



ACT NOW. GIFT A LIFE.
www.datri.org



ANNUAL REPORT

2018 - 19

• FOREWORD BY CHAIR •



Dear all,

I am happy to connect with you all through our Annual Report 2018-19. I am excited that DATRI has completed the 10-year lifesaving journey!

In 2009, DATRI started with a mission to save lives of those suffering from life threatening blood disorders like Blood Cancer and Thalassemia. It feels like just yesterday, Raghu Rajagopal (Co-founder & Director - DATRI) and I had a discussion about having a registry in India and now we are here celebrating the completion of 10 glorious years. I am proud to be a part of DATRI's life-saving mission.

Completing 10 years is certainly one of the most significant milestones for us. We have come a long way from the time when we were struggling to convince our first donor. Back then it was almost like a one-man army led by Raghu and today DATRI is a strong team of 71 dedicated professionals who work, day and night to ensure we register more donors and every match found in our registry goes ahead with the donation to save a life.

2018-19 in general, was an eventful year for DATRI, where a lot of milestones were achieved and it also gave us time for forward-thinking. As of March 2019, we have registered 4 Lakh potential Blood Stem Cell Donors and facilitated 500 Blood Stem Cell donations. It's exciting to see the number of volunteer donors growing at a rate of over 50% in the last 6 years. At DATRI, every donor becomes a part our family and we are very happy to have these many extended family members.

From January to December 2018, we had conducted 12 Donor Recipient Meets. These heart-warming, inspiring events witnessed a lot of emotional moments shared by the families of the donors/recipients - true testaments of bonds in blood. We are also proud to mention that for the first time in India, a Hematologist, Dr Shruthi Kakkar donated her Blood Stem Cells to Vanshika Rohra, a five-year-old, diagnosed with Thalassemia Major. After one year, they finally met for the first time during PHOCON 2018, an annual Pediatric Hematology-Oncology Conference held in the month of November at Bengaluru.

In the month of July 2018, DATRI recruited 28,577 Blood Stem Cell Donors, which is the largest in a month since the inception. The figures were encouraging for us to take the next move, where we decided to appeal to the potential donors to support DATRI in sponsoring the cost of their own HLA typing. The registration of each donor costs DATRI ₹1800/- and with a mission to add 50 thousand donors every year. At present, the typing services are provided as a loan from Histogenetics, our US-based laboratory.

I take this opportunity to thank the donors, recipients, doctors, medical support staffs, volunteers, corporates, colleges and communities who has supported us, without them this journey would have been impossible.

To end with, let us continue to press on and strive towards building more compassionate and healthy communities in the years to come. I hope to see us becoming bigger and save thousands of lives in this fiscal year.

Best Wishes,

Nezh Cherab
Dr Nezh Cherab
Co - founder & Chairperson

DATRI'S JOURNEY

STARTED IN 2009
STRONGLY
TRAVELLING IN
2019

2009

DONORS REGISTERED 3,876
DONATIONS FACILITATED -

2010

DONORS REGISTERED 10,244
DONATIONS FACILITATED -

2011

DONORS REGISTERED 16,863
DONATIONS FACILITATED 3

2012

DONORS REGISTERED 23,410
DONATIONS FACILITATED 16

2013

DONORS REGISTERED 45,277
DONATIONS FACILITATED 26

2014

DONORS REGISTERED 69,155
DONATIONS FACILITATED 34

2015

DONORS REGISTERED 1,12,038
DONATIONS FACILITATED 59

2016

DONORS REGISTERED 1,76,212
DONATIONS FACILITATED 84

2017

DONORS REGISTERED 3,02,330
DONATIONS FACILITATED 115

2018

DONORS REGISTERED 3,91,240
DONATIONS FACILITATED 150

2019

DONORS REGISTERED 4,10,740
DONATIONS FACILITATED 100

(Until Mar '19)

VISION & MISSION

Vision:

We envision a society in which every patient in need of life saving blood stem cells, is provided with an opportunity to find a HLA matched, willing donor.

MISSION:

To create a registry of committed, voluntary, Tissue/HLA typed donors, who are well informed and are willing to donate, to a patient.

VALUES

- ◆ **Donor Safety:** To ensure that donor safety is not compromised irrespective of the urgency of the patient's needs.
- ◆ **Excellence:** To be driven by the spirit of excellence in attaining and maintaining first-class quality in all endeavors.
- ◆ **Integrity:** To ensure the highest level of honesty and integrity in all our interactions.
- ◆ **Compassion:** To approach all our activities with a deep awareness of the situation of those who need life-saving transplants and promote sensitivity to the dignity of each individual.
- ◆ **Commitment:** To be fully and passionately committed to our mission of saving lives through enabling of volunteer enrolment for stem cell donation.
- ◆ **Transparency:** To create openness and transparency in all our interactions & processes.

DATRI BOARD & TEAM

• DATRI BOARD & TEAM •



Dr. Nezh Cereb, Co-Founder & Chairperson

Dr. Cereb is the President and the Co-Founder of Histogenetics. Dr. Cereb is an expert in introducing and implementing the latest technology for HLA typing. He has a background in clinical medicine, particularly in bone marrow transplantation and in Basic and Applied Immunogenetics research.



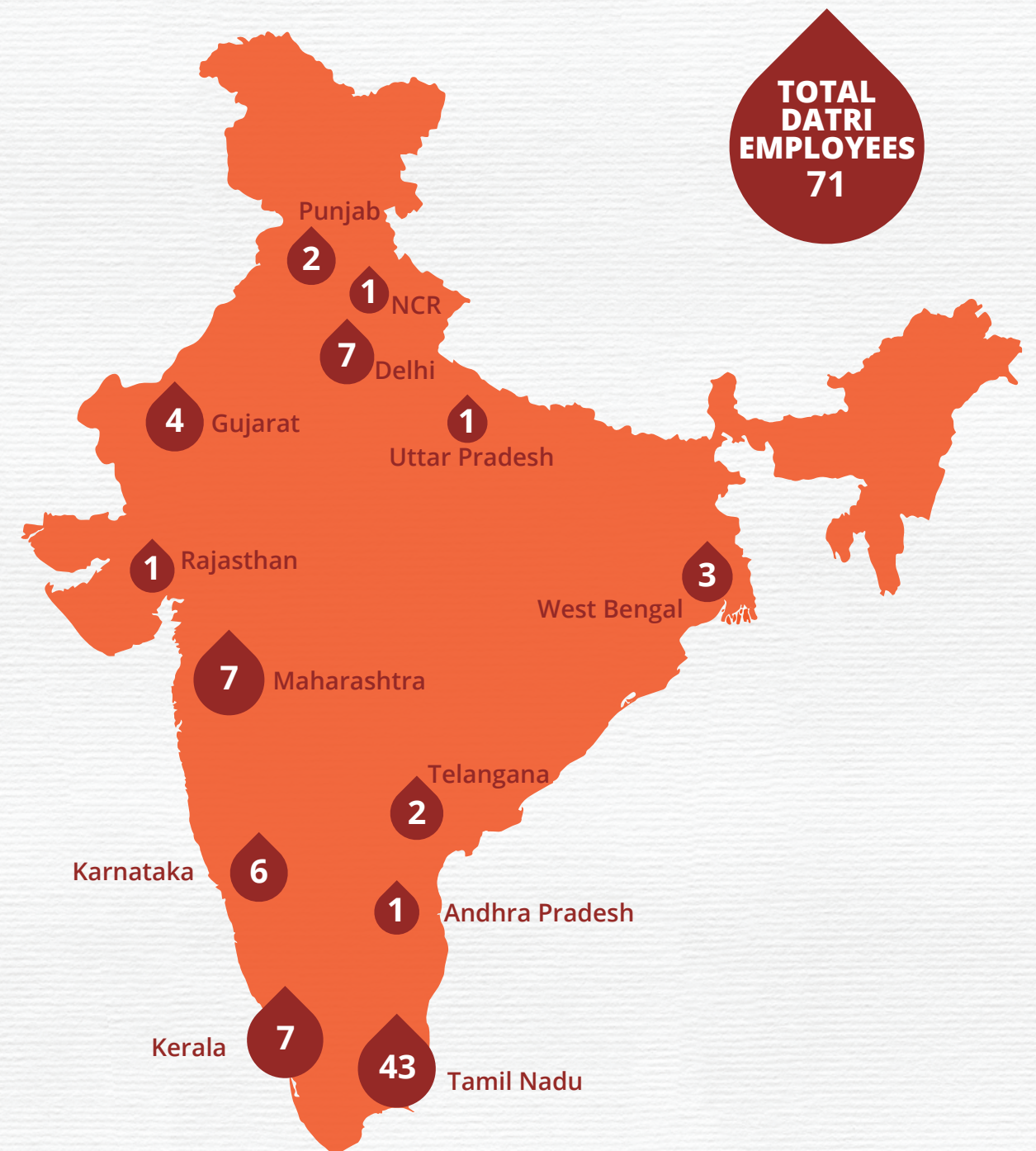
Dr. Soo Young Yang, Co-Founder & Director

Dr. Yang is the Chairman and the Founder of Histogenetics, a state-of-art laboratory which specialises in HLA Typing. With over 25 years of extensive research and experience in HLA genetics, Dr. Yang has contributed significantly to the field of human immunogenetics.



Raghu Rajagopal, Co-Founder & Director

Raghu is passionate about cancer-cure and was geared to address the challenges faced by people of Indian origin who were suffering from fatal blood disorders including Leukemia and Thalassemia. An engineering graduate from BITS, Pilani, Raghu has been very active in the entrepreneurial eco-system in the US and India.



DATRI Workshop - Chennai

•NOTE FROM OUR• MEDICAL DIRECTOR



Dr Jose Easow

*AB (Int Med), AB (Medical Oncology),
AB (Hematology)*

Medical Oncologist – Apollo Hospital

“I would like to congratulate DATRI on celebrating the 10th Anniversary this year. My association with DATRI has been since inception. In 2003, Raghu Rajagopal shared his thoughts about having an unrelated donor registry in India and I was excited by the idea. I have been part of DATRI, since then and I am proud about the association. DATRI was started in 2009 but we did the first donor collection in 2011. I joined DATRI as a Medical advisor in 2015 and been supporting the Transplant Coordination team. The journey has been very fulfilling and I wish DATRI to scale more heights”.



WHAT WE DO

• CREATING AWARENESS • DONOR RECRUITMENT

DATRI conducts recruitment drives in Corporates, Colleges, Communities, etc. DATRI has 4+ Lakh registered donors till Mar 2019 and looking forward to expand the registry to help more Indians. Since ethnicity plays a major role in finding a HLA match for the patient, it's important for us to have more Indian donors.

1. CORPORATE DRIVES (TOP 20) (2018 - 2019)

DATRI is supported in large by the goodwill of our Corporate partners. We have always received noteworthy contributions from our Corporate friends for drives and donations. We look forward to have more participation in the forthcoming years.

We are proud to showcase our Corporate supporters who supported us this financial year.



2. COLLEGE/ EDUCATIONAL INSTITUTION CAMPAIGNS & DRIVES

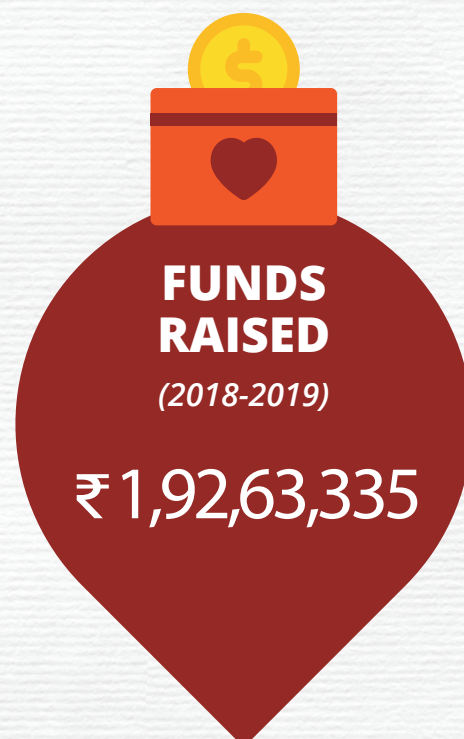
The student community has always been the backbone of our growth. We had already collaborated with major colleges in India and wish to strengthen student support to spread awareness and recruit more donors. Below are the top colleges/educational institutions who have supported us during 2018-19.



3. FUNDRAISING

Voluntary donations and other fundraising activities provide us the funds that enables DATRI on our thriving lifesaving journey. The funds also helps us recruit more donors and help find a match.

An individual can support us with Monetary donation or if you own a brand you can support us through our CRM (Cause Related Marketing).



TOP FIVE FUND CONTRIBUTORS



4. DATRI EVENTS

DATRI conducts awareness events in order to spread the cause. These events help us reach thousands of people know about Blood Stem Cell donation, which is the baseline of our lifesaving journey. The funds raised through these events are directed towards the donor HLA report tying.



**DATRI
CYCLE TO GIFT
A LIFE 2018**



**DATRI
LIGHT UP A
LIFE 2018**



**WORLD
MARROW DONORS
DAY 2018**



**MADRASANA
MUSIC FESTIVAL
2018**

• REACH & IMPACT •

2018-19



**NO. OF
DONORS
RECRUITED**
(2018-2019)

65,207



**NO. OF
DONATIONS**
(2018-2019)

International | 36

Domestic | 128



**FUNDS
RAISED**
(2018-2019)

₹1,92,63,335



HOW WE DO?

• CAMPAIGNS & EVENTS •



Donor Recruitment Drive in association with Karangal June 2018 - Perambalur



Spreading Awareness through Wall Art - Gujarat: In association with NSS DATRI team in Gujarat painted a wall to create awareness on Blood Stem Cell donation



A show with Radio Mirchi to mark World Marrow Donor Day in September at Vadodara



DATRI Cycle to Gift a Life 2018 - DATRI conducts a cycling event every year from 2014, in September to mark the 'World Marrow Donor Day', where cyclists participate to create awareness about Blood Stem Cell Donation. This is a mega event with maximum participation from the city Cycling groups, Corporates and Colleges. In 2018, Actor Prassanna launched DATRI's Cycle to Gift a Life poster and the event had 500 participants, who cycled from Taramani to Mahabalipuram.



Drawing Competition to mark WMDD in a school in Surat - September 2018



Firefighters from Trichy register to fight against Blood Cancer on WMDD 2018



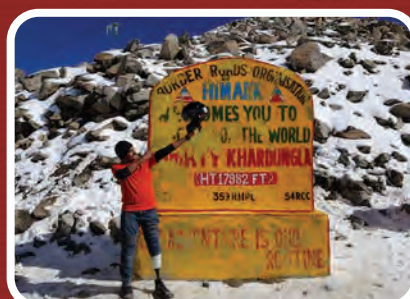
DATRI Light Up a Life Challenge 2018 - Diwali is a season of sharing joy, so DATRI conducted a virtual fitness challenge in November 2018 and raised funds PAN India



DATRI Walkathon Feb 2019 Chennai- Blood Cancer Day



Donor Recruitment Drive in March 2019 - Kadappa



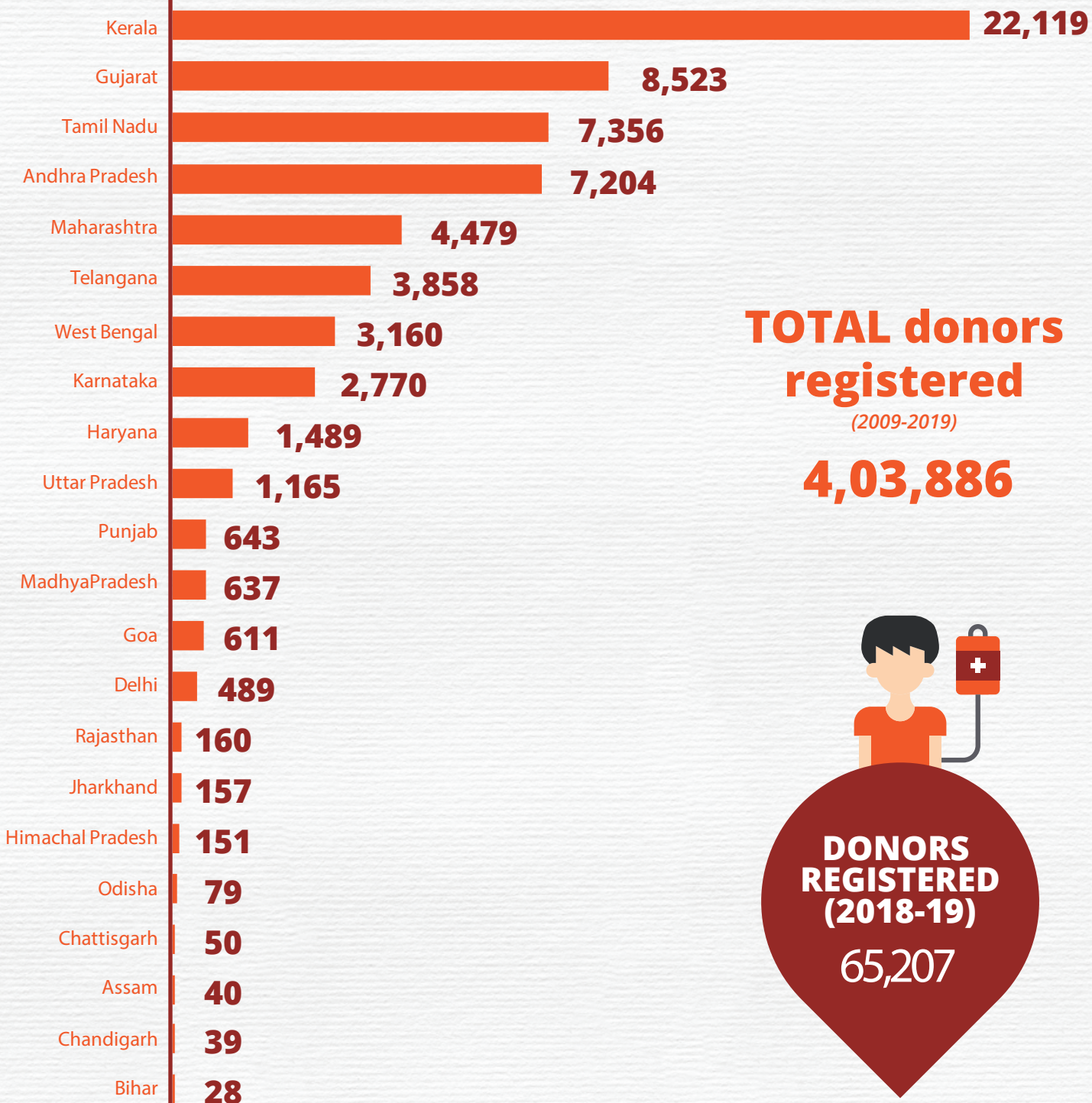
Vadivel Baluchamy, a para rider from Madurai, supporting DATRI by sporting our merchandise during his Ladakh Ride

DONOR REGISTRATIONS

Location

NO OF DONORS REGISTERED REGION-WISE

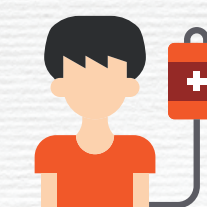
(2018 - 2019)



TOTAL donors registered

(2009-2019)

4,03,886



DONORS REGISTERED (2018-19)

65,207

No. of Registrations

(2018 - 2019)

• REGISTERED CELEBRITIES • 2018 - 2019

DATRI conducts various events which will help us to increase the awareness and to raise funds.



VVS Laxman
Former Cricketer



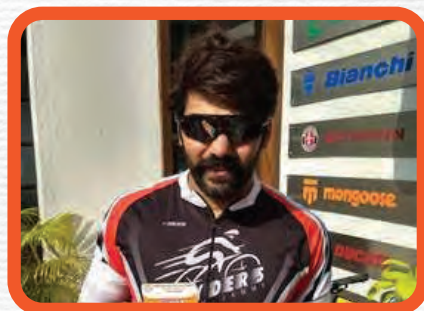
Shankar Mahadevan
Singer



M.S. Shanmugam
IAS Officer



Milind Soman
Actor, Fitness



Arya
Actor



Miya George
Actress

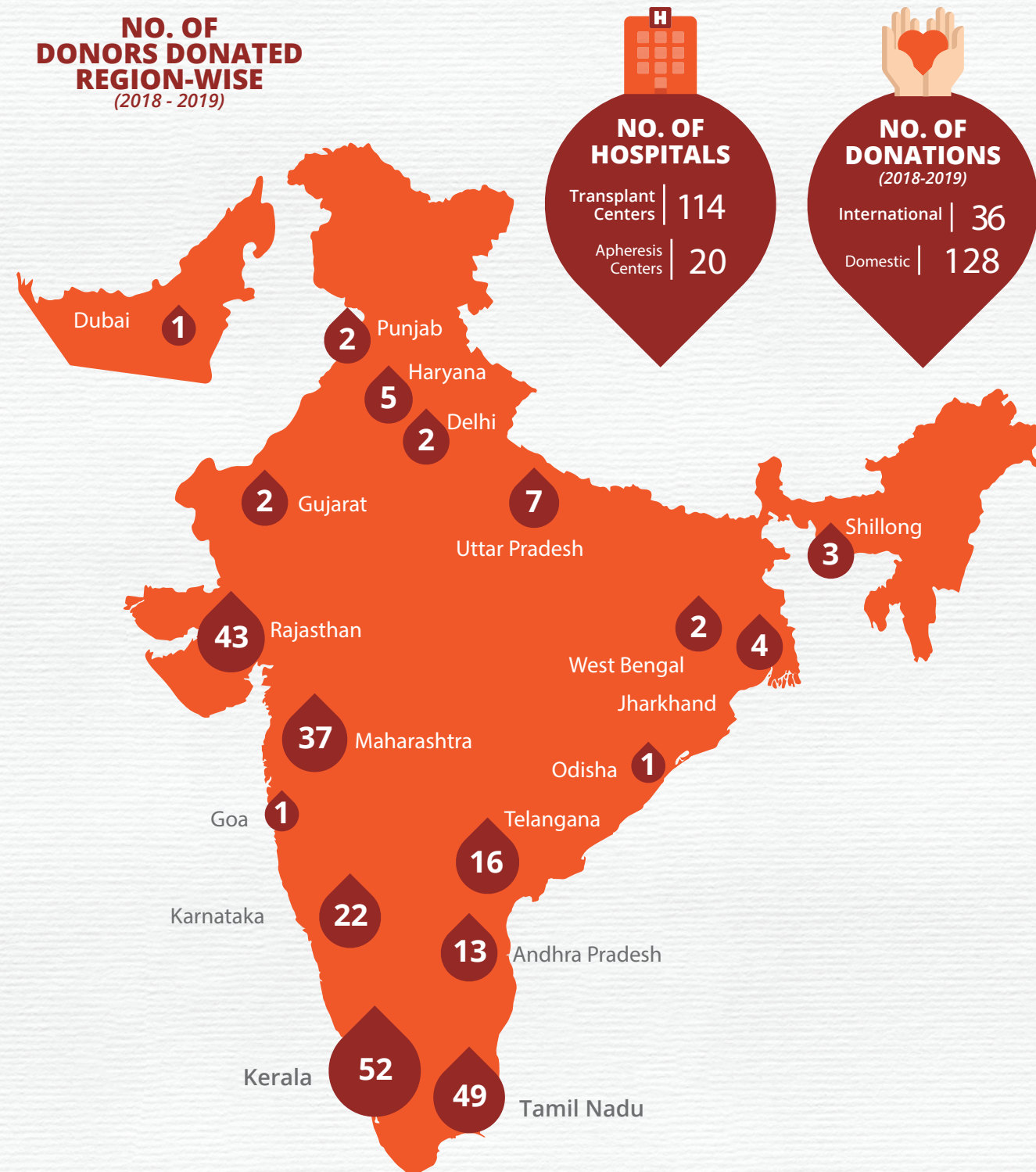


Arjun & Shruthi Hariharan
Actors

• FACILITATING DONATIONS •

DATRI performs an in-house and international database search and strive to support patients consistently. Once the match is identified we initiate the donor counselling and proceed with the blood stem cell collection process along with the Apheresis physician. Nation-wide transportation of the product is done by DATRI.

DATRI facilitates the entire donation process with superior quality and swift turn around time.



• OUR SUCCESS STORIES DONOR TESTIMONIALS •



Kiran Mai Srinija Silaparasetty

*Verification Associate - HSBC
Vizag*

"With just one donation I might not change the whole world, but I definitely changed the world of someone, thanks to DATRI for giving me the most precious opportunity in life."



Essaki Durai

*Field assistant,
Anna University, Chennai*

"You need not help others all the time to be a good person. It depends on the situation in which u help. And that's what I did."



Amandeep Singh Bhutani

New Delhi

The Blood Stem Cell donation which I did, is the most satisfying act I have ever experienced. I was happy, that I was healthy and could do the Blood Stem Cell Donation, when the patient was in need.



Rany Scaria

*Customer Service Executive,
Spicejet, Cochin Airport*

"The scary thought of "This could happen to anybody" gave me a new perspective to life. If I would be prepared to receive an organ transplant, or a blood transfusion for my health condition, then I should be generous enough to give too... If all of us have the same thought, it would definitely make a huge difference in a lot of patient's life."

• DONOR-RECIPIENT MEETS •

Most of the times we encounter this question of 'Why we do, what we do?', In those cases our Donor Recipient Meets (DRM) are the direct answer for the questions. DATRI conducts DRMs after a year or more post donation with mutual consent of our Donor and Recipient. These meetings stand witnesses for DATRI's cause.

K. Shreemali Balasooriya
(Recipient - Left)



Kanmani
(Donor - Right)

Shreemali Balasooriya is a 7 yr old Srilankan girl who was diagnosed with Thalassemia, while she was 2 months old. She underwent a blood stem cell transplant in 2017 with the Blood Stem Cells donated by Dr Kanmani in Cochin. In 2013, Dr. Kanmani who was then a student of Amrita Vishwa Vidyapeetham registered as a Blood Stem Cell Donor in a camp which was organised by her inspirational Professor, Dr Neeraj. After that day she had safely kept her Donor Registration Card always with her, waiting for her turn. One fine day, her wish did come true through DATRI. All that she knew was, a patient is in need of her help and being a Doctor, she knew the difficulty of finding a HLA match for a Thalassemia patient. Dr. Kanmani is the first woman Blood Stem Cell donor from Kerala.

3-May-2018 | Bangalore

For five-year-old Vanshika Rohra from Mumbai, born with Thalassemia, the saviour came in the form of Dr Shruti Kakkar, a haematologist from Ludhiana. The doctor said that that it was an emotional day for her as she met her recipient. "Being a haematologist, I am dealing with 250 children with major Thalassemic patients in my hospital and I understand their pain. There are many children waiting for the donors to save their lives, and it's about time for people to come forward, register and donate," she added It was quite an emotional moment for Vanshika's parents to have finally met the donor. Vanshika's father said that it was difficult to see his daughter go through painful blood transfusion every month and they were desperately looking for a donor. Mother Jhanvi said, "thank you", was too small a gesture to express her gratitude towards the donor.



Vanshika Rohra (Recipient - Right)

Dr Shruti Kakkar (Donor - Left)

30-Nov-2018 | Bangalore

Prish Jain (Recipient - Left)

Vijay Subramanian (Donor - Right)



Prish Jain from Delhi was diagnosed with Thalassemia Major when he was three month old. Unfortunately, he couldn't find a donor match in his family. But Prish was blessed enough to find an unrelated donor from DATRI. Prish, fortunately found a match in September 2016. Two-year post transplant, Prish along with his parents came to meet the Hero who saved their bundle of Joy's life. Prish's family was brimming with emotions about meeting the donor. Prish' parents were in tears when they met Vijay!

8-May-2018 | Vellore



TOTAL
LIKES
31,362

TOTAL
FOLLOWERS
1,816

TOTAL
FOLLOWERS
494

TOTAL
SUBSCRIBERS
300



• PRESS RELEASES •

Press and Media have always put DATRI under spotlight to support our noble cause. This lifesaving cause has been supported by most of the popular Indian electronic media like NDTV, News 7 and online articles from The Better India. DATRI has also been supported by prominent regional language newspapers like Tamil, English, Malayalam, Telugu, Kannada, Marathi, Bengali, Gujarati.

We thank all the supporters who are directly helping us to reach millions of readers, who may be our potential donors. In this section you will look into the news about DATRI in the form of articles and news coverage.

Times of India - English



Andhra Jyothi - Telugu



Daivik Savera - Hindi



Madhyamam - Malayalam



Dinakaran - Tamil



Punjab Lagran - Punjabi



◆ PROFIT & LOSS ◆

DATRI BLOOD STEM CELL DONORS REGISTRY INCOME AND EXPENDITURE A/C FOR THE YEAR ENDED 31ST MARCH, 2019

Particulars	Note No.	For the Period 2018-2019 (Rs)	For the Period 2017-2018 (Rs)
INCOME			
Donations/Reimbursements Received	2.10	196,683,459	147,198,851
Other Income	2.11	644,383	465,606
Total Income (I)		197,327,842	147,664,457
EXPENSES			
Employee Benefit Expenses	2.12	39,547,927	28,723,905
Depreciation and Amortization expenses	2.13	2,758,881	2,987,163
Other Expenses	2.14	191,818,575	316,671,788
Total Expenses (II)		234,125,382	348,382,856
Excess of Expenditure over Income before Tax (I-II)		(36,797,540)	(200,718,399)
Tax Expenses		0	0
Current Tax		0	0
Deferred Tax		0	0
Total Tax Expenses Excess of Expenditure over Income After Tax		(36,797,540)	(200,718,399)
Significant Accounting Policies & Notes Forming part of Accounts		1 & 2	
For and on behalf of Board of Directors As per our report of even date For Velu & Co Chartered Accountants Firm Reg. No: 0045895			
Dr.Nezih Vahid Cereb Director	Raghu Rajagopal Director	S. Jambu Mahadevan Partner	
DIN No : 01451283	DIN No : 02027127	M.No:204315	

THE FINANCIALS & THE AUDITOR'S REPORT

◆ BALANCE SHEET ◆

DATRI BLOOD STEM CELL DONORS REGISTRY BALANCE SHEET AS AT 31ST MARCH, 2019

Particulars	Note No.	As At 31.03.2019 (Rs)	As At 31.03.2019 (Rs)
I. EQUITY AND LIABILITIES			
(1) Shareholder's Funds			
(a) Reserves and Surplus	2.1	(519,933,288)	(483,135,748)
(2) Current Liabilities			
(a) Trade & Other Payables	2.2	576,291,198	525,155,788
(b) Other Current Liabilities	2.3	682,610	1,256,338
(c) Short Term Provisions	2.4	4,081,772	2,388,620
Total Equity & Liabilities		61,122,291	45,664,998
II.ASSETS			
(1) Non-Current Assets			
(a) Fixed Assets	2.5		
(i) Tangible Asset		5,867,155	7,026,581
(ii) Intangible Asset		1,371,438	706,737
(2) Current Assets			
(a) Trade & other receivables	2.6	31,355,101	25,650,228
(b) Cash and cash equivalents	2.7	15,808,748	9,075,107
(c) Short-term loans and advances	2.8	6,339,229	3,206,345
(d) Prepaid expenses	2.9	380,620	0
Total Assets		61,122,291	45,664,998
Significant Accounting Policies & Notes Forming part of Accounts		1 & 2	
<p>For and on behalf of Board of Directors As per our report of even date For Velu & Co Chartered Accountants Firm Reg. No: 0045895</p> <p>Dr.Nezih Vahid Cereb Director</p> <p>Raghu Rajagopal Director</p> <p>S. Jambu Mahadevan Partner</p> <p>DIN No : 01451283</p> <p>DIN No : 02027127</p> <p>M.No:204315</p>			



Light up a life
in 2018-19

₹99,207/-



Cycle to Gift a Life
in 2018-19

₹546,066/-



Corporate donations
in 2018-19

₹116,12,044



Individual Donations
in 2018-19

₹24,79,475/-

• AWARDS & RECOGNITION •



Team DATRI met Lt. Governor Dr. Kiran Bedi at Raj Nivas Pondicherry – October 2018



Sanjay Gandhi Postgraduate Institute of Medical Sciences – Lucknow, felicitating DATRI



DATRI won the NGO Awards in Dec 2018

• AWARDS & RECOGNITION •



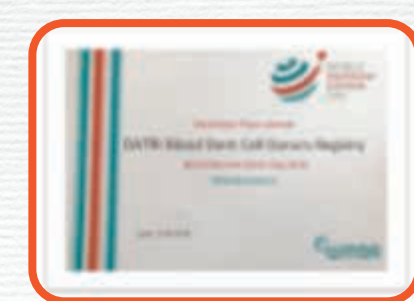
Platinum Certification by Guidestar India
Awarded to only 8 NGOs in Health Sector.



Guidestar India Transparency Key
Awarded in 2016



Best Healthcare NGO 2017
(Awarded by World CSR Congress)



WMDD Incentive Prize 2016
Awarded by WMDA for organizing effective awareness events across the country



Best Healthcare NGO 2018
(Awarded by World CSR Congress)



Mr. Raghu Rajagopal, Co-Founder & Director DATRI

Awarded 'Distinguished Alumnus Award 2017 for public life/social entrepreneurship by BITS Pilani
Raghu is also the recipient of CSR leadership Award 2018 in Social Entrepreneurship.



SUPPORT THE CAUSE

• REGISTER •

Blood cancer and thalassemia are words that have the force to unsettle even the strongest and bravest. It is not just the diagnosis of the disease, but also the social perception and lack of awareness about its treatment which makes it difficult for the patient to overcome the disease. An unrelated blood stem cell transplant is the only cure for such disorders. A HLA matched donor is required for the Blood Stem Cell/Bone Marrow donation.

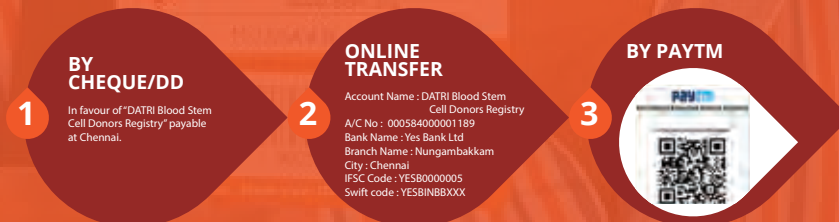
A patient has 25% chance of finding a donor from within the family. Majority of the patients have to depend on unrelated blood stem cell donors. Take the first step. Register yourself as a potential Blood Stem Cell Donor.

• DONATE •

Funding for DATRI is essential to support HLA typing cost.

You can support our lifesaving cause with monetary donations, which will be exempted from tax under 80G. Each Blood Stem Cell Donor registration costs ₹1800. Not all donors may have the capacity to bear this cost. You could sponsor such donors and contribute towards our lifesaving mission.

DATRI is eligible for CSR funds under the Schedule Seven of the CSR Act. Corporates can support us through their CSR initiatives.



• VOLUNTEER •

At DATRI, there is a role to suit everyone from,

Creating awareness
Fundraising
Inspiring people to join our registry &
Supporting at donor drives and events.

We can do it only with your support. You can join along with thousands of volunteers who have selflessly given their time, talent and efforts to support our life-saving mission. DATRI conducts awareness camps and donor drives across the country.



END NOTE

DATRI is very proud about striving to serve the best for our patients. In our journey, we would like to thank our Donors, Doctors, Medical Support Staff, Recipients and Volunteers who have been our pillar of support.



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