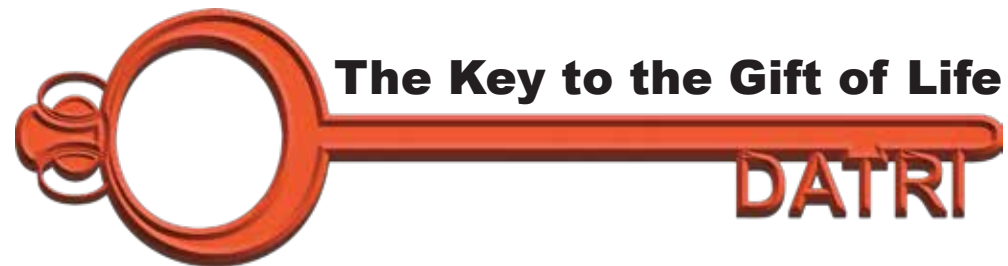




ACT NOW. GIFT A LIFE.
www.datri.org

ANNUAL REPORT



NOTE FROM OUR CHAIRPERSON

Dear Friends,

I am happy to connect with you through our Annual Report for the year 2023-24. This report is a testament to the unwavering dedication and collective efforts of everyone who is part of DATRI's journey.

This year with your support, we have made significant strides in our mission to save lives. We have successfully crossed 1,327 life-saving donations, each one a beacon of hope for individuals battling blood cancer or blood disorders. Our donor registry continues to grow, now surpassing 5,54,840 registrations. This incredible achievement highlights the generosity and commitment of our donors, whose selfless acts are the backbone of our efforts.

This year we have focused on enhancing our awareness campaigns and educational programs, ensuring that more people understand the importance of stem cell donation and how they can contribute to saving lives. Our outreach efforts have been bolstered by the enthusiastic participation of volunteers, colleges, and community groups, who have tirelessly worked to spread our message.

As we look ahead, we are committed to achieving even greater heights, guided by the vision of a world free of blood cancer and blood disorders.

Thank you for being an indispensable part of our journey.



Dr. Nezh Cereb
Co-founder & Chairperson
DATRI Blood Stem Cell Donors Registry



NOTE FROM OUR CFO

Dear DATRI Supporters,

It gives me immense joy to reach out to you once again to reiterate our gratitude for your support and wishes in our journey to gift lives. DATRI's achievements this year would not have been possible without your invaluable contributions.

Every time a donation happens, I say to myself, "we have made it," and I am reminded of the thousands of supporters who made it possible. Your support is the key that unlocks a world of hope and joy for patients battling blood cancer and blood disorders. Each donation makes a profound difference in the lives of these patients and their families. Every donation tells a powerful story, and every donor who steps forward is part of this transformative journey.

In this year's Annual Report, we introduce the image of a key that symbolizes DATRI's work. The key represents how we unlock a world of hope and joy for patients seeking a matching donor.



We will continue to bank on your support and generosity in our shared mission to save lives. Together, we can make a difference in many lives.

Warm Regards,

Claudia Rutt
Chief Financial Officer
DATRI Blood Stem Cell Donors Registry





**Dr. Nezh Cereb,
Co-Founder & Chairperson**



**Dr. Soo Young Yang,
Co-Founder & Director**



**Nagarajan Sridharan,
Director**

NOTE FROM OUR MEDICAL DIRECTOR

Dear Readers,

Reflecting on yet another remarkable year with DATRI, I am filled with immense pride and joy. Our collective journey to combat blood cancer and disorders continues to bring hope and life to countless patients.

As a Medical Director, it is profoundly rewarding to see the tangible impact of our work—patients receiving the gift of life, families finding solace and communities coming together in support. Our team's dedication and the unwavering support from our donors and partners have been instrumental in these achievements.

In the upcoming year, I am optimistic that we will continue to make a difference.

Wishing DATRI continued success and growth.

Dr Jose Easow
MBBS., AB (Int Med),
AB (Med Onc), AB (Hem).



CONTENT

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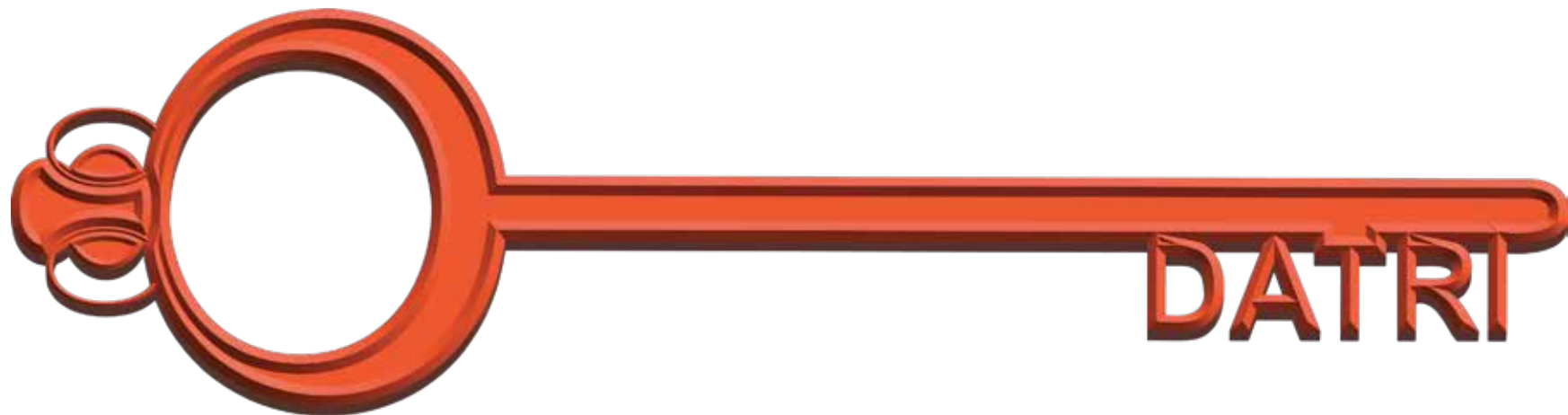
THE KEY TO THE GIFT OF LIFE: UNVEILING DATRI'S ANNUAL JOURNEY

The theme of this year's DATRI Annual Report, "The Key to the Gift of Life," captures the essence of our mission and the profound impact we've had over the past year. The key, a universal symbol of unlocking new opportunities and beginnings, serves as the central motif of this report. It represents the transformative power of life-saving stem cell donations and the brighter future DATRI provides to patients in need.

Throughout this report, the key will not merely serve as a static emblem but will act as a virtual guide, unlocking the most significant milestones, heartwarming success stories, and impactful moments of our journey. From donor registrations to fundraising efforts, each page will highlight our unwavering commitment and achievements in transforming lives through stem cell donations.

In our 15th year of operation, as documented in a special one-pager by our CFO, Claudia Rutt, we reflect on our growth and the incredible journey that has brought us here. This theme and its symbolic key serve to deepen our stakeholders' understanding of our mission, guiding them through our lifesaving efforts and celebrating the successes that have defined this pivotal year.

Through "The Key to the Gift of Life," we aim to share an engaging and insightful narrative of DATRI's achievements, emphasizing our role as the key to unlocking a brighter, healthier future for those in need. Together, with the support of our donors, volunteers, and partners, we continue to open doors to life-saving opportunities, one key at a time.



15 YEARS OF LIFESAVING JOURNEY

“The journey of a thousand miles begins with a single step.” – Lao Tzu

15^{years} ANNIVERSARY
A Journey of Saving Lives

In March 2024, DATRI proudly celebrated 15 years of saving lives. Each year has been a stepping stone in our mission, impacting thousands of individuals and their families.

Our journey began humbly in 2009 with a small office in Chennai and just two employees. The initial days were challenging, marked by bureaucratic hurdles and low awareness about stem cell donation in India. However, a breakthrough came in 2011 with our first successful collection. Our first donor, Ajith Kumar, traveled from Bhubaneswar to Chennai for the stem cell donation, which took place at Apollo Hospital. The recipient, Akbar Sahal, received the transplant at CMC, Vellore. Lakshmi, one of our first employees, reminisces, “It was an emotional moment for all of us when we were told that the donation was successful.”

By 2015, we celebrated our 100th donation. Despite facing challenges like the Chennai and Kerala floods, we continued to set new benchmarks. This year, we made 209 donations and surpassed 5 lakh donors in our registry. Our biggest test came with the COVID-19 pandemic, which posed unprecedented challenges. Nevertheless, we persevered, reaching a milestone of 1,000 donations by July 2022.

Reflecting on our 15-year journey, we are overwhelmed with gratitude for the support we've received, which drives us to keep going further. Our annual report, "The Key to the Gift of Life," beautifully encapsulates this journey. We believe and we hold the key to a brighter future, committed to unlocking the gift of life for those who need it most.

Claudia Rutt
Chief Financial Officer
DATRI Blood Stem Cell Donors Registry



DONOR RECRUITMENT & DRIVES

"Unlocking Life: Empowering Donors to Fuel Our Mission."

At DATRI, we take great pride in our community of donors who share our commitment to saving lives. We actively strive to inspire and recruit individuals to join our registry, becoming critical lifelines for patients battling blood cancer and blood disorders.



In our relentless pursuit to expand our network, we organized 541 registration drives across the country, and by March 31, 2024 we have registered 33,900 potential donors in our registry. These efforts highlight our dedication to growing our base of lifesavers and making significant progress in the fight against blood cancer. With the continued support of our dedicated donors, we are advancing our mission and bringing hope to those in need.



DONORS' VOICES

"The Key to Transforming Lives."

Blood stem cell donors are the lifeline of DATRI's lifesaving work. Their selfless contributions make a profound impact on the lives of those battling blood cancer and blood disorders. By stepping forward to donate, they offer hope and a chance at life to patients in need. DATRI deeply values and appreciates each donor's dedication and generosity, recognizing that their willingness to give is at the heart of our mission.



"I registered during my college years and often wondered if I would ever be lucky enough to be a match. When I heard from DATRI that I was, I was overjoyed. I am forever grateful for being chosen to save someone's life, and it would not have been possible without the amazing work of DATRI."

Sahaj Chawla
Blood stem cell donor.



"When DATRI informed me that I was a match for a child suffering from blood cancer, my first thought was that this child deserves to live life to the fullest. I immediately said, 'YES, I will donate.' I am so happy that I got the opportunity to give a child the beautiful gift of life. Now, I proudly say to everyone that I am a lifesaver and flaunt my DATRI donor ID card with pride. No words can express the immense joy you experience as a lifesaver. I continue to encourage everyone to register as a stem cell donor as a way to give back to DATRI."

Kalyan kumar
Blood stem cell donor.



"I had registered in a drive, Some time later, DATRI informed me that I was a match for a child. I was so very happy that I could be a lifesaver. I cherish the joy of being a donor, and meeting my recipient just reinforced that life is beautiful. Be a changemaker."

Meghana
Blood stem cell donor.



DONOR RECIPIENT MEET

"Unlocking Life: Connections Forged at the Donor Recipient Meet."

The Donor Recipient Meet (DRM) is a poignant manifestation of our mission, showcasing the real-life impact of our work. This event provides patients the opportunity to meet their lifesavers, bringing to life the essence of "The Key to the Gift of Life." Each meeting is a testament to the doors opened and the futures unlocked through the generosity of our donors.

On September 27th, 2023, DATRI, in partnership with The Kiran Super Speciality Hospital in Surat, organized a DRM where two donors met their recipients one year after the transplant. This event highlighted the profound connections forged through the act of donation and the lifelines extended to those in desperate need.

Dr. Mehul Panchal, Director of Medical Services at Kiran Super Specialty Hospital, expressed his joy in witnessing patients recover from life-threatening diseases. He emphasized the crucial role DATRI plays in transforming the lives of those battling blood cancer and blood disorders.

It was an emotional moment when **Aman Goel and his wife Ruby Goel** were overcome with joy and gratitude upon meeting their son **Advik Goel's** lifesaver, **Kalpeshbhai**. They humbly said, "God has sent you as our son's savior. No words are enough to thank you." This heartfelt encounter is a perfect example of how DATRI unlocks the gift of life, one key at a time.

The second donor, Nimesh, who gave a second chance at life to Anav Agarwal, shared his experience: "I did not hesitate for a moment to donate and felt I am not losing anything but saving a precious life." His words resonate with the central motif of our annual report, reminding us all of the power we hold to unlock new futures for those in need.

Through events like the Donor Recipient Meet, DATRI continues to demonstrate the profound impact of our mission. Each story shared, each life saved, and each connection made represents a key unlocking the gift of life for those in need.



CORPORATE PARTNERSHIPS

“Key to Enhancing the Gift of Life.”

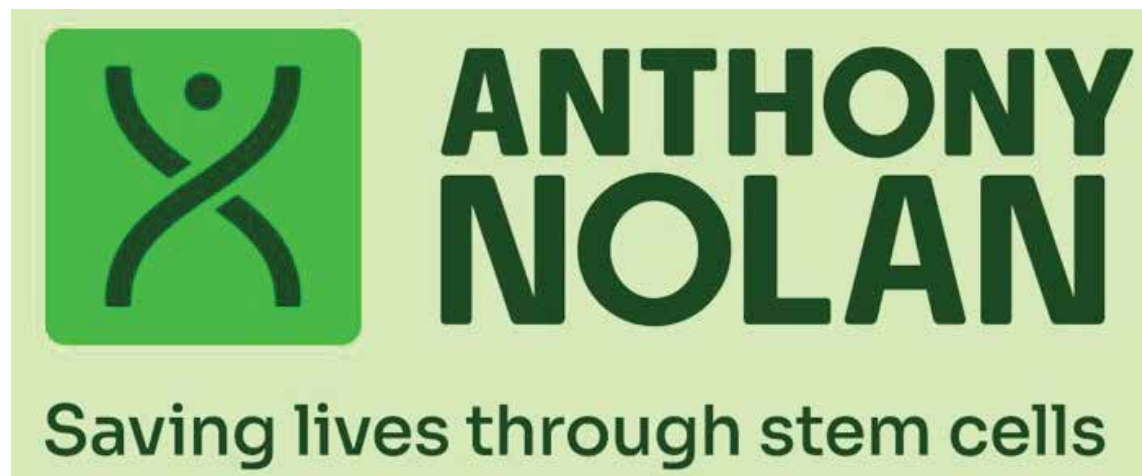
Corporate support remains a cornerstone of DATRI’s mission, enabling us to advance our lifesaving work and broaden our impact. This year, we have seen tremendous support from our corporate partners, which has been crucial in funding our donor recruitment drives and expanding our registry. The contributions have empowered us to recruit 33,900 new potential donors and raise Rs 70,57,693.

These financial contributions are essential for covering the costs associated with donor recruitment, Human Leukocyte Antigen (HLA) typing, and operational expenses. The support from our corporate partners allows us to sustain and grow our efforts, ensuring that we can continue our vital work.

We look forward, to deepen our existing partnerships and explore new opportunities for collaboration. Together with your support, we will continue to strive toward our shared goal of saving lives and offering hope to those in need.



ANTHONY NOLAN AND DATRI COLLABORATION: ENHANCING DONOR DIVERSITY THROUGH INTERNATIONAL PARTNERSHIP



In 2023, DATRI, India's largest stem cell donor registry, joined Anthony Nolan, a leading UK registry, in a study to address the urgent need for greater donor diversity. With the British Asian population making up approximately 8% of UK, there was a pressing need to expand beyond local recruitment to meet the needs of patients from minority ethnic backgrounds.

This pilot study focuses on recruiting 10,000 new donors over three years, leveraging DATRI's extensive registry of nearly 550,000 donors. Through detailed analysis, key regions in India were identified, including Haryana, Rajasthan, Madhya Pradesh, Punjab and Delhi, which share similar HLA profiles with UK South Asian patients. These regions are now the focus of recruitment efforts.

In the first year of the study (June 2023 - December 2023), DATRI successfully recruited and typed approximately 3,000 donors from Rajasthan, Delhi, Punjab and Gujarat. Impressively, 67% of these donors had new HLA types for the DATRI registry, and 11% had rare phenotypes. Early success is evident, with four donors from Rajasthan already making life-saving domestic donations and 11 international patients having matched donors in the process of donation, underscoring the study's potential impact.

This collaboration not only enhances donor diversity but also sets a global precedent for how international partnerships can improve patient outcomes. By combining Anthony Nolan's expertise and DATRI's local recruitment infrastructure, this initiative is making a significant difference in the lives of patients worldwide.

VOLUNTEER TESTIMONIALS

"Key to Unlocking the Gift of Life Through Dedication."

Volunteers at DATRI have been a steadfast pillar of support, playing a crucial role in our lifesaving mission. Their dedication goes beyond merely giving their time; they come with a deep-seated will to make a difference in the lives of patients suffering from blood cancer and blood disorders. Each volunteer brings not only their skills and energy but also their heartfelt commitment to our cause. Their support extends from being part of donor recruitment drives, participating in workshops and engaging with communities to spread the message of blood stem cell donation. The impact of their work is profound, as they help bridge the gap between patients in need and potential donors.



"As a volunteer, running for DATRI in the Mumbai Marathon was a privilege and a way to leverage my abilities to support a cause close to my heart. Seeing the impact of blood stem cell donations firsthand drives me to continue raising awareness and encouraging others to register as donors."

Abhijeet Prabhu

"Over the past five years, my journey with DATRI has transformed my life. Conducting awareness sessions on blood stem cell donation has shown me the profound impact we can have on those battling blood cancer. DATRI's mission inspires me to reach even more audiences and spread hope through the power of donation."

Sai Prasad

"Volunteering with DATRI has been a fulfilling experience that goes beyond my academic pursuits. Contributing to a cause that unites people from all backgrounds brings me deep contentment. Participating in drives like the Terry Fox Run and witnessing the impact of our collective efforts is truly transformative."

Priyadarshini



SOCIAL MEDIA

“Key to Elevating the Gift of Life.”

Social media has played a pivotal role in amplifying DATRI's lifesaving work, allowing us to stay connected with donors, corporates, patients, healthcare professionals, and people from all walks of life. Through various platforms, we have been able to share inspiring stories, crucial updates, and educational content that raise awareness about blood stem cell donation.

The feedback and engagement we receive on social media are invaluable, as they help us understand the needs and sentiments of our community, driving us to improve and expand our efforts. We are grateful for the support and interactions that continue to strengthen our mission and bring hope to those in need.



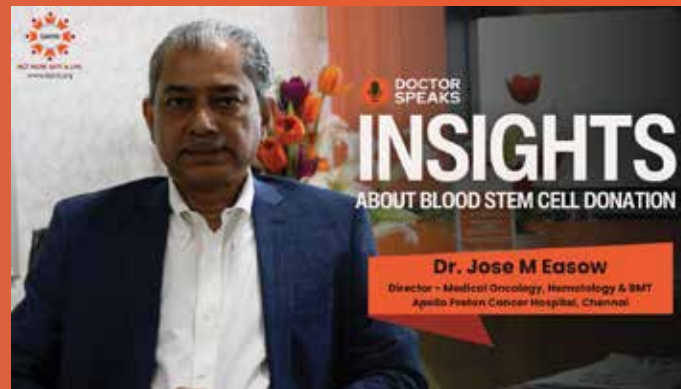
DOCTOR SPEAK



In conversation with Dr. Dinesh Bhurani
<https://www.youtube.com/watch?v=WvyOS7S3hz8>



In conversation with Dr. Revathi Raj
www.youtube.com/watch?v=n46lknYGm58



In conversation with Dr. Jose M Easow
www.youtube.com/watch?v=U4vwMktzxbg&list=PLGuDD_dqxs2BR-Wf0EqAqtB8lezb2D9dk&index=38&t=2s

INFLUENCER POSTS



Influencer : Yasmin Allabakash
Reach in Instagram : 3,11,130
Views in Instagram : 1,77,653



Influencer: Nandana
Reach in Instagram : 73,493
Engagement in Instagram : 25,629

EVENTS

Unlocking the Gift of Life Through Meaningful Events."

World Marrow Donor Day Activity

To celebrate World Marrow Donor Day, DATRI launched a heartfelt initiative to honor our stem cell donors. Our employees crafted personalized, handcrafted gifts, which were presented to donors who contributed their stem cells from September to October. The process involved creating unique gifts within a tight deadline, adding a personal touch to express our gratitude. These gifts were showcased to a jury of donors, doctors, and journalists, and then given to donors along with videos highlighting the creative effort behind them. This initiative deepened our connection with donors and highlighted the value of their life-saving contributions.

Terry Fox Run 2023

DATRI participated in the Terry Fox Run 2023 an annual charity event conducted across 600 cities in 53 countries. DATRI participated in the run roping in supporters, volunteers, to be part of this event. 101 potential donors registered with DATRI at the event held in Chennai on October 1st, 2023 Thank you donors for registering with DATRI.

Tata Mumbai Marathon Participation

At the Tata Mumbai Marathon, DATRI's presence was marked by the inspiring efforts of its volunteers. Abhijeet Prabhu, a dedicated athlete and long-time DATRI volunteer, ran with a commitment to raise awareness for stem cell donation, reflecting his deep passion for the cause. His participation underscored his belief in DATRI as a beacon of hope for those battling blood cancer. Alongside him, Harish Vijayan, another devoted athlete and volunteer, took on the marathon to raise crucial funds for DATRI's life-saving initiatives. Both Abhijeet and Harish exemplify how dedication and athleticism can powerfully support DATRI's mission, turning every step into a stride towards saving lives.

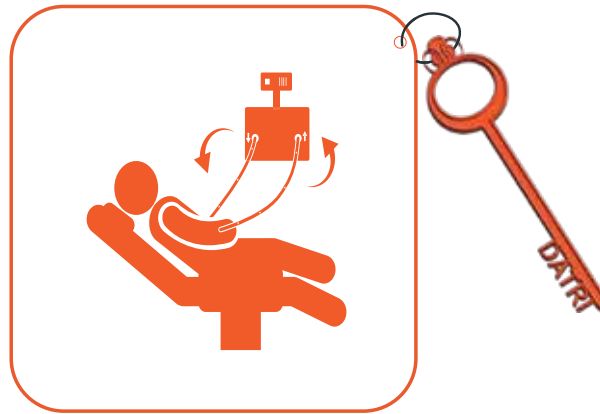


NUMBER THAT MATTERS



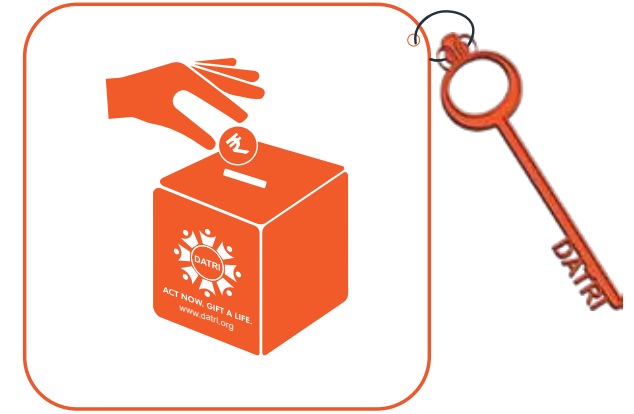
33,900

Donor Registrations



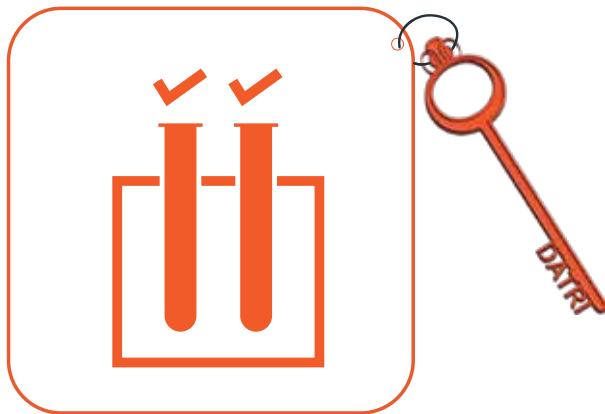
209

Blood Stem Cell Donations



Rs.94,44,174

Funds Raised



371

Verification Typings



256

Infectious Disease Markers



375

Active volunteers

FINANCIAL REPORT 2023 - 2024


Throughout its journey, our organization has facilitated over 1,450 transplants in collaboration with more than 100 transplant centers and international registries. A significant portion of the fee reimbursements from these centers is allocated to essential expenses, including medical tests for donors—such as IDMs and G-CSF—as well as follow-up care and operational costs. Unfortunately, rising costs and inflation limit our available funds for crucial awareness campaigns and donor registrations.

While we actively manage costs to address these challenges, financial contributions from donors are vital for expanding our donor base.


In recent years, our efforts to build partnerships with like-minded sponsors have led to an increase in monetary donations. However, to maintain and enhance this momentum, we continually seek more sponsors to join our mission. Additionally, ethnicity plays a critical role in finding matched donors—the more diverse and extensive our donor base, the higher the likelihood of identifying suitable matches for patients in need.

DATRI BLOOD STEM CELL DONORS REGISTRY			
INCOME AND EXPENDITURE A/C FOR THE YEAR ENDED 31ST MARCH, 2024			
(All amounts are in Rupees Thousands unless otherwise stated)			
Particulars	Note No.	For the Period 2023-2024 (Rs)	For the Period 2022-2023 (Rs)
INCOME			
Donations/Reimbursements Received	2.11	2,20,760.79	1,85,815.97
Interest Income	2.12	1,968.76	2,240.75
Other Income		703.99	814.69
Total Income (I)		2,23,433.54	1,88,871.42
EXPENSES			
Employee Benefit Expenses	2.13	59,562.46	49,726.43
Depreciation and Amortization expenses	2.14	1,093.13	1,589.75
Other Expenses	2.15	1,66,681.91	1,63,599.16
Total Expenses (II)		2,27,337.50	2,14,915.33
Excess of Income over Expenditure before Tax (I-II)		(3,903.96)	(26,043.91)
Tax Expenses			
Current Tax			
Deferred Tax			
Total Tax Expenses			
Excess of Expenditure over Income After Tax		(3,903.96)	(26,043.91)
Significant Accounting Policies & Notes Forming part of Accounts	1&2		

<p>For and on behalf of Board of Directors</p> <p><i>Nezih Cereb</i> Dr. Nezhah Vahid Cereb Director DIN No : 01451283</p> <p><i>S. Nagarajan</i> S. Nagarajan Director DIN No : 07550128</p>	<p>As per our report of even date For Velu & Co Chartered Accountants Firm Reg. No: 004589S</p> <p><i>S. Jambu Mahadevan</i> S. Jambu Mahadevan M.No:204315 UDIN: 24204315 BKHCBM3288</p>
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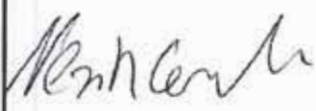
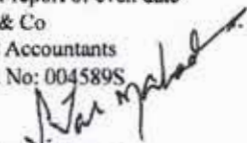
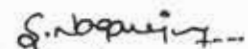



Place: CHENNAI
Date: 05-09-2024



Therefore, we appeal to more individuals to register as donors and invite additional sponsors to support our life-saving mission.

Together, let's unite in our commitment to saving lives. Join us in this important endeavor.

DATRI BLOOD STEM CELL DONORS REGISTRY			
BALANCE SHEET AS AT 31ST MARCH, 2024			
(All amounts are in Rupees Thousands unless otherwise stated)			
Particulars	Note No.	As at 31-03-2024 (Rs)	As at 03-2023 (Rs)
I. EQUITY AND LIABILITIES			
(1) Shareholder's Funds			
(a) Reserves and Surplus	2.1	(5,88,667.97)	(5,84,764.01)
(2) Non Current Liabilities			
(a) Long Term Provisions	2.2	3,232.24	2,776.04
(3) Current Liabilities			
(a) Trade & Other Payables	2.3	6,75,343.72	6,42,636.00
(b) Other Current Liabilities	2.4	3,754.42	1,119.67
(c) Short Term Provisions	2.5	1,377.23	883.97
Total Equity & Liabilities		95,039.64	62,651.67
II. ASSETS			
(1) Non-Current Assets			
(a) Property, plant & equipment and Intangible asset			
(i) Property, Plant and Equipment	2.6	1,947.93	2,412.22
(ii) Intangible Asset		319.73	414.69
(b) Other Non Current Assets	2.7	6,701.00	2,871.08
(2) Current Assets			
(a) Trade & other receivables	2.8	18,794.65	13,031.17
(b) Cash and cash equivalents	2.9	56,876.65	37,338.28
(c) Short-term loans and advances	2.10	10,399.68	6,584.24
Total Assets		95,039.64	62,651.67
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	
Dr. Nezhah Vahid Cereb		Chartered Accountants	
Director		Firm Reg. No: 004589S	
DIN No : 01451283			
			
S. Nagarajan			
Director		S. Jambu Mahadevan	
DIN No : 07550128		M.No:204315	
Place: CHENNAI		UDIN: 24204315BKHCBM3266	
Date: 05-09-2024			



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 endeavours.

Integrity



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 are in need of 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 volunteer enrollment for stem cell donation.

Transparency



To create openness and transparency in all our interactions & processes.

YOUR SUPPORT

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 most often the only cure for such disorders.

A patient only has a 25% chance of finding a donor from within the family. Majority of the patients have to depend on an unrelated blood stem cell donor. The probability of finding an unrelated matched donor is 1 in 10,000 to 1 in over a million. You could say that 1 in a million match is for someone who is gripping on to their life at the edge with hope.

Take the first step. Register (www.datri.org/join) yourself as a potential Bone Marrow (or) Peripheral Blood Stem Cell. We can do it only with your support. Join along with thousands of volunteers who selflessly give their time, talent, and effort to support our life-saving mission.

CORPORATE DRIVE

You can be part of DATRI's lifesaving mission by helping us to conduct donor recruitment drives in your corporate and sponsor your employee registration. All corporate donations are exempted under 80 G.

SPONSOR DONORS

- DATRI is a non-profit organization that recruits unrelated donors who have taken the first step to save a life.
- Funding for DATRI is required to support HLA typing cost.
- In case you cannot register as a donor for some reason, you still can support our lifesaving cause with a money donation which will be exempted from tax under 80G. Each registration costs Rs 1800. Not all donors may have the capacity to bear this cost. You could sponsor such donors and contribute towards gifting lives.



**SCAN TO
REGISTER**



**SCAN AND
DONATE**

DATRI Blood Stem Cell Donors Registry

Module No. 1207 & 1208, 12th Floor Ticel Bio Park - Phase II,
CSIR Road, Taramani, Chennai - 600 113,
Tamilnadu, India.

www.datri.org | info@datri.org
Call us: +91 73057 91999 (Toll free)