

**RESURGING
AHEAD WITH
THE SPIRIT OF
CO-OPERATION**

ANNUAL REPORT 2021-22



ESAF
ESAF CO-OPERATIVE





Vision | Mission

A society with equivalent opportunities to all its members with the provision of comprehensive financial services that promotes sustainable livelihood and economic development.

To be a sustainable, professionally managed and transparent co-operative society that provides livelihood services with emphasis on the economic development and financial inclusion of underserved community.



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We salute the grit and resilience of our members who despite the vulnerabilities have shown resilience to the pandemic and are building a new world hoping for a better tomorrow.



BOARD OF DIRECTORS



Mrs. Saleena George
Chairman



Dr. Jacob Samuel
Vice Chairman



Mr. Billy R.
Director



Mrs. Sreedevi Venugopal
Director



Mrs. Poonam Mehta
Director



Mrs. Pushpa K.
Director



Mrs. Selvy Karuppan
Director

BOARD OF DIRECTORS



**Mrs. Engandiyoor
Vasu Latha**
Director



Mrs. Evangeline Pooma
Director



Mrs. Philomina L.
Director



Mrs. Sreekumari G.
Director



Mrs. Vandana Vinay Sontake
Director



Mrs. Mumtaj Begum
Director



Prof. Philip Sabu
Co-opted Director

SENIOR MANAGEMENT TEAM



Shri. Paul V L
Chief Executive Officer



Shri. Rajesh Sreedharan Pillai
Chief Operating Officer



Smt. Beena George
Chief People Officer



Shri. Sunil G Namboothiri
Chief Financial Officer



Shri. Jojy Koshy Varghese
Head-Agri Initiatives & Special Projects



Shri. Ebby Joseph
Head-Internal Audit

Our Statutory Auditors:
M/s A. John Moris & Co,
Chartered Accountants, Chennai.

Our Corporate Lawyers:
M/s Universal Legal,
Chennai.

OUR TRIPLE BOTTOMLINE APPROACH



PEOPLE

To end poverty and hunger, in all their forms and dimensions, and to ensure that all human beings can fulfil their potential in dignity and equality and in a healthy environment.

PLANET

To protect the planet so that it can support the needs of the present and future generations.



PROSPERITY

To ensure that all human beings can enjoy prosperous and fulfilling lives and that economic, social, and technological progress occurs in harmony with nature.

10TH ANNUAL GENERAL BODY MEETING GLIMPSES



Shri. K. Paul Thomas, Founder and Chairman, ESAF Group of Social Enterprises along with Smt. Saleena George, Chairman, ESAF Co-operative releasing the 10th Annual Report. Also seen are the Board of Directors and Top Management of ESAF Co-operative.

Shri. K. Paul Thomas along with Smt. Mareena Paul, Co-Founder, ESAF inaugurating the 10th Annual General Body Meeting at Hotel Hamara, Thrissur. Also seen are the Board of Directors of ESAF Co-operative.





Shri. K. Paul Thomas, Smt. Saleena George & Shri. Paul V. L delivering messages during the Annual General Body Meeting.



FROM THE FOUNDER'S DESK

MAKING RAPID STRIDES, THE CO-OPERATIVE WAY

K. PAUL THOMAS
FOUNDER, ESAF GROUP OF
SOCIAL ENTERPRISES

As the founder of ESAF Co-operative, it gives me great joy and pride to acknowledge that ESMACO is crossing its 11th year as an institution of change and progress. I am truly honoured to address you at the 11th Annual General Body Meeting.

Co-operatives are people-centred institutions that exist to serve a larger purpose, beyond economic upliftment. They are value-driven agents of change that constantly strive to build a better world through co-operation. Economic, social and environmental sustainability is inherent in the Co-operative model. As renowned environmentalist Philippe Cousteau said once, there is nothing more sustainable than investing in communities and investing in people. This is in line with ESAF's triple bottom line approach of people, planet and prosperity. Co-operatives have a pivotal role in fighting the partiality of prosperity, which can bring financial peace, the motto that drives ESAF forward. The institution's commitment to upholding servant leadership, our core value, has helped it to take great strides in bridging the economic and social gaps in society. The organisation stands tall and unshaken today, thanks to the strong foundation of values it has built over the years. ESAF Co-operative has been a great example of service by being at the forefront of mitigation efforts whenever a crisis strikes.

The growth of ESAF Co-operative is well-reflected in the extent of CSR activities we have undertaken. At ESAF, CSR is not an add-on, it is a virtue that is woven into the fabric of the institution. Activities like the Suraksha vaccination drive to aid the tribal population in getting vaccinated, flood relief camps held at the worst-affected areas, the Snehaveedu project to provide homes to the homeless, financial literacy and entrepreneur skill development training aimed at women empowerment, and mental health awareness sessions to counsel and bring the victims back to life, etc., stand testimony to my claim. This, together with the activities of ESAF Foundation and other entities of ESAF, speaks volumes about our commitment to the society at large.

At ESAF, the Co-operative spirit is always aflame. We extend livelihood support and related benefits to members across the social spectrum. Rhema Dairy Products, our Dairy subsidiary is a classic example of how a cohesive dairy supply chain can be crafted in the villages. Member-centric

The institution's commitment to upholding servant leadership, our core value, has helped it to take great strides.

initiatives, during catastrophes like floods and Covid, helped us to deepen our bond with our customers.

Today ESAF Co-operative is spread across eight states in India. Being the largest business correspondent of the Bank, the Co-operative has been integral in filling the void associated with last-mile connectivity, thereby, helping us to contribute to the larger objective of financial inclusion. Doorstep banking, our core differentiation, would not have been possible but for the timely contributions of ESAF Co-operative's warriors at the field level.

Of late, the union and state governments have taken some progressive steps to strengthen the Co-operative movement. The ease of doing business for Co-operatives has begun to reflect in the growth of Co-operatives and Multi-State Co-operatives. The Government's vision of "Prosperity through Co-operation" is in tandem with ESAF Co-operative's vision and commitment to people-centric business models.

We never stop fighting for the upliftment of women. We are proud to be reckoned as an organisation that thinks and works tirelessly for women-empowerment at the grass-root level. Our efforts have made positive changes in the lives of millions of women, who are now able to earn a decent living through entrepreneurship. The journey so far was more about thorns than flower beds, but the gratification we earn after enduring the thorny path is our reward. This inspires us to move forward and see the future with clarity.

Before signing off I would like to immensely thank the Members, Board of Directors, Staff Team and all the Stakeholders of ESAF Co-operative for the support rendered, despite the headwinds.

Being the largest business correspondent of ESAF Bank, the Co-operative has been integral in filling the void associated with last-mile connectivity.

Joyfully Yours,

K. Paul Thomas

Founder, ESAF Group of Social Enterprises
MD & CEO, ESAF Small Finance Bank



ESAF SWASRAYA MULTISTATE AGRO CO-OPERATIVE SOCIETY LTD
Registered under the Multistate Co-operative Societies Act, 2002 as per Reg. No. MSCS/CR/442/2011
Registered Office: First Floor, JSR Square, Kalathode, Thrissur – 680655
Tel: 0487-2375776/77 Website: www.esafcooperative.in

NOTICE

NOTICE is hereby given that the 11th Annual General Body Meeting of ESAF Swasraya Multistate Agro Co-operative Society Ltd. will be held on Thursday, the 25th of June 2022 at 11 AM at Puzhayoram Convention Centre, Eravimangalam, Thrissur, Kerala - 680 751 to consider the under noted agenda.

AGENDA

1. Prayer. 2. Welcome Address. 3. Chairman's Speech 4. Approval of the minutes of the previous Annual General Body Meeting 5. To consider and adopt the Audited financial statements as at 31st March 2022 together with Auditor's Report and Annual Report 6. Review of Operations and Approval of Annual Budget 7. Review of utilization of Reserves and other Funds including welfare funds. 8. Review of the list of employees who are relatives of members of the Board. 9. Appointment of Auditors for the year 2022-23 and to fix the remuneration. 10. Amendments to Byelaws of the Society, if any. 11. Review of the code of conduct for the members of the board and officers. 12. Review of the annual reports and accounts of subsidiary institutions. 13. Matters allowed by the Chairman. 14. Questions and answers. 15. Vote of Thanks.

(BY ORDER OF THE BOARD)

Sd/-

Place: Thrissur
Date: 04-06-2022

(SALEENA GEORGE)
CHAIRMAN



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A1.432/22 Office of the Returning Officer, Special Deputy Collector,
LA- NHDP, Chembukkavu, Thrissur - 680020
To
All the Members, ESAF Swasraya Multistate Agro Co-operative Society Ltd.

NOTICE OF ELECTION

(No. ESMAGD/Election/5/2022)

Notice of the General Body meeting of the Society for the conduct of Election (2022-2027) to the Board of Directors.

In exercise of the powers conferred by Section 45 of the Multistate Co-operative Societies Act, 2002, read with Rule 19 of the Rules made thereunder, I, SUDHA P.R., Deputy Collector, Returning Officer duly appointed for conducting the elections to the Board of Directors of M/s ESAF Swasraya Multistate Agro Co-operative Society Ltd. having its Registered Office at 1st Floor, JSR Square, Kalathode, Ollukkara Post, Thrissur – 680655, hereby notify that the Annual General Meeting of the General Body of the Society has been convened at 7 AM on Saturday, 25-06-2022 at Puzhayoram Convention Centre, Eravimangalam, Thrissur, Kerala - 680751 in order to conduct the elections and declare the results (for the period 2022-2027) for 15 (Fifteen) seats of the Directors to the Board of Directors of the Society.

Sl.No	Constituencies	No. of Seats
1.	The area of the constituency specified in the byelaw from which the members are elected. (Byelaw No. 36)	
	A. General	9 (Nine)
	B. SC/ST Reservation	1 (One)
	C. Women Reservation	5 (Five)
	Total	15 (Fifteen)

2. The list of members eligible to vote as prepared by the Returning Officer will be published on 08-06-2022 on the Notice Boards of Registered Office and Branch Offices of the Society. The qualifications as specified in the byelaws Nos. 11 and 40 on eligibility for membership on the Board will be applicable.

3. The Election Program is as under: -

Sl.No	Event	Date and Time	Venue
1.	Election Notification	04-06-2022 (Saturday)	Published in leading vernacular dailies and in the official website of the Society
2.	Obtaining of Nomination Forms	10-06-2022 (Friday) to 13-06-2022 (Monday) between 10 AM and 5 PM	Office of the Returning Officer and Registered Office or can be downloaded from the Official website of the Society
3.	Filing of Nominations	13-06-2022 (Monday) to 14-06-2022 (Tuesday) 10 AM and 4 PM	Office of the Returning Officer and Registered Office
4.	Publication of list of Nominations received	14-06-2022 (Tuesday) at 5 PM	Office of the Returning Officer and Registered Office
5.	Scrutiny of nominations	15-06-2022 (Wednesday) from 12 AM onwards till completion of scrutiny	Office of the Returning Officer and Registered Office
6.	Publication of list of Valid nominations	15-06-2022 (Wednesday) after completion of scrutiny	Office of the Returning Officer and Registered Office
7.	Withdrawal of valid nominations if any	16-06-2022 (Thursday) upto 5 PM	Office of the Returning Officer and Registered Office
8.	Publication of final list of contestants	16-06-2022 (Thursday) at 5 PM	Office of the Returning Officer and Registered Office
9.	Polling	25-06-2022 (Saturday) 07 AM to 12 PM	Puzhayoram Convention Centre, Eravimangalam, Thrissur, Kerala – 680751
10.	Counting	25-06-2022 (Saturday) 12.30 PM to 4.30 PM	Puzhayoram Convention Centre, Eravimangalam, Thrissur, Kerala – 680751
11.	Declaration of Results by Returning Officer and Induction of Newly Elected Board	25-06-2022 (Saturday) at 5.00 PM	Puzhayoram Convention Centre, Eravimangalam, Thrissur, Kerala – 680751
12.	Election of Chairman and Vice Chairman	25-06-2022 (Saturday) at 5.30 PM	Puzhayoram Convention Centre, Eravimangalam, Thrissur, Kerala – 680751

4. Other information: -

- All lists and Notices shall be published on the Notice Board of the Office of the Returning Officer and Registered Office.
- Nomination Form No. III can be downloaded from the official website of the Society www.esafcooperative.in
- All the members are required to carry their Polling Slips, Membership Cards along with Photo Id Cards in the form of Aadhar Card, Election ID Card, Passport Copy or Driving License.
- The detailed Notice of the Election Programme is published on the Notice Boards at the Office of the Returning Officer, Society's Registered and Administrative Offices and Branch Offices. Notice of Election has also been published in leading dailies in the States where the Society operates.
- Disqualifications shall prevail as per provisions of the Multistate Co-operative Societies Act, 2002.
- Covid protocol is applicable as per G.O. (Rt.) No. 386/2022/DMD dated 27-04-2022 issued by Disaster Management (A) Department, Government of Kerala.

(Sd/-)

SUDHA P.R.

Place: Thrissur
Date: 04-06-2022

Returning Officer/Special Deputy Collector
LA – NHDP, Chembukkavu, Thrissur - 680020



FROM THE CHAIRMAN'S DESK

BEING CATALYST FOR CHANGE

SALEENA GEORGE
CHAIRMAN, ESAF SWASRAYA MULTISTATE
AGRO COOPERATIVE SOCIETY LTD

Dear Members,

It is my privilege and honour to present before you the 11th Annual Report of ESAF Swasraya Multistate Agro-Cooperative Society Ltd., along with the Audited Accounts for the year ended 31st March 2022. My bond with ESAF goes back many years and throughout my association with this glorious institution, I have shared the vision of striving for financial peace and social justice, laid down by our honourable founders.

I am happy to see that, today, ESAF Cooperative is a leading Multistate Agro Co-operative Society in India with more than one million members. We have direct operations in 178 districts covering eight states, Kerala, Tamil Nadu, Maharashtra, Madhya Pradesh, Rajasthan, Delhi, Haryana and Chhattisgarh. As of 31st March 2022, we have 375 Banking Outlets, 2 BC Operated Banking Outlets, and 372 Customer Service Centres.

In the year 2021-2022, the second and third waves of the Covid-19 pandemic wrecked the lives of millions across the nation. The impact of the pandemic was felt across our institution as well. As the leading Business Correspondent of ESAF Small Finance Bank, our activities were mostly centred around human interactions at the field level. Community connects, social gatherings, doorstep collection, etc. came to a sudden halt due to the lockdown restrictions. It was indeed a testing time for ESAF family as we lost many of our beloved members during the pandemic. Their departure is a loss not just to the institution but to all the members whose lives were touched by these dedicated and committed employees. I would like to take this opportunity to express my heartfelt condolences. My thoughts are with the bereaved families. In line with our tradition, we have provided complete care packages for the families of the departed employees. Despite the turbulence in business owing to lockdowns, we made sure that all the employees were paid their full salaries, including different bonuses. This demonstrates the credibility of ESAF. As part of employee welfare measures, we gifted all our employees a wall clock during our 10th Anniversary Celebrations. Also, on the 30th Anniversary of ESAF, 30 branches were inaugurated on 30th Anniversary of ESAF as a tribute to the Founders of ESAF.

Our expansion plans are aligned with the broader macroeconomic situation as well as the unique needs of our stakeholders. It is inspiring to see that the institution is undergoing rapid expansion and is establishing itself as a leading institution that assists low-income women from rural areas across the country.

Despite the Covid pandemic and subsequent lockdowns, we could open 156 customer service centres in the rural and unreached areas across the nation. Through our subsidiaries, we have a highly-skilled workforce of over 4141 people. Our workforce is our powerhouse. This year, we intend to raise the number of customer service centres to enable better access and serve more people.

Our partnership with ESAF Small Finance Bank enabled us to create a vast network of Micro Agents who brought Micro ATM services to people in ultra-remote areas that did not have brick-and-mortar outlets. The Micro Agent currently serves as the Customer Service Point and in the long run, it is expected to offer the full bouquet of services that a larger branch offers. So far, we could enrol 778 Micro Agents and 25 Aggregators under the new vertical - BC Agents Channel and Agency Banking. The vertical currently handles a volume of Rs. 20 crore per month.

In the past year, we have made rapid strides in technological updations. We enabled CCTV centralized monitoring access for CHs and THs. The deployment and support of new modules of the Odo Audit & Supervisory application were also carried out successfully. For the purpose of ensuring quality control, a calling and communication medium was established with audio recording facilities. Apart from these activities, modules were also deployed in BC SAFE for business support. In order to reinforce monitoring activities, IT infrastructure monitoring with full remote access, utilization report and status monitoring using a monitoring tool (Zoho Manage

The institution is establishing itself as a leading institution that assists low-income women from rural areas across the country.

Engine) was implemented for all CSCs. From a security perspective, Central Internet Security (CIS) benchmarked security hardening Windows OS was installed in all the systems at ESMACO. For CSC branch monitoring, a NOC tool and team was set up, also a policy has been created for implementing ADID in all CSC branches.

Being an Agro co-operative, we give special attention to agriculture and allied activities, community farming, promotion of organic cultivation etc. We emphasize on capacity building of Farmer Producer Organizations which helps them in strengthening their partnerships with formal financial institutions and get a better price for their produce. In association with Kerala Industrial Infrastructure Development Corporation (KINFRA), we are managing warehouse facilities at KINFRA Mega Food Park, Kanjikodu, Palakkad. In addition to this, the Farmer Interest Groups we have initiated last year are gaining strength across different locations. When Rhema Dairy is providing value addition to Dairy Farmers, CEDAR retail is imparting training to women members in food craft, agri-processing and allied sectors. We provide direct employment to semi-skilled staff in the field of housekeeping and security services through CFMS. In short, ESAF ecosystem is collaborating to fight the partiality of prosperity that can bring in the social justice we all are yearning for.

We have completed numerous CSR activities like the Snehaveedu project to build homes for the homeless, the Suraksha vaccination drive for vaccinating people especially in rural areas, flood relief activities to mitigate the impact of the disaster, women empowerment through financial literacy sessions and skill development training, mental health awareness sessions to improve the quality of life of mentally ill patients, and providing free laptops, tablets and mobile phones to students from underprivileged backgrounds.

In the past year, we have invested in various training programmes for our staff. Several Agri-oriented training programmes and health camps were also conducted through our social initiative teams. With the guidance and support of the board, we could comply with all the required regulations. Also, last year, a Territory Office and a Training Centre, each attached to a Profit Centre, were inaugurated at Sattur and Jaipur.

We have managed to sail through the headwinds that emerged from the Covid pandemic and have registered commendable growth in the Financial Year 2021-2022. The overall balance sheet size has grown from INR 560.13

crores to INR 608.23 Crores registering an increase of 8.59%As against the authorised Share Capital of ESAF Cooperative of INR 300 crores, the paid-up share capital stood at INR 264.66 crores.

We were able to achieve a profit before tax of INR 62 Crores during the period, the total revenues increased to INR 309.14 Crores compared to INR 215.69 Crores of the previous year marking an upward trend of 43.32% Out of the total Reserves outstanding of INR 253.63 of Crores, we have made appropriations to Statutory Reserves, an amount of INR 16.86 crores during the period and the outstanding statutory reserves stood at INR 91.40 Cr

We are a socially responsible organisation with an emphasis on the triple bottom line philosophy. We aim to tackle global issues such as poverty, inequality, climate change, environmental degradation, prosperity, peace and justice by aligning our initiatives with the United Nation's Sustainable Development Goals. We are committed to fulfilling stakeholder expectations and maintaining a high-quality corporate governance framework, rules, and practices that are in line with rising governance trends.

The past year was filled with numerous challenges as well as opportunities, our members, Board members and senior management stood by us throughout the highs and lows. I would like to express my heartfelt gratitude to each and every one of you. I would also like to thank the Government of India, State Governments and the Honourable Central Registrar of Cooperative Societies for their unwavering support and encouragement. In addition to this, I would also like to express my gratitude towards all of our employees particularly our dedicated Field Staff, Statutory Auditors, Bankers, Insurance Service Providers, the National Cooperative Union of India and all other Stakeholders who believe in our values.

I would also like to place on record our gratitude to the Board and Management of ESAF Small Finance Bank for their assistance and advice in carrying out the Bank's Corporate BC functions.

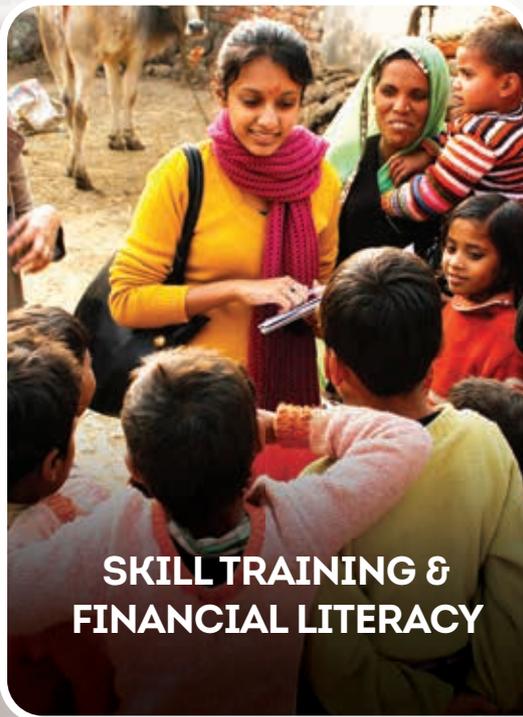
We would never have made it this far without the blessings and guidance of God Almighty; let me take a moment to praise God for his kindness.

Hoping and praying for a meaningful and prosperous future,

Sincerely,

Saleena George
Chairman

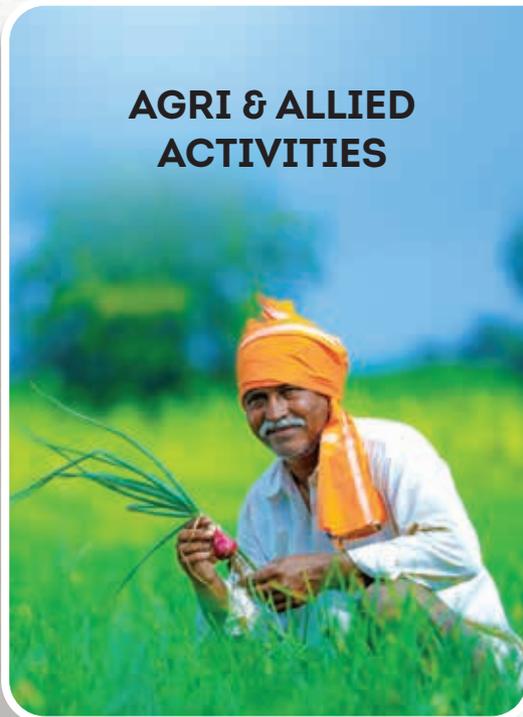
OUR VERTICALS



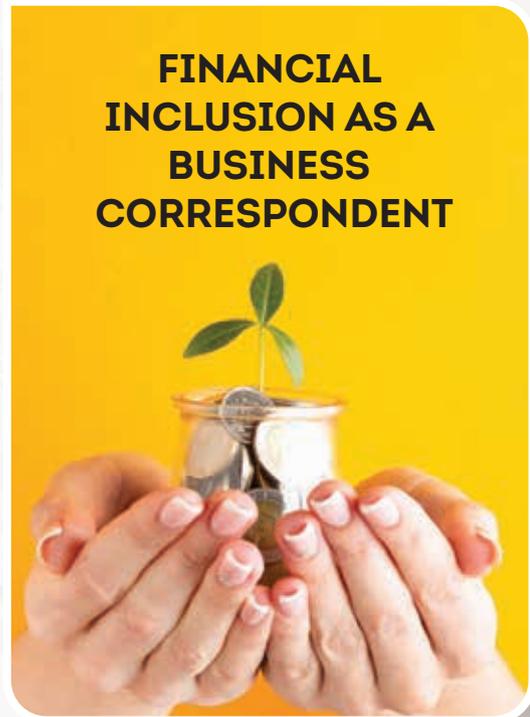
**SKILL TRAINING &
FINANCIAL LITERACY**



**CO-OPERATIVE
FACILITY MANAGEMENT
SERVICES**



**AGRI & ALLIED
ACTIVITIES**

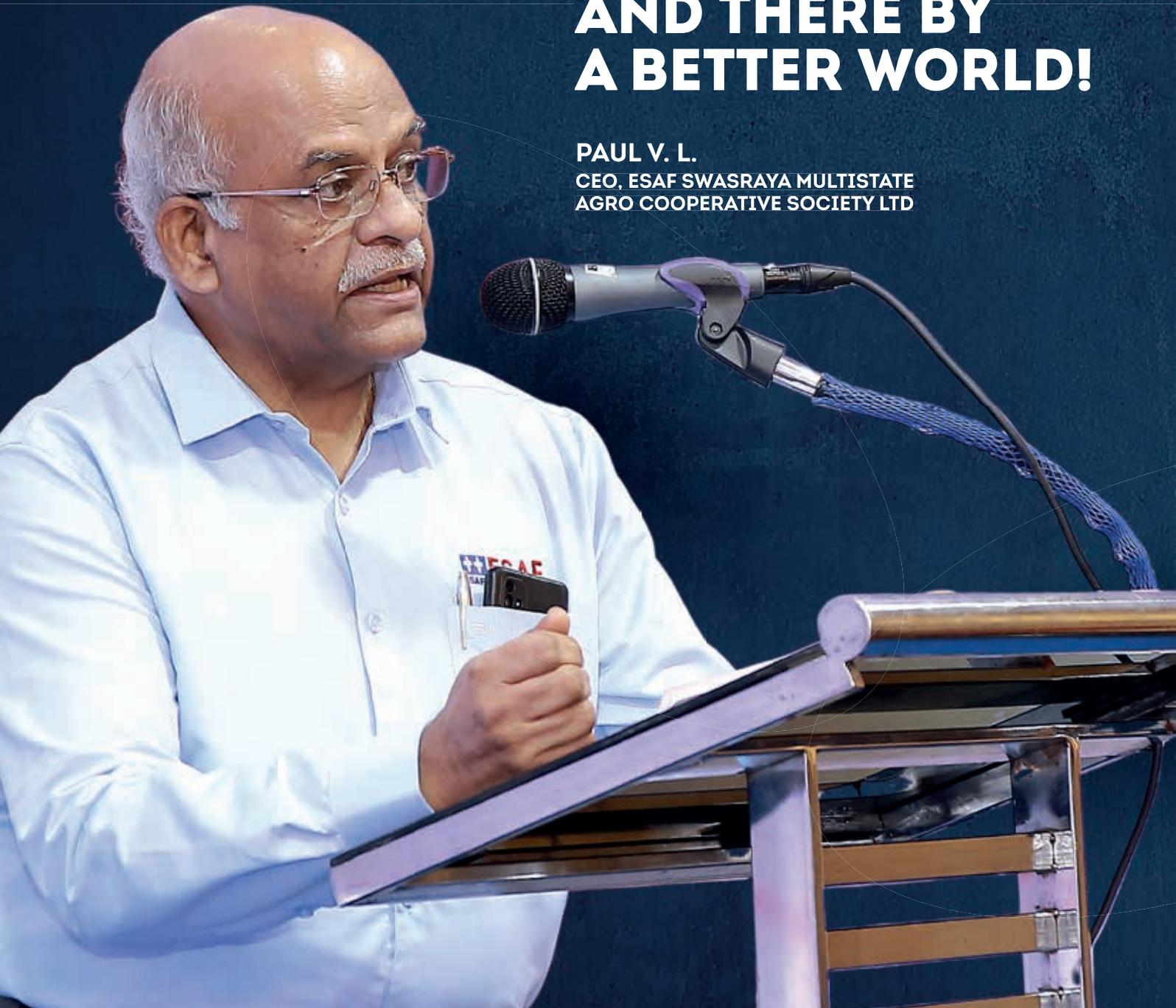


**FINANCIAL
INCLUSION AS A
BUSINESS
CORRESPONDENT**

FROM THE DESK OF CEO

BUILDING A BETTER INDIA AND THERE BY A BETTER WORLD!

PAUL V. L.
CEO, ESAF SWASRAYA MULTISTATE
AGRO COOPERATIVE SOCIETY LTD



My Dear Members,

It gives me immense joy to address you as we refocus and look afresh post the pandemic which had led to severe and sustained market disruptions. The microfinance industry all over the world has faced a series of crises in the recent decades and the most recent being COVID - 19 Pandemic. When compared to the 2007 global financial crisis, COVID -19 has brought in challenges of an unprecedented scale, one that has particularly affected the microfinance institutions globally. The FY 2021-22 has proved to be a year that tested our true resilience and determination in striving for excellence, by fighting against all odds. Our business continuity plans were put to test along with the mettle of our staff and customers in facing the adversity.

"We don't develop courage by being happy every day. We develop it by surviving difficult times and challenging adversity"- said Barbara De Angelis an American relationship consultant, lecturer and author, which is very true about ESAF Cooperative. ESMACO remained resilient in the midst of such a huge humanitarian crisis. In times of such natural calamities - we could stay close to our members, to know and meet their requirements. Our young, skilled and highly motivated workforce worked round the clock to meet the aspirations of our members.

In spite of the pandemic induced challenges and a highly risky operating environment, we could achieve considerable growth in our operations as the major BC of ESAF Small Finance Bank. We continued to add new CSCs to our list and as on 31st March 2022, we had 372 Customer Service Centres spread across India. Along with 375 Banking Outlets, we could extend doorstep banking through more than 670 touch points and were able to extend 8336 crores of loans to our 22.12 lakh members. The loan outstanding as on 31st March 2022 was Rs.9268.85 crores. The results are promising and so is our hope of complete recovery.

"If you go out into the real world, you cannot miss seeing that the poor are poor not because they are untrained or illiterate, but because they cannot retain the returns of their labour. They have no control over Capital, and it is the ability to control capital that gives people the power to rise out of poverty," - (from the autobiography of Professor Muhammad Yunus - 'Banker to the Poor: Micro Lending and the Battle Against World Poverty'). This statement is very true in letter and spirit about ESMACO since it

has played its part well in empowering its members to arise out of poverty. I salute the grit and determination of our sangam members who withstood the adverse effects of the pandemic. While we are aware of the fact that poverty leaves permanent scars of hopelessness and impoverishment we could extend our services in making sure the most vulnerable gets access to COVID vaccination. Newly introduced Prateeksha Kiran Loan came as a saviour for many who had lost hope of reviving their crippled life.

The International Cooperative Alliance, a co-operative union representing co-operatives has been spreading the message about how the human - centred business model, inspired by the cooperative values of self - help, self - responsibility, democracy, equality, equity, solidarity and the ethical values of honesty, openness, social responsibility and caring for others, is building a better world. Having understood social and economic needs of our members we have been doing our bit in strengthening member community to escape from poverty and stand firm raising their heads in dignity and self-respect. The year ended 31st March 2022 has been an exciting and challenging year for all of us. I am immensely grateful to our Founders Sri. K. Paul Thomas, Smt. Mereena Paul, our Chairman Smt. Saleena George, Vice Chairman Dr. Jacob Samuel and all the Directors on the Board for their guidance and support. I am also thankful to all the sangam members and last but not the least my dear colleagues irrespective of cadre who have stood with this organisation in spite of the challenges faced by them during these testing times.

This year the world will be celebrating the 100th International Day of Cooperatives (#CoopsDay) with its slogan - "Cooperatives Build a Better World". I am sure with the concerted efforts of our highly committed staff, we will be able to play an important role in building a better India and there by a better world. Let us march together in our fight against the partiality of prosperity and fulfil the dreams of our founders for a just world !

Wishing you the best.

Paul V L
CEO



HIGHLIGHTS OF THE YEAR 2021-22



BUSINESS HIGHLIGHTS

- ESAF Cooperative is a leading Multistate Agro Co-operative Society in India with near to one million members.

- We have direct operations in 178 districts covering eight states, Kerala, Tamil Nadu, Maharashtra, Madhya Pradesh, Rajasthan, Delhi, Hariyana and Chattisgarh.

- Enrolled 778 Micro Agents and 25 Aggregators under the new vertical – BC Agents Channel and Agency Banking. Now this vertical handling a volume of Rs. 20 Crore per month.

- The geographic presence during the reporting period is as below:

Particulars	Banking Outlets of ESAF SFB (BOS)	BC Operated Banking Outlet (BCOBO)	Customer Service Centres (CSCS)
Existing location as on 31st March 2022	375	2	371
Total Outlets			748

1. FACILITIES TO MEMBERS

- Provided credit access to Rs. 22.12 Lakhs members through ESAF Small Finance Bank as a BC of ESAF SFB.
- Rs. 19.71 Lakhs Loans benefitted by our members during the financial year 2021-2022
- Rs. 8336 Crores Microbanking loans benefitted by our members during the Financial year 2021-2022
- Our members have Rs. 9268.85 Crore Loan outstanding with ESAF SFB as on 31st March 2022.
- Conducted 2577 Social connect events that upheld the customer centric approach of providing credit plus services.

No. of Ordinary Members	Share Capital (₹)
15,93,621	264.71 Cr.

*As on 31st March 2022

2. MEMBER WELFARE ACTIVITIES

Death claims approved from 21.03.2021 to 30.03.2022

Member (A) Spouse (B)	Total No of Claims for Approval – Normal	Total Amount of Claims for Approval – Normal (₹ In Crore)
MEMBER (A)	285	1.76
SPOUSE (B)	590	0.94
ESAF SFB OS MEMBER (C)	0	0.51
FUNERAL	875	0.09
TOTAL (A+B+C)	875	3.21

3. INFORMATION TECHNOLOGY FUNCTION

1. New 164 CSC IT roll-outs including delivery, installation and support.
2. Introduced CCTV centralized monitoring Access enabled for CH and TH
3. Odo Audit & Supervisory application New module deployment and support.
 - (a) Audit Conveyance
 - (b) Daily work report for audits
 - (c) Tour Plan creation
 - (d) Automatic data upload from FTP.
4. Calling and communication medium established for Quality Control with audit and recording facilities.
5. Deployed Modules in BC SAFE for Business support
 - (a) PG kit allocation module
 - (b) EOD Module.
 - (c) Tele calling felicity
 - (d) Centralized Asset module
6. Newly implemented IT infrastructure monitoring for all CSCs with full remote access, utilization report, status monitoring Using monitoring tool (Zoho Manage Engine)
7. Central Internet Security (CIS) bench-marked security hardening Windows OS implemented for all ESMACO Team.
8. Policy created for Implementing ADID in all CSC branches.
9. Implementing NOC tool and team for all CSC branch monitoring.

4. BUSINESS SUPPORT FUNCTION

1. In the last FY opened 156 CSCs (Total 372 CSCs as on 31st March 2022)
2. Distributed 10th Anniversary Gift (A wall Clock) to 5696 employees of ESMACO under 8 States at their work space.

3. On our 30th Anniversary (11th March 2022) inaugurated 30 branches as a tribute to the Founders of ESAF by completing the works of the same in express speed (within 15 days) - 30 @ 30

4. Constructed two Territory Office & Staff Training Centre at Sattur (1609 Sq. ft. with a training centre capacity of 25 participants) and at Jaipur (2254 Sq. ft. with a training centre capacity of 25 participants). Each such offices are attached with a profit centre - CSC too.

ESAF Cooperative being a leading business correspondent of ESAF SFB could leverage the growth opportunities through business broadening and widening customer touch points in 2021-22. A total of 372 Customer Service Centers were opened in the remote locations of our country which could successfully reach a large rural population.

Accelerating the progress towards last mile connectivity, ESAF Co-operative enrolled 778 Micro Agents and 25 Aggregators under the new vertical - BC Agents Channel and Agency Banking. We could extend the subsidy to the agents provided by NABARD in partnership with ESAF SFB under Financial Inclusion Fund. Micro ATM solutions enabled rural population to get access to money without travelling to long distances during an emergency thus aiding financial inclusion.

Year 2021-22 saw a surge in our social initiatives so as to remain committed to socio-economic welfare of our members especially during turbulent times like COVID. We could successfully facilitate the COVID vaccination of more than 600 thousand people with the support from Opportunity International Australia through ESAF Society. Grocery kit distribution as well medical aid to rural hospitals helped families and institutions to withstand from the shocks of the deadly virus. FACE- Financial Access and Capacity Enhancement program of ESAF SFB helped ESMACO to facilitate financial literacy programs for our customers while Entrepreneurship Development Programs helped micro entrepreneurs to conduct their business systematically and earn better.

Co-operative Facility Management Services-CFMS ventured into different sectors thus providing job opportunities to more than 870 people whereby addressing the issues of unemployment among semi-skilled and semi-literate people.

ESMACO remained as one of the top most job providers to youths who are trained under DDU - GKY Project of the Ministry of Rural Development - Government of India.

HUMAN RESOURCES DEVELOPMENT

ESMACO HR envisage a Happy & Healthy, inclusive workplace, led by purpose-driven and process-oriented employees, who are fully aligned with the culture and values of the organisation, which give equivalent opportunities to all its employees for career growth through process-driven strategies, personal & professional growth, which has women leaders all across the ladder, and governed by JUST and FAIR practices.

Through strategic initiatives, partnerships and collaboration, the Human Resources Department attracts, high performing workforce and develops and retains them through effective learning platforms and employ engagement programmes fostering a healthy, happy, inclusive, safe, well-equipped and productive work environment, manage and synthesise the data to provide insights for HR solutions and to maximize individual potential, expand organizational capacity, and position ESMACO as an employer of choice.

The demand for transformative, strategic and collaborative HR services continues to grow. Over the next two years, HR will focus on key areas that will maximize individual potential, increase organizational capacity, retain and revisit the organisational culture and values and to develop ESMACO as an employer of choice.

During the reporting year, Human Resource Department focused on the following areas :

1. ORGANISATIONAL DEVELOPMENT

OD provides responsive and innovative leadership, organizational development, employee communication, financial services, and support services for ESMACO employees, departments, community partners, and the public to promote individual and organizational excellence

The following major OD initiatives took place during the reporting year :

- Annual Policy review: Policy document reviewed and presented major amendments to the Board HR Committee.
- ESMACO Organogram redefined with inputs from management committee.

I. TALENT ACQUISITION AND ONBOARDING

The Talent Acquisition Division provides innovative, responsive, fair, and consistent recruitment and selection services to departments, employees, and job applicants to ensure that ESMACO employs, develops, and retains

a qualified and diverse workforce that delivers essential services to the members.

During the reporting year, the organization successfully recruited 4155 qualified candidates. HR Team used deliberate planning and constant evaluation to ensure that each Panel Member had the tools and resources they needed for their stage of the process. The department is making progress at every level to find the right candidate for each segment of the Total man power requirement.

State	Total Intake 20-21	Total Attrition 20-21	Total Intake 21-22	Total Attrition 21-22
Chhattisgarh	174	113	473	265
Delhi	0	0	13	2
Haryana	0	0	9	0
Kerala	386	281	1044	606
Madhya Pradesh	254	82	683	293
Maharashtra	273	136	862	344
Rajasthan	0	0	106	13
Tamil Nadu	224	332	961	618
Uttar Pradesh			4	
Grand Total	1311	944	4155	2141

2. PERFORMANCE MANAGEMENT

Performance Management is most important among the HR verticals, as it gives powerful analysis of the performance of employees, areas to be improved, Training needs and career progress of the employees

Promotions were made to fill vacancies and raise awareness about the Organization's needs. Employees were identified and rewarded based on their previous valuable commitment and performance to the Organization. The promotion was also carried out in order to retain experienced employees and to use their vast knowledge and experience gained at this organization to train and motivate new employees.

During the reporting year, the department completed Career Advancement and Internal Job Call promotions at pan India.

Career Advancement Pending Promotion	
Career Advancement Pending	1634
Promoted	711
TH & CH Internal Job call	
Applied	50
Promoted	25
DM Internal Job call	
Applied	264
Promoted	85

3. LEARNING & DEVELOPMENT

The Learning and Development Vertical creates, promotes and fosters individual and organizational effectiveness for employees by developing and offering an array of innovative and diverse programs in support of the ESMACO's commitment to employee development, regional partnerships, and organizational enrichment.

241 Induction Trainings were held in various Zones .

The induction trainings were conducted to develop the selected candidates' skills, knowledge, and specific competency to fit the right role designed in each area so that their potential could be realized to the benefit of both the individual and the Organization.

13 Refresher Programs were held at Tamil Nadu & Madhya Pradesh

The Refresher Programs were held to review important concepts and bring them back to basics. As a result, the staff were able to review some of the fundamentals and brush up on some of the new information. This enabled them to look at their operations from a renewed perspective, reduce the possibility of errors and increases productivity.



New batch after Induction Training along with Chairman Smt. Saleena George.

4. HR OPERATIONS

The HR OPERATIONS provides ESMACO's comprehensive benefits and employee welfare programs, including statutory benefits, insurances etc..

Employee Welfare initiatives undertaken by ESMACO

Leave Encashment: A policy of leave encasement for employees during the service period was introduced for supporting employees to surrender earned leave. This facility is applicable once in two years and employees would be able to encash their earned leave from their leave balances. This was earlier applicable only at the time of retirement or during exit.

Covid Death Benefit: A new policy for covid death of employees was introduced to ensure that the family of the deceased employee is protected. Four employees of our organisation who died due to covid are being given the benefit.

Covid Vaccination of Staff: All our employees were vaccinated with 2 doses of Covaxin/ Covid Shield ensuring protection of our employees. This was done through sponsorships and partially through our funds.

5. HR AUTOMATION

Human resource management is an essential part of every company. Whether it's hiring new employees, training, or ensuring that local labour laws are complied with, HR processes are a vital part of every company.

HR automation is the process of enhancing the efficiency of the HR department by freeing employees from tedious manual tasks, and allowing them to focus on complex tasks like decision making and strategizing. By automating standard and repetitive HR activities, organizations can reduce the cost and time they spend on manual HR planning and processing.

As part of our HR automation we have already signed with one of the best HRMS technology partner in the country and would be moving to fully digital workflow. We have already started our work on this and would be expecting to complete it by end of Financial Year 2022-2023.

SOCIAL INITIATIVES TO IMPACT PEOPLE

With the triple bottom line agenda of People Planet and Prosperity several social initiative programs are being held to create opportunities for the welfare and benefit of sangam members.

1. ENTREPRENEURSHIP DEVELOPMENT TRAININGS

Entrepreneurial Development Training-EDP Programs are organised to help and support micro entrepreneurs to expand and diversify their business or make it more systematic and organised. Also for those aspiring to start a new business it helps to provide an alternate route to gainful employment. Through entrepreneurship development program we are focussing on formalising the enterprise through registration and licensing. The sector specific regular skill training and entrepreneurship development activities also helps in improving the quality and packaging of the product and also makes the product more competent in the market as well.



Inauguration of a skill training Program at Kannur as part of Entrepreneurship Development Program.



A garment design training being held for sangam members who already do basic stitching.

2. SKILL TRAININGS

Skill trainings support women customers to gain new knowledge and hands on experience from a sector expert



A skill training in beautician course being imparted in Kollam for the sangam members.



A training on Food processing being organised at Pampady, on various trades like beautician, cake making, garment design etc so that they can start an income generation activity of their own and become financially self reliant.



Floor Mating Training given to our Sangam Members at Mala.

Such trainings give handholding after starting the livelihood activity so that the enterprenuer can continue even if there are challenges on the way.

3. FINANCIAL LITERACY CAMPS

Financial Literacy Classes and Campaigns were conducted across the states of operation with the objective of 'Financial Awareness & Capacity Enhancement'. Several FACE programs were organised with the support from NABARD through ESAF SFB. Such trainings help in taking the right decision on savings, insurance, pension, affordable borrowing etc. A special financial literacy drive to educate the delinquent customers was also introduced so that they are able to manage their finances well and repay on time.



A special Financial Literacy Program being conducted for OD Customers to be able to help them understand about CIBIL and credit score.

Financial Literacy Programs Conducted for SHG Women 2021-2022

1) Akkikavu branch



2) Bhilai Branch



3) Chinnamannur Branch, Chhattisgarh



4) Amarwara Branch, Madhya Pradesh



5) Angamaly - Ernakulam



6) Haripad - Alappuzha



4. HEALTH CAMPS / AWARENESS PROGRAMS

ESAF Co-operative, in collaboration with several hospitals and clinics across the country, held various Health Camps such as Eye Camps, General Medical Camps, Menstrual Hygiene Awareness Programs, etc. Health, hygiene & well-being of the Sangam members and their family are the primary objectives of these programs. Those deprived of good health

1. Suraksha - Covid Education and Vaccination Program

A special drive to vaccinate over 600,000 people across 6 states was undertaken with the support from Opportunity International Australia through ESAF Society. This was



a pathbreaking achievement to not only educate the community members on right COVID protocols to be followed but motivate them for vaccination. ESAF Co-operative could successfully establish rapport with the district administration as well as panchayats and municipality to organise COVID vaccination camps at the local level. Special drives to vaccinate tribal population

in Kerala was supported in the SURAKSHA project. The two pronged approach not only motivated and mobilised community members to get vaccinated but also gave training to community leaders to educate neighbourhood families on the right approach to deal with a person affected with COVID. This helped in removing lot of myths related to the spread of COVID and also how to care for a COVID patient at home.



Tribal population in Wayanad is given vaccination at their door step.



A community women in Chhattisgarh is given the vaccine shot

2. Swanthana-Manomithra 2021-2022

Swanthana-Manomithra 2021-22 programs aims at creating access to consult and seek the support of trained community women who can give counselling and help refer and support those who are face psychological distress of any sort. Called Manomithras these women are approachable and spread the message on identifying



A training session for Manomithras in progress.

the symptoms of psychological distress and how to build a happy and stress free environment at home.

5. FLOOD REHABILITATION HOUSE CONSTRUCTION PROGRAMS

ESAF Co-operative has lent a helping hand to Sangam members who have lost their homes due to the Kerala flood 2018. The project titled 'Snehaveedu' envisages the construction of 100 houses for the deserving Sangam members. So far we have completed the construction of around 27 houses and we recently have taken up construction of additional houses as well. Snehaveedu thus helped several victims of 2018 Kerala Flood to have a small house of their own.

A glimpse of key handing ceremony of "ESAF Snehaveedu"



ESAF COOPERATIVE AGRICULTURAL INPUT PROJECT

Objective of Agri. Inputs Project:

1. Introducing the Scientific Farming & Good Agricultural Practice to the farming community
2. Making awareness on usage of Organic & biological based Agricultural inputs (Bio-fertilizers & Bio-pest controllers) in order to improve the soil health
3. Awareness on the issues related to the excess usage of chemical fertilizers & the remedial measures

4. Meeting the growing demand of quality agricultural inputs through the production and promotion of products developed by premier research institutions on reasonable price

5. Engaging rural women livestock entrepreneurs to generate organic manures in their home backyard through proper trainings & market linkage

6. Ensuring additional income to the rural Livestock entrepreneurs & Farmers

Strategy:

1. Conduct of regular Agri. extension training & demonstration programs through Panchayath, Agricultural departments, KVKs, Private/ Government Agricultural Farms, Private dealers etc...

2. The Product to be supplied to farmers through authorized dealers of each territory.

3. Marketing executive shall create demand for the products through field visits, Agri extension & Field demonstration programs.

4. Advertising and promotional activities to be done primary through online ecommerce tool & social media.

5. FPO & Farmers club will be considered as the business partners

6. ESMACO, being an agro cooperative society, steps to be taken to get special consideration/schemes especially from the department of Agriculture & Allied Institutions.

7. Promotion of products which are developed by reputed Government Research Institutions such as ICAR (IIHR/IISR, KAU,TNAU,CPCRI)



Shri. P. Prasad, Honorable Minister for Agriculture, Government of Kerala, releasing BIO-CEDAR Agri Inputs Products.

Products

1. Bio-fertilizers
2. Micro-nutrients
3. Bio-pest Controller
4. Foliar & water soluble fertilizer
5. Organic Manure (Neem cake, Vermi Compost, Born meal, Cowdung Manure, Goat Manure, Coir-pith compost)

Quality Assurance

1. Assurance of Product quality through periodical testing conducted in various accredited state & national level laboratories
2. Standardization & licensing of production activities
3. Availability of end to end solution to solve varying issues in the farm.
4. Hand holding & extension program of farmers for the effective usage of products.



Testimony - Mr. Githu Jose (Cardamom Planter- Kattappana)

I am using Bio-cedar Cardamom Special for last four years. It gives me specific advantages over soil applied fertilizers because the primary and secondary nutrients are applied and taken up directly by their target. I strongly recommended to all farmers to apply Bio-cedar Cardamom special at least twice in a year for good cardamom yield and help to retain healthy and fruitful growth.



ESAF CO-OPERATIVE, AGRI WAREHOUSING PROJECT

ESAF has identified post-harvest management as one of the key area of focus, which apart from empowering the farmers, will also help us to provide quality procurement, warehousing & other required post-harvest management service to institutional buyers as well.

As first step, we have hired a warehouse at KINFRA Mega Food Park, Palakkad to extend warehouse support service to the farmers, farmer groups, manufacturing units & business organizations. KINFRA Mega Food Park,

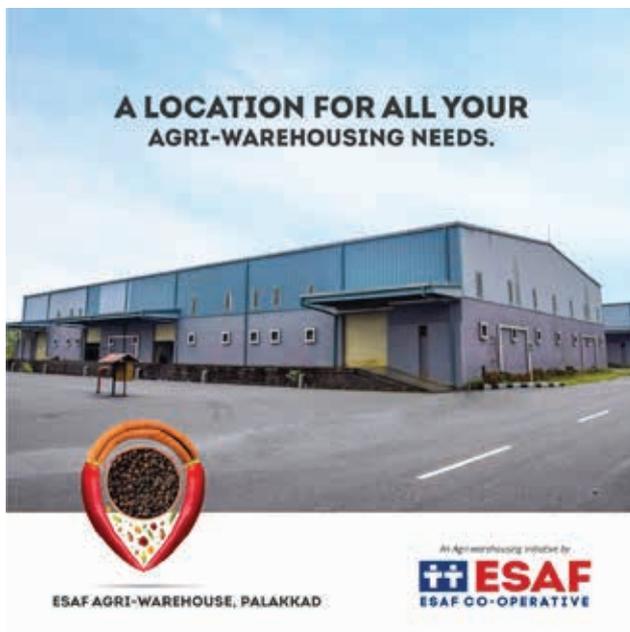
Palakkad is a Sector specific project of the Government of Kerala supported by Government of India. The project is being implemented in accordance with the Mega Food Park Scheme (MFPS) of Ministry of Food Processing Industries (MOFPI) Govt. of India. The total area of the warehouse is 75000 sq. feet constructed as per the industry standards and is capable of storing 15000 Metric Tonnes of agriculture commodities. It is well connected through road (near NH-544), rail (20 km. to Palakkad Railway Station and 35 km to Coimbatore Railway station).

ESAF Agri warehousing caters to a diverse range of clients including farmers, Govt bodies, Cooperatives,

Traders, Processors, Banks, to meet their warehousing and logistics requirement with the great ease and optimum cost. Our aim is to empower farmers at one end and delight the customers on the other hand with our wide range of service offerings.

Our AGRI WAREHOUSES are "Scientifically" managed, which in turn offers following facilities to our clients:

- o Dedicated supervisor for hassle free transactions.
- o Independent audit and quality checks to ensure the quality and quantity of the deposited stock.
- o Independent Pest Control & fumigation service.
- o Collateral management services
- o Trade Facilitation Facility.
- o 24x7 watch n ward.



**COMMON FACILITY CENTRE (CFC)
FOR BAKERY PRODUCTS, SNACKS &
SAVOURY AT POOCHATTY, THRISSUR**

Common Facility Centre at Poochatty is a training cum production centre for bakery products, savoury & snacks. The centre provides employment for about 20 people & income generation opportunity for about 50 individuals.

Production Breakup of the CFC, Poochatti for the year 2021-22

Month	Bakery & Confectionery (₹)	Snacks & Savoury (₹)
Apr-21	-	-
May-21	28,240.02	7,120.30

Jun-21	18,765.50	3,689.73
Jul-21	28,291.93	56,902.86
Aug-21	15,095.16	3,51,131.13
Sep-21	17,851.76	31,829.75
Oct-21	31,688.71	80,299.29
Nov-21	34,462.36	83,546.55
Dec-21	6,45,750.12	41,990.36
Jan-22	1,03,841.45	1,03,560.48
Feb-22	42,069.40	1,07,140.79
Mar-22	1,53,933.39	1,07,004.89
Total	11,19,989.80	9,74,216.13



Cakes and bun are being prepared at the CFC in Poochatty, Thrissur



10TH FOUNDATION YEAR AND 68TH ALL INDIA CO-OPERATIVE WEEK CELEBRATION

ESAF Co-operative celebrated its 10th Foundation Year and 68th All India Co-operative Week which was celebrated on 20th November 2021. A seminar on FINANCIAL INCLUSION, DIGITALIZATION AND SOCIAL MEDIA THROUGH CO-OPERATION was also organised on the occasion. Keeping the spirit of co-operative alive ESMACO upheld the values of co-operative movement whereby 'members first' has been given due importance in its approach. Flag hoisting to mark the occasion was observed to spread the message of cooperative week. Chairman Smt. Saleena

George asked all the employees to work with an attitude to serve its members and be concerned about their needs.

10th Foundation Day celebration was graced by Shri P Prasad Honorable Minister for Agriculture Government of Kerala who inaugurated the event while Shri P Balachandran MLA, Shri M K Kannan Vice President Kerala Bank, Shri M K Varghese Honorable Mayor Thrissur Corporation were present. Also employees who completed 10 years were given gold coin by Founder of ESAF Group of Companies Shri K Paul Thomas.



Chairman Smt. Saleena George hoisting the flag to mark 68th All India Co-operative Week Celebration at ESAF COOPERATIVE office at Kalathodu, Thrissur



Founder ESAF Group of Social Enterprises Shri K. Paul Thomas addressing the gathering on the occasion of 10th Foundation year celebration.

10th Foundation Year celebration is being inaugurated by Shri. P. Prasad, Honorable Minister for Agriculture, Government of Kerala





COOPERATIVE FACILITY MANAGEMENT SERVICES (CFMS)

Cooperative Facility Management Services (CFMS) formed in 2016 is a dream project of ESAF Cooperative which encompasses multiple disciplines by integrating people, place, process & technology. CFMS delivers the best -in-class service in Facility & Event Management Services to business houses, Commercial, Manufacturing, education & Financial Institutions across Pan India. ESAF Co-operative is having a very unique corporate structure in line with the social business ownership concept, wherein the self-help group members who are at the bottom line of pyramid will be the ultimate beneficiaries and the eventual owners of the entities.

The major objective of CFMS is to make a sustainable and holistic transformation of poor and marginalized thereby envisioning a just and fair society by providing employment opportunities to unorganized sector in the society. Within a short period, CFMS was able to carve a niche for itself in its area of specialization. The Organization has expanded its footprints into areas like House Keeping, Security Services, Pest Control, Event Management, Chauffer’s Service, Parking Management & MEP Services.

CFMS and its Values

As Logo defines hand holding of people of different socio economic, diversity class & community contribute to realize vision of creating employment opportunities to all, thereby upholding its larger motto of fighting the Partiality of Prosperity.

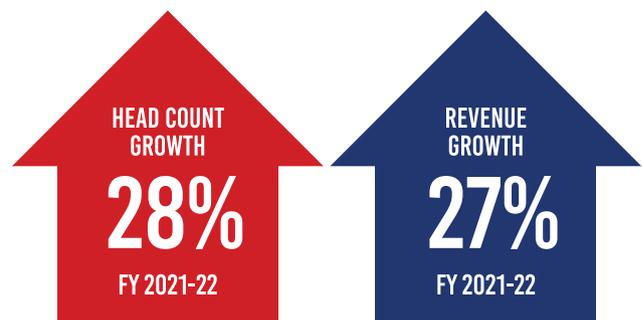
CFMS Partners with valued customers

CFMS is a customer oriented facility management system that considers customer satisfaction as the corner

stone of success. The Organization now partners with multidisciplinary fields & services like Banks, Schools, Administrative offices, shopping malls etc.

CFMS Highlights

Presently CFMS Covers its Services in almost 19 States & 2 Union territories across India. In the financial year CFMS added ‘Parking Services’ at Sobha city mall, a



biggest and the preferred mall located in the heart of Thrissur - Puzhakkal, ‘a place to dine, shop, live, work and to be entertained with an added strength of 100 plus staff and generate revenue of 1.70Cr annually.

Business Growth

Welfare

CFMS has provided charity support to 4 needy Housekeeping & Security staffs through Society as a part of welfare activities.

Projections

CFMS is well equipped & in final discussions for rendering Facility Management Services to new clients which includes Retail, Manufacturing units, Healthcare, Banking, IT & Educational Sectors

CFMS SERVICES



**IFMS
(HK & MEP)**



**SECURITY
SERVICES**



**EVENT
MANAGEMENT**



CHAUFFEUR



**PARKING
MANAGEMENT**



**PEST
CONTROL**

KEY DIFFERENTIATORS

- 100% Compliant
- PAN India Presence
- In- House Capabilities
- On-Roll Manpower
- Self-Developed SOP's
- Service wise SME's
- Single point Accountability
- Shared Supervision

CFMS FEATURES

- Engagement of authentic service personnel after conducting background checks & police verification.
- Affordable cost, Quality and Hygiene assured.
- Service of trained skilled personnel
- Efficient workflow through usage of quality Software.
- Provision for deep cleaning
- Eco-friendly waste management system
- Adherence of legal rules by compliance of Minimum wages act, ESI, PF etc
- Regular monitoring and supervision by trained supervisors.

CFMS TODAY

Head Office: Mannuthy, Kerala
Presence: 19 States + 2 Union Territories
Staff Count: 900+

CFMS GEOGRAPHICAL REACH



CFMS TEAM IN ACTION





From a Successful mushroom cultivator to successful mushroom entrepreneur!

Sulekha is a successful mushroom entrepreneur and also an active member of ESAF Sangam from Avanavanchery Branch in Thiruvananthapuram. She started mushroom cultivation twenty-five years ago in her terrace with limited exposure to



the mushroom cultivation practices. During those days, the income which she used to receive from

mushroom cultivation was also minimal due to lack of proper marketing.

Later she got an opportunity to participate in numerous skill training programs organised by ESAF in connection with mushroom cultivation. The training and also through financial assistance from ESAF, helped her to produce more products out of mushroom. Now she has established homely brand "Lakshmi Food Products" which is fssai registered and selling numerous products such as mushroom powder, chocolates etc. She also has wholesale and retail sale which covers almost all the southern districts of Kerala, with her monthly earning reaching up to Rs. 30,000/-.



Daily wage Labour turned Cloth merchant!

Varsha is a cloth merchant from Rajnandgaon district in Chattisgarh. She is also an active member in ESAF Sangam. Earlier Varsha and her husband engaged in daily wage works to fulfil their family requirements. They migrated from west Bengal in search of job to ensure their bread butter. The earnings from daily wage work was very low, which was not all sufficient to meet their growing family expenses. In 2010 Varsha approached ESAF with an intention of starting a new venture which will give her a better return. They borrowed an initial amount of Rs.5000 and started their cloth business in foothpath. Within a small duration she is able to attract a vast customer base and she has started her own shop in

the town of Somni in Chattisgarh. ESAF financially assisted her in each stage of her growth. Now, the



turnover of her business is more than Rs. 500,000/- . She currently lives in her own house and is able to offer better education for her children.



Stitching a decent life!

Anjali embodies the spirit of a confident resilient, and diligent woman. A resident of Gudalur in the Nilgiris district of Tamil Nadu, her story of transformation speaks of courage amidst crisis. Anjali started



with a nominal income of Rs. 5,000 a month and currently earns Rs. 30,000 as profit after meeting all expenses. Initially, Anjali received support from

ESAF Small Finance Bank in the form of an MEL of Rs. 1.50 lakh for her small tailoring business. Anjali used the proceeds over a period of 2-3 years to purchase advanced sewing machines capable of embroidery, buttoning, and interlocking.

Soon, her tailoring shop became well-known in her neighbourhood, and even high-end customers approached her to get the expensive clothes stitched. Due to the high demand, Anjali was able to expand her workforce. She now teaches young women how to sew and design garments. She has also partnered with the Bharat Seva Samaj (BSS) to provide official certificates to the trainees. "If young women are taught tailoring skills, they can achieve financial independence," she said enthusiastically. She is well-known for her passion and her ability to transform aspirations into reality. Anjali's accomplishment is frequently discussed in her JLG peer group. "I am fortunate that ESAF Bank understands my business aspirations and supports me in achieving my goals," she added.



Spreading the fragrance of Agarbatti!

Krishnaveni is an aspiring business woman residing in coimbatore's Thudiyalur region. Her husband and three children make up her family. She established her agarbatti business in 2017 and has successfully run it for five years. Varadaraj, her husband, was into the business of iron casting for more than twenty years. Combining their experience, together, they established SREE VENI castings, a separately registered business.

Krishnaveni has now employed five women in her agarbatti manufacturing unit. Her husband extends his support by assisting her with the marketing and bookkeeping of business. Krishnaveni obtained an MEL of Rs. 1.25 lakh from ESAF small finance Bank in February 2021. With this money, she purchased a machine to streamline the agarbatti-making process. They can now produce more agarbattis than was previously possible through daily manual

labour. The business volume has doubled, and the company has received bulk orders from neighbouring states. Her agarbattis are on par with leading names in the market, thanks to their unique



and appealing packaging and quality." It's humbling to see how quickly we've grown, thanks to ESAF SFB's support. I'm hoping to begin training some of my best employees to become managers in the near future," Krishnaveni said.

MICRO EFFORT, MACRO JOY!

SUCCESS STORIES OF MICRO ATM SERVICE PROVIDERS



PRAVEEN KUMAR
CHINNAKANAL, IDUKKI



Praveen with his customer during a cash transaction.

Praveen Kumar resides in Chinnakanal, Idukki district of Kerala with his family. He runs a shop named Global Printer and Studio in the same village which is about 4-5 kilometers away from nearest town. Villagers need to travel more, in order to avail ATM services. ESAF Micro ATM has really become a boon to the villagers as they do not need to travel so long to avail the services. Praveen is now in the forefront of providing services like cash deposit, withdrawal and fund transfer which enabled him to do a business of about Rs. 1.25 Crores in the last one month of time. The financial needs of about 1500 workers employed in the tea plantations located near to his shop, which includes both local workforce as well the migrant labour community are also catered by Praveen. His service oriented approach attracted many local populations and the nearby shopkeepers who regularly avails his service to deposit their daily income through ESAF Micro ATM service.

SHERLEY
KOZHINAMPARA, PALAKKAD



Sherley- Agent of ESAF SFB's micro ATM in Kozhinampara, handing over cash withdrawal to a customer.

Sherley from Kozhinampara, Palakkad is a successful agent who evolves as a Dhan Kendra in that locality. Her family comprises of 14 members including in laws, siblings, her husband and her two kids. She has a stationery and photocopy shop. She has regular customers who visits her every day for availing the service of depositing and withdrawing of money. The people from nearby dairy societies, daily wage workers etc visit her shop daily for depositing their savings. The customer bunch is from different banks and she has turned into an accountable agent there. "I transact on average of Rs. 1 lakh deposit and 2 lakh withdrawal in a day", says Sherley.. The total customers per day is about 35-50. "My family is my support system", shares Sherley happily. "I treat all my customers equally whether they come to deposit 100 rupees or 1 lakh rupees and I am able to understand their need of the hour", Sherley says. She has done transactions for a total of Rs. 70 lakhs withdrawal and 20 lakhs deposit till date.





INDEPENDENT AUDITOR'S REPORT

To the Members of M/s. ESAF Swasraya Multi State Agro Co-operative Society Limited

OPINION

We have audited the accompanying financial statements of M/s. Esaf Swasraya Multistate Agro Co-operative Society Limited ("hereinafter the Society") which comprises the Balance Sheet as at 31st March 2022, the Statement of Profit and Loss, and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information.

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid standalone financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India, of the state of affairs of the Company as at March 31, 2022, Statement of Profit and Loss Account, and its cash flows for the year ended on that date.

BASIS OF OPINION

We conducted the audit in accordance with the Standards on Auditing (SAs) issued by the ICAI. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the

Audit of Financial Statements section of our report. We are independent to the society in accordance with the Code of Ethics issued by the ICAI and we have fulfilled our other ethical responsibilities in accordance with the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide the basis of our opinion.

RESPONSIBILITY OF MANAGEMENT AND THOSE CHARGED WITH GOVERNANCE FOR THE FINANCIAL STATEMENTS

Management is responsible for the preparation of these financial statements that give a true and fair view of the state of affairs, results of operations and cash flows of the society in accordance with the accounting principles generally accepted in India. This responsibility includes design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, which due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Society's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Society or to ease the operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Society's financial reporting process.

AUDITOR'S RESPONSIBILITY FOR THE AUDIT OF THE FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

As required by section 73(4) of Multi-State Co-operative Societies Act, 2002, read with Section 27(2) of Multi-State Co-operative Societies Rules, 2002, we report that:

1. We have obtained all the information and explanations to the best of his knowledge and belief were necessary for the purposes of this audit.

2. In our opinion, proper books of account have been kept by the multi-state co-operative society as far as appears from his examination of those books, and proper returns adequate for the purposes for our audit have been received from branches or offices of the Society.

3. The Society's balance-sheet and profit and loss account dealt with by this report are in agreement with the books of accounts and returns.

4. There is no material impropriety or irregularity in the expenditure or in the realization of money due to multi-state co-operative societ.

As per the information and explanation given to us and based on our examination of books of accounts and other records, we have not come across any material instances which need to be reported under Rule 27(3) of Multistate Co-operative Societies Rules, 2002.

For A. John Moris & Co.,
Chartered Accountants
Firm Registration No.: 007220 S

Sd/-
CA G Kumar
Senior Partner
Membership No.: 023082

Place: Chennai
Date: 06-06-2022

M/s. ESAF SWASRAYA MULTI STATE AGRO CO-OPERATIVE SOCIETY LTD.
(Formerly known as ESAF Swasraya Multistate Cooperative Credit Society Ltd)

1st Floor, JSR Square, Kalathode, Thrissur, Kerala 680 655

BALANCE SHEET AS AT 31 MARCH 2022

Particulars	Notes	As on 31st March 2022 (₹)	As on 31st March 2021 (₹)
CAPITAL AND LIABILITIES			
SHAREHOLDER'S FUNDS			
Share Capital	3	2,64,65,87,750.00	2,71,20,62,646.00
Reserves and Surplus	4	2,53,63,13,873.24	2,06,79,28,085.35
		5,18,29,01,623.24	4,77,99,90,731.35
NON-CURRENT LIABILITIES			
Long Term Borrowings	5	37,94,599.00	52,89,846.00
Other Long Term Liabilities	6	20,86,50,788.94	23,89,64,844.87
		21,24,45,387.94	24,42,54,690.87
CURRENT LIABILITIES			
Other Current Liabilities	7	47,39,70,798.72	23,49,72,601.54
Short Term Provisions	8	21,29,72,252.83	34,21,52,986.60
		68,69,43,051.55	57,71,25,588.14
Total		6,08,22,90,062.73	5,60,13,71,010.36
ASSETS			
NON-CURRENT ASSETS			
Fixed Assets			
Tangible Assets	9	34,61,81,273.66	26,13,11,752.70
Intangible Assets		49,05,808.29	37,53,828.66
		35,10,87,081.95	26,50,65,581.36
Non-Current Investments	10	4,41,60,27,312.51	4,24,95,27,362.51
Long Term Loans and Advances	11	12,96,82,210.40	6,64,03,267.00
		4,54,57,09,522.91	4,45,79,78,425.91
CURRENT ASSETS			
Short term loans and advances	12	1,74,61,426.00	38,81,602.00
Cash and Bank Balances	13	86,97,25,816.11	65,67,89,500.12
Other Current Assets	14	29,83,06,215.76	21,76,55,900.97
		1,18,54,93,457.87	87,83,27,003.09
Total		6,08,22,90,062.73	5,60,13,71,010.36

In terms of our report attached.
For **A. JOHN MORIS & CO.,**
Chartered Accountants
FRN. 007220 S

For and on behalf of the Board of Directors

Saleena George
Chairman

Jacob Samuel
Vice Chairman

(G.KUMAR)
Partner
M.No.023082

Paul.V.L
Chief Executive Officer

Sunil G. Namboothiri
Chief Financial Officer

Place : Thrissur
Date : 06.06.2022

M/s. ESAF SWASRAYA MULTI STATE AGRO CO-OPERATIVE SOCIETY LTD.
(Formerly known as ESAF Swasraya Multistate Cooperative Credit Society Ltd)

1st Floor, JSR Square, Kalathode, Thrissur, Kerala 680 655

STATEMENT OF PROFIT AND LOSS FOR THE PERIOD ENDED 31 March 2022

Particulars	Notes	As on 31st March 2022 (₹)	As on 31st March 2021 (₹)
INCOME			
Revenue from Operations	15	2,89,84,60,068.68	1,95,25,36,072.38
Other Income	16	19,29,34,387.92	20,43,94,191.06
TOTAL REVENUE (A)		3,09,13,94,456.60	2,15,69,30,263.44
EXPENSES			
Finance Cost	17	3,76,477.00	2,65,072.05
Employee benefits expense	18	1,91,89,01,601.28	1,44,31,94,277.59
Administration expenses	19	49,68,43,106.94	36,55,73,811.57
Depreciation and amortization expense	9	5,19,01,602.00	2,53,84,663.00
TOTAL EXPENSES (B)		2,46,80,22,787.22	1,83,44,17,824.21
Profit before exceptional and extraordinary items and tax (A) - (B)		62,33,71,669.38	32,25,12,439.23
Less: Exceptional items & Extraordinary Items		-	-
PROFIT / (LOSS) BEFORE TAX		62,33,71,669.38	32,25,12,439.23
Less: Tax Expenses			
Current Tax		15,49,85,881.49	13,41,30,938.00
Previous Year Tax Provision reversed		-	-
		15,49,85,881.49	13,41,30,938.00
PROFIT / (LOSS) AFTER TAX		46,83,85,787.89	18,83,81,501.23

In terms of our report attached.

For **A. JOHN MORIS & CO.,**

Chartered Accountants

FRN. 007220 S

For and on behalf of the Board of Directors

Saleena George

Chairman

Jacob Samuel

Vice Chairman

(G.KUMAR)

Partner

M.No.023082

Paul.V.L

Chief Executive Officer

Sunil G. Namboothiri

Chief Financial Officer

Place : Thrissur

Date : 06.06.2022

M/s. ESAF SWASRAYA MULTI STATE AGRO CO-OPERATIVE SOCIETY LTD.
(Formerly known as ESAF Swasraya Multistate Cooperative Credit Society Ltd)

1st Floor, JSR Square, Kalathode, Thrissur, Kerala 680 655

CASH FLOW STATEMENT FOR THE YEAR ENDED 31 March 2022

Particulars	For the year ended 31st March 2022 (₹)	For the year ended 31st March 2021 (₹)
A. Cash flow from operating activities		
Net Profit / (Loss) before extraordinary items and tax	62,33,71,669.38	32,25,12,439.23
Adjustments for:		
Depreciation and amortisation	5,19,01,602.00	2,53,84,663.00
Income from Investments	(15,98,99,993.00)	(17,09,13,192.00)
Operating profit / (loss) before working capital changes	51,53,73,278.38	17,69,83,910.23
Changes in working capital:		
Adjustments for (increase) / decrease in operating assets:		
Trade receivables	-	-
Short-term loans and advances	(1,35,79,824.00)	6,15,299.00
Other current assets	(8,06,50,314.79)	11,73,53,027.40
	(9,42,30,138.79)	11,79,68,326.40
Adjustments for increase / (decrease) in operating liabilities:		
Other current liabilities	23,89,98,197.18	3,11,96,345.63
Short Term Provisions	(6,31,53,049.37)	6,06,89,269.52
	17,58,45,147.81	9,18,85,615.15
Cash generated from operations	59,69,88,287.40	38,68,37,851.78
Net income tax (paid) / refunds	(22,10,13,565.89)	(14,53,41,916.54)
Net cash flow from / (used in) operating activities (A)	37,59,74,721.51	24,14,95,935.24
B. Cash flow from investing activities		
Capital expenditure on fixed assets, including capital advances	(13,79,23,102.59)	(17,90,47,324.72)
Fixed Assets sold during the year		4,65,385.00
Investments made during the year	(6,15,00,000.00)	(10,49,99,950.00)
Income from Investments	15,98,99,993.00	17,09,13,192.00
Long term Loans and Advances	(2,62,31,097.00)	(3,70,47,846.40)
	(6,57,54,206.59)	(14,97,16,544.12)

Cash flow from extraordinary items	-	-
Net cash flow from / (used in) investing activities (B)	(6,57,54,206.59)	(14,97,16,544.12)
C. Cash flow from financing activities		
Proceeds from issue of equity shares	(6,54,74,896.00)	(6,50,76,774.00)
Proceeds from long-term borrowings	(3,18,09,302.93)	(9,91,71,130.68)
	(9,72,84,198.93)	(16,42,47,904.68)
Net cash flow from / (used in) financing activities (C)	(9,72,84,198.93)	(16,42,47,904.68)
Net increase / (decrease) in Cash and cash equivalents (A+B+C)	21,29,36,315.99	(7,24,68,513.56)
Cash and cash equivalents at the beginning of the year	65,67,89,500.12	72,92,58,013.68
Cash and cash equivalents at the end of the year	86,97,25,816.11	65,67,89,500.12
<p>Note:</p> <p>(i) The above cash flow statement has been prepared under the "Indirect Method" as set out in Accounting Standard-3 Cash Flow Statements.</p> <p>(ii) Refer Note: 13 for items included in cash & cash equivalents.</p>		

In terms of our report attached.
For **A. JOHN MORIS & CO.,**
Chartered Accountants
FRN. 007220 S

For and on behalf of the Board of Directors

Saleena George
Chairman

Jacob Samuel
Vice Chairman

(G.KUMAR)
Partner
M.No.023082

Paul.V.L
Chief Executive Officer

Sunil G. Namboothiri
Chief Financial Officer

Place : Thrissur
Date : 06.06.2022

NOTES FORMING PART OF THE FINANCIAL STATEMENTS AS ON 31 March 2022

Note	Particulars
	Society's Basic Information
	<p>M/s.ESAF Swasraya Multi State Agro Cooperative Society Limited is registered with the central Registrar of Multi state cooperative societies, New Delhi as as Multi state cooperative Society on October 13, 2011, having Registration No. MSCS/CR/442/2011.</p> <p>The Society was originally having the name ESAF Swasraya Multistate Cooperative Credit Society Limited. As per the decision taken in the Annual General Body Meeting dated 27th May 2016, the Society decided to change its name as ESAF Swasraya Multistate Agro Cooperative Society Limited. The decision was approved by the Central Registrar of Cooperative Societies vide its Letter No. L-11015/77/2011 - L&M dated 10th October 2016.</p> <p>The registered and Administrative Office of the Society is located at 1st Floor JSR Square, Kalathod, Thrissur - 680655</p>
1	<p>The Society is a Business Correspondent of M/s ESAF Small Finance Bank Ltd and is having a separate vertical for providing House Keeping and Security Services called Cooperative Facility Management Services. Being an Agri society, it is having a separate Agri and Allied services division and is actively involved in creating market linkages for agri and allied products along with its subsidiaries like ESAF Swasraya Producers Company Ltd and Rhema Dairy Products India P Ltd. Apart from this Society is very active in EDP, skill training and livelihood support initiatives and was earlier partnering with International Finance Corporation on related projects.</p> <p>The Operations of the Society is mostly concentrated within the States of Kerala,Tamil Nadu, Madhya Pradesh, Chattisgarh , Maharashtra and Rajastahn and the society is further licensed to operate also in the states of Haryana and New Delhi.</p> <p>The Society has in its member fold 11,09,895(Eleven lakhs nine thousand eight hundred and ninetyfive) members at the end of the financial year, spread over five states where the society is functioning.</p>
2	Significant accounting policies
	Basis of accounting and preparation of financial statements
2.1	<p>The financial statements of the Society have been prepared in accordance with the Generally Accepted Accounting Principles in India (Indian GAAP) to comply with the Accounting Standards. The financial statements have been prepared under the historical cost convention on an accrual basis. The accounting policies of society have been consistently applied with those used in the previous year.</p>
	Use of Estimates
2.2	<p>The preparation of the financial statements in conformity with Indian GAAP requires the Management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting period. Although such estimates are made on a reasonable and prudent basis taking into account all available information, actual results could differ from those estimates.</p>
	Fixed Assets
2.3	<p>Fixed assets are stated at cost net of depreciation. The cost of an asset comprises its purchase price and any other cost directly attributable for bringing the asset to the location in working condition for its intended use.</p>

Note	Particulars
Depreciation and amortisation	
2.4	<p>(i) Depreciation has been provided on the Written Down value method.</p> <p>(ii) Depreciation on additions is charged proportionately from the date of acquisition/installation as per the Income Tax Act,1961.</p> <p>(iii) The society has decided to account as expenses the individual assets costing less than Rs.5000/- fully on the year of acquisition as it is not material as per the Society's management estimates</p>
Revenue recognition	
2.5	<p>Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Society and the revenue can be reliably measured.</p> <p>Operating Income is recognised as and when they accrue.</p>
Other income	
2.6	<p>Interest income on Fixed Deposits with Banks is accounted on accrual basis.</p> <p>Dividend income is accounted as and when the right to receive it is established and in the year under consideration Dividend Income of investments made in Compulsorily Convertible Preference Shares are recognised.</p>
Investments	
2.7	<p>Investments are classified into Current Investments and Non-Current Investments. Current Investments are carried at lower of Cost or Market price on the relevant date.</p> <p>Non-Current Investments on Quoted Equity shares are carried individually at cost less provision for diminution, other than temporary, in the value of such investments. Cost of investments include acquisition charges such as brokerage, fees and duties.</p>
Employee benefits	
2.8	<p>a. Short term employee benefits including salaries, social security contributions, short term compensated absences (such as paid annual leave) where the absences are expected to occur within twelve months after the end of the period in which the employees render the related service, incentives and bonuses payable within twelve months after the end of the period in which the employees render the related services and non monetary benefits for current employees are estimated and measured on a undiscounted basis.</p> <p>b. Provident Fund and other defined benefit contribution</p> <p>Society is contributing to Provident fund and pension fund in accordance with Employees Provident Funds and Miscellaneous Provisions Act,1952 and the amount paid/payable during the year to Provident Fund is recognised in the Profit and Loss Account.</p> <p>c. Gratuity</p> <p>The society provides for gratuity, a defined benefit retirement plan (the "Gratuity Plan") covering eligible employees. In accordance with the Payment of Gratuity Act, 1972, the Gratuity Plan provides a lump sum payment to vested employees at retirement, death, incapacitation or termination of employment, of an amount based on the respective employee's salary and the tenure of employment. Liabilities with regard to the Gratuity Plan are determined by actuarial valuation as of the balance sheet date, based upon which, the company contributes all the ascertained liabilities to the ESAF Cooperative employees Gratuity Fund Trust (the "Trust"). Trustees administer contributions made to the Trust and contributions are invested in specific investments as permitted by the statute.</p> <p>d. Employee Benefit Trust</p> <p>The Society has formed an ESAF Cooperative Employee Benefit Trust on 12th March 2021 for the benefit of its employees and those belonging to its subsidiaries.</p>

Note	Particulars
Borrowing costs	
2.9	Borrowing costs include interest, amortisation of ancillary costs incurred and exchange differences arising from foreign currency borrowings, if applicable, to the extent they are regarded as an adjustment to the interest cost. Costs in connection with the borrowing of funds to the extent not directly related to the acquisition of qualifying assets are charged to the Statement of Profit and Loss over the tenure of the loan.
Segment reporting	
2.10	The Segmental reporting regulations are not applicable to the Society.
Taxes on income	
2.11	Current tax is the amount of tax payable on the taxable income for the year after taking into consideration the benefits /disallowances admissible under the provisions of the Income Tax Act, 1961.
2.12	Previous Year's figures have been regrouped/reclassified wherever necessary to correspond with Current Year's classification disclosure.

M/s. ESAF SWASRAYA MULTI STATE AGRO CO-OPERATIVE SOCIETY LTD.
(Formerly known as ESAF Swasraya Multistate Cooperative Credit Society Ltd)

1st Floor, JSR Square, Kalathode, Thrissur, Kerala 680 655

NOTES FORMING PART OF THE FINANCIAL STATEMENTS AS ON 31 March 2022

NOTE 3: SHARE CAPITAL

Particulars	As on 31st March 2022 (₹)	As on 31st March 2021 (₹)
Authorised Share Capital		
30,00,00,000 shares of face value of Rs.10/- each	3,00,00,00,000.00	3,00,00,00,000.00
Subscribed and Paid up Capital	2,64,65,87,750.00	2,71,20,62,646.00
	2,64,65,87,750.00	2,71,20,62,646.00

NOTE 4: RESERVES AND SURPLUS

Statutory Reserves *		
Opening Balance	74,54,36,363.56	67,76,19,023.56
Reserve Fund @25%	11,70,96,447.00	4,70,95,375.00
Education Fund for National Cooperative Union @ 1%	46,83,858.00	18,83,815.00
Fund For Unforeseen Losses @10%	4,68,38,579.00	1,88,38,150.00
Sub - Total	91,40,55,247.56	74,54,36,363.56
Balance of Profit & Loss A/c		
Opening Balance	1,32,24,91,721.79	1,20,19,27,560.56
Add: Profit for the year	46,83,85,787.89	18,83,81,501.23
Less: Transfer to Statutory Reserves	16,86,18,884.00	6,78,17,340.00
Sub - Total	1,62,22,58,625.68	1,32,24,91,721.79
Total	2,53,63,13,873.24	2,06,79,28,085.35

*Note: Reserves created as per Section 63 of Multi state Cooperative Act, 2002

NOTE 5: LONG TERM BORROWINGS/DEPOSITS

Particulars	As on 31st March 2022 (₹)	As on 31st March 2021 (₹)
Secured:		
Kotak Prime Vehicle loan	37,94,599.00	52,89,846.00
	37,94,599.00	52,89,846.00

NOTE 6: OTHER LONG TERM LIABILITIES

Contingency fund	18,45,37,372.94	21,61,41,508.87
Employee Leave Encashment Policy	2,41,13,416.00	2,28,23,336.00
Total	20,86,50,788.94	23,89,64,844.87

NOTE 7: OTHER CURRENT LIABILITIES

Statutory Payables		
TDS	22,46,311.00	17,59,548.00
EPF, ESI ,PT & Labour Welfare Fund	3,01,99,016.00	2,25,10,892.00
GST Payable	8,91,16,974.89	5,90,53,115.80
Payables to Related Parties for Assets acquired		
ESAF Enterprise Development Foundation	1,88,46,900.00	1,88,46,900.00
Trade Payables	3,59,92,142.40	2,77,66,740.39
Other Payables		
Audit Fees	8,00,000.00	9,76,250.00
Caution Money	49,33,000.00	48,59,000.00
Project Funds (International Finance Corporation - (World Bank Group)	38,01,718.72	38,01,718.72
Facilitation Fee Payable	43,65,943.00	-
Expenses payable	28,36,68,792.71	9,53,98,436.63
Total	47,39,70,798.72	23,49,72,601.54

NOTE 8: SHORT TERM PROVISIONS

Provision for Taxation	15,49,85,881.49	13,41,30,938.00
Less:		
TDS Receivable	14,50,21,850.13	8,81,22,120.75
TCS	7,107.22	24,208.71
Advance Tax for A.Y 2021-2022	8,00,00,000.00	5,00,00,000.00
	-7,00,43,075.86	-40,15,391.46
Provision for Bonus to Employees	10,69,47,528.00	16,76,97,463.00
Provision for Gratuity to Employees	1,62,58,000.00	4,03,50,000.00
Provision for Salary, Allowances and Incentives	10,89,98,646.00	6,11,05,565.00
Other Provisions	5,08,11,154.69	7,70,15,350.06
Total	21,29,72,252.83	34,21,52,986.60

NOTE: 9 DETAILS OF FIXED ASSETS

Description	GROSS BLOCK					DEPRECIATION				NET BLCOK	
	As at 31st March 2021	Additions		Deletions	As on 31 st March 2022	Rate %	As on 31 st March 2021	Depreciation during the year	As on 31 st March 2022	As on 31 st March 2022	As on 31 st March 2021
		First Half Year	Second Half Year								
Tangible Assets											
Land	4,62,07,610.00	-	-	4,62,07,610.00	0%	-	-	4,62,07,610.00	4,62,07,610.00	4,62,07,610.00	
Computer & Accessories	3,09,35,417.62	1,92,42,264.60	2,63,73,763.60	7,65,51,445.82	40%	1,63,59,189.88	1,88,02,150.00	4,13,90,105.94	4,13,90,105.94	1,45,76,227.74	
Vehicle	6,77,02,68.61	-	-	6,77,02,68.61	15%	26,13,697.00	6,23,486.00	35,33,085.61	35,33,085.61	41,56,571.61	
Plant & Machineries	24,89,592.49	3,04,972.29	15,18,660.82	43,13,225.60	15%	7,37,032.31	4,22,529.00	31,53,664.29	31,53,664.29	17,52,560.18	
Office Equipments	8,42,86,369.26	64,79,208.81	1,44,35,699.13	10,52,01,277.20	15%	1,14,75,486.91	1,29,76,191.00	8,07,49,599.29	8,07,49,599.29	7,28,10,882.35	
Furniture & Fixtures	13,89,85,386.14	2,31,57,746.41	4,28,19,080.30	20,49,62,212.85	10%	1,71,77,485.32	1,66,37,519.00	17,11,47,208.53	17,11,47,208.53	12,18,07,900.82	
Sub Total	30,96,74,644.12	4,91,84,192.11	8,51,47,203.85	44,40,06,040.08		4,83,62,891.42	4,94,61,875.00	34,61,81,273.66	34,61,81,273.66	26,13,11,752.70	
Intangible Assets											
Software	1,07,81,047.62	10,99,270.00	24,92,436.63	1,43,72,754.25	40%	70,27,218.96	24,39,727.00	49,05,808.29	49,05,808.29	37,53,828.66	
Total	32,04,55,691.74	5,02,83,462.11	8,76,39,640.48	45,83,78,794.33		5,53,90,110.38	5,19,01,602.00	35,10,87,081.95	35,10,87,081.95	26,50,65,581.36	

NOTE 10: NON CURRENT INVESTMENTS

Particulars	As on 31st March 2022 (₹)	As on 31st March 2021 (₹)
Investment in Equity Shares of subsidiary companies		
Rhema Dairy Products India (P) Ltd.	4,89,56,650.00	4,89,56,650.00
ESAF Swasraya Producers Company Ltd	57,12,380.00	42,12,380.00
Esaf Financial Holdings (P) Ltd	1,94,23,05,953.00	1,94,23,05,953.00
Cedar Retail (P) Ltd.	13,68,690.00	13,68,690.00
ESAF Healthcare Services (P) Ltd.	2,02,00,100.00	2,02,00,100.00
ESAF Small Finance Bank Ltd	93,53,73,959.51	93,53,73,959.51
Lahanti Lastmile Services Pvt Ltd	3,00,00,000.00	3,00,00,000.00
Investment in Preference Shares		
Cedar Retail (P) Ltd.	1,43,84,580.00	1,43,84,580.00
ESAF Healthcare Services (P) Ltd.	26,75,000.00	26,75,000.00
Investment in Optionally Convertible Preference Shares		
Cedar Retail (P) Ltd.	2,50,00,000.00	-
Lahanti Lastmile Services Pvt Ltd	3,50,00,000.00	-
Investment in Non Convertible Debentures/PDIs/ Others		
NCDs - ESAF Small Finance Bank Ltd (SUBORDINATE DEBT)	85,00,00,000.00	85,00,00,000.00
PDIs - ESAF Small Finance Bank Ltd	48,00,00,000.00	48,00,00,000.00
NCDs - Cedar Retail Pvt Ltd	2,50,00,000.00	2,50,00,000.00
New India Travel Co operative Society	50,000.00	50,000.00
Total	4,41,60,27,312.51	4,35,45,27,312.51

NOTE 11: LONG TERM LOANS & ADVANCES

Advance for land	4,94,02,604.00	4,94,02,604.00
Security Deposits		
Rent Advances & Deposits	7,97,32,011.00	5,35,50,301.00
Telephone Deposit	4,803.40	4,803.40
Electricity Deposit	5,42,792.00	4,93,405.00
Total	12,96,82,210.40	10,34,51,113.40

NOTE 12: SHORT TERM LOANS & ADVANCES

Particulars	As on 31st March 2022 (₹)	As on 31st March 2021 (₹)
Staff Advances	36,43,703.00	38,81,602.00
Advance for Expenses	56,57,723.00	-
Advance for Share purchase-VFL	81,60,000.00	-
Total	1,74,61,426.00	38,81,602.00

NOTE 13: CASH AND BANK BALANCES

a) Cash in Hand	-	-
b) Balances with Banks		
Current/Savings Account	27,14,62,161.11	52,11,40,528.12
Term Deposit	59,82,63,655.00	13,56,48,972.00
Total	86,97,25,816.11	65,67,89,500.12

NOTE 14: OTHER CURRENT ASSETS

Income Receivable as Business Correspondent	20,38,57,703.04	10,18,89,955.65
Facilitation charges receivable	-	1,00,27,455.00
Income from NCDs/PDI/FD receivable	1,85,67,112.81	1,76,14,723.81
Employees Leave Encashment Scheme	2,65,95,057.61	2,52,82,632.61
Other Receivables		
Dividend on CCPs receivable	15,04,760.00	1,35,38,578.00
Staff receivables	31,18,523.50	28,69,366.50
Other receivables	3,36,47,753.34	4,64,33,189.40
CSC receivable	69,99,914.00	-
Income Tax Refund 2020-21	40,15,391.46	-
Total	29,83,06,215.76	21,76,55,900.97

NOTE 15: REVENUE FROM OPERATIONS

Particulars	As on 31st March 2022 (₹)	As on 31st March 2021 (₹)
(a) Admission fees	66,500.00	900.00
(b) Income from Agency banking Services	79,84,939.37	-
(c) Income from Business Correspondent Services	2,71,89,12,075.16	1,81,22,52,623.30
(d) Income from Facility Management Services	15,77,48,567.89	12,45,09,829.12
(e) Facilitation Charges	32,21,979.83	1,57,72,719.96
(f) Income from Special Projects	1,05,26,006.43	-
Total	2,89,84,60,068.68	1,95,25,36,072.38

NOTE 16: OTHER INCOME

(a) Interest on Savings bank accounts	1,46,57,468.34	2,65,94,990.47
(b) Interest on Term deposits	1,80,07,659.00	48,27,465.00
(c) Dividend from Investments	-	1,28,19,349.00
(d) Income from Investments	15,98,99,993.00	15,80,93,843.00
(e) Other income	3,69,267.58	20,58,543.59
Total	19,29,34,387.92	20,43,94,191.06

NOTE 17: FINANCE COST

Interest paid on vehicle Loan	3,76,477.00	2,65,072.05
Total	3,76,477.00	2,65,072.05

NOTE 18: EMPLOYEE BENEFITS EXPENSES

Salaries, Allowances & Incentives	1,86,53,76,535.06	1,38,82,54,681.90
Staff welfare expenses	98,22,556.55	35,62,729.82
Staff Recruitment & Training	2,74,44,509.67	82,55,865.87
Gratuity Expenses	1,62,58,000.00	4,31,21,000.00
Total	1,91,89,01,601.28	1,44,31,94,277.59

NOTE 19: ADMINISTRATION EXPENSES

Particulars	As on 31st March 2022 (₹)	As on 31st March 2021 (₹)
Facilitation charges	64,83,719.10	56,798.66
Members Training Programs	8,82,819.00	1,74,598.00
Travelling Expenses	24,20,06,829.72	14,99,06,278.99
Meeting Expenses	53,36,735.33	14,79,062.09
Annual Maintenance Charge	8,38,275.54	21,60,078.65
Rates and Taxes	1,56,642.00	1,68,803.00
Consultancy Fees	1,29,27,241.00	95,65,910.00
Members Welfare programs/Expenses	1,91,329.00	9,85,61,678.00
GST Expenses	2,19,76,395.42	50,56,739.27
Interest on Taxes & fines	15,96,109.88	10,16,193.00
Rent	7,34,50,998.00	3,33,10,416.00
Water & Electricity Charges	84,31,114.73	34,31,000.54
Office Maintenance & warehousing	1,90,27,118.55	62,46,333.46
Telephone and Internet charges	3,24,72,769.77	1,39,73,186.31
Postage & Courier	35,13,318.89	18,35,258.90
Printing & Stationery	95,69,526.77	50,28,640.84
Agri Expenses	-	23,845.00
Bank charges	1,16,45,308.92	4,91,663.96
Payment to Auditors	9,49,120.36	12,69,720.00
Insurance Expenses	17,34,178.00	9,86,009.00
General Expenses	71,45,888.80	67,28,133.20
Relief Expenses	5,00,908.00	20,59,581.38
Royalty	87,45,780.08	53,72,246.75
Loss on sale of Motorcar	-	1,59,385.00
Income Tax on Regular Assessment	-	64,89,302.00
IT Service Expenses	60,60,704.45	38,89,407.12
Software Expenses- HRMS	23,35,678.87	18,74,921.29
Facility Management Expenses	1,19,83,423.55	42,58,621.16
Agency banking Expenses	11,08,872.79	-
Special Project Expenses	57,72,300.42	-
Total	49,68,43,106.94	36,55,73,811.57

NOTE 19.1

Particulars	As on 31st March 2022 (₹)	As on 31st March 2021 (₹)
Payment to auditors comprises of the following		
Net of service tax wherever applicable		
Statutory Audit	8,00,000.00	7,00,000.00
GST Audit	-	4,50,000.00
Reimbursement of expenses	-	1,19,720.00
Total	8,00,000.00	12,69,720.00

NOTE 20: DISCLOSURES UNDER ACCOUNTING STANDARD - 18**Related party transactions****Details of related parties:**

Description of relationship	Names of related parties
Chairman	Mrs. Saleena George
Subsidiaries	Cedar Retail (P) Ltd (formerly known as ESAF Retail (P) Ltd.) ESAF Financial Holdings (P) Ltd(formerly known as ESAF Micro Finance and Investments Private Limited) ESAF Swasraya Producers Company Ltd. Rhema Dairy Products India (P) Ltd. ESAF Healthcare Services (P) Ltd. Lahanti Lastmile Services (P) Ltd.
Entities in which Society can Exercise Significant Influence	Evangelical Social Action Forum ESAF Financial Holdings (P) Ltd(formerly known as ESAF Micro Finance and Investments Private Limited) Rhema Dairy Products India (P) Ltd. Cedar Retail (P) Ltd (formerly known as ESAF Retail (P) Ltd.) ESAF Healthcare Services (P) Ltd. ESAF Cooperative Employees Group Gratuity Fund Trust ESAF Swasraya Producers Company Ltd

Note: Related parties have been identified by the Management.

Disclosure of transactions and Outstanding Balances as on 31 March 2022

Particulars	Related Party	As on 31st March 2022 (₹)	As on 31st March 2021 (₹)
A. Transactions during the Year			
1. Contractual consideration	Evangelical Social Action Forum	3,59,900.00	-
2. Payment to Gratuity Trust	ESAF Cooperative Employees Group Gratuity Fund Trust	1,62,58,000.00	4,03,50,000.00
B. Balances outstanding at the end of the year			
4. Short Term Loans & Advances	Cedar Retail (P) Ltd (formerly known as ESAF Retail (P) Ltd.)	86,33,045.04	27,24,213.38
5. Advance for Land	Lahanti Homes & Infrastructure (p) Ltd (formerly known as ESAF Homes & Infrastructure (P) Ltd.)	4,94,02,604.00	4,94,02,604.00
6. Investment in Compulsory Convertible Preference shares of Subsidiary companies	ESAF Financial Holdings (P) Ltd(formerly known as ESAF Micro Finance and Investments Private Limited)	-	15,12,51,500.00
	Cedar Retail (P) Ltd formerly known as ESAF Retail (P) Ltd.	3,93,84,580.00	1,43,84,580.00
	ESAF Healthcare Services (P) Ltd.	26,75,000.00	26,75,000.00
	Lahanti Lastmile Services (P) Ltd.	3,50,00,000.00	-
7. Investment in Equity Shares of subsidiary companies	Rhema Dairy Products India (P) Ltd.	4,89,56,650.00	4,89,56,650.00
	ESAF Swasraya Producers Company Ltd	57,12,380.00	42,12,380.00
	ESAF Financial Holdings (P) Ltd(formerly known as ESAF Micro Finance and Investments Private Limited)	1,94,23,05,953.00	1,79,10,54,453.00
	Cedar Retail (P) Ltd (formerly known as ESAF Retail (P) Ltd.)	13,68,690.00	13,68,690.00
	ESAF Healthcare Services (P) Ltd.	2,02,00,100.00	2,02,00,100.00
	Lahanti Lastmile Services (P) Ltd.	3,00,00,000.00	3,00,00,000.00
8. Interest on Compulsorily Convertible Preference Shares from Subsidiary Companies	ESAF Financial Holdings (P) Ltd(formerly known as ESAF Microfinance and Investments Private Limited)	-	1,21,00,120.00
9. Interest on Compulsorily Convertible Preference Shares from Subsidiary Companies	Cedar Retail (P) Ltd (formerly known as ESAF Retail (P) Ltd.)	7,19,229.00	7,19,229.00
10. Short Term Provision	ESAF Cooperative Employees Group Gratuity Fund Trust	1,62,58,000.00	4,03,50,000.00

NOTE 21 DISCLOSURES UNDER ACCOUNTING STANDARD 15

21 Employee Benefit Plan

a) Defined contribution Plans:-

The Society makes Provident Fund and Employee State Insurance Scheme contributions which are defined contribution plans, for qualifying employees. Under the Schemes, the Society is required to contribute a specified percentage of the payroll costs to fund the benefits. The Society recognised Rs. 12,87,91,896/-for Provident Fund contributions and Rs. 3,30,65,004/- for Employee State Insurance Scheme contributions in the Statement of Profit and Loss. The contributions payable to these plans by the Society are at rates specified in the rules of the schemes.

b) Defined Benefit Plans:-

The Society offers Gratuity benefit to its employees:

The following table sets out the funded status of the defined benefit scheme and the amount recognised in the financial statements:

Components of employer's expense	Rs in Thousands	Rs in Thousands
Particulars	Year ended 31 March 2022 (₹)	Year ended 31 March 2021 (₹)
Current Service Cost	26,540	23,435
Interest cost	6,457	5,208
Expected return on plan assets	-5,391	-5,187
Actuarial Loss/(Gain)	-11,348	16,894
Employer expense/(Income)	16,258	40,350

Net (asset) / liability recognised in the Balance Sheet	Rs in Thousands	Rs in Thousands
Present value of defined benefit obligation	1,64,556	1,43,491
Fair Value of plan assets	1,52,024	1,06,867
Net Liability /(Assets)	12,532	36,624
Less: Unrecognised Past Service Cost	-	-
Net liability recognised in the Balance Sheet of Fund Trust	12,532	36,624

Change in defined benefit obligations (DBO) during the year	Rs in Thousands	Rs in Thousands
Present Value of DBO at the start of the year	1,43,491	1,02,123
Transfer In/(Out)		
Current Service Cost	26,540	23,435
Interest Cost	6,457	5,208
Benefits Paid	(5,615)	(4,098)
Actuarial Loss/(Gain)	(6,317)	16,823
Present Value of DBO at end of the year	1,64,556	1,43,491

Actuarial Assumptions	Rs in Thousands	Rs in Thousands
Particulars	Year ended 31 March 2022 (₹)	Year ended 31 March 2021 (₹)
Discount Rate	4.5%	4.5%
Salary escalation	10.0%	10.0%
Attrition rate	30.0%	30.0%
Mortality rate	IALM 2012-14 (Ult.)	IALM 2012-14 (Ult.)
Weighted average duration of obligation	2 years	2 years

The estimate of future salary increases considered, takes into account the inflation, seniority, promotion, increments and other relevant factors.

Experience Adjustments	Rs in Thousands	Rs in Thousands
Particulars	2021-22	2020-2021
Present value of DBO	1,64,556	1,43,491
Fair value of plan assets	1,52,024	1,06,867
Funded status [Surplus/(Deficit)]	(12,532)	(36,624)
Experience adjustment on plan liabilities: (Gain)/Loss	(3,918)	13,647
Experience adjustment on plan assets: Gain/(Loss)	4,313	(2,308)

CO-OPERATIVE PRINCIPLES

VOLUNTARY AND OPEN MEMBERSHIP

Cooperatives are voluntary organizations, open to all persons able to use their services and willing to accept the responsibilities of membership, without gender, social, racial, political, or religious discrimination.

DEMOCRATIC MEMBER CONTROL

Cooperatives are democratic organizations controlled by their members, who actively participate in setting policy and making decisions. The elected representatives are accountable to the membership. In primary cooperatives, members have equal voting rights (one member, one vote) and cooperatives at other levels are organized in a democratic manner.

MEMBER'S ECONOMIC PARTICIPATION

Members contribute equitably to, and democratically control, the capital of their cooperative. At least part of that capital is usually the common property of the cooperative. Members usually receive limited compensation, if any, on capital subscribed as a condition of membership. Members allocate surpluses for any or all of the following purposes: developing the cooperative, possibly by setting up reserves, part of which at least would be indivisible; benefitting members in proportion to their transactions with the cooperative; and supporting other activities approved by membership.

AUTONOMY & INDEPENDENCE

Cooperatives are autonomous, self-help organizations controlled by their members. If they enter into agreements with other organizations, including governments, or raise capital from external sources, they do so on terms that ensure democratic control by their members and maintain their cooperative economy.

EDUCATION, TRAINING & INFORMATION

Cooperatives provide education and training for their members, elected representatives, managers, and employees so they can contribute effectively to the development of their cooperatives. They inform the general public, particularly young people and opinion leaders, about the nature and benefits of cooperation.

COOPERATION AMONG COOPERATIVES

Cooperatives serve their members most effectively and strengthen the cooperative movement by working together through local, national, regional, and international structures.

CONCERN FOR COMMUNITY

Cooperatives work for the sustainable development of their communities through policies accepted by the members.



**ESAF SWASRAYA MULTI STATE
AGRO CO-OPERATIVE SOCIETY LTD.**

Registered under the Multi State Cooperative Societies
Act, 2002. Reg. No. MSCS/CR/442/2011

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