



# 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.

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

We have examined the balance sheet of **JANANI**, **AAAAJ0074C** [name and PAN of the trust or institution] as at **31/03/2016** 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.

We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of the audit. In our opinion, proper books of account have been kept by the head office and the branches of the abovenamed trust visited by us so far as appears from our examination of the books, and proper Returns adequate for the purposes of audit have been received from branches not visited by us, 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 **31/03/2016**

The prescribed particulars are annexed hereto.

Place **NEW DELHI**

Date **15/09/2016**

Name  
Membership Number  
FRN (Firm Registration Number)  
Address

**SUDHIR M VARMA**  
**081489**  
**002598N**  
**B-57, 2ND FLOOR, NEW RAJ**  
**INDER NAGAR,**

## ANNEXURE

## Statement of particulars

## I. APPLICATION OF INCOME FOR CHARITABLE OR RELIGIOUS PURPOSES

1.	Amount of income of the previous year applied to charitable or religious purposes in India during that year ( ₹ )	461133042
2.	Whether the <u>trust</u> has exercised the option under clause (2) of the Explanation to section 11(1) ? If so, the details of the amount of income deemed to have been applied to charitable or religious purposes in India during the previous year ( ₹ )	No
3.	Amount of income <b>finally set apart</b> for application to charitable or religious purposes, to the extent it does not exceed 15 per cent of the income derived from property held under trust <b>wholly</b> for such purposes. ( ₹ )	Yes 3902790
4.	Amount of income eligible for exemption under section 11(1)(c) (Give details)	No
5.	Amount of income, in addition to the amount referred to in item 3 above, accumulated or set apart for specified purposes under section 11(2) ( ₹ )	0
6.	Whether the amount of income mentioned in item 5 above has been invested or deposited in the manner laid down in section 11(2)(b) ? If so, the details thereof.	Not Applicable
7.	Whether any part of the income in respect of which an option was exercised under clause (2) of the Explanation to section 11(1) in any earlier year is deemed to be income of the previous year under section 11(1B) ? If so, the details thereof ( ₹ )	No
8.	Whether, during the previous year, any part of income accumulated or set apart for specified purposes under section 11(2) in any earlier year-	
(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



## II. APPLICATION OR USE OF INCOME OR PROPERTY FOR THE BENEFIT OF PERSONS REFERRED TO IN SECTION 13(3)

### 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

Form Filing Details	
Revision/Original	Original

**JANANI  
CONSOLIDATED**

**BALANCE SHEET AS AT MARCH 31, 2016**

	Schedule Reference	As at March 31, 2016 (Rs.)	As at March 31, 2015 (Rs.)
<b>SOURCES OF FUNDS</b>			
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
		<u>1526,21,150</u>	<u>1681,03,787</u>
<b>APPLICATION OF FUNDS</b>			
Fixed Assets	2		
Gross Block		1383,79,127	1251,99,956
Less: Depreciation		<u>903,75,158</u>	<u>817,79,469</u>
Net Block		480,03,969	434,20,487
Capital Work in Progress			7,08,997
Current Assets, Loans and Advances			
Balance with Scheduled Banks	3	578,69,888	539,67,098
Loans and Advances	4	403,10,285	514,79,035
Sundry Debtors		846,77,774	874,22,655
Stock in Hand	5	<u>207,77,849</u>	<u>218,55,157</u>
		2036,35,796	2147,23,945
Less: Current Liabilities & Provisions	6	<u>990,18,614</u>	<u>907,49,642</u>
Net Current Assets		1046,17,182	1239,74,303
		<u>1526,21,150</u>	<u>1681,03,787</u>

Significant Accounting Policies and  
Notes to Accounts

8

The schedules referred to above form  
an integral part of the Balance Sheet.

As per our report of even date

For S. M. Varma & Co.  
Chartered Accountants

For and on behalf of  
Janani

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

Justin Desmond Mann Thompson  
Country Director

Member

Place: New Delhi  
Date: September 26, 2016



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*[Handwritten signature of Member]*



**JANANI  
CONSOLIDATED**

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

	Amount (Rs.)
<b>BALANCE AS ON APRIL 1, 2015</b>	<b>539,67,098</b>
<b>ADD: RECEIPTS</b>	
- Grants received during the year	2592,45,102
- Revenue from Products & Services	2007,21,412
- Subsidy received during the year	9,04,443
- Interest earned during the year	23,10,718
- Other Income	18,54,157
<b>Total Receipts (A)</b>	<b>5190,02,930</b>
<b>LESS: PAYMENTS</b>	
Packaging/ Printing	8,92,451
Freight/ Distribution Expenses	26,02,533
Advertisement & Promotions	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	12,71,470
Bank Charges	9,91,551
Client & Motivator Incentives	483,33,100
Loss on sale/valuation/written off	219,58,810
Purchase of Socially Marketed Products	559,60,392
Liabilities/Provisions adjusted	42,30,971
Advances/Deposits adjusted	(148,00,412)
- Change in Sundry Debtors	(27,44,881)
Fixed Assets Purchased:	
Capital Work in Progress	(7,08,997)
Furniture & Fixtures	12,21,447
Equipments	57,80,564
Vehicles	55,04,010
Computers	6,73,150
<b>Total Payments (B)</b>	<b>124,70,174</b>
<b>BALANCE AS ON MARCH 31, 2016</b>	<b>4611,33,042</b>
Represented by :	<b>(A-B) 578,69,888</b>
Balance with Scheduled Banks	<b>578,69,888</b>
As per our report of even date	<b>578,69,888</b>

For **S. M. Varma & Co.**  
Chartered Accountants

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

Place: New Delhi  
Date: September 26, 2016

For and on behalf of  
**Janani**

Justin Desmond Main Thompson  
Country Director

Member

**JANANI  
CONSOLIDATED**

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

	<b>Schedule Reference</b>	<b>Year ended March 31, 2016 (Rs.)</b>	<b>Year ended March 31, 2015 (Rs.)</b>
<b>INCOME</b>			
Grants		2592,45,102	2444,70,735
(to the extent recognized as income)			
Revenue from Social Marketing of Products		866,15,963	816,73,931
Revenue from Clinical Services		1141,05,449	884,40,413
Subsidy from Government		9,04,443	11,21,134
Interest		23,10,718	10,12,804
Other Income		18,54,157	13,58,937
		<b>4650,35,832</b>	<b>4180,77,954</b>
<b>EXPENDITURE</b>			
Cost of Socially Marketed Products	7	570,37,700	575,48,930
Packaging/ Printing		8,92,451	2,93,232
Freight/ Distribution Expenses		26,02,533	23,07,391
Advertisement & Promotions		80,43,837	85,06,526
Salaries & Related Costs		1746,70,406	1597,94,673
Traveling		210,00,639	211,98,737
Vehicle Expenses		92,59,025	75,71,587
Trainings, Conferences & Workshops		15,09,579	176,42,022
Depreciation [Refer Note 1.5 on Schedule 8]	2	85,95,688	81,72,162
Postage & Courier		10,25,467	8,35,693
Telephone & Internet		31,51,662	32,35,444
Rent & Utilities		359,46,998	392,62,388
Repair & Maintenance		81,82,279	86,84,987
Contracted Services		209,54,641	326,16,582
Medicines/ Consumables/ Outreach Services		140,55,028	164,09,915
Printing & Stationery		24,66,943	23,85,794
Books & Periodicals		51,892	61,751
Legal & Professional Charges		276,75,962	272,52,296
Staff Welfare		19,72,526	21,05,420
Insurance		12,71,470	13,51,467
Bank Charges		9,91,551	17,90,282
Client & Motivator Incentives		483,33,100	123,73,725
Loss on sale/valuation/written off		219,58,810	-
		<b>4716,50,187</b>	<b>4314,01,004</b>
<b>Excess of Income over Expenditure for the year transferred to Reserve &amp; Surplus</b>		<b>(66,14,355)</b>	<b>(133,23,050)</b>

Significant Accounting Policies and  
Notes to Accounts

8

As per our report of even date

For **S. M. Varma & Co.**  
Chartered Accountants

Sudhir Varma  
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

Member



**JANANI  
CONSOLIDATED**

	As at March 31, 2016 (Rs.)	As at March 31, 2015 (Rs.)
<b>SCHEDULE-1</b>		
<b>RESERVE &amp; SURPLUS</b>		
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)
	<u>1187,79,927</u>	<u>1217,62,621</u>





SCHEDULE-2

FIXED ASSETS (AT COST)

[Refer Note 14 & 15 on Schedule 8]

JANANI  
CONSOLIDATED

Gross Block										Depreciation				(Amount)	
Description	As on April 1, 2015	Additions during the year		Sale/ Adjustment during the year	As on March 31, 2016	Rate	Upto April 1, 2015	For the year		Upto March 31, 2016	As on March 31, 2016	Net Block			
		Within 180 Days	After 180 Days					at full rate	at half rate						
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	-	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	-	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	5,83,386	817,79,469	434,20,487				



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**JANANI  
CONSOLIDATED**

	As at March 31, 2016 (Rs.)	As at March 31, 2015 (Rs.)
<b>SCHEDULE-3</b>		
<b>BALANCE WITH SCHEDULED BANKS</b>		
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
	<u>578,69,888</u>	<u>539,67,098</u>

**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	36,25,973	41,25,120
	<u>403,10,285</u>	<u>514,79,035</u>



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**JANANI  
CONSOLIDATED**

As at  
**March 31, 2016**  
(Rs.)

**SCHEDULE-5**

**STOCK IN HAND**

[Refer Note 1.6 on Schedule 8]

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	19
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 Strawberry 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 (10x10x40)	Pieces	30,58,400	0.79	24,20,776
STYLE CONDOMS (4x18x45)	Pieces	256	0.48	123
Style Condoms (5x20x40)	Pieces	43,22,045	0.58	25,04,331
PARI Contraceptive Injection 150mg/1ml	Pieces	3,150	26.20	82,530
Surya Postpil (1x12x30)	Pieces	40,507	3.34	1,35,407
Surya Latex Gloves#6.5	Pieces	19,753	8.31	1,64,219
Surya Latex Gloves#7.0	Pieces	14,933	8.24	1,23,098
Surya Latex Gloves#7.5	Pieces	2,600	8.28	21,531
Sakhi Cu375 Sleek (Intrauterine Contraceptive Device)	Pieces	228	34.08	7,770
Urvashi Cu375 Intrauterine Contraceptive Device	Pieces	28,745	25.53	7,33,860
IUD 380 (Intrauterine Contraceptive Device)	Pieces	5	23.92	120
Eloira (Intrauterine Contraceptive Device)	Pieces	45	1,517.94	68,307
MVA Aspirator	Pieces	432	1,002.00	4,32,864
Easy Grip Cannulas 4mm	Pieces	1	76.84	77
Easy Grip Cannulas 5mm	Pieces	218	80.59	17,568
Easy Grip Cannulas 6mm	Pieces	33	81.76	2,698
Easy Grip Cannulas 7mm	Pieces	208	79.56	16,548
Easy Grip Cannulas 8mm	Pieces	163	82.61	13,465
Easy Grip Cannulas 10mm	Pieces	1	73.12	73
Trust Deso Oral Contraceptive Pills	Pieces	11,687	26.95	3,14,965
Trust DEE Oral Contraceptive Pills	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
Surya 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



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Item Particulars	Unit Measurement	Stock Balance Units	Rate per unit (Rs.)	Stock Value (Rs.)
Surya Ornidazole+Ofloxacin Tab	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
				<u>207,77,849</u>



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**JANANI  
CONSOLIDATED**

	As at March 31, 2016 (Rs.)	As at March 31, 2015 (Rs.)
<b>SCHEDULE-6</b>		
<b>CURRENT LIABILITIES &amp; PROVISIONS</b>		
Sundry Creditors	957,50,824	861,55,524
Other Liabilities	32,67,790	45,94,118
	<u>990,18,614</u>	<u>907,49,642</u>



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**JANANI  
CONSOLIDATED**

	Year ended March 31, 2016 (Rs.)	Year ended March 31, 2015 (Rs.)
<b>SCHEDULE-7</b>		
<b>COST OF SOCIALLY MARKETED PRODUCTS</b>		
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)		
	<u>570,37,700</u>	<u>575,48,930</u>

