Amravati and Beed | NABARD | 995,000.00 | Jun-Aug 2015 |
| 6 | Facilitation in proposal preparation for Price Stabilization fund, Kurnool, AP | AP Markfed | 98,430.00 | Jun-July 2015 |
| 7 | Course on Social Entrepreneurship | NIRD | 70,000.00 | |
| 8 | Technical Support for Facilitation and Promotion of Producer Organizations under Telangana Rural Inclusive Growth Project, Telangana | TRIGP | 31,560,950.00 | Nov 2015-Oct 2018 |
| 9 | MoU for Strategic Partnership | Kovel Foundation | NA | 2015-2018 |
| 10 | MoU for Strategic Partnership | DMI | - | 2015-2018 |
| 11 | Field Study and Data Collection for Assessing Socioeconomic Impact on Paddy Smallholders in AP and WB | CIMS | 1,084,140.00 | Jun-Oct 2015 |
| 12 | Long Term Support for PC Promotion and Livelihoods Programs Sustainability for Leprosy affected communities Cuddalore | The Leprosy Mission Trust of India | 3,532,500.00 | Sept 2015- Jun 2018 |
| 13 | Fundraising and Strategy Formulation to establish a sustainable model for the Vocational Training Centre, Faziabad, UP | The Leprosy Mission Trust of India | 1,997,000.00 | Dec 2015-May 2016 |
| 14 | Technical Services Provider for Market-led Economic Empowerment | Geneva Global | 2,589,600.00 | Dec 2015-Apr 2017 |
| 15 | DPR for Community based marketing intervention | AP Markfed | 350,370.00 | Jan-Apr 2016 |
| 16 | Study to Measure Social Connect of Social Enterprises | CARE India | 1,000,000.00 | March-April 2016 |
| 17 | Developing Concept Note for Inclusive and Sustainable Value Chain for European Union Opportunity | CARE India | 223,275.00 | Mar-16 |



COMMUNITY PROGRAM SERVICES

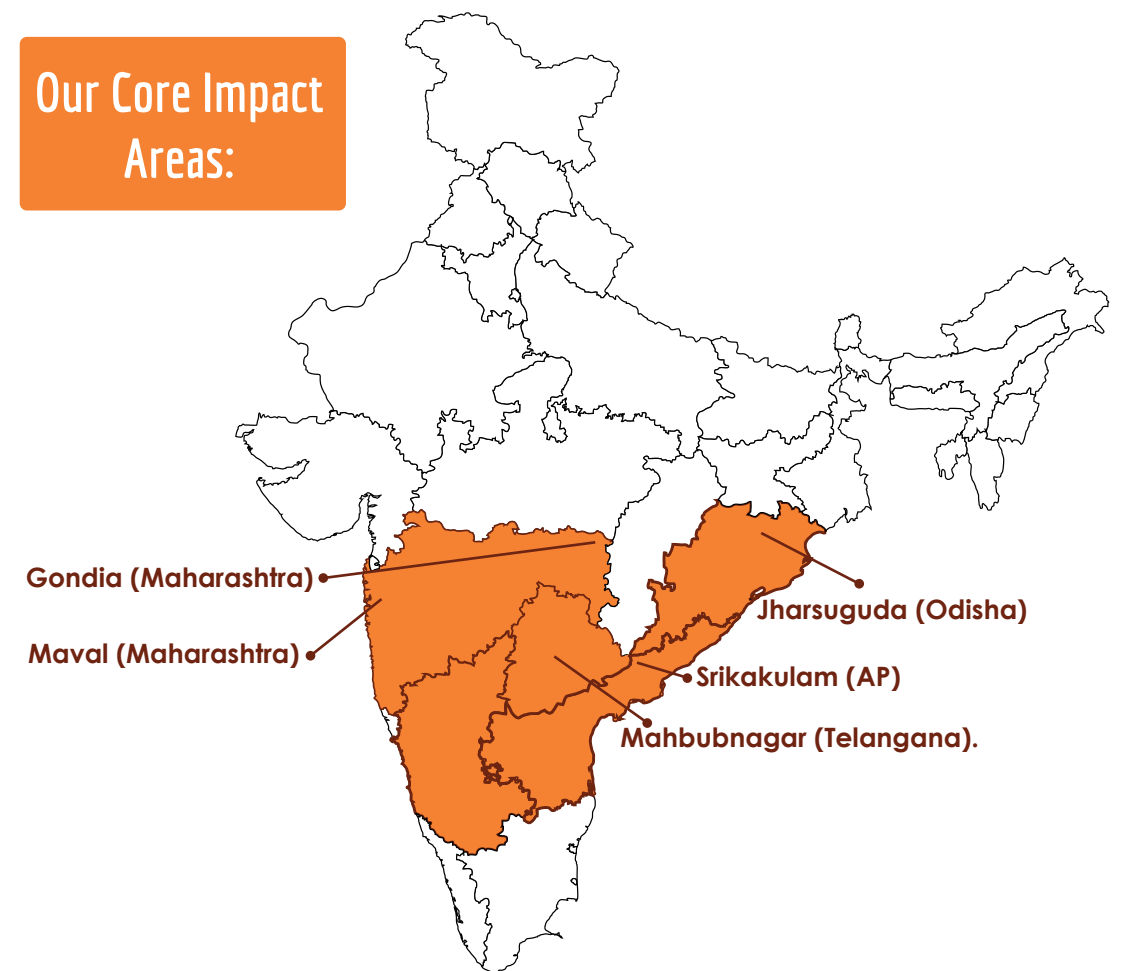
The Community Program Services (CPS) division works on the design and delivery of an integrated package of services that focus on communities such as farmers, weavers, livestock holders, forest produce gatherers (mostly Tribals) and other vulnerable Communities.

Through the beehive model, the team works towards collectivizing marginalized producers into producer companies (PCs). Through these PCs, the producers can access an integrated package of services, gain control over the value chain and get a larger share of the consumer rupee.

ALC India has partnered different organisations like SFAC, NABARD, Tata Power and SERP to promote a total of 17 producer companies in Andhra Pradesh, Karnataka, Maharashtra and Odisha.

In all, ALC India has promoted more than 44 producer enterprises in 7 states in multiple sectors and sub- sectors such as Agriculture, Dairy and Handloom. It is currently working with more than 13,000 members of the marginalized community, a significant part of which are tribal communities.

Our Core Impact Areas:



Farmer Enterprise Program



Livestock Enterprise Program



Exploring the power of Collective Enterprise



₹2.60 Crore

Business done by producer companies in 2015-16

Artisan Enterprise Program



Tribal Enterprise Program



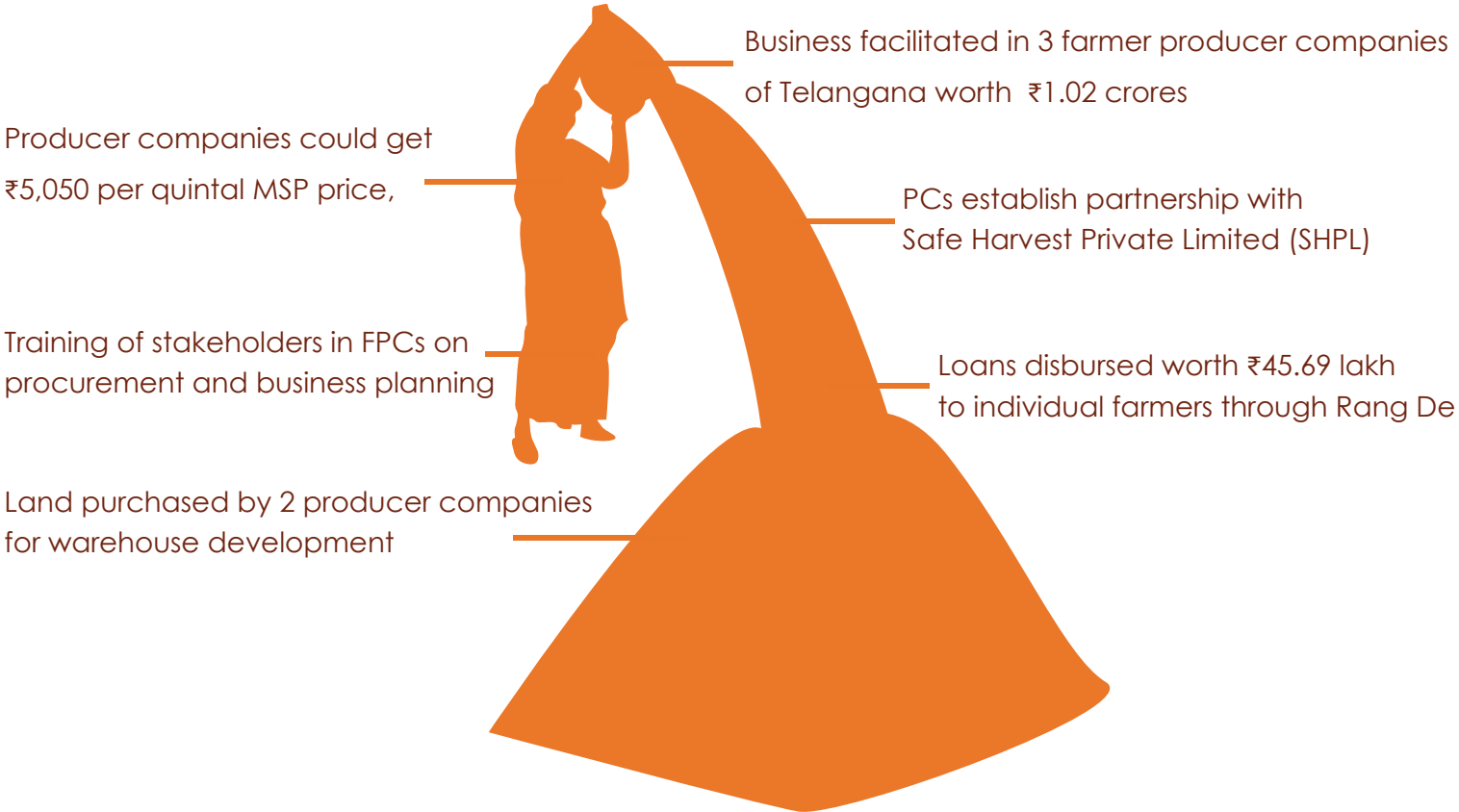


FARMER ENTERPRISE PROGRAM

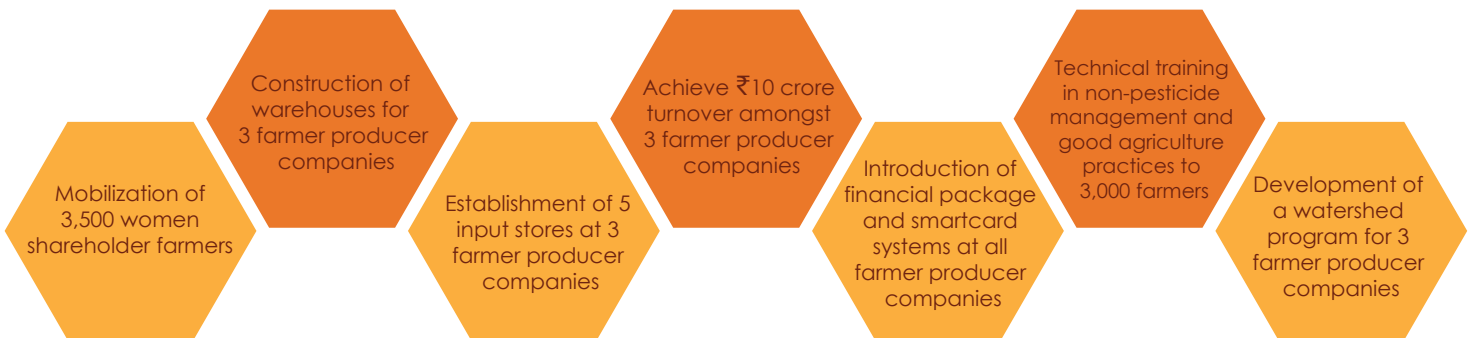
ALC India started FEP in 2012. Small Farmers Agribusiness Consortium (SFAC) supported promotion of nine farmer producer companies (FPCs) in Karnataka, Telangana, and Maharashtra.

The three producer companies in Telangana with a membership base of 2,350 have been doing business for three years. In 2015-16, they had a collective turnover of ₹1.02 crore.

Progress



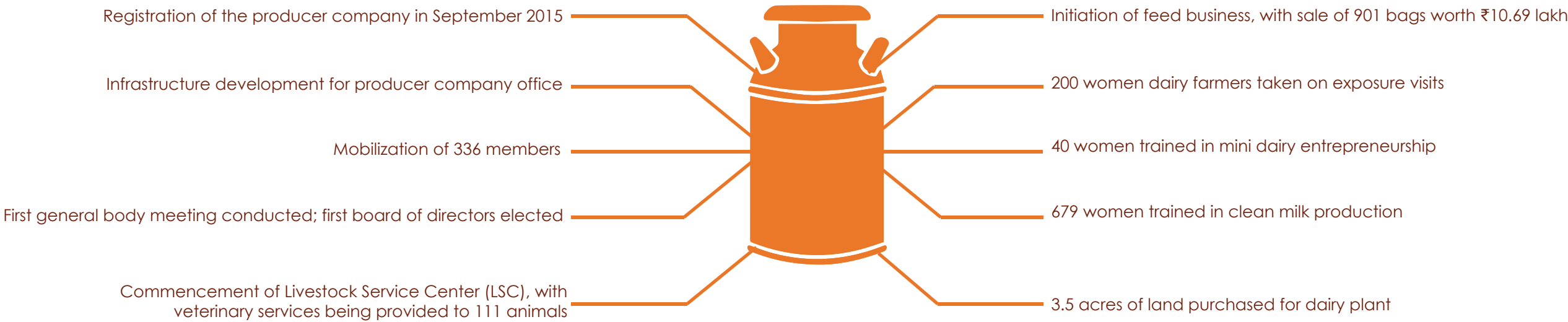
Future Plans



LIVESTOCK ENTERPRISE PROGRAM

In partnership with Tata Power, an integrated dairy project was initiated in Maval, Pune. The project is expected to transform the livelihoods of 3,000 women dairy farmers across 24 villages. Intense mobilization efforts have been initiated in the area.

Progress



BoD Members Inspecting newly bought land



Training on Azolla cultivation as part of mini dairy entrepreneurship training

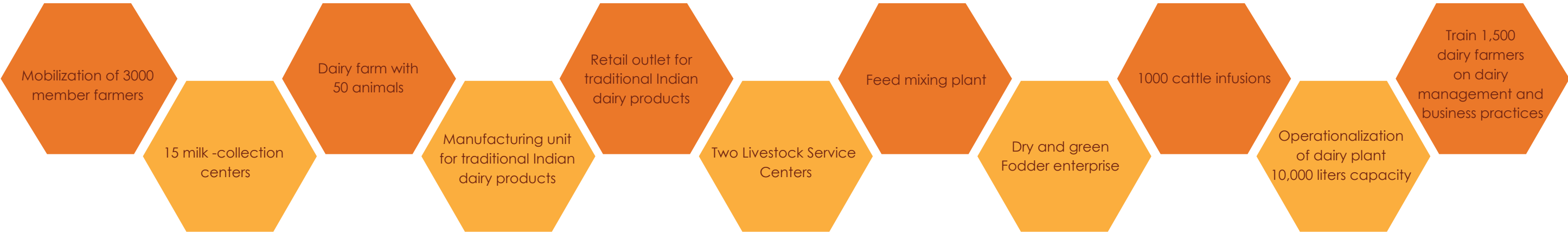


Artificial Insemination provided by Livestock Service Centre



First General Body meeting of Maval PC

Future Plans

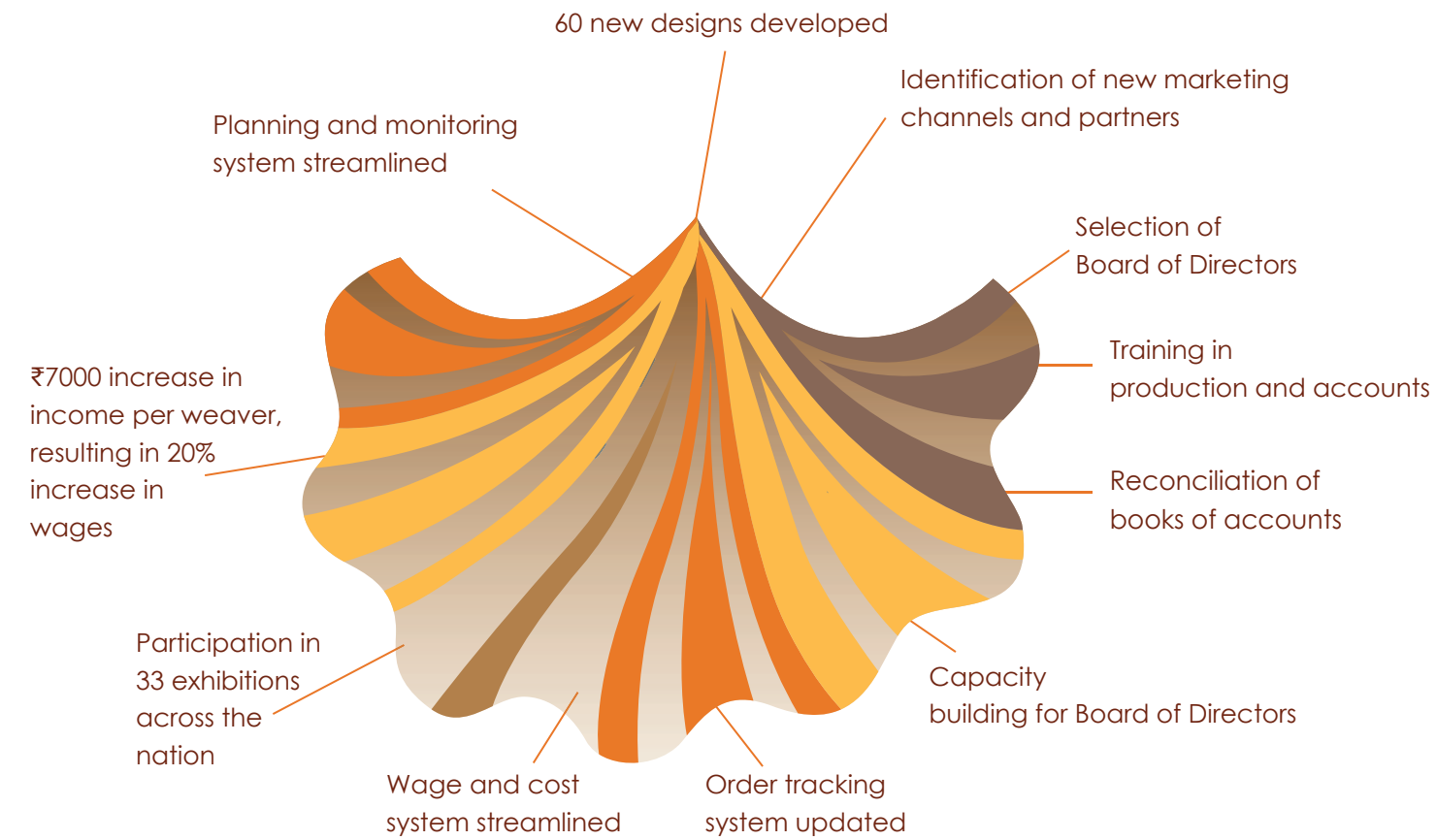




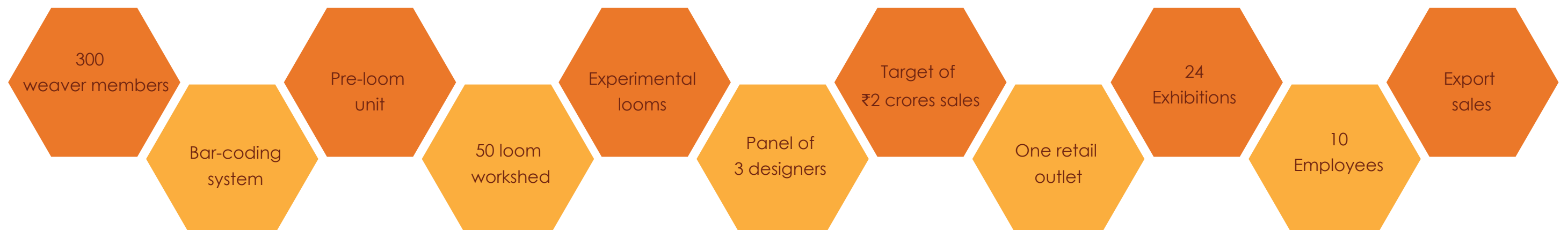
ARTISAN ENTERPRISE PROGRAM

The Godavari Women Weavers Services Producer Company (GWWSPC) was started in September 2013. It aims to strengthen the traditional occupation of weaving and enable weavers to enjoy sustainable livelihoods. The company has been registered and has 150 members from 13 villages.

Progress



Future Plans



TRIBAL ENTERPRISE PROGRAM

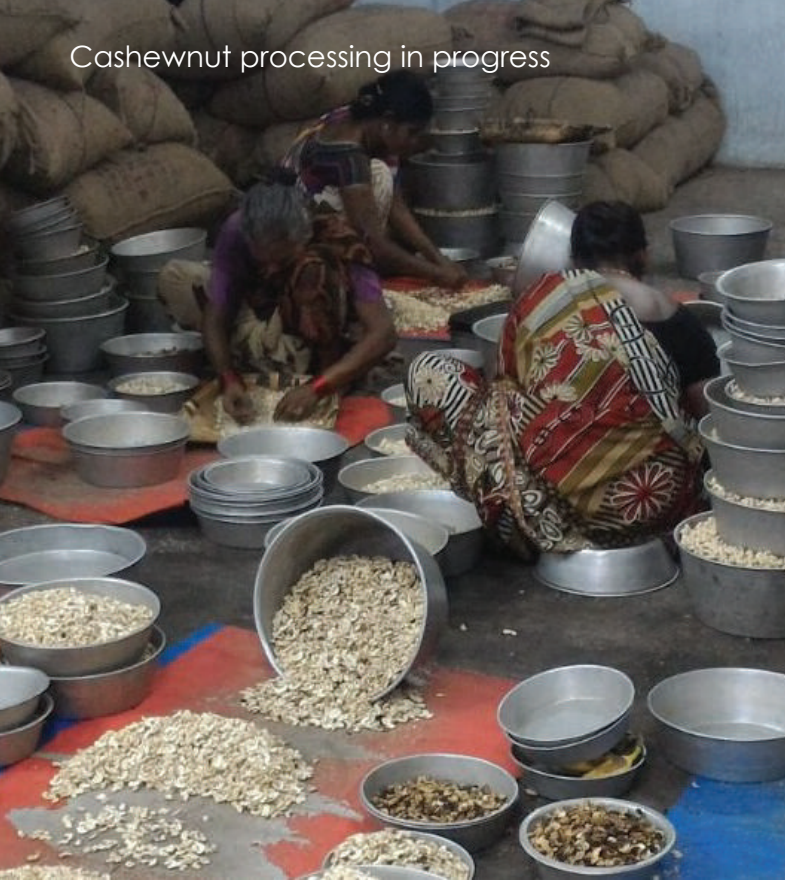
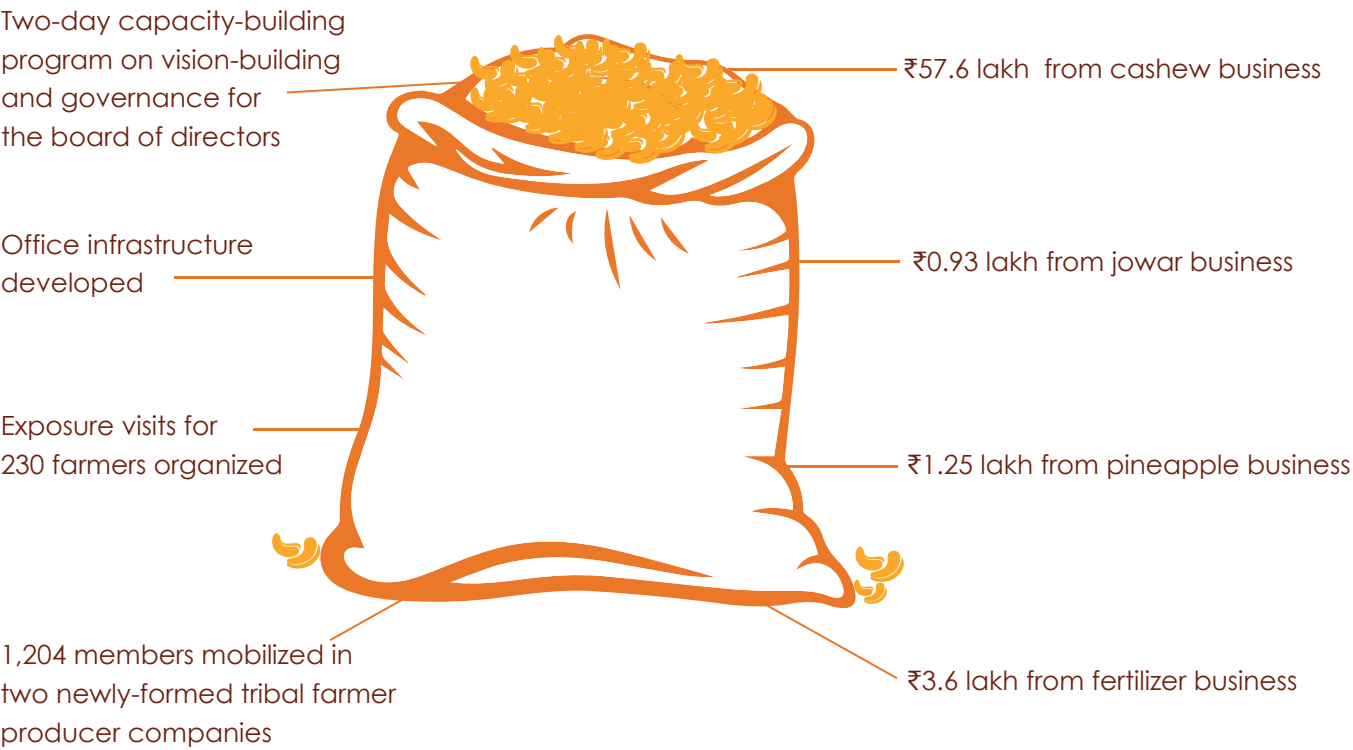
The Tribal Enterprise Program (TEP) was initiated to mobilize small and marginal tribal farmers into setting up tribal farmer producer companies to enhance incomes through a) optimal utilization of forest-based resources, and b) better productivity.

TEP works with tribal producers in two project locations: Srikakulam in Andhra Pradesh and Gondia in Maharashtra. While business operations have already begun in Srikakulam, the proposed producer companies in Gondia continue to be in the mobilization phase. Along with this, the registration process has also begun.

TEP-Andhra Pradesh

The Tribal Enterprise Program in Andhra Pradesh has been working primarily with four producer companies that were started in 2011 with support from NABARD. Two more companies were initiated in 2014, with support from SFAC and the Department of Agriculture, Government of Andhra Pradesh. They now have a collective membership base of 1,204.

Progress

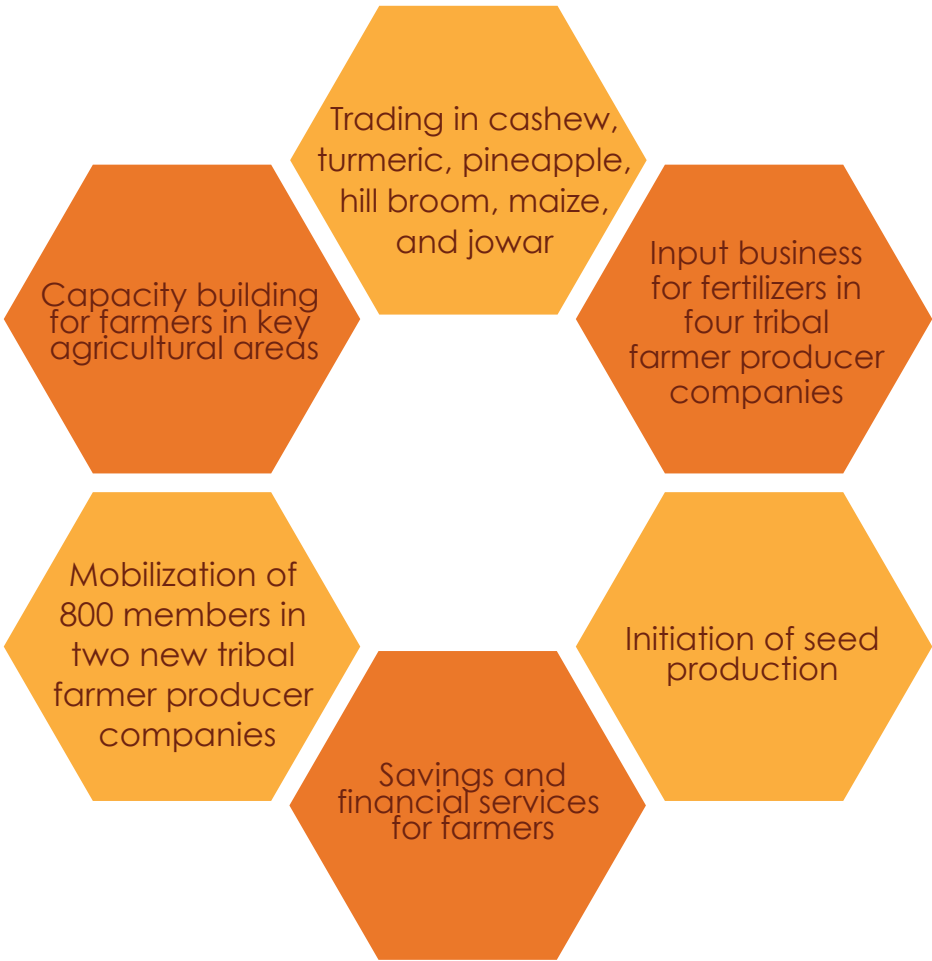


Cashewnut processing in progress



Pineapple procurement in Srikakulam, Andhra Pradesh

Future Plans



TRIBAL ENTERPRISE PROGRAM



Procurement of paddy in progress



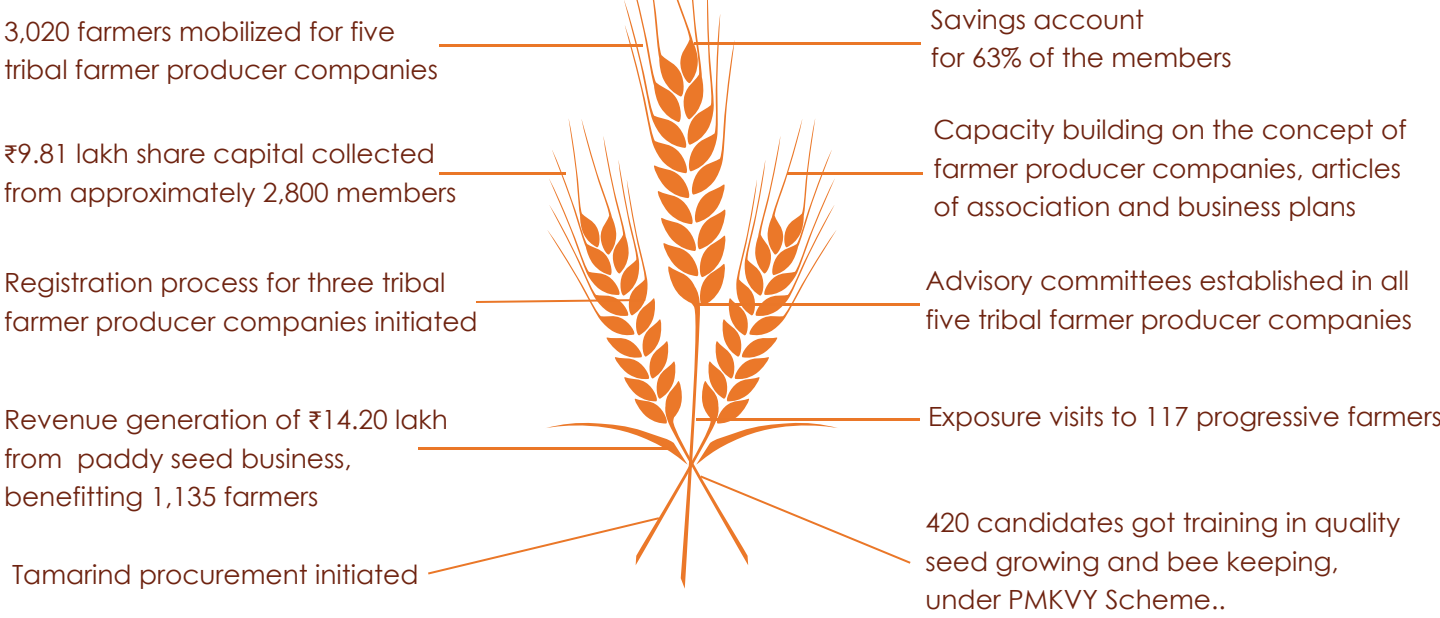
PC members in discussion with vendors

TEP-Maharashtra

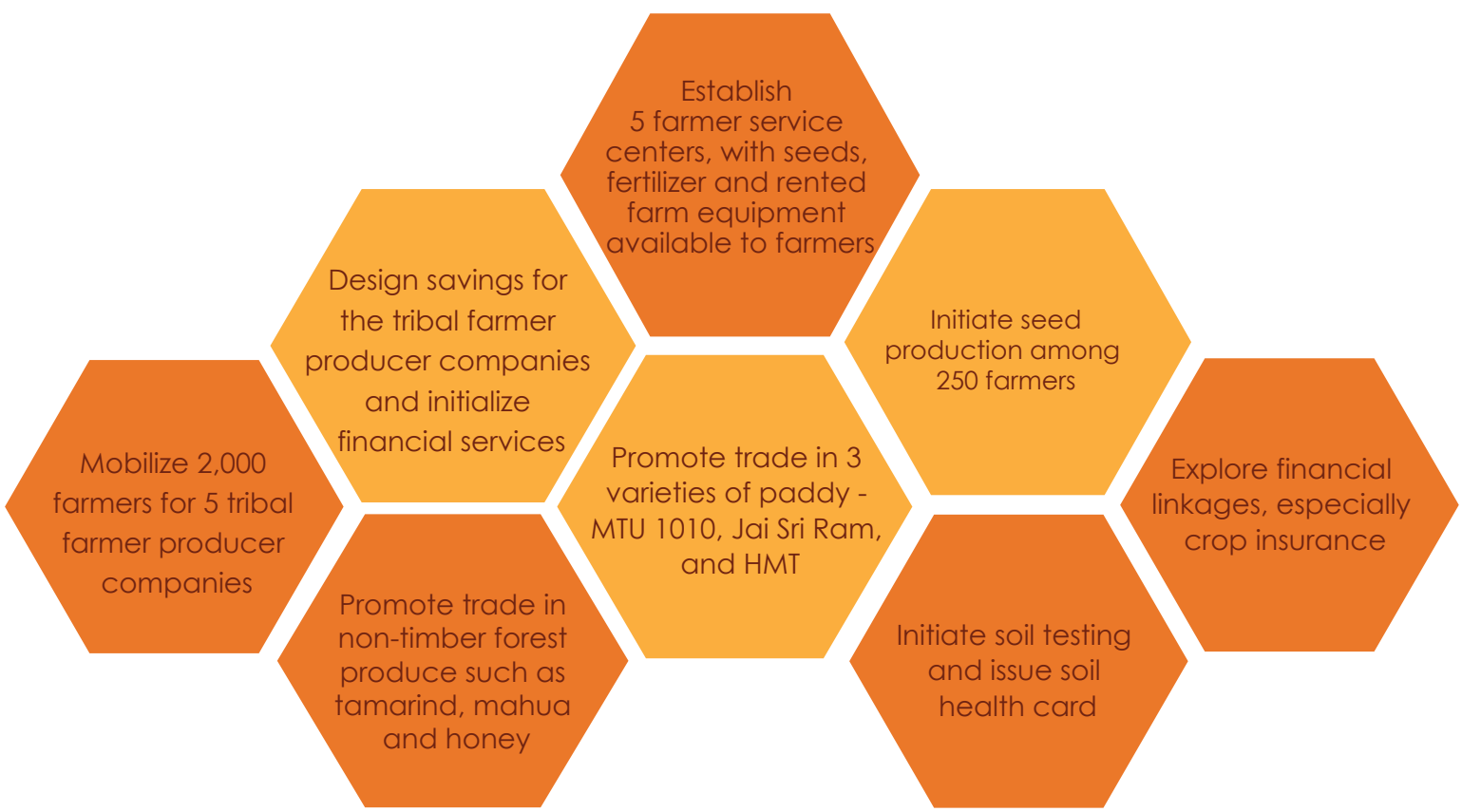
ALC India signed a Memorandum of Agreement (MoA) with SFAC to promote five Farmers Producer Organizations (FPOs) in Maharashtra, with support of Tribal Development Department. TEP has been implemented in Gondia, Maharashtra with an aim to mobilise 5,000 farmers.

Apart from mobilization of members and share capital, the producer companies have been carrying out institution building and capacity building efforts.

Progress



Future Plans



EMPLOYMENT GENERATION PROGRAM (EGP)



The Employment Generation Program (EGP) focuses on skill development and training. ALC India is a long-term affiliated partner of the National Skill Development Council (NSDC). ALA (Access Livelihoods Academy) focuses on skills-development with a special focus on entrepreneurship in trades such as mini dairy entrepreneurship, quality seed growing, beekeeping, paddy cultivation, weaving, etc.

Progress

As part of its partnership with NSDC in 2015-16, ALA was involved primarily in the implementation of NSDC's flagship projects - the Pradhan Mantri Kaushal Vikas Yojana (PMKVY) and Recognition of Prior Learning (RPL). Through ALA, ALC India also bagged its first corporate social responsibility project in skill development for Powergrid, in 2015-16.

Pradhan Mantri Kaushal Vikas Yojana (PMKVY)

Under the PMKVY program producers were trained for one month for trades such as quality seed grower, bee keeping in Gondia district in Maharashtra and Srikakulam districts in Andhra Pradesh.

Out of 510 candidates trained in quality seed growing in Gondia and Srikakulam, 350 passed the training and were certified.



In the beekeeping course, conducted in Gondia, 27 out of 60 candidates trained were certified.

Recognition of Prior Learning (RPL)

Of the 500 candidates trained in handlooms in Mandapeta, 380 were certified.

2,800 candidates were oriented and certified in quality seed growing in Nizamabad, Warangal, and Karimnagar, Telangana.



3,500 candidates were trained and certified in dairy farming in Maval, Pune district, Maharashtra, and Nizamabad and Warangal districts of Telangana.

Future Plans

- Orient and certify 12,000 individuals in quality seed growing and dairy farming, under RPL
- Certify 500 handloom weavers in Mandapeta district, under the RPL program
- Train and certify 2,500 people in quality seed growing and dairy farming as part of PMKVY
- Promote skill development for 500 people through a CSR initiative
- Build the capacity of 6,000 producer company members
- Focus on women in all training programs undertaken by ALC India
- Aid with job placements of individuals trained and certified by ALC India



Training on bee keeping

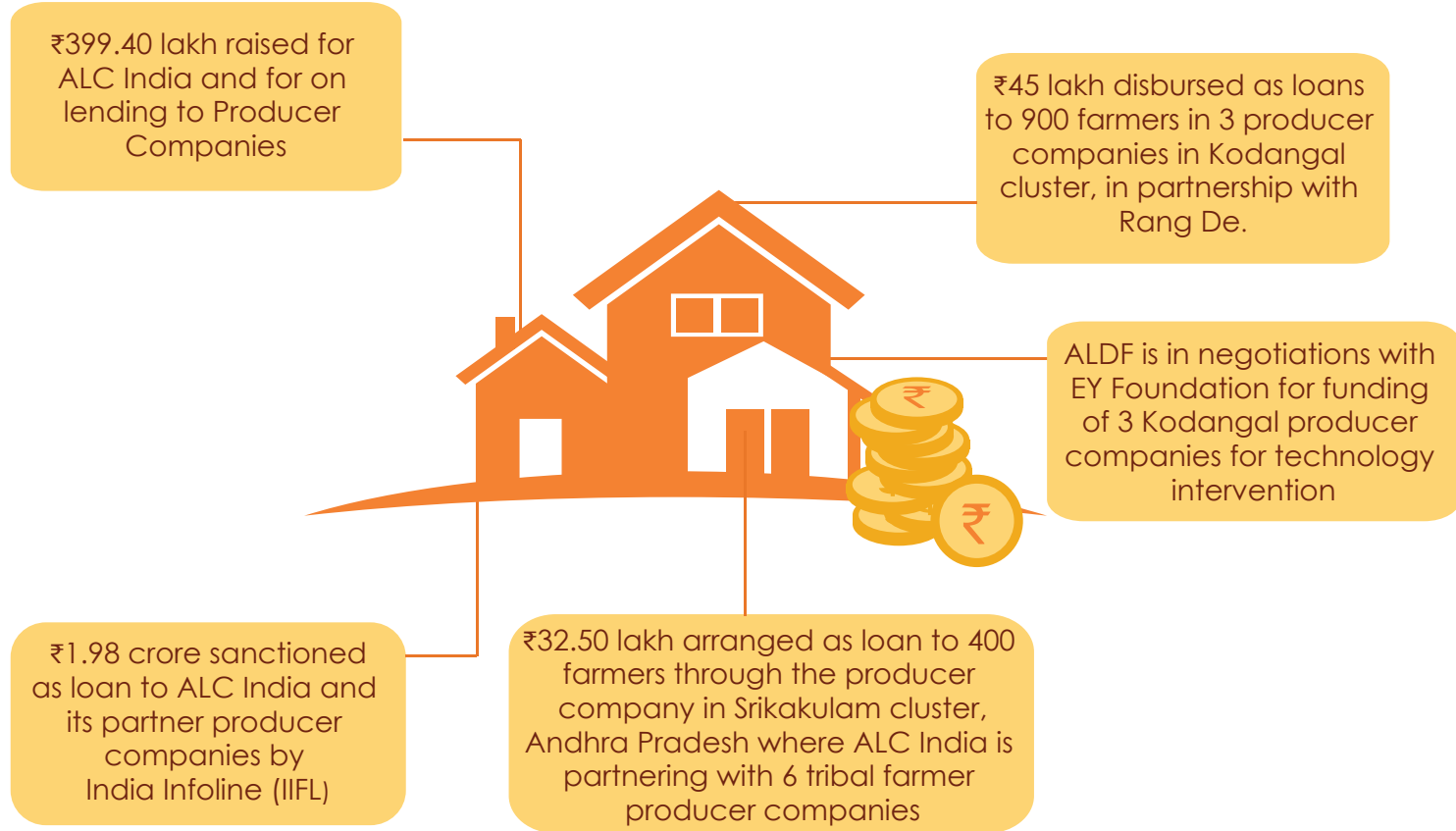




Established in 2014, Access Livelihoods Development Finance (ALDF) is designed to provide financial products and services to promote livelihoods, to innovate suitable products, platforms, instruments, and institutions for livelihood finance to the marginalized, to undertake programs, conferences and seminars, and to create legal awareness.

Since its inception, ALDF has mobilized more than ₹31 crore towards working capital and other requirements of producer companies promoted by ALC India

Progress



Future Plans

- Meet the total credit needs of one producer company each in Kodangal, Gondia, Maval and Srikakulam clusters.
- Meet the capital requirements for input and procurement of producer companies partnered by ALC India.
- Secure loans to active members of the Godavari Women Weavers Producer Company for their working capital requirements.
- Cover 200 individuals under agri term loans for dairy and allied activities in Cuddalore where ALC India is partnering with The Leprosy Mission Trust of India to incubate a producer company for people affected by leprosy.



In its five years of operations, Access Tribal Livelihoods Services (ATLS) has offered professional services to over 50 organizations in three Indian states. It has achieved a direct reach of 23,000 marginalized citizens. Services offered by ATLS include consulting services with a strong capacity-building portfolio, and incubation services to promote tribal enterprises.

ATLS offers support services to four tribal producer companies with a total coverage of 4,000 farmers. It works with government agencies, development agencies, development finance institutions and funding agencies.

Progress

ALC India bagged its first CSR project to provide livelihood services in peripheral areas of the Odisha Power Generation Corporation's (OPGC) plant in Banharpalli.

- Under the project, 29 self-help groups and six farmer interest groups were formed.
- Six dysfunctional self-help groups were revived.

- Life insurance coverage of ₹1 lakh was provided to 92 fishermen through the Fisheries and Animal Resources Development Department, Odisha.

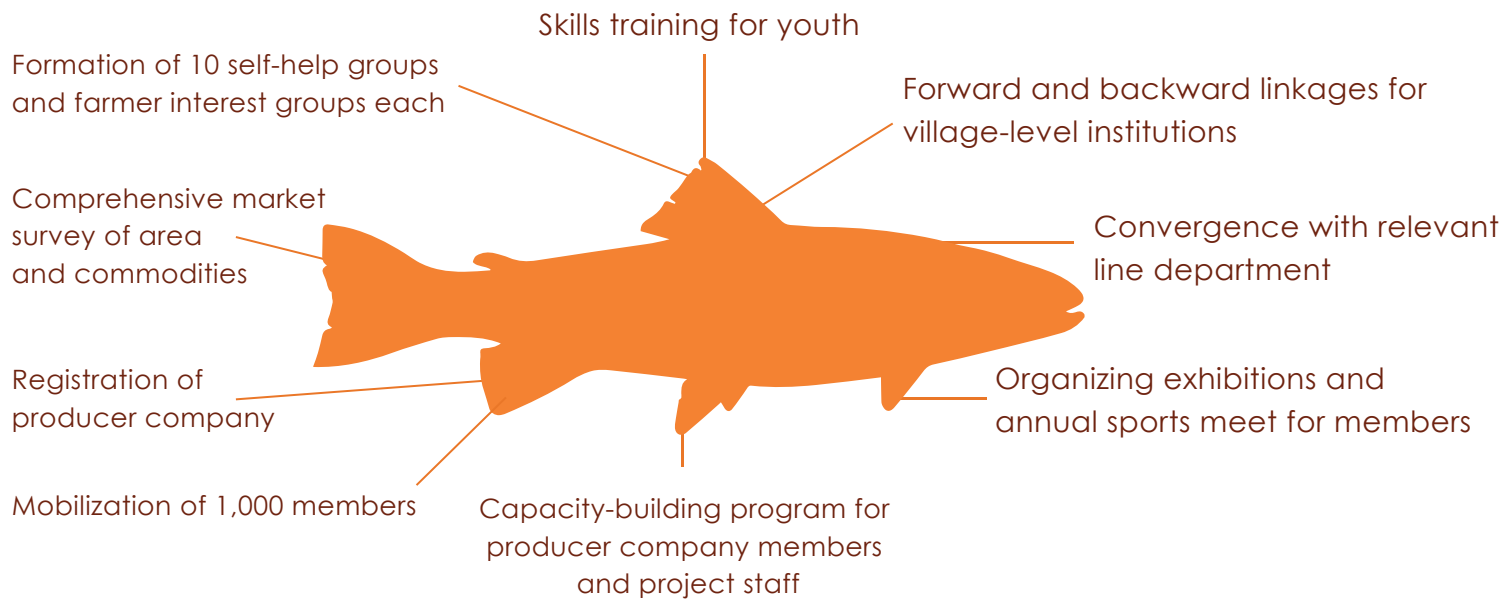
In partnership with NABARD, ALC India started working on a project to promote 10 farmer producer organizations in Keonjar, Koraput and Gajapati districts of Odisha.



Fisherman on the banks of the Hirakud reservoir

Future Plans

Under the CSR project in partnership with OPGC, the following are planned for the coming financial year:



Under the promotion of farmer producer companies, and in partnership with NABARD, the following activities are planned:



Horticulture farming in Banharpalli area

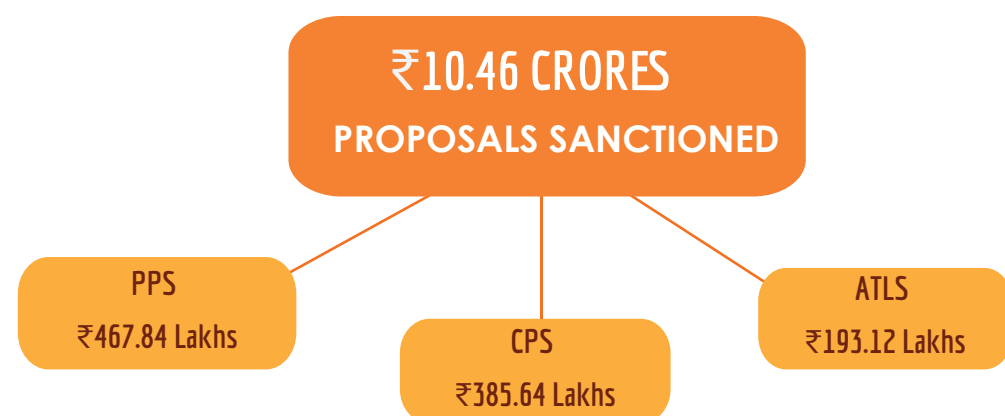
- Area identification in Gajapati district to form farmer producer companies.
- Registration of farmer producer companies in Keonjhar and Koraput districts.
- Consultation on articles of association with farmers.
- First board of directors meeting for farmer producer companies in Keonjhar. Providing training to LRP, boards of directors and farmer leaders.
- Providing capacity-building training and exposure visits for farmers.

PROJECTS UNDERTAKEN IN FY 2014-15

| SL. NO | DIVISION | DOMAIN | PROJECT NAME | CLIENT |
|--------|----------|--------|---|------------------------------------|
| 1 | PPS | PPS | Techno Managerial Support To 'Securing Opportunities Towards Advancing Revenue' for Leprosy Affected, Cuddalore, TN | The Leprosy Mission Trust of India |
| 2 | PPS | PPS | Proposal for Feasibility study for setting up of FPO, Proddatur, Kadapa District, AP | Govardhan Reddy |
| 3 | PPS | PPS | Laqshya Market assessment study for Youth Employment (Multi State - Bengaluru,Mysuru, Chennai, and Visakhapatnam) | Magic Bus |
| 4 | PPS | PPS | Final Evaluation of Poverty Reduction through Sustainable Agriculture in South India | Vrutti |
| 5 | PPS | PPS | Study on "Ramifications of debt waivers and the need to put in place a risk mitigation mechanism" in two districts of Maharashtra - Amravati and Beed | NABARD |
| 6 | PPS | PPS | Facilitation in proposal preparation for Price Stabilization fund, Kurnool, AP | AP Markfed |
| 7 | PPS | PPS | Course on Social Entrepreneurship | NIRD |
| 8 | CPS | FEP | Proposal For Promotion of Producers' Organization in Belgaum District, Karnataka | Deshpande Foundation |
| 9 | ATLS | ATLS | Sustainable livelihood activities in peripheral villages of ITPS (OPGC) Banharpalli, Jharsuguda | OPGC |
| 10 | ATLS | ATLS | Technical support for registration of PC | ANGANA |
| 11 | PPS | PPS | Technical Support for Facilitation & Promotion of Producer Organizations under Telangana Rural Inclusive Growth Project, Telangana | TRIGP |
| 12 | PPS | PPS | MoU for Strategic Partnership | Kovel Foundation |
| 13 | PPS | PPS | MoU for Strategic Partnership | DMI |
| 14 | PPS | PPS | Field Study and Data Collection for Assessing Socioeconomic Impact on Paddy Smallholders in AP and WB | CIMS |
| 15 | PPS | PPS | Long Term Support for PC Promotion and Livelihoods Programs Sustainability for Leprosy 'affected communities Cuddalore | The Leprosy Mission Trust of India |

| SL. NO | DIVISION | DOMAIN | PROJECT NAME | CLIENT |
|--------|----------|--------|--|--|
| 16 | CPS | FEP | Promotion of tribal farmer producer companies in Gondia and Chandrapur districts, Maharashtra | Department of Tribal Welfare, Government of Maharashtra and SFAC |
| 17 | CPS | FEP | Promotion of two farmer producer companies in Srikakulam district, Andhra Pradesh | SFAC |
| 18 | ALA | ALA | Training Fresh candidates for PMKVY | NSDC |
| 19 | ATLS | ATLS | Promotion and support to FPOs and POPIs in 10 clusters | NABARD |
| 20 | ALA | ALA | Recognition of Prior Learnings | Govt of India/NSDC |
| 21 | ATLS | ATLS | Community Livelihood Center -BMC | Bhubaneswar Municipal Corporation |
| 22 | PPS | PPS | Fundraising and Strategy Formulation to establish a sustainable model for the Vocational Training Centre, Faziabad, UP | The Leprosy Mission Trust of India |
| 23 | PPS | PPS | Baseline survey in peripheral and stakeholder villages of ITPS (OPGC Ltd.), Jharsuguda, Odisha | OPGC |
| 24 | PPS | PPS | Technical Services Provider for Market-led Economic Empowerment | Geneva Global |
| 25 | CPS | AEP | Science and Technology – Capacity Building Program and Social Innovation Grant for AEP | Harvard University and Tata Trust |
| 26 | PPS | PPS | DPR for Community based marketing intervention | AP Markfed |
| 27 | ALA | ALA | Skill Developmnet under CSR | Powergrid |
| 28 | ATLS | ATLS | Impact assessment of programme on rural population living in 4 watershed areas | NABARD |
| 29 | CPS | FEP | Support to Community-based Enterprises in Kodangal Cluster | EY Foundation |
| 30 | ATLS | ATLS | Monitoring & Evaluation of TDF & projects in Odisha - Southern Zone | NABCONS |
| 31 | PPS | PPS | Teaming agreement for facilitating sale of Wardhanapet Dairy Property | CDF |
| 32 | PPS | PPS | Curriculum Development for incubating sanitation micro entrepreneurs in Varanasi | SEED |

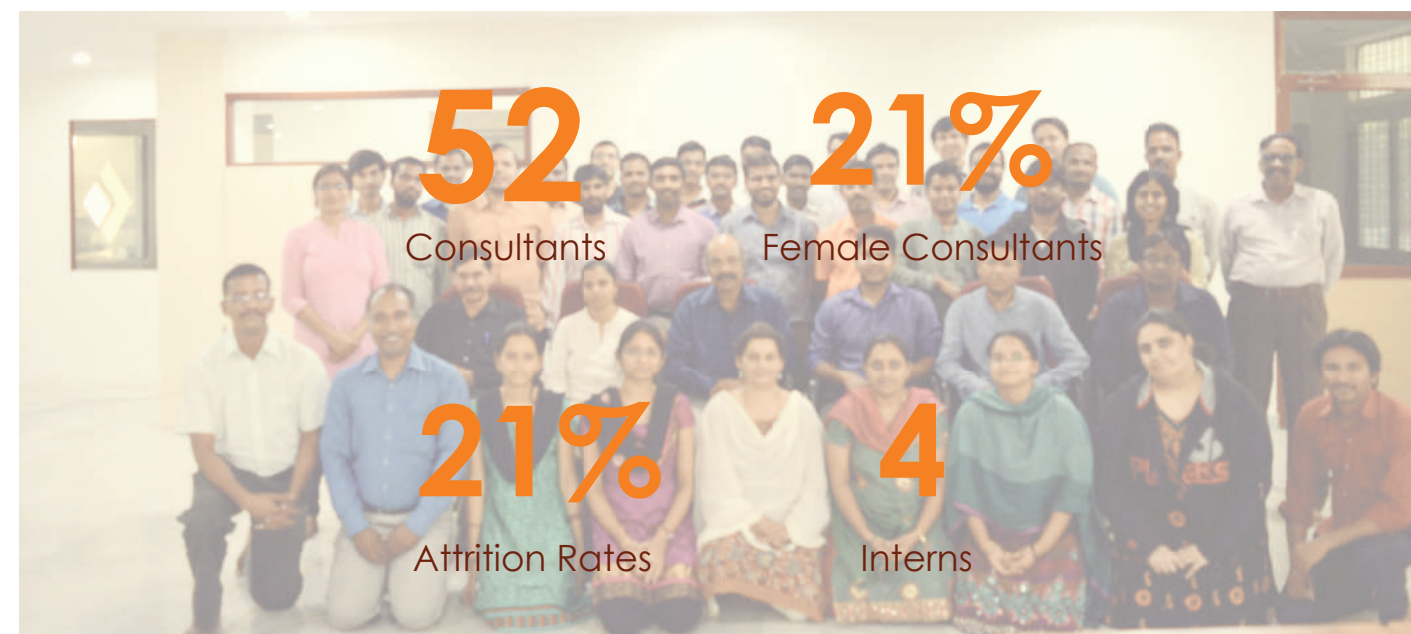
BUSINESS DEVELOPMENT



HUMAN RESOURCES

| S.No | Consultant Name | Designation | Division | Domain |
|------|----------------------|----------------------------|--|---|
| 1 | GV Krishnagopal | CEO | - | - |
| 2 | GV Sarat Kumar | CPO | - | - |
| 3 | G Satya Dev | Director - programs | - | - |
| 4 | A Sitaramaiah | Senior Project Director | ALDF | - |
| 5 | Taru Golla | Project Director | Internal Operations | - |
| 6 | K Balasubrahmanyam | Project Director | Community Program Services | Farmer Enterprise Program |
| 7 | S Swaminathan | Project Director | Internal Operations/Partner Program Services | Business Development/Partner Program Services |
| 8 | Sharad Pant | Assistant Project Director | Community Program Services | Employment Generation Program |
| 9 | Debashis Mandal | Assistant Project Director | Community Program Services | Tribal Enterprise Program |
| 10 | D Kalpana | Assistant Project Director | Partner Program Services | PPS - TRIGP |
| 11 | Krishnaiahpura | Assistant Project Director | Partner Program Services | PPS - TRIGP |
| 12 | Sesha Rao Rathod | Assistant Project Director | Partner Program Services | PPS - TRIGP |
| 13 | Ganesh Kumar Singh | Assistant Project Director | Community Program Services | Livestock Enterprise Program |
| 14 | Dr K Surekha | Senior Project Manager | Partner Program Services | Partner Program Services |
| 15 | Sruthi Kunnel | Senior Project Manager | Internal Operations | Information, Communication and Knowledge Management |
| 16 | Geeta Adnani | Senior Project Manager | Internal Operations | Finance Management and Administration |
| 17 | Niroj Nalini Jena | Senior Project Manager | Internal Operations | Business Development |
| 18 | Satish Kumar | Senior Project Manager | Community Program Services | Farmer Enterprise Program |
| 19 | Sangeet Kumar | Project Manager | Community Program Services | Artisan Enterprise Program |
| 20 | Linton Das | Project Manager | Community Program Services | Employment Generation Program |
| 21 | Sourabh Sharma | Project Manager | Partner Program Services | Partner Program Services |
| 22 | Yogesh Sharma | Project Manager | Partner Program Services | Partner Program Services |
| 23 | Prakhar Katiyar | Project Manager | Partner Program Services | Partner Program Services |
| 24 | Charles Raj Gattu | Project Manager | Partner Program Services | Partner Program Services |
| 25 | Sampath Kumar Banoth | Project Manager | Partner Program Services | Partner Program Services |
| 26 | Vikram Daitha | Project Manager | Internal Operations | Finance Management and Administration |
| 27 | Ashwini Kumar | Project Manager | Community Program Services | Employment Generation Program |
| 28 | Tikeswar Patel | Project Manager | Community Program Services | Tribal Enterprise Program |
| 29 | Kishore Vodapally | Project Manager | Community Program Services | Employment Generation Program |
| 30 | Anil Kumar Padhy | Project Manager | ATLS | - |
| 31 | K S Radish Kumar | Project Manager | ATLS | - |
| 32 | Dilip Kumar Rout | Project Manager | ATLS | - |
| 33 | K Lakshmi | Senior Project Executive | Internal Operations | Human Resource Management |
| 34 | Suruchi Sharma | Senior Project Executive | Partner Program Services | Partner Program Services |
| 35 | Srinivas Reddy | Senior Project Executive | ALDF | - |

| | | | | |
|----|-------------------------|--------------------------|----------------------------|---|
| 36 | Aravind Jerry V Joseph | Senior Project Executive | Internal Operations | Information, Communication and Knowledge Management |
| 37 | B K Srinidhi | Senior Project Executive | Internal Operations | Human Resource Management |
| 38 | Vijaya Chavan | Senior Project Executive | Internal Operations | Finance Management and Administration |
| 39 | Dr Manoj Govindrao | Senior Project Executive | Community Program Services | Livestock Enterprise Program |
| 40 | Govindraj Malve | Senior Project Executive | Community Program Services | Livestock Enterprise Program |
| 41 | Dr Jaideep D Rathod | Senior Project Executive | Community Program Services | Livestock Enterprise Program |
| 42 | Rohan Nanaji D | Senior Project Executive | Community Program Services | Employment Generation Program |
| 43 | Md Vaseem Yosuf | Senior Project Executive | Community Program Services | Farmer Enterprise Program |
| 44 | Bhaskar Rao | Senior Project Executive | Community Program Services | Artisan Enterprise Program |
| 45 | Hrudananda Sahu | Senior Project Executive | ATLS | - |
| 46 | J Srinivas | Project Executive | Internal Operations | Finance Management and Administration |
| 47 | Pagadala Chinna Naraiah | Project Executive | Internal Operations | Finance Management and Administration |
| 48 | CJD Narayana Prasad | Project Executive | Community Program Services | Artisan Enterprise Program |
| 49 | Sambasiva Rao | Project Executive | Community Program Services | Tribal Enterprise Program |
| 50 | Sesh Prasad Mallik | Project Executive | ATLS | - |
| 51 | Bisworanjan Parida | Project Executive | ATLS | - |
| 52 | Bibek Ranjan Sahoo | Project Executive | ATLS | - |



Financial Performance (Value in ₹)

| | 2015-16 | 2014-15 | 2013-14 | 2012-13 |
|---------------------------|------------|-------------|------------|------------|
| Profit/Loss | (147,445) | (2,557,041) | 358,906 | 2,369,793 |
| Revenue Generation | 55,698,067 | 34,546,379 | 38,487,165 | 33,502,485 |

LIST OF SHAREHOLDERS

PREFERENCE SHARE CAPITAL

| S.NO. | Name of the Shareholder | Amount in ₹ | S.NO. | Name of the Shareholder | Amount in ₹ |
|-------|-------------------------|-------------|-------|-------------------------|-------------|
| 1 | G V Sarat Kumar | 2,334,130 | 9 | Uma Nagarajan | 13,000 |
| 2 | N Madhu Murthy | 2,50,000 | 10 | Girish K Reddy | 3,00,000 |
| 3 | Prativa K Sundaray | 1,46,410 | 11 | Aditi Mukherjee | 1,00,000 |
| 4 | K Surekha | 1,66,900 | 12 | K Vikram | 1,00,000 |
| 5 | Madhaava Rao | 4,000 | 13 | G V Rajagopal | 6,00,000 |
| 6 | Meenakshi Choudhury | 1,30,000 | 14 | Ananya Finance for IGPL | 80,00,000 |
| 7 | Nalini Kumari | 21,890 | 15 | GV Krishnagopal | 22,75,000 |
| 8 | A Prudvi | 5,000 | | | |

EQUITY SHARE CAPITAL

| S.NO. | Name of the Shareholder | Total Value in ₹ |
|-------|---------------------------|------------------|
| 1 | G Satya Dev | 1,30,000 |
| 2 | G V Krishnagopal | 4,50,000 |
| 3 | V Madhusudana Rao | 25,000 |
| 4 | N Madhu Murthy | 1,10,000 |
| 5 | G V Sarat Kumar | 2,82,000 |
| 6 | Rituparna Majumdar | 2,000 |
| 7 | Pramod S Kalekar | 5,000 |
| 8 | Sanjay Tripathy | 10,000 |
| 9 | Bhaskar Rao | 5,000 |
| 10 | Rama Mishra | 2,000 |
| 11 | Shruti Rao | 2,000 |
| 12 | Santosh Kumar Mohapatra | 12,000 |
| 13 | Prativa K Sundaray | 30,000 |
| 14 | Sandip Vairagar | 8,000 |
| 15 | Guru Prakash | 5,000 |
| 16 | Anil kumar Padhy | 5,000 |
| 17 | Anuradha Panigrahi | 55,000 |
| 18 | Goutham Kumar Vikyat | 5,000 |
| 19 | Meenakshi Choudhury | 10,000 |
| 20 | P Mohanaiah | 1,00,000 |
| 21 | Naveen Kumar Singh | 10,000 |
| 22 | Pratap Kumar Singam Setty | 10,000 |
| 23 | Samyuktha | 5,000 |
| 24 | Uma Nagarajan | 2,500 |
| 25 | Taru Golla | 3,40,000 |
| 26 | K Surekha | 5,000 |
| 27 | Swaminathan S | 30,000 |

ACCESS LIVELIHOODS CONSULTING INDIA LIMITED

CONSOLIDATED BALANCE SHEET ON 31ST MARCH 2016

| (Amount in ₹) | | | |
|---|----------|--------------------|--------------------|
| Particulars | Note No. | AS ON 31.03.2016 | AS ON 31.03.2015 |
| I. EQUITY AND LIABILITIES | | | |
| (1) Shareholder's Funds | | | |
| (a) Share Capital | | 16,101,830 | 11,551,830 |
| (b) Reserves and Surplus | | (2,233,449) | (2,086,004) |
| (c) Money Received Against Share Warrants | | - | - |
| (2) Share Application Money Pending Allotment | | - | - |
| (3) Non-Current Liabilities | | | |
| (a) Long-Term Borrowings | | 21,766,225 | 1,495,276 |
| (b) Deferred Tax Liabilities (Net) | | 178,741 | - |
| (c) Other Long Term Liabilities | | - | - |
| (d) Long Term Provisions | | - | - |
| (4) Current Liabilities | | | |
| (a) Short-Term Borrowings | | 51,752,675 | 84,285,546 |
| (b) Trade Payables | | 6,567,236 | 18,694,974 |
| (c) Other Current Liabilities | | 1,279,269 | 3,207,475 |
| (d) Short-Term Provisions | | 25,318,908 | 2,867,263 |
| Total Equity & Liabilities | | 120,731,435 | 120,016,360 |
| II. ASSETS | | | |
| (1) Non-Current Assets | | | |
| (a) Fixed Assets | | | |
| (i) Tangible Assets | | 48,160,101 | 42,817,737 |
| (ii) Intangible Assets | | 691,732 | 942,576 |
| | | 48,851,833 | 43,760,313 |
| (b) Non-Current Investments | | 300,000 | 300,000 |
| (c) Deferred Tax Assets (Net) | | - | 35,893 |
| (d) Long Term Loans and Advances | | - | - |
| (e) Other Non-Current Assets | | 40,456 | 40,456 |
| (2) Current Assets | | | |
| (a) Current Investments | | - | - |
| (b) Inventories | | 891,108 | 6,288,472 |
| (c) Trade Receivables | | 34,430,985 | 13,282,098 |
| (d) Cash and Cash Equivalents | | 1,700,598 | 36,600,035 |
| (e) Short-Term Loans and Advances | | 33,568,651 | 19,709,093 |
| (f) Other Current Assets | | 947,804 | - |
| Total Assets | | 120,731,435 | 120,016,360 |

This is the Balance Sheet referred to in our Report of even date.

For VSPN & CO.

CHARTERED ACCOUNTANTS

(N. HARI BABU)

Partner

Membership No. : 209819

Firm Reg. No.: 008178S



For Access Livelihoods Consulting India Limited

(Director)

(Director)



ACCESS LIVELIHOODS CONSULTING INDIA LIMITED

CONSOLIDATED PROFIT & LOSS STATEMENT FOR THE PERIOD ENDED ON 31ST MARCH 2016

| (Amount in ₹) | | | | |
|-----------------|---|------------|-----------------------------------|-----------------------------------|
| # | Particulars | Note. No. | For the year ending on 31.03.2016 | For the year ending on 31.03.2015 |
| I | Revenue From Operations | | 52,290,278 | 30,647,280 |
| II | Other Income | | 3,407,790 | 3,899,099 |
| III | Total Revenue (I + II) | | 55,698,067 | 34,546,379 |
| IV | Expenses: | | | |
| | Changes in Inventories of Finished Goods, Work-in-Progress and Stock-in-Trade | | 5,397,364 | (5,592,538) |
| | Consultants Benefit Expense | | 40,617,537 | 27,830,483 |
| | Financial Costs | | 6,008,072 | 3,987,381 |
| | Depreciation and Amortization Expense | | 397,945 | 385,357 |
| | Other Administrative Expenses | | 3,130,111 | 10,564,780 |
| | Total Expenses (IV) | | 55,551,028 | 37,175,463 |
| V | Profit Before Exceptional and Extraordinary Items and Tax | (III - IV) | 147,039 | (2,629,083) |
| VI | Exceptional Items | | - | - |
| VII | Profit Before Extraordinary Items and Tax (V - VI) | | 147,039 | (2,629,083) |
| VIII | Extraordinary Items | | - | - |
| IX | Profit Before Tax (VII - VIII) | | 147,039 | (2,629,083) |
| X | Tax Expense: | | | |
| | (1) Current Tax | | 79,850 | - |
| | (2) Deferred Tax | | 214,634 | (72,042) |
| XI | Profit(Loss) from the Period from Continuing Operations | (IX-X) | (147,445) | (2,557,041) |
| XII | Profit/(Loss) from Discontinuing Operations | | - | - |
| XIII | Tax Expense of Discounting Operations | | - | - |
| XIV | Profit/(Loss) from Discontinuing Operations (XII - XIII) | | - | - |
| XV | Profit/(Loss) for the Period (XI + XIV) | | (147,445) | (2,557,041) |
| XVI | Earning per Equity Share: | | | |
| | (1) Basic | | - | (8.30) |
| | (2) Diluted | | - | (8.30) |

This is the Profit & Loss Statement referred to in our Report of even date.

FOR VSPN & CO.
CHARTERED ACCOUNTANTS

(N. HARI BABU)
Partner
Membership No. : 209819
Firm Reg. No.: 008178S



For Access Livelihoods Consulting India
Limited

(Director) (Director)



OUR PARTNERS



