



2016-2017



Janani

Financial Statement



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

FORM NO. – 10(B)

(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

We have examined the Balance Sheet of JANANI (PAN – AAAAJ0074C) as at 31st March, 2017 and the Income & Expenditure Account for the year ended on that date which is in agreement with the books of account maintained by the said Society.

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 at Kolkata so far as appears from our examination of the books.

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 society as at 31st March, 2017 and
- (ii) in the case of the Income & Expenditure, of the Surplus of Income over Expenditure for the year ended on that date.

The prescribed particulars are annexed hereto.

Particulars in section I of the Annexure have been verified by us with the Books of Accounts submitted to us for the purpose of our audit and also the information and explanation given to us.

Particulars given in section II and III of the Annexure are based on the certificates furnished by a trustee which has been accepted by us as correct.



New Delhi, 27th September, 2017

For **SARAF & CHANDRA**

Firm No: 315096E
Chartered Accountants

CA SUBHASH CHANDRA SARAF
(Partner)
Mem No. 052244

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	40,07,56,997
2.	Whether the society 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 accumulated or set apart 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 society wholly for such purposes	3,37,77,642
4.	Amount of income eligible for exemption under section 11(1)(c) (Give Details)	NIL
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)	NIL
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	NIL
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	NIL
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:-	NIL
(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	NIL
(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	NIL
(c)	has not been utilised for purposes for which it was accumulated or set apart during the period for which it was to be accumulated or set apart, or in the year immediately following the expiry thereof ? If so, the details thereof	NIL

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

1.	Whether any part of the income or property of the society 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 land, building or other property of the society 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 society were made available to any such person during the previous year? If so, give details thereof together with remuneration or compensation received, if any Whether any share, security or other property was purchased by or on behalf of the society during the previous year from any such person? If so, give details thereof together with the consideration paid	No



5.	Whether any share, security or other property was sold by or on behalf of the society during the previous year to any such person? If so, give details thereof together with the consideration received	No
6.	Whether any income or property of the society 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
7.	Whether the income or property of the society 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 INWHICH PERSONS REFERRED TO IN SECTION 13(3) HAVE A SUBSTANTIAL INTEREST

<u>SL No.</u>	<u>Name and Address of the concern</u>	<u>Where the concern is a company number and class of shares held</u>	<u>Nominal value of the investment</u>	<u>Income from the investment</u>	<u>Whether the amount in column 4 exceeds 5% of the capital of the concern during the previous year say yes or no.</u>
(1)	(2)	(3)	(4)	(5)	(6)
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Total					

For SARAF & CHANDRA
Firm No: 315096E
Chartered Accountants



See over

New Delhi, 27th September, 2017

CA SUBHASH CHANDRA SARAF
(Partner)
Mem No. 052244

**JANANI
CONSOLIDATED**

BALANCE SHEET AS AT MARCH 31, 2017

	Schedule Reference	As at March 31, 2017 (Rs.)	As at March 31, 2016 (Rs.)
SOURCES OF FUNDS			
Reserve & Surplus	1	1343,06,857	999,51,861
Secured Loans		21,73,751	34,62,131
Unutilised Grants		-	303,79,092
		<u>1364,80,608</u>	<u>1337,93,084</u>
APPLICATION OF FUNDS			
Fixed Assets	2		
Gross Block		1405,37,999	1383,79,127
Less: Depreciation		<u>979,37,654</u>	<u>903,75,158</u>
Net Block		426,00,345	480,03,969
Current Assets, Loans and Advances			
Balance with Scheduled Banks	3	436,56,611	578,69,888
Loans and Advances	4	523,62,197	403,10,285
Sundry Debtors		912,88,028	846,77,774
Stock in Hand	5	<u>203,75,088</u>	<u>207,77,849</u>
		2076,81,924	2036,35,796
Less: Current Liabilities & Provisions	6	<u>1138,01,662</u>	<u>1178,46,680</u>
Net Current Assets		938,80,263	857,89,116
		<u>1364,80,608</u>	<u>1337,93,084</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 SARAF & CHANDRA
Chartered Accountants
(Registration No. : 315096E)

For and on behalf of
Janani



SUBHASH CHANDRA SARAF
Partner
(Membership No. : 052244)



Justin Desmond Main Thompson
Country Director

[Signature]

Member

Place: New Delhi

Date: 27th September, 2017

[Signature]
Kumar Lou

**JANANI
CONSOLIDATED**

RECEIPTS AND PAYMENTS ACCOUNT FOR THE YEAR ENDED MARCH 31, 2017

	Amount (Rs.)
BALANCE AS ON APRIL 1, 2016	578,69,888
ADD: RECEIPTS	
- Grants received during the year	2141,59,020
- Revenue from Social Marketing of Products	762,18,718
- Revenue from Clinical Services	1090,08,072
- Subsidy received during the year	18,51,511
- Interest earned during the year	21,73,428
- Other Income	7,44,798
- Proceeds from sale of Fixed Assets	12,37,000
Total Receipts (A)	4632,62,434
LESS: PAYMENTS	
Packaging/ Printing	3,78,155
Freight/ Distribution Expenses	21,39,281
Advertisement & Promotions	86,23,521
Salaries & Related Costs	1631,59,838
Traveling	170,76,729
Vehicle Expenses	70,14,466
Trainings, Conferences & Workshops	25,86,678
Postage & Courier	8,56,962
Telephone & Internet	27,42,265
Rent & Utilities	323,93,718
Repair & Maintenance	52,32,069
Contracted Services	57,09,876
Medicines/ Consumables/ Outreach Services	144,73,781
Printing & Stationery	15,56,750
Books & Periodicals	56,706
Legal & Professional Charges	282,69,216
Staff Welfare	27,07,145
Insurance	2,51,862
Bank Charges	6,03,045
Motivator Incentives	133,55,650
Client Reimbursements	252,08,600
Purchase of Socially Marketed Products	530,74,094
Changes in Current Liabilities	40,45,019
Changes in Secured Loans	12,88,380
Changes in Loans & Advances	120,51,912
- Change in Sundry Debtors	66,10,254
Fixed Assets Purchased:	
Capital Work in Progress	
Furniture & Fixtures	5,12,831
Equipments	26,78,971
Vehicles	32,83,458
Computers	16,64,590
	81,39,850
Total Payments (B)	4196,05,823
BALANCE AS ON MARCH 31, 2016	(A-B) 436,56,611
Represented by :	
Balance with Scheduled Banks	436,56,611
	436,56,611

As per our report of even date

For SARAF & CHANDRA
Chartered Accountants
(Registration No. : 315096E)



SUBHASH CHANDRA SARAF
Partner
(Membership No. : 052244)

Place: New Delhi

Date: 27th September, 2017

For and on behalf of
Janani



Justin Desmond Main Thompson
Country Director

[Signature]

Member

[Signature]

**JANANI
CONSOLIDATED**

INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED MARCH 31, 2017

	Schedule Reference	Year ended March 31, 2017 (Rs.)	Year ended March 31, 2016 (Rs.)
INCOME			
Grants		2445,38,112	2592,45,102
(to the extent recognized as income)			
Revenue from Social Marketing of Products		762,18,718	866,15,963
Revenue from Clinical Services		1090,08,072	1141,05,449
Subsidy from Government		18,51,511	9,04,443
Interest		21,73,428	23,10,718
Other Income		7,44,798	18,54,157
		<u>4345,34,639</u>	<u>4650,35,832</u>
EXPENDITURE			
Cost of Socially Marketed Products	7	534,76,855	570,37,700
Packaging/ Printing		3,78,155	8,92,451
Freight/ Distribution Expenses		21,39,281	26,02,533
Advertisement & Promotions		86,23,521	80,43,837
Salaries & Related Costs		1631,59,838	1746,70,406
Traveling		170,76,729	210,00,639
Vehicle Expenses		70,14,466	92,59,025
Trainings, Conferences & Workshops		25,86,678	15,09,579
Depreciation [Refer Note 1.5 on Schedule 8]	2	75,62,496	85,95,688
Postage & Courier		8,56,962	10,25,467
Telephone & Internet		27,42,265	31,51,662
Rent & Utilities		323,93,718	359,46,998
Repair & Maintenance		52,32,069	81,82,279
Contracted Services		57,09,876	209,54,641
Medicines/ Consumables/ Outreach Services		144,73,781	140,55,028
Printing & Stationery		15,56,750	24,66,943
Books & Periodicals		56,706	51,892
Legal & Professional Charges		282,69,216	276,75,962
Staff Welfare		27,07,145	19,72,526
Insurance		2,51,862	12,71,470
Sub Grants to Other		47,43,977	-
Bank Charges		6,03,045	9,91,551
Motivator Incentives		133,55,650	142,23,500
Client Reimbursements		252,08,600	341,09,600
Loss on sale/valuation/written off		-	219,58,810
		<u>4001,79,643</u>	<u>4716,50,187</u>
Excess of Income over Expenditure for the year transferred to Reserve & Surplus		<u>343,54,996</u>	<u>(66,14,355)</u>

Significant Accounting Policies and
Notes to Accounts

8

As per our report of even date

For SARAF & CHANDRA
Chartered Accountants
(Registration No. : 315096E)



SUBHASH CHANDRA SARAF
Partner
(Membership No. : 052244)

Place: New Delhi

Date: 27th September, 2017

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

G. Kumar

**JANANI
CONSOLIDATED**

	As at March 31, 2017 (Rs.)	As at March 31, 2016 (Rs.)
SCHEDULE-1		
RESERVE & SURPLUS		
Opening Balance	999,51,861	1065,66,216
Net Surplus/ (Deficit) for the year (from Income & Expenditure Account)	343,54,996	(66,14,355)
	<u>1343,06,857</u>	<u>999,51,861</u>



**JANANI
CONSOLIDATED**

SCHEDULE-2

FIXED ASSETS (AT COST)

[Refer Note 1.4 & 1.5 on Schedule 8]

Gross Block													(Amount in Rupees)		
Description	Rate	As on April 1, 2016	Additions during the year		Sale/ Adjustment during the year	Sale Price of Assets	As on March 31, 2017	Upto April 1, 2016	Depreciation		Upto March 31, 2017	As on March 31, 2017	As on March 31, 2016	Net Block	
			Within 180 Days	After 180 Days					For the year	at full rate					at half rate
Furniture & Fixtures	10%	232,45,622	3,03,574	2,09,257	-	46,579	237,11,874	125,70,678	10,93,194	10,463	136,74,335	100,37,540	106,74,945		
Equipments	15%	623,56,176	10,20,576	16,58,395	15,24,236	5,47,017	629,63,894	401,73,751	31,69,762	1,24,380	434,67,893	194,96,001	221,82,424		
Computers	60%	242,52,464	2,35,267	14,29,323	84,680	3,404	258,28,970	232,53,928	6,87,432	4,20,797	243,70,156	14,50,814	9,99,537		
Vehicles	15%	285,24,865	32,83,458	-	31,35,062	6,40,000	280,33,261	143,76,801	20,48,469	-	164,25,270	116,07,990	141,48,063		
TOTAL		1383,79,127	48,42,875	32,96,975	47,43,978	12,37,000	1405,37,999	903,75,158	69,98,857	5,63,639	979,37,654	426,00,345	480,03,969		
Previous Year		1251,99,956	79,12,300	52,66,870	-	-	1383,79,127	817,79,469	82,03,065	3,92,624	903,75,158	480,03,969			

(Amount in Rupees)



**JANANI
CONSOLIDATED**

	As at March 31, 2017 (Rs.)	As at March 31, 2016 (Rs.)
SCHEDULE-3		
BALANCE WITH SCHEDULED BANKS/CASH		
Balance under Savings Accounts	407,07,730	530,04,946
Balance under Current Accounts	36,165	2,63,282
Balance under Cash/Petty Cash Accounts	4,38,803	-
Balance under Fixed Deposits (Under lien with Banks for Guarantees issued)	24,73,914	46,01,660
	<u>436,56,611</u>	<u>578,69,888</u>

SCHEDULE-4

LOANS AND ADVANCES
(Unsecured-considered good)

Advances recoverable in cash or in kind or for value to be received	248,84,495	113,46,421
Deposits	233,16,672	250,43,940
Other Receivables	-	2,93,951
TDS Receivable	41,61,030	36,25,973
	<u>523,62,197</u>	<u>403,10,285</u>



**JANANI
CONSOLIDATED**

As at
March 31, 2017
(Rs.)

As at
March 31, 2016
(Rs.)

SCHEDULE-5

STOCK IN HAND

[Refer Note 1.6 on Schedule 8]

Item Particulars	Stock Value (Rs.)	Stock Value (Rs.)
MITHUN CONDOM (2x36x45)	-	3,165
Mithun Silky Smooth Condom (10x10x40)	5,496	1,12,315
Mithun Plain Condom 3 pcs (3x24x45)	3,457	6,746
Mithun Dotted 3's Juicy Strawberry Condom	-	1,13,359
Mithun Dotted 3's Ripe Mango Condom	-	19
Mithun Dotted 3's Fresh Mint Condom	-	1,90,988
Mithun Dotted 4's Ripe Mango Condom	6,244	6,24,413
Mithun Dotted 4's Fresh Mint Condom	1,581	22,58,818
Mithun Silky Smooth Condom 2's	18,66,854	8,11,978
Mithun Silky Smooth 10's Condom (10x10x40)	8,58,022	24,20,776
Mithun Extra Time Condom (3x24x45)	-	18,430
Mithun Extra Time Condom (3x24x30)	5,11,692	-
Mithun Cocktail Condom (10x10x40)	-	19,353
Mithun Dotted 4's Juicy Strawberry Condom	-	35,24,640
STYLE CONDOMS (4x18x45)	-	123
Style Condoms (5x20x40)	1,716	25,04,331
Style Condoms (8x10x50)	10,26,992	-
PARI Contraceptive Injection 150mg/1ml	27,15,282	82,530
Surya Postpil (1x12x30)	11,979	1,35,407
Surya Latex Gloves#6.5	3,831	1,64,219
Surya Latex Gloves#7.0	2,921	1,23,098
Surya Latex Gloves#7.5	1,962	21,531
Sakhi Cu375 Sleek (Intrauterine Contraceptive Device)	310	7,770
Urvashi Cu375 Intrauterine Contraceptive Device (1x6x20)	9,13,265	7,33,860
IUD 380 (Intrauterine Contraceptive Device)	1,657	120
Eloira (Intrauterine Contraceptive Device)	3,036	68,307
MVA Aspirator	10,04,592	4,32,864
Easy Grip Cannulas 4mm	3,31,974	77
Easy Grip Cannulas 5mm	2,02,072	17,568
Easy Grip Cannulas 6mm	2,12,990	2,698
Easy Grip Cannulas 7mm	94,428	16,548
Easy Grip Cannulas 8mm	1,12,471	13,465
Easy Grip Cannulas 9mm	1,14,964	-
Easy Grip Cannulas 10mm	1,14,964	73
Easy Grip Cannulas 12mm	1,15,138	-
Apsara Oral Contraceptive Pills (3x12x30)	1,344	52,509
Apsara Oral Contraceptive Pills (1x15x60)	-	10,85,820
Surya Surepill LD Oral Contraceptive Pills	2,160	1,50,296
Trust Deso Oral Contraceptive Pills	-	3,14,965
Trust DEE Oral Contraceptive Pills	-	4,93,765
Surya Pregnancy Test Kit	1,17,326	-
Surya Pregnancy Test Card	1,10,018	-
Surya Pregnancy TestStrip(1x1)	62,905	1,08,317
Surya Mithun Sildenafil Tablet	8,63,889	663
Surya Safe-T-Kit (1x10x20)	11,57,439	-
Surya Trust Miso	8,30,621	6,595
Surya Trust Sanitary Napkin	9,93,402	44
Surya Ferrofem	60,152	73,993



Item Particulars	Stock Value (Rs.)	Stock Value (Rs.)
Trust Mediplan (1x10x15)	3,416	3,416
Surya Ornidazole+Ofloxacin Tab	11,59,173	19,620
Calcifem D	-	67,369
Janlyte ORS Powder-21gms (1x30x18)	-	2,69,589
Surya Trust STI Treatment Kit (1x10x12)	-	50,427
Trust HCV Test Kit	-	38,738
Trust Chlamydia Test Kit	-	4,37,612
Trust Gonorrhea Test Kit	-	4,42,789
Trust Syphilis Test Kit	-	33,014
Trust Fortified Chewable Tablets (Strawberry)	-	4,00,575
Trust Fortified Chewable Tablets (Vanilla)	-	3,08,651
Trust Fortified Chewable Tablets (Chocolate)	-	3,86,112
Medicine (Various Items for Clinic Consumption)	8,68,865	-
Packaging Material (Various products packaging)	39,04,489	16,03,382
	<u>203,75,088</u>	<u>207,77,849</u>



**JANANI
CONSOLIDATED**

	As at March 31, 2017 (Rs.)	As at March 31, 2016 (Rs.)
SCHEDULE-6		
CURRENT LIABILITIES & PROVISIONS		
Sundry Creditors	939,04,786	957,50,824
Other Liabilities	33,84,939	32,67,790
Provision for Gratuity	165,11,937	188,28,066
	<u>1138,01,662</u>	<u>1178,46,680</u>



**JANANI
CONSOLIDATED**

	Year ended March 31, 2017 (Rs.)	Year ended March 31, 2016 (Rs.)
SCHEDULE-7		
COST OF SOCIALLY MARKETED PRODUCTS		
Opening Stock of Products	207,77,849	218,55,157
Add:		
Purchase of Products during the year	530,74,094	559,60,392
Less:		
Closing Stock of Products	(203,75,088)	(207,77,849)
Loss on Inventory Valuation (Cost or Market Value which ever is lower)		.
	534,76,855	570,37,700

