SHIKSHANA PRASARAKA MANDALI'S
PRIN. L. N. WELINGKAR INSTITUTE OF
MANAGEMENT DEVELOPMENT AND RESEARCH

UNIVERSITY DIVISION

FINAL ACCOUNTS

2017-2018
### THE BOMBAY PUBLIC TRUSTS ACT 1950


<table>
<thead>
<tr>
<th>Registration No.</th>
<th>CH/P/PNA/95/73-74</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name of the Public Trust</td>
<td>SHIKSHAN PRASARAK MANDALI, PUNE</td>
</tr>
<tr>
<td>Name of the Unit</td>
<td>L N WELINGKAR INSTITUTE OF DEVELOPMENT AND RESEARCH</td>
</tr>
<tr>
<td>Name of the Division</td>
<td>UNIVERSITY DIVISION</td>
</tr>
<tr>
<td>For the year ending</td>
<td>31.03.2018</td>
</tr>
</tbody>
</table>

Auditor’s Report for the year ended March 31, 2018 prepared on the basis of audit of Prin. L N Welingkar Institute of Development and Research- University Division conducted by A. P. Kshirsagar & Co., Chartered Accountants (Branch Statutory Auditors).

<table>
<thead>
<tr>
<th>(a)</th>
<th>Whether accounts are maintained regularly and in accordance with the provisions of the Act and the Rules;</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>The accounts are maintained regularly and in accordance with the provisions of the Act and the Rules.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>(b)</th>
<th>Whether receipts and disbursements are properly and correctly shown in the accounts;</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>The receipts and disbursements are properly and correctly shown in the accounts.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>(c)</th>
<th>Whether the cash balance and vouchers in the custody of manager or trustee on the date of audit were in agreement with the accounts;</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>The cash balance and vouchers in the custody of manager or trustee on the date of audit were in agreement with the accounts.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>(d)</th>
<th>Whether all books, deeds, accounts, vouchers or other documents or records required by the auditor were produced before him;</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>All books, deeds, accounts, vouchers or other documents or records required by us were produced before us.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>(e)</th>
<th>Whether a register of movable and immovable properties is properly maintained, the changes therein are communicated from time to time to the Regional Office, and the defects and inaccuracies mentioned in the previous audit report have been duly complied with.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Register of movable &amp; immovable properties is maintained. Changes regarding additions to movable properties in respect of the constituent units along with Head office are normally communicated to the Charity Commissioner by Head Office only, hence not applicable.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>(f)</th>
<th>Whether the manager or trustee or any other person required by the auditor to appear before him did so and furnished the necessary information required by him;</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>The manager or trustee or any other person required by us to appear before us did so and furnished the necessary information required by us.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>(g)</th>
<th>Whether any property or funds of the Trust were applied for any object or purpose other than the object or purpose of the Trust;</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>No property or funds of the Unit were applied for any object or purpose other than the object or purpose of the Trust.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>(h)</th>
<th>The amounts of outstanding for more than one year and the amounts written off, if any;</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Liabilities (net of Deposits) : 11,47,578 Debit Balances (inclusive of fees receivable from SWO Rs. 42,84,353) Rs. 43,17,523. However, no amount is written off during the year 2017-18.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>(i)</th>
<th>Whether tenders were invited for repairs or construction involving expenditure exceeding Rs.5,000;</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>We have observed that during the year 2017-18, in most of the cases neither tenders nor quotations were invited or called for before incurring expenditure.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>(j)</th>
<th>Whether any money of the public trust has been invested contrary to the provisions of section 35;</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>No money of the public trust has been invested contrary to the provisions of section 35.</td>
</tr>
</tbody>
</table>
We invite attention to following points:

1. Compliance is not done by the unit against certain observations reported by the Internal Auditor's of the Unit.
2. In our opinion, the internal controls in respect of Institute and its units need to be strengthened.

For A. P. Kshirsagar & Co,
Chartered Accountants

CA Abhay P. Kshirsagar
Proprietor
Membership No. 045870

Place: Mumbai
Date: 22.09.2018
## Annexure to Auditors’ Report

**Compliances pursuant to Circular No. 364 dated October 31, 2013 issued by Charity Commissioner, Maharashtra State, Mumbai.**

<table>
<thead>
<tr>
<th>Clause No.</th>
<th>Particulars</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>6</td>
<td>Whether the certificate from Statutory Auditors for additions to the Corpus Fund and other earmarked funds during the year has been obtained.</td>
<td>Not Applicable to Unit</td>
</tr>
<tr>
<td>7</td>
<td>Whether the utilization of Corpus Fund and other earmarked funds has been reflected appropriately in the Income &amp; Expenditure Account.</td>
<td>Not Applicable to Unit</td>
</tr>
<tr>
<td>8</td>
<td>Whether prior permission for accepting and giving loans from/to individual/ other institutions from charitable commissioner has been obtained.</td>
<td>Not Applicable to Unit</td>
</tr>
<tr>
<td>9</td>
<td>In case of sale, lease, letting out or renting of immovable property of the trust, whether prior permission from the charity commissioner has been obtained and the order to that effect has been attached to the financial statements.</td>
<td>Not Applicable to Unit</td>
</tr>
<tr>
<td>10</td>
<td></td>
<td></td>
</tr>
<tr>
<td>A</td>
<td>In case of donation received from other trusts, give the name, registration number, address and amount of donation received during the year.</td>
<td>Not Applicable to Unit</td>
</tr>
<tr>
<td>b</td>
<td>In case donation is received from Government or local authorities, whether the copy of Government/ local authority sanction letter has been attached with the financial statements.</td>
<td>Not Applicable to Unit</td>
</tr>
<tr>
<td>c</td>
<td>Whether the details of investments against Ceiling Fund/ Depreciation Fund and reconciliation of interest there on has been disclosed in the financial statements.</td>
<td>Not Applicable to Unit</td>
</tr>
<tr>
<td>d</td>
<td>i. In case of deductions claimed in respect of educational, medical and medical expenditure for animals, the details of name, address, amount and nature of expenditure should be given.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>ii. In case the beneficiary is institution, the name, address, registration number amount and utilization certificate thereof should be attached with financial statements.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>iii. In case educational or medical conference has been organized the details like date, space, amount spent, contributions received, etc. should be given.</td>
<td>The Trust is carrying out its object of education through its sub-institutions (Units). As such and in accordance with past practice all expenditure incurred by sub-institutions has been shown as “Educational Expenditure” in the statement of Income and Expenditure under the head “Expenditure on Object of Trust”.</td>
</tr>
<tr>
<td>e</td>
<td>ii. Where the trust has incurred expenditure in respect of flood, famine, natural calamities, etc. the details such as period and place of such calamity, description of expenditure under each head of account should be given. In case, donations/ contributions have been received for such purpose during the year, a certificate from the statutory auditors confirming the fact should be attached with financial statements.</td>
<td>No such expenditure has been incurred during the year by the Unit.</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>---</td>
<td>---</td>
<td></td>
</tr>
<tr>
<td>iii. In case of a building not given on rent, the certificate from local / competent authority regarding estimation of annual rent should be attached with the financial statements.</td>
<td>As per explanations &amp; information provided to us, Building is accounted for in the books of Head Office. However, unit has not kept vacant any portion of building, during the year under reference. Building is exclusively used for educational purpose.</td>
<td></td>
</tr>
<tr>
<td>f Where deduction in respect of income from agricultural land has been claimed, the details such as production cost, rent, tax, etc. should be given. A certified copy of rent/tax receipt should be attached with the financial statements.</td>
<td>The objects of trust are advancement &amp; propagation of secular education &amp; as such its income is not liable to contribution as per Section 58 of Bombay Public Trusts Act, 1950.</td>
<td></td>
</tr>
<tr>
<td>g Where deduction in respect of income from non-agricultural land has been claimed, the details of income from rent and certified copy of local and other taxes paid by the trust should be attached with the financial statements.</td>
<td>As above.</td>
<td></td>
</tr>
<tr>
<td>h In case of deduction of 1% on income from securities, stock etc., details of expenditure incurred for each type of investment should be given. Further, such expense shall be disclosed in Income &amp; Expenditure Account</td>
<td>As above.</td>
<td></td>
</tr>
<tr>
<td>11 In cases where expenditure incurred during the year is more than the income, the details and explanation of such excess expenditure should be given. Similarly, the sources from which such expenditure is incurred should be given.</td>
<td>The expenditure incurred during the year is not in excess of the income.</td>
<td></td>
</tr>
<tr>
<td>12 In cases where Corpus and other earmarked fund have not been invested in appropriate manner, the explanations for the same should be given.</td>
<td>Not Applicable to Unit.</td>
<td></td>
</tr>
<tr>
<td>13 In case substantial amounts have been maintained in the current account or cash on hand, the same should be invested as per the provisions of Bombay Public Trust Act, 1950 and the compliance should be reported to the office of Charity Commissioner.</td>
<td>In our opinion &amp; according to the information &amp; explanations given to us, outstanding balances kept in cash and current accounts do not substantially exceed the fund requirements of the unit.</td>
<td></td>
</tr>
</tbody>
</table>

Whether the immovable property of the trust has been registered in the name of the trust. If not, whether the registration of the same has been made by filing the Change Report with the office of Charity Commissioner. | Not Applicable to unit. |

For A. P. Kshirsagar & Co.
Chartered Accountants

CA Abhay & Kshirsagar
Proprietor
Membership No. 045870

Place : Mumbai
Date : 22.09.2018
THE BOMBAY PUBLIC TRUST ACT, 1950 SCHEDULE NO. VIII [Vide Rule 17(1)]

SHIKSHANA PRASARAKA MANDALI'S
PRIN. L. N. WELINGkar INSTITUTE OF MANAGEMENT DEVELOPMENT AND RESEARCH, MATUNGA, MUMBAI - 400 019.
BALANCE SHEET AS AT 31st MARCH 2018

<table>
<thead>
<tr>
<th>2016-17 Rs.</th>
<th>FUNDS &amp; LIABILITIES</th>
<th>Sch No</th>
<th>2017-18 Rs.</th>
<th>2016-17 Rs.</th>
<th>PROPERTY &amp; ASSETS</th>
<th>Sch No</th>
<th>2017-18 Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Trust Funds or corpus :</td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>Immoveable Properties: at cost</td>
<td>5</td>
<td>-</td>
</tr>
<tr>
<td>55,07,743.00</td>
<td>OTHER EARMARKED FUND</td>
<td>2</td>
<td>55,07,743.00</td>
<td>7,18,15,618.00</td>
<td>Investments</td>
<td>6</td>
<td>7,52,47,491.00</td>
</tr>
<tr>
<td></td>
<td>Loans (Secured or Unsecured)</td>
<td>3</td>
<td>-</td>
<td>1,70,22,460.91</td>
<td>Moveable Properties</td>
<td>7</td>
<td>1,74,36,690.91</td>
</tr>
<tr>
<td>21,19,85,255.52</td>
<td>Liabilities :-</td>
<td>4</td>
<td>21,93,15,432.64</td>
<td>1,54,22,745.99</td>
<td>Furniture &amp; Fixtures</td>
<td>8</td>
<td>1,35,93,187.99</td>
</tr>
<tr>
<td></td>
<td>Current Fund</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>Loans (Secured or Unsecured)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>1,35,10,703.00</td>
<td>Advances (Working Schedule 2)</td>
<td>15</td>
<td>1,53,59,533.96</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>8,57,52,031.82</td>
<td>S.P.Mandali's A/c</td>
<td>16</td>
<td>9,56,07,578.92</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>1,39,69,438.80</td>
<td>Cash &amp; Bank Balances</td>
<td>9</td>
<td>75,78,693.86</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Income Outstanding</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Rent / Interest / Other Income</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>21,74,92,998.52</td>
<td>Total Rs.</td>
<td></td>
<td>22,48,23,176.64</td>
<td>21,74,92,998.52</td>
<td>Total Rs.</td>
<td>22,48,23,176.64</td>
<td></td>
</tr>
</tbody>
</table>

Notes to Accounts

As per our report of even date
For A. P. Kshirsagar & Co,
Chartered Accountant

CA Abhay P Kshirsagar
Proprietor
Membership No. 045870
Place: Mumbai
Date: 22/09/2018

For Prin. L. N. Welingkar Institute of Management
<table>
<thead>
<tr>
<th>2016-17 Rs.</th>
<th>EXPENDITURE</th>
<th>Sch No</th>
<th>2017-18 Rs.</th>
<th>2016-17 Rs.</th>
<th>INCOME</th>
<th>Sch No</th>
<th>2017-18 Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>41,69,771.10</td>
<td>To Expenses in respect of properties</td>
<td>12</td>
<td>18,86,703.00</td>
<td>-</td>
<td>By Rent (accrued / realised)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>- To Establishment Expenses</td>
<td>13</td>
<td>-</td>
<td>-</td>
<td>By Interest (accrued / realised)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>- To Remuneration to Trustees</td>
<td></td>
<td>-</td>
<td>73,35,404.00</td>
<td>On Securities</td>
<td></td>
<td>74,64,319.00</td>
</tr>
<tr>
<td></td>
<td>- To Legal Expenses</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>On Loans</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>- To Audit Fees</td>
<td>3,18,600.00</td>
<td>-</td>
<td>-</td>
<td>By Dividend</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>To Miscellaneous Expenses (Working Schedule No. 4)</td>
<td>2,20,157.00</td>
<td>1,96,281.00</td>
<td>-</td>
<td>By Donations in Cash or kind</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>52,71,001.00</td>
<td>To Depreciation (Working Schedule No. 5)</td>
<td></td>
<td>67,22,466.00</td>
<td>-</td>
<td>By Grants :</td>
<td></td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>- To Amount Written Off</td>
<td></td>
<td>11,30,40,920.45</td>
<td>-</td>
<td>By Income from other sources</td>
<td>11</td>
<td>11,31,01,803.41</td>
</tr>
<tr>
<td></td>
<td>- To Amounts Transferred to Reserve or specific funds</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>By Transfer from Reserves</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>12,18,58,888.69</td>
<td>To Expenditure on objects of the trust</td>
<td>14</td>
<td>11,99,53,160.51</td>
<td>1,11,43,493.34</td>
<td>By Deficit carried over to Balance Sheet</td>
<td>85,11,088.10</td>
<td>-</td>
</tr>
<tr>
<td>13,15,19,817.79</td>
<td>Total Rs.</td>
<td></td>
<td>12,90,77,210.51</td>
<td>13,15,19,817.79</td>
<td>Total Rs.</td>
<td></td>
<td>12,90,77,210.51</td>
</tr>
</tbody>
</table>

Notes to Accounts

As per our report of even date
For A. P. Kshirsagar & Co.
Chartered Accountant

CA Abhay P Kshirsagar
Proprietor
Membership No. 045870
Place: Mumbai
Date: 22/09/2018

For Prin. L. N. Welingkar Institute of Management Development & Research

Group Director
### OTHER EARMARKED FUNDS

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Particulars</th>
<th>Opening Balance as on 01.04.2017</th>
<th>Addition During the Year</th>
<th>Utilised During The Year</th>
<th>Closing Balance as on 31.03.2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Pot Share Money</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Building Endowment Fund</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Endowment Fund</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Funds for Employees</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Jubilee Funds</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Development Funds of Institutions</td>
<td>54,82,316.00</td>
<td></td>
<td></td>
<td>54,82,316.00</td>
</tr>
<tr>
<td>7</td>
<td>Sahayak Nidhi</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Vidyarthi Nidhi</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Vikas Nidhi</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Students Aid Fund</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>Poor Boys Fund</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>Students Welfare Fund</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>Building Donation Fund</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>Common Room Fund</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>Liability for various funds</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>Depreciation Fund</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>Investment Fluctuation Fund</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>Reserve Fund for Colleges</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>Past students (alumini) Asso.</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>Staff Welfare Fund</td>
<td>25,427.00</td>
<td></td>
<td></td>
<td>25,427.00</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>55,07,743.00</td>
<td></td>
<td></td>
<td>55,07,743.00</td>
</tr>
<tr>
<td>Particulars</td>
<td>2016-17 Rs.</td>
<td>2017-18 Rs.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>-----------------------------</td>
<td>--------------</td>
<td>--------------</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Development Fund</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Opening Balance</td>
<td>54,82,316.00</td>
<td>54,82,316.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Add : During the year</td>
<td>-</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Less : Transfer to Income</td>
<td>-</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
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<td>Payment During the Year 2017-18 Rs.</td>
<td>Closing Balance 31/03/2018 Rs.</td>
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<td>Payment During the Year 2017-18 Rs.</td>
<td>Closing Balance 31/03/2018 Rs.</td>
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<td>For Rent and Other Deposits</td>
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<td>b) Security</td>
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<td>Payment During the Year 2017-18 Rs.</td>
<td>Closing Balance 31/03/2018 Rs.</td>
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<td>d) Donations for specific purposes</td>
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<td>e) Fees Refundable</td>
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## SCHEDULE - 7
### MOVABLE PROPERTIES

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<tr>
<th>Sr. No.</th>
<th>Particulars</th>
<th>Opening Balance 01/04/2017</th>
<th>Additions During the Year</th>
<th>Deletions During the Year</th>
<th>Total</th>
<th>Depreciation</th>
<th>Closing Balance 31/03/2018</th>
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<td>Additions 01/10/2017 to 31/03/2018</td>
<td>Rate</td>
<td>Depreciation 01/04/2017 to 30/09/2017</td>
<td>Depreciation 01/10/2017 to 31/03/2018</td>
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<td>Movable Properties</td>
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SHIKSHANA PRASARAKA MANDALI'S  
PRIN. L. N. WELINGKAR INSTITUTE OF MANAGEMENT DEVELOPMENT AND RESEARCH

SCHEDULE - 7.1  
MOVABLE PROPERTIES

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<th>Particulars</th>
<th>Opening Balance 01/04/2017</th>
<th>Additions / (Deletions) on account of prior period adjustments</th>
<th>Additions 01/04/2017 to 30/09/2017</th>
<th>Additions 01/10/2017 to 31/03/2018</th>
<th>Rate</th>
<th>Depreciation 01/04/2017 to 30/09/2017</th>
<th>Depreciation 01/10/2017 to 31/03/2018</th>
<th>Total Depreciation</th>
<th>Closing Balance 31/03/2018</th>
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SHIKSHANA PRASARAKA MANDALI'S  
PRIN. L. N. WELINGKAR INSTITUTE OF MANAGEMENT DEVELOPMENT AND RESEARCH

SCHEDULE - 8  
FURNITURE & FIXTURES

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<td><strong>Total</strong></td>
<td><strong>1,59,80,500.99</strong></td>
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<tr>
<td></td>
<td>Less : Sold / Transfer During the Year</td>
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<td>16,61,507.00</td>
<td>Less : Depreciation for the Year</td>
<td>23,87,313.00</td>
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<td><strong>1,54,22,745.99</strong></td>
<td><strong>Closing Balance</strong></td>
<td><strong>1,35,93,187.99</strong></td>
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<td>Particulars</td>
<td>Opening Balance 01/04/2017</td>
<td>Additions (Deletions) on account of prior period adjustments</td>
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<td>------------------</td>
<td>-----------------------------</td>
<td>------------------------------------------------------------</td>
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<tr>
<td>Furniture &amp; Fixture</td>
<td>1,54,22,745.99</td>
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</tr>
<tr>
<td><strong>Total</strong></td>
<td>1,54,22,745.99</td>
<td>-</td>
</tr>
<tr>
<td>Sr. No.</td>
<td>2016-17 Rs.</td>
<td>Particulars</td>
</tr>
<tr>
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<td>-------------</td>
</tr>
<tr>
<td>1</td>
<td>Cash in Hand</td>
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<td>2A-1</td>
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<td>Sub Total</td>
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<td>2B</td>
<td>In Savings Account</td>
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<td>2B-1</td>
<td>2,38,813.94</td>
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<td>2B-3</td>
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<td>36,928.55</td>
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<td>2B-5</td>
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<td>In P. L. Account</td>
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<td>1,39,69,438.80</td>
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Total: 75,78,693.86
## SCHEDULE - 11

### INCOME FROM OTHER SOURCES

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<th>2017-18 Rs.</th>
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<td>Exempt Income</td>
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<td></td>
<td>Admission Fees</td>
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<td>2</td>
<td>10,87,05,035.00</td>
<td>Tuition Fees</td>
<td>11,06,65,480.00</td>
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<td>3</td>
<td></td>
<td>Term Fees</td>
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<td>4</td>
<td>38,59,726.00</td>
<td>Other Fees</td>
<td>17,12,139.00</td>
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<tr>
<td>5</td>
<td></td>
<td>Hostel Fees</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>4,76,159.45</td>
<td>Other Income</td>
<td>7,24,184.41</td>
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<tr>
<td><strong>B</strong></td>
<td></td>
<td><strong>Taxable Income (without GST)</strong></td>
<td></td>
</tr>
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<td></td>
<td></td>
<td>Extra Class (Scholarship/Dance/Drawing NTS/MTS/Sports/SSC,HSC extra Classes)</td>
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<td></td>
<td></td>
<td>Consultancy / Analytical / Testing Income</td>
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</tr>
<tr>
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<td></td>
<td>Fees for Autonomous Courses</td>
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<td></td>
<td>Magazine Advertisement Receipts</td>
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<td>Sponsorship Income</td>
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<td><strong>Total</strong></td>
<td>11,30,40,920.45</td>
<td><strong>Total</strong></td>
<td><strong>11,31,01,803.41</strong></td>
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### WORKING SCHEDULE - 11.1

#### INCOME FROM OTHER SOURCES

<table>
<thead>
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<th>2016-17 Rs.</th>
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<th>2017-18 Rs.</th>
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<tbody>
<tr>
<td>6,10,19,584.00</td>
<td>Tuition Fees - Course Fees - MMS</td>
<td>6,40,03,680.00</td>
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<td>4,14,78,528.00</td>
<td>Tuition Fees - Part Time Masters</td>
<td>4,01,73,480.00</td>
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<td>61,14,523.00</td>
<td>Development Fees</td>
<td>64,00,320.00</td>
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<td>92,400.00</td>
<td>Project Fees</td>
<td>88,000.00</td>
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<tr>
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<td><strong>Total</strong></td>
<td><strong>11,06,85,480.00</strong></td>
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</table>

#### Other Fees

<p>| 40,000.00 | Administrative Charges | 52,000.00 |
| 14,10,089.00 | Cancellation charges on Prorata Basis | 4,10,139.00 |
| 48,450.00 | E Service Charges       | 50,100.00 |
| 17,050.00 | E Seva                  | 14,540.00 |
| 1,52,100.00 | Examination Fees      | 2,62,800.00 |
| 50,100.00 | Late fees               | 32,000.00 |
| 5,600.00 | Library Fees            | -          |
| 1,57,897.00 | Library Fine        | -          |
| 3,970.00 | Locker Fees             | 24,000.00 |
| 5,90,600.00 | Miscellaneous Fee    | 1,31,830.00 |
| 28,800.00 | Photocopy Charges       | 120.00     |
| 200.00    | Re-Registration Fees    | 16,000.00  |
| 4,73,400.00 | Revaluation Fees   | 4,610.00   |
| 4,73,400.00 | Sale of Forms &amp; Prospectus (Part time Course) | 3,57,000.00 |
| 600.00    | Transference Certificate Fees | -          |
| 30,000.00 | Tuition Fee Cap Round    | -          |
| 3,69,100.00 | University Share of Exam Fee - MMS / PTM | -          |
| 8,370.00  | Zeroxing Charges        | -          |
| <strong>38,59,726.00</strong> | <strong>Total</strong>              | <strong>17,12,139.00</strong> |</p>
<table>
<thead>
<tr>
<th>2016-17</th>
<th>Particulars</th>
<th>2017-18</th>
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</thead>
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<tr>
<td>Rs.</td>
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<td>Rs.</td>
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<tr>
<td>Other Income</td>
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<tr>
<td>-</td>
<td>ACDC Sponsership</td>
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<td>-</td>
<td>Alumni Meet Registration Fee</td>
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<td>-</td>
<td>Alumni Meet Sponsership</td>
<td>1,00,000.00</td>
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<tr>
<td>7,005.00</td>
<td>Bank Charges</td>
<td>-</td>
</tr>
<tr>
<td>20,000.00</td>
<td>Consultancy Fees</td>
<td>-</td>
</tr>
<tr>
<td>2,90,000.00</td>
<td>IMPACT Receipt</td>
<td>1,90,000.00</td>
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<tr>
<td>92,844.45</td>
<td>Miscellaneous Receipts</td>
<td>86,484.41</td>
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<td>-</td>
<td>Sale of Scrap</td>
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<tr>
<td>66,310.00</td>
<td>Verification Fees</td>
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<td>4,76,159.45</td>
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7,24,184.41
### SCHEDULE - 12
EXPENDITURE IN RESPECT OF PROPERTIES

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<th>Particulars</th>
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<th>2017-18 Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Rates, Taxes and Cesses</td>
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<td></td>
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<tr>
<td></td>
<td>Municipal Taxex</td>
<td>28,39,000.10</td>
<td>12,23,054.00</td>
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<tr>
<td></td>
<td>Repairs and Maintenance - Building</td>
<td>10,04,755.00</td>
<td>5,19,258.00</td>
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<td>Fire Insurance</td>
<td>2,04,808.00</td>
<td>60,222.00</td>
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<td></td>
<td>Other Expenses</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Water Charges</td>
<td>1,21,208.00</td>
<td>52,637.00</td>
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<td></td>
<td>Canteen Licence Fees</td>
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<td>31,532.00</td>
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<td><strong>Total</strong></td>
<td><strong>41,69,771.10</strong></td>
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## SCHEDULE - 14
**EXPENDITURE ON OBJECT OF THE TRUST**

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<tr>
<th>Sr. No</th>
<th>2016-17 Rs.</th>
<th>Particulars</th>
<th>2017-18 Rs.</th>
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<tbody>
<tr>
<td>A) 1</td>
<td></td>
<td>EDUCATIONAL EXPENSES</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Payments to Staff &amp; Staff Charges</td>
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<tr>
<td>1</td>
<td>51,12,02,788.00</td>
<td>Teaching Staff Salary</td>
<td>5,38,96,683.00</td>
</tr>
<tr>
<td>2</td>
<td>2,24,80,638.00</td>
<td>Non - Teaching Staff Salary</td>
<td>2,32,19,026.00</td>
</tr>
<tr>
<td>2</td>
<td>32,82,638.00</td>
<td>Drawing, Laboratory &amp; Technical Educational Expenses</td>
<td>25,69,713.00</td>
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<tr>
<td>3</td>
<td></td>
<td>Freeships, Scholarships, Fee Concession, Prises etc.</td>
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<tr>
<td>4</td>
<td></td>
<td>Rent for Buildings and Hostels</td>
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<tr>
<td>5</td>
<td>23,02,500.00</td>
<td>Building rent (S.P. Mandali)</td>
<td>23,02,500.00</td>
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<td>6</td>
<td></td>
<td>Hostel Expenses</td>
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<tr>
<td>7</td>
<td>24,86,178.00</td>
<td>Gymkhana Expenses : Sports &amp; Games</td>
<td>26,63,368.00</td>
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<td>8</td>
<td>96,45,776.48</td>
<td>Examination and other Educational Expenses</td>
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<td>9</td>
<td>41,85,000.00</td>
<td>Service / Admin. Charges</td>
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<td>10</td>
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<td>Interest on Public Deposit / Loan</td>
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<tr>
<td>11</td>
<td></td>
<td>Interest on Funds (Gratuity &amp; Other Funds)</td>
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<tr>
<td>12</td>
<td>2,37,500.00</td>
<td>Legal Advice Fees</td>
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<td>13</td>
<td></td>
<td>Interest on Bank Loans</td>
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<td>14</td>
<td></td>
<td>Godown Rent</td>
<td>1,93,201.00</td>
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<td>9,58,23,018.48</td>
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## WORKING SCHEDULE - 14 A
### EDUCATIONAL EXPENSES

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<td>Rs.</td>
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<tr>
<td></td>
<td><strong>Teaching Staff Salary</strong></td>
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<td>Salaries &amp; Allowances - Teaching staff</td>
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<td>4,21,04,955.00</td>
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<td>10,80,599.00</td>
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<td>Contribution to Provident Fund - Teaching Staff</td>
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<tr>
<td></td>
<td>2,73,600.00</td>
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<td></td>
<td>Visiting Faculty Honorarium - Full Time Masters</td>
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<td>27,69,620.00</td>
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<td>Visiting Faculty Honorarium - Part Time Masters</td>
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<td>49,74,014.00</td>
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<td>Yoga Training Fees</td>
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<td><strong>Total</strong></td>
<td>5,12,02,788.00</td>
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<td></td>
<td><strong>Non - Teaching Staff Salary</strong></td>
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<td>Salaries to Non-Teaching staff</td>
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<td>1,91,97,393.00</td>
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<td>Contribution to Gratuity Fund - Non Teaching Staff</td>
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<td>7,07,643.00</td>
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<td>Contribution to Provident Fund - Non Teaching Staff</td>
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<td>6,600.00</td>
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<tr>
<td></td>
<td><strong>Drawing, Laboratory &amp; Technical Educational Expenses</strong></td>
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<td>29,67,085.00</td>
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<td>2,86,133.00</td>
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<td>Library Book Binding Expenses</td>
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<td><strong>Total</strong></td>
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<td><strong>Total</strong></td>
<td>25,69,713.00</td>
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### Gymkhana Expenses : Sports & Games

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<td>Annual Sports Contribution - MMS</td>
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<td>Convocation expenses</td>
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<tr>
<td>Cultural Activities Expenses</td>
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<tr>
<td>Gymkhana Expenses</td>
<td>1,82,392.00</td>
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<tr>
<td>IMPACT Cricket Tournament</td>
<td>6,39,048.00</td>
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<tr>
<td><strong>Total</strong></td>
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### Examination and other Educational Expenses

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<th>Expense Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Advisory Board Meeting/ Seating Fees</td>
<td>2,00,000.00</td>
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<tr>
<td>Affiliation &amp; Accreditation</td>
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<tr>
<td>BVQI Audit fees</td>
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<td>Case Study Development Expenses</td>
<td>6,18,882.00</td>
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<td>E-service charges paid</td>
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<td>E-Seva Charges (MMS/PTM-2015-16)</td>
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<td>Foundation Course Expenses (MMS)</td>
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<td>Membership Fees</td>
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<td>Notary Fee</td>
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<td>Phd Recognition Fees</td>
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<tr>
<td>Phd Selection &amp; Other Expenses</td>
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<td>Placement Expenses</td>
<td>8,34,745.00</td>
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<td>Pravesh Niyaran Fees</td>
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<tr>
<td>Selection Expenses (G.D. &amp; Interviews)</td>
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<td>Seminar &amp; Conference</td>
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<tr>
<td>Student Insurance</td>
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**Total Educational Expenses:** **84,57,081.00**
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<th>2017-18 Rs.</th>
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### SHIKSHANA PRASARAKA MANDALI'S
PRIN. L. N. WELINGKAR INSTITUTE OF MANAGEMENT DEVELOPMENT AND RESEARCH

### WORKING SCHEDULE - 2
ADVANCES

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<td>Interest on Security Deposit</td>
<td>1,45,442.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>73,35,404.00</td>
<td>Total</td>
<td>74,64,319.00</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**University**

SHIKSHANA PRASARAKA MANDALI'S
PRIN. L. N. WELINGKAR INSTITUTE OF MANAGEMENT DEVELOPMENT AND RESEARCH

WORKING SCHEDULE - 3
INTEREST RECEIVED
### MISCELLANEOUS EXPENSES

<table>
<thead>
<tr>
<th>2016-17 Rs.</th>
<th>Particulars</th>
<th>2017-18 Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>43,662.00</td>
<td>Miscellaneous Expenses</td>
<td>32,282.00</td>
</tr>
<tr>
<td>1,53,965.00</td>
<td>Refreshment Expenses</td>
<td>1,28,966.00</td>
</tr>
<tr>
<td>22,530.00</td>
<td>Sundry Article Purchase</td>
<td>35,033.00</td>
</tr>
<tr>
<td><strong>2,20,157.00</strong></td>
<td><strong>Total</strong></td>
<td><strong>1,96,281.00</strong></td>
</tr>
<tr>
<td>2016-17</td>
<td>Particulars</td>
<td>2017-18</td>
</tr>
<tr>
<td>---------</td>
<td>-----------------------</td>
<td>---------</td>
</tr>
<tr>
<td>Rs.</td>
<td></td>
<td>Rs.</td>
</tr>
<tr>
<td>36,09,494.00</td>
<td>Depreciation Sch - 7</td>
<td>43,35,153.00</td>
</tr>
<tr>
<td>16,61,507.00</td>
<td>Depreciation Sch - 8</td>
<td>23,87,313.00</td>
</tr>
<tr>
<td>52,71,001.00</td>
<td>Total</td>
<td>67,22,466.00</td>
</tr>
<tr>
<td>2016-17 Rs.</td>
<td>Particulars</td>
<td>2017-18 Rs.</td>
</tr>
<tr>
<td>------------</td>
<td>------------------------------------------------</td>
<td>-------------</td>
</tr>
<tr>
<td>5,71,06,002.43</td>
<td>Opening Balance</td>
<td>8,57,52,031.82</td>
</tr>
<tr>
<td>6,93,190.00</td>
<td>Add : Addition During the year</td>
<td>15,12,444.00</td>
</tr>
<tr>
<td>3,69,77,895.39</td>
<td>Add : Transfer from Income &amp; Expenditure Account</td>
<td>85,11,088.10</td>
</tr>
<tr>
<td>81,26,356.00</td>
<td>Less : Prior period Adjustment</td>
<td>-</td>
</tr>
<tr>
<td>8,98,500.00</td>
<td>Less : Remittances made during the year</td>
<td>1,67,985.00</td>
</tr>
<tr>
<td><strong>8,57,52,031.82</strong></td>
<td><strong>Closing Balance</strong></td>
<td><strong>9,56,07,578.92</strong></td>
</tr>
</tbody>
</table>
### SCHEDULE - 16.1
**INCOME AND EXPENDITURE ACCOUNT**

<table>
<thead>
<tr>
<th>2016-17</th>
<th>Particulars</th>
<th>2017-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rs.</td>
<td></td>
<td>Rs.</td>
</tr>
<tr>
<td>2,58,34,202.00</td>
<td>Opening Balance</td>
<td></td>
</tr>
<tr>
<td>1,11,43,493.34</td>
<td>Add : Surplus carried from Income &amp; Expenditure A/c</td>
<td>85,11,088.10</td>
</tr>
<tr>
<td>3,69,77,695.34</td>
<td>Less : Transfer during the year to S.P. Mandali</td>
<td>85,11,088.10</td>
</tr>
<tr>
<td></td>
<td>Closing Balance</td>
<td></td>
</tr>
</tbody>
</table>

F. R. No. 113258W
PUNE

L. N. ROAD, MATUNGA, MUMBAI 400 019.
[A] Significant Accounting Policies:

Notes forming part of Financial Statements for the year ended 31st March 2018

Institute Information

Prin. L. N. Welingkar Institute of Management Development & Research (University Division) is one of the educational unit of “The Shikshan Prasarak Mandali,”, a registered Charitable Trust at Pune. This Division is carrying the activity of imparting education to various class of the students as per the curriculum executed/ developed by University of Mumbai and Institute.

(1) Accounts are prepared on historical cost basis of accounting.
(2) Income and Expenditure is recognized on accrual basis.
(3) Items of Stationery and Other Consumables are accounted in the year of Purchase.
(4) Retirement Benefits:
   (a) Leave Encashment is accounted for on cash basis.
   (b) Pension benefits are available under Employees Provident Fund Scheme 1995 (EPS-95) for the employees those who are contributing to the provident fund.
   (c) Contribution to Provident Fund and Gratuity is remitted to Shikshan Prasaraka Mandali, Pune and is charged as expenditure to the Income and Expenditure Account.

(5) Fixed Assets:

Fixed assets are stated at their original cost of acquisition. Incidental expenses, if any, are added to cost. Assets received as donation in kind are accounted at the value stated by the Donor/ as per the fair estimate made by the management.

(6) Depreciation on fixed assets:

Depreciation on fixed assets is provided on W.D.V. Method at the rates prescribed by the management.
(7) Foreign Currency Transactions:

Transaction in foreign currency is recorded at the exchange rates prevailing at the time of the transaction. Transaction gains or losses realized upon settlement of foreign currency transactions are included in the period in which the transaction is settled. Monetary items denominated in the foreign currencies at the year end are restated at year end rates.

(8) Investments:

Investments are stated at cost of acquisition. Depreciation in the value of investments being the difference between the cost and realizable value of such investments is shown under Investments Fluctuation Reserves. During the year Fixed Deposits with various Banks have been re-grouped under Investments.

(9) Allocation of Common Cost division wise within Institute:

The Institute is carrying its activity primarily through three major divisions. Common cost / expenditure is apportioned on the basis of number of students admitted for various courses conducted by respective divisions. All these divisions are maintaining their books of accounts and prepare their final accounts separately. On the basis of past experience the ratio is fixed as 3:5:2 (University Courses/ PGDM Courses/ Autonomous Courses)

(10) Identification of Segments:

The Division’s operating activities are organized and managed separately according to the nature and periodicity of curriculum provided, with each segment representing a strategic activity division that offers different products and serves different class of students. As such initially the Division is operating its activities in two segments viz. “Full Time Course Segment” and ‘Part Time Course” respectively.

Allocation in two segments:

a. Allocation of revenue calculated on the basis of revenue from sources at actual.
University Division

b. Cost incurred (Revenue Expenditure incurred duly identified for each segments are allocated on the basis actual cost.

c. Other common revenue expenditure are allocated on the basis of revenue receipts ratio. Accordingly, ratio between Full Time Courses and Part Time Courses are allocated in the ratio of 61:39.

d. Unallocated items : Unallocated items include general corporate income and expenses items which are not easily allocable on the basis of activity have been transferred to un-allocable expenditure.

[B] Notes on Accounts:

(1) The Division is carrying out its object of education. As such and in accordance with past practice these expenditure incurred are shown under the head "Expenditure in respect of Properties", "Miscellaneous Expenses", "Depreciation" and under the head "Expenditure on Object of Trust". These expenditure incurred are in the nature of "Educational Expenditure" and includes Salaries & Allowances to Staff, General Maintenance Expenditure, Term Fee Expenditure, Taxes and Other Expenditure of varied nature. During the year "Establishment Expenses" have been re-grouped under the head "Expenditure on Object of Trust".

(2) The balances outstanding on account of deposits, other liabilities, receivables and advances are subject to confirmation.

(3) There were no contingent liability at the end of the year.

(4) Previous year figures have been regrouped and rearranged wherever necessary, so as to make the same comparable with the current year figures.

For A.P. Kshirsagar & Co. Chartered Accountants
CA Ablay Kshirsagar
Proprietor
Membership No. 045870
Place : Mumbai
Date : 22.09.2018

Prin. L.N. Welingkar Institute of Management Development and Research

Prof. Dr. Uday N. Salunkhe
Group Director
## Segment Reporting FY 2017-18

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Full Time Course</th>
<th>Part Time Course</th>
<th>Common / Unallocatable</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2017-18</td>
<td>2016-17</td>
<td>2017-18</td>
<td>2016-17</td>
</tr>
<tr>
<td><strong>REVENUE</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Segment Revenue</td>
<td>704,04,000</td>
<td>671,34,107</td>
<td>402,61,480</td>
<td>-</td>
</tr>
<tr>
<td><strong>RESULT</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Segment Other Revenue</td>
<td>10,29,201</td>
<td>22,45,585</td>
<td>12,75,293</td>
<td>14,99,700</td>
</tr>
<tr>
<td>Institute Expenditure</td>
<td>686,17,761</td>
<td>798,39,503</td>
<td>484,07,829</td>
<td>464,00,214</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>2815,439</td>
<td>-104,59,811</td>
<td>-68,71,057</td>
<td>-33,29,585</td>
</tr>
<tr>
<td>Interest Cost</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Income Taxes</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Deferred Tax Provision</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net profit</strong></td>
<td>2815,439</td>
<td>-104,59,811</td>
<td>-68,71,057</td>
<td>-33,29,585</td>
</tr>
<tr>
<td><strong>OTHER INFORMATION</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Segment Assets</td>
<td>835,53,763</td>
<td>922,16,879</td>
<td>456,61,834</td>
<td>395,24,088</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>2248,23,177</td>
<td>2174,92,999</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Segment Liabilities</td>
<td>138,38,282</td>
<td>191,85,637</td>
<td>88,47,426</td>
<td>94,49,642</td>
</tr>
<tr>
<td>Unallocate Institutional Liabilities</td>
<td>138,38,282</td>
<td>191,85,637</td>
<td>88,47,426</td>
<td>94,49,642</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>2248,23,177</td>
<td>2174,92,999</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capital Expenditure</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Depreciation</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non Cash Expenditure other than Depreciation</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: There are only two segments: Full Time Master Courses and Part Time Master Courses.  
2. Allocation of revenue calculated on the basis of revenue from sources at actual.  
3. Cost incurred (Revenue Expenditure incurred) duly identified for each segment are calculated on the basis at actuals.  
4. Allocation of other revenue expenditure are calculated on the basis of revenue ratio and time spent on campus. Accordingly, ratio between Full Time Courses and Part Time Courses are allocated in the ratio of 61.39.  
5. Wherever allocation is not possible, balance amount of total expenditure transferred to unallocated expenses/ revenue.