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MANAGEMENT DESK

Dear Team,

As we approach the end of 2024, it's a time to reflect on the collective efforts we've made towards our mission of saving lives. This year, we have achieved 173 collections against our target of 270 and have registered 30,234 potential donors out of 74,930. While there is room to grow, every action we've taken has laid the foundation for future progress.

Moving forward, it's essential for us to redouble our efforts in raising awareness within communities, increasing registrations of potential donors, and facilitating life-saving transplants. Each step, no matter how small, brings us closer to creating a world where no patient waits in despair for a stem cell match.

In this edition of our newsletter, you'll find stories from our team members showcasing their commitment to creating awareness, overcoming challenges, and raising funds. These stories highlight the resilience and dedication required to navigate obstacles, as well as the fulfilling moments that come from enabling life-saving donations - both within and outside our organization.

Let these experiences inspire us to continue striving for excellence as we prepare for the year ahead. On behalf of the management team, thank you for your hard work and dedication throughout 2024. Together, let's take pride in our efforts and step into 2025 with renewed energy and purpose.

Wishing you and your families a joyous and prosperous New Year!

Warm regards,

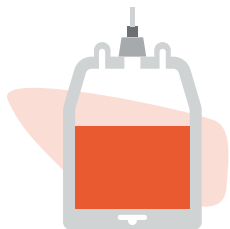
Claudia Rutt
Chief Financial Officer



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NUMBERS THAT MATTER

Collections



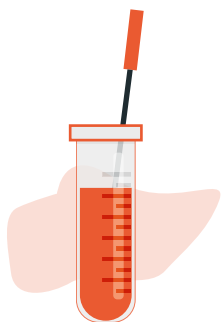
OCT 2024 NOV 2024
15 19

Funds Received



OCT 2024 NOV 2024
₹ 2,32,267 ₹ 11,72,585

Verification Typings



OCT 2024 NOV 2024
33 45

Search Requests



OCT 2024 NOV 2024
301 299

Infectious Disease Markers



OCT 2024 NOV 2024
20 28

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LIFESAVING MISSION ACROSS BORDERS: A TESTAMENT TO COLLABORATION AND INNOVATION

In a remarkable display of teamwork and ingenuity, the DATRI team successfully completed a life-saving mission involving a donor from DATRI donating his stem cells in Germany as he currently lives there. This exceptional accomplishment underscored the organization's unwavering commitment to saving lives, transcending borders and challenges. Here's a glimpse into this inspiring journey:

The Urgent Call:

The mission commenced when Jackulin received an urgent request for a DATRI donor workup who lives at the moment in Germany. Acting swiftly, the team initiated a series of strategic actions to ensure a seamless process for both the donor and recipient.

Breaking New Ground & Overcoming Challenges:

- **Cross-Team Coordination via Zoom:** A Zoom call facilitated by Mr. Krishnan between the Cellex and DATRI teams fostered a deeper understanding of cross-country protocols. This collaboration led to a standardized and streamlined approach, driving the process forward effectively.
- **Navigating Time Zones:** Meticulous planning overcame the complexities of coordinating across different time zones.
- **Triangle Communication:** Effective communication bridged the gaps between the Apheresis Centre in Germany, the donor, and the Transplant Centre in India, ensuring smooth execution despite geographical distances.
- **Policy Alignment:** Germany's processes were different from that of India which required alignment and these differences were clarified, integrating into a successful collection process.
- **Donor Counselling and Availability:** Counselling the donor was a significant challenge, as the process required the donor to take 10 shots of GSF over five days. Thanks to Mr. Krishnan's efforts, the donor's availability and commitment were ensured, paving the way for a successful donation.
- **Efficient Coordination:** The diligence of the team, including Mr. Krishnan, Jackulin, and Deepu, ensured smooth handling of logistics. This included managing extensive paperwork and obtaining cross-border approvals, all within a critical timeline.
- **On-Ground Support and Donor Recognition:** Claudia provided vital on-ground support by staying with the DATRI donor during critical procedures, ensuring his safety throughout the process. Additionally, a certificate recognizing the donor's contribution was arranged, which was handed over to him by Claudia.

A Triumph of Teamwork

Completed in just 20 days, this mission was a testament to the relentless dedication of Krishnan, Deepu, and Jackulin. Claudia, based in Germany, played a pivotal role in managing and coordinating every detail, ensuring success at every step.

DATRI's unwavering commitment to its mission of saving lives continues to break barriers and set new benchmarks. This experience has also paved the way for new processes in cross-border collections, ensuring even greater efficiency in future endeavors without compromising on the quality and standards of care.

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TURNING STRUGGLES INTO HOPE

Athulya's efforts that led to the registration of 5,000 potential stem cell donors in just 4 months.

Athulya's dedication and relentless efforts have left an indelible mark in the fight against blood cancer. Her journey began with a call for help from a patient family (name not revealed as requested by the patient). Diagnosed with leukemia in 2023, the patient approached DATRI in 2024 urgently needing a stem cell transplant.

The global donor search revealed only one 10/10 match, but the donor was untraceable—once again underscoring the importance of maintaining updated contact details in the donor registry. It was later discovered that the match was the patient herself. The next best option was an 8/10 match, making the situation critical. The family faced numerous challenges, including logistical hurdles in testing her brother, a potential half-match living abroad.

Athulya's Leadership and Determination

In this challenging scenario, Athulya stepped in and spearheaded a campaign to organize donor recruitment drives in Kerala, the patient's native state. Despite the family's limited local support and hesitancy to seek help, Athulya took the initiative to connect with potential organizers and coordinate drives.

When leads in Kochi didn't materialize, Athulya suggested starting with the patient's alma mater. This became a turning point, as the college's NSS



coordinator, batch mates, and professors stepped forward to help. Building on this success, Athulya tirelessly pursued additional leads and collaborated with ongoing initiatives like Rudhirasena, an NSS program covering 150 campuses.

Overcoming Challenges

Athulya faced numerous hurdles, including limited permissions due to the family's privacy preferences. She creatively organized general drives while keeping the patient's urgency and privacy in mind. Coordinating logistics, securing permissions, and ensuring timely shipments of donor samples required meticulous planning and immense effort from her and her team.

The Impact

Between July and October 2024, Athulya successfully organized 25 donor drives and registered over 5,000 potential donors. While no match was found for the patient, she underwent a haploidentical transplant with her brother and is now recovering well.

The drives initiated by Athulya have already identified matches for five other patients, proving the far-reaching impact of her efforts. The patient, while unable to find a match herself, was immensely happy knowing that her situation helped others in need—a testament to the power of unity and determination in saving lives.

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HIGHLIGHTS FROM DATRI'S RECENT EVENT PARTICIPATION

1) DATRI at the India CSR Summit 2024 by Bindiya Sawhney - National Operations Head - North

With every passing year, the India CSR Summit by CSRBOX and NGOBOX continues to be a beacon of learning, connection, and inspiration. This year, I had the privilege of attending the summit as a delegate representing DATRI, an experience that was both enriching and inspiring.

The event brought together CSR heads, policymakers, NGO representatives, and changemakers from diverse fields. It was a dynamic platform for networking, knowledge exchange, and collaboration. From insightful talks and seminars to impactful panel discussions, the summit offered a wealth of opportunities to learn from thought leaders and peers alike.



One of the highlights of such conferences is the chance to amplify the cause we serve. At DATRI, we work tirelessly to address the critical need for a robust Blood Stem Cell Donors registry in India. Despite the growing demand for blood stem cell donors, a lack of awareness often hinders the expansion of the registry base. Events like the India CSR Summit help bridge this gap by enabling meaningful conversations and creating awareness about the life-saving potential of unrelated blood stem cell donations.

Additionally, the summit provided a platform to connect with potential supporters who could play a pivotal role in advancing our mission. I am optimistic that the relationships fostered during this event will be instrumental in shaping a more impactful narrative and, ultimately, saving more lives.

As I reflect on this experience, I am filled with hope and determination to continue working towards a future where every patient in need of a blood stem cell donor finds their match, thanks to a stronger and more informed donor registry in India.

Together, let's make a difference—one life at a time.

2) DATRI at Phocon – 2024

Sumati and Bindiya represented DATRI at the 27th Annual Pediatric Hematology Oncology Conference (Phocon – 2024) in Jammu & Kashmir in the month of November. The event offered a platform to enhance DATRI's visibility, engage with doctors treating cancers, and explore advancements in hematology.



Parallely, Phoscon – Pediatric Hematology Oncology Support Services highlighted the need to support children battling deadly cancers. It created opportunities for advocacy and collaboration to drive meaningful change.

We are optimistic about the connections and learnings from this conference and look forward to leveraging them to further our mission.

If you need any further details of the conference, please reach out to **bindiya.sawhney@datri.org / sumati@datri.org**

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THE IMPORTANCE OF REVISITING YOUR KPI's EARLY

Get a Head Start: Your Year-End Review is Closer Than You Think

With the year-end review just three months away, now is the perfect time to take stock of your Key Performance Indicators (KPIs). Waiting until the last minute can lead to missed opportunities for improvement, while starting today sets you on the path to success.

Here's why early self-assessment is vital and how you can prepare effectively:

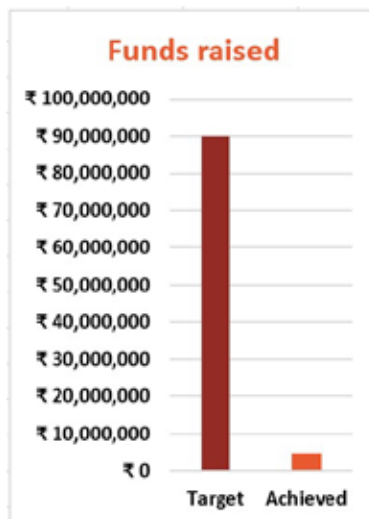
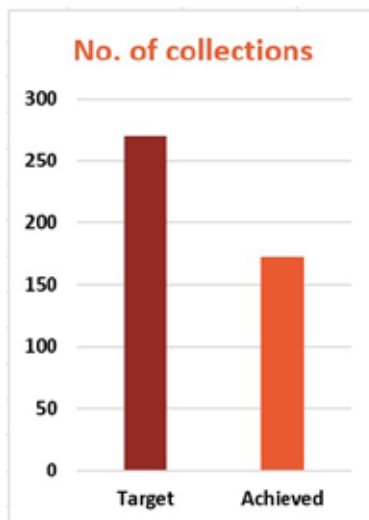
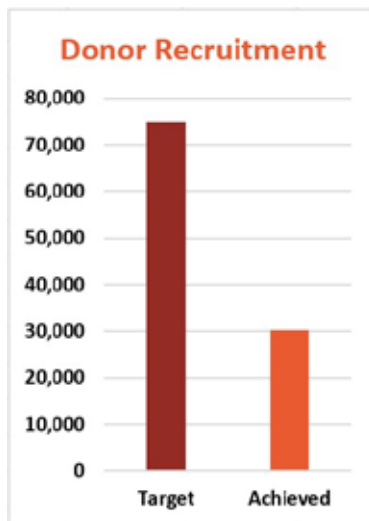
Why Revisiting Your KPIs Early is Essential

- **Stay Ahead of the Curve:** By starting now, you give yourself ample time to identify gaps, realign strategies, and address any roadblocks before the official review.
- **Enhance Year-End Impact:** Reviewing your progress early allows you to prioritize high-impact tasks and finish the year strong, leaving a lasting impression during your review.
- **Proactive Self-Improvement:** Early reflection isn't just about meeting targets; it's about showcasing your commitment to personal and professional growth.
- **Build a Strong Case for Recognition:** Consistently tracking and improving your performance demonstrates accountability and positions you as a proactive team member ready for recognition or advancement.
- **Ask for support:** If you require support, please reach out to your reporting manager at the earliest to avoid last-minute rushes and ensure timely assistance.

Start Today: Your Future Self Will Thank You

The year-end review is not just about evaluating your past—it's an opportunity to shape your future. Starting your self-assessment now helps you approach the review confidently and demonstrates your proactive mindset.

Remember, the best time to reflect and realign was at the start of the year. The next best time is today. Take charge of your success, track your progress, and set yourself up for a stellar year-end review.



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RECAP ON THE CELEBRATION OF LIGHT AT DATRI

This Diwali, we at DATRI embraced the spirit of the festival of lights as a wonderful opportunity to strengthen bonds and foster creativity within our teams. It was a celebration filled with joy, collaboration, and the spark of innovation!

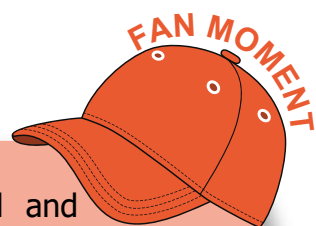
The highlight of our celebration was witnessing different teams come together, blending their ideas and creativity to celebrate the essence of Diwali. The festivities included a vibrant Rangoli Competition, where teams beautifully expressed their thoughts and emotions using colors and patterns. Adding a touch of glamour to the celebration was the Ramp Walk, where teams showcased their unique interpretations of the festival with enthusiasm and flair.

These activities reflected not just the festive spirit but also the unity, creativity, and mutual appreciation that define our workplace culture. It was heartening to see everyone actively participate and bring their ideas to life, creating a memorable celebration for all.

A heartfelt thank you to our wonderful team for their energy, enthusiasm, and teamwork. Together, we truly lit up this Diwali with laughter, creativity, and camaraderie.



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It was indeed a proud and special moment for DATRI as Ravi Chava, one of our own, stepped up to donate his blood stem cells and gifted a second chance of life to a 41-year-old male battling AML. Ravi was excited to have been found a match after 13 years of registering as a blood stem cell donor.

Moments like these, where one of our own becomes a hero, reaffirm our commitment to the cause.

Thank you, Ravi, for embodying the spirit of selflessness and giving hope to those in need. You are truly a lifesaver!

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SAVE TAX CAMPAIGN LAUNCH



It's that time of the year again - tax season! Many of us, along with those we interact with, are exploring ways to save on taxes. This year, let's make it meaningful by supporting a cause close to our hearts.

DATRI is excited to launch the Save Tax Campaign, where every contribution not only helps donors save taxes but also empowers us to grow our registry and save more lives. Donations to DATRI fuel our mission of creating lifesavers and making a lasting impact on the community we serve.

We need your support to make this campaign a success. Share this initiative with your networks and encourage others to join hands in creating a life-saving ripple effect. Together, we can make a difference!



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SEASON'S GREETINGS TO OUR DATRI FAMILY!

As the year draws to a close, we want to take a moment to express our heartfelt gratitude to each of you for your dedication and commitment to saving lives. Together, we've made incredible strides in bringing hope and healing to countless families.

This festive season, let's celebrate the joy of giving and the difference we've made as a team. May the Christmas spirit fill your hearts with happiness, and the New Year bring you health, prosperity, and new opportunities to create more lifesaving moments.

Here's to a bright and impactful 2025 ahead!

