

### I. Annexure

#### A. Profile of The Covenant Centre for Development, Madurai<sup>1</sup>

The Covenant Centre for Development (CCD) started its operation in Madurai in 1989. A few development professionals promoted CCD as a registered society to address the problem of urban issues like rural to urban migration, street and working children. Initially it operated in a welfare mode by providing temporary night shelters for street children in urban areas who ran away from the rural areas. It then helped them to integrate with the mainstream workforce through relevant capacity building measures. This philanthropic work helped CCD gain various insights and internalise lessons on the underlying cause of the problem of street children. This resulted in a shift of its programme focus from the provision of relief to addressing the issue of parental rural migration in the neighbourhood districts. As a result there was a geographical shift from the urban to rural areas. The target group also changed from working children to rural women and artisans. CCD began its service within rural area of Madurai district, but now its service reaches Sivagangai, Virudhunagar, Dindigul, Kanyakumari and Nagapattinam Districts covering four hundred of villages

##### **Areas of Focus:**

Community based enterprises, sustaining local resources and traditional skills, promoting community based organisations, revitalisation of traditional health practices, promoting ethnic food, organic farming and herbal medicines.

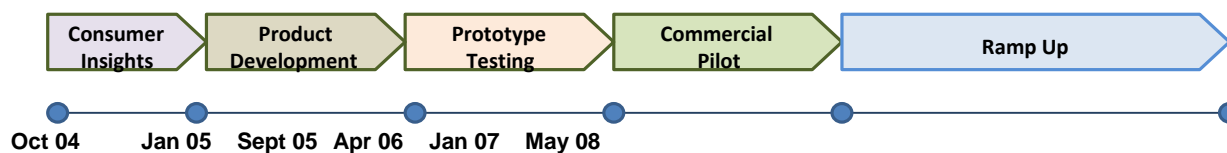
##### **Major Activities:**

Awareness on traditional health practices, organic and herbal cultivation, promoting sustainable herbal gathering, Siddha medical camps and training, community based financial institutions, eco awareness programme and conservation programmes.

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<sup>1</sup> For more details please visit [www.ccd.org.in](http://www.ccd.org.in)

### B. Time line of the Initiative 2004-2008



### C. Primary Energy Sources for Cooking and Lighting

#### Primary Cooking and Lighting Energy Sources

( % of Households)

Primary Source	1993-94		1999-2000	
	Rural	Urban	Rural	Urban
<b>Cooking</b>				
Coke , Coal	1.3	5.6	1.5	4.1
Firewood and Chips	80.1	30.3	75.4	22.2
LPG	1.8	29.7	5.4	44.1
Gobar Gas	0.4	0.1	0.3	0.5
Dung	10.4	2.7	10.6	2.1
Charcoal	0	0.2	0	0.1
Kerosene	1.9	22.9	2.7	21.7
Electricity	ne gligible		0.1	0.4
Others	3.5	2.4	2.7	0.7
No cooking arrangement	0.7	6.2	1.1	4.1
<b>Lighting</b>				
Kerosene	58.3	15.9	50.5	10.2
Other Oil	0.3	0.1	0.3	0.1
Gas	0	0.1	0.1	0.1
Candles	0.1	0.1	0.1	0.1
Electricity	38	83.4	48.4	88.9

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Others	0.5	0.1	0.1	0.1
No lighting arrangement	2.8	0.2	0.5	0.3

Data Source : World Bank Report on "Access of the Poor to Clean Household Fuels in India ", 2003

### D. Rural Household Spend towards various energy types as % share of total monthly expenditure<sup>2</sup>

Per Capita Expenditure Decile	Expenditure Range Rs/Capita/month	Annual Household Expenditure Range		No. of HHs	% share of total monthly expenditure for Energy	% Breakup of Energy Spend towards various energy type				
						Non Cash (Biomass , Dung Cake)	Cash ( Biomass, Dung Cake Coal)	Kerosene	LPG	Electricity
1	0-277	0	19944	1,35,63,259	9.20%	5.28%	2.12%	1.30%	0.00%	0.50%
2	278-332	20016	23904	1,35,96,414	8.90%	4.89%	2.11%	1.20%	0.00%	0.70%
3	333-380	23976	27360	1,36,35,126	8.50%	4.48%	2.12%	1.10%	0.00%	0.80%
4	381-429	27432	30888	1,35,88,324	8.50%	4.32%	2.08%	1.10%	0.10%	0.90%
5	430-482	30960	34704	1,35,55,923	8.40%	4.29%	1.91%	1.10%	0.10%	1.00%
6	483-543	34776	39096	1,34,20,919	8.30%	3.93%	1.97%	1.10%	0.10%	1.20%
7	544-624	39168	44928	1,35,64,879	8.30%	3.97%	1.73%	1.10%	0.20%	1.30%
8	625-737	45000	53064	1,37,40,741	8.20%	3.57%	1.73%	1.10%	0.30%	1.50%
9	738-949	53136	68328	1,34,18,232	7.80%	3.27%	1.43%	1.00%	0.50%	1.60%
10	More than 949	68328		1,36,02,798	6.80%	2.50%	0.80%	0.90%	0.80%	1.80%

Note: Annual Household Expenditure = Per Capita Expenditure/month \* Average Family Size\*12

<sup>2</sup> Data Source: World Bank Report on " Access of the poor to clean household energy in India" , 2003 and Internal Analysis



### E. Urban Household Spend towards various energy types as % share of total monthly expenditure<sup>3</sup>

Per Capita Expenditure Decile	Range Rs/ Capita	Annual Household Expenditure Range		No. of HHs	% share of total monthly expenditure	% Breakup of Energy Spend towards various energy type				
						Non Cash (Biomass, Dung Cake, I)	Cash (Biomass, Dung Cake, Coal)	Kerosene	LPG	Electricity
1	0-345	0	25,254	51,37,348	9.50%	0.44%	4.56%	2.00%	0.50%	2.00%
2	346-431	25,327	31,549	50,98,506	9.20%	0.18%	3.22%	2.30%	1.10%	2.40%
3	432-515	31,622	37,698	50,35,219	8.90%	0.20%	2.40%	2.10%	1.50%	2.70%
4	516-607	37,771	44,432	50,46,012	8.80%	0.19%	1.61%	2.20%	1.80%	3.00%
5	608-710	44,506	51,972	50,53,839	8.50%	0.10%	1.10%	2.00%	2.20%	3.10%
6	711-837	52,045	61,268	51,27,647	8.10%	0.05%	0.75%	1.80%	2.40%	3.10%
7	838-1003	61,342	73,420	50,90,890	7.60%	0.11%	0.39%	1.50%	2.50%	3.10%
8	1004-1238	73,493	90,622	51,34,255	7.10%	0.04%	0.26%	1.40%	2.30%	3.10%
9	1239-1653	90,695	1,21,000	51,00,199	6.50%	0.02%	0.18%	0.90%	2.20%	3.20%
10	> 1653	1,21,000	0	51,63,311	5.50%	0.003%	0.10%	0.40%	1.70%	3.30%

Note: Annual Household Expenditure = Per Capita Expenditure/month \* Average Family Size\*12

### F. Subsidised prices against market prices of domestic LPG and Kerosene

#### LPG

- Current ( June 2008 ) Subsidised price of domestic LPG after the decision of recent price hike = INR 350 per cylinder
- If subsidy is abolished price of domestic LPG at current market price will be INR 650 per cylinder

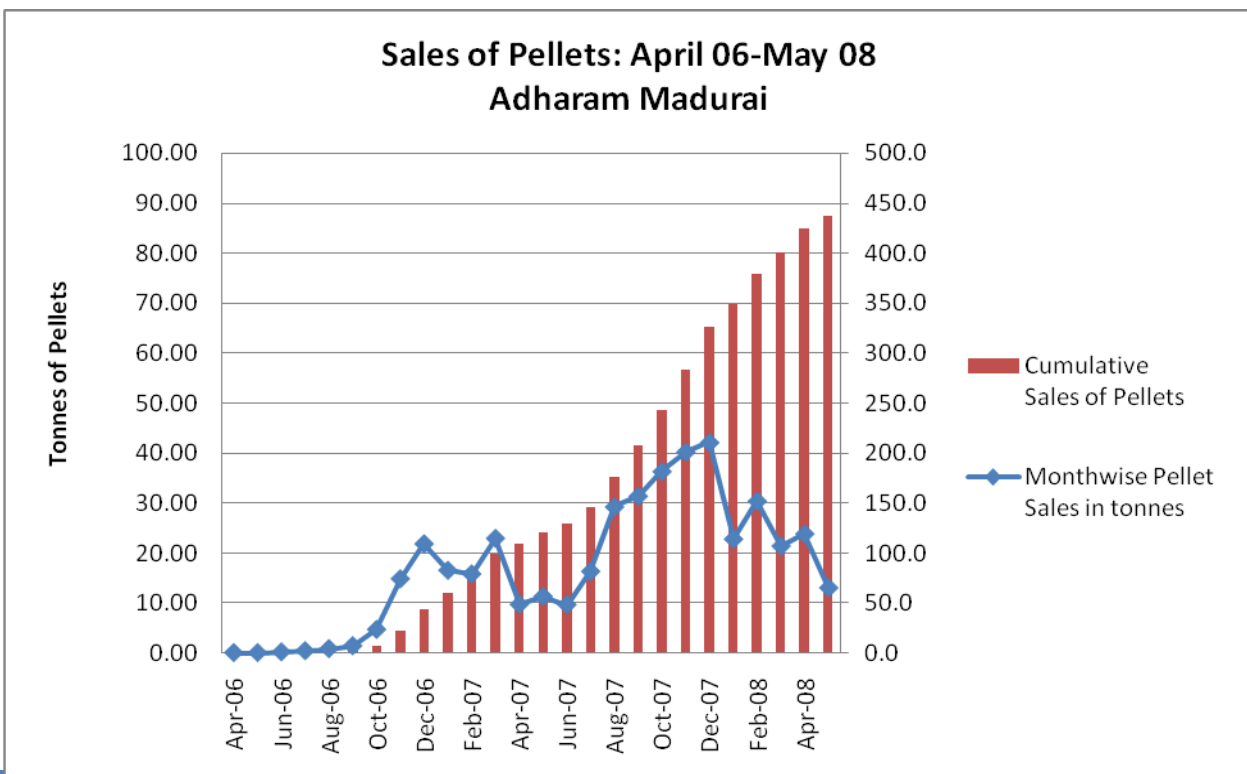
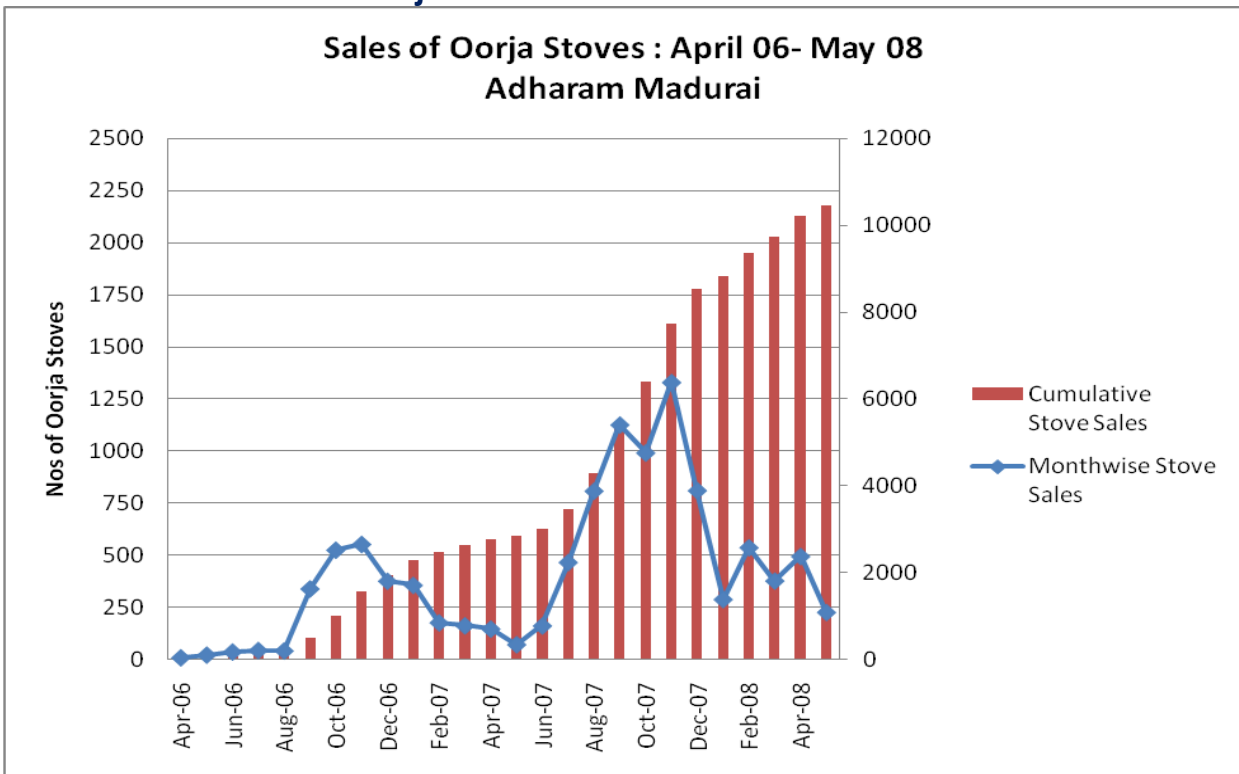
#### Kerosene

- Price of kerosene as distributed through Public Distribution System = INR 9/litre □ Price of kerosene as available in open market = Rs 25 /litre

<sup>3</sup> Data Source: World Bank Report on " Access of the poor to clean household energy in India" , 2003 and Internal Analysis

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### G. Chart: Sales of Oorja Biomass Stoves and Pellets





### H. Table : Monthly Sales of Oorja Biomass Stoves and Pellets

#### Monthly Sales of Oorja Biomass Stove and Pellets

April 2006 - May 2008

S.No	Month	Month wise Stove Sales	Month wise Pellet Sales (5kg Bags)	Month wise Pellet Sales in tonnes
1	Apr-06	7	5	0.03
2	May-06	20	7	0.04
3	Jun-06	35	35	0.18
4	Jul-06	42	82	0.41
5	Aug-06	40	166	0.83
6	Sep-06	338	281	1.41
7	Oct-06	524	937	4.69
8	Nov-06	552	2967	14.84
9	Dec-06	375	4371	21.86
10	Jan-07	355	3309	16.55
11	Feb-07	175	3160	15.80
12	Mar-07	161	4592	22.96
13	Apr-07	145	1939	9.70
14	May-07	70	2263	11.32
15	Jun-07	160	1930	9.65
16	Jul-07	465	3266	16.33
17	Aug-07	808	5852	29.26
18	Sep-07	1126	6283	31.42
19	Oct-07	991	7272	36.36
20	Nov-07	1330	8058	40.29
21	Dec-07	810	8435	42.18
22	Jan-08	287	4559	22.80
23	Feb-08	536	6083	30.42
24	Mar-08	376	4283	21.42
25	Apr-08	494	4769	23.85
26	May-08	225	2606	13.03
Total		10447	87510	437.55

### I. Table: Estimate of Pellet Consumption per household per month

#### Estimate of Pellet Consumption Per Household (HH) per month in kgs

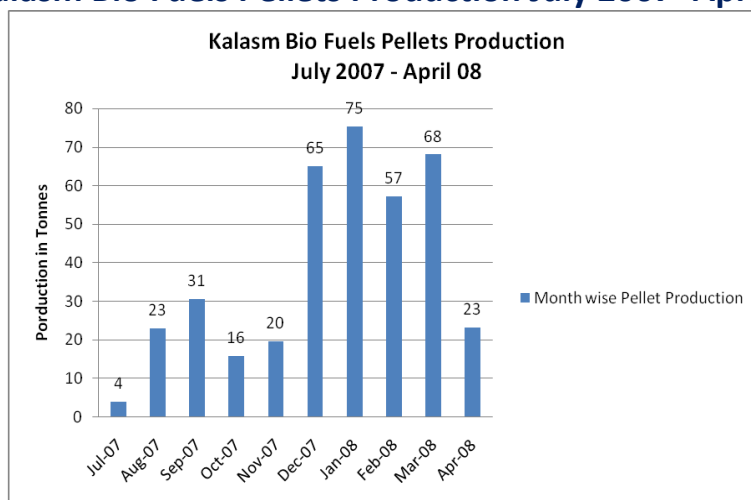
April 2007 - May 2008

Adharam Madurai

S.No	Month	Consumer Base (HHs)	Estimate of Consumer base buying pellets on regular basis	Monthwise Actual Pellet Sales in tonnes	Average Monthwise Pellet Consumption per HH in kg
1	Apr-07	2769	2076.8	9.7	4.7
2	May-07	2839	2129.3	11.3	5.3
3	Jun-07	2999	2249.3	9.7	4.3
4	Jul-07	3464	2598.0	16.3	6.3
5	Aug-07	4272	3204.0	29.3	9.1
6	Sep-07	5398	4048.5	31.4	7.8
7	Oct-07	6389	4791.8	36.4	7.6
8	Nov-07	7719	5789.3	40.3	7.0
9	Dec-07	8529	6396.8	42.2	6.6
10	Jan-08	5679	4259.3	22.8	5.4
11	Feb-08	6215	4661.3	30.4	6.5
12	Mar-08	6591	4943.3	21.4	4.3
13	Apr-08	7085	5313.8	23.8	4.5
14	May-08	7310	5482.5	13.0	2.4

Note 1 At any month it has been assumed only 75% of the consumer base is buying pellets  
 Note 2 From 1st January a base of 3137 consumers in the area of Trichy, Aranthangi, Gantharavakootai has been hived off to a separate distributor, so the consumer base for pellet sales by Adharam has decreased by 3137 in January 2008

### J. Kalasm Bio Fuels Pellets Production July 2007- April 2008



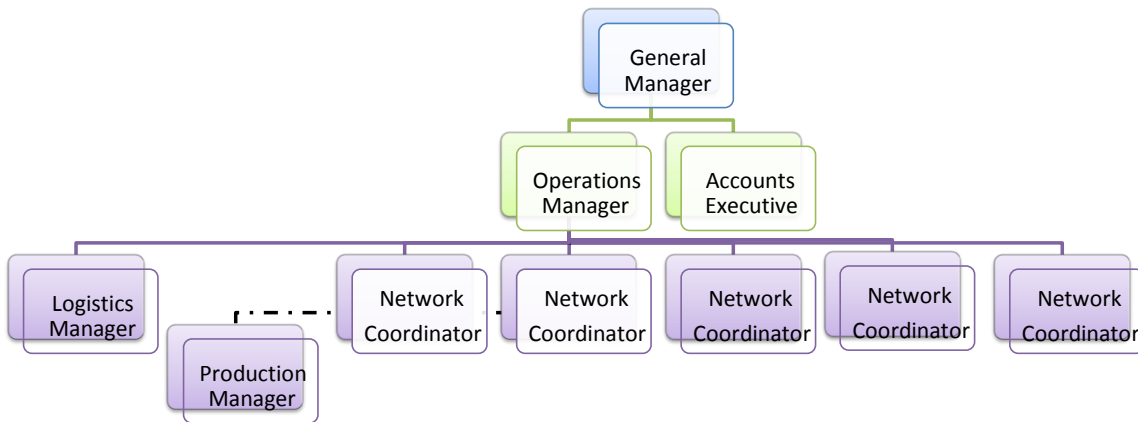
### K. Typical monthly cost of cooking for a Household of five family members using different fuel types<sup>4</sup>

Cooking Fuel	Average Cost per month	Details
LPG	Rs 330	One cylinder is used per month
Firewood	Rs 315	7 kgs of firewood is used per day  Cost of 1 kg of firewood is Rs 1.50  So total cost = $7 \times 1.5 \times 30 = \text{Rs } 315$ per month
Kerosene	Rs 190	Total requirement 10 litres per month out of which typically 4 litres from ration shop at Rs 10 per litre and 6 litres from open market at Rs 25 per litre .So total cost is Rs. 190 per month
Oorja biomass Pellets	Rs 162	Approx 1 kg of pellets is used per day , 6.5 bags of 5kg pellets per month , 32.5 kg of pellets per month , Rs 5/kg per month

<sup>4</sup> Data Source : "Oorja" Promotion Pamphlet



### L. Organisation Structure of Adharam, Madurai



#### Network Coordinator

Currently Adharam has 5 Network Coordinator, one for each district. The role of Network Coordinator is to achieve sales targets through existing Jyothi, identification and launch of new Jyothi, support and coaching of Jyothi in case of problems and issues.

#### Production Manager

Production Manager of Bio fuels Production unit coordinates with the Operations Manager for demand forecasting and production scheduling.

#### Logistics Manager

Logistics Manager is responsible for scheduling lorry route plan for pellets and stoves according to Jyothis demand to optimise the distribution cost.

## M. Brief Overview of Kalasm Bio Fuels: Pellets Production Unit

The Kalasm Bio Fuels (KBF) is currently engaged in production of pellets from agricultural residue. The capital expenditure for machinery and technical inputs has been provided by the MNC partner and KBF has entered into a fixed price supply contract with the partner.

**Input agricultural residue:** Tamarind Shells are being primarily used for manufacturing of pellets. Apart from tamarind shell, groundnut shells, maize core can be used. During the month of March- May tamarind shells are collected predominantly from Natham Federation. During last year about 800 tonnes of tamarind shells were collected.

The landed cost of tamarind shell in the production unit is Rs1.10 to Rs 1.30per kg. The corresponding cost of groundnut is Rs 2.3- Rs. 2.8 per kg.

**Production Process:** The sequential production process is

- Sieving
- Grinding
- Mixing
- Pelletising
- Packing

The rated capacity of the pellet mill is 1 tonne of pellets /hr. Currently KBF is achieving a production rate of 600-700 kgs per hour.

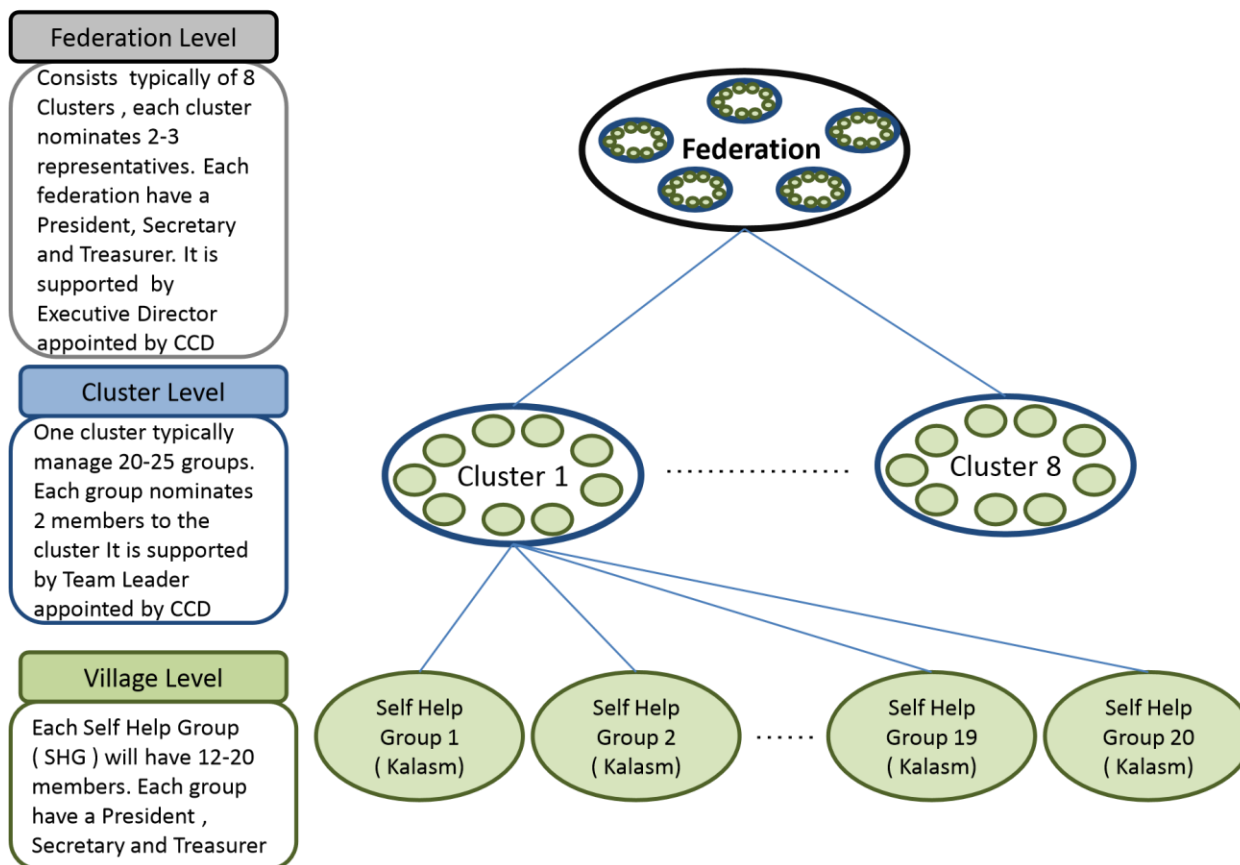
The estimated labour cost for manufacturing one kg of pellets is INR 0.7 and the cost of electricity is INR 0.4 /kg.

### Team

Currently a team of 5 members manage Sieving and Grinding, another team of five manage mixing and pelletising and packing, weighing and stitching is managed by a team of 10. The production manager and shift manager overseas the operation.

### N. Federation (Mahakalasm) Structure

#### Federation( Mahakalasm) Structure



### O. Social Infrastructure: Federations (Mahakalasm) and SHGs (Kalasm) facilitated by CCD<sup>5</sup>

Activity Area	Name of Mahakalasm	District	Total Villages Covered	No. of Member Kalasms	Total Members
Microfinance	1. Sevaiyur	Virudhunagar	69	223	2835
Microfinance	2. Natham	Dindigul	63	205	2676
Microfinance	3. Suranam	Sivagangai	77	213	2529
Microfinance	4. Madurai	Madurai	15	75	1147
Medicinal Plants	5. MSMSK	7 districts	56	124	1352
Fish Vending	6. Fish Vending federation	Nagapattinam	6	50	823
Coir	7. Sri Bhagavathi Coir Kottamaippu	Kanyakumari	5	25	300
Handicrafts	8. Valampuri Kottamaippu	Kanyakumari	10	40	630
Mango Farming	9. Mango Farmers Federation	Dindigul	21	42	600
Farming	10. Poompuhar Cauvery Delta Farmers federation	Nagapattinam	16	51	927

<sup>5</sup> Data as on 31<sup>st</sup> March 2008



Farming	11. Kali Kadai Madai Farmers federation	Nagapattinam	15	52	1002
Traditional Crops	12. Vaigai vadihal Vivasayigal Sanganalin Kootamaippu	Sivaganga & Ramanathapuram	28	77	1013
<b>Total</b>			<b>381</b>	<b>1177</b>	<b>15834</b>

### P. Jyothi Selection Criteria

During the selection of the Jyothi she is evaluated on the following criteria before appointment

- Preferably a member of Self Help Group
- Educational Qualification at least 8<sup>th</sup> Standard
- Financial Status: In a position to invest Rs 10,000 for buying stoves and pellets
- Adequate support from the family for doing this business
- In a position to devote 4-6 hours a day in the first few months of business launch
- Willingness to communicate and promote products across various communities
- Willingness to take up troubleshooting for the appliance
- Prior sales experience preferred
- Have a storage space of minimum 100 sq feet in the house



### Q. Excerpts from the discussion with a Mother-daughter Jyothi

The following is the excerpt from the discussion with a Jyothi. This brings out the experience of Jyothi as she narrates:

Kasturi is the name of Jyoti who is supported by her daughter Poomagal in her business. Kasturi is in charge of Perungudi village which has 3000 households.

- Have been able to earn enough to buy a mobile and Dish Tv connection for themselves.
- Has worked with the Micro finance work since 1991. Kasturi wants to earn enough to marry off her daughter Poomagal.

#### On sales and customers

The mother daughter pair has sold 265 stoves till date. They are able to sell 1000 kg of pellets per month. Their ambition is to earn around Rs 1500 per month.

Their best customer is an idli maker. They consume 6 bags of pellets per week on 2 appliances.

Their estimate is that roughly half of the stove users are regularly using the stove. However, their use is not exclusive to this stove. Half the month, they depend on the kerosene available on ration. A few use the stove only for heating water. The ideal customers (those that will consume the maximum pellets) belong to the Saurashtra colony. This colony has 800 households, all weavers, long time migrants from Gujarat. These people do not have access to kerosene, and are banned from cutting firewood. Unfortunately, to date only about 25 of them have bought the stove.

#### Feedback on Pellets: Then, later and now

- Earlier pellets were the best; they lasted as much as 1 hour 45 minutes.
- In between, after 4-5 month of the project beginning, pellets that lasted only for 1 hour.
- Now, they are getting pellets from Dharwad that are lasting again for 1 hr 45 minutes.

### **Kinds of Problems faced by consumers**

#### ***Overflow***

The over flow of rice water, milk or dal water puts out the appliance and generates a lot of smoke. Interestingly, there is no way that the overflow of rice can be prevented unless the cook picks up the vessel in time. (Which requires the cook to be present there all the time), usually people put on the rice and go off to the neighbourhood shop to buy vegetables.

Kasturi's suggestion is that they should cook the rice at the end.

In the traditional biomass stove, women could remove the firewood and reduce the flame. But this can't be done the same way here. In this appliance the flame cannot be reduced.

The only way to deal with this problem is to have a cooker, but cookers can't be afforded by most people.

#### **Batteries**

If the batteries are not recharged on time, they go dead, and need to be replaced. Initially there was a scheme that the batteries could be replaced. Kasturi replaced as many as 60 such batteries. However, now the company has stopped this replacement. People have to buy batteries at Rs 190 per battery.

#### **Blower Fans**

If the stove is tilted way too much, the burning pellets may enter the space of the fan and damage the fans.

Dust may clog the air holes connecting the fan to the chamber leading to build up of heat and consequently melting of the fans.

#### **Time of Cooking and recharging**

One full load of pellets (approx 600 gms) when burnt in the stove lasts for 1.15 mins – 1.30 mins. Typically the cooking in a Tamil rural Household may continue for 2 hrs. So often consumers have

to add pellets after the first charge is over. If they add a handful then the appliance will go off and generate a lot of smoke and so they have to add small quantities of pellets every 5 mins. The stove cannot be switched off in between till the time the entire pellets have burnt off.

### Sales Issues

About 30 have totally stopped using the stove. Most probably, all of them have stoves of an earlier variety, which was not that good.

About 60 people (including these 30) are active in bad-mouthing the product. The badmouthing comes from their poor experience; the non-servicing of products etc.

### The Way Ahead as Kasturi sees it

- Target the Saurashtra colony.
- At present there is no regular service for the customers. Thus Provide regular service to all the customers ,though the customers may not be willing to pay yet for this service
- Target for a turnover of at least 3000 kg of pellets per month.
- Train the Jyothis to repair the appliances. At present appliances can take 1-3 months to get repaired at the Company office.

## R. Excerpts from discussion with Federation outlet staff

Here the sales of stoves and pellets are done from Federation's own shop in Madurai. Mr. Vellaichamy runs this shop. The following is as narrated by him.

### Sales

Till date he has sold 250 appliances. The sale of pellets is at 150 bags per month; and he has got 30-35 regular customers.

### Seasonal pattern

Summer is the lean season for pellet and stove sales. Monsoon and winter are the peak seasons ie September to January. This is because the water heating requirements go up during these months. In addition, the firewood availability too goes down during these months as firewood tends to be wet and therefore difficult to use.

### Segments of Customers according to Mr Velallaichamy

**Affluent:** use it as a back up to LPG. LPG bottle replacement time can extend up to 25 days, and that is where this stove becomes useful. Even otherwise, LPG owners may use this for boiling water. Many keep it only for an emergency.

**Middle class:** Who can't afford LPG, will buy this stove. Most of these are daily wage earners. For example people from Ellis Nagar, or from beyond the bridge. Many are those who work in shops, or are employed in Kalanjiam (MF federations.)

**Poor:** do not come.

**Commercial:** 8-9 Tea shop owners. They say they make a saving of Rs 300 a day (expenditure of Rs 400 per day reduced to Rs 100 per day) thanks to this stove. Hotel Sangam: has 8 appliances; buys 50-75 bags per month. Orphan school: 10-12 members use Oorja.

**Improvisation by Customers:** Use the powder remains of the pellet (from the 5 kg sacks); add water and maida, dry it and use it again as pellets.

Use a big vessel so that water/milk etc does not overflow into the chamber.

### S. Financial Statements: P&L, Balance Sheet and Schedules

#### ADHARAM ENERGY PRIVATE LIMITED

18- C/1, Kennet Cross Road, Ellis Nagar, Madurai,  
Tamilnadu - 625010

#### PROVISIONAL PROFIT AND LOSS ACCOUNT for the period from Apr'07 to 31st Dec'07

Particulars	for the Sch. period from	
	No.	1 st Apr'07 to 31 st Dec' 07
<b><u>Income</u></b>		
Sales	9	50 , 31,364
Other Income	10	17 , 06,752
<b>TOTAL</b>		<b>67 , 38,116</b>
<b><u>Expenditure</u></b>		
Cost of Materials Sold	11	51 , 57,063
Trading Expenses	12	23,291
Administration & Personnel Expenses	13	7 , 73,736
Selling & Distribution Expenses	14	7 , 03,881
Depreciation	4	61,979
<b>TOTAL</b>		<b>67 , 19,951</b>
Profit/ (Loss) Before Taxation <b>Less:</b>		18,165
<b>Provisions for Taxation</b>		
Current Tax Expense		-



Deferred Tax Expense/(Income)	-
Fringe Benefit Tax	-
<b>Loss Carried forward to Balance Sheet</b>	<b><u>18,165</u></b>

**Note: 1) Adjustments yet to be made in books of account of AEPL, Madurai**

<b>Net</b>	<b>Profit as per Profit &amp; Loss A/c</b>	<b><u>18,165</u></b>	<b>Loss after Adjustments</b>
Less: i)	Claims not accepted by MNC Partner (Warehouse Rent-Aviyur)	15,000	<b>(1,09,966)</b>
ii)	<u>Unsaleable Closing Stock to be written-off:</u>		
	Oorja (New) (104 Nos @ Rs.620)	64,480	
	LPG Single Burner (27Nos @ Rs.433)	11,691	
iii)	<u>Stock sold but not reduced in Stock</u>		
<u>Records:</u>			
	Oorja (New) (45 Nos @ Rs.620)	27,900	
	LPG Cylinders (30Nos @ Rs.302)	9,060	

### ADHARAM ENERGY PRIVATE LIMITED

18-C/1, Kennet Cross Road, Ellis Nagar,  
Madurai, Tamilnadu - 625010

#### PROVISIONAL BALANCE SHEET

As at 31st December 2007

Particulars	Sch. No.	As at 31.12.2007
<b>SOURCES OF FUNDS</b>		
<b>1) Share holders Funds</b>		
a) Share Capital	1	1,00,000
b) Reserves & Surplus		-
<b>2) Loan Funds</b>		
a) Secured Loans	2	10,94,751
b) Unsecured Loans		-
<b>Total</b>		<b>11,94,751</b>
<b>APPLICATION OF FUNDS</b>		
<b>1) Fixed Assets</b>	3	
(a) Gross Block		3,80,371
(b) Less: Depreciation		1,43,925
(c) Net Block		<b>2,36,446</b>
<b>2) Current Assets, Loans and Advances</b>		
(a) Inventories	4	6,39,222
(b) Sundry Debtors		7,89,897
(c) Loans, Advances & Deposits	5	23,07,142
(d) Cash & Bank Balances	6	1,54,805
		<b>38,91,066</b>
<b>Less: Current Liabilities &amp; Provisions:</b>		
Current Liabilities	7	35,33,909
<b>Net Current Assets</b>		<b>3,57,157</b>
3) Deferred Tax Asset		16,917
4) Profit & Loss Account	8	5,84,230
<b>Total</b>		<b>11,94,751</b>

## ECOSTATIS

### SCHEDULES FORMING PART OF PROVISIONAL BALANCE SHEET

As at 31st December 2007

Particulars	As at 31.12.2007
<b>Schedule '1'</b>	
<b>Share Capital</b>	
Authorised Share Capital	
50,000 Equity Shares of Rs. 10 each	5,00,000
Issued, Subscribed and Paid up Share Capital	
10,000 Equity Shares of Rs. 10 each	1,00,000
<b>Total</b>	<b>1,00,000</b>
<b>Schedule '2'</b>	
<b>Secured Loans</b>	
Bank Overdraft-HDFC Bank, Madurai	9,18,173
Vehicle Loan-Corporation Bank	1,76,578
<b>Total</b>	<b>10,94,751</b>
<b>Schedule '4'</b>	
<b>Inventories ( Traded Goods)</b>	
Bio Mass Stoves	5,96,115
Cylinders	8,456
LPG Stoves - Single Burner	11,919
Pellets	22,732
<b>Total</b>	<b>6,39,222</b>
<b>Schedule '5'</b>	
<b>Loans, Advances &amp; Deposits</b>	
<b>Loans &amp; Advances:</b>	
MNC Business Partner ( Claims)	7,57,597
B.K.Engineers	5,000
Kalasam Bio Fuels	5,18,673
Godrej Agrovet Ltd	10,548
TDS	24,810
Income Tax Refund Due	1,52,341
VAT-Input Tax Credit	4,032
Staff Advance	21,840
Imprest Accounts	2,41,125
Branch Office, Osmanabad	5,30,178
<b>Deposits:</b>	
Telephone Deposit	1,000
Gas Cylinder Deposit	22,500
Rent Deposit	15,000
Sales Tax Deposit	2,500
<b>Total</b>	<b>23,07,142</b>
<b>Schedule '6'</b>	
<b>Cash &amp; Bank Balances</b>	
Cash on hand	1,16,064
Corporation Bank-Madurai	7,165
State Bank of India-Madurai	31,576
<b>Total</b>	<b>1,54,805</b>
<b>Schedule '7'</b>	
<b>Current Liabilities &amp; Provisions</b>	
<b>Current Liabilities:</b>	
<b>Sundry Creditors</b>	
MNC Business Partner	26,65,439
- SPS Plastics	2,49,000
Natham Federation	1,69,126
Pulivoikarai Federation	1,52,362
Advances received from Jyothis	65,498
Audit fees payable	1,09,555
Professional Tax payable	300
Salary payable	44,866
Service Tax payable	77,764
<b>Total</b>	<b>35,33,909</b>
<b>Schedule '8'</b>	
<b>Profit &amp; Loss Account</b>	
Opening Balance	6,02,395
Add: Net Loss for the period	(18,165)
<b>Closing Balance</b>	<b>5,84,230</b>

**SCHEDULES FORMING PART OF  
PROVISIONAL PROFIT AND LOSS ACCOUNT  
for the year ended 31st December 2007**

Particulars	for the period from 1st Apr'07 to 31st Dec'07
<b>Schedule '9'</b>	
<b>Sales</b>	
Bio Mass Stoves	37,45,797
Cylinders	4,47,480
Free Pellets	87,968
LPG Double Burner Stoves	2,687
Pellets	7,46,623
Pipes	809
<b>Total</b>	<b>50,31,364</b>

**Schedule '10'**

**Other Income**

BP Claims:

Bio Mass Stoves (Old-Steel Chamber)	2,74,955
Demo Appliances	1,13,280
Free & Demo Pellets	1,11,584
Fire Extinguisher	2,900
Jyothi Selection & Training Expenses	1,71,642
LPG Twin Burner Stoves	1,49,625
Monsoon Safety Service Camp Expenses	9,498
Outstation Sales	1,61,649
Postage & Courier	3,750
Printing & Stationery	2,324
Sales Promotion Expenses	2,98,500
Warehouse Fixed Cost	2,47,116
Warehouse Operational Cost	1,01,571
Warehouse Rent (Aviyur)	15,000

**Sub Total** **16,63,393**

Miscellaneous Income **43,359**

**Total** **17,06,752**

**Schedule '11'**

**Cost of goods sold**

Opening Stock	7,58,426
Add: Purchases	50,37,859

**57,96,285**

Less: Closing Stock **6,39,222**

**Cost of goods sold** **51,57,063**

**Schedule '12'**

**Trading Expenses**

Labour Wages	9,255
Loading & Unloading	2,520
Monsoon Safety Service Camp Expenses	9,498
Repairs & Maintenance	2,018

**Total** **23,291**

### **Schedule '13'**

#### **Administration & Personnel Expenses**

Audit fees	56,180
Bank Charges	960
Bank Interest	1,00,942
Computer Maintenance	2,350
Medical Expenses	12,331
Miscellaneous Expenses	1,165
Office Expenses	100
Postage & Courier	5,788
Printing & Stationery	15,022
Professional Charges	3,450
Rates & Taxes	13,864
Refreshment Expenses	20,135
Salaries	4,88,744
Telephone Charges	22,241
Travelling & Conveyance	30,467
<b>Total</b>	<b>7,73,736</b>

### **Schedule '14'**

#### **Selling & Distribution Expenses**

Demo Appliance Distribution	1,00,574
Free Pellets Distribution	91,597
Jyothi Price Discount	14,360
Jyothi Selection & Training Expenses	13,245
Jyothi Stock Point Expenses	17,400
Vehicle Maintenance	3,18,382
Warehousing Expenses	23,325
Warehousing Rent	1,25,000
<b>Total</b>	<b>7,03,881</b>