



2011 **ANNUAL REPORT** 2012

## ABOUT FWWB

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Friends of WWB, India (FWWB) is an 'apex' organization, established in 1981, working across India providing financial and capacity building services to organizations promoting livelihoods and self-reliance of poor women. Led by a Board of Women Leaders, representing strong community based initiatives, FWWB's strategy has been to act as a catalyst with the commitment to build a society based on equity and social justice where women are leaders in social change.

FWWB works in partnership model with various grass root organizations across the nation and is currently working with 44 partners in 15 states of India. Some of the major programs of FWWB are Livelihood Enterprise Development (LEAD), Institution and Capacity Building of MFIs (ICB MFI), Developmental Finance and Empowerment.

## VISION

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A society based on equity and social justice, in which women are active partners in holistic development

## MISSION

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Providing financial and capacity building services to organizations promoting livelihoods and self reliance of poor women



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# CHAIRPERSON'S MESSAGE

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*"Our task for the next year is that of consolidation and growth of FWWB, and we sincerely hope to achieve our goals with the dedication and the collective efforts of one and all."*

Last year's Annual Report message ended on this note and I am happy to share that we have been successful in our commitment.

This year, our efforts towards consolidation and growth manifested in the forms of extensive and customized support to our partner organizations. Below is an overview of how we have fared this year and how we plan to take FWWB forward.

The Institutional and Capacity Building program for Microfinance Institutions (ICB MFI) has evolved to becoming a customized, need-based technical assistance program and helps nascent organizations to become sustainable and mature. In the last one year, we have covered more than 30 partner organizations in 13 states with an outreach of 1.8 lakh households. We have pursued Institutional Capacity Building for more than 30 years and we plan to continue to address the regular and emerging needs of the sector. We have also successfully created a link between MFIs and potential lenders, thus increasing household level livelihood financing.

Taking livelihoods a level further, the Livelihood and Enterprise Development (LEAD) program focuses on supporting community owned or based livelihood enterprises which create sustainable livelihood options for the small and marginalized producers and vulnerable households. This year, the pilot saw its emergence as a full-fledged program. New funders applauded the impact FWWB was enabling by providing the required first-stage credit support & technical

assistance and have provided additional funding to FWWB. We also formed strategic relationships with key stakeholders and multi-lateral organizations. We gained knowledge and experience and have been able to share our experiences in different forums and groups. We will continue to focus on providing credit on soft terms and technical assistance as the main deliverables of the LEAD program.

To further improve livelihood income, especially in remote areas, the Solar Energy program aims at facilitating access to solar energy based lighting solutions which are affordable, reliable and durable, to those areas of India where resources such as electricity and fuel are hard to reach. This initiative not only allows us to continue to light the lives of people, but also impacts their productivity, health and environment. We have enabled access to about 11,000 solar lamps in the last year and cumulatively 37,500 lamps till date. Though this makes us proud, the realization that there are 100,000 villages amounting to 400 million people still in need of such products, shows a clear path of focus and efforts for us.

Another area that impacts livelihoods and productivity is health. FWWB's Water and Sanitation (WATSAN) program, has a direct impact on health and hygiene and hence productivity as well as a significant indirect environmental benefits related to water borne diseases. It supports women beneficiaries for the construction of new sanitation facilities or the renovation of existing ones and spreading awareness about the importance of personal hygiene sanitation. We have worked with 8 partners in 7 states till date. In the coming years, we look forward to enter into partnerships with organizations having expertise in providing technical assistance in water and sanitation and increase outreach through other innovative financing solutions, for

better implementation of the program at the field level.

One of our youngest programs, the Empowerment program, aims at building capacity of women at the grass roots through financial literacy, health and hygiene awareness and leadership training. This year, we reached out to 35,000 women members and built a cadre of 100 trainers across 6 states in partnership with 11 organizations. While doing so, we have observed the tremendous entrepreneurial skills of women at the grass roots and look forward to venturing into the domain of capacity building of Micro-Entrepreneurs.

Along with all of the above programs, we also participated as a Strategy Partner in the CMEA Awards, an initiative aimed at recognizing Individual Micro-Entrepreneurs and Community owned Enterprises who pave a way out of poverty through innovative micro-enterprises and entrepreneurship endeavors.

Our most recent publication, an impact study under the LEAD program, covers the genesis and workings of our partner organizations and the lives of the members they support.

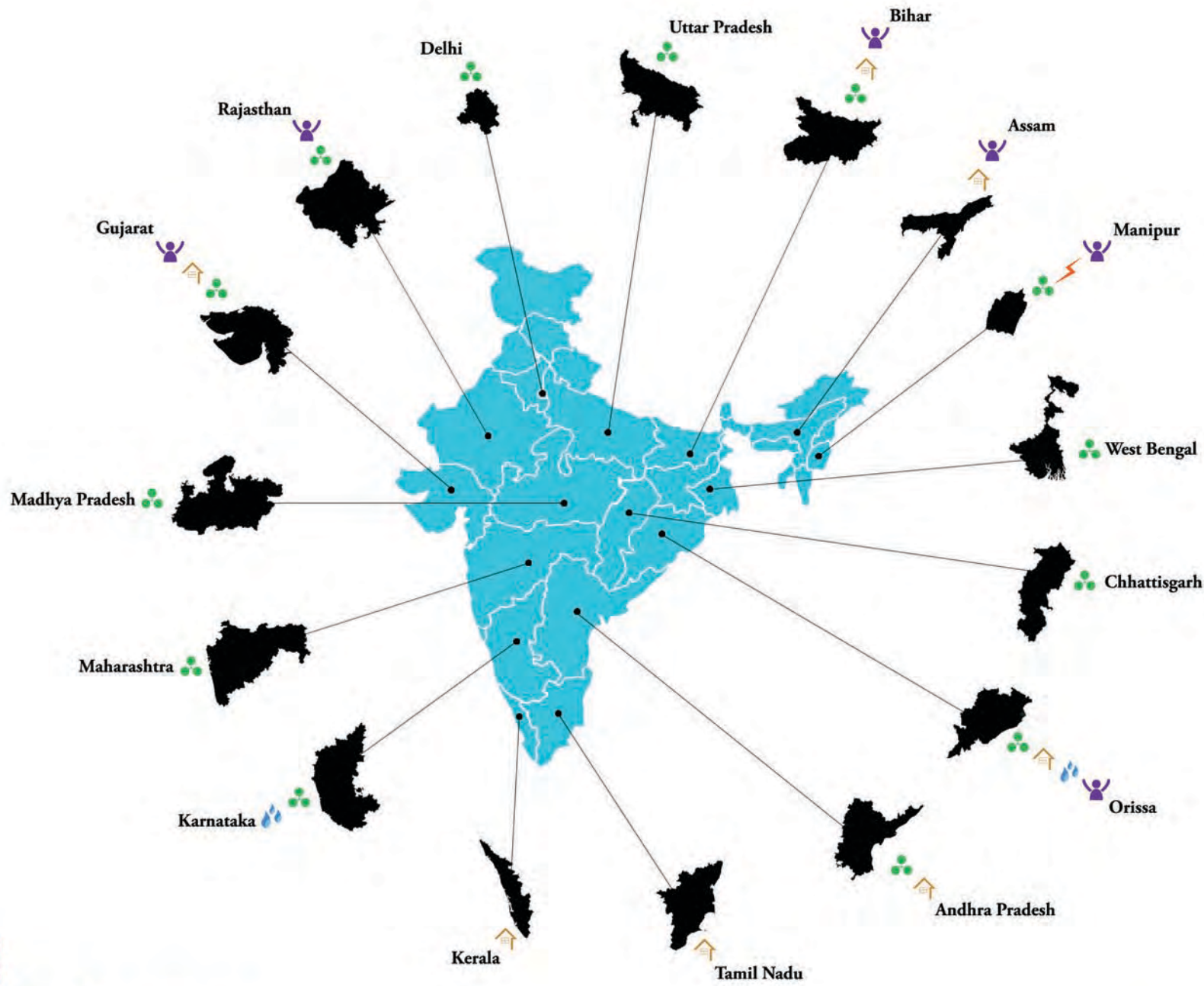
It is said that 'work is its own reward' and we keep finding an ever-deepening realization of this simple statement time and again. And for this all, it is the ever dynamic FWWB leadership and team which deserves recognition. It is also the unwavering support of all the Board members, the faith and perseverance of all our funders, partners, consultants and associates which I truly thank from all my heart. To be the Chair of such a collection of motivated people is a great honor indeed.

So onward we continue, for there is much to be done!

**Anjali Bansal**, Chairperson  
31st March 2012

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# FWWB's Nationwide Coverage



# A YEAR'S WORTH OF WORK

## CONTENTS

- Institutional Capacity Building of Microfinance Institutions (ICB MFI)
- Livelihood and Enterprise Development (LEAD)
- Developmental Finance
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- Empowerment
- Special Initiatives: CMEA Awards
- FWWB Team
- Partner Organizations
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- Board of Trustees
- Committees and Meetings
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### STATISTICS OF PROGRAM SUPPORT DURING THE YEAR

Fund Utilization \_\_\_\_\_ INR **6.5** million

Support To \_\_\_\_\_ **31** Partners

Outreach \_\_\_\_\_ **1.8** Lakh women

### TYPES OF PROGRAM SUPPORT



# Institutional Capacity Building of Microfinance Institutions (ICB MFI)

*Program Started In*  
**1982**

*Program Currently Funded By*  
**CORDAID | Coutts & Co. | Rabobank Foundation**

### GENESIS

Spanning 30 years of FWWB's operations, the ICB MFI program has played an integral role in the development of institutions providing financial services to the poor by identifying small, yet promising MFIs and strengthening them to help them become sustainable.

The program has supported organizations with different models of governance and operations. The capacity building inputs vary as per the development stage, performance and needs.

FWWB's capacity building program for MFIs has been supported by CORDAID for technical assistance to 20 MFIs, Rabobank Foundation for identification of community owned MFIs, making them loan ready and linking them to loan funds and Coutts & Co. for providing technical assistance to 4 community owned organizations.

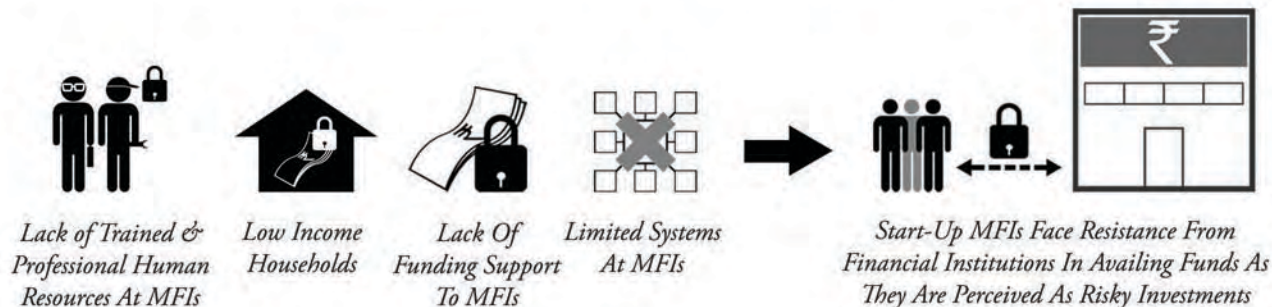
### PROGRAM OBJECTIVES

To identify MFIs with potential, provide financial and institutional capacity building support making them sustainable and scaleable.

### PROGRAM ACTIVITIES

- Hand holding support through
  - Classroom training
  - Exposure visits
  - Strategic Business Planning activities
  - Sharing of best practices
  - Customized on-site training
- Development of in-house training modules
  - Leadership
  - Accounts and Financial Management
  - Cash flow and Budgeting
  - JLG (Joint Liability Group) Processes
- Loan support through linkages with financial institutions

## SECTORAL CHALLENGES





## HIGHLIGHTS

### CLASSROOM TRAININGS



Date	Activity	Partner Organizations
April 2011	Accounts and Financial Management for CB MFIs	7
April 2011	Financial Management and Accounting Practices	15
September 2011	Strategic Business Planning and Proposal Writing	16
November 2011	'Building CB MFIs' Workshop	9
December 2011	Product Development Workshop	8
December 2011	Internal Audit and Control Systems	20

### LOCATIONS



Ahmedabad  
Gujarat



Imphal  
Manipur



Bhubaneswar  
Orissa

### ON-SITE TECHNICAL ASSISTANCE



Date	Activity	Partner Organizations
April 2011	Management and Communication Skills	1
June '11 - Jan '12	Manual Preparation (Operations, HR and Internal Audit)	5
June '11 - Feb '12	Streamlining Systems and Processes	5
August 2011	Delinquency Management	1
August 2011	Inputs on Field Operations	1
August 2011	Strategic Business Planning	3
December 2011	Review of Accounts and Book-Keeping Audit Visit	3



Bihar



Chhattisgarh



Delhi



Gujarat



Madhya Pradesh



Manipur



Orissa



Rajasthan



Uttar Pradesh



West Bengal

## FUTURE PLAN

FWWB will continue leveraging its past knowledge and experience in the MFI sector by providing institutional capacity building support to build sustainable organizations.

## ORGANIZATIONAL FEEDBACK

*"The trainings conducted by FWWB have always provided fresh learning. Another important aspect that I have felt is that it is not only the formal sessions that are useful but also the platform that FWWB provides for experience sharing that is particularly beneficial. The meticulously planned sessions that offered deep insights and pushed us towards developing new perspective coupled with the impeccable hospitality offered by you (FWWB) have made this (Building CB MFIs Workshop) an experience which will remain etched in our memories."*

**Swayamsampurna Federation, West Bengal**

*"FWWB has been incredibly helpful to us through very pertinent feedback on operations and specifically through their various workshops. Their workshops in the area of operations, audit, control and accounts have been very insightful, bringing in the right microfinance orientation for our employees. FWWB has been very active in aiding us in skill specific trainings as well, which have immensely benefitted our employees, making them and Light Microfinance more effective as an organization. Interaction with participants of all levels from other FWWB partners gave us interesting insights into wide ranging social issues, not limited to just microfinance. We are thankful to FWWB for creating such opportunities for us and look forward to working with them for mutual growth and benefit."*

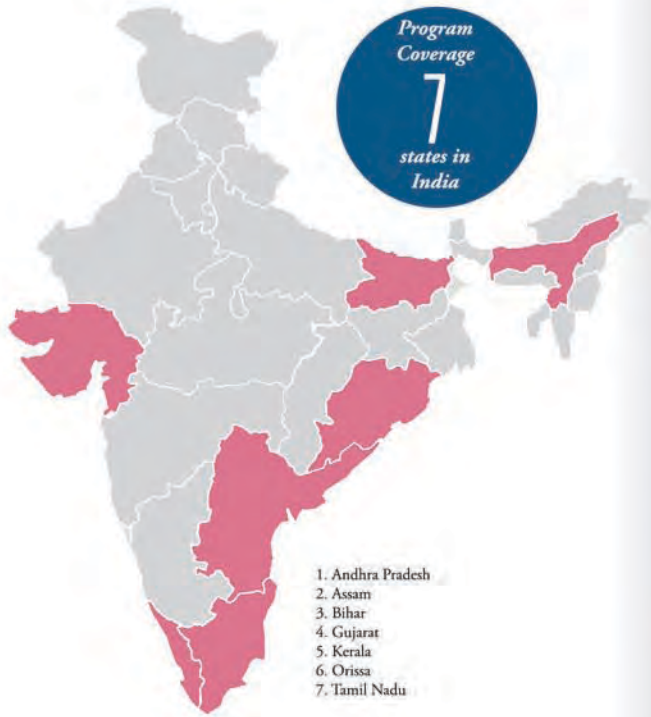
**Light Microfinance, Ahmedabad**



# Livelihood and Enterprise Development (LEAD)

Program Started In  
**2007**

Program Currently Funded By  
**Citi Foundation | Ford Foundation**



## GENESIS

Through more than 30 years of experience, FWWB foresaw the impact of Community Owned and Livelihood Enterprises on creating sustainable livelihoods for the poor and the community. In the context of poverty alleviation, the leverage of benefits due to aggregation of producers like, higher bargaining powers for purchasing and selling, skill building, usage of technology and common infrastructure demonstrates the importance of these enterprises. To support such organizations, in 2007, FWWB started the LEAD Program.

Over the years FWWB has provided services including financial support through loans and fund support for working capital, market linkage and social security awareness to organizations in the underserved regions of India. These organizations were selected based on the promoters' credentials and feasibility of the livelihood initiative.

## PROGRAM OBJECTIVES

- To support partner organizations creating alternative livelihood means or additional income sources so as to improve the economic conditions of the household, towards becoming sustainable, scaleable and bankable
- To address pockets of states and communities in order to reduce their vulnerability

These are achieved through:

- Provision of financial services such as loan for working capital and infrastructure creation
- Provision of institutional and capacity building support such as training of management and staff on financial management, accounting practices, business strategy and planning, establishment of systems and tracking mechanisms that would not only enhance efficiency but also deepen outreach and impact, enabling market linkages and product designing

## STATISTICS OF PROGRAM SUPPORT DURING THE YEAR

Loan Support \_\_\_\_\_ INR **1.77** million

Support To \_\_\_\_\_ **10** Partners

Sectors \_\_\_\_\_ Handloom & Handicraft Services, Agriculture, Pharmaceutical

## TYPES OF PROGRAM SUPPORT



## SECTORAL CHALLENGES





## PROGRAM ACTIVITIES



Identification of community based livelihood enterprises requiring soft loan support, which includes due diligence on their business plan, management, governance, social impact and working capital requirement



Monitoring organizations through visits, reports and dialogue periodically over the year



Institutional and Capacity Building needs assessment which includes market linkage support, training of management and staff on financial management, accounting practices, business strategy and planning, establishment of systems, MIS and capacity building inputs through classroom trainings and customized support

## HIGHLIGHTS

- Appraised **25** organizations for support under LEAD
- Credit support given to **10** organizations
- Capacity Building support provided to **8** organizations
- Conducted a **LEAD study** through an independent organization for understanding impact of the program
- Conducted a CEO workshop '**Building Sustainable Enterprises**' in which **10** organizations were provided institutional capacity building support and market linkage support

### IMPACT ON PRIMARY MEMBERS

**Social:** Increase in self-confidence, pride, dignity, women in leadership roles, social status

**Livelihood:** Skill up-gradation, market linkage, investment in capital expenditure

**Financial Stability:** Increase in income, increase in man-days of work, reduction in dependence on exploitative money lenders, higher bargaining power of collectives

**Standard of living:** Improved health and hygiene, higher education, insurance coverage

### IMPACT ON PARTNER ORGANIZATIONS

From the feedback from our partner organizations, FWWB interventions have facilitated:

**Organizations** to scale up by providing working capital support that was not available to most of the partner organizations

**New product development**

**Marketing linkages**

**Recruitment of skilled staff**

**Increase in outreach**

## FUTURE PLAN

Under the LEAD program, FWWB plans to develop systems for providing term loans for plant and machinery, enhance and build resources for establishing intensive Institutional Capacity Building support to partner organizations, design supportive products and continue to build team knowledge and expertise.

## ORGANIZATIONAL FEEDBACK

### On sanctioning of the loan

*"It is a joint team effort always. I would like to thank you and Suhani for the efforts and perseverance to put this loan in place. I think the time taken has been very helpful for all of us in looking at issues and systems in Khamir."*

**KHAMIR, Gujarat**

### As feedback to the workshop

*"Thank you very much for giving us an opportunity to participate in the workshop. We found that every section was very much useful for us. All the resource people were having very deep subject knowledge and were an authority in their respective field. Every class was precise and filled with information. Every speaker was humble and down to earth."*

*Implementing new management principles and procedures, included in the workshop, is the need of the hour. It will add to efficiency. Let us take good example from the corporates and make use of it. It will definitely take any organization to new heights. Thanks a lot to FWWB, CIIE and Citi for organizing such as a wonderful workshop. I am quite sure that this will help us enormously in the days to come."*

**Esaf Producer Company Limited, Kerala**



# CASE STUDIES

## KHAMIR - THE CRAFT RESOURCE CENTRE



GUJARAT

KHAMIR (Kachchh Heritage, Art, Music, Information and Resources) was created in 2005, post the earthquake of 2001 in Gujarat, with a goal to revitalize and strengthen the artisan and handicraft communities affected by the calamity. Its focus is to strengthen the various craft sectors through enhanced access to a range of resources: design intervention, trade facilitation, working capital, training and skill up-gradation. The initial focus of KHAMIR was to reinstate the communities in their traditional craft by sensitizing as well as creating awareness among customers about the art and craft of Kutch. It has now moved towards the next progressive phase of scaling up by collaborating with the large institutional buyers and tap larger market for its products.

FWWB has supported KHAMIR since 2007 both for credit requirements as well as, recently, for Institutional and Capacity Building. Credit of approximately INR 0.7-1.5 million per year was provided while ICB support included customised repayment schedules, inputs on business plan, product design, market linkage and social security. This has allowed KHAMIR to do business on easy terms and make investments which require long gestation periods. Thus not only to providing an alternative livelihood option to various artisans by supplying them with raw material, design inputs, new technology and safety measures, but also purchasing from them the woven fabric and finished products at competitive market prices. KHAMIR's efforts are oriented towards establishing end to end value chains. KHAMIR's role has been significant in understanding the market needs and creating new designs and developing products suited to the contemporary market.



## THE WEAVERS' STORY

In Dhantethar, a small village 160 km from Bhuj, lives a community of Gurjara Meghwals, traditional weavers who are struggling to keep their craft alive. They weave Tangarias (skirts) and Dhabras (woollen blankets) for the local community by hand due to lack of access to newer technologies. Unable to integrate with the changing markets they have remained poor and marginalized. Moreover, economic instability, inflation and their local market have become uncertain. With no alternative livelihood options and declining orders, they are pushed to sell their products at reduced prices. To sustain continuous production they borrow from money-lenders at exorbitant annual rates of interest, to buy raw materials in bulk and to meet daily household expenses, with the hope of recovering the money later from sale of finished products. Unfortunately their costing does not consider the interest on borrowed money. Nor is profit differentiated from labour charge, hence most families in the village do not cover real costs and are stuck in a cycle of chronic debt. The only alternate means of livelihood is agricultural labour but that season lasts only for two months in a year.

Through FWFB assisted KHAMIR's efforts, weavers have been able to add value to their products and cost them appropriately. Being able to provide consistent orders, artisans are able to plan their cashflows better, buy raw materials in bulk as well as meet most of their day to day household expenses. Most families in the village stuck in a cycle of chronic debt are finding ways to clear that up.

Although, KHAMIR has already been working with approximately 1,000 artisans in seven different art forms, it has a long way to go to address the needs of different crafts and over 30,000 artisans of Kutch. In the immediate future, KHAMIR plans to develop another 200 artisans engaged in Kala cotton (a local organic variety of cotton) with an aim to reach out to the ecologically and socially sensitive customers and upper class elite. It envisages that its products will find a good place in spas, designer boutiques and corporate houses.



# PHOTO GALLERY



a



b



c



d



e



f

- a. *Providing working capital support to Sahaj in Gujarat*
- b. *Organic cotton being cultivated under COAPCL in Andhra Pradesh*
- c. *Food being prepared at Kamdhenu's mobile cart stationed in front of a hospital in Patna, Bihar*
- d. *Medical workshop being conducted by LSM in Ahmedabad, Gujarat*
- e. *Women associated BDT, Bihar laying bamboo sticks to dry in the sun which will be used later for making incense sticks*
- f. *Woman associated with Mulberry in Guwahati, Assam weaving a traditional stole*



# DEVELOPMENTAL FINANCE

## Solar Energy

Program Started In  
**2009**

Program Currently Funded By  
**Friends of WWB, India**

### GENESIS

India's grid system is considerably under-developed. The lack of adequate power infrastructure is one of the main hurdles in the development of rural India. Due to the diverse geographical conditions combined with cost constraints, a sizable percentage of villages/hamlets are still not connected to grid power.

The Solar Energy program was started as a pilot project in the state of Manipur in December 2009. It was successfully implemented with funding support from SIDBI and in partnership with five MFIs of Manipur, whereby FWWB could facilitate an outreach of more than 37,000 solar lamps to the poor households.

Considering the huge unmet demand and success of the program in its pilot phase, FWWB has now expanded the project as a full-fledged program.

### PROGRAM OBJECTIVES

The Solar Energy program's objective is to facilitate access to affordable, reliable and durable lighting solutions using solar energy to low-income households in the underserved terrains of India.

FWWB, through this unique program, provides Credit Plus services to its partner MFI organizations in the form of service-provider selection, product selection and awareness, cost negotiation and efficient after-sales services.

## CHALLENGES PEOPLE FACE



Limited Electrical  
Grid Coverage



Underdeveloped Areas  
Have Special Geopolitical  
Constraints



Access To Alternate  
Energy Sources -  
Costly With Health  
Implications



Lack Of Solar  
Product  
Awareness



**Kerosene Lamp**  
(Consumes about 5 litres of  
kerosene a month)



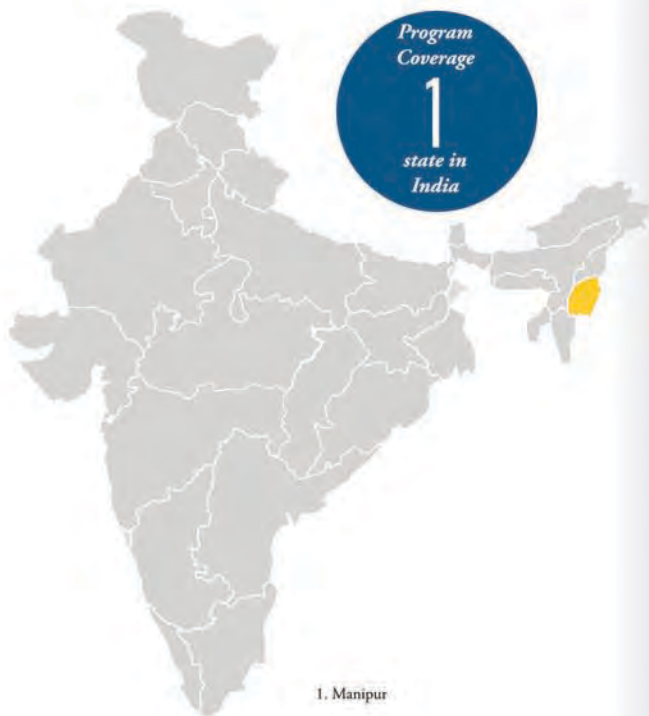
**Candles**  
(Cost Rs. 5 per candle and are  
not a very good source of light)



**Batteries for Lamp**  
(Last one day and cost Rs. 12  
per day for recharging)



**think!** One kerosene lamp consumes about 5 to 10 litres of kerosene a month and emits about 2.6 kg of carbon dioxide per litre. By substituting a kerosene lamp by a solar lamp, there is tremendous cost reduction for the families as well as great health safety. If one solar lamp can do this, then imagine what 37,475 lamps, still running till today, are already doing!



### STATISTICS OF PROGRAM SUPPORT DURING THE YEAR

Loan Support \_\_\_\_\_ INR **17.4** million

Support To \_\_\_\_\_ **4** Partners

Solar Lamps Outreach \_\_\_\_\_ **10,975**

### TYPES OF PROGRAM SUPPORT



Loan Support



Technical Support & Services



## PROGRAM ACTIVITIES



Identify potential MFI partners in areas where electricity is a concern



Conduct solar product awareness exercises for clients with the help of service provider, by giving product samples, demonstrations and conducting village meetings discussing the pros and cons of solar products thus generating a demand



Help MFIs design appropriate loan products by understanding their loan requirements and then deciding the most appropriate way to design the loan products



Facilitate the co-ordination process for the solar lamps with identified partners and services providers by providing the following services:



*Placement of the order for solar lamps with service provider on behalf of MFIs*



*Facilitating the payment release process to the service provider*



*Follow up on the dispatch status of lamps with the service provider and ensure timely delivery*



*Monitoring the solar lamp distribution and utilization process followed by the MFIs*



*Facilitating after-sales issues or repairs processes with support from the service provider*



*Ongoing research on other solar energy run devices available in the market*

## HIGHLIGHTS

- Negotiated with service provider to open a local service office
- Product redesigning done
- **100%** repayment rate recorded
- Facilitated access to **37,475** solar lamps till date

## FUTURE PLAN

There is a huge unmet demand for electricity in India. 400 million people and 100,000 villages of India still do not have access to electricity. FWWB plans to expand the program in terms of geography and outreach to other underserved terrains. FWWB would also consider other cleaner energy products that help improve lives of women of low income households.

## ORGANIZATIONAL FEEDBACK

*Energy plays a pivotal role in the overall development of a state and the partners of FWWB are happy that they are able to solve the energy needs of people to a certain extent. Today their clients are getting affordable and excellent quality of solar lamps on a six month credit which the clients can repay without any problems. This has led to increase in productivity, savings and safety of women.*

*Some of FWWB's partner organizations expressed that the Solar Energy program has become a flagship program under its Credit Plus approach. All the partner organizations wish to expand the Solar Energy program in their area of operations. MFI partners are very happy with the sustained all round effort of FWWB to make this program a success in Manipur.*



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# CASE STUDIES

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## RAY'S OF LIGHT



Ibeton Devi, is a proud owner of a solar lamp. She is the President of the Lakshmi SHG in Takhel Mayai Leikai village, 15 kms from Imphal. She cultivates paddy, runs a tiny provision store and makes 'Mekhla' (a traditional garment). The village is still unelectrified because of its remote location and the hilly terrain makes grid connectivity difficult. Ibeton Devi took a solar lamp through the FWWB assisted Solar Energy Program of SEVA.

Before availing the solar lantern, she used to stitch a Mekhla over a period of 6 days in the light of kerosene lamps, candles and low quality rechargeable lamps. The rechargeable lamps charged by pencil cells were costing her Rs. 12 a day, as were the kerosene and candles which also spewed toxic fumes inside her house.

She says that after obtaining the solar lantern, her earnings have gone up by around 30% by producing a Mekhla in 4 days instead of 6 and also by saving money previously spent on lamps, kerosene and candles. The usage of the solar lamp has helped her children's study time without getting their eyes red and watery. She is very happy about the positive changes which the solar lamp has brought in her life and family and desires to take another one soon.

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## THE REVIVAL OF KHOLEP VILLAGE

Kholep is a village in Saitu Gamphazol sub-division of the Senapati District in Manipur. It is situated at a distance of 30 kms from capital city of Imphal. It consists of 74 households comprising of a total of 423 inhabitants.

In 2009, the electricity transformer was burned due to a malfunction. The villagers pleaded to the concerned authorities repeatedly, but to no avail. Since then, the entire village has been without access to electricity despite electrical grid connectivity. Hence kerosene lamps and candles were the only alternative sources of light for the villagers.

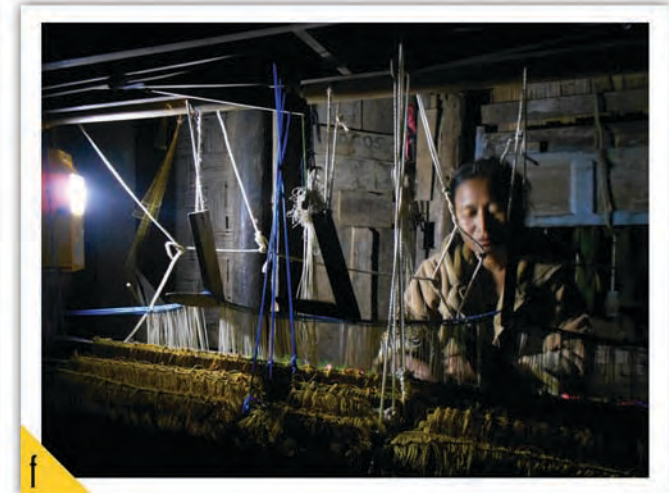
In January 2010, some women clients of WSDS (Weaker Section Development Society) got solar lanterns under FWWB assisted WSDS's Solar Energy Program. The lanterns are mainly being used for domestic purposes. Women, who are engaged in producing traditional costumes like the 'Phanek' (Manipuri skirt), shawls and other livelihood generation activities have experienced a 40%-50% increase in income. They can now do productive work after sunset under improved lighting conditions. Due to bright and pollution free lighting, students are able to study for late hours at night. The use of solar lanterns has also reduced indoor air pollution, thereby reducing the ill effects on the community's health, especially of children and women.

Today 30 households are using these solar lanterns and they are demanding 2-3 such lanterns for each household. Clients say 'For everyone who relied on kerosene for lighting, the solar lantern is a life-changing experience!'. Now, the remaining households eagerly want to be a part of this program and avail its benefits.





# PHOTO GALLERY



- a. *Women members holding an SHG meeting after sunset*
- b. *Women can now earn more for their families as they can now work more efficiently in the light of a solar lamp*
- c. *Children are now able to study in the bright light of a solar lamp facilitated through FWWB*
- d. *A family tries to work in the light of a kerosene lamp*
- e. *The family can work much better in the bright light of the solar lamp they acquired through the Solar Energy Program*
- f. *A weaver woman can now work better using her solar lamp, thus increasing her productivity and livelihood*



# DEVELOPMENTAL FINANCE

## Water and Sanitation (WATSAN)

Program Started In  
**2005**

Program Currently Funded By  
**Michael and Susan Dell Foundation | National Housing Bank**



### GENESIS

In the year 2000, with its focus on developmental issues, FWWB started an Infrastructure Credit Program to support women beneficiaries for construction of new sanitation facilities or for the renovation of existing ones.

Over the years FWWB realised that water is an integral part of sanitation, since it is crucial in maintaining the overall hygiene of the toilet. Also, access to portable drinking water would help reduce the risk of water borne diseases. So in the year 2005, Infrastructure Credit was renamed as Water and Sanitation program. It gained momentum in 2009 with the financial support from Michael and Susan Dell Foundation (MSDF) and National Housing Bank (NHB).

### PROGRAM OBJECTIVES

- To demonstrate that the poor are willing to invest in basic needs like drinking water and sanitation if loan facilities are made available to them
- To generate awareness among donors and banks about the importance of a 'Water and Sanitation loan'
- To establish that water and sanitation improvements will directly and significantly improve the health of the household, especially children
- To create demand among the poor for a 'Water and Sanitation facility' and in turn a 'loan' for the setting up a facility for the same

### STATISTICS OF PROGRAM SUPPORT DURING THE YEAR

Loan Support \_\_\_\_\_ INR **4** million

Loan Support To \_\_\_\_\_ **2** Partners

Operational Support To \_\_\_\_\_ **2** Partners

### TYPES OF PROGRAM SUPPORT



## CHALLENGES PEOPLE FACE



Lack Of Awareness  
About Water & Sanitation



Safety Of  
Women



Lack Of Investment  
In Sanitation Facilities



Lack Of Safe  
Water For Usage



Health Problems  
Due To Ground Water  
Contamination



Goal 7.C of the Millennium Development Goals, agreed upon by the international community, talks about 'Halving, by 2015, the proportion of the population without sustainable access to safe drinking water and basic sanitation'. Goal 4 talks about 'Reducing by two thirds, between 1990 and 2015, the under-five mortality rate', one of the main causes for that being diarrhoea, a water-borne disease. This suggests that proper water and sanitation awareness and infrastructure is a very important initiative indeed.



## PROGRAM ACTIVITIES



Identifying MFIs with potential for demand of WATSAN loan

### Supporting Partners on:



#### HIRING A CONSULTANT

The scope of activities of a consultant are:



##### Creating Feasibility Report

*The consultant prepares the feasibility report about program objectives and implementation in a specific geographical area by gauging the needs of the people, their financial conditions and such other factors*



##### Designing Sheds and Toilets

*The consultant provides the designs for the bathroom sheds and toilets, which are based on the geography of the location of intervention and the context of the end users*



##### Training the Mason and MFI staff

*The consultant trains the mason about building the toilets and sheds, the MFI staff about co-ordinating the process of building and awareness*



#### APPOINTING A WPO - WATSAN PROGRAM OFFICER

The scope of activities of a WPO are:



##### Conducting Socio-economic Surveys

*The WPO conducts surveys in various villages to gather data for understanding the people, their requirement, ability to pay etc. for better implementation of the program*



##### Spreading Awareness

*The WPO conducts sessions in the identified areas spreading awareness about the importance of proper water and sanitation facilities and the provisions of the program*



##### Verification and Monitoring

*The WPO conducts verification and monitoring visits by visiting individual homes of clients in order to ensure that the program has been implemented effectively and loan amount has been used for the purpose*



#### DEVELOPING AWARENESS MATERIALS

FWWB supports in developing and printing training materials for spreading awareness on health and hygiene

## HIGHLIGHTS

- Total loan amount disbursed till date: **INR 22.3 million**
- Total sanitation facilities and legal water connections: **2348**
- **Issue:** The MFI crisis and PSL (Priority Sector Lending) norms reduced offtake as WATSAN loan is a non-income generating loan

## FUTURE PLAN

FWWB plans to expand the WATSAN program and its outreach in new states of India where the demand for water and sanitation products is high. In addition to this, FWFB will concentrate on linking the WATSAN program and its MFI partners with other external agencies like consultants and experts in order to ensure better support to the ultimate beneficiaries. Raising new funds to support the WATSAN program is also in the pipeline, so that the increased outreach and scope are matched with increased financial backing.

## ORGANIZATIONAL FEEDBACK

Partner organizations' feedback is that the WATSAN project supported them in serving disadvantaged groups in society. WATSAN beneficiaries benefited from this support and are more loyal and attached to the organization. The WATSAN program has contributed greatly in increasing the social status of beneficiaries. At the client level, the WATSAN program has increased awareness about household hygiene as well as personal hygiene. The program has helped women beneficiaries in regaining their sense of safety and observed a positive change in social status of women.

MFI partners also shared that though it is a bit difficult to implement this program in urban areas, there is a high demand and the program improved the lifestyle of urban clients nevertheless.



# CASE STUDIES

## A HAPPY MOTHER



Zareena, a 50 years old WATSAN beneficiary lives in a slum in Bengaluru with her daughters. Their total family income per month is INR 12,000. She constructed a toilet with a loan of INR 10,000 from FWWB assisted GFSPL (Grameen Financial Services Pvt. Ltd.). Before construction of the toilet her family members were using a public sanitation facility. Everyday each family member spent around an hour for defecation. Further she informed that since mostly men came to a Mosque nearby, her young daughters would feel shy to go to the toilet in front of them.

Now with her own sanitation facility she feels her daughters will have a much safer and more comfortable environment to grow up. She cares for the education and health conditions of her family and she feels she rightly spent the loan money for constructing the toilet. She also feels that her family's social status has increased after owning a sanitation facility. She has been able to pay the loan installments without any delay and thus has a good track record as well.

## SOCIAL STATUS FOR THE FAMILY



Rangabati Behra is a homemaker who lives with her two young daughters and husband in Muniguda, a town in Orissa. She availed a loan of INR 20,000 from FWWB assisted Mahashakti Foundation to construct a sanitation facility in March 2011. Before the construction of the sanitation facility her family members had no choice but to go for open defecation.

The elder daughter of Rangabati, who studies in the second year of BBA, shared that the town of Muniguda is developing at a rapid pace and thus finding a free space for open defecation is not so easy. The family used to go far, early in the morning before sunrise, in order to find space for open defecation and spent 30-45 minutes per person every day for this routine. Both of Rangabati's daughters shared that during exam times their problems were further aggravated. They felt shy in going out for defecating while having less time on their hands and with limited income they never thought of constructing a sanitation facility for themselves.

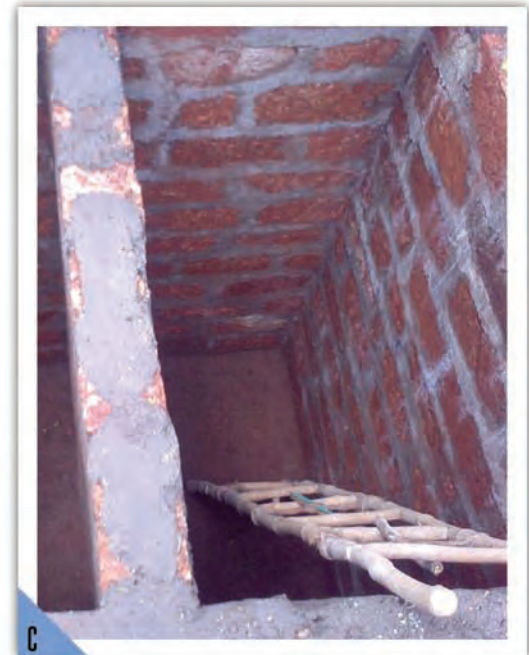
Rangabati's husband shared that it was very painful to see them going outside for defecation with a water container. But now with the new sanitation facility constructed, they are happy that they have their own toilet and bathroom facility right at their door step. Now the girls are in a much better situation, feeling safer and happy. The family shared that after constructing the toilet their social status has also increased.

### Titles of photographs on the facing page

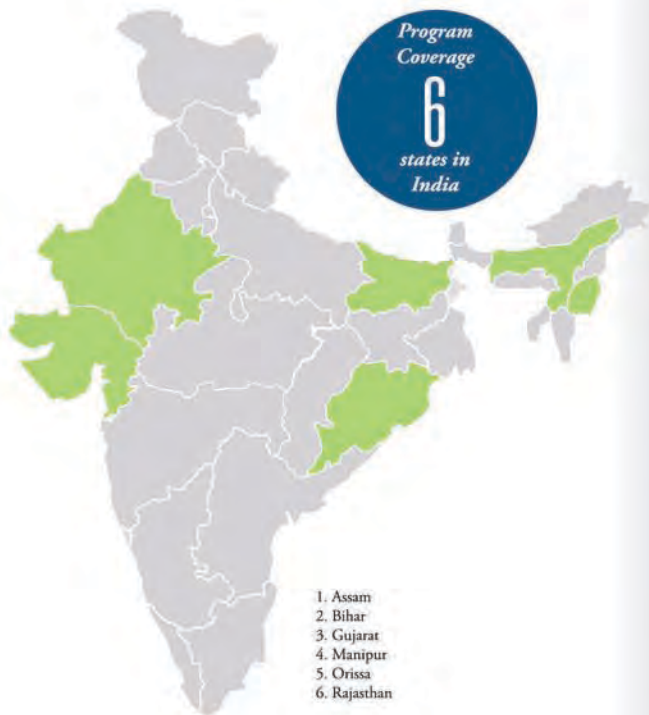
- a. Concrete rings to be put into a ring-pit for constructing a sanitation facility
- b. Hygienic water being filled in pots from a legal water connection facilitated through a WATSAN loan
- c. A semi-constructed septic tank for a sanitation facility
- d. A constructed toilet facility made through a WATSAN loan, in a village in Bhubaneswar, Orissa
- e. The interiors of a fully constructed bathroom in regular use in a village in Orissa
- f. A mural by Mahashakti Foundation used for spreading health and hygiene awareness under the WATSAN program in Muniguda area in Orissa



# PHOTO GALLERY







### STATISTICS OF PROGRAM SUPPORT DURING THE YEAR

**Fund Support** \_\_\_\_\_ INR **2.9** million

**Support To** \_\_\_\_\_ **13** Partners

**Outreach** \_\_\_\_\_ **35,100**

### TYPES OF PROGRAM SUPPORT



# EMPOWERMENT

## Financial Literacy + Health & Hygiene

**Program Started In**  
**2011**

**Program Currently Funded By**  
**Friends of WWB, India | Rabobank Foundation**

### GENESIS

FWWB since inception has focused on supporting through its credit and capacity building efforts, partner organizations working on promoting/enhancing/supporting income generating activities through doorstep access to credit to low income households. Over time based on impact data available and research, it was realised that access to credit alone is not enough to address poverty and vulnerability of low income households.

There are many enablers that need to be supported of which FWWB identified the following as activities it would undertake: awareness, financial literacy, health and hygiene & leadership especially of women through its Empowerment program.

The Empowerment program as a stand alone program was launched in 2011, although activities under it have been supported since the start of FWWB's operations.

### MARKET RESEARCH DATA

Through an area-specific research it was found that less than 10% members had access to a formal source of finance i.e. bank accounts or post office accounts. In another survey in Kahalgaon area in Bihar, it was found that every poor household spent close to Rs. 1500 per month on health related problems which was almost 40% of their monthly income, and borrowed money by mortgaging their assets.

### PROGRAM OBJECTIVES

- Improve financial management of household income and link clients to a formal source of finance
- Bring out behavioral changes with regards to personal health and hygiene
- Empower the leaders of CBOs, especially women members, by enhancing leadership abilities thus enabling them to be better leaders of CBOs

## CHALLENGES PEOPLE FACE



*Lack Of Awareness  
About Access To Finance*



*Excessive Expenditure  
On Social Occasions*



*Behavioral Rigidity  
In Self-Planning*



*Health Problems Due  
To Hygiene Issues*



*High Medical  
Expenses*



*Financial  
Exploitation*



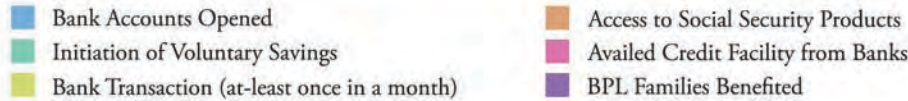
**think!** *In a research conducted by Monitor, an international consulting firm, between 500 and 800 million of the world's poor have access to finance, but only 110 million to 130 million of them have received training in financial capability. This leaves almost 75% of the remaining people without sufficient financial literacy and thus without any guide to making informed financial decisions.*



## PROGRAM IMPACT

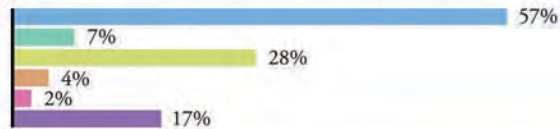
### FINANCIAL LITERACY

Indicators For Assessing Program Impact



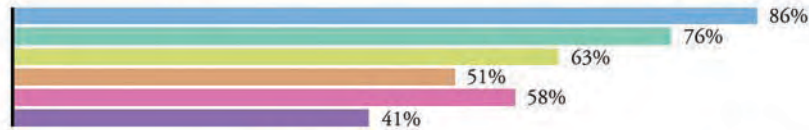
#### Assam

600 members covered



#### Gujarat

6000 members covered



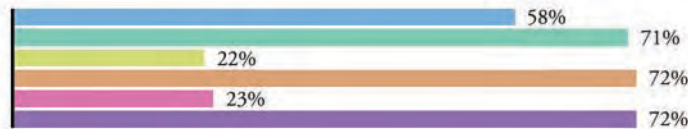
#### Manipur

5000 members covered



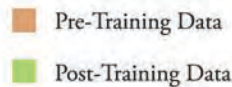
#### Orissa

6000 members covered



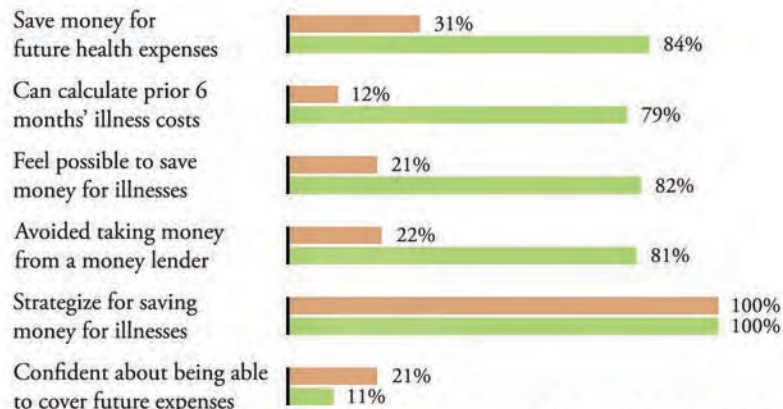
### HEALTH & HYGIENE

Pre-Training and Post-Training Data Analysis



#### Bihar

1500 members covered  
(100 members sample size)



(This reduction indicates that through the course of the training, the members realised that there were more factors to be considered for saving money for future medical expenses)

## FUTURE PLAN

FWWB undertook a strategic review exercise and prioritized activities where it can make maximum impact and is most aligned to its overall mission.

Financial Literacy is clearly integrated with FWFB's institutional efforts and a detailed review in terms of approach and timeline of the program is needed. The learnings from the implementation in this year will be incorporated in the program in the incoming year. This includes criteria for selection of partner organizations and members, improved selection of trainers for Training of Trainers (ToT), change in the format of ToT, conducting household trainings in phases (during group meetings), customizing the module to suit organizations who are not working in MFI domain, sensitizing bankers in the area of financial inclusion etc.

With regards to Health & Hygiene, along with changes in behavioural patterns of members, necessary changes at policy level pertaining to revival of Government health service systems at the grass root level and infrastructure is extremely important. These do not align to FWFB's overall mission and hence will be discontinued.

In line with FWFB's objective, building business skills of entrepreneurs and leadership skills of community based organizations board, especially women will be piloted in the coming years through building partnerships with content experts and successful programs already in existence.

\* The graphs shown above are based on data from those partner organizations from whom data was received





# SPECIAL INITIATIVES

## Citi Micro Entrepreneur Awards (CMEA 2011)

*Program Started In*  
**2011**

*Program Currently Funded By*  
**Citi Foundation**

### GENESIS

For over 30 years FWFB has been providing financial and capacity building support to more than 300 microfinance institutions (MFIs) promoting livelihoods of the poor, who cater to the credit needs of potential micro entrepreneurs who otherwise have limited access to formal financial channels. Over the last 5 years, FWFB has also actively supported community owned enterprises aggregating small and marginal producers thus positively impacting incomes of poor households.

The Citi Micro Entrepreneur Awards (CMEA) program, supported by Citi Foundation, honors and recognizes leadership and entrepreneurial skills amongst the underprivileged who have grown small livelihoods into micro enterprises that has helped them emerge above the poverty line, create jobs and add value to society and their communities by accessing finance through MFIs and other sources.

The CMEA targets low income households and emerging

entrepreneurs therein, which is also a focus and success area of FWFB. With this and FWFB's large network of organizations in mind, Citi engaged FWFB as a 'Strategy Partner' for CMEA 2011 to provide strategic inputs on the program and its delivery process.

### PROGRAM OBJECTIVES

- To identify, recognize and honour 9 micro-entrepreneurs and 1 community owned enterprise who have exhibited superior performance that has helped them emerge out of poverty, create jobs, add value to society and are role models
- To invest in further capacity building of these exemplary micro enterprises
- To analyze and disseminate best practices derived during the awards process
- To illustrate and promote the significant role that micro enterprises play in enabling a more inclusive financial sector

## CHALLENGES OF MICRO ENTREPRENEURS



*Limited Access To Credit, Technology, Customer And Market Segments*



*Lack Of Business Management Skills*



*Work In Informal Environment: Finance, Regulatory etc.*



*Need For Policy To Enable Skills And Resources Thus Promoting Profitable Micro Enterprises*





## PROGRAM ACTIVITIES



Reviewed past program and its impact and designed the new implementation strategy and plan



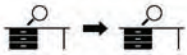
The Community Owned Enterprise Award, a new Category of Awards recommended by FWFB was accepted by Citi Foundation



Service providers were identified for select deliverables; MicroSave was selected as 'Implementation Partner'



Applications were solicited from five geographic regions – East, North, South West & Central, and the North East



Nominations were subject to a rigorous two-tier objective screening process – first of applications received and then site visit assessments to first phase shortlisted micro enterprises. The shortlisting committee comprised of experts in Micro enterprises, Microfinance, Process Management and Livelihoods



A final list of 30 nominations was presented to the Governing Council, comprising eminent personalities from industry, multilateral agencies, the development sector and media to adjudge the winners



Winners were recognized in a formal awards ceremony attended by high networth clients of Citi and dignitaries with Chief Guest of Honour, the Deputy Governor of Reserve Bank of India



In addition, to cash prizes and plaques, each of the ten winners received customized trainings on 'Principles of Business Management'

## HIGHLIGHTS

800+

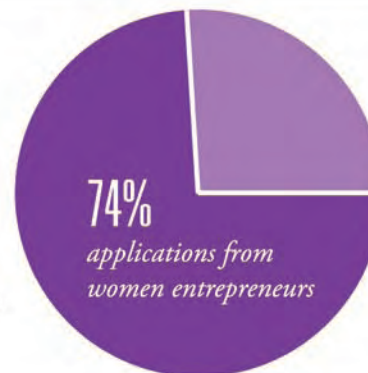
Applications  
Received

77

Nominating  
Organizations

300+

People Attended  
the Event



- New categories of awards were added to CMEA 2011
- The event and winners received wide media coverage across the nation
- Post the awards ceremony the winners also received trainings in business development

## LIST OF WINNERS

### INDIVIDUAL MICRO ENTREPRENEUR AWARDS

**National Winner:** *Charulata Swain*

### Regional Winners

South: *P. Madan*

West: *Godavari Shankar Satpute*

North: *Nazma Bano*

North East: *Karabi Rajbongshi*

East: *Padmini Jena*

Youth Entrepreneur: *Sumaiya Khatun*

Green Entrepreneur: *Gajanan Bhaurao Bhasme*

Innovative Entrepreneur: *W. Memi Devi*

### COMMUNITY OWNED ENTERPRISE

**National Winner:** *SADHNA*



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# CASE STUDY

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## AN INNOVATIVE WAY INTO PROSPERITY

W. Memi Devi, a woman entrepreneur from Manipur is one of the winners of CMEA 2011. She was awarded as the 'Innovative Entrepreneur of the Year' for her innovation that has impacted the environment as well as her household.

After her husband retired, she decided to go into business for herself. In 2007, she invested some of her own money and set up a unit to make products from used tyres, with her two sons. A native of Imphal in Manipur, Memi's primary challenges were to secure regular suppliers of used tyres and to find a market for her finished products. She met the financial challenge by using her personal savings and also from the support of MFI Chanura Microfin (CMM). The microcredit from CMM helped her buy raw materials.

The business itself was not new but Memi was an innovator and she expanded her product portfolio from the more common products for daily use to unique items like tubs and buckets. She has innovated a unique process of moulding that helps her produce quality products. She places the tyre on the mould and hammers it with finesse and care to give it a shape of bucket, tub etc. She also makes provision for the handle and support to complete the utility. Memi was also aware about pollution levels from burning tyres and hence thought this as a viable business proposition to adopt. In her small yet significant way, she is contributing immensely to the environment and at the same time innovating products which meet both ends.

Her business is growing with great profitability. Memi has inspired others in the locality to start similar business and employs 9 locals who belong to a poor background. She has established institutional buyers in Imphal but aspires to further expand her program and take it beyond the state of Manipur. Her high quality products give her an edge and she advertises in local radio for wider dissemination of her products. She intends to buy an alignment machine which will further enhance the quality of her products.

With the cash award she received through CMEA 2011, she bought a three-wheeler to use it as transportation, to increase her business outreach. Now, she dreams to own a shop where she can display her products in Imphal.









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# FWWB TEAM

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## Senior Management Team

Anshu Bhartia *Chief Executive Officer*  
Vibha Sharma *Head – Project Finance*  
Ranjit Mohanty *Senior Manager*

## Program Management Team

Neha Kansara  
Nilanjan Chaudhury  
Shruti Raheja

## Program Officers

Himanshu Vaghela  
Ilas Khairnar  
Kiran Rathod  
Meenakshi Jaiswal  
Ruski Mahal  
Shailie Mehta  
Shimolee Sheth  
Shubham Gupta  
Sireesha Patnaik  
Sourav Biswal  
Suhani Avarani

## Accounts and Finance

Anjana Joshi  
Viral Sanghvi

## Administrative Team

Jyotsna Gohil  
Anita Otwani

## Support Staff

Chandrakant Parmar  
Dilip Zala

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# PARTNER ORGANIZATIONS

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## A

Access Livelihood Consulting India Ltd.(ALC)  
Association for Development and Research in Socio-Economic Activities (ADARSA)

Adarsh Mahila Vikas Swawalambhi Sahakari Samiti  
Adhikar  
Adivasi Bachat Evam Sakh Sahakari Samiti Ltd.  
Azad Mahila Swasthya Sahakarita Samiti

## B

Bhartiya Micro Credit  
Bihar Development Trust (BDT)

## C

Centre for Action and Rural Reconstruction (CARR)  
Chanura Microfin Manipur (CMM)  
Chetna Organics Agriculture Producer Company Ltd. (COAPCL)  
Community Collective Society For Integrated Development (CCFID)  
CREATE Microfinance Institution

## D

Disha India Micro Credit

## E

ESAF Microfinance and Investment Pvt Ltd  
ESAF Swaraya Producer Company Ltd. (ESPCL)

## F

Fisheries Management Resource Centre (FishMARC)

## G

Grameen Financial Services Pvt. Ltd.

## H

Humana People to People India (HPPI)

## I

Indur Intideepam MACS Federation Ltd.

## J

Jagran Jan Vikas Samiti  
Jan Chetna Sanasthan (JCS)

## K

Kamdhenu Foundation  
Kaushalya Foundation  
KHAMIR Craft Resource Center

## L

Light Microfinance  
Lok Swastha Mandal (LSM)

## M

Mahashakti Foundation  
Maitri  
Mimoza Enterprise Finance Pvt. Ltd.  
Mulberry

## N

Navya Disha

## O

Organization for Rural Improvement

## P

Pahal Financial Services Pvt. Ltd  
Partners in Prosperity  
Pragati  
PRAYAS

## R

Regional Rural Development Center

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## S

Sahaj  
Sakhi Credit Co-operative  
Samarasa  
Sambandh Finserve Pvt. Ltd.  
Sambhav Social Service Organization  
Sampark Co-operatives  
Samruddhi Welfare Development Foundation  
Sangharsh Mahila Manch  
Sankalp Grameen Mahila Swayamsiddha Sangh  
Social Action For Rural Construction (SARC)  
Self Employment Voluntary Association (SEVA)  
Shakti Mahila Sangh Bahuuddeshiya Swayatta Sahkarita Maryadit  
Self Help Promotion for Health and Rural Development (SHEPHERD)  
Small and Marginal Tribal Farmers' Mutually Aided Co-operative Society (SAMTFMACS)  
Supath Gramodhyog Sansthan  
Swashrayee Mahila Sakha Sahakarita Maryadit (SMSSM)  
Swayam Micro Services  
Swayamsampurna Federation

## T

Tana Bana Marketing Pvt. Ltd.

## V

Volunteer for Village Development (VVD)

## W

Weaker Section Development Society (WSDS)

## Y

Yashwardhini Grameen Mahila Swayamsiddha Sangh

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# FUNDERS

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## Grant

Citi Foundation (United Way Worldwide)  
CORDAID  
Coutts & Co.  
Ford Foundation  
Michael and Susan Dell Foundation  
Rabobank Foundation

## Loan

Axis Bank Limited  
CORDAID  
Corporation Bank  
Dena Bank  
Ford Foundation  
HDFC Bank  
Indian Bank  
Indian Overseas Bank  
Michael and Susan Dell Foundation  
National Housing Board  
Rabobank Foundation  
Small Industries Development Bank of India (SIDBI)  
State Bank of India  
Syndicate Bank

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# MEMBERS OF THE BOARD

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## CHAIR EMERITUS

**Ms. Elaben Bhatt**

Founder, FWWB & SEWA

## CHAIR

**Ms. Anjali Bansal**

Managing Director, Spencer Stuart India

## VICE CHAIR

**Ms. Sonal Modi**

General Manager, Regional Business Head, Maharashtra HDFC Ltd.

## TRUSTEES

**Ms. Anjali Raina**

Managing Director, Harvard Business School India Research Centre, Mumbai, Maharashtra

**Ms. Girija Srinivasan**

Development Consultant

**Prof. Ila Patel**

Professor, IRMA

**Mr. K. C. Bhanoo**

General Manager, SIDBI, Ahmedabad, Gujarat

**Ms. Kalpana Iyer**

Consultant

**Ms. Mirai Chatterjee**

Chairperson, National Insurance Vimo SEVA Corporation Ltd. & Lok Swasthya Health Workers Co-operative  
Director, SEWA Social Security Team

**Dr. Smita Premchander**

Secretary, SAMPARK, Independent Consultant

**Dr. Sudha Kothari**

Managing Trustee, CHAITANYA

**Ms. Vijayalakshmi Das**

Managing Director, Ananya Finance for Inclusive Growth Private Limited

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# COMMITTEES

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## PROGRAM COMMITTEE

Ms. Girija Srinivasan	<i>Chair</i>
Prof. Ila Patel	<i>Member</i>
Dr. Sudha Kothari	<i>Member</i>
Ms. Vijayalakshmi Das	<i>Member</i>

## AUDIT COMMITTEE

Ms. Sonal Modi	<i>Chair</i>
Mr. K. C. Bhanoo	<i>Member</i>
Ms. Kalpana Iyer	<i>Member</i>

## GOVERNANCE & NOMINATIONS COMMITTEE

Prof. Ila Patel	<i>Chair</i>
Ms. Anjali Bansal	<i>Member</i>
Ms. Mirai Chatterjee	<i>Member</i>
Ms. Anjali Raina	<i>Member</i>

## HR COMMITTEE

Ms. Mirai Chatterjee	<i>Chair</i>
Ms. Anjali Bansal	<i>Member</i>
Ms. Sonal Modi	<i>Member</i>
Ms. Anjali Raina	<i>Member</i>

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# BOARD MEETINGS

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## DATES OF BOARD MEETINGS

18th June, 2011  
10th September, 2011  
5th November, 2011  
3rd January, 2012  
11th February, 2012  
17th March, 2012

## NAME OF MEMBER

## NO. OF MEETINGS ATTENDED

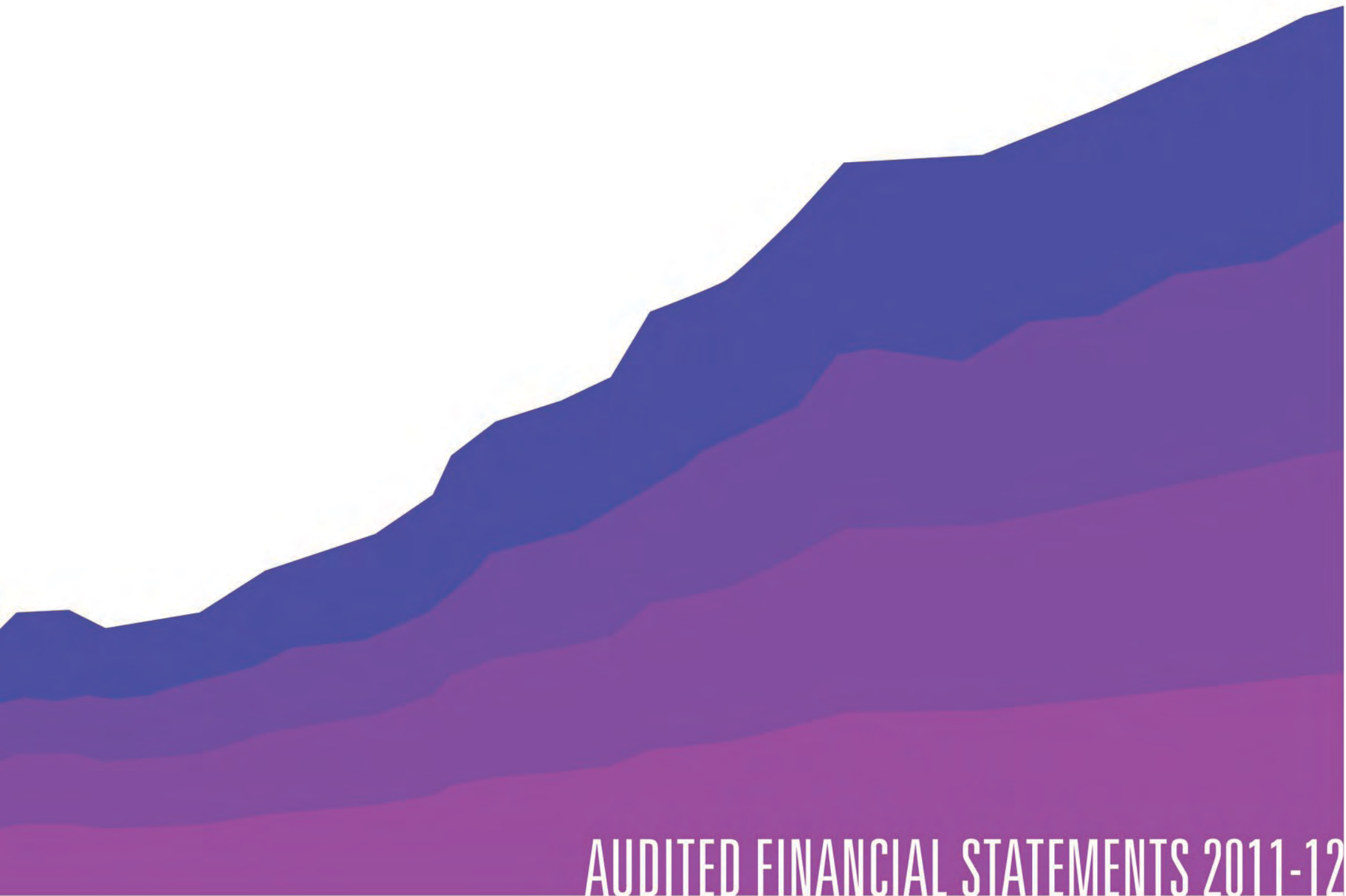
Ms. Anjali Bansal	6
Dr. Sudha Kothari	6
Ms. Mirai Chatterjee	6
Ms. Sonal Modi	5
Ms. Kalpana Iyer	5
Prof. Ila Patel	4
Ms. Vijayalakshmi Das	4
Ms. Girija Srinivasan	3
Ms. Anjali Raina	3
Dr. Smita Premchander	3
Mr. K. C. Bhanoo	2

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AUDITED FINANCIAL STATEMENTS 2011-12



**Auditors' Report**

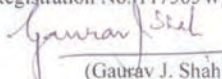
1. We have audited the attached Balance Sheet of **Friends of WWB, India** (Registration No. F/821/AHD) as at March 31, 2012 and also the Statement of Income and Expenditure Account for the year ended on that date annexed thereto. These financial statements are the responsibility of the management of the Trust. Our responsibility is to express an opinion on these financial statements based on our audit.
2. We conducted our audit in accordance with auditing standards generally accepted in India. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
3. As required by The Bombay Public Charitable Trust Act, 1950 applicable to the State of Gujarat and on the basis of such checks as we considered necessary and appropriate and according to the information and explanations given to us during the course of audit, we enclose in the Annexure, a statement on the matters specified therein.
4. Further to our comments in the Annexure referred to above, we report that:
  - a) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purposes of our audit;
  - b) In our opinion, proper books of account have been kept by the Trust so far as appears from our examination of the books;
  - c) The Balance Sheet and the Statement of Income and Expenditure Account dealt with by this report are in agreement with the books of account;

d) In our opinion and to the best of our information and according to the explanations given to us, the accounts read with the notes thereon give a true and fair view in conformity with the accounting principles generally accepted in India:

- (i) in the case of the Balance Sheet of the state of affairs of the Trust as at March 31, 2012 and
- (ii) in the case of the Statement of Income and Expenditure Account of the excess of income over expenditure for the year ended on that date.

Place: Ahmedabad  
Date: 23<sup>rd</sup> June, 2012

For Deloitte Haskins & Sells  
Chartered Accountants  
(Firm Registration No. 117365W)

  
(Gaurav J. Shah)  
Partner  
(Membership No. 35701)

*Shah*

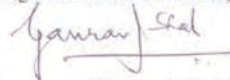


**Annexure to the Auditors' Report**

Referred to in Paragraph 3 of our report of even date

- a) The accounts are maintained regularly and in accordance with the provisions of the Bombay Public Charitable Trust Act, 1950 and the Rules thereunder.
- b) The receipts and disbursements are properly shown in the accounts.
- c) The cash balance and vouchers in the custody of the Accountant on the date of audit were in agreement with the accounts.
- d) All the books, deeds, accounts, vouchers and other documents of records required by us, were produced before us.
- e) During the year, the Trust did not hold any inventories of movables.
- f) The Accountant appeared before us and furnished the necessary information required by us.
- g) No property or funds of the Trust were applied for any object or purpose other than for the objects of the Trust.
- h) There are no loans outstanding for more than one year. Out of the total amount of Rs. 117,752,669 outstanding as at March 31, 2012, no amounts have been written off during the year.
- i) During the year, tenders / quotations were invited where the repairs and construction expenditure exceeded Rs. 5,000.
- j) No money of the Trust has been invested contrary to the provision of section 35.
- k) There has not been alienation of immovable property contrary to the provisions of section 36 which have come to our notice.

For Deloitte Haskins & Sells  
Chartered Accountants  
(Firm Registration No. 117365W)



(Gaurav J. Shah)  
Partner

(Membership No. 35701)

Place: Ahmedabad  
Date: 23<sup>rd</sup> June, 2012



**THE BOMBAY PUBLIC TRUST ACT, 1950**

Schedule IXC

(Vide Rule 32)

Statement of income liable to contribution for the year ending on 31st March, 2012

**Name of the Public Trust:** FRIENDS OF WWB, INDIA

**Registration No.:** F/821/AHD

	Amount in Rupees	Amount in Rupees
Gross annual income - As per Annexure attached hereto		60,794,871
<b>DETAILS OF INCOME NOT CHARGEABLE TO CONTRIBUTION UNDER SECTION 58 RULE 32.</b>		
1. Donations received during the year from any source		
2. Grants by Government and local authorities as per Annexure attached hereto	37,706,049	
3. Interest on Sinking or Depreciation Fund		
4. Amount spent for the purpose of education & training, Training & Workshop Expenses (As certified by the Management)		
5. Amount spent for the purpose of medical relief		
6. Deductions out of income from lands used for agricultural purposes:-		
(a) Land Revenue and local Fund/Cess		
(b) Rent payable to superior landlord		
(c) Cost of production, if lands are cultivated by trust		
7. Deductions out of income from lands used for non-agricultural purpose:-		
(a) Assessment, Cesses and other Government or Municipal Taxes		
(b) Ground rent payable to the superior landlord		
(c) Insurance Premium		
(d) Repairs at 8-1/3 per cent of gross rents of buildings		
(e) Cost of collection at 4 per cent of gross rent of buildings let out		
8. Cost of collection of income or receipts from securities, stocks, etc. at 1 per cent of such income.	1,836,996	
9. Deductions on account of repairs in respect of buildings not rented and yielding no income at 10 per cent of the estimated gross annual rent	174,720	39,717,765
<b>Income liable to contribution</b>		<b>21,077,106</b>

**For Friends of WWB, India**

**Trustee**

**Trustee**

**Chief Executive Officer**

**For Deloitte Haskins & Sells**  
Chartered Accountants  
(Firm Registration No. 117365W)

Ganraj J. Shah  
Partner  
(Membership No. 35701)

**Date:** 23rd June 2012

**Place:** Ahmedabad

**Date:** 23rd June 2012

**Place:** Ahmedabad



## Annexure to Schedule IXC

Name of the Public Trust: FRIENDS OF WWB, INDIA

Registration No.: F/821/AHD

Year ended: March 31, 2012

### Statement showing calculation of Gross Annual Income

	Amount (Rs.)	Amount (Rs.)
Grants & Donations – As per Income & Expenditure Account	32,753,416	
Less : Unspent amounts of grant as on 31.03.11	20,450,702	
Add : Unspent amounts of grant as on 31.03.12	25,395,561	
Add : Amounts written back grouped under miscellaneous income	7,774	
Grants & Donations – Received during the year		37,706,049
Bank interest – As per Income & Expenditure Account		17,622,610
Other Income – As per Income & Expenditure Account		4,605,212
Income of Micro Finance – As per Note 4(d) of Schedule 16C, since only net result is carried to the Income & Expenditure Account		861,000
<b>Total</b>		<b>60,794,871</b>

### Statement showing calculation of Donations received during the year from any sources and Grants

	Amount (Rs.)	Amount (Rs.)
Grants & Donations – As per Income & Expenditure Account	32,753,416	
Less : Unspent amounts of grant as on 31.03.11	20,450,702	
Add : Unspent amounts of grant as on 31.03.12	25,395,561	
Add : Amount written back during the year grouped under miscellaneous income	7,774	
Grants & Donations – Received during the year		37,706,049
<b>Total</b>		<b>37,706,049</b>





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### Annexure to Schedule IXC

Name of the Public Trust: FRIENDS OF WWB, INDIA

Registration No.: F/821/AHD

Year ended: March 31, 2012

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#### Statement showing Cost of collection of income or receipts from securities stocks etc. at 1 per cent of such income

	Amount (Rs.)
Interest on banks deposits and balances - As per Income & Expenditure Account	17,622,610
Income from investments - As per schedule 12 to the Income & Expenditure Account (Rs. 15,667 + Rs. 731,680)	747,347
<b>Total</b>	<b>183,699,957</b>
1% thereof	1,836,996

#### Statement showing repairs at 10% of the estimated gross annual rent

	Amount (Rs.)
Rental charges (Area of Building 5600 sq. ft. @ Rs 26/- per Sq.Ft.p.m.)	1,747,200
10% thereof	174,720





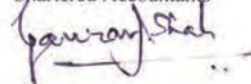
**FRIENDS OF WWB, INDIA**

Balance Sheet as at March, 2012

		Amount (Rs.)	
	Schedule	As at March 31st, 2012	As at March 31st, 2011
<b>SOURCES OF FUNDS</b>			
Corpus and Other Trust Funds	1	135,957,200	135,957,200
Reserves and Surplus	2	98,084,000	80,818,242
Loan Funds			
<i>Secured Loans</i>	3	55,000,000	71,080,279
<i>Unsecured Loans</i>	4	25,000,000	27,500,000
<i>Other Loans (Refer Note 4(a) of Schedule 16C)</i>		648,642,952	1,731,388,924
<b>Total</b>		<b>962,684,152</b>	<b>2,046,744,645</b>
<b>APPLICATION OF FUNDS</b>			
Fixed Assets	5		
<i>Gross Block</i>		16,721,016	16,173,923
<i>Less: Accumulated Depreciation</i>		12,671,382	11,818,764
<b>Net Block</b>		<b>4,049,634</b>	<b>4,355,159</b>
Investments	6	9,146,000	11,146,000
Current Assets, Loans and Advances			
<i>Cash and Bank Balances</i>	7	206,395,742	289,881,274
<i>Other Current Assets</i>	8	11,311,280	14,125,425
<i>Loans and Advances</i>	9	763,415,027	1,756,937,866
<b>Total Current Assets, Loans and Advances</b>		<b>981,122,049</b>	<b>2,060,944,565</b>
<i>Less: Current Liabilities and Provisions</i>	10	31,633,531	29,701,079
<b>Net Current Assets</b>		<b>949,488,518</b>	<b>2,031,243,486</b>
<b>TOTAL</b>		<b>962,684,152</b>	<b>2,046,744,645</b>
Significant Accounting Policies and Notes to Accounts	16		

**In terms of our report attached**

In terms of our report attached  
For Deloitte Haskins & Sells  
Chartered Accountants



Place: Ahmedabad  
Date: 23rd June 2012

For Friends of WWB, India

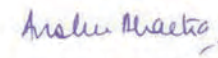


Trustee

Place: Ahmedabad  
Date: 23rd June 2012



Trustee



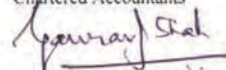
Chief Executive Officer

**FRIENDS OF WWB, INDIA**  
Statement of Income and Expenditure for the Year Ended March, 2012

		Amount (Rs.)	
	Schedule	Year Ended March 31st, 2012	Year Ended March 31st, 2011
<b>INCOME</b>			
Grants & Donations	11	32,753,416	8,672,814
Interest on bank deposits and balances		17,622,610	14,133,250
Surplus from Micro Finance Activity (Refer Note 4(d) of Schedule 15C)		861,000	2,505,000
Other Income	12	4,605,212	5,129,267
<b>Total</b>		<b>55,842,238</b>	<b>30,440,331</b>
<b>EXPENDITURE</b>			
Employee Cost	13	8,726,011	7,607,120
Finance Cost		295,223	1,044,396
Programme Expenditure	14	24,197,602	4,382,235
Administrative and Other Expenses	15	2,410,927	3,492,246
Provision for diminution in value of Investments		-	-
Provision for Doubtful Loans		2,089,099	-
Depreciation		857,618	708,730
<b>Total</b>		<b>38,576,480</b>	<b>17,234,727</b>
<b>Excess of Income over Expenditure for the year before Exceptional Items</b>		<b>17,265,758</b>	<b>13,205,604</b>
Exceptional Items		-	(184,322,942)
<b>Excess of Income/Expenditure over Expenditure/Income for the year after Exceptional Items</b>		<b>17,265,758</b>	<b>(171,117,338)</b>
Add: Balance brought forward from the Previous Year		42,452,004	213,569,342
Less: Transferred to Corpus and Other Trust Funds		-	-
Less: Grant Refunded		-	-
<b>Balance carried to the Balance Sheet</b>		<b>59,717,762</b>	<b>42,452,004</b>
Significant Accounting Policies and Notes to Accounts	16		

**In terms of our report attached**

In terms of our report attached  
For Deloitte Haskins & Sells  
Chartered Accountants

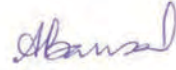


Partner

Place: Ahmedabad

Date: 23rd June 2012

For Friends of WWB, India



Trustee

Place: Ahmedabad

Date: 23rd June 2012



Trustee



Chief Executive Officer



**FRIENDS OF WWB, INDIA**  
Schedules forming part of the Accounts

**SCCHEDULE 1**  
**Corpus and Other Trust Funds**

	Amount (Rs.)			
	As at April 1, 2011	Additions during the year	Deductions during the year	As at March 31, 2012
<b>For Development Activity:</b>				
Corpus Fund	135,957,200	-	-	135,957,200
<b>Total</b>	<b>135,957,200</b>	<b>-</b>	<b>-</b>	<b>135,957,200</b>
<b>Previous Year</b>	<b>135,957,200</b>	<b>-</b>	<b>-</b>	<b>135,957,200</b>

**SCCHEDULE 2**  
**Reserves and Surplus**

	Amount (Rs.)			
	As at April 1, 2011	Additions during the year	Deductions during the year	As at March 31, 2012
General Reserve	38,366,238	-	-	38,366,238
Balance of Income and Expenditure Account	42,452,004	17,265,758	-	59,717,762
<b>Total</b>	<b>80,818,242</b>	<b>17,265,758</b>	<b>-</b>	<b>98,084,000</b>
<b>Previous Year</b>	<b>257,245,188</b>	<b>(132,751,100)</b>	<b>43,675,846</b>	<b>80,818,242</b>



**FRIENDS OF WWB, INDIA**  
Schedules forming part of the Accounts

**SCHEDULE 3**  
**Secured Loans**

	<b>Amount (Rs.)</b>	
	<b>As at March 31, 2012</b>	<b>As at March 31, 2011</b>
<b>For Development Activity:</b>		
Small Industries Development Bank of India (Note 1)	-	2,671,938
<b>For Micro Finance Activity:</b>		
Small Industries Development Bank of India (Note 2)	55,000,000	68,408,341
<b>Total</b>	<b>55,000,000</b>	<b>71,080,279</b>

**Notes: The above Loans are Secured by:**

1. Charge on Book Debts arising out of the Loan Funds
2. Pledge of Fixed Deposits amounting to Rs. 6,376,582 (Previous Year 97,968,096) and charge on Book Debts arising out of the Loan Funds

**SCHEDULE 4**  
**Unsecured Loans**

	<b>Amount (Rs.)</b>	
	<b>As at March 31, 2012</b>	<b>As at March 31, 2011</b>
<b>For Development Activity:</b>		
National Housing Bank	5,000,000	7,500,000
Michael & Susan Dell Foundation	20,000,000	20,000,000
<b>Total</b>	<b>25,000,000</b>	<b>27,500,000</b>





**FRIENDS OF WWB, INDIA**  
Schedules forming part of the Accounts

**SCHEDULE 5**  
**Fixed Assets (at Cost)**

**Amount (Rs.)**

PARTICULARS	GROSS BLOCK				DEPRECIATION				NET BLOCK	
	As at 01.04.2011	Additions during the year	Deletion/s during the year	As at 31.03.2012	As at 01.04.2011	For the year 2011-12	Deletion/s during the year	As at 31.03.2012	As at 31.03.2012	As at 31.03.2011
Buildings	1,296,105	-	-	1,296,105	1,120,008	17,610	-	1,137,618	158,487	176,097
Leasehold Premises	6,255,954	-	-	6,255,954	3,701,524	255,443	-	3,956,967	2,298,987	2,554,430
Computers	2,268,774	320,800	-	2,589,574	1,867,027	230,501	-	2,097,529	492,045	401,747
Office Equipments & Furniture	5,706,029	231,293	5,000	5,932,322	5,113,299	228,032	5,000	5,336,331	595,991	592,730
Vehicles	647,061	-	-	647,061	16,906	126,031	-	142,937	504,124	630,155
<b>Total</b>	<b>16,173,923</b>	<b>552,093</b>	<b>5,000</b>	<b>16,721,016</b>	<b>11,818,764</b>	<b>857,618</b>	<b>5,000</b>	<b>12,671,382</b>	<b>4,049,634</b>	<b>4,355,159</b>
<b>Previous Year</b>	<b>17,179,771</b>	<b>887,731</b>	<b>1,893,579</b>	<b>16,173,923</b>	<b>12,233,094</b>	<b>708,730</b>	<b>1,123,060</b>	<b>11,818,764</b>	<b>4,355,159</b>	<b>-</b>



**FRIENDS OF WWB, INDIA**  
Schedules forming part of the Accounts

**SCHEDULE 6**

**Investments (at Cost)**

	Amount (Rs.)	
	As at March 31, 2012	As at March 31, 2011
<b>Long Term Investments: (Quoted for Development Activity)</b>		
Government of India 8% Savings (Taxable) Bonds, 2003	9,146,000	10,646,000
Nil (Previous Year 4,150) Units of Unit Trust of India of Rs. 100 each	-	500,000
<b>Total</b>	<b>9,146,000</b>	<b>11,146,000</b>

**SCHEDULE 7**

**Cash and Bank Balances**

	Amount (Rs.)	
	As at March 31, 2012	As at March 31, 2011
<b>For Development Activity:</b>		
Cash on Hand (including foreign currency)	10,110	2,757
Bank Balances with Scheduled Banks:		
<i>In Savings Accounts</i>	14,160,781	15,751,420
<i>In Fixed Deposit Accounts *</i>	118,234,355	182,360,576
<b>For Microfinance Activity</b>		
Bank Balances with Scheduled Banks:		
<i>In Current Accounts</i>	613,985	335,103
<i>In Savings Accounts</i>	89,333	2,829,753
<i>In Fixed Deposit Accounts *</i>	73,287,178	88,601,665
<i>* Includes Fixed Deposits of (i) Rs. 19,802,518 (Previous Year Rs. 110,580,028) pledged with Banks and Financial Institutions for Borrowings and (ii) Rs. 66,910,596 (Previous Year Nil) matured as at the Balance Sheet date</i>		
<b>Total</b>	<b>206,395,742</b>	<b>289,881,274</b>





**FRIENDS OF WWB, INDIA**  
Schedules forming part of the Accounts

**SCHEDULE 8**

**Other Current Assets**

	Amount (Rs.)	
	As at March 31, 2012	As at March 31, 2011
<b>For Development Activity:</b>		
Accrued Interest on Loans	118,197	256,419
Accrued Interest on Bank Deposits	4,915,548	6,365,485
Tax Deducted at Source	4,051,492	3,096,500
Other Advances	1,197,293	219,516
<b>For Microfinance Activity</b>		
Accrued Interest on Bank Deposits	380,398	2,369,229
Tax Deducted at Source	648,352	1,818,276
<b>Total</b>	<b>11,311,280</b>	<b>14,125,425</b>

**SCHEDULE 9**

**Loans and Advances**

	Amount (Rs.)	
	As at March 31, 2012	As at March 31, 2011
<b>For Development Activity:</b>		
Unsecured and Considered Good	114,772,075	25,548,942
Considered Doubtful	2,980,594	891,495
Less: Loan Loss Provision	2,980,594	891,495
	<b>114,772,075</b>	<b>25,548,942</b>
<b>Advances recoverable in Cash or in Kind or for Value to be received (Refer Note 4(a) of Schedule 16c)</b>	<b>648,642,952</b>	<b>1,731,388,924</b>
<b>Total</b>	<b>763,415,027</b>	<b>1,756,937,866</b>



**FRIENDS OF WWB, INDIA**  
Schedules forming part of the Accounts

**SCHEDULE 10**

**Current Liabilities and Provisions**

	Amount (Rs.)	
	As at March 31, 2012	As at March 31, 2011
<b>For Development Activity:</b>		
Sundry Creditors	393,647	501,616
Unspent Amount of Grants	25,395,561	20,450,702
Other Current Liabilities	5,844,323	8,748,761
<b>Total</b>	<b>31,633,531</b>	<b>29,701,079</b>

**SCHEDULE 11**

**Grants and Donations**

	Amount (Rs.)	
	Year Ended March 31, 2012	Year Ended March 31, 2011
<b>From:</b>		
CORDAID	4,174,708	2,116,833
Rabobank Foundation	1,065,655	1,092,213
Michael & Susan Dell Foundation	937,068	1,093,279
United Way Worldwide	7,312,940	1,483,187
Charity Aid Foundation	-	2,485,817
United Way Worldwide - CMEA	8,778,529	-
Ford Foundation	9,159,397	-
Aide Mondiale	-	251,000
Coutts	1,286,706	127,014
Others	38,413	23,471
<b>Total</b>	<b>32,753,416</b>	<b>8,672,814</b>





**FRIENDS OF WWB, INDIA**  
Schedules forming part of the Accounts

**SCHEDULE 12**

**Other Income**

	Amount (Rs.)	
	Year Ended March 31, 2012	Year Ended March 31, 2011
<b>Income from Investments:</b>		
<i>Dividend</i>	15,667	24,901
<i>Interest</i>	731,680	900,541
Interest on Loan	2,478,887	3,156,705
Provision for Doubtful Debts Written Back	-	268,005
Consultancy Fees	673,500	52,500
Rent	504,000	466,500
Miscellaneous Income	196,603	260,115
Profit on sale of investment	4,875	-
<b>Total</b>	<b>4,605,212</b>	<b>5,129,267</b>

**SCHEDULE 13**

**Employee Cost**

	Amount (Rs.)	
	Year Ended March 31, 2012	Year Ended March 31, 2011
Salaries and Allowances	7,823,228	6,759,092
Contributions to Provident and Other Funds	651,250	429,722
Staff Insurance Premium	37,264	73,780
Gratuity Premium	214,269	344,526
<b>Total</b>	<b>8,726,011</b>	<b>7,607,120</b>



**FRIENDS OF WWB, INDIA**  
Schedules forming part of the Accounts

**SCHEDULE 14**

**Programme Expenditure**

	Amount (Rs.)	
	Year Ended March 31, 2012	Year Ended March 31, 2011
Operational Support to Partner Organizations	2,828,590	1,452,200
Training & Workshop Expenses	4,561,418	1,684,965
Programme Events Expenses	4,144,666	-
Professional Fees	8,689,479	99,000
Travelling Expenses	2,869,872	720,599
Books, Periodicals and Audio Visuals	307,454	16,511
Office & Administrative Overheads	796,123	408,960
<b>Total</b>	<b>24,197,602</b>	<b>4,382,235</b>

**SCHEDULE 15**

**Administrative and Other Expenses**

	Amount (Rs.)	
	Year Ended March 31, 2012	Year Ended March 31, 2011
Rent, Rates and Taxes	165,116	100,898
Insurance	27,813	37,971
Legal & Professional Fees	737,861	1,712,782
Office and Administration Overheads	582,295	561,361
Travelling Expenses	560,022	742,257
Membership Fees	23,236	5,000
Books, Periodicals and Audio Visuals	23,572	94,467
Contribution to Public Trust Administrative Fund	50,000	50,000
Loss on sale of fixed assets	-	-
Auditors' Remuneration	191,012	187,510
Provision for diminution in value of Investments	-	-
Loans & Advances written off	50,000	-
<b>Total</b>	<b>2,410,927</b>	<b>3,492,246</b>





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## FRIENDS OF WWB, INDIA

Schedules forming part of the Accounts for the year ended on March 31, 2012

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### Schedule - 16: Notes to the Financial Statements

#### A. General:

Friends of WWB, India, ('FWWB') is an non-profit organization established to advance and promote direct participation of poor women in the economy through access to national and international institutions working for the development of the women in India. FWWB, India is a trust registered under the Bombay Public Charitable Trust Act, 1950 and a society registered under the Society Registration Act, 1860. FWWB, India has been registered as a charitable trust under section 12A of the Income Tax Act, 1961.

FWWB is committed to building a society based on equity and social justice where women are active partners in holistic development. It does so by providing financial and capacity building services to organizations promoting livelihoods and self reliance of poor women.

#### B. Significant Accounting Policies:

##### 1. Accounting Convention:

The financial statements are prepared on accrual basis under the historical cost convention and are in consonance with applicable accounting standards of the Institute of Chartered Accountants of India to FWWB.

##### 2. Grants:

Grants in the nature of capital receipts are credited to the Corpus in the Balance Sheet. Grants received specifically relating to fixed assets are credited to the Capital Grants in the Balance Sheet. Such grants are recognized in the Statement of Income and Expenditure Account on a systematic and rational basis over useful life of the fixed assets. The allocation to the income is made over periods and in the proportion in which depreciation on the related Fixed Assets are charged to the Statement of Income and Expenditure Account.

Grants for specific purpose i.e. restricted grants, are recognized as income to the extent of amount spent during the year, in the Statement of Income and Expenditure Account. Unspent balances of the restricted grants are carried as liability in the Balance Sheet. Other grants are recognized as income in the Statement of Income and Expenditure Account of the year.

##### 3. Revenue Recognition:

In respect of the credit activity, income of interest on the loans granted is recognized on accrual basis and when no significant uncertainty as to collectability exists. The recognition is in accordance with the terms of the relevant agreements. Income on loans doubtful of recovery is recognized only when realized.

In all other cases, revenue is recognized when no significant uncertainty as to measurability or collectability exists.



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**FRIENDS OF WWB, INDIA**  
Schedules forming part of the Accounts for the year ended March 31, 2012

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**4. Fixed Assets**

Fixed assets are recorded at cost less accumulated depreciation. The cost comprises of purchase price and all incidental costs related to acquisition and installation.

**5. Depreciation**

Depreciation has been provided over the useful life on the written down value method on pro-rata basis from the date of purchase up to the date of sale, at rates specified as under:

Buildings	10%
Furniture & Office Equipments	25%
Computers	40%
Vehicles	20%

**6. Investments**

Long term investments are stated at cost. Provision for diminution in the value of investments is made only if, in the opinion of the management, such a decline is regarded as being other than temporary.

**7. Foreign Currency Transactions**

Transactions denominated in foreign currencies are normally recorded at the exchange rate prevailing at the date of the transaction. Monetary items of assets and liabilities denominated in foreign currencies are re-stated at the year end rates. Exchange differences arising on settlement of transactions in foreign currencies or re-statement of foreign currency denominated assets and liabilities are recognized in the Income and Expenditure Account.

**8. Retirement Benefits**

Liability for gratuity is provided and charged to the Statement of Income & Expenditure Account on the basis of FWWB's obligation measured at the present value of estimated future cash flows using a discounted rate as calculated by Life Insurance Corporation of India under a Gratuity Assurance Scheme on defined benefits.

Contributions, as required by the statute, are made to the Government Provident Fund and are charged to the Statement of Income and Expenditure Account for the period.

**9. Bad Loans or Provision for Loans Doubtful of Recovery**

In respect of the credit activity, as regards loans granted, for which:

- (a) Installments due for more than 180 days are considered as doubtful, full provision is made for the total outstanding amount of such loans.
- (b) At the end of two years, the total outstanding balances of such loans are written off as bad debts.





**FRIENDS OF WWB, INDIA**  
Schedules forming part of the Accounts for the year ended March 31, 2012

**C. Notes to the Accounts:**

1. Corresponding figures of the previous year have been regrouped, rearranged, wherever necessary, to make them comparable with the figures of the current year.
2. Contingent liability in respect of guarantee issued by FWWB to the lenders Rs. 287,280,000 (Previous Year – 1,067,143,095) and claims not acknowledged as debt Rs. 800,000 (Previous Year - NIL).
3. FWWB is registered under section 12 A (a) of the Income tax Act, 1961 and its income is exempt from the income tax as per the provisions of section 11 of the Act.
4. a) During the financial year 2010-11, FWWB entered into Business Transfer Agreements with Ananya Finance for Inclusive Growth Private Limited ('Ananya'), to transfer on "Slump Sale" basis, its assets and liabilities pertaining to microfinance activities as a going concern. As regards the liabilities of loans borrowed by FWWB from various banks and financial institutions ("The Lenders"), pending necessary approvals from the lenders, Ananya, by entering into a back-to-back agreement with FWWB, has agreed to serve the borrowings by following all the terms and conditions of the borrowing agreements entered into between FWWB and the lenders. In view thereof, such loans, details of which are stated as under, have been continued to be shown as liabilities in the Balance Sheet and corresponding amount has been shown as amount receivable in cash or in kind under Schedule 9 of Loans and Advances in the Balance Sheet.

Particulars	Amount (Rs.)	
	As at March 31, 2012	As at March 31, 2011
<b>Other loan funds from:</b>		
Axis Bank	-	94,545,436
Small Industries Development Bank of India	215,000,000	561,591,659
Dena Bank	50,000,682	183,048,634
Indian Bank	-	45,357,673
Corporation Bank	-	194,133,872
State Bank of India	62,500,000	112,500,000
Syndicate Bank	141,000,000	329,000,000
Rabobank Foundation	30,879,000	30,879,000
The Ford Foundation	98,259,520	95,326,400
CORDAID	51,003,750	85,006,250
<b>Total</b>	<b>648,642,952</b>	<b>1,731,388,924</b>

- b) In view of the transfer of the microfinance activity effective from 1st April, 2010, as stated in (a) above, there is no income and expenditure during the year from the microfinance activity except as stated herein below. The same has been shown as "Surplus from Microfinance Activity", on the Income side of the Statement of Income and Expenditure account.

Particulars	2011-12	2010-11
<b>INCOME</b>		
Recovery of debts written off as bad in earlier years	861,000	2,505,000
<b>EXPENDITURE</b>	-	-
<b>Surplus of Income over expenditure for the year</b>	<b>861,000</b>	<b>2,505,000</b>



**FRIENDS OF WWB, INDIA**  
Schedules forming part of the Accounts for the year ended March 31, 2012

**5. Related Party Disclosures**

a) Names of the Related Party and nature of their relationships with FWWB

Name of the Party	Nature of relationship with FWWB
Ananya Finance for Inclusive Growth Private Limited (Ananya)	A private limited liability company in which the promoter Director, Mrs. Vijayalakshmi Das is trustee of FWWB Trust
Indian Foundation for Inclusive Growth (IFIG)	A Trust in which the first trustees, Ms. Sudha Kothari and Ms. Anjali Bansal, are the trustees of FWWB Trust
Mrs. Vijayalakshmi Das	Trustee
Ms. Anjali Bansal	Chairperson and Trustee

b) Transactions with related parties:

(Amount in Rs.)

Sr. No.	Name of the related party	Nature of transactions	Year Ended March 31, 2012	Year Ended March 31, 2011
1.	IFIG	Donation	-	450,000,000
		Loan Given	85,000,000	-
	<b>Outstanding Balance</b>		<b>85,000,000 (Dr.)</b>	<b>-</b>
2.	Ananya	Receipts on account of business transfer	714,826,865	1,070,521,568
		Payments made	13,068,936	865,261,991
		Payments made to banks on behalf of	979,148,395	1,535,665,896
		Restatement due to foreign exchange rate fluctuation	2,933,122	-
		Loan transferred	106,530,697	-
	<b>Outstanding Balance (net)</b>		<b>643,507,365 (Dr.)</b>	<b>1,723,057,730 (Dr.)</b>

**6. Auditor's Remuneration includes:**

(Amount in Rs.)

	Year Ended March 31, 2012	Year Ended March 31, 2011
Audit Fees	191,012	187,510
Taxation and Other consultancy services	306,634	473,187
<b>Total</b>	<b>497,646</b>	<b>660,697</b>





**FRIENDS OF WWB, INDIA**  
Schedules forming part of the Accounts for the year ended March 31, 2012

**7. Managerial Remuneration**

(Amount in Rs.)

	Year Ended March 31, 2012	Year Ended March 31, 2011
Remuneration to Chief Executive Officer	1,554,528	1,482,824
<b>Total</b>	<b>1,554,528</b>	<b>1,482,824</b>

**8. Earnings in Foreign Currency**

(Amount in Rs.)

	Year Ended March 31, 2012	Year Ended March 31, 2011
Grants & Donations	37,667,636	9,811,146
<b>Total</b>	<b>37,667,636</b>	<b>9,811,146</b>

**9. Expenditure in Foreign Currency**

(Amount in Rs.)

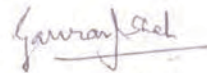
	Year Ended March 31, 2012	Year Ended March 31, 2011
Travel & Other Expenses	-	8,212
<b>Total</b>	<b>-</b>	<b>8,212</b>

**Signatures to Schedule I to 16**

For Friends of WWB, India

In terms of our report attached

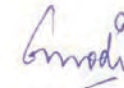
For Deloitte Haskins & Sells  
Chartered Accountants



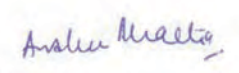
(Gaurav J. Shah)  
Partner



Trustee



Trustee



Chief Executive Officer

**Place:** Ahmedabad  
**Date:** 23rd June, 2012

**Place:** Ahmedabad  
**Date:** 23rd June, 2012







## FRIENDS OF WWB, INDIA

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