



GROWTH INVOLVES US ALL

ANNUAL REPORT
2016-17



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NOURISHING THE ECOSYSTEM

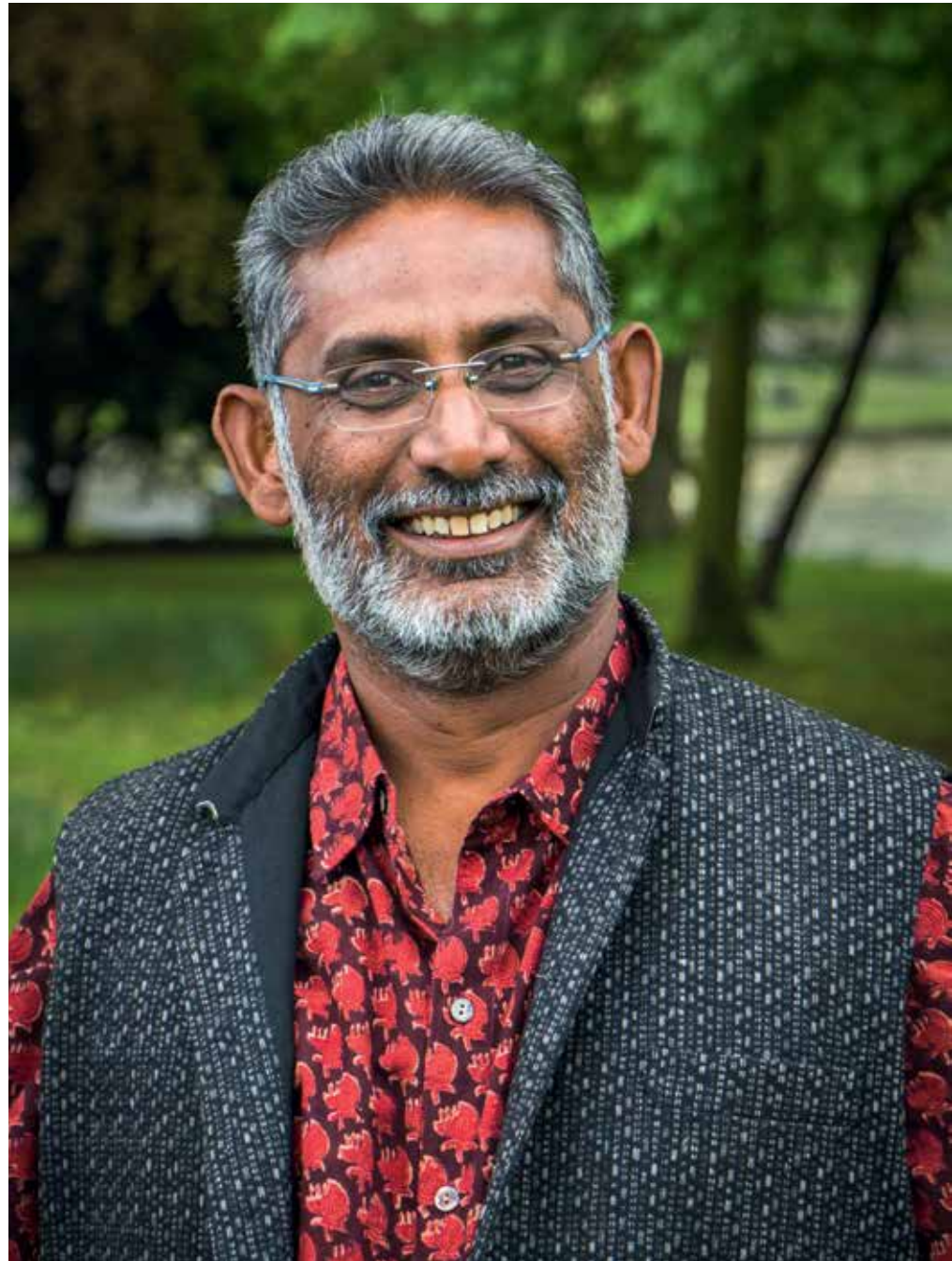


Last Forest, incubated by Keystone Foundation, is a social enterprise that has close links with its sister organizations, Aadhimalai and Nilgiri Natural History Society. These organizations, together, make an attempt to address issues of conservation, livelihoods and enterprise in a holistic manner.



LETTER FROM THE FOUNDER

This year has been a year of growth beyond expectations. A crucial element of this growth has been the closer links between Last Forest and Aadhimalai, the producer company (also incubated by Keystone). There were efforts by everyone to build systems ensuring efficiency.



The year has been a year of growth, beyond expectations. A concerted effort by the team has made it possible and hats off to them. The team has grown over the past year with each person finding his or her own niche and being able to develop their own interests and passions. We've had some valued additions to the team and their refreshing energy and enthusiasm has added to the team's skills. The ability to reach beyond their own individual responsibilities made the team stronger and cohesive. Constant team meetings also allowed that issues were dealt with, sooner rather than later.

A crucial element of this growth has been the closer links between Last Forest and Aadhimalai, the producer company (also incubated by Keystone). There were efforts by everyone to build systems ensuring efficiency, learning to adapt along the way and the teams have found ways to look to the future which has helped create a win-win situation for everyone. There was a conscious effort to broaden the market of bees wax products and this has had a direct impact on the number of women working at the production end – increase in the number of days working and an overall increase in the wages received.

Hopefully, the coming year will see the identification of markets that will be able to grow the overall potential of this set of products.

The restaurant, Place to Bee, requires a special word of mention, as it built its unique identity – the whole philosophy of Slow Food, to create a special relationship with customers who enjoy food and food that came with a meaning. Even this team was an exercise in hard work and dedication – holiday weekends and seasons, stretched them to their limits but they came through with aplomb.

A change in the background is worth sharing – a young team means an affinity to technology whether it is communication within the team or the use of social media, the presence has become apparent and it is pushing many of the others to learn and integrate – Trip Advisor, Facebook, Instagram, multiple blogs, Google Business, PayTM, Freecharge you name it and it is there, your choice! The growing online sales through our own website and Amazon is an indication of this.

It would be an injustice if a reference is not made to Deepak Ramanathan, the dynamic HDFC bank manager at Ooty who has met every insane demand of this team and continues to actively stretch his own bank's limits.

A refreshing experience for the team was a series of retreats that came up – a chance to

dream and see each of themselves as part of the larger journey of Keystone and its associated institutions. It served to emphasize that Last Forest was just a part of the overall concept that can support and build communities. It also allowed people to see their aspirations converge with the vision of Keystone.

Similarly, a conscious effort was made to ensure that key principles of fair trade, organic, building biodiversity, working with small holders, slow food were actively followed and such information, disseminated to customers. Last Forest supports Participatory Guarantee Systems (PGS), a low cost, peer based evaluation, as an approach to organic certification. It is a member of World Fair Trade Organization (WFTO) and Fair Trade Forum – India (FTF-I) and many of its products are certified fair trade under the WFTO Guarantee System. This adherence to principles also has its own challenges in a natural systems space – consistency of supply, quality and quantity. Planning can never be on a linear growth model as there are inherent contradictions. Climate change continues to play havoc in production systems. It is here that constantly balancing the basket of products becomes a challenge – how does one communicate this to the customer. Social media has been a great medium to do this. The monthly newsletter with over 2000 subscribers, complements everything.

As in the previous year, the growth of Last Forest could not be achieved without our very active supporters – Kavita Pandya, a designer; Sekhar Seshan, a financial whiz and Via Media, a design group led by Stanley Grace. Their unstinted efforts and ideas constantly left the team looking at new benchmarks – presentation of products, communicating the stories of people, analyses and critical look at data. Soy Joseph, from SAS Partners was another silent pillar, ensuring that all compliance issues were never forgotten. Thank you everyone for being a part of this journey.

EXIM Bank has been a rock of support – their credit line kept the wheels of Last Forest moving without a hitch. They even supported trainings and interactions between teams of honey hunters so that not only the quality of honey but the ecological aspects were re-emphasized for the new generation of honey hunters. Last but not the least, continuing profits has meant that it made it possible to share some of the pie with Keystone Foundation, Aadhimalai and Nilgiris Natural History Society. Hopefully, this will become a strong and sustainable model of work.

Mathew John
Managing Director

EMPOWERING COMMUNITIES

FRUITS OF OUR LABOUR

One of our primary objective this year was to increase the purchases from our sister organisation Aadhimalai Pazhangudiyinar Producer Company Limited to increase the impact at grassroots, and we have done exactly that.

Last Forest has grown exceptionally well this year beyond our expectations and that has meant a quick growth in the number of staff members as well, which currently stands at 35. Each one of us has focused on discovering our space and going beyond it to integrate with the group at large and function seamlessly.

Last Forest was created seven years ago in order to take the products from various producer groups who are small groups, social enterprises, fair trade entities or organic small holders to the different markets at large. One of our primary objective this year was to increase the purchases from our sister organisation Aadhimalai Pazhangudiyinar Producer Company Limited to increase the impact at grassroots, and we have done exactly that. A consistent, regular dialogue with its new CEO has ensured we more than doubled our buying from them. There was also a special focused effort on selling more beeswax products to leverage the existing potential in this line. Improved systems and processes, weekly fixed amount payments, and introduction of the monthly minimum order quantity has streamlined a lot of things and improved the health of the collaboration.

On the markets front, a few of our long term collaborators have believed in our cause more than ever before and put in muscle to grow their businesses. A noteworthy business partnership which turned out to be our biggest collaborator has been the Wolfpack Outdoors owned by two former wildlife photographer friends. They have built a unique chain of stores that concentrate on products related to the "outdoors" and

therefore the environment. Their tie-up with the Club Mahindra group and Sterling Resorts has ensured the opening of a new store almost every month across the country. We are eager to take Last Forest to a different level with more such partnerships.

Having a young team has also ensured the affinity towards technology and digital space, and concentrated effort has gone on building the digital space this year. The introduction of demonetisation also ensured that our payments turned digital overnight. A focused plan on social media has increased interaction on Facebook, creation of an Instagram account opened up new channels of communication, increased sales on our website, listing of products on Amazon, reviews on Trip Advisor, publications and mentions on several media channels has all quietly but strongly grown our presence and reach.

Last but not the least has been creating of the new platform currently with the working name of Honey Portal. It's a one stop online portal that provides all information on indigenous Asiatic bees, honey collection, pollination, markets and everything else to do with the bees and their contribution to life. A dedicated person, Audra Bass joined us as a Fellow of American India Foundation and worked exclusively on building this portal. It currently focuses on the Nilgiris and will be spread to regions across the country in the coming months.



AADHIMALAI PRODUCER COMPANY

Last Forest Enterprises, from the outset, has been working in close proximity with Aadhimalai Pazhangudiyinar Producer Company with the former being a marketing front for all products produced and procured by Aadhimalai, who in turn works closely with the community members and producers from in and around the Nilgiris Biosphere Reserve.

Aadhimalai has been the biggest supplier in terms of both volume and revenue to Last Forest over the years and this year has also been a similar story with the total purchases going up to Rs. 4.28 million – more than double the amount of last year. This was mainly due to the minimum order quantity structure that was implemented which meant a steady flow of goods every month to Last Forest which in turn meant that the women belonging to the communities that make the products had a continuous work flow since they have been working on a piece rate method.

Aadhimalai has had their fair share of activities this financial year and one that has been of significant importance was their exposure visit to Timbaktu Collective, a not- profit organisation started in 1990 that works for sustainable development in Anantpur district of Andhra Pradesh.

Other notable training activities included product development in the shape of Triphala powder, for which a Siddha doctor helped Aadhimalai in coming up with this preparation and has trained the women in the production centers. Also, as part of ongoing endeavours to improve the beeswax soaps that women at Aadhimalai are making, a new model of soap was introduced. These soaps have a bubble shaped impressions on the top of the soap to give it an exclusive appearance. Value addition training on Amla juice and Tamarind also took place this year.

Last Forest works hand in hand every day with Aadhimalai, co-ideating, co-experimenting, and constantly giving out new product development ideas for them to work on. The constant interaction with this group reminds us that without them we don't exist and without us they wouldn't manage to continue to impact, and that strengthens our relation.



SHALOM SELF HELP GROUP

Shalom self help group, which was founded by Ms. Sheela Powell is an organisation which strives towards becoming a force to transform the lives of women of the Toda tribes of the Nilgiris from a socio – economic perspective. They work toward using traditional embroidery skills of the Toda women for reviving the exquisite craft and facilitating its global outreach.

The Todas are an indigenous pastoral tribes living usually at top sections of Nilgiris hills in secluded grass patches. Apart from tending to native buffaloes, they keep themselves busy with agriculture. With a quickly declining population of around 1800 individuals, their crafts, language and tradition is disappearing too. Last Forest in collaboration with Shalom works extensively to support this group to make a sustainable living.

Shalom's group has grown in size and now has around 120 members that consist of Toda women who generally take work to their homes and hand them over to their office in Ooty when they visit and get paid on a piece rate basis. There are also a few women in the Ooty office who do some stitching as well.

Shalom has been a very important supplier to Last Forest since the partnership began back in 2014. This financial year, we have bought close to Rs. 9,70,000 from them. In the coming year, we are looking to increase that figure and also working on new product development with the help of our design consultant, Ms. Kavita. With the help of Keystone Foundation, Geographical Indication (GI) certification was acquired for the Toda embroidery. As Last Forest we work closely with this group and promote their craft across various platforms.



VIJAY STONEWARE POTTERY

Last Forest, recently certified by the World Fair Trade Organization has been working with suppliers consistently to make sure the principles of Fair Trade are being met. Vijay Pottery is one of such suppliers that we are working with on this exercise. Visits were made to Pondicherry, to ensure that both companies were on the right track toward maintaining Fair Trade practices. In the last few years, all the products by Vijay Pottery have become fast movers in our Green Shops and have created a stable demand from many customers, both local and for those visiting. Some products have also become favourites with the staff at office who buy them on a regular basis!

Mr. Vijay Kumar, proprietor of Vijay Stoneware Pottery has had professional training in glazed pottery for a year from the Government of India - Ministry of Textile and Handicrafts in Pondicherry, India in 1980. Vijay Stoneware Pottery has been around since 1992 and manufactures handcrafted stoneware pottery.

The pots are made using an in house Japanese glaze in their 6000 sq feet manufacturing unit in Auroville with 15 skilled craftsmen and 3 assistants trained to work on the table top pottery wheel and the standing pottery wheel. Pottery has been around for a long time and can be considered as one of the oldest crafts worldwide.

Stoneware Pottery is a kind of pottery that is non porous and scratch proof. It is fired at 1305 degree celcius and the products are normally glazed, upon which painting, engraving, carving and metal plating can also be done in various linear, geometric, floral or abstract patterns. All the glazes used are non-toxic and free of lead and calcium and also dishwasher safe.

They also produce white porcelain pottery which are painted in vivid colours by local artists. These designs are custom made to suit the preference of the customer. We are working closely with Vijay Pottery to make custom made bottles made out of stoneware as well as some trays and mugs, customised for us.

OUR VALUE SYSTEMS



FAIR TRADE

We have been associated with the Fair Trade movement since 2001 and in 2016 we became a World Fair Trade Organisation Guaranteed member. Last year was also the first time we participated in the bi-annual AGM of WFTO Asia held at Sampran Riverside Resort, Bangkok. A two day long event filled with several sessions on Fair Trade awareness around the world, the kind of work being done under the label, measurable impacts of these organisations and what's in store for the coming year. It was a fruitful network meeting in which all members could not only interact with each

other and build potential collaborations but also chat with the global board members. It was commonly voted that the current WFTO ASIA board continue to function for another term instead of a new election.

We were also part of the Fair Trade Forum – India National Convention in Hyderabad.

Events like these ensure and reiterate the effort that several organisations across the world are making towards fair and ethical practices.



IFOAM-ORGANICS INTERNATIONAL

Mathew's involvement in the World Board meetings of IFOAM Organics International continued to keep him busy and active, especially since the Organic World Congress 2017 is being held in India. Two crucial Congress Steering Committees in May and Nov, 2016 were held, to put in place the

processes to hold the Congress smoothly. World Board meetings of IFOAM during April and Nov, in Bonn and Addis Ababa, respectively, were part of his travel schedule. Addis Ababa was interesting because it was also held in conjunction with a workshop on Changing Food Systems in Africa.



PARTICIPATORY GUARANTEE SYSTEMS (PGS)

Leo is part of the Management Committee of the PGS Organic Council and was in Bangalore in July for their meeting. In August, Mathew was in Bangkok at the invitation of Towards Organic Asia, as a keynote speaker at the

3rd Mindful Markets Asia Forum. He also held a workshop on Participatory Guarantee Systems for students of a social enterprise course.

AMERICAN INDIA FOUNDATION - CLINTON FELLOWSHIP



QUALITY FACTORS OF HONEY
 Honey is a natural sweetener, highly nutritious and composed of simple carbohydrates. It is a natural source of energy and is used in many cuisines. The quality of honey is determined by the source of the nectar, the processing, the storage and the packaging. The quality of honey is also determined by the time of the year when it is harvested. The quality of honey is also determined by the time of the year when it is harvested. The quality of honey is also determined by the time of the year when it is harvested.

Last Forest in collaboration with Keystone, hosted an intern, Audra Bass for nearly 10 months, bringing in value added skills to the organization. She spent intensive sessions with many folks and at the end of it, we had an initial effort in setting up a Honey Portal - www.honeyportal.keystone-foundation.org

NON-TIMBER FOREST PRODUCTS EXCHANGE PROGRAMME

The NTFP Exchange Programme has incubated EXCEED, which co-organised with Keystone and Last Forest a course on enterprise development in August 2016. The topics covered related to marketing, branding, retailing and market segmentation. The members were from the regional network and at a stage to build their marketing initiatives in their countries.

This course provided direct benefits into their current activities to promote NTFP marketing. This intensive week long training programme had many from the Last Forest team who made public presentations for the first time. It was also an opportunity for the team to put down their thoughts and coalesce into presentations that was backed by their experience.



The regional network also supported an exchange of communication officer from Keystone, Aritra Bose, an exposure to the regional head office and partners in Philippines. He shared his experience and the work being done at the NTFP office in India. During the visit Aritra also worked closely with Earl, communications manager to help in website related activities, publications and designs.



Aritra also visited many organic farmers, farms and entrepreneurs which helped him to learn more about Slow Food and Organic movements in the Philippines. Great interactions with Farm Fresh Organic and Vie's coffee have helped Aritra to generate ideas for Slow Food movement in the Nilgiris.



GOOD FOR THE EARTH AND THE PLATE

The Slow Food Nilgiris Convivium was created and it's already been a year! A young and enthusiastic team is trying to promote and practice values of Slow Food through our restaurant Place to Bee in Ooty.

Over the last year, Place to Bee has had over ten thousand satisfied foodies who have experienced and enjoyed a healthy meal! We have always tried to innovate in the kitchen – mixing local flavours with conventional cuisine to keep the foodies excited.

Place to Bee has also been the platform for a bunch of talented artists and musicians who have exhibited their art work and performed.

Farm to table has been the goal for this year - trying to serve pesticide free, fresh food in the restaurant. A small organic kitchen garden within the restaurant has got a tremendous response. The team is growing bigger as we get onto an exciting year filled with healthy activities.





ENRICHING LIVES

Through its network of producer groups, social enterprises and fair trade organisations, Last Forest impacts close to 20,000 people spread across the country. Directly through our sister organisation Aadhimalai Pazhangudiyar Producer Company, we have made a difference to 1608 individuals consisting of tribes, indigenous groups, and small gatherers and farmers.

Through our chain of three stores based in the Nilgiris, over 13,000 customers have made purchases and approximately 10,000 customers have bought through our network of over 100 business partners contributing to the lives of the indigenous communities. Our partners also equally share the ethos of our company and believe in the principles of fair trade and ethical business practices. We continue to strive to do better and positively impact more lives.

RETAIL & WHOLESALE

It has been a prosperous and a successful year for the wholesale team as we have made concentrated efforts to increase sales and now have a larger domestic reach. The team has diversified its product presence and the collaboration with the dealers has streamlined.

We set ourselves a steep target this financial year and we are proud that we almost got there with a tremendous effort from the entire team. We have implemented a few systems and processes with the dealers in order to better understand their issues and support them proactively. Our collaborations have now grown from around 63 partners last year to over 100 partners this year.

We are closely working to build a stable and a long term relationship with them and to explore new markets as well. We have made an initiative to spread the value of organic products delivering the need and use of organic products and locally grown products and their benefits, emphasized on the story behind each product, and focused

on spreading the values that Last Forest as a social enterprise caters to – fair trade, organic, and social. We have made extra efforts to visit our dealers, understand the type of stores they own, and the types of products they sell in order to better understand our own products and to proactively improve business relationships.



Wolfpack Store, Kanha

Last Forest created its own website to push for e-commerce a couple of years ago and it has done well for the fiscal year as there was a focused effort and we can see the growth of the portal by an increasing number of orders and new customers registrations.

We have also introduced more new products such as Toda embroidered accessories and home furnishing, gourmet items, essential oils, beauty care products and many more. We have started a store on Amazon which is gradually picking up. Along with the help of social media and digital marketing, we are constantly making an effort to grow organically and spread meaningfully across the country.



BUSINESS SERVICES

The Last Forest team was also part of the teaching team for the trade and commerce component of the Nilgiri Field Learning Centre, which is run jointly by Cornell University and Keystone Foundation. This unique course brings together under graduate students from Cornell as well as young indigenous community members from the Nilgiris into a unique learning and sharing experience.

Frango and Nandan were also resource persons for a training programme organized by MESH, in Kodaikanal where they shared their experience about inventory management and costing of products.



Kriti Eco Boutique, Pondicherry

PLACE TO BEE INR 4,518,064

BUSINESS SERVICES INR 901,780

RETAIL INR 13,101,066

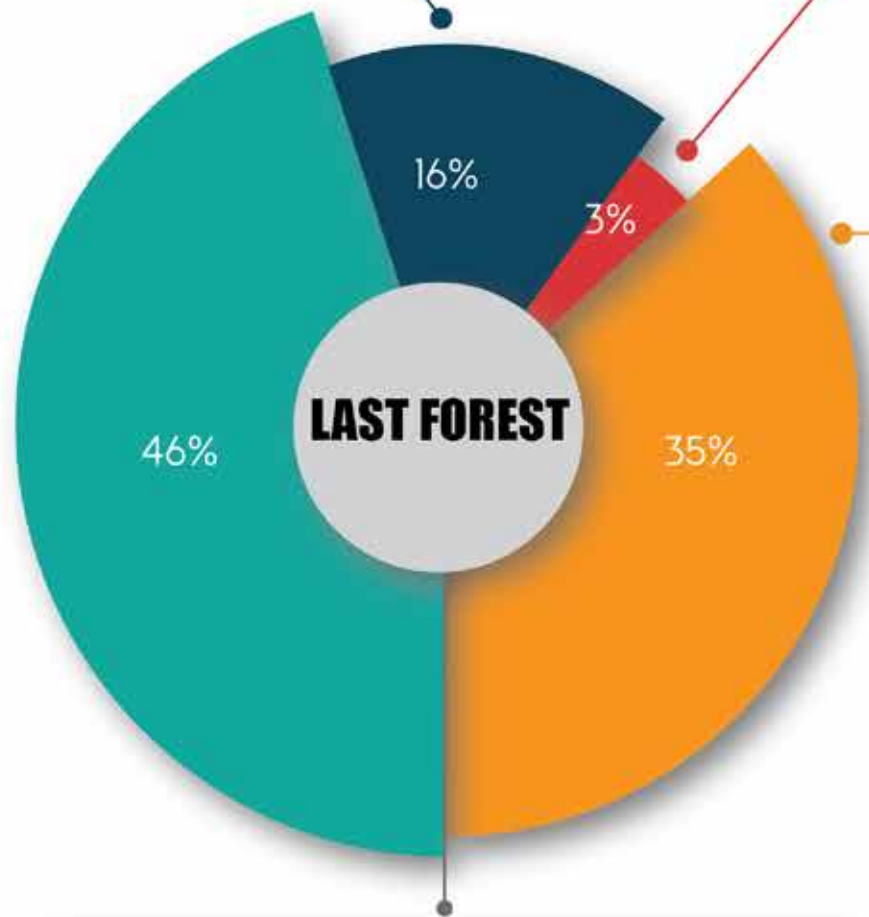
WHOLESALE INR 10,075,740

GREEN SHOP

KOTAGIRI
INR 3,456,011

OOTY
INR 4,540,722

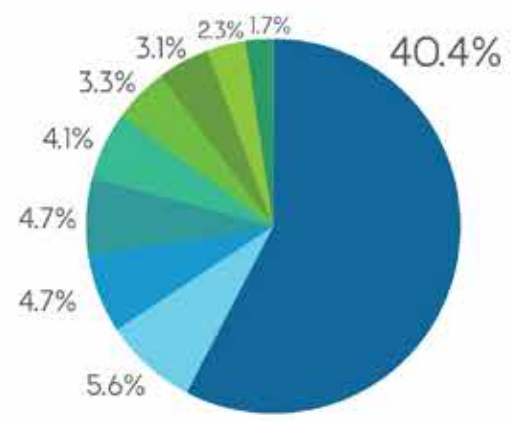
COONOOR
INR 5,104,333



TOP 10 DEALERS

Antony	INR 1,315,532
Wolfpack Outdoors	INR 1,247,500
Kriti Eco Boutique	INR 792,475
Modern Stores	INR 456,543
Dhaanyam	INR 405,275
Food Barn	INR 373,219
G Organics	INR 253,723
Elements	INR 210,082
Baker's Junction	INR 167,532
The Ants Store	INR 156,238

TOP SELLING PRODUCTS



Honey	INR 9,359,229
Essential Oils	INR 1,305,556
Bees Wax Soaps	INR 1,099,307
Bees Wax Balms	INR 1,087,533
Chocolates	INR 959,210
Stoles	INR 766,532
Bees Wax Lip Balms	INR 728,270
Toda Embroidery	INR 540,928
Amla Products	INR 388,770



Balance Sheet as of 31.03.2017

EQUITY AND LIABILITIES	2016-17	2015-16
Capital Funds	4,543,983	4,216,217
Non-Current liabilities	2,446,711	902,982
Current liabilities	5,091,303	5,612,580
ASSETS		
Fixed assets	1,306,782	1,127,329
Other non current assets	-	-
Current assets	10,775,215	9,604,450

Profit and Loss account for the year ending 31.03.2017

	2016-17	2015-16
Revenue from operations	28,334,443	20,505,126
Other income	216,957	70,534
EXPENSES		
Purchases	15,130,483	12,482,096
Changes in inventories	-207,954	-1,603,917
Direct and indirect expenses	13,053,115	9,252,912
Profit before taxation	575,756	444,569

PEOPLE

A GROUP FOR ECO-DEVELOPMENT INITIATIVES

குறிக்கோள்கள்

- வள வளத்தை மதிப்பீடு செய்து சேகரம் செய்தல்
- வளம் குன்றா சேகர முறைகள்
- வள சேகரிப்பு பொருட்கள் தரம் பிரித்தல், மதிப்பு கூட்டுதல்
- விற்பனை மற்றும் மேலாண்மை
- சூழலக மற்றும் கிராம சுற்றுச்சூழல்
- யாறுதழும்புள்ளதும் காப்புக் காட்டுக்கு உகந்த காப்பு வள பாதுகாப்பு
- கிராம சமுதாயம், மக்கள் சேமிப்பு மேம்பாடு
- பரிசீலி மற்றும் திறன் மேம்பாடு
- மக்களேற்பார்களிடையே சமத்துவ



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Team - Head Office

Mathew John

Managing Director



Mathew is the managing director of Last Forest Enterprises and a co-founder director of Keystone Foundation. Deep rooted in his principles of an efficient, ethical business, he is a visionary, an innovator, and a leader who is an inspiration for the entire crew. He is also a World Board member of International Federation of Organic Agricultural Movements (IFOAM) and is closely involved with Fair Trade Forum – India (FTF-I), World Fair Trade Organisation (WFTO), and Participatory Guarantee Systems Organic Council (PGSOC).



J. Ashok Miller

Senior most member of Last Forest, Miller has a vast local knowledge, is an expert in honey, made for road trips and a graceful dancer in spite of his healthy appearance! Our go to man in case of emergency as he is ever willing to help every single person. He shares his experiences with the team at large and is open to learn from the young team around him.



Daisy Monica

Head of accounts and a strict taskmaster, Monica handles cash meticulously and follows every transaction that takes place. She has also taken on extra responsibilities and stepped out of her daily routine to ensure smooth operations of the stores. She is one of the most dedicated and sincere members of our team.



Madhusudan R

Madhu is the unassuming model of Last Forest, who is a one man show of procurement. From the ball point pens to the labels on honey bottles to the tastiest of flakes, he rakes in all to efficiently manage our inventory. He is by far the quietest person on board, and often making him talk is a friendly challenge amongst colleagues.



Nandan

A run away from the IT Bangalore crowd, Nandan joined us a little more than a year ago to head the marketing and sales team. He has brought in his corporate experience to the social enterprise world and has worked to blend the skills and functions. Keen on social media and digital marketing, he is always willing to take on challenges and makes an effort to realise them.



Aritra Bose

Communications to food, Aritra is the sole team member who shuffles between Ooty and Kotagiri working three days in each town every week. Websites, social media, newsletters, photos, design and Place to Bee, he has his plate always full! He is a proud member of the Slow Food Nilgiris convivium and dreams of opening more organic restaurants and becoming a thriving farmer.



Frango Thomas

In-charge of stocks and working towards a better inventory management, Frango works closely with procurement, the marketing team and the Green Shops. He is the operations manager that has taken on extra responsibilities of admin and HR, and is also involved in out of the box policy making. His unique perspective to situations keeps everyone alert as well as entertained.



Sangeeth NV

Sangeeth, has been on board since December 2015 as the Sales-In-Charge. This is his first job and he is proving to be a capable worker, learning the ropes, developing his soft-skills and establishing communication with our many customers and suppliers. He is successfully learning to adapt and evolve strategy from the members with prior experience.



Saravanan Rajan

A native of a hamlet near Kotagiri, Saravanan is a Computer Engineering graduate. Loves to work with the communities and is now exploring avenues to take the products of these groups to the market at large. Interested in design, he is our Man Friday, in Coimbatore.



Dayal Mohan

Dayal has been part of the team since a year as an accounts assistant. He helps Monica with cash dispensing and meticulously follows up the daily transactions. He dreams of one day becoming an auditor.

Operations Team



Mari Muthu T.

With a perpetual deterministic look on his face, Marimuthu seems to be on a silent mission all the time. Recognised throughout the team for the ease and familiarity with which he interacts with everyone, he leads his team by example. Immaterial of the workload, he is always willing to take on more responsibilities and can be completely trusted with the tasks assigned to him. He is currently the head of the honey section.



M. Mala

Mala has been with us for over a decade and knows the trade in and out. With experience backing her up, she is looked up to by colleagues for her timely delivery of tasks and high quality of work. Petite in her demeanor, she almost always has a smile and works through her tasks incessantly.



M. Mahendran

The younger brother of Mala, Mahendran is a quiet, jovial individual. Usually a solitary worker, his background of being an Irula aids him in processing honey and understanding its characteristics quickly. Being one of the seniors in the honey section, he is well versed with all tasks and willingly helps the newcomers.



Sunil Joshwa

A local boy of Kotagiri, Joshwa is the most fashion conscious person on the team! Primary responsibility lies in the honey section with dedicated daily tasks, and he pitches in regularly with local deliveries and dispatches. Always keen to learn English and can be seen persistently asking his colleagues to help him with the language.



Kokila Vani

Kokila has been working since close to five years as a sales executive in the Kotagiri Green Shop. She has been constantly improving and is now also training new members and assistants at the stores. Her infectious smile and wealth of information about the products makes her a favourite amongst customers.



S. Vijaya

Vijaya is the sales executive at the Kotagiri Green Shop and she has been with us since two years. Being the senior most person in our stores, she maintains her store strictly adhering to rules.



Gowtham V.

An outspoken, straight forward boy from Coonnor, Gowtham is a keen learner with a perpetual smile. Together with his fellow sales person Pravin, he has stepped up to the mark in the time he has been with Last Forest to meet the challenges of retail in our Green Shops.



Pravin James

A local boy of Kotagiri, rides down every day to the Coonoor Green Shop and manages the store meticulously. He is efficient in his endeavours as the store in charge and has registered himself as a customer favourite primarily attributed to his cordial attitude. He also has a passion for computer applications.



Francie Rosaliya

The main pillar of the packaging section, Francie is a smiling task master who can at times be ruthless with her colleagues who make silly mistakes. If anyone needs any information or status on any product or order, she is the go to person at all times. She takes up complete responsibility and ownership of everything that passes through her building.



Asia Begam

With a friendly demeanour, Asia efficiently cooperates and works with the entire team. Her ability to maintain neatness in all that she does, with her detail oriented nature brings in added value to the packaging team.



J. Jancy Nirmala

In spite of having worked in various fields and organisations before joining Last Forest, Jancy was a nervous beginner. Her gratitude for being given a fair chance at work speaks for itself, and she is always a positive person. Now with her brother and her son working on the campus, she literally feels at home.



S. Prabhu

Shy when he joined, Prabhu is a silent performer and speaks with his actions. Having easily synced in with what was an all women team, he keeps everyone on their toes by noticing the smallest of mistakes. He then points them out with a laugh and quietly goes back to his tasks.



Divya Karthick

Divya is the only one in the entire team to daily hop on to the famous Nilgiris heritage train to get to work. She efficiently manages a busy life between her duties at the Ooty Green Shop and taking care of her two young children.



Emimalu Shantakumari

A native of Ooty, Emimalu works as a sales executive at the Ooty Green Shop. A sincere worker with dedication to all that she does, she has been steadily progressing and takes on extra responsibilities without complaints even after her daily working hours.



Gopalakrishnan

Often called as the gentle giant, a smile is always round the corner for Gopal. Being big in built has its advantages as he shifts heavy containers in the honey section without batting an eyelid. One of the quietest members of the Last Forest family, Gopal is a sincere employee and a consistent performer.

Staff at Green Shops

Place to Bee



Abhijeet Majhi

Abhijeet, as the head chef has become a very important part of the team. From fishing out new dishes for season's special to grooming the sous-chefs, he is leading the kitchen by example.



Purna Bahadur

Purna is working his way up the restaurant – quite literally! Our main Pizza man now takes care of the guests and manages the daily chores of the restaurant. An integral part of the team, he can be trusted with any task.



Surendra Saud

Surendra's progress and growth has been steady. He is the backbone of the kitchen and makes sure everything is in place.



Rani Amala Mary

Rani, called as Rani akka ensures that the team is in good shape and health! The eldest in our team, she takes care of the crockery, cutlery and the utensils. The best part – she brings fresh homemade breakfast for all, every single day.



Kavita Pandya

Now, nearly a full time resident of Kotagiri, she has become a centre of all creative design thought process. She has brought clarity into the design framework and encouraged the team to think out of the box. Always a willing participant of all discussions - whether labels, packaging material, garments, website design, she has become a core member of the team.

Advisors



Sekhar Seshan

A financial whiz who has put his hands into building the financial viability of the organization, he has painstakingly worked with the team in understanding the value systems and putting it into practice. He has helped in putting together the administrative rigour which has given the team the freedom to be creative within a framework.



Stanley Grace

A person who brings his love of the Nilgiri hills to his association with Last Forest, he is always willing to dream and generate new ideas. With his small team in Coimbatore, he has been a willing partner in this journey



Gobinda Majhi

Gobinda is the younger brother of Abhijeet. He has been with us since a year and has taken over the Pizza kitchen. A quick learner, hard worker and a great football player!



Vijay Kutti

Vijay, a close friend of Purna walked into the kitchen six months back. He is slowly and steadily learning the trick of the kitchen and assists Gobinda.



A. Lavanya

Relatively new to the team, Lavanya has settled in quickly. Helping Rani akka with the dishes and the hygiene of the restaurant.



Thatteus Kumar A.

Thatteus is also a newcomer into the kitchen and helps in anyway he can! Has picked up all the daily routines and works hand in hand with Surendra.

Our Auditors

STATUTORY AUDITORS

Shanmugasundaram K

Srivatsan & Gita

Coimbatore

INTERNAL AUDITORS

John Mathew

J. Mathew & Co

Ooty

COMPLIANCE AUDITOR

Soy Joseph

SAS Partners

Chennai



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Place to Bee

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