



Foundation for
MSME Clusters

ANNUAL REPORT

2017-18

Helping MSMEs Become Sustainable

Clusters

About FMC

Foundation for MSME Clusters (FMC) was conceptualized to contribute towards the process of development of MSMEs and thus enhance their competitiveness, innovativeness, generate sustainable employment and alleviate poverty. FMC was legally constituted as a not for profit registered trust in the year 2005 and was headquartered in New Delhi.

Vision



An economically progressive, socially connected, environmentally sustainable world that is spiritually rooted and composed of interconnected yet diverse local socio-economic systems

Mission



We assist institutions undertake effective and inclusive cluster based local economic development in developing and transition economics

Contents ---

Our Approach	5
Chairman Message	7
Year at a Glance 2017-18	10
Program Impact	11
Partners & Supporters	23
Financial Performance	24
Team	25
Audited Financial Statement 2017-18	26

Our Approach_____

Foundation for MSME Clusters works towards Effective and Inclusive Local Economic Development through Strengthening the Local Eco-System. We truly believe and act for Institutionalization at local and regional levels ensuring Sustainability of work beyond the intervention period. We aim to harness the power of our development solutions through Aggregation of Enterprises and Stimulation of development services through Market based mechanisms. While for small and micro factory enterprises, we work in the areas of energy efficiency, lean management and promoting OHS for household and artisanal enterprises, we work for market promotion, efficiency and inclusive growth.



Chairman Message

Hon'ble Prime Minister Shri Narendra Modi has drawn political attention to the vital role that micro and small enterprises play in the economy and has directed policy thrusts to facilitate their growth. His evocative images of self-employed food producers and sellers - tiny enterprises of one owner/employee - have stirred the societal imagination. This is a very welcome shift of policy and public attention in India from its excessive focus on large scale enterprises as engines of growth and from whose growth benefits are expected to trickle down to the people.

Small and micro enterprises are the backbones of large economies. They are seedbeds of entrepreneurship, and dispersed generators of employment and livelihoods, which are very essential requirements for a developing country. Clusters of small and micro enterprises provide the 'Middle' that can make stronger connections between these enterprises and the formal system of large enterprises and providers of finance that these enterprises cannot reach easily on their own. Indeed, the 'Missing Middle' in the Indian ecosystem of enterprises has been weak cluster formation - physical and virtual conglomeration of enterprises. This has been one of the causes for small enterprises not being able to grow faster and larger, contributing to the 'missing middle' of mid-size enterprises in India that economists have pointed to.

The Foundation of MSME Clusters (FMC) was formed in 2005 to promote the growth of small enterprises by strengthening the mezzanine level of institutions, situated between the tiny and small enterprises below, and the large, formal institutions above them, as its name suggests. We welcome the attention being given now to MSMEs and thank the Honorable Prime Minister for his leadership in this. Now we must double our efforts to get policy attention to strengthening clusters and building capabilities for this.

The annual flagship event of FMC, the Business Management Organization (BMO) Awards, has been devoted to highlighting the importance of clusters. Whereas there are many awards to honor successful, small enterprises, FMC's awards do not focus on individual enterprises, but on the associations that enable them to aggregate more effectively, to create value for their members by creating shared facilities, as well as increase their reach and clout with large institutions in the formal system. I am glad to say that, at the most recent BMO Awards in April 2018, both, the Vice Chairman of NITI Aayog, Dr. Rajiv Kumar, who spoke at the closing session, and Dr. Arun Kumar Panda, Secretary Ministry of MSME, who spoke at the opening, highlighted the country's strategic need to strengthen BMOs and clusters, and commended FMC's role. They suggested that ways should be found for FMC to

support the Government's policies and programs in this regard.

FMC has been engaged with many programs to support MSMEs in clusters, and several are underway, as reported in the Annual Report. FMC's ability to support the formation of clusters that can facilitate the growth of enterprises has been recognized even outside the manufacturing sector. For example, FMC was selected to guide cluster formation in the Ahmedabad Heritage program, wherein enterprises of many sorts, in hospitality and tourism, as well as traditional handicrafts, were fostered.

FMC is a tiny organization in size. The task of stimulating the growth of MSMEs across the country is huge. There are many large organizations, in government and outside, with large budgets, devoted to supporting MSMEs. FMC cannot have the budgets and power these organizations have. Therefore, it aims to be a catalytic node in the ecosystem, to stimulate the formation of stronger connections and more alignment, between enterprises in clusters, amongst clusters, and between clusters and policy-makers. FMC is conceiving means whereby it can play this catalytic role most effectively, such as the shaping of a 'cluster observatory', which will provide a platform for stakeholders to make connections with

each other, in addition to being a lively data repository.

Small, entrepreneurial organizations, such as FMC itself is, must struggle for attention as well as financial support. FMC has been through a period of financial stress. Due to the remarkable devotion, and even personal financial sacrifice of its staff, as well as the devotion and guidance of its Trustees, it has come through. However, FMC will remain stretched, as it stretches itself further to fulfill the pioneering role it was set up for, and is devoted to, of changing paradigms to enable small and informal enterprises to be respected, and to be effectively supported, and specifically to strengthen the middle level institutions - clusters, associations, cooperatives, etc. required for this. It will continue to strengthen its own knowledge and its capabilities to play a more powerful catalytic role within a much larger national enterprise, and to be recognized for its role and obtain the support it needs to play this role more effectively.

I wish to warmly thank the staff of FMC for their devotion. Very warmly, I thank my fellow Trustees for the excellent guidance they so willingly give. I also wish to thank our many partners and supporters, with whose resources we are able to fulfill our mission, while providing them our services to the best of our abilities.

Arun Maira
Chairman
Foundation for MSME Clusters (FMC)

Board of Trustees

1. **Mr. Arun Maira**
Former Member
Planning Commission of India
2. **Prof. Y.K. Alagh**
Former Minister of Science & Technology
3. **Dr. Sunil Shukla**
Director EDII, India
4. **Mr. Madhav Lal**
Former Secretary
Ministry of MSME, Govt. of India
5. **Dr. H.P. Kumar**
Former Chairman & MD, NSIC
6. **Mr. Rakesh Rewari**
Former Deputy Managing Director, SIDBI
7. **Dr. Veena Joshi**
Former Senior Advisor
Swiss Agency for Development
8. **Ms. Meera Shenoy**
Founder Youth for Jobs
9. **Mr. Mukesh Gulati**
Former Executive Director, FMC



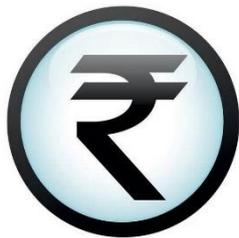
Year at a Glance _____

2017-18



1602

(MSMEs Benefitted)



1191

(Rs. Lakhs increased in Turnover)



870

(Thousand Tons of Energy Saved)



11781

(Tons of Waste Recycled)



5000

(Workers benefitted with OHS Measures)

Program Impact



RESPONSIBLE BUSINESS

Environmental

Making MSMEs in India Efficient, Sustainable and Green

Energy Savings: India has over 8 million manufacturing MSMEs producing a variety of products. At FMC we have made a significant beginning by working out various energy savings measures in 13 sectors in 9 states. These include Andhra Pradesh, Punjab, Rajasthan, Delhi, Uttar Pradesh, Haryana, Tamil Nadu and Telengana. It has been found that savings of 15 per cent is possible with near zero investment. However there is a huge shortfall in availability of energy auditors. FMC strives to bridge this gap in the coming years and save substantial energy and contribute to the cause of reduction in CO₂ emission. In the year 2017-18 we have saved an estimated .87 mkwh of energy in 32 units. Our target for the year 2018-19 is to save .42 mkwh of energy in 70 units and that for the next 3 years we aim to save 2.52 mkwh of energy in 300 units. This will be FMC contribution towards the cause of SDG 12 that promotes sustainable production and consumption.



Say Yes to Sustainable MSMEs in India”, a Yes Bank Limited CSR funded initiative implemented by FMC helps improve the overall sustainability of MSMEs including Economic (Financial Literacy), Environmental (Energy Efficiency interventions) and Social (Occupational Health & Safety (OHS) Interventions) dimensions.



The initiative focuses on operational efficiency of MSMEs by reducing their energy consumption. The partnership with Yes Bank continues with scaling up of the on-going initiatives and taking new steps toward “Sustainable MSMEs”.

RESPONSIBLE BUSINESS

Social Sustainability

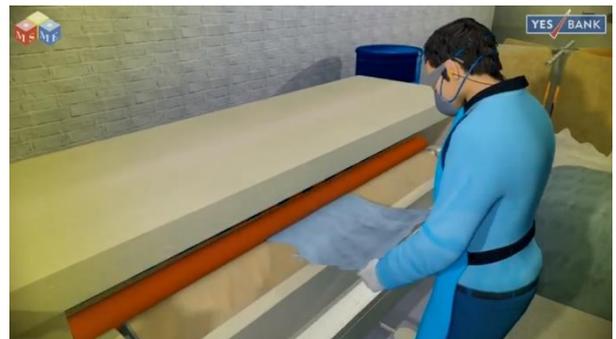
Occupational Health and Safety: Improving Working Conditions

Occupational Health and Safety (OHS) consists of measures taken for promoting occupational health, occupational safety and welfare measures for workers. FMC is committed towards the cause of promoting SDG 8 - Decent Work and Economic Growth. It all started with our EU Project in 2012-13 and is since been followed up by our activities with the support of Yes Bank Ltd. To promote OHS we do activities like health camp, training in first aid, training in safety, etc. As a result, in the year 2017-18, we implemented the spirit of OHS in 5000 workers in 1094 units. Our target for the year 2018-19 is 5000 workers in 200 units and that for the next 3 years is 10,000 workers in 500 units.

Upscaling the concept of “Sustainable MSMEs” helping them improve their OHS conditions and reducing energy consumption, ‘Say YES to Sustainable MSMEs in India has helped bridge the gap between MSMEs and green growth, thus expediting the shift towards low carbon growth.

– 4th year in partnership with Yes Bank

This initiative launched in 2014-15 has so far impacted over **3200 MSMEs** and benefitted over **23,000 workers** across **11 states, 18 locations** and **13 sectors**.



OHS Videos in 7 Languages Created

RESPONSIBLE BUSINESS

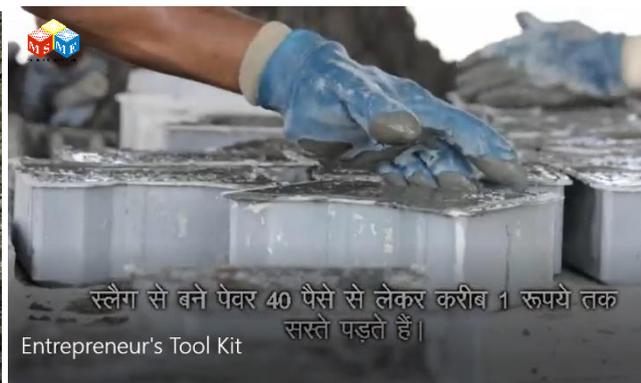
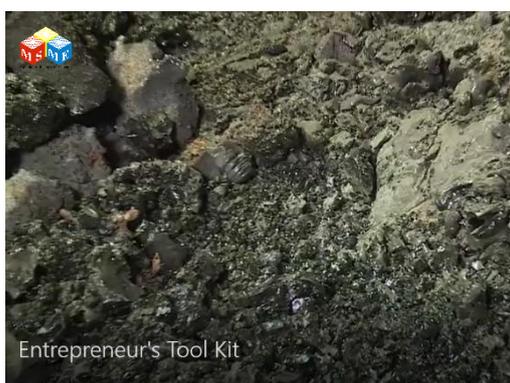
Circular Economy

Getting Businesses Recycle Waste: An initiative to boost Circular Economy, Supported by Department of Science and Technology, Government of India

This project targets a total of 50 enterprises (40 new and 10 existing) to be established for commercialization of paver blocks made through foundry waste. A total of 13 enterprises created leading to consumption of 20,000 tons of foundry slag. The Industrial Symbiosis not only manage waste but also reaps commercial benefits for MSMEs. A promotional video has also been created in order to increase the outreach of the project.



Foundry Slag



Slag to Paver Block, Entrepreneurs toolkit

Entrepreneurs Tool Kit video prepared

Embroidery Cluster Skill Development

India has an estimated 2 million handicraft and handloom artisans. Availability of market is a major issue here. While the common say is upbeat on the lack of demand, our experiences suggest on the contrary. Based on an experiment done with 500 artisans of Agra hand embroidery cluster, we found that while there exist huge insatiable demand for certain skills in handicrafts, the supply side is crippled with lack of such skills and the products demanded thereof. FMC thus strives to link this unserved demand side to the supply side and create orders and employment facilities for artisans. Here skill development follows orders received, with on the job learning for the artisans, making it a much more participatory phenomenon for artisans in the process. In 2017-18 500 persons were linked to new markets created leading to an additional turnover 30%. Our target for the coming year is 700 and that for the next 3 years is 1000 persons. .



"Embroidery to Employment"

This market led skill development programme was supported by the India Innovation Grant Program of Citi Foundation.

500 artisans linked to higher level chains and enhanced their income by 30 to 50 per cent

***Created a community enterprise which will take the work forward in a sustainable manner –
Brand Name 'AARI'***



LIVELIHOOD

Employment Generation through Skill Development

Promoting Bamboo based Enterprises for Income Generation and Employment Opportunities in Meghalaya & Jharkhand: A project funded by SAARC Development fund

The project will work directly with 1000 farmers/ entrepreneurs/ artisans and workers and reach out to 1000 more artisans/ workers through strengthening of local & regional institutions engaged in development of the bamboo sector.



Technical expert field training session on bamboo plantation, cultivation, harvesting



Focusing on sustainability, improved quality of products, higher income levels for artisans & farmers, market linkages and new entrepreneurial activity

Training & Capacity Building

Training is a key component for the development of cluster based interventions. FMC guided 50 training programmes in the areas of Coir, Khadi, Jewellery, Stone (SFURTI, West Bengal, SDF, CITI, YBL). So far 2000 persons have been trained in these areas.



Rwanda Training

LIVELIHOOD

Promoting Common

Strengthening Livelihoods in Traditional Industries by setting up Common Infrastructure

Creation of common facility centre is a key to creating future production capabilities at an affordable cost by micro entrepreneurs. To promote the same FMC has created six common facility centres (CFCs). These CFCs support 1070 entrepreneurs in areas related to khadi, coir, woodcraft, jewelery. In the year 2018-19, 5 CFCs are expected to mature in sectors like coir, stone, milk products, fishery, sal leaf, jewelery, etc.



FMC is Technical Agency (TA) for Coir Board and KVIC under the SFURTI Scheme in 9 states. This is an on-going initiative to rejuvenate the traditional industries by introducing new technologies, creating new designs, improving processes and building capacities of members of these industries.

This is an on-going initiative to rejuvenate the traditional industries by introducing new technologies, creating new designs, improving processes and building capacities of members of these industries.



**6 CFCs
established**

19 clusters supported as Technical Agency (TA)

COMMUNICATION OUTREACH

FMC in Media

To soon launch programme to fund R&D in SMEs: Niti Aayog's Rajiv Kumar

BY ANANYA BORGHAIN, ET ONLINE | FEB 08, 2018, 05.10 PM IST

India is soon going to come up with a fund to help small businesses carry out research and development and provide capital to help enterprises to come up with technology that can be commercialized.

Stating that Indian SMEs were not growing Rajiv Kumar, Vice Chairman, NITI Aayog said the Government is keen to correct that, "We will soon launch the Indian equivalent of the Small Business Innovation Research (SBIR) programme that the US has," said Kumar.

In the US the "SBIR program funds early stage small businesses that are seeking to commercialize innovative biomedical technologies. This competitive program helps small businesses participate in federal research and development, develop life-saving technologies, and create jobs."

Presenting the Budget for 2018-19, Finance Minister Arun Jaitley had mentioned the creation of a fund that could provide a thrust to biomedical research in the country.



Two more websites that SMEs should look at are MSME Samadhaan, which deals with delayed payments and MSME Sambandh, which is a public procurement portal.



इंडस्ट्रीयल एसोसिएशन द्वारा आयोजित सैमीनार में अतिथि। (वीरेंद्र)

समालखा में बनेगा स्लैग से इंटरलॉक टाइल, होलो ब्लोक, कर्व स्टोन

समालखा, 28 दिसम्बर (वीरेंद्र) : फाऊंडेशन फॉर एम.एस.एम.ई. क्लस्टरर्स (एफ.एम.सी.) ने समालखा इंडस्ट्रीयल एसोसिएशन के द्वारा जी.टी. रोड स्थित गौतम रिसोर्ट में फाऊंडरी से निकलने वाले मले के समाधान को लेकर फैक्टरी मालिकों के लिए सैमीनार का आयोजन किया। सैमीनार में दिल्ली से विशाल देव जी.एम. ने डी.एस.टी. के एन.एस.टी.ई.डी.बी. के प्रोजेक्ट बारे जानकारी दी। प्रोजेक्ट द्वारा किस प्रकार प्राकृतिक संसाधनों को बचाया जा सकता तथा किस प्रकार फाऊंडरी से निकलने वाले स्लैग को उपयोग में लाया जा सकता है, बारे में बताया, साथ ही उन्होंने यह भी बताया कि संस्था किस प्रकार एम.एस.एम.ई. के लिए करीब 11 साल से वेस्ट यूटिलाइजेशन, एनर्जी सेविंग, सी.एस.आर. से सम्बंधित प्रोजेक्ट कर रही है।

डिवेलपमेंट एलटरनेटिव के विशेषज्ञ शुभाकर बोस ने फाऊंडरी से निकलने वाले स्लैग के बारे में प्रेजेंटेशन देकर

फाऊंडरी मालिकों तथा इंटरलॉक टाइल की फैक्टरी वालों को बताया कि इस प्रोजेक्ट को कैसे लगा सकते हैं। समालखा इंडस्ट्रीयल एसोसिएशन प्रधान प्रकाश बंसल ने एफ.एम.सी. द्वारा किए जा रहे कार्यों की सराहना की। ऐसे कार्य करने से एक तो जमीन की उपजाऊपन कम नहीं होगी।

दूसरा जब पेवर ब्लॉक मैनुफैक्चरर इस स्लैग को उपयोग लाना शुरू कर देंगे तो नैचुरल संसाधनों की आयु और बढ़ जाएगी।

इस मौके पर डी.ए.के. विशेषज्ञ शुभाकर, एफ.एम.सी. विशाल देव, ऋषिराम समालखा इंडस्ट्रीयल एसोसिएशन के प्रधान प्रकाश बंसल, जनरल सेक्रेटरी प्रेम मिश्र, श्रीराम फाऊंडरी से वेद मिश्र, अमर अनेजा, राजेंद्र, अशोक, अमित, सुमित, प्रदीप, विशाल, रिकी, विकास, सेठपाल, अमित, सौरव, सुरेंद्र, योगेंद्र सिंह, महा सिंह, अनिल, वीरेंद्र, संदीप, विनोद गप्पा अरुण व रवि आदि मौजूद रहे।

युवाओं को फाऊंड्री वेस्ट का प्रयोग कर रोजगार के लिए किया प्रेरित

समालखा, 18 अक्टूबर (वीरेंद्र) : फाऊंडेशन फॉर एम.एस.एम.ई. क्लस्टरर्स (एफ.एम.सी.) ने समालखा इंडस्ट्रीयल एसोसिएशन के द्वारा फाऊंडरी वेस्ट का प्रयोग कर रोजगार के लिए प्रेरित किया। सैमीनार में दिल्ली से विशाल देव जी.एम. ने डी.एस.टी. के एन.एस.टी.ई.डी.बी. के प्रोजेक्ट बारे जानकारी दी। प्रोजेक्ट द्वारा किस प्रकार प्राकृतिक संसाधनों को बचाया जा सकता तथा किस प्रकार फाऊंडरी से निकलने वाले स्लैग को उपयोग में लाया जा सकता है, बारे में बताया, साथ ही उन्होंने यह भी बताया कि संस्था किस प्रकार एम.एस.एम.ई. के लिए करीब 11 साल से वेस्ट यूटिलाइजेशन, एनर्जी सेविंग, सी.एस.आर. से सम्बंधित प्रोजेक्ट कर रही है।

डिवेलपमेंट एलटरनेटिव के विशेषज्ञ शुभाकर बोस ने फाऊंडरी से निकलने वाले स्लैग के बारे में प्रेजेंटेशन देकर



(वीरेंद्र) : स्लैग को छोटी विद्युत गरीबों तक ले जाने के लिए अतीव आवश्यक है। (वीरेंद्र)

डिवेलपमेंट एलटरनेटिव के विशेषज्ञ शुभाकर बोस ने फाऊंडरी से निकलने वाले स्लैग के बारे में प्रेजेंटेशन देकर

'छोटी-छोटी बातों का ध्यान रख कर बचा सकते हैं 20 प्रतिशत तक बिजली'

फाउंडेशन फॉर एमएसएमई क्लस्टर की ओर से डाइंग एसो. की वर्कशॉप

सेक्टर 29 स्थित कृष्णा लॉन में शनिवार रात को यम बैंक द्वारा प्रायोजित फाउंडेशन फॉर एमएसएमई क्लस्टर ने द पानीपत डॉम एसोसिएशन के साथ मिलकर वर्कशॉप लगाई। एसोसिएशन के प्रधान भीम राणा ने इंडस्ट्री में आ रही परेशानियों के बारे में बताया। वर्कशॉप में एनर्जी बचाने पर चर्चा की गई। दिल्ली से आए संस्था के पदाधिकारी एमएस मान ने बताया कि किस तरह छोटी-छोटी बातों का ध्यान रखकर फैक्ट्रियों में 20 प्रतिशत तक एनर्जी बचाई जा सकती है। उन्होंने बताया कि सभी को समय-समय पर एनर्जी ऑडिट जल्द करवाना चाहिए जिससे पता



पानीपत, सेक्टर-29 में मीटिंग में उपस्थित उद्योगपति। फोटो भास्कर

चल करे कि किन जगहों पर ज्यादा एनर्जी बर्बाद हो रही और समय रहते इसके उपाय करके एनर्जी को बचाया जा सके। द पानीपत टाइम्स एसोसिएशन के चीफ एडवाइजर राजेश गुप्ता ने यम बैंक और फाउंडेशन फॉर एमएसएमई की तरफ से आयोजित किए गए वर्कशॉप की तारीफ की और कहा कि बिजली

बचाने में सभी को सहयोग करने की जरूरत है। इस मौके पर फाउंडेशन फॉर एमएसएमई की तरफ से ऋषिराम, ओमप्रकाश, मुकेश रेवड़ी, जेपी गुप्ता, दीनानाथ, राजेश पाहवा, दुर्गा चवला, संजीव अरोड़ा और रोशन आदि मौजूद रहे। कार्यक्रम में मंच संचालन मदन लाल आजाद ने किया।

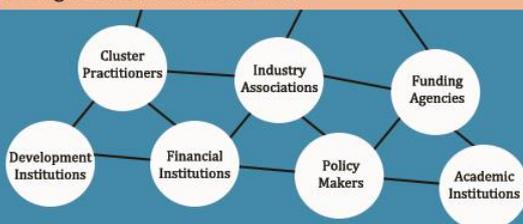
CLUSTER OBSERVATORY

A Knowledge hub for Policy and Practitioners

About Cluster Observatory....

An online platform that provides a single access point to information of MSME clusters and cluster policy in India.

Bridges the information gap and enables cross learning among cluster stakeholders like:



What does the Portal have.....

- List of more than 5000 MSME Clusters i.e. Industrial, Handicraft, Handloom etc.
- Cluster Map with over 1000 MSME cluster profiles
- Information on various interventions made in Clusters
- Diagnostic Study Reports (DSRs) of Clusters
- Cluster knowledge bank: sector reports, evaluation studies, methodology documents and much more....



Government of India has a number of schemes and programmes to help and assist entrepreneurs and specially MSMEs.

A compendium of information becomes a ready reference and reckoner for everyone.

Information available would enable prospective and existing MSMEs to spiral up their business prospects.

MSME Schemes

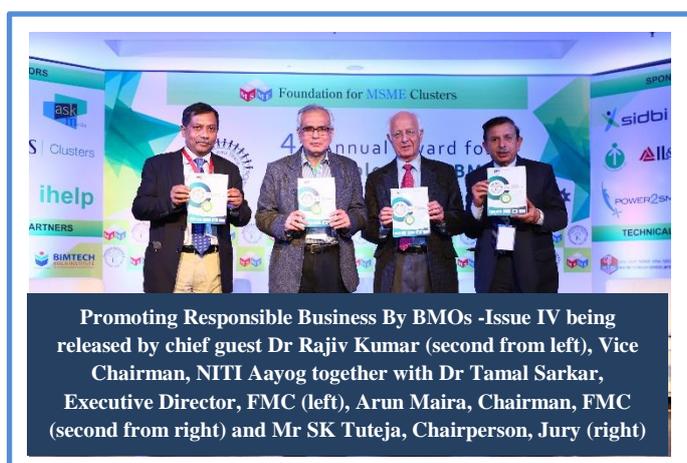
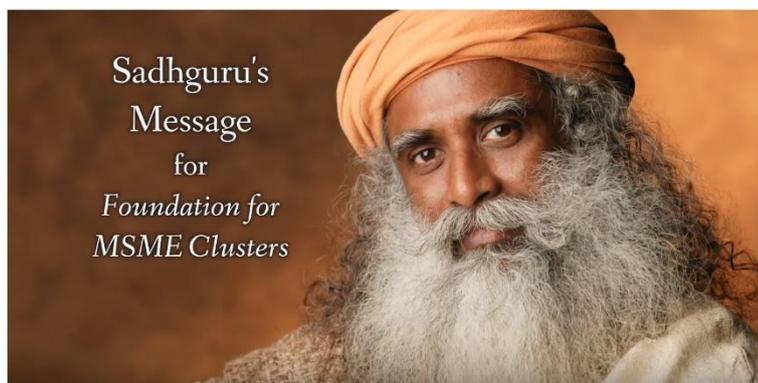
Repository of 205 Central Government Schemes across 26 Ministries/Institutions 18 Target Communities/Sectors and 15 Thematic areas like Research, Skill, Technology etc....



Fostering Collective CSR among MSMEs

4th Annual Award for “Responsible Indian BMOs”

Following the footsteps of previous years, Foundation for MSME Clusters organized the 4th Annual Award for “Responsible Indian BMOs” on February 09, 2018 at India International Centre, New Delhi. The event disseminated nationally and internationally the inspiring work done by select BMOs and successfully inspired the other BMOs to adopt National Voluntary Guidelines and adopt processes for zero effect zero defect (ZED) and encouraged them to promote responsible business practices among MSMEs. Shri Arun Kumar Panda, Secretary, Ministry of MSME, Government of India inaugurated the event.



The event was graced by the presence of Chief Guest, Dr. Rajiv Kumar, Vice Chairman of NITI Aayog who emphasized the NITI Aayog's strong support for activities aimed at strengthening the MSMEs as they are, in his opinion, the drivers of employment generation and double-digit growth rates

Partners & Supporter

Government Partners



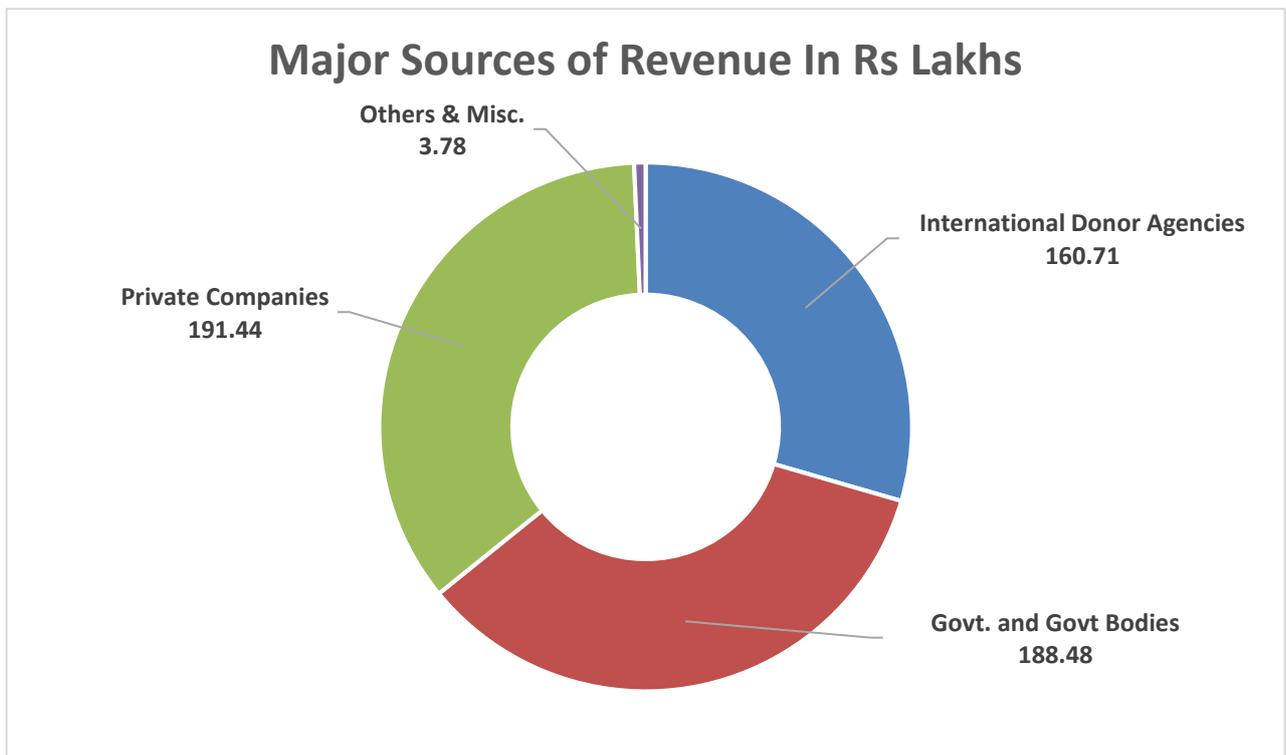
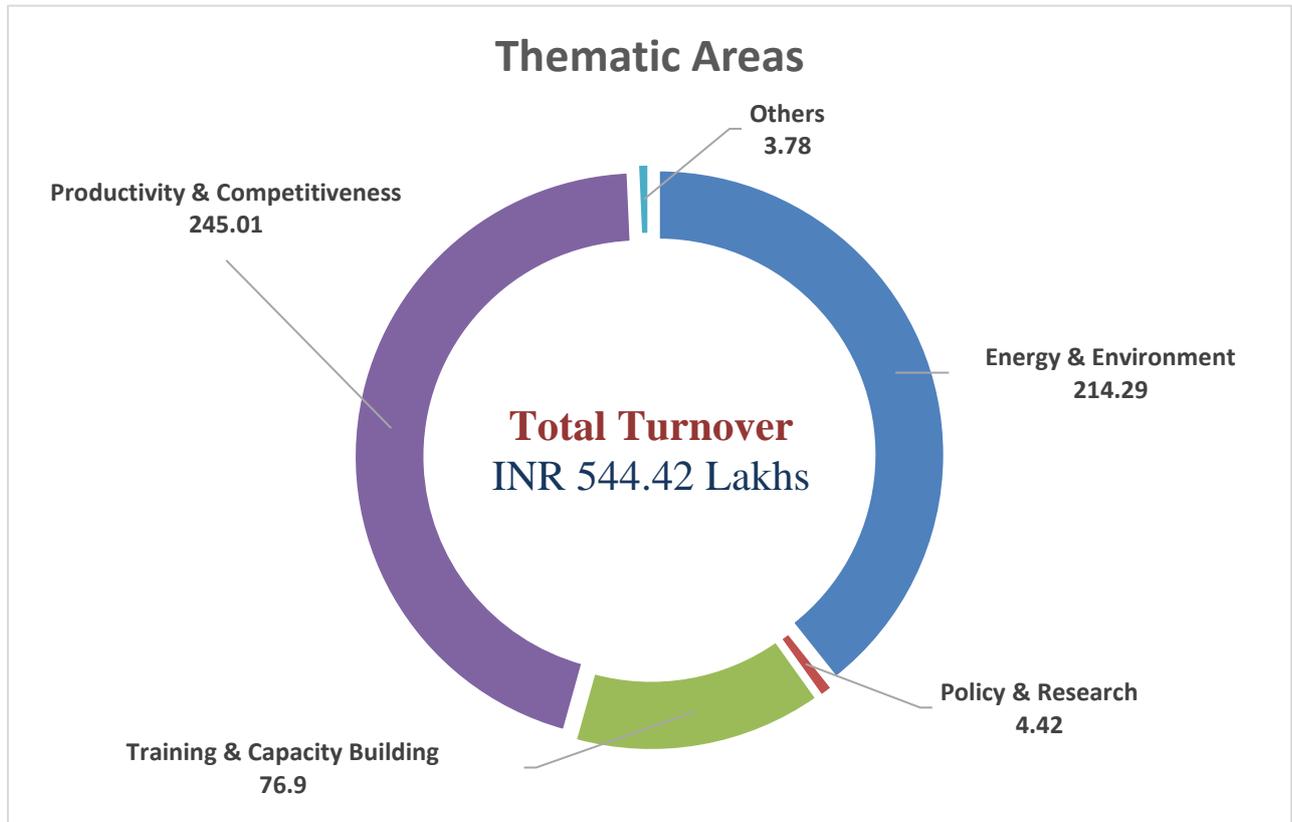
International Agencies



Corporates



Financial Performance (2017-



FMC TEAM



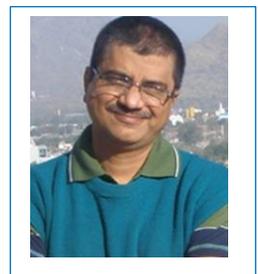
Tamal Sarkar
Executive Director



Sangeeta Agasty
General Manager



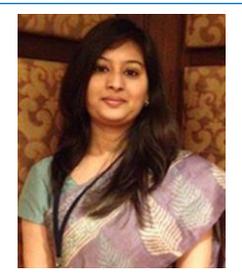
Vishal Dev
General Manager



ASK Sharma
General Manager



Sagnik Lahiri
Sr. Manager



Neetu Goel
Sr. Manager



Anijit Bhattacharya
Sr. Manager



Neelam Bachheti
Sr. Manager



Audited Financial Statement 2017-18





SRJN & Co. LLP

Chartered Accountants

S-5, Wadhwa Plaza-I, Plot No. 11, Central Market, Sector-6, Dwarka, New Delhi -110075

Phone: 42740280, 9810813280

E-mail: rkn.fca@gmail.com, website: srjnllp.com

INDEPENDENT AUDITOR'S REPORT

Report on the Financial Statements

We have audited the accompanying financial statements of **Foundation for MSME Clusters ('FMC')** which comprise the Balance Sheet as at March 31, 2018, Income and Expenditure Account and Receipt & Payment Account for the year then ended and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of FMC in accordance with the accounting principles generally accepted in India, including the applicable Accounting Standards. This responsibility also includes maintenance of adequate accounting records for safeguarding the assets of FMC and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that operate effectively for ensuring the accuracy and completeness of the accounting records relevant to the preparation and presentation of the financial statements, that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to FMC's preparation of the financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on whether the FMC has in place an adequate internal financial controls system over financial reporting and the operating effectiveness of such controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give a true and fair view in conformity with the accounting principles generally accepted in India of the state of affairs of FMC as at 31 March, 2018 and its excess of income over expenditure for the year ended on that date.

For **SRJN & CO LLP.**

Firm Regn No. 009063N/ N500041

Chartered Accountants

Rajiv Nagpal
CA. Rajiv Nagpal

Partner

Membership No. 087401



Place: New Delhi

Date: 11/08/2018



Foundation for MSME Clusters (FMC)
(ISO 9001:2008 Certified Organisation)

BALANCE SHEET AS AT 31ST MARCH, 2018

PARTICULARS	Sch.	As at 31.03.2018	As at 31.03.2017
<u>SOURCES OF FUNDS</u>			
<u>CAPITAL FUND</u>			
Corpus Fund		5,000	5,000
Reserve Fund	A	16,132,339	15,274,771
Fixed Assets Funds	B	203,974	123,982
Total (A+B)		16,341,313	15,403,753
<u>APPLICATION OF FUNDS</u>			
<u>FIXED ASSETS</u>			
Gross Block	C	1,245,532	1,334,582
Less: Depreciaton		188,183	250,906
Net Block		1,057,349	1,083,676
<u>CURRENT ASSETS LOANS & ADVANCES</u>			
Cash & Bank Balances	D	53,768,185	18,739,711
Loans & Advances		2,870,157	2,138,408
Receivables		14,318,947	9,845,178
		70,957,289	30,723,297
<u>LESS : CURRENT LIABILITIES & PROVISIONS</u>			
Liabilities	E	54,749,071	16,268,220
Provisions		924,253	135,000
		55,673,324	16,403,220
Net Current Assets (D-E)		15,283,965	14,320,077
Total		16,341,313	15,403,753

Notes forming part of Accounts as per Sch. L

For Foundation for MSME Clusters

Tamal Sarkar

Dr Tamal Sarkar
Exec. Director



Neelam Bachheti
Sr. Manager (F&A)

Auditors' Report

As per our separate report of even date
For SRJN & CO LLP
Firm Regn No. 009063/N/ N500041

Rajiv Nagpal
CA. Rajiv Nagpal
Partner
M.No. 087401



Place: New Delhi
Dated: 11/08/2018



Foundation for MSME Clusters (FMC)
(ISO 9001:2008 Certified Organisation)

INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDING 31ST MARCH, 2018

(Amount in rupees)

EXPENDITURE	Sch	Year ended 31st March, 2018	Year ended 31st March, 2017	INCOME	Sch	Year ended 31st March, 2018	Year ended 31st March, 2017
Audit fees		75,000	75,000	Consultancy Charges		22,367,875	19,061,844
Establishment & Office Expenses	F	3,193,909	3,456,115	Interest Received from Banks	I	364,873	440,525
Stipend & Internship Expenses		123,333	130,000	Grant Received/receivable	J	30,648,231	25,982,436
EPF Contribution of FMC		1,029,345	1,256,869	Miscellaneous Reciepts	K	1,065,576	202,669
Office Rent		2,455,408	1,816,520				
Legal and Professional Expenses		1,126,129	518,770				
Foreign Exchange rate difference		73,557	111,497				
Provision for Gratuity		1,500,826	-				
Project Expenditure (Grant Mode) (*)	G	28,675,029					
Other Projects Expenses (*)	H	12,760,382	39,672,673				
Depreciation		188,183	250,906				
Unrecoverable Balance written off		2,387,886	2,123,130				
		53,588,987	49,411,480			54,446,556	45,687,474
Excess of Income over Expenditure		857,568	-	Excess of Expenditure over Income			3,724,006
Total		54,446,556	49,411,480	Total		54,446,556	49,411,480

Notes forming part of Accounts as per Sch. L

(*) Refer to note no B (2) of Notes to Accounts & Significant Accounting Policies forming part of the Financial Statements.

For Foundation for MSME Clusters

Tamal Sarkar

Dr Tamal Sarkar
Exec. Director



Medam
Neelam Bachheti
Manager (F&A)

Place: New Delhi
Dated: 11/08/2018

Auditors' Report

As per our separate report of even date

For SRJN & CO LLP

Firm Regn No. 009063N/ N500041

CA. Rajiv Nagpal
Partner
M.No. 087401





Foundation for MSME Clusters (FMC)

(ISO 9001:2008 Certified Organisation)

Receipt and Payment for Year ended 31st March, 2018

RECEIPTS	Year ended 31st March, 2018	PAYMENTS	Year ended 31st March, 2018
Opening Balances		Audit Fees	75,000
Cash and Bank Balance		Establishment & Office Expenses	3,193,909
Cash in Hand	-	Stipend & Internship Expenses	123,333
Balance with Banks	17,459,844	EPF Contribution of FMC	1,029,345
Fixed Deposit with banks	1,279,867	Office Rent	2,455,408
	18,739,711	Legal and Professional Expenses	1,126,129
Interest from Banks :		Foreign Exchange rate difference	73,557
-SB interest	1,031,652	-DST - ISTED	3,871,942
-FDR interest	79,312	-DST - SEED	979,732
		-YBL CSR 2016-17	7,066,809
Grants Received :		-YBL CSR 2017-18	6,589,418
-EU Switch Asia Bamboo	48,220,494	-YBL Energy Audit (Non Grant)	325,673
-SDF Bamboo	1,943,106	SDF Bamboo	2,073,531
-YBL CSR 2017-18	10,917,812	United Way Worldwide (CITI Foundation)	4,312,784
Other Grants	500,000	EU Switch Asia Bamboo	2,530,887
		Other Project Expenses	12,760,383
Consultancy Charges	22,367,875	Fixed Assets Purchased	161,855
Miscellaneous	1,065,576	Change in Current assets	
		<i>Add: Increase in Assets</i>	
		Income tax deducted at source	652,503
		Receivables against project expenditures	5,051,893
		<i>(Less) : Decrease in Assets</i>	
		Security Deposits & Advance to staff	(64,494)
		Change in Current Liabilities	
		<i>(Less) : Increase in Current Liabilities</i>	
		Other Advances & liabilities	(3,323,957)
		Duties & Taxes Payable	(103,287)
		Provision for Expenses	135,000
		Sub - Total	51,097,353
		Closing Balances	
		Cash	-
		Balance with Banks	52,393,185
		Fixed Deposit	1,375,000
Total Rs.	104,865,538	Total Rs.	104,865,538

For Foundation for MSME Clusters

Tamal Sarkar
Dr Tamal Sarkar
Exec. Director



Neelam Bachheti
Sr. Manager (F&A)

Auditors' Report

As per our separate report of even date
For SRJN & CO LLP
Firm Regn No. 009063N/NS00041

Rajiv Nagpal
CA. Rajiv Nagpal
Partner
M.No. 087401



Place: New Delhi
Dated: 11/08/2018



SCHEDULES TO THE FINANCIAL STATEMENTS

SCHEDULE - A : RESERVE FUND

(Amount in rupees)

Particulars	As At 31st March, 2018	As At 31st March, 2017
Balance as per previous balance sheet	15,274,771	19,024,729
Less: Income Tax FY 2015-2016	-	25,952
Add: Excess Income over expenditure	857,568	-
Less: Excess of expenditure over Income	-	3,724,006
Total	16,132,339	15,274,771

SCHEDULE - B : FIXED ASSETS FUND

Particulars	As At 31st March, 2018	As At 31st March, 2017
Balance as per previous Balance sheet	123,982	2,694,389
ADD: Fixed Assets purchase from Grant this year	79,992	-
Deferred Grant for Fixed Assets	203,974	2,694,389
Less: Fixed Assets written off	-	1,967,448
Less: Transferred to Revenue	-	602,959
Less: Depreciation	-	-
Total	203,974	123,982



Lamal Sarban



Handwritten signature

SCHEDULE - C

FIXED ASSETS

(Amount in rupees)

S. No.	Name of the Assets	Rate	W.D.V as on 01.04.2017	Additions upto 30.09.2017	Addition after 30.09.2017	Total	Depreciation for the Year	W.D.V as on 31.03.2018
Assets out of Common Funds								
1	Furniture & Fixture	10%	216,080.00	-	-	216,080.00	21,608.00	194,472.00
2	Biometric Machine	10%	11,118.00	-	-	11,118.00	1,111.80	10,006.20
3	Inverter	10%	52,168.00	-	-	52,168.00	5,216.80	46,951.20
4	Epbx	10%	24,829.00	-	-	24,829.00	2,482.90	22,346.10
5	Vending Machine	10%	12,354.00	-	-	12,354.00	1,235.40	11,118.60
6	USB Modem	10%	12,489.00	-	-	12,489.00	1,248.90	11,240.10
7	Office Equipment	15%		14,000.00	5,038.00	19,038.00	2,477.85	16,560.15
8	Air Conditioner	15%	39,521.00	-	-	39,521.00	5,928.15	33,592.85
9	UPS	15%	10,642.00	-	2,514.00	13,156.00	1,784.85	11,371.15
10	Desktop	40%	34,113.00	-	-	34,113.00	13,645.20	20,467.80
11	Laptops	40%	62,669.00	26,836.00	33,475.00	122,980.00	42,497.00	80,483.00
Assets transferred from EU project								
1	Air Conditioner	15%	118,492.00	-	-	118,492.00	17,773.80	100,718.20
2	LCD Projector	15%	28,404.00	-	-	28,404.00	4,260.60	24,143.40
3	Motor Bikes	10%	281,299.00	-	-	281,299.00	28,129.90	253,169.10
4	Inverter	10%	30,082.00	-	-	30,082.00	3,008.20	27,073.80
5	Laptops	40%	25,434.00	-	-	25,434.00	10,173.60	15,260.40
Sub Total (A)			959,694.00	40,836.00	41,027.00	1,041,557.00	162,582.95	878,974.05

DST FUND FIXED ASSETS AS ON 31.03.2018

S. No.	Name of the Assets	Rate	W.D.V as on 01.04.2017	Additions upto 30.09.2017	Addition after 30.09.2017	Total	Depreciation for the Year	W.D.V as on 31.03.2018
1	Air Conditioner	15%	63540.00			63,540.00	9,531.00	54,009.00
2	Camera	15%	10298.00			10,298.00	1,544.70	8,753.30
3	Laserjet Printer	15%	6655.00			6,655.00	998.25	5,656.75
4	LCD Projector	15%	12768.00			12,768.00	1,915.20	10,852.80
5	Polycom Sound System	15%	10792.00			10,792.00	1,618.80	9,173.20
6	Furniture & Fixture	10%	19930.00	79,992.00		99,922.00	9,992.20	89,929.80
Sub Total (B)			123983.00	79992.00	0.00	203975.00	25600.15	178374.85
Total for the Year (A+B)			1083677.00	120828.00	41027.00	1245532.00	188183.10	1057348.90
PREVIOUS YEAR FIGURES			3223459.00	1,377,684.00	71,190.00	1334582.00	250906	1,083,676.00



Yunus Sarkar



Mehar



Foundation for MSME Clusters (FMC)
(ISO 9001:2008 Certified Organization)

SCHEDULE - D : CURRENT ASSEST, LOANS & ADVANCES

Particulars	As At		As At	
		31st March, 2018		31st March, 2017
Cash & Bank Balances				
A/c-357010100007429 (Axis Bank Limited)	1,397,986		8,413,769	
A/c-915010055883722 (Axis Bank Limited)	748,120		1,555,315	
A/c-357010100042291 (Axis Bank Limited) FCRA	46,090,287		4,176,472	
Axis Bank A/c (New)-917010052007206	4,031,888		-	
A/c-013694600000631(Yes Bank Limited)	124,904	52,393,185	3,314,288	17,459,844
Fixed deposits-Yes Bank		1,375,000		1,279,867
TOTAL		53,768,185		18,739,711
Loans & Advances				
Income tax deducted at source	2,617,838		1,965,335	
Security Deposits	58,000		90,000	
Advance to staff	50,579		83,073	
Interest accrued on FDR	143,740	2,870,157	-	2,138,408
Receivables against project expenditures		14,318,947		9,845,178
Total		17,189,104		11,983,586

SCHEDULE - E : CURRENT LIABILITIES & PROVISION

Particulars	As At		As At	
		31st March, 2018		31st March, 2017
LIABILITIES				
Unspent Grant funds :				
United Way Worldwide (CITI Foundation ,USA)	-		4,182,785	
Department of Science & Technology (DST)-SEED	591,681		4,869,603	
Yes Bank Limited CSR Grant	3,075,717		7,215,832	
Grant From EU Switch Asia Bamboo Project	46,153,603		-	
Other Advances & liabilities	4,824,783		-	
Duties & Taxes Payable	103,287	54,749,071	-	16,268,220
Proivion for Project expenses		924,253		135,000
Total		55,673,324		16,403,220





Foundation for MSME Clusters (FMC)
(ISO 9001:2008 Certified Organisation)

Sch- F	Establishment & Office expenses		
S. No.	Particulars	Year ended 31st March, 2018	Year ended 31st March, 2017
1	Human Resource Development Expenses	511,251	-
2	Business Promotion Expenses	914,061	-
3	AMC of Computers & Peripherals	54,090	-
4	Annual Retreat/Picnic 2017-18	65,103	-
5	Bank Charges	64,876	-
6	Board Trustees Meeting Expenses	263,784	392,242
7	Generator Running & Maint	900	-
8	Telephone, Fax & Internet Charges	320,129	-
9	Web Designing & Maint	22,000	-
10	Postage & Couriers Charges	30,654	-
11	Printing & Stationery	108,333	-
12	Quarterly Review Meeting	181,549	-
13	Other Miscellaneous office Expenditure	657,179	1,656,236
14	Travelling & Exposure Visit Expenses	-	861,547.00
15	Community Welfare Expenses	-	74,670.00
16	Bank Interest & Charges	-	471,420.00
	Total	3,193,909	3,456,115

SCH. G- Project Expenditure (Grant Mode)			
S. No.	Particulars	As At 31st March, 2018	As At 31st March, 2017
Department of Science & Technology (DST)			
	-DST - ISTED	3,871,942	-
	-DST - SEED	979,732	-
YES BANK LIMITED (YBL) CSR			
	-YBL CSR 2016-17	7,066,809	-
	-YBL CSR 2017-18	6,589,418	-
	-YBL Energy Audit (Non Grant)	325,673	-
	SDF Bamboo	2,997,784	-
	United Way Worldwide (CITI Foundation)	4,312,784	-
	EU Switch Asia Bamboo	2,530,887	-
	Total	28,675,029	-



Jamal Sarkar





Foundation for MSME Clusters (FMC)
(ISO 9001:2008 Certified Organisation)

Sch- H	Other Project Expenses	Year ended 31st March, 2018	Year ended 31st March, 2017
S. No.	Particulars		
1	SFURTI/KVIC PROJECT EXPENSES 2015-16	281,316	-
2	SFURTI/KVIC PROJECT EXPENSES 2017-18	63,854	-
3	PMC (ORISSA) PROJECT EXPENSES	21,896	-
4	SIDBI (M CIP) PROJECT EXPENSES	1,543,158	-
5	PMC, SURI (WB) PROJECT EXPENSES	1,704,520	-
6	WB (PMC) PROJECT EXPENSES	957,424	-
7	RCL (TRAININGS) PROJECT EXPENSES	11,433	-
8	LUB (Auto Parts) PROJECT EXPENSES	802,661	-
9	CDP, TRAINING EXPENSES	54,432	-
10	ECORYS PROJECT EXPENSES	336,848	-
11	LMC(SIA, Phg) PROJECT EXPENSES	309,371	-
12	IRMA PROJECT EXPENSES	8,642	-
13	SORO STONE CLUSTER EXP.	14,927	-
14	ISTSL (ZED) PROJECT EXPENSES	10,105	-
15	SIDBI 4E(ISTSL) Project Expenses	264,063	-
16	SFD(EGYPT) PROJECT EXPENSES	1,773,863	-
17	DIGITAL MARKETING TRG. EXPENSES	57,704	-
18	P2SME WORKSHOPS EXPENSES	373,853	-
19	(A/B/C)-Purma/Veekay Plast Audit Expenses	40,905	-
20	ENERGY AUDITS(MSME)	62,965	-
21	NABCONS(Orissa)Scoping Study Expenses	59,594	-
22	NABARD ZARI ZARDOUSI EXPENSES	114,418	-
23	SIDBI Raipur Workshop Expenses	75,646	-
24	TEISIPUR COIR CLUSTER EXP	314,659	-
25	UNDP Project Expenses	121,550	-
26	SLD PROJECT EXPENSES	22,495	-
27	EDI Tamilnadu- Training Expenses	22,486	-
28	BMO AWARDS 2017-18	2,359,731	-
29	NABARD(BANG)-SCOPING STUDY EXPENSES	38,478	-
30	GIZ PROJECT EXPENSES	867,746	-
31	Orissa-PPR Prep of Dhankera Applique Cluster	9,905	-
32	UNIDO(Ethopia)	5,942	-
33	AHF	11,901	-
34	Jagpatheeth Cluster	8,619	-
35	Nabard-Amarchinta Handloom Cluster	3,530	-
36	Orissa-PPR DPR for Milk & Milk Products Cluster	17,477	-
37	Orissa-PPR DPR for Udala Sal Leaf Cluster_Orisa	12,265	-
38	Salary and Bonus Paid	-	16,654,019.00
39	Workshop Expenses	-	6,916,176.00
40	DST Grant Assistance for Innovation	-	1,552,242.00
41	Documentry Fim Exp (YBL-CSR)	-	352,619.00
42	EU Project Expenses	-	228,549.00
43	Contingency Expenses	-	635,570.00
44	Consultancy Paid	-	8,260,967.00
45	Travelling Expenditure	-	5,072,531
	Total	12,760,382	39,672,673.00



Jamal Sarkar

Wadhwa





Foundation for MSME Clusters (FMC)
(ISO 9001:2008 Certified Organisation)

Sch- I Interest Received from Banks			
S. No.	Particulars	Year ended 31st March, 2018	Year ended 31st March, 2017
1	Saving Bank Interest	141,821.35	74,655.00
2	Interest on Bank Deposit	223,052	365,870.00
	Total	364,873	440,525

Sch- J Grant Received/ Receivable			
S. No.	Particulars	Year ended 31st March, 2018	Year ended 31st March, 2017
1	Essar Foundation	300,000	200,000.00
2	Small Industries Development Bank of India	200,000	2,858,446.00
3	Department of Science And Technology	-	500,000.00
4	Reliance Captial Limited	-	350,000.00
5	Power2SME	-	200,000.00
6	Ask Media	100,000	-
7	IHELP	100,000	-
8	European Union	-	4,885,470.00
9	Department of Science And Technology(DST),ISTED	3,871,942	5,733,308.00
10	Department of Science And Technology(DST),SEED	979,732	357,458.00
11	United Way Worldwide (CITI Foundation) ,USA	4,312,784	1,875,703.00
12	Yes Bank Limited		
a)	Yes Bank Limited -CSR 2016-17	7,066,809	9,022,051.00
b)	Yes Bank Limited -CSR 2017-18	8,188,293	-
13	SAARC Development Fund- Bamboo Project	2,997,784	-
14	EU Switch Asia Bamboo Project	2,530,887	-
	Total	30,648,231	25,982,436.00

SCH-K Miscellaneous Receipts			
S. No.	Particulars	Year ended 31st March, 2018	Year ended 31st March, 2017
1	Miscellaneous Income	67,842	27,894.00
2	Workshop Receipts	538,046	-
3	Advertisement Income	281,780	-
4	Travell reimbursement	177,908	-
5	Donation	-	4,500.00
6	Interest on I.Tax Refund	-	170,275.00
	Total	1,065,576	202,669.00



Jamal Sarkar



Handwritten signature



Sch L:

NOTES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDING 31st MARCH, 2018

(A) SIGNIFICANT ACCOUNTING POLICIES:

- 1) The trust prepares its accounts under Historical Cost Convention, ongoing concern basis and in accordance with accounting standards applicable in India.
- 2) Revenue Recognition:
 - i. Income approach is adopted in recognizing grants matching with associated costs subject to:
 - Compliance of conditions and meeting the envisaged obligations;
 - Reliable measurement of the grant committed; and
 - Probability of economic benefits flowing
 - ii. In respect of projects, income is recognized either on phase wise completion of the same or the completion of the project as may have been specified in the project contract and invoices are raised from time to time accordingly.
 - iii. In respect of interest on savings and fixed deposit bank accounts, income is recognized at the time of credit by the bank.
 - iv. Interest earned on grant is treated as part of grant amount, as per the terms of the grant contract.

Fixed Assets & Depreciation:

- 3) Fixed assets are stated in the books at the historical cost inclusive of all incidental expenses incurred for acquisition of such assets.
- 4) Depreciation is provided on the written down value at the rates prescribed under the Income Tax Act, 1961.
- 5) In accordance with Accounting Standard 12, depreciation on assets acquired out of capital grants has been deducted from respective capital grant account and written back to income and expenditure A/c.
- 6) Accounting Policies not specifically referred to are consistent with the generally accepted accounting principles/policies.

(B) NOTES TO ACCOUNTS:

1) OPERATIONS:

The Trust came in to Existence in the year 2005. The Trust provides services in respect of Micro, Small & Medium Enterprises (MSME) development through cluster based activities. The services of the Trust are particularly sought in the areas of energy, efficiency. Capacity Building of Industry Associations, fostering CSR among MSMEs, policy and research, training of policy makers, financial linkages and common facilities establishment.



Jamal Senka



2) Project based Accounting:

During the Current year the expenses relatable to Grant based projects and non-grant Based projects have been accounted under the related Project Cost-center, as against accounting under the general administrative expense head done in previous years. All the Human Resource cost has been charged to the projects.

This system of accounting does not impact the overall financial results; however, the current year figures are not directly comparable with previous year figures to the extent the expenses are allocated under the project cost center.

3) Prior period comparatives:

Previous year figures have been regrouped/rearranged wherever necessary and possible to conform to current year's presentation.

4) FMC had started a Plan in the year 2013-14, for post-employment benefits in the form of Gratuity for employees who have completed five years of service, funded with Life Insurance Corporation of India. The accumulated balance in this fund as on 31/03/2018 was Rs. 10,12,624/-. The estimated liability on account of gratuity as on 31/03/2018 is Rs. 25,13,450/-. A provision was created for balance payment of gratuity of Rs. 15,00,826/- by charging through the Income & Expenditure A/c at the year end.

For Foundation for MSME Clusters

Tamal Sarkar

Dr Tamal Sarkar
Exec. Director



Meelam Bachheti

Meelam Bachheti
Sr. Manager(F&A)

Place: New Delhi
Dated: 11/08/2018

Auditors' Report

As per our separate report of even date

For SRJN & CO LLP

Firm Regn No. 009063N/ N500041

Rajiv Nagpa

CA. Rajiv Nagpa

Partner

M.No. 087401



Foundation for **MSME** Clusters (FMC)

fmc.org.in

New Delhi

USO House, 2nd Floor, USO Road, Off Shaheed Jeet Singh Marg,
6, Special Institutional Area, New Delhi – 110067

Assam

House No. 19, Banipur Path
Near Beltola Tiniali, Ward No. 28
Guwahati- 781028, Assam

Rajasthan

2nd Floor, Block no 214,
Shri Jee Nagar, Durgapura,
Jaipur-302018

Karnataka

C/o Sri Venkateshwara Nilaya
B.M.Sree road, Near Ragavendra
Mutt, Shattehalli main road,
Tumkur-572102

Telangana

Flat no: 104, Sri Krishna Sai
Residency, Yousufguda,
Hyderabad-500045

Odisha

Rajendra Nagar, Madhupatna,
Cuttack-753010

Uttar Pradesh

C/o Mr. Atul Agarwal, H.NO. 36-
C, Mayapuri, Kalindipuram, MAU
Road, Agra- 282005

Punjab

House no 708/13, Street no 17,
Punjab Mata Nagar,
Ludhiana-141001

West Bengal

BD-310, Salt Lake City,
Kolkata-700064

