



Financial Statement

2015-2016

Janani is non - profit Indian Society registered under the Societies Registration Act 1860 and is affiliated to DKT international, Washington D.C.

FORM NO. 10B

[See rule 17B]

Audit report under section 12A(b) of the Income-tax Act, 1961, in the case of charitable or religious trusts or institutions

<u>We</u> have examined the balance sheet of <u>JANANI</u>, <u>AAAAJ0074C</u> [name and PAN of the trust or institution] as at <u>31/03/2016</u> and the Profit and loss account for the year ended on that date which are in agreement with the books of account maintained by the said trust or institution.

<u>We</u> have obtained all the information and explanations which to the best of <u>our</u> knowledge and belief were necessary for the purposes of the audit. In <u>our</u> opinion, proper books of account have been kept by the head office and the branches of the abovenamed <u>trust</u> visited by <u>us</u> so far as appears from <u>our</u> examination of the books, and proper Returns adequate for the purposes of audit have been received from branches not visited by <u>us</u>, subject to the comments given below:

In our opinion and to the best of our information, and according to information given to us, the said accounts give a true and fair view-

(i) in the case of the balance sheet, of the state of affairs of the above named trust as at 31/03/2016 and

(ii) in the case of the profit and loss account, of the profit or loss of its accounting year ending on 31/03/2016The prescribed particulars are annexed hereto.

Place	NEW DELHI
Date	15/09/2016

Name Membership Number FRN (Firm Registration Number) Address

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SUDHIR N	WARMA Pol
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002598N	6
B-57, 2ND	FLOOR, NEW RAJI
NDER NA	CAR
	SD ACCO

ANNEXURE Statement of particulars I. APPLICATION OF INCOME FOR CHARITABLE OR RELIGIOUS PURPOSES

1.	Aı ch ₹)	mount of income of the previous year applied to aritable or religious purposes in India during that year (461133042
2.	(2 of ch	hether the trust has exercised the option under clause) of the Explanation to section $11(1)$? If so, the details the amount of income deemed to have been applied to aritable or religious purposes in India during the previous ar ($\overline{\mathbf{x}}$)	No Barris Market
3.	ch ex he	mount of income finally set apart for application to aritable or religious purposes, to the extent it does not ceed 15 per cent of the income derived from property ld under trust wholly for such purposes. $(₹)$	Yes 3902790
4.	A	mount of income eligible for exemption under section (1)(c) (Give details)	No
5.	A1 in	nount of income, in addition to the amount referred to item 3 above, accumulated or set apart for specified rposes under section $11(2)$ ($\vec{\mathbf{x}}$)	0
6.	W ha	hether the amount of income mentioned in item 5 above s been invested or deposited in the manner laid down in ction $11(2)(b)$? If so, the details thereof.	Not Applicable
7.	W op sec the	hether any part of the income in respect of which an tion was exercised under clause (2) of the Explanation to ction 11(1) in any earlier year is deemed to be income of e previous year under section 11(1B)? If so, the details ereof ($\overline{\mathbf{x}}$)	No
8.	W	hether, during the previous year, any part of income accur (2) in any earlier year-	nulated or set apart for specified purposes under section
	(a)	has been applied for purposes other than charitable or religious purposes or has ceased to be accumulated or set apart for application thereto, or	No
	(b)	has ceased to remain invested in any security referred to in section 11(2)(b)(i) or deposited in any account referred to in section 11(2)(b)(ii) or section 11(2)(b) (iii), or	No
	(c)	has not been utilised for purposes for which it was accumulated or set apart during the period for which	No

it was to be accumulated or set apart, or in the year immediately following the expiry thereof? If so, the details thereof

IC	details infeoi	DEFENDED TO DI GEOTI
1.	ATION OR USE OF INCOME OR PROPERTY FOR THE BENEFIT OF PERSONS Whether any part of the income or property of the trust was lent, or continues to be lent, in the previous year to any person referred to in section 13(3) (hereinafter referred to in this Annexure as such person)? If so, give details of the amount, rate of interest charged and the nature of security, if any.	No
2.	Whether any part of the income or property of the trust was made, or continued to be made, available for the use of any such person during the previous year? If so, give details of the property and the amount of rent or compensation charged, if any.	No
3.	Whether any payment was made to any such person during the previous year by way of salary, allowance or otherwise? If so, give details	No
4.	Whether the services of the trust were made available to any such person during the previous year? If so, give details thereof together with remuneration or compensation received, if any	No
5.	Whether any share, security or other property was purchased by or on behalf of the trust during the previous year from any such person? If so, give details thereof together with the consideration paid	No
6.	Whether any share, security or other property was sold by or on behalf of the trust during the previous year to any such person? If so, give details thereof together with the consideration received	No
7.	Whether any income or property of the trust was diverted during the previous year in favour of any such person? If so, give details thereof together with the amount of income or value of property so diverted	No
8.	Whether the income or property of the trust was used or applied during the previous year for the benefit of any such person in any other manner? If so, give details	No

III. INVESTMENTS HELD AT ANY TIME DURING THE PREVIOUS YEAR(S) IN CONCERNS IN WHICH PERSONS REFERRED TO IN SECTION 13(3) HAVE A SUBSTANTIAL INTEREST

No the conc	nd address of ern	Where the concern is a company, number and class of shares held	Nominal value of the investment(₹)	Income from the investment(₹)	Whether the amount in col. 4 exceeded 5 per cent of the capital of the concern during the previous year-say, Yes/No
_	Tota	al <u>Olin</u>		CANNON /	
Place Date	<u>NEW DE</u> 15/09/201		TAX DEP	SUDHIR M V	WARMA P
		Membership Nu FRN (Firm Reg Address	umber istration Number)	081489	OOR NEW RAIT
Form Filing Revision/Or	and the second sec	FRN (Firm Reg		081489 002598N B-57, 2ND FI	COR NEW RAH

BALANCE SHEET AS AT MARCH 31, 2016

	Schedule Reference		As at March 31, 2016 (Rs.)		As at March 31, 2015
SOURCES OF FUNDS			(143.)		(Rs.)
Reserve & Surplus	1		1187,79,927		1217,62,621
Secured Loans			34,62,131		31,78,367
Unutilised Grants			303,79,092		431,62,799
			1526,21,150		1681,03,787
APPLICATION OF FUNDS					
Fixed Assets	2				
Gross Block		1383,79,127		1251,99,956	
Less: Depreciation	-	903,75,158		817,79,469	
Net Block		, , , , , , , , , , , , , , , , , , , ,	480,03,969	017,79,409	434,20,487
Capital Work in Progress			-	1	7,08,997
Current Assets, Loans and Advances					
Balance with Scheduled Banks	3	578,69,888		530 67 008	
Loans and Advances	4	403,10,285		539,67,098 514,79,035	
Sundry Debtors		846,77,774		874,22,655	
Stock in Hand	5	207,77,849		218,55,157	
	_	2036,35,796	1	218,55,157	
Less: Current Liabilities & Provisions	6	990,18,614		907,49,642	
Net Current Assets	-		1046,17,182	907,49,042	1239,74,303
		-	1526,21,150		1681,03,787
Significant Accounting Policies and					
Notes to Accounts	8				
		ne schedules refe	erred to above form		
As per our report of even date			the Balance Sheet.		
For S. M. Varma & Co.	Fo	or and on behalf	of		
Chartered Accountants		nani A		~	
Sudhir Varma FCA; CIA (USA) ACCI	NAN	stin Desmond M	an Thompson	2 M	Str.
(Membership No81489)	CLHI +	ountry Director			Member

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Place: New Delhi

Date: September 26, 2016

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RECEIPTS AND PAYMENTS ACCOUNT FOR THE YEAR ENDED MARCH 31, 2016

BALANCE AS ON APRIL 1, 2015			Amount (Rs.)
ADD: RECEIPTS			539,67,098
- Grants received during the year	3 (A)	<u>*</u>	
- Revenue from Products & Services			2592,45,102
- Subsidy received during the year			2007,21,412
- Interest earned during the year			9,04,443
- Other Income			23,10,718
Total Receipts (A)		-	18,54,157
LESS: PAYMENTS		-	5190,02,930
Packaging/ Printing			
Freight/ Distribution Expenses			8,92,451
Advertisement & Promotions			26,02,533
			80,43,837
Salaries & Related Costs			1746,70,406
Traveling			210,00,639
Vehicle Expenses			92,59,025
Trainings, Conferences & Workshops			15,09,579
Postage & Courier			10,25,467
Telephone & Internet			31,51,662
Rent & Utilities			359,46,998
Repair & Maintenance			81,82,279
Contracted Services			209,54,640
Medicines/ Consumables/ Outreach Services			140,55,028
Printing & Stationery			24,66,943
Books & Periodicals			51,892
Legal & Professional Charges			276,75,962
Staff Welfare			19,72,526
Insurance			19,72,326
Bank Charges	*		
Client & Motivator Incentives			9,91,551
Loss on sale/valuation/written off			483,33,100
Purchase of Socially Marketed Products			219,58,810
Liabilities/Provisions adjusted	36:		559,60,392
Advances/Deposits adjusted			42,30,971
- Change in Sundry Debtors			(148,00,412)
Fixed Assets Purchased:			(27,44,881)
Capital Work in Progress			
Furniture & Fixtures		(7,08,997)	
Equipments		12,21,447	
Vehicles		57,80,564	
Computers		55,04,010	
computers		6,73,150	
Fotal Payments (B)	*	*	124,70,174 4611,33,042
BALANCE AS ON MARCH 31, 2016		_	
Represented by :		(A-B)	578,69,888
Balance with Scheduled Banks			
salance with Scheduled Banks			578,69,888
As per our report of even date		_	578,69,888
For S. M. Varma & Co.	D		
Chartered Accountants	For and on behalf of		

Sudhir Varma FCA; CIA (USAD ACCO (Membership No.-81489)

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Place: New Delhi Date: September 26, 2016

JANA Justin Desmond Main Thompson Country Director NEW DELHI ANANI



INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED MARCH 31, 2016

Grants $2592,45,102$ $2444,70,7$ (to the extent recognized as income) Revenue from Social Marketing of Products $866,15,963$ $816,73,9$ Revenue from Clinical Services $1141,05,449$ $884,40,4$ Subsidy from Government $9,04,443$ $11,21,1$ Interest $23,10,718$ $10,12,8$ Other Income $18,54,157$ $13,58,9$ Cher Income $8,54,157$ $13,58,9$ $4180,77,9$ Cost of Socially Marketed Products 7 $570,37,700$ $575,48,9$ Packaging/ Printing $8,92,451$ $2,93,2$ $78,93,733$ $23,07,33$ Advertisement & Promotions $80,43,837$ $85,06,5$ 53 53 $81,79,94,6$ $1597,94,6$ Traveling $210,00,639$ $211,98,7$ $85,96,688$ $81,72,11$ $93,25,92,925$ $75,71,5,75,75,75,75,75,75,75,75,75,75,75,75,7$	NCOME	Schedule Reference	Year ended March 31, 2016 (Rs.)	Year ended March 31, 2015 (Rs.)
(to the extent recognized as income) $2392,43,102$ $2444,70,7$ Revenue from Social Marketing of Products $866,15,963$ $816,73,9$ Revenue from Clinical Services $1141,05,449$ $884,40,4$ Subsidy from Government $9,04,443$ $11,21,1$ Interest $23,10,718$ $10,12,8$ Other Income $18,54,157$ $13,58,9$ EXPENDITURE 4650,35,832 4180,77,9 Cost of Socially Marketed Products 7 $570,37,700$ $575,48,9$ Packaging/ Printing $8,92,451$ $2,93,23$ $23,07,3$ Advertisement & Promotions $80,43,837$ $85,06,5$ $533,22,59,025$ $75,71,5$ Salaries & Related Costs $1746,70,406$ $1597,94,6$ $1597,94,6$ $15,09,579$ $17,64,20$ Depreciation [Refer Note 1.5 on Schedule 8] 2 $85,95,688$ $81,72,1$ $83,56,55$ Cielephone & Internet $31,51,662$ $32,35,43$ $23,35,43$ $23,35,43$ Repair & Maintenance $81,82,279$ $86,64,99$ $392,66,33$ $23,85,75,62$ $276,75,962$ $272,52,52$ $21,554,471$ $23,55,45,998$ $23,$	INCOME			
Revenue from Social Marketing of Products 866,15,963 816,73,9 Revenue from Clinical Services 1141,05,449 884,40,4 Subsidy from Government 9,04,443 11,21,1 Interest 23,10,718 10,12,8 Other Income 18,54,157 13,58,9 EXPENDITURE 4650,35,832 4180,77,9 Cost of Socially Marketed Products 7 570,37,700 575,48,9 Packaging/ Printing 8,92,451 2,93,2 Freight/ Distribution Expenses 26,02,533 23,07,3 Advertisement & Promotions 80,43,837 85,06,5 Salaries & Related Costs 1746,70,406 1597,94,6 Traveling 210,00,639 211,98,7 Vehicle Expenses 92,59,025 75,71,5 Trainings, Conferences & Workshops 15,09,579 176,42,0 Depreciation [Refer Note 1.5 on Schedule 8] 2 895,668 81,72,21 Postage & Courier 10,25,467 8,35,62 32,35,4 Repair & Maintenance 81,82,279 86,64,93 32,35,4 Medicines/			2592,45,102	2444,70,735
Revenue from Clinical Services 1141,105,449 384,40,4 Subsidy from Government 9,04,443 11,21,1 Interest 23,10,718 10,128 Other Income 18,54,157 13,58,9 EXPENDITURE 4650,35,832 4180,77,9 Cost of Socially Marketed Products 7 570,37,700 575,48,9 Packaging/ Printing 8,92,451 2,93,2 Freight/ Distribution Expenses 26,02,533 23,07,3 Advertisement & Promotions 80,43,837 85,06,5 Salaries & Related Costs 1746,70,406 1597,94,6 Traveling 210,00,639 211,98,7 Vehicle Expenses 92,59,025 75,71,5 Trainings, Conferences & Workshops 150,9579 176,42,0 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,1 Postage & Courier 10,25,467 8,35,6 140,55,028 164,098 Repair & Maintenance 81,82,279 86,84,94 20,26,23 23,53,4 Repair & Maintenance 81,82,279 86,84,84 20,52 27,52,62 272,52,22 21,55,1 17,90,22 <td></td> <td></td> <td></td> <td></td>				
Subsidy from Government 1111,03,443 1121,1 Interest 23,10,718 10,12,8 Other Income 18,54,157 13,58,9 EXPENDITURE 4650,35,832 4180,77,9 Cost of Socially Marketed Products 7 570,37,700 575,48,9 Packaging/ Printing 8,92,451 2,93,2 Freight/ Distribution Expenses 26,02,533 23,07,3 Advertisement & Promotions 80,43,837 85,06,5 Salaries & Related Costs 1746,70,406 1597,94,6 Traveling 210,00,639 211,98,7 Vehicle Expenses 92,59,025 75,71,75,71,51,51,09,579 Trainings, Conferences & Workshops 15,09,579 17642,00 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,11 Postage & Courier 10,25,467 8,35,66 32,35,44 Telephone & Internet 31,51,662 32,35,45 32,85,75 Repair & Maintenance 81,82,279 86,84,92 61,72 Contracted Services 140,55,028 164,09,9 92,75,562				816,73,931
Interest 11,21,1 Other Income 18,54,157 13,58,9 EXPENDITURE 4650,35,832 4180,77,9 Cost of Socially Marketed Products 7 570,37,700 575,48,9 Packaging/ Printing 8,92,451 2,93,2 Freight/ Distribution Expenses 26,02,533 23,07,3 Advertisement & Promotions 80,43,837 85,06,5 Salaries & Related Costs 1746,70,406 1597,94,6 Traveling 210,00,639 211,98,7 Vehicle Expenses 92,59,025 75,71,5 Trainings, Conferences & Workshops 15,09,579 176,42,0 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,11 Postage & Courier 10,25,467 8,35,60 23,25,47 Rent & Utilities 359,46,998 392,62,33 24,66,943 23,85,79 Contracted Services 10,05,028 164,09,9 161,65 276,55,962 272,52,25 272,52,25 272,52,25 210,53,46 32,85,79 164,61,93 23,85,79 164,61,99,93 238,57,95			12 CT	884,40,413
Other Income 23, 0716 10, 12,8 Other Income 18,54,157 13,58,9 EXPENDITURE 4650,35,832 4180,77,9 Cost of Socially Marketed Products 7 570,37,700 575,48,9 Packaging/ Printing 8,92,451 2,93,2 Freight/ Distribution Expenses 26,02,533 23,07,3 Advertisement & Promotions 80,43,837 85,06,5 Salaries & Related Costs 1746,70,406 1597,94,6 Traveling 210,00,639 211,98,7 Vehicle Expenses 92,59,025 75,71,5 Trainings, Conferences & Workshops 15,09,579 176,42,0 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,11 Postage & Courier 10,25,467 8,35,67 16,49,99 Telephone & Internet 31,51,662 32,35,4 16,49,99 Repair & Maintenance 81,82,279 86,84,92 16,51,55 Medicines/ Consumables/ Outreach Services 140,55,028 164,09,99 23,852,75,902 272,52,22 Staff Welfare 19,72,526<				11,21,134
EXPENDITURE 15,38,3 Cost of Socially Marketed Products 7 570,37,700 575,48,9 Packaging/ Printing 8,92,451 2,93,2 Freight/ Distribution Expenses 26,02,533 23,07,3 Advertisement & Promotions 80,43,837 85,06,5 Salaries & Related Costs 1746,70,406 1597,94,6 Traveling 210,00,639 211,98,7 Vehicle Expenses 92,59,025 75,71,5,7 Trainings, Conferences & Workshops 15,09,579 176,42,00 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,11 Postage & Courier 10,25,467 8,35,66 32,35,4 Rent & Utilities 315,1,662 32,35,4 32,62,33 Repair & Maintenance 81,82,279 86,84,93 329,26,2,33 Contracted Services 140,55,028 164,09,9 21,85,95,662 272,52,25 Printing & Stationery 24,66,943 23,85,75 61,77 24,66,943 23,85,75 Books & Periodicals 51,892 61,77 272,52,62 <td< td=""><td></td><td></td><td></td><td>10,12,804</td></td<>				10,12,804
EXPENDITURE 1000111 Cost of Socially Marketed Products 7 570,37,700 575,48,9 Packaging/ Printing 8,92,451 2,93,2 Freight/ Distribution Expenses 26,02,533 23,07,3 Advertisement & Promotions 80,43,837 85,06,5 Salaries & Related Costs 1746,70,406 1597,94,6 Traveling 210,00,639 211,98,7 Vehicle Expenses 92,59,025 75,71,5,5 Trainings, Conferences & Workshops 15,09,579 176,42,00 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,11 Postage & Courier 10,25,467 8,35,66 176,42,00 Telephone & Internet 31,51,662 32,35,4 88 Rent & Utilities 359,46,998 392,62,33 32,66,33 23,85,79 Contracted Services 140,55,028 164,09,9 164,09,9 164,09,9 164,09,9 164,09,9 164,09,9 164,09,9 164,09,9 164,09,9 164,09,9 164,09,9 164,09,9 164,05,02 164,03,9 164,09,9	Other Income			13,58,937
Cost of Socially Marketed Products 7 570,37,700 575,48,9 Packaging/ Printing 8,92,451 2,93,2 Freight/ Distribution Expenses 26,02,533 23,07,3 Advertisement & Promotions 80,43,837 85,06,5 Salaries & Related Costs 1746,70,406 1597,94,6 Traveling 210,00,639 211,98,7 Vehicle Expenses 92,59,025 75,71,5 Trainings, Conferences & Workshops 15,09,579 176,42,0 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,10 Postage & Courier 10,25,467 8,35,66 23,35,4 Telephone & Internet 31,51,662 32,35,4 32,46,998 392,62,33 Repair & Maintenance 81,82,279 86,84,92 32,66,53 32,35,4 32,66,53 32,35,4 32,66,53 32,35,4 32,05,2 32,35,4 32,35,4 32,35,4 32,46,998 392,62,33 32,06,33 32,35,67 32,66,53 32,35,67 32,35,45 32,66,53 32,25,25 35,77 36,64,99 32,35,67	EVDENDITUDE		4650,35,832	4180,77,954
Packaging/ Printing 8/92,451 2/93,2 Freight/ Distribution Expenses 26,02,533 23,073 Advertisement & Promotions 80,43,837 85,06,55 Salaries & Related Costs 1746,70,406 1597,94,6 Traveling 210,00,639 211,98,7 Vehicle Expenses 92,59,025 75,71,55 Trainings, Conferences & Workshops 15,09,579 176,42,0 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,10 Postage & Courier 10,25,467 8,35,60 32,35,47 Postage & Courier 31,51,662 32,35,4 32,35,4 Rent & Utilities 359,46,998 392,62,33 392,62,33 Repair & Maintenance 81,82,279 86,84,93 32,85,76 Medicines/ Consumables/ Outreach Services 209,54,641 326,16,53 32,85,77 Books & Periodicals 51,892 61,72 61,72 32,85,77 Books & Periodicals 51,892 61,72 32,85,77 32,85,77 32,85,77 32,85,72 32,85,72 32,85,72 <td< td=""><td></td><td>_</td><td></td><td></td></td<>		_		
Freight/ Distribution Expenses 26,02,533 22,932 Advertisement & Promotions 80,43,837 85,06,5 Salaries & Related Costs 1746,70,406 1597,94,6 Traveling 210,00,639 211,98,7 Vehicle Expenses 92,59,025 75,71,57 Trainings, Conferences & Workshops 15,09,579 176,42,0 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,11 Postage & Courier 10,25,467 8,35,66 1746,70,406 8,35,66 Telephone & Internet 31,51,662 32,35,4 81,72,21 83,92,62,33 82,279 86,84,92 Contracted Services 209,54,641 326,16,55 32,85,77 <td< td=""><td></td><td>7</td><td></td><td>575,48,930</td></td<>		7		575,48,930
Advertisement & Promotions 20,01,33 23,01,3 Salaries & Related Costs 1746,70,406 1597,94,6 Traveling 210,00,639 211,98,7 Vehicle Expenses 92,59,025 75,71,57 Trainings, Conferences & Workshops 15,09,579 176,42,00 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,10 Postage & Courier 10,25,467 8,35,66 176,42,00 Telephone & Internet 31,51,662 32,35,4 32,35,4 Rent & Utilities 359,46,998 392,62,33 32,35,4 Rent & Utilities 359,46,998 392,62,33 32,35,4 Medicines/ Consumables/ Outreach Services 140,55,028 164,09,9 Printing & Stationery 24,66,943 23,85,79 Books & Periodicals 51,892 61,77 Legal & Professional Charges 276,75,962 272,52,29 Staff Welfare 19,72,526 21,05,42 Insurance 12,71,470 13,51,46 Bank Charges 9,91,551 17,90,22 Client & Motivator Incentives 483,33,100 123,73,72				2,93,232
Salaries & Related Costs 1746,70,406 1597,94,6 Traveling 210,00,639 211,98,7 Vehicle Expenses 92,59,025 75,71,5 Trainings, Conferences & Workshops 15,09,579 176,42,0 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,10 Postage & Courier 10,25,467 8,35,60 32,35,4 Rent & Utilities 3159,46,998 392,62,33 329,26,23 164,40,99 Contracted Services 209,54,641 326,16,53 164,09,99 <td></td> <td></td> <td></td> <td>23,07,391</td>				23,07,391
Traveling 1740,70,400 1597,94,6 Vehicle Expenses 210,00,639 211,98,7 Trainings, Conferences & Workshops 15,09,579 176,42,00 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,14 Postage & Courier 10,25,467 8,35,66 Telephone & Internet 31,51,662 32,35,44 Rent & Utilities 359,46,998 392,62,33 Repair & Maintenance 81,82,279 86,84,90 Contracted Services 209,54,641 326,16,53 Medicines/ Consumables/ Outreach Services 140,55,028 164,09,99 Printing & Stationery 24,66,943 23,85,75 Books & Periodicals 51,892 61,72 Legal & Professional Charges 276,75,962 272,52,22 Staff Welfare 19,72,526 21,05,42 Insurance 9,91,551 17,90,28 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the 4716,50,187 4314,01,00				85,06,526
Vehicle Expenses 211,98,7 Vehicle Expenses 92,59,025 Trainings, Conferences & Workshops 15,09,579 Depreciation [Refer Note 1.5 on Schedule 8] 2 Postage & Courier 10,25,467 Telephone & Internet 31,51,662 Rent & Utilities 359,46,998 Postage & Courier 10,25,025 Contracted Services 209,54,641 Medicines/ Consumables/ Outreach Services 140,55,028 Printing & Stationery 24,66,943 Books & Periodicals 51,892 Legal & Professional Charges 276,75,962 Staff Welfare 19,72,526 Insurance 9,91,551 Bank Charges 9,91,551 Client & Motivator Incentives 483,33,100 Loss on sale/valuation/written off 219,58,810 Cuexer transferred to Reserve & Surplue 4314,01,00				1597,94,673
Trainings, Conferences & Workshops 15,09,579 17,6,42,00 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,10 Postage & Courier 10,25,467 8,35,60 Trainings, Conferences & Workshops 31,51,662 32,35,4 Postage & Courier 31,51,662 32,35,4 Rent & Utilities 359,46,998 392,62,33 Repair & Maintenance 81,82,279 86,84,99 Contracted Services 209,54,641 326,16,53 Medicines/ Consumables/ Outreach Services 140,55,028 164,09,99 Printing & Stationery 24,66,943 23,85,77 Books & Periodicals 51,892 61,72 Legal & Professional Charges 276,75,962 272,52,29 Staff Welfare 19,72,526 21,05,42 Insurance 12,71,470 13,51,46 Bank Charges 9,91,551 17,90,28 Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the 4716,50,187 4314,01,00				211,98,737
Trainings, Conferences & Workshops 15,09,579 176,42,0 Depreciation [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,10 Postage & Courier 10,25,467 8,35,60 Telephone & Internet 31,51,662 32,35,4 Rent & Utilities 359,46,998 392,62,33 Repair & Maintenance 81,82,279 86,84,90 Contracted Services 209,54,641 326,16,50 Medicines/ Consumables/ Outreach Services 140,55,028 164,09,99 Printing & Stationery 24,66,943 23,85,79 Books & Periodicals 51,892 61,75 Legal & Professional Charges 276,75,962 272,52,29 Staff Welfare 19,72,526 21,05,42 Insurance 12,71,470 13,51,46 Bank Charges 9,91,551 17,90,28 Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the 4716,50,187 4314,01,00			Protocol American Anna Anna Anna Anna Anna Anna Anna A	75,71,587
Depreteration [Refer Note 1.5 on Schedule 8] 2 85,95,688 81,72,10 Postage & Courier 10,25,467 8,35,60 Telephone & Internet 31,51,662 32,35,4 Rent & Utilities 359,46,998 392,62,33 Repair & Maintenance 81,82,279 86,84,90 Contracted Services 209,54,641 326,16,53 Medicines/ Consumables/ Outreach Services 140,55,028 164,09,99 Printing & Stationery 24,66,943 23,85,79 Books & Periodicals 51,892 61,75 Legal & Professional Charges 276,75,962 272,52,29 Staff Welfare 19,72,526 21,05,42 Insurance 9,91,551 17,90,28 Bank Charges 9,91,551 17,90,28 Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the 4716,50,187 4314,01,00				176,42,022
Postage & Courier 10,25,467 8,35,67 Telephone & Internet 31,51,662 32,35,4 Rent & Utilities 359,46,998 392,62,37 Repair & Maintenance 81,82,279 86,84,99 Contracted Services 209,54,641 326,16,55 Medicines/ Consumables/ Outreach Services 140,55,028 164,09,99 Printing & Stationery 24,66,943 23,85,79 Books & Periodicals 51,892 61,75 Legal & Professional Charges 276,75,962 272,52,29 Staff Welfare 19,72,526 21,05,42 Insurance 9,91,551 17,90,28 Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the - - wear transferred to Beserve & Surplus - -		2		81,72,162
Telephone & Internet 31,51,662 32,35,4 Rent & Utilities 359,46,998 392,62,33 Repair & Maintenance 81,82,279 86,84,99 Contracted Services 209,54,641 326,16,53 Medicines/ Consumables/ Outreach Services 140,55,028 164,09,9 Printing & Stationery 24,66,943 23,85,79 Books & Periodicals 51,892 61,75 Legal & Professional Charges 276,75,962 272,52,29 Staff Welfare 19,72,526 21,05,42 Insurance 9,91,551 17,90,28 Bank Charges 9,91,551 17,90,28 Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the year transferred to Reserve & Sumplue 4314,01,00			10,25,467	8,35,693
Rent & Offlittes 359,46,998 392,62,33 Repair & Maintenance 81,82,279 86,84,93 Contracted Services 209,54,641 326,16,53 Medicines/ Consumables/ Outreach Services 140,55,028 164,09,92 Printing & Stationery 24,66,943 23,85,79 Books & Periodicals 51,892 61,72 Legal & Professional Charges 276,75,962 272,52,25 Staff Welfare 19,72,526 21,05,42 Insurance 12,71,470 13,51,46 Bank Charges 9,91,551 17,90,28 Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the ver transferred to Reserve & Surplus 466,44,07 4314,01,00			31,51,662	32,35,444
Repair & Maintenance81,82,27986,84,90Contracted Services209,54,641326,16,50Medicines/ Consumables/ Outreach Services140,55,028164,09,90Printing & Stationery24,66,94323,85,79Books & Periodicals51,89261,75Legal & Professional Charges276,75,962272,52,29Staff Welfare19,72,52621,05,42Insurance12,71,47013,51,46Bank Charges9,91,55117,90,28Client & Motivator Incentives483,33,100123,73,72Loss on sale/valuation/written off219,58,810-Excess of Income over Expenditure for the4716,50,1874314,01,00			359,46,998	392,62,388
Contracted Services 209,54,641 326,16,53 Medicines/ Consumables/ Outreach Services 140,55,028 164,09,9 Printing & Stationery 24,66,943 23,85,79 Books & Periodicals 51,892 61,72 Legal & Professional Charges 276,75,962 272,52,29 Staff Welfare 19,72,526 21,05,42 Insurance 12,71,470 13,51,46 Bank Charges 9,91,551 17,90,28 Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the ver transferred to Reserve & Surplus 466,14,07 4314,01,00			81,82,279	86,84,987
Medicines/ Consumables/ Outreach Services 140,55,028 164,09,9 Printing & Stationery 24,66,943 23,85,79 Books & Periodicals 51,892 61,72 Legal & Professional Charges 276,75,962 272,52,29 Staff Welfare 19,72,526 21,05,42 Insurance 12,71,470 13,51,46 Bank Charges 9,91,551 17,90,28 Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the year transferred to Reserve & Surplus 4614,000 -			209,54,641	326,16,582
Printing & Stationery 24,66,943 23,85,79 Books & Periodicals 51,892 61,72 Legal & Professional Charges 276,75,962 272,52,29 Staff Welfare 19,72,526 21,05,42 Insurance 12,71,470 13,51,46 Bank Charges 9,91,551 17,90,28 Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the 4716,50,187 4314,01,00			140,55,028	164,09,915
Books & Periodicals 51,892 61,72 Legal & Professional Charges 276,75,962 272,52,29 Staff Welfare 19,72,526 21,05,42 Insurance 12,71,470 13,51,46 Bank Charges 9,91,551 17,90,28 Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the 4716,50,187 4314,01,00			24,66,943	23,85,794
Legal & Professional Charges 276,75,962 272,52,29 Staff Welfare 19,72,526 21,05,42 Insurance 12,71,470 13,51,46 Bank Charges 9,91,551 17,90,28 Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the 4716,50,187 4314,01,00			51,892	61,751
Stati wenare 19,72,526 21,05,42 Insurance 12,71,470 13,51,46 Bank Charges 9,91,551 17,90,28 Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the 4716,50,187 4314,01,00			276,75,962	
Insurance12,71,47013,51,40Bank Charges9,91,55117,90,28Client & Motivator Incentives483,33,100123,73,72Loss on sale/valuation/written off219,58,810-Excess of Income over Expenditure for the4716,50,1874314,01,00			19,72,526	
Bank Charges9,91,55117,90,28Client & Motivator Incentives483,33,100123,73,72Loss on sale/valuation/written off219,58,810-Excess of Income over Expenditure for the4716,50,1874314,01,00				
Client & Motivator Incentives 483,33,100 123,73,72 Loss on sale/valuation/written off 219,58,810 - Excess of Income over Expenditure for the 4716,50,187 4314,01,00 vear transferred to Reserve & Surplus 666,14,077 -				
Loss on sale/valuation/written off 219,58,810 Excess of Income over Expenditure for the 4314,01,00				
Excess of Income over Expenditure for the 4716,50,187 4314,01,00	Loss on sale/valuation/written off			120,10,120
Excess of Income over Expenditure for the				4314.01.004
year transferred to Reserve & Surplus				4514,01,004
(66,14,355) (133,23,05)	year transferred to Reserve & Surplus		(66,14,355)	(133,23,050)

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NEW DELHI

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Significant Accounting Policies and Notes to Accounts

As per our report of even date

For S. M. Varma & Co. Chartered Accountants

Sudhir Varina FCA; CIA (OSA)

FCA; CIA (USA) (Membership No.-81489)

Place: New Delhi Date: September 26, 2016 The schedules referred to above form an integral part of the Income and Expenditure Account.

For and on behalf of Janani

Justin Desmond Main Thompson Country Director



	As at March 31, 2016 (Rs.)	As at March 31, 2015 (Rs.)
SCHEDULE-1		
RESERVE & SURPLUS		
Gratuity Reserve B/f	28,21,009	28,21,009
Gratuity Reserve LIC	160,07,057	123,75,395
Income & Expenditure Account B/f	1065,66,216	1198,89,267
Net Surplus/ (Deficit) for the year (from Income & Expenditure Account)	(66,14,355)	(133,23,050)
	1187,79,927	1217,62,621



ANA NEW DELHI ANAN

SCHEDULE-2

FIXED ASSETS (AT COST) [Refer Note 1.4 & 1.5 on Schedule 8]

			Gross Block					Depreciation	tion		Net Bloc
Description	Acon	Additions during the year	ing the year	Sale/			A LOSS AND A	For the year	e vear		
a contraction	April 1, 2015	Within 180 Days After 180 Days		Adjustment	AS on March 31, 2016	Rate	April 1, 2015	at full rate	alf rate	Upto As on March 31, 2016 March 31, 2016 Ma	As on March 31, 2016
Furniture & Fixtures	220,24,175	1,98,336	10,23,111		232.45.622	10%	114.41.412	10.78.110	51 156	125 70 678	106 74 945
Equipments	565,75,612	34,55,556	23,25,007	•	623,56,176	15%	364.64.353	35 35 022	1 74 376	401 73 751	221 82 424
Computers	235,79,314	5,70,100	1,03,050	∎ ¹ 2.	242,52,464	60%	218,33,410	13,89,603	30.915	232 53 928	9 98 537
Vehicles	230,20,855	36,88,308	18,15,702		285,24,865	15%	120.40.294	22.00.330	1.36.177	143 76 801	141 48 063
TOTAL	1251,99,956	79,12,300	52,66,870	2.	1383,79,127		817,79,469	82.03.055	3.92.624	903.75.158	480.03.969
Previous Year	1132,46,715	72,91,102	46,62,140		1251.99.956		736.07.307	75.88.776	582 286	81779469	434 20 487



* NEW DELHI ANAN ANA * 2

	ε 3	As at March 31, 2016 (Rs.)	As at March 31, 2015 (Rs.)
SCHEDULE-3			
BALANCE WITH SCHEDULED BANKS			
Balance under Savings Accounts		530,04,946	480,39,119
Balance under Current Accounts		2,63,282	15,55,498
Balance under Fixed Deposits (Under lien with Banks for Guarantees issued)		46,01,660	43,72,481
(Onder hen with Banks for Ouarantees issued)		578,69,888	539,67,098
SCHEDULE-4			
LOANS AND ADVANCES (Unsecured-considered good)			
Advances recoverable in cash or in kind or for value to be received		113,46,421	238,75,206
Deposits		250,43,940	228,32,664
Other Receivables		2,93,951	6,46,045
TDS Receivable	57 W	36,25,973	41,25,120
		403,10,285	514,79,035



NEW DELHI NAN

SCHEDULE-5

STOCK IN HAND

[Refer Note 1.6 on Schedule 8]

Item Particulars

Item Particulars	Unit Measurement	Stock Balance Units	Rate per unit (Rs.)	Stock Value (Rs.)
MITHUN CONDOM (2x36x45)	Pieces	2,110	1.50	3,165
Mithun Dotted 3's Juicy Strawberry Condom	Pieces	71,295	1.59	1,13,359
Mithun Dotted 3's Ripe Mango Condom	Pieces	12	1.59	1,10,009
Mithun Dotted 3's Fresh Mint Condom	Pieces	1,14,237	1.67	1,90,988
Mithun Extra Time Condom (3x24x45)	Pieces	10,110	1.82	18,430
Mithun Silky Smooth Condom (10x10x40)	Pieces	98,974	1.13	1,12,315
Mithun Plain Condom 3 pcs (3x24x45)	Pieces	4,356	1.55	6,746
Mithun Cocktail Condom (10x10x40)	Pieces	11,770	1.64	19,353
Mithun Dotted 4's Juicy Straberry Condom	Pieces	19,28,832	1.83	35,24,640
Mithun Dotted 4's Ripe Mango Condom	Pieces	3,42,888	1.82	6,24,413
Mithun Dotted 4's Fresh Mint Condom	Pieces	12,34,376	1.83	22,58,818
Mithun Silky Smooth Condom 2's	Pieces	11,77,616	0.69	8,11,978
Mithun Silky Smooth 10's Condom (10x10x4		30,58,400	0.79	
STYLE CONDOMS (4x18x45)	Pieces	256	0.48	24,20,776
Style Condoms (5x20x40)	Pieces	43,22,045	0.48	123
PARI Contraceptive Injection 150mg/1ml	Pieces	43,22,045	26.20	25,04,331
Surya Postpil (1x12x30)	Pieces	40,507	3.34	82,530
Surya Latex Gloves#6.5	Pieces	19,753	8.31	1,35,407
Surya Latex Gloves#7.0	Pieces	14,933	8.24	1,64,219
Surya Latex Gloves#7.5	Pieces			1,23,098
Sakhi Cu375 Sleek (Intrauterine Contraceptiv		2,600	8.28	21,531
Urvashi Cu375 Intrauterine Contraceptive De		228	34.08	7,770
IUD 380 (Intrauterine Contraceptive Device)		28,745	25.53	7,33,860
Eloira (Intrauterine Contraceptive Device)		5	23.92	120
MVA Aspirator	Pieces	45	1,517.94	68,307
Easy Grip Cannulas 4mm	Pieces	432	1,002.00	4,32,864
Easy Grip Cannulas 5mm	Pieces	1	76.84	77
Easy Grip Cannulas 6mm	Pieces	218	80.59	17,568
Easy Grip Cannulas 7mm	Pieces	33	81.76	2,698
Easy Grip Cannulas 8mm	Pieces	208	79.56	16,548
Easy Grip Cannulas 10mm	Pieces	163	82.61	13,465
Trust Deso Oral Contraceptive Pills	Pieces	1	73.12	73
Trust DEE Oral Contraceptive Fills	Pieces	11,687	26.95	3,14,965
	Pieces	5,809	85.00	4,93,765
Apsara Oral Contraceptive Pills (3x12x30)	Cycles	26,285	2.00	52,509
Apsara Oral Contraceptive Pills (1x15x60)	Cycles	4,45,781	2.44	10,85,820
Janlyte ORS Powder-21gms (1x30x18)	Sachets	97,890	2.75	2,69,589
Surva Surepill LD Oral Contraceptive Pills	Strips	37,574	4.00	1,50,296
Surya Pregnancy TestStrip(1x1)	Pieces	53,721	2.02	1,08,317
Surya Mithun Sildenafil Tablet	Tablets	656	1.01	663
Surya Trust Miso	Pieces	722	9.14	6,595
Surya Trust Sanitary Napkin	Pieces	32	1.37	44
Surya Trust STI Treatment Kit (1x10x12)	Kits	2,408	20.94	50,427
Calcifem D	Pieces	13,370	5.04	67,369
Surya Ferrofem	Pieces	21,077	3.51	73,993
Trust Mediplan (1x10x15)	Pieces	89	38.38	3,416



Item Particulars	Unit	Stock Balance	Rate per unit	Stock Value
	Measurement	Units	(Rs.)	(Rs.)
Surya Ornidazole+OfloxacineTab	Pieces	1,200	16.35	19,620
Trust HCV Test Kit	Kits	1,817	21.32	38,738
Trust Chlamydia Test Kit	Kits	5,072	86.28	4,37,612
Trust Gonorrhea Test Kit	Kits	5,132	86.28	4,42,789
Trust Syphilis Test Kit	Kits	3,612	9.14	33,014
Trust Fortified Chewable Tablets (Strawberry)	Pouches	36,975	10.83	4,00,575
Trust Fortified Chewable Tablets (Vanila)	Pouches	28,490	10.83	3,08,651
Trust Fortified Chewable Tablets (Chocolate)	Pouches	35,640	10.83	3,86,112
Packaging Materials				16,03,382
				207,77,849



JANA * (NEW DELMI) ANAN

	As at March 31, 2016 (Rs.)	As at March 31, 2015 (Rs.)
SCHEDULE-6	18	
CURRENT LIABILITIES & PROVISIONS		
Sundry Creditors	957,50,824	861,55,524
Other Liabilities	32,67,790	45, <mark>9</mark> 4,118
а 1	990,18,614	907,49,642
NARA14 & SANA	ELMI) . S. A	

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	Year ended March 31, 2016 (Rs.)	Year ended March 31, 2015 (Rs.)
SCHEDULE-7		
COST OF SOCIALLY MARKETED PRODUCTS		
Opening Stock of Products	218,55,157	119,21,757
Add:		
Purchase of Products during the year	559,60,392	674,82,330
Less:		
Closing Stock of Products	(207,77,849)	(218,55,157)
Loss on Inventory Valuation		
(Cost or Market Value which ever is lower)		
	570,37,700	575,48,930



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