



# आओ बदलें भारत



ANNUAL REVIEW 2019-20

Piramal Foundation sounded the clarion call of *Aao Badlein Bharat* in its maiden annual report last year FY2019. In our annual report for FY2020, we express our wish for this slogan to attain a resounding echo. This report talks about how we continue to build on our achievements of the past decade, outlined in our message last year. It adds vigour to our vision of an India that is strong, abundant, and progressive. It also underscores the need to come together to do more and do better.

The year under reporting witnessed challenges due to the COVID-19 pandemic. The lockdowns and the subsequent controlled opening up resulted in limiting of resources as movement came to be restricted. Health, education, and water are basic needs on which depends the development of any community. Piramal Foundation has focused on these since its inception. During these challenging times, the systems that we have established shone with even greater relevance as these became the primary means of delivery.

These systems continue to play a critical role in ensuring that underprivileged communities' access to basic amenities does not break down. Thus, enabling Piramal Foundation to successfully drive pan-India impact. Today, our entire gamut of solutions has evolved into a platform that acquires strategic importance as a model of delivery that our future generations may bank on. For this to happen, the time to intensify our efforts and mobilise support is now.

Let the transformation continue.

## आओ बदलें भारत

आओ बदलें सोच — आओ बदलें सेहत — आओ बदलें जीवन





# Recovery will need us all to intensify efforts



The year 2019-20 turned out to be an year of unexpected twists and turns. While the first half of the year was shaping up well, we saw dark clouds gathering from December 2019 onwards. The declaration of COVID-19 as a pandemic by the World Health Organisation was an event unprecedented for most of us. Since then, it has been nothing like the world witnessed for a long time.

At the Piramal Foundation, what has occupied our mindshare is the unforeseen consequences of the pandemic and the impact that it has had on the nature of our work. The impact on health systems and delivery of health services has been further exacerbated by the disruption of social norms and an upheaval caused by economic deceleration. As is now well accepted, the progress of at least two decades on various development indicators witnessed setback in a period of six months.

As the nation went into a lockdown and government services remained patchy for those who needed it most, we were called up to support the massive relief and rehabilitation work that was undertaken across



The impact on health systems and delivery of health services has been further exacerbated by the disruption of social norms and an upheaval caused by economic deceleration

the country. Thus, in the face of severe disruptions and challenges that the communities we serve faced, Piramal Foundation had to rethink its priorities.

According to The Bhagavad Gita, the twofold path of spiritual discipline are – the path of self-knowledge and the path of unselfish work for others. Vedanta philosophy has also dwelt on the ‘Advaita’ – the oneness with the Divine and by corollary, the oneness of all humankind. If that is indeed the core of Indian thinking, how can we not be empathetic to those who are less advantaged?

Our teams stepped up to the challenge with empathy, a strong commitment to make a difference, and a fresh approach to engage with our communities. These are described in detail elsewhere in the report.

This begs the big question – What really made our efforts meaningful?

It was not just what we contributed to the relief and rehabilitation efforts in our own, small way.

- The fact that our partners built and expanded on our existing relationships made a big difference. The ability in our teams and the ‘stretch’ that we were willing to put in, energised our conversations.
- The fact that new partners have – and continue to – come on board in the journey that we have undertaken, gives our aspiration of building partnerships a whole new dimension.
- The fact that our partner governments believe that what we will deliver, is towards a common good.

The building and nurturing of our partnerships – and what is collectively possible – has been the biggest takeaway during this trying time. Our engagement with many new partners has been an immersive experience, as much as being an enervating one. As we look to rebuilding the societies that we are an integral part of, partnerships – and expanding these to coalitions, alliances and collaboratives – is going to be a key principle in the endeavours of the Piramal Foundation.

Our ability need not be restricted by what we have. It is amplified by what we all, collectively, have access to. An amalgam of our pools of knowledge, ideas, experiences, networks, and talent is what will make this philanthropic journey far more impactful than what we can individually aspire for. The crafting of a common objective, in a spirit of give and take, is what will help increase the pace at which we can get back on the path of development that our communities aspire for.

It is in this spirit, that we are revisiting our own paradigms in this philanthropic journey. We will continue to learn and imbibe what all of you may have already discovered.

**Ajay G. Piramal**  
Founder, Piramal Foundation

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## About this Report

The reporting scope and boundary for our disclosures, unless otherwise stated, covers the operations of Piramal Foundation and its subsidiaries.







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## About Us

# On the path to creating disproportionate change

At Piramal Foundation, we are driving all of the wide-ranging philanthropic and Corporate Social Responsibility (CSR) activities of the Piramal Enterprises Limited (PEL) since our inception in 2011.

Ours is a Section 8 Company working to empower communities by focusing on four key areas of education, youth empowerment, health care and nutrition, and safe drinking water. Crucial as parameters of development, our focus areas are aligned to the Sustainable Development Goals (SDGs)

Work under each of these is carried out through four dedicated arms—Piramal School of Leadership for Education, Piramal Swasthya for Primary Healthcare and Nutrition, Piramal Sarvajal Safe Drinking Water and Piramal Udgam Data Management Solutions.

## 25

STATES COVERED BY  
PIRAMAL FOUNDATION  
PROGRAMMES

## 100 Million+

BENEFICIARIES

## 4,500

STRONG TEAM WORKING  
TOGETHER TO ACHIEVE  
DEVELOPMENT GOALS

Our work is carried out through our four subsidiaries



### Piramal School of Leadership (PSL)

PSL works in the niche area of bringing about systemic change in the field of education leadership. It focuses on the transformation of 'leaders' in education. It collaborates with governments to transform the delivery of education from districts to state level through the School Leadership Development Programme (SLDP), District Transformation Programme (DTP), and State Transformation Programme (STP).



### Piramal Swasthya

Piramal Swasthya aims to democratise health care by making quality primary health care available, accessible, and affordable for all.



### Piramal Sarvajal

Piramal Sarvajal is a mission-driven social enterprise that designs and deploys innovative solutions for creating affordable access to safe drinking water in underserved areas. Piramal Sarvajal is at the forefront of developing technologies and sustainable model in the water sector by partnering with various government and like minded organisations.



### Piramal Udgam Data Management Solutions

Also known as Virtual Field Support (VFS) Programme, it works to empower local community women by providing them with livelihood opportunities. They are trained in the use of technology to assist headmasters, teachers as education officials in improving student learning outcomes.



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# The Piramal Values

# Impact, driven by Piramal values



## Knowledge

### Expertise

We strive for a deeper understanding of our domain

### Innovation

We aspire to do things creatively



## Care

### Trusteeship

We protect and enhance the interests of our beneficiaries, community, employees, partners, and shareholders

### Humility

We aspire to be the best, yet strive to be humble



## Action

### Entrepreneurship

We are empowered to act decisively and create value

### Integrity

We are consistent in our thought, speech, and action



## Impact

### Performance

We strive to achieve market leadership in scale and profitability, wherever we compete

### Resilience

We aspire to build businesses that anticipate, adapt, and endure for generations







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# Pan-India Impact

# Country-wide efforts



## Piramal School of Leadership

Andhra Pradesh

Assam

Bihar

Delhi (UT)

Gujarat

Haryana

Jammu & Kashmir

Jharkhand

Madhya Pradesh

Maharashtra

Odisha

Rajasthan

Uttar Pradesh

Uttarakhand



## Piramal Swasthya

Andhra Pradesh

Arunachal Pradesh

Assam

Bihar

Chhattisgarh

Delhi

Gujarat

Himachal Pradesh

Jharkhand

Karnataka

Madhya Pradesh

Maharashtra

Meghalaya

Odisha

Punjab

Rajasthan

Sikkim

Tamil Nadu

Telangana

Uttar Pradesh

West Bengal



## Piramal Sarvajal

Andhra Pradesh

Bihar

Chhattisgarh

Gujarat

Haryana

Himachal Pradesh

Jammu & Kashmir

Jharkhand

Karnataka

Kerala

Madhya Pradesh

Maharashtra

NCT of Delhi

Odisha

Punjab

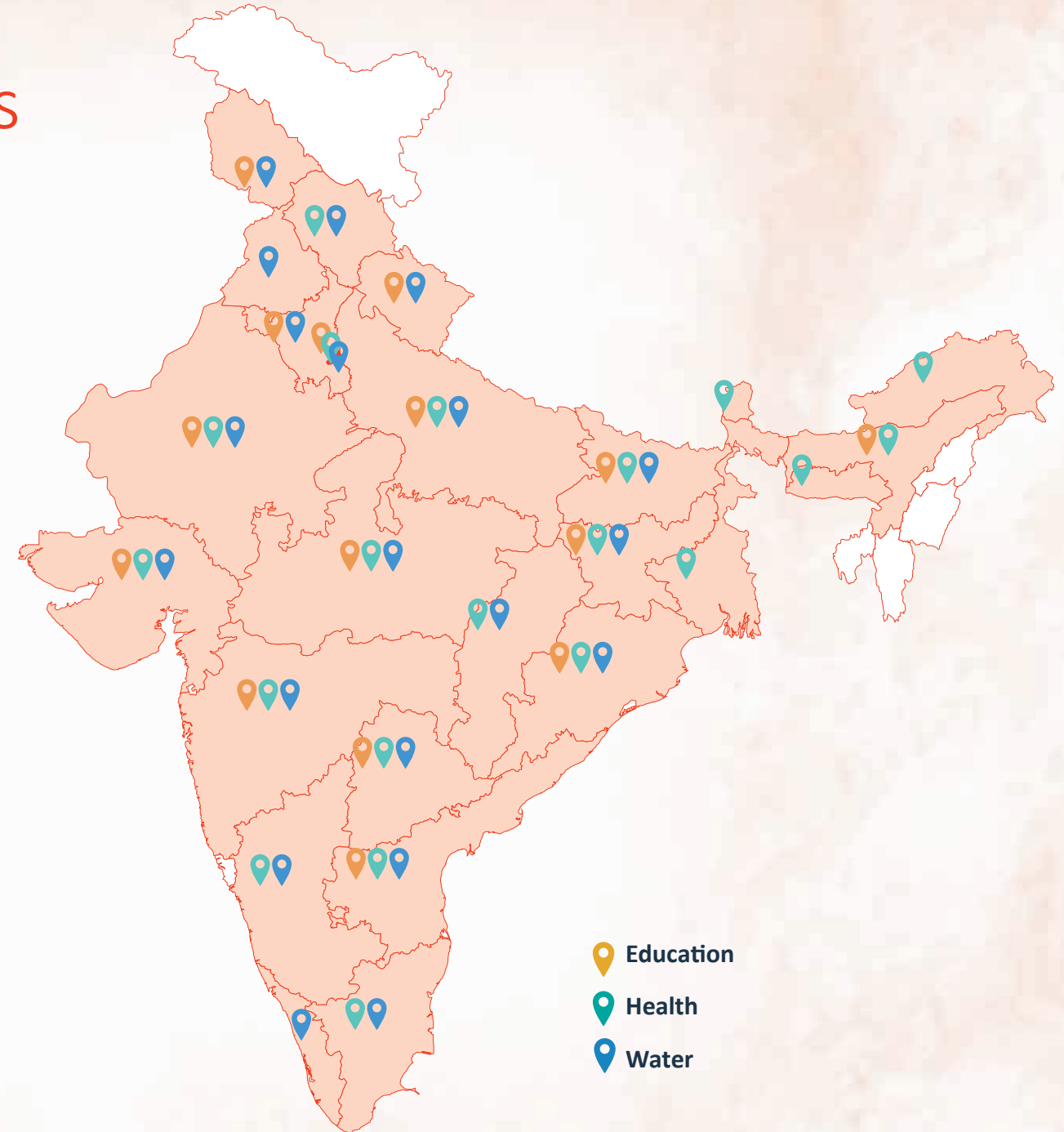
Rajasthan

Tamil Nadu

Telangana

Uttar Pradesh

Uttarakhand



Education



Health



Water



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# Key Partnerships and Collaborations

## Evolving a comprehensive platform of support



### Piramal School of Leadership

	<ul style="list-style-type: none"><li>– New York University</li><li>– Harvard University</li><li>– Azim Premji University</li></ul>	<ul style="list-style-type: none"><li>– Korean Educational Developmental Institute</li><li>– Emory University</li></ul>
	<ul style="list-style-type: none"><li>– Google</li><li>– Genpact</li><li>– Maitri Trust</li><li>– Credit Suisse</li></ul>	<ul style="list-style-type: none"><li>– EdelGive Foundation</li><li>– Tata Communications Ltd.</li><li>– HSBC</li></ul>
	<ul style="list-style-type: none"><li>– Boston Consulting Group</li></ul>	<ul style="list-style-type: none"><li>– Genpact</li><li>– Mindtree</li></ul>
	<ul style="list-style-type: none"><li>– Andhra Pradesh</li><li>– Assam</li><li>– Bihar</li><li>– Delhi</li><li>– for School Leadership</li><li>– Gujarat</li></ul>	<ul style="list-style-type: none"><li>– Haryana</li><li>– Jammu &amp; Kashmir</li><li>– Jharkhand</li><li>– Madhya Pradesh</li><li>– Maharashtra</li><li>– National Council</li><li>– NITI Aayog</li></ul>





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	<ul style="list-style-type: none"> <li>Global Healthcare Solutions</li> <li>Harvard University</li> <li>Indian School of Business</li> </ul>	<ul style="list-style-type: none"> <li>UNICEF</li> <li>Infosys Fellowship</li> <li>Public Health Foundation of India</li> <li>The Echo Foundation</li> </ul>	<ul style="list-style-type: none"> <li>University of Hyderabad</li> <li>University of Leeds</li> <li>UNSW Sydney</li> </ul>
	<ul style="list-style-type: none"> <li>BMGF</li> </ul>	<ul style="list-style-type: none"> <li>Rockefeller Foundation</li> </ul>	
	<ul style="list-style-type: none"> <li>CAF America</li> </ul>	<ul style="list-style-type: none"> <li>Plan International</li> </ul>	<ul style="list-style-type: none"> <li>World Diabetes Foundation</li> </ul>
	<ul style="list-style-type: none"> <li>Andhra Pradesh</li> <li>Arunachal Pradesh</li> <li>Assam</li> <li>Bihar</li> <li>Chhattisgarh</li> <li>Himachal Pradesh</li> <li>Jharkhand</li> </ul>	<ul style="list-style-type: none"> <li>Karnataka</li> <li>Maharashtra</li> <li>Rajasthan</li> <li>Sikkim</li> <li>Ministry of Health &amp; Family Welfare</li> <li>National AIDS Control Organisation</li> </ul>	<ul style="list-style-type: none"> <li>National Health Mission</li> <li>NITI Aayog</li> <li>Ministry of Tribal Affairs</li> </ul>
	<ul style="list-style-type: none"> <li>Asian Paints</li> <li>BPSCL</li> <li>NHPC</li> </ul>	<ul style="list-style-type: none"> <li>Oil India Limited</li> <li>Bokaro Steel Plant</li> <li>STFC</li> </ul>	<ul style="list-style-type: none"> <li>Ujjivan</li> </ul>

## Piramal Sarvajal

	<ul style="list-style-type: none"><li>Assam Govt. Public Health Engineering Department</li><li>Bhubaneswar Municipal Corporation</li></ul>	<ul style="list-style-type: none"><li>Cantonment Board, Wellington, Maharashtra</li><li>Center for Water and Sanitation (C-WAS)</li><li>Delhi Jal Board (DJB)</li></ul>	<ul style="list-style-type: none"><li>Gujarat Pipavav Port Ltd.</li><li>Himachal Pradesh Government, Irrigation and Public Health Department, Shimla Municipal Corporation</li></ul>	<ul style="list-style-type: none"><li>Madhya Pradesh Public Health Engineering Department</li><li>NITI Aayog</li></ul>
	<ul style="list-style-type: none"><li>Naandi Community Water Services Ltd.</li><li>Smart Power India</li><li>Water.org</li><li>Fontus Water Private Ltd.</li></ul>	<ul style="list-style-type: none"><li>Collective Good Foundation</li><li>Pratham Education Foundation</li></ul>	<ul style="list-style-type: none"><li>Pranab Mukherjee Foundation</li><li>EmpowHER</li><li>Shree Somnath Trust</li></ul>	
	<ul style="list-style-type: none"><li>Urdhvam</li></ul>	<ul style="list-style-type: none"><li>PriMove</li></ul>		
	<ul style="list-style-type: none"><li>Maharashtra Village Social Transformation Foundation</li></ul>	<ul style="list-style-type: none"><li>Nagpur Municipal Corporation</li></ul>		
	<ul style="list-style-type: none"><li>Standard Chartered Bank</li><li>Nestle India Ltd.</li><li>Asian Paints</li><li>SIDBI</li><li>Piramal Agastya Private Ltd.</li><li>Ansa Decoglass Private Ltd.</li><li>Bata India Ltd.</li><li>Grasim Industries Limited</li><li>Mahanagar Gas Ltd.</li></ul>	<ul style="list-style-type: none"><li>Oil and Natural Gas Limited</li><li>Fullerton India Credit Company Ltd.</li><li>Ashok Leyland</li><li>Hinduja Foundation</li><li>Gulf Oil Lubricants India Ltd.</li><li>IndusInd Bank Ltd.</li><li>Jindal Stainless Foundation</li><li>RPG Foundation</li></ul>	<ul style="list-style-type: none"><li>NFIL MafatLal Group</li><li>SGS India Private Limited</li><li>DCM Shriram Ltd.</li><li>Apollo Tyres Foundation</li><li>Hindalco</li><li>Aditya Birla Group</li><li>Arohan Finance Services Ltd.</li><li>Akhil Bhartiya Gramin Uthan Samiti (ABGUS)</li><li>HDFC Life</li></ul>	<ul style="list-style-type: none"><li>Shriram Transport Finance Company</li><li>National Thermal Power Corporation Limited</li><li>APM Terminal</li><li>Indian Oil Tanking Limited</li><li>Dana India</li><li>Sankei Giken India Pvt Ltd</li></ul>



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# Providing support to corona warriors

At Piramal Foundation, we have worked to consistently improve the last mile delivery of education, health and nutrition, and safe drinking water. The efforts we have put into creating this platform for over a decade fructified in the face of the COVID-19 pandemic.

As the pandemic struck, the need of the hour was to ensure that help reached where it was already scarce. We began preparing to re-orient a large number of our efforts and initiatives towards dispensing support, care, and treatment to the underprivileged living in the country's remotest areas.

As an organisation, our approach is to complement and supplement the government's efforts, which we continue to do. In addition to providing resources, we also helped spread awareness regarding the precautions our beneficiary communities need to take, as well as information regarding where to find medical help.



### Education

PSL lost no time in allocating its 40,000 square feet facility in Bagar, Rajasthan, as a quarantine centre for COVID-19 patients. Our team members used digital technology to share information with teaching staff, for further distribution. Piramal Foundation's VFS centres too are involved in helping to spread awareness.

### WE ALLOCATED

## 40,000 sq.ft

FACILITY IN BAGAR, RAJASTHAN



### Health and nutrition

Piramal Swasthya is leading our COVID-19 response, aiding the efforts of the government not only in providing infrastructure and care but also in the tracking and monitoring of quarantined individuals.

By July 31, 2020, our helplines had answered more than 9.26 Lakh COVID-19 calls. They have also made 6 Lakh outbound calls tracking train passengers, people who were quarantined at home as well as those discharged from institutional quarantine, and migrant workers.

### WE ARE OPERATING

## 104

HELPLINES ACROSS

## 8 states

WITH 980 STAFF TRAINED AND EQUIPPED TO RESPOND TO COVID-19 RELATED QUERIES



### Safe drinking water

Piramal Sarvajal has been ensuring ongoing essential services across our 1000+ locations while maintaining all precautions. Ensured 94% of the machines are functional for dispensing water.

Sarvajal also quickly redesigned the existing technology of the older machines, ATMs from button press dispensing to contactless RFID dispensing, ensuring COVID guidelines provided by the government are followed. Also, trained and equipped 450+ franchisee, operators and drivers for COVID-19 related precautions and information sharing.

We also made sure our beneficiaries are aware of the measures to be taken for safety and hygiene, including washing of hands before and while filling water, and social distancing protocols to be followed at collection points.

### WE CONTINUED TO SERVE

## 657,000+

BENEFICIARIES DAILY AND OPERATED THROUGH

## 1,800+

TOUCHPOINTS IN

## 20 states





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# Assisting government delivery systems

### Aspirational districts

At Piramal Foundation, we are providing expansive support to the aspirational districts in partnership with the NITI Aayog, through initiatives implemented by the district administration. Our collaborations include:

#### Standard Operating Procedure

We worked to develop a Standard Operating Procedure, which was shared with all the Mission Directors of the National Health Mission in seven states. The document was endorsed by the State Government of Bihar.

#### Tracking affected individuals

Our District- and Block-level teams are telephonically tracking individuals placed under home quarantine.

BY JULY 31, 2020, WE TRACKED

1.5 Lakh+

COVID-19 SUSPECTED CASES ACROSS

25

ASPIRATIONAL DISTRICTS

#### Leveraging our strong connect with community leaders

We sensitised numerous Panchayati Raj Institution (PRI) leaders and faith leaders across districts to mobilise large-scale community support for COVID-specific actions.

Piramal Swasthya supplied them with relevant information aimed at keeping misconceptions at bay. PRI members were trained telephonically with the help of Village Health Sanitation and Nutrition Day (VHSND) services and more than 56,000 Field Level Workers (FLW) were sensitised through a detailed orientation programme.

22,000+

PRI MEMBERS AND

950

FAITH LEADERS HAVE UNDERGONE ORIENTATION SO FAR

#### Telemedicine using technology

In Sheikhpura, Bihar, we launched a telemedicine centre to cater to patients quarantined at home. We are also piloting a mobile app-based telemedicine solution in five districts of the state, with plans to scale it for use in 25 aspirational districts.





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# Assisting government delivery systems

- A dialogue card for Frontline Workers (FLW) supervisors to address COVID-19 related fears, stigma, discriminatory practices and resuming Village Health Sanitation and Nutrition Day (VHSND) services have been developed and shared with block transformation officers to further sensitise the FLW supervisors/FLWs.
- Appeal letters and videos on addressing myths and misconceptions were shared with PRI members and faith leaders, which was further followed by conversations by the field teams.
- Emailers on Behaviour Change Communications were shared with Block Transformation Officers to sensitise on identifying stigma, discrimination

related to COVID-19 and practising positive behaviours at the workplace (on resuming work post-COVID-19 lockdown).

- 75 open houses have been conducted (April to July) in three phases to build resilience and agility of our field teams by providing requisite support, spread across 25 districts.
- 6185 VHSNDs were conducted (86% of Feb 2020) with an attendance of 85% pregnant women, 80% lactating mothers and 66% children under two years.

- The registration under Pradhan Mantri Matri Vandana Yojana scheme has been resumed in all state and districts successfully. 74% beneficiaries have been registered in Jun 2020. We helped create widespread awareness regarding the resumption of these services.
- Services have been resumed and operationalised in four Health and Wellness Centre in Barpeta, Assam; Sahibganj, Jharkhand; Jaisalmer, Rajasthan and Shravasti, Uttar Pradesh.
- Resumed PRI sensitisation trainings on regular health and nutrition services.

### Our initiatives in Assam

We have run focused initiatives in collaboration with the state government of Assam to provide reliable linkages and care to the communities living in remote areas and migrants making their way back home. Our efforts include collaboration to develop their Standard Operating Procedure.

Our call centre team tracked up to 20,000 quarantined individuals to ensure the protocols were being followed. We delivered medicines at patients' doorstep through 104 helpline under the Dhanwantari medicine home delivery scheme. We piloted a Mobile Telemedicine service in the state for easier last mile delivery and Piramal Swasthya staff also screened migrants at the railway stations.

We managed the **Assam Cares** Financial Outreach Scheme by the Government of Assam. It was a helpline number based service, which provided financial assistance to the people of Assam who were stranded outside the state during the lockdown.

### UNDER THE ASSAM CARES SCHEME

## 80 Crore

FUNDS WERE RELEASED

## 4 Lakh+

MIGRANTS WERE REACHED

## 1500+

VOLUNTEERS WERE TRAINED TO SUPPORT IN FILLING THE DETAILS OF THE PEOPLE STRANDED OUTSIDE THE STATE

## 4.3 Lakh+

CALLS WERE RECEIVED FOR FINANCIAL ASSISTANCE (AS ON APRIL 2020)

## 2 Lakh+

FORMS WERE FILLED FOR FINANCIAL ASSISTANCE (AS ON APRIL 2020)

### Keeping the elderly safe

Piramal Foundation's Aspirational Districts Transformation Programme launched a programme that is truly unique, given the enormity of the threat posed by COVID-19, especially to the health and lives of the elderly.

We have provided support to more than 4 lakh elderly citizens, through 41,754 volunteers in 28 districts across the country. And, 13,000 of the 16,000+ grievances received about issues with supplies, utilities, including pensions, have already been resolved.

Our volunteers helped raise more than 16,000 grievances related to the availability of food, medicines, and electricity supply, as well as telephone connectivity, safety and pension issues, and more with the respective district administrations. Of these, 13,000 have been resolved already - a stupendous effort.

Looking at the success of the programme, the NITI Aayog rolled out SDDNNA in all the 112 Aspirational Districts. Our education team is training NGOs to help implement the programme in the remaining districts





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## Governance at Piramal Foundation

# Inspiration, guidance from our Board

Our Board of Directors comprises a diverse range of industry experts united by their passion to drive impact in the society.



#### Ajay G. Piramal

Among India's leading industrialists and philanthropists, Mr. Ajay Piramal is the Chairman of the Piramal Group. He is the Chairman of the Pratham Education Foundation and is on the Harvard Business School's Board of Dean's Advisors; he co-chairs the UK-India CEO Forum and is the Non-Executive Director of Tata Sons Ltd.

He is also the President and Chairman of Anant National University. He holds an Honours degree in Science from Mumbai University and a Master's degree in Management Studies from the Jamnalal Bajaj Institute of Management Studies. He has completed an Advanced Management Programme from the Harvard Business School.



#### Adil Zainulbhai

Mr. Adil Zainulbhai is the Chairman of the Quality Council of India (QCI), Network 18 and TV18.

He is currently on the Boards of Reliance Industries Ltd., Larsen & Toubro Ltd., and Cipla Ltd. He is a member on the Board of Trustees at Saifee Burhani Upliftment Trust and Piramal Swasthya.

He graduated in Mechanical Engineering from the Indian Institute of Technology – Bombay; he did his MBA from the Harvard Business School.



#### Debasish Mitter

Mr. Debasish Mitter is the Ex-Country Director, India, Michael & Susan Dell Foundation.

A Chartered Accountant and member of the Institute of Chartered Accountants of India, he has had extensive experience with American Express as well as Dowell Schlumberger. He holds a Bachelor's degree from St. Xavier's College, Kolkata.



#### Jalaj Dani

Mr. Jalaj Dani is currently the Director & Head – Reliance Foundation. He is also co-promoter of Asian Paints. He serves as Independent Director on the Boards of HDFC Ltd., Havells India, and is on the Board of the National Skill Development Agency. He is also the Chairman of the Board of Governors for Indian Institute of Management, Tiruchirappalli.

He pursued Chemical Engineering at the University of Wisconsin-Madison, USA, and did his Advanced Management Programme at INSEAD, Fontainebleau, Paris.



#### Madhav Chavan

Mr. Madhav Chavan is a leading educationist, who co-founded Pratham. This was followed by the launch of 'Read India' campaign to teach basic reading, writing, and arithmetic skills to underprivileged children across India. Pratham has won the Kravis Prize for its exemplary work.

Mr. Chavan won the Skoll Award for Social Entrepreneurship in 2011, the WISE Prize for Education in 2012, and the Leading-Social-Contributor-Award. He has a Ph.D in Chemistry from the Ohio State University and a Masters from Jai Hind College, Mumbai.



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# In charge of compliance

Able supporting the Board of Directors at Piramal Foundation in all matters regarding compliance, our Compliance Committee helps strengthen governance at the organisation.



**Sudha Ravi**

Mrs. Sudha Ravi has over 30 years of experience across banking and financial services. She has held the posts of General Manager, Enterprise Risk Management, Chief Representative, at the Corporate Office, Washington DC, USA, and Deputy General Manager in-charge of Chairman's Sect at the State Bank of India, where she had joined as a Probationary Officer. Mrs. Ravi is also Chairperson, National Council on NBFCs of The Associated Chambers of Commerce and Industry of India (ASSOCHAM) and Head - Compliance in Piramal Capital and Housing Finance Ltd. A Science and Law graduate and an avid reader, Mrs. Ravi has keen interest in Education, with focus on Education for autistic children.



**Debasish Mitter**

Mr. Debasish Mitter is the Ex-Country Director, India, Michael & Susan Dell Foundation.

A Chartered Accountant and member of the Institute of Chartered Accountants of India, he has had extensive experience with American Express as well as Dowell Schlumberger. He holds a Bachelor's degree from St. Xavier's College, Kolkata.



**Suhail Nathani**

Mr. Suhail Nathani is co-founding partner at Economic Laws Practice (ELP) and an Independent Director on the Board of Piramal Capital and Housing Finance Ltd. Mr. Nathani is actively involved with International Trade & Customs, Competition Law & Policy and Corporate Commercial practices of the firm. He has appeared for the Government of India before the WTO Panel and Appellate Body in Geneva, has represented the Competition Commission of India and the Securities and Exchange Board of India at the Supreme Court as well as various other courts in India. He earned his Master's Degree from Cambridge University, England, and has also received an LL.M. from Duke University, USA. Besides India, he is also admitted to the New York Bar. Mr. Nathani is recognised globally as a leading lawyer in his field of practice.





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## Our People

# Excelling as individuals while driving systemic change

Our people are the lifeblood of the organisation. At Piramal Foundation, we are a team of individuals who are passionate about serving the society with *seva bhav*, which is to fulfil our duties without expecting anything in return.

FY2019-20 at Piramal Foundation has been a year of transformation. We focused on three key areas of :

## People Excellence

- We are empowering and enabling our people to do more and do better to drive a greater impact. Our programmes IGNITE and ASCEND are targeted at high potential employees.
- A clear competency framework has enabled our people at Piramal Swasthya and Piramal Sarvajal to become master trainers.
- Our employee engagement survey Bandhan is providing solid ground for understanding our people's needs and approach to work. We undertake this comprehensive exercise every two years.

## Culture Transformation

- At Piramal Foundation, our values motivate us to constantly review and monitor our effectiveness and consistently improvise our ways of working.
- During the year, we have curated a variety of workshops for our initiatives: for instance, the *Swasthification* of Piramal Swasthya; Social Emotional and Ethical Learning (SEEL) and Cognitive-Based Compassion Training (CBCT) for Piramal School of Leadership, aimed at personal transformation; Piramal Success Factors, Non Violent Communication (NVC) and Situational Leadership for Piramal Sarvajal.

## Governance Framework

Our robust governance framework at Piramal Foundation allows us to successfully steward culture transformation towards improving our delivery as an organisation. Our focus areas for the year included moving from Zero Tolerance to Zero Occurrence of Sexual Harassment Cases, by revamping our key HR policies around Prevention of Sexual Harassment as well as grievances and learning and development. We also digitised most of our internal processes, as a result of which we have achieved audit readiness and great compliance control.

## Embracing the new normal

While moving quickly to embrace the new normal, we saw many of our existing functions and operations in a new light. Our efforts to transition smoothly to work-from-home mode included creating platforms for proactively providing peer-to-peer support and roping in online counselling experts to help our people fight anxiety and stress.







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# Our Three Key Pillars

Since inception, Piramal Foundation has focused on the three areas of education, health, and safe drinking water to drive efforts to enable communities that are underprivileged, backward.

We see these as pillars to not just the impact we wish to create but essentially to the empowerment of communities recognised as backward and unprivileged. Located in some of the remotest areas of our country, they have seen decades of neglect, putting them behind the rest of us. That is not where they should be.

For more than a decade, we have continued to grow our efforts, our influence through our network of partners and donors, and our team of highly talented young leaders, deeply motivated to create impact.

In more than a decade, each of these have grown in scale through immense learnings and newer opportunities.







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Piramal Foundation for Education Leadership has evolved into **Piramal School of Leadership** during FY2019-20. This is our platform for bringing about systemic change in the field of education leadership. It is born of the belief that the transformation of 'leaders' in education is critical to accelerating change within the country's education system.



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# Piramal School of Leadership

## Transforming the core

PSL is a change management organisation collaborating with governments to transform the delivery of education for the most underprivileged communities, improving life chances for more than 94 million children.

### Revolutionising India's public education system

PSL empowers the leaders in education, namely the authorities at the state, district, and school leadership levels to help fill the gaps in India's current education system, from infrastructure to courseware. Direct engagement with these leaders helps us to create a multiplier effect, driving swift benefits for students from the most underprivileged backgrounds.

We consistently develop sustainable solutions through partnerships based on shared values and vision. These are delivered through our six programmes.

#### School Leadership Development Programme (SLDP)

Enabling teachers and headmasters with innovative teaching practices to develop new pilots.

#### District Transformation Programme (DTP)

Recognising the district as the unit of scalable change, the programme engages with district-level leaders in education to improve student learning outcomes.

#### State Transformation Programme (STP)

We work to strengthen the institutions under the state to build a skilled teacher workforce equipped to deliver 21<sup>st</sup> century skills.

#### Gandhi Fellowship

For almost 15 years now, Gandhi Fellowship has shown the way to nurture youth, helping them become social entrepreneurs. The immersive two-year programme has seen 950 alumni working in the development sector.



#### Centres of Excellence

Our eight centres of excellence provide support to on-ground programmes to improve student learning outcomes through relevant tools and frameworks. Many of these are in collaboration with other organisations.

#### Virtual Field Support (VFS) Programme

This support programme is active through 13 centres in 12 districts across 10 states of the country. More than 220 women change agents support children, educators, and education officials through inbound and outbound calls, virtual learning labs, broadcast service, bulk messaging, and voice messaging.



### PSL at a Glance

8.7 Crore

CHILDREN IMPACTED

14 States

MULTIPLE INITIATIVES  
IMPLEMENTED

30 Districts

DISTRICT DELIVERY  
IMPROVEMENT

12 States

STATE TRANSFORMATION  
PROGRAMME

1,235 Schools

LEADERSHIP DEVELOPMENT  
IN 12 LOCATIONS



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# Piramal School of Leadership

# Making grassroots education 21<sup>st</sup> century compliant



Aligned to emerging 21<sup>st</sup> century needs, here is the re-engineered PSL, that will bring us closer to our vision through innovative products, collaborative platforms, and with leadership development at the core.

My dream has been to see that each girl in the remotest village gets equal opportunity to lead a good life. My dream is to rebuild trust in public education, to ready educators who find meaning, learning, joy and pride, and for education to bring delight for our children.

This same passion and conviction motivate us to use multi-pronged approaches, continuously evolving to keep abreast with change. Curating innovative, sustainable and scalable solutions while realising the highest potential of all people. No wonder 14 state governments reposed their faith in us, helping us partner with districts and schools.

Our empathy, agility of response, and ability to cope was in high evidence when the pandemic paralysed the world. We worked with government and local NGOs in 112 districts to bring succour to millions of senior citizens most at risk. This same nimbleness was demonstrated through partnerships with technology leaders to ensure uninterrupted learning of children during the lockdown.

Aligned to emerging 21<sup>st</sup> century needs, here is the re-engineered PSL, that will bring us closer to our vision through innovative products, collaborative platforms, and with leadership development at the core. We have

re-engineered ourselves, conceptualised a new programme design, and are stronger and more confident despite the pandemic. In the coming years, we will become leaner, more audience-oriented, and more product-centric than ever.

Our District Transformation Programme is moving through large-scale collaboration, leveraging the strength of multiple partners to reach the poorest, most vulnerable and marginalised communities in aspirational districts across India.

We have reimagined our State Transformation Programme to emphasise delivery of market-aligned products and establish centres of learning for transformational pedagogy, to build skilled and engaged educators delivering 21<sup>st</sup> century skills.

Our Fellowship Model is expanding in unimaginable ways! While Gandhi Fellows continue to be change agents at state, district, and panchayat levels, we will strengthen and scale our grassroots connect through community volunteers who will find career opportunities through this engagement and through District Official led fellowships. Our newly introduced Karuna Fellowship will continue to empower rural

women with skills to prepare them for livelihood opportunities.

As India continues to grapple with the pandemic, with severe adverse effects on the girl child, we will 'build back equal', empowering girl children through path-breaking pedagogy, helping them cope better with much needed psychosocial support.

Digital learning will not merely mitigate the effects of lockdown but will equip children with 21<sup>st</sup> century skills. Blended learning, with a pragmatic mix of classroom and new-age learning, will be the hallmark in the coming year.

Our belief in the goodness of every individual, coupled with innovation, has served us well in our journey of transformation, walking the path with governments and communities. I am happy that today, PSL is a partner of choice for governments, corporates, and other stakeholders in education. With deep conviction, I know that, with my team and our partners, and collaboration being the bedrock of every action, we will create compassionate, future-ready educators and students, and I will be able to transform my dream into a reality.

**Aditya Natraj**

CEO, Piramal School of Leadership





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# Piramal School of Leadership

## Key achievements for the year

At PSL we are working to make India's public education system future-ready to make our youth future-ready. We drive impact through facilitating self-change. Our methodology parallelly works on individual and institutional levels.

During the year, we focused on building capacities. We trained Cluster Resource Coordinators (CRCs) on pedagogy and classroom practices. We mobilised Constructive Community Action to enhance enrolment rates, accelerate learning, and minimise the digital gap in learning. We helped strengthen governance at the district level through regular planning meetings between District Project Management Units (DPMUs) and District Collectors (DCs).

Our key achievements during FY2020 are as follows:

### SLDP

Active in 1,360 schools across the five states of Rajasthan, Maharashtra, Gujarat, Uttarakhand, and Haryana, engaging with 3,500 teachers, it saw learning outcomes improve by 19.55% on an average. The programme itself underwent a revamp to SLDP 2.0 and signed an MoU with Emory University to bring SEEL curriculum contextualised to Indian classrooms. It trained 9,000 'leaders' in education. We also introduced a voice-based Artificial Intelligence-powered Reading Application for children, Google Read-Along, in 421 Schools in Rajasthan.

## 1,360 schools

ENGAGING WITH 3,500 TEACHERS

## 9,000+

TRAINED LEADERS IN EDUCATION



### DTP

It witnessed 14.3% overall improvement in learning outcomes across classes 3 to 8 in language and math through Endline Assessment in demonstration schools in March 2020. **Nine of our 25 intervention districts have been listed amongst the top five in the monthly delta ranking on Champions of Change by NITI Aayog**, making them eligible for ₹ 3-10 Crore. from NITI Aayog. Also, 1,100 of the 5,023 selected schools have been converted to demonstration schools through exemplary outcomes. Our Constructive Community Action saw 2.12 Lakh new students return to schools and under the Middle Management Development aspect of the programme, we trained each of the 2,424 CRCs in assessment, pedagogy, and coaching. Also, **we trained 19.4% of teachers (75,088) through the government's NISHTHA** teacher training programmes on language, math, and pedagogy skills.

## 30,089 schools

AIDED WITH FUNCTIONAL LIBRARIES,

## 9,825 schools

BaLA ENABLED

### STP

We helped drive efficiencies within the state administrations by revising job role charts for their Block and Cluster Resource Coordinators. We assisted in the selection process of more than 9,100 resource personnel in Jharkhand, Jammu & Kashmir, Odisha, Rajasthan, and Assam. By digitising several functions, we helped the Delhi government save up to ₹4.3 Crore of the state quarterly fee due collection.

## 9,100+

RESOURCE PERSONNEL SELECTED THROUGH ASSISTANCE FROM THE PROGRAMME

## ₹ 4.3 Crore

OF STATE QUARTERLY FEE DUE COLLECTION SAVED BY DELHI GOVERNMENT







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## Key achievements for the year

### Gandhi Fellowship

We onboarded 300 Gandhi Fellows and conceptualised a new product strategy – Youth Impact Careers – to help them create impact. Our NEST App launched with 146 alumni has reached more than 900 registrations; we hosted 10 webinars and 24 online workshops featuring 18 subject matter experts. Our programme Saarthi provided them with knowledge and support to begin their professional careers through the use of technology.

**1,360 schools**  
ENGAGING WITH 3,500 TEACHERS

**9,000+**  
TRAINED LEADERS IN EDUCATION



### Centres of excellence

Eight centres of Excellence that are established to deliver in core domains of expertise.

**175**  
PRODUCTS DELIVERED, TARGETED  
AT VARIOUS LOCATIONS

**40**  
RESEARCH PAPERS, TOOLS,  
AND COURSES

**56**  
WORKSHOPS HOSTED



### VFS

We shared 15,000+ skill-based resources such as lesson plans with teachers; facilitated 9% improvement in Math (early skills) in Amravati District of Maharashtra and impacted nearly 4,000 students. We digitalised Baseline ASER Assessment and launched Bolo App in eight locations. We also conducted our first-ever virtual assessment for language and math for class 2 and 3 for 11,340 students in 400 schools in three districts across the states of Maharashtra, Gujarat, and Rajasthan. Our centres in Jharkhand and Rajasthan received appreciation from the Jharkhand state government and the Boston Consultancy Group and the State Commissioner of Rajasthan respectively. Our centres served 216,444 stakeholders.

- **Building school capacities and processes**  
From our efforts in March 2020, 30,089 (63.2% of the intervention schools) have functional libraries, 9825 (19.2% of the total intervention schools) have built as Learning Aid functioning
- **Leveraging technology**  
Designed and deployed two (journey app and M&E form) for programme monitoring and evaluation with centralised dashboard

## Success Story

### A lighter, happier journey to school

Six-year-old Dilkhush, like lakhs of his school-going peers in Rajasthan, was weighed down by his school bag when he transitioned from an Anganwadi into Class 1. Traditionally, school bags weigh 3-5 kg, which is heavy for little children to carry. This is because they must carry all books related to subjects on their timetable. This is, however, not good for children's development. Thus, we introduced 'Baste ka Bojh Kam', which literally translates from Hindi into 'a lighter school bag'. We achieved this by replacing subject-wise books with term-wise books. Our teams put in extensive efforts to co-ordinate with four different agencies under the education ministry of the state. Within five months, however, children were carrying just one book to school for the new academic year 2020, their burden reduced to nearly a kilogram. The pilot was declared a success and found its place in a comprehensive report released by the education minister. The initiative was lauded by the Chief Minister of Rajasthan at the new government's first-year celebration. In September 2020, these textbooks were published for distribution across 60,000 schools in Rajasthan.





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# Piramal School of Leadership

## A closer look at our initiatives

We work in close partnership with leaders in the education ecosystem across three key levels of delivery: **School – District – State**. They bring about transformational change helping to improve learning outcomes.

### SLDP

Headmasters and teachers are the primary change agents for making every public school future-ready. We work closely with over 3,500 such change agents across nearly 1,400 schools. Jhunjhunu district in Rajasthan is the innovation hub where new products such as SEEL Early Childhood Development and Entrepreneurial Development for higher secondary students, and more are piloted.

### DTP

Reaching many remote districts in the country, this programme champions cutting-edge education practices for schools. We empower future-ready leaders in the community and put in place robust governance mechanisms. The programme covers 4,200 middle managers, 1.21 Lakh headmasters and teachers, more than 26.7 Lakh parents and community members, and engaged 23,047 volunteers.

We focus on three transformational levers that impact student learning outcomes at scale. These include:

1. Development of middle management by streamlining the processes for selection, induction, and development of coaches and facilitators.
2. Constructive community action for creating a positive image about government schools, aimed at motivating parents to enrol their children in schools.
3. Strengthening governance to ensure proper planning, implementation, and review of the transformation interventions.





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### STP

This programme works with 34,000 officials across 12 states by empowering them to build a teacher workforce that delivers 21<sup>st</sup> century skills to their students. We have developed nine products aimed at achieving this transformation.

#### Creating future-ready education leaders



Education department managers will have 21<sup>st</sup> century leadership skills



School clusters will become true 'units of change'

#### Transforming structures and talent policies



Technology will enable strategic decisions across levels



Legal reform reduces administrative burden



Institutions and talent policies attract the best talent into education



Governance enables self accountability and systemic delivery

#### Creating transforming pedagogy



Teacher development will focus on 21<sup>st</sup> century skills



Curriculum and assessment are future-ready



Support change in community attitudes towards children and education

### Gandhi Fellowship

Gandhi Fellowship enables youth passionate about tackling social challenges to channelise their energy and create impact. It is based on the concept of 'Build Self and Build Nation'. It has a robust alumni network of past Gandhi Fellows and has built a strong legacy of collaboration with a variety of government agencies.

### Centres of Excellence

Building customised products for solving local problems, these centres create a vast pipeline of innovations that have been experimented with across Piramal Foundation for Education Leadership (PFEL) programmes and documented for the purpose of sharing with external stakeholders.

### VFS

Our VFS centres serve a twin purpose – providing instant and empathetic support to last mile education workers and empowering rural women to access livelihood opportunities. Women are trained to provide support to teachers and help improve student learning outcomes.







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## Building a movement

Realising aspirations, together

Education

Health

Water

### Strategic Focus Areas

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# Piramal School of Leadership

The programmes described in this section have primarily played the role of being our innovation hubs and will continue to be critical to our efforts in the years ahead. Taking the innovative approaches and solutions that these programmes have fostered over the years, scaling up will be through two programmes that we have identified as our future big bets. These two programmes are the **District Transformation Programme** and the **State Transformation Programme**, which aim at bringing about transformational change through system strengthening. While the former identifies the district as the unit of change, the latter works at the state level.

A separate section ([District Transformation Programme, Education](#); [State Transformation Programme, Education](#)) of this report brings out the details of these programmes.





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**Piramal Swasthya** believes access to health care is a basic human right. All our efforts are geared towards increasing availability, accessibility and affordability, of health care services. We create systems that serve the acutely vulnerable and unreached, by using technology to improve last-mile delivery. We are transforming Health Ecosystem through High Impact Solutions, Thought Leadership and Partnerships.



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# Piramal Swasthya

## Better health care, safer communities

Among the largest not-for-profit organisations in India's primary public health care space, our programmes are aimed at bridging the gaps in public health care delivery by supplementing and complementing the vision of the Government of India. We focus on maternal health, child and adolescent health, nutrition and non-communicable diseases.

### During FY2020, we have focused on

- Partnership building has been a concerted effort in 2019-20 and was part of strategic approach of the organisation. In order to increase impact and strive towards achieving Universal Health Coverage, there is need to collaborate with various kinds of partners. Our proactive approach has led to partnerships with multiple organisations such as Bill & Melinda Gates Foundation (BMGF), Rockefeller Foundation, World Diabetes Foundation, UNICEF and many CSR organisations. These partners played multi-dimensional roles – while some came on board as knowledge and technical partners, some supported the programme by providing grants.
- A unique programme was initiated in Majuli district of Assam, the oldest and the largest inhabited riverine island of the world. About 70% of the population in Majuli district are tribal. The programme included free screening service and free medicines for primary health care, reproductive, maternal, newborn and child health and non-communicable diseases (NCD). The service was provided through mobile medical vans and a boat clinic. These units were equipped with telemedicine consultation, which was provided by the specialists at Jorhat Medical College.
- This year was key to germination of a collaborative for tribal population. Given that 9% of India's population belong to tribal communities who live in difficult to reach areas such as hilly terrain, forest areas, mainland without motorable road, a focused approach to address their health issues in their settings is needed. The Collaborative's mandate will be to end preventable deaths for tribal and other marginalised communities across India. This vision of Collaborative can be realised by creation of a platform that will bring together experiences and expertise of individuals, organisations, foundations, donor agencies, government ecosystem, and most importantly the community.



Piramal Swasthya  
at a Glance

**124 Million**  
BENEFICIARIES TILL  
MARCH, 2020

**21 States**  
COVERED UNDER PIRAMAL  
SWASTHYA PROGRAMMES

**35**  
PUBLIC HEALTH CARE  
DELIVERY PROGRAMMES

**2,678**  
EMPLOYEES

**171**  
DOCTORS





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# Piramal Swasthya

# Collaboration and tech driven impact



Our work continues to ensure parity in health care services by undertaking programmes among the most vulnerable population in the country.

Piramal Swasthya has worked towards a dream where no one across the country is denied basic health care and when availability, accessibility, and affordability become an inalienable right for the most underserved. As Universal Health Coverage becomes a rallying cry in the partnership between governments and development partners, Piramal Swasthya believes that the role of communities in designing and implementing new approaches will take on a very different character.

While India has made strides in reducing maternal and infant deaths over the last decade, regional disparities continue to be stark. Our work continues to ensure parity in health care services by undertaking programmes among the most vulnerable population in the country. Building on decade-long solutions such as health helplines, community outreach programmes, and telemedicine has not only enabled us to increase the reach of primary health care services but also serve as a critical lifeline for communities in the management of COVID-19 spread. Our teams across the country have worked incessantly during this trying time in supporting government health initiatives across the country and demonstrated traits of a resilient organisation.

Our work with NITI Aayog in the aspirational districts continued apace with improvements in multiple health parameters across 25

aspirational districts and has provided the confidence of developing these approaches as tool kits that can be replicated across many other districts. An independent study by The Institute of Competitiveness concluded that these improvements were possible due to three critical elements: community awareness, multi-stakeholder collaboration, and data-based governance. Our key learning has been involving communities and local institutions in the design and implementation of effective intervention. Our new partnerships in the last year seek to build on our experiences, create a learning eco-system, and leverage partners' global expertise to address India's needs.

Our long engagement with the tribal communities in six mandals of Visakhapatnam's tribal belt marked a period of zero maternal deaths for the third year in a row across 800+ habitations. The deepening relationships with government agencies have played a key role in marking this progress. The team focused on the nutrition of adolescent girls and expecting/lactating mothers in our attempt to build a holistic approach in the years to come. We believe that tackling any health issue at its cause and through a preventive approach is crucial as we aspire for Universal Health Coverage.

This belief has inspired us to continue our efforts in building a Tribal Healthcare Collaborative,

which is a multi-stakeholder platform with a commitment to end preventable deaths in tribal communities across the country. A deepening engagement and strategic conversations with central ministries, technical experts, implementation partners, and philanthropists are giving a more concrete shape to the Collaborative.

Our work on the technology front, especially in building a platform for Electronic Health Records in primary health care has continued apace. The deployment of this platform across multiple projects/locations is building a rich pool of longitudinal health records that will deliver insights for government decision-makers over time. The partnerships that we are building and the linkage that we plan to establish with the government's National Digital Health Mission can assist in bridging a key gap in the interoperability cycle.

None of this would have been possible without the strong engagement with governments and our partnerships with Foundations and thought leaders. To my mind, while we learn from our project implementation, the success of any national endeavour will ultimately depend on our ability to collaborate and cross-pollinate our experiences in a meaningful national mission.

**Paresh Parasnis**  
CEO, Piramal Swasthya





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# Piramal Swasthya

## Key achievements for the year

At Piramal Swasthya, our dream is to provide basic health care facilities across the country through meaningful collaborations. Over the years we have built strong relationship with several government, non-government and international organisations. We have collaborated with various government organisations including NITI Aayog, Ministry of Health and Family Welfare, Ministry of Tribal Affairs, and state departments; along with international organisations such as Bill and Melinda Gates Foundation, Rockefeller Foundation, and UNDP. Piramal Swasthya also collaborated with corporates namely Asian Paints Ltd., Oil India, Shriram Transport Finance Corporation, to implement their CSR initiatives.

Our key achievements during FY2020 are as follows:

### Himachal Pradesh TMC

The Himachal Pradesh – Telemedicine Centre (TMC) was started in year 2015 with 25 nodes and one hub in Solan. In the FY2019-20, this expanded to 75 nodes across seven districts in the state, covering 60 Health Sub Centres (HSCs), two Primary Healthcare Centres (PHCs), 10 Community Health Centres (CHCs), and three Civil Hospitals. In 2019-20, around 37,356 telemedicine consultations were conducted successfully, which prevented beneficiaries from unnecessary hospitalisation for the conditions that can be addressed through early specialist intervention. The TMC makes specialist consultation accessible in the hard-to-reach areas and prevent beneficiaries from travelling long distance through tough terrains, thereby reducing the financial and time outlays of patients. TMC also helps in reducing the load of minor ailments and manageable illness from public health system, as large number of cases are addressed at the primary health care level.

### Technical Support Unit for Non-Communicable Diseases, Maharashtra

The Technical Support Unit (TSU) for Non-Communicable Diseases (NCDs) started its operations in FY2019-20. The TSU works closely with the State NCD Cell, Government of Maharashtra, and provides techno-managerial boost to the National Programme for Prevention and Control of Cancer, Diabetes, Cardiovascular Diseases and Stroke (NPCDCS) in Maharashtra. It has provided key inputs in areas of capacity building, communication for NCD, disease management guidelines, data management, data analytics and research, budgetary planning related to NCD and coordination of allied departments with State NCD Cell.



## Success Story

### A healthy delivery

Malti Pandab (name changed) belongs to a tribal community from a hard-to-reach tea plantation area in the Tinsukia district of Assam. She grew up with limited resources, which had an impact on her health and nutritional status. Like other girls in the community, Malti also got married at an early age of 18 years and she conceived within two years of her marriage.

Malti registered for an ANC checkup with the Sanjeevani Village Outreach Programme's Mobile Medical Unit (MMU) in January 2020. She weighed only 35.5 kgs and her hemoglobin was around 6.2 g/dl, which was alarming. Malti was immediately identified as a high-risk pregnancy case and was referred to the government hospital for Iron Sucrose injections. Malti was provided IFA supplements as per the recommendation for high-risk group and also counselled on consuming nutrition rich food that is locally available such as banana flower, local fishes, and green leafy vegetables.

Compliance on food and medicines resulted in the rise of hemoglobin to 9g/dl within a month and she also gained weight. But tracking her progress became a challenge for the Sanjeevani team due to COVID-19 situation. Thus, the team connected with ASHA worker in the village and tracked Malti's progress through her. ASHA worker undertook regular counselling on micronutrient supplements, dietary diversity, importance of institutional delivery and monitored Malti's progress during her pregnancy. The collaborative effort had a positive outcome.

On June 5<sup>th</sup>, Malti delivered a baby girl at the government hospital and she weighed 2.5 kgs at birth. At the time of the birth, Malti's weight was 44 kgs and her hemoglobin was at 9g/dl. She continues to take IFA tablets and also ensures having a nutritious diet to secure a healthy future for her baby and herself.





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# Piramal Swasthya

## A closer look at our initiatives

Our purpose is to address health-related queries and provide health advice to the community at large. We provide doctor and specialist consultation on health issues, thus enhancing beneficiary outcomes by bringing health services closer to the beneficiary.

### Remote Health Advisory & Intervention platform (RHAI)

We provide 24x7 health advice via telephone and telemedicine services, helping to reduce the minor ailment load on the public health system. These helplines are run across eight states namely, Assam, Bihar, Jharkhand, Sikkim, Maharashtra, Karnataka, Chhattisgarh, and Himachal Pradesh in partnership with the respective state governments.

**Health Information Helpline (HIHL- 104)** is a health contact centre that renders medical information and advice, provides counselling services, offers directory information, or option to lodge a service complaint against any public health facility. The helpline is managed by qualified and trained paramedics, counsellors, and doctors who use medically validated algorithms and disease summaries to provide standardised care.

**8,49,34,627**  
HIHL BENEFICIARIES TILL

**364**  
TOTAL CALL CENTRE SEATS

**8**  
STATES

**Telemedicine Centres (TMC)** provides specialist consultation by doctors. The in-built technology creates longitudinal medical records, helping beneficiaries prevent unnecessary travel, hospitalisation cost, and more.

**1,77,748**  
TELEMEDICINE SERVICES  
BENEFICIARIES

**81**  
TELEMEDICINE CENTRES

**5**  
STATES

**National AIDS Helpline - 1097:** Piramal Swasthya manages the National AIDS Helpline to provide comprehensive health information related to HIV/AIDS and STIs in 15 different languages across India.

**31,44,785**  
BENEFICIARIES  
**4**  
CENTRES







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# A closer look at our initiatives

## Community Outreach Platform

This platform helps rural beneficiaries to access primary health care with ease and convenience. We arrange medical vans equipped with medical devices, medicines, and health care workers that visit areas on fixed days.

# 4,92,37,558

BENEFICIARIES OVERALL UNDER COP

### Sanjeevani in Assam

Named Sanjeevani, this Village Health Outreach Programme is a once-a-month, fixed date outreach initiative of the Government of Assam. The service is delivered by Piramal Swasthya through the use of 80 Mobile Medical Units (MMU).

# 86,81,349

PEOPLE BENEFITTED SO FAR



## CSR Partnerships

We are a trusted partner of choice for the health-focused CSR activities and initiatives of various organisations, including Shriram Transport Finance Company, Asian Paints Ltd. United Nations Development Programme, Bokaro Power Supply Company Ltd. among others.

# 11,60,228

TOTAL BENEFICIARIES

# 14 States

FOCUSING ON HEALTH INITIATIVES

### A.M.R.I.T. – A Public Good

Accessible Medical Records via Integrated Technologies (AMRIT) is an Electronic Health Records (EHR) platform. It creates a unique beneficiary ID and allows disparate systems to connect to it, making health care delivery seamless. It is built to capture data for Antenatal Check (ANC), Postnatal Check (PNC), and NCDs (including cervical, breast, and oral cancer), and common ailments.

## Tribal Health Programme-ASARA, GOSTHANI, and Nutri-Hub

Specifically catering to tribal populations afflicted with the highest maternal and infant mortalities, this programme is active in the tribal belt in Araku valley near Visakhapatnam. The Araku valley is one of the six mandals within the tribal belt in Visakhapatnam where ASARA is active. In the last three years, we have ensured that maternal deaths are zero.

# 23,504

ANTENATAL CARE (ANC)

# 21,264

POSTNATAL CHECK (PNC)

# 1,17,187

TELEMEDICINE CENTRE (TMC)





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### PRERONA

The programme is focused on increasing institutional deliveries to bring down the maternal mortality rate (MMR) and infant mortality rate (IMR) in the island district of Majuli in Assam. The MMR and IMR of this area (where 70% of the population is tribal) is 404 per 100,000 live births and 50 per 1,000 live births, respectively. We provide the community with health care through four medical mobile units and a boat clinic.

**55,040**

TOTAL BENEFICIARIES

**349**

TMC CONSULTATION

**1,532**

ANC

**29,705**

SCREENING FOR NCDs \*FY2019-20

### AHANA

The programme, active across the states of Assam, Arunachal, Meghalaya, and Sikkim, is aimed at helping to eliminate parent-to-child transmission of HIV and Syphilis. We screen pregnant woman during the ANC and link up the positive cases for further testing and treatment services under National AIDS Control Programme.

**14,53,369**

TOTAL SCREENINGS

**848**

TOTAL POSITIVE CASES

**4**

STATES

**75**

DISTRICTS

### Nutri-Hub

A community-based approach to nutrition to make communities aware of the importance and benefit of a healthy and nutritious diet. The dedicated nutrition hub help prepares, process, and preserve nutritional food items for families.

**267**

HABITATIONS COVERED

**1675**

PREGNANT WOMEN COVERED

### Detect Early & Save Her/Him (D.E.S.H)

A first-of-its-kind community-based cancer screening programme being run in the North-East region of the country. It is aimed at detection of oral, breast, and cervical cancers. D.E.S.H team walks with the patient through the entire journey of initial screening to diagnosis to treatment.

**28,833**

TOTAL BENEFICIARIES







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The remote health advisory services through health helplines and telemedicine centres, on one hand, and community outreach programmes through mobile medical units, on the other, have been the operational base with a direct beneficiary connect for Swasthya over the years. These will remain the mainstay of Swasthya's last mile delivery of primary health care services to remote and underserved populations of the country. We will, however, throw our weight behind platforms and collaboratives through three other programmes, with an eye on the future. These include **Districts Transformation Programme**, the **Tribal Health Collaborative** and **AMRIT**.

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Seeded by Piramal Foundation in 2008, **Piramal Sarvajal** is a mission-driven social enterprise, which designs and deploys innovative solutions for creating affordable access to safe drinking water in underserved areas.



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# Expanding reach, sustainably

Sarvajal is at the forefront of developing technologies and business practices in the safe drinking water sector. These are designed to make a purely market-based model sustainable in both rural and urban areas.

As a result of our innovative and technology-driven approach, we are providing reliable access to safe drinking water to over 657,000 people daily through 1,800+ touchpoints spread across 20 Indian states.

We have partnered with Niti Aayog to help in effective deployment of the Swajal Scheme. We are also providing on-ground community mobilisation support for Jal Shakti Abhiyan promoted by the central government.

<https://www.youtube.com/watch?v=Y7OTg5ueIJ8>



## Piramal Sarvajal at a Glance

**657,000+**  
BENEFICIARIES  
SERVED DAILY

**20 States**  
COVERED UNDER PIRAMAL  
SARVAJAL PROGRAMMES

**1,800+**  
TOUCHPOINTS

**1.62 Billion**  
LITRES OF PURIFIED WATER  
DISPENSED TILL DATE



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## Piramal Sarvajal

# Supplying running water, empowering communities



Today with support from our partners we have been able to replicate our learnings to cover 1,800+ locations, serving 657,000+ people daily.

One of the profoundest truth of human existence is that what is essential, is missed or ignored almost always. The centrality of water to human as well as all life and the apathy it has met for decades, is a fitting example of the same. And India is no exception to this. However, the launch of Jal Jeevan mission in FY2020, with audacious goals and resources to match, gives hope that things will start changing for the better.

At Sarvajal, we started with a focus on providing drinking water solutions to the underserved communities. Realities of habitation spread, and varying contamination profile of locally available water sources led us to pioneering a purification-centric, information-layered, remotely-monitored and locally-managed decentralised approach. Over time, we have developed different models for different use cases basis rural demographics for low-density villages to high-density villages to slums and public places etc. Today, with support from our partners we have been able to replicate our learnings to cover 1,800+ locations, serving 657,000 people daily.

I am also happy to share that during the initial months of the pandemic-induced lockdown, our team in various places worked together with

the local administrative representatives and communities to ensure uninterrupted service. It gave us many inspiring stories of people rising above the call of duty in absence of support system available under normal situations. And we once again proved the robustness and calamity resilience of our technology and operating models. About 89% of Sarvajal locations didn't have a single non-functional day during the lockdown. and many of our driver and operators chose to stay away from their respective families and ensured continued service to the communities in regular manner with all due precautions related to hygiene and social distancing.

Over the last few years concerns of water scarcity led us to experiment and expand our ambit of work to cover various conservation activities. from recharging groundwater to reusing the wastewater. I am happy to share that in a short span of three years of our foray in this space, even in the pandemic affected year, conservation activities accounted for roughly about one-fourth of all its activities.

In aspirational districts programme in partnership with NITI, we participated in providing 'piped water supply' to rural

households. Our experience in managing decentralised network uniquely placed us in the distinctive position for validating design principles of 'single village schemes' under the Swajal scheme of Ministry of Jal Shakti (MOJS). We were not only able to deliver to double the number of mandated villages, but were also successful at formulating and contributing many of our learnings and recommendations to the Jal Jeevan mission guidelines.

All in all, the goal of Jal Jeevan mission, community-centric design, and resources committed makes it very promising. The importance of hand hygiene and related necessity of running water has also been highlighted by pandemic like never before, obviously there are going to be implementation challenges related to groundwater governance and grey water management, still it's a great step forward in the right direction. We at Sarvajal are committed and look forward to serving many more communities by replicating our learnings in the space of water access, conservation, and drinking water quality.

**Anuj Sharma**  
CEO, Piramal Sarvajal







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# Piramal Sarvajal

## Key achievements for the year

Piramal Sarvajal focuses on last mile delivery of safe drinking water at affordable prices by installing community level purification plants and Water ATMs on rural and urban India. We work with local entrepreneurs, local panchayats, government agencies, philanthropic organizations and corporates to provide safe drinking water access to more than 2 million people across 20 states.

Our focus this year has been on water conservation and community capacity building. Towards this end we have worked with corporate CSR and Government to not only deploy infrastructure set-up on ground while ensuring participatory ownership by mobilizing the community, but also helped strengthen capacity at the district level through regular meetings and workshops.

Our key achievements during FY2020 are as follows:

### Community Water Purification Project

Piramal Sarvajal ensures safe drinking water at 1,800 touchpoints spread across the country, serving more than 657,000 consumers daily. The locations we intervene in have limited access to water both in terms of quantity and quality, i.e 38% of the rural households from the intervened location were dependent on the public taps/ sources for drinking water and around 12% people travelled more than one km to fetch it. With 76% our consumers having an income lesser than ₹ 15,000, it is even more difficult when 6.10% of their income is spent on medical expenses due to waterborne diseases. Post our intervention we have observed a change in water hygiene behaviour (94% are more aware and follow improved hygiene practices). As per self-reported benefits shared by our consumers there has been a noticeable decline in the water borne illness in their households and they have reported an average savings of ₹ 228 per month on household medical expenditure.

### SERVING

**657,000+**

CONSUMERS DAILY AND OPERATED THROUGH

**1,800+**

TOUCHPOINTS IN

**20 states**





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Education Health Water

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## Key achievements for the year

### Swajal

Piramal Foundation is working with NITI Aayog for facilitation of the Swajal scheme implementation in 16 districts across 7 states. We have been a key contributor in building capacity and facilitating the Swajal programme with community and government departments at gram panchayat, district, state and national level. Some of our key achievements have been empowering the community to adopt Swajal via 1,200+ mobilization drives and facilitating over 300 gram-sabha resolutions, that has the potential to impact 1,00,000+ rural people. We also developed an IoT (internet of things) based remote monitoring solution (comprising of sensors and an online dashboard) for Swajal scheme and are collaborating with Ministry of Drinking Water and Sanitation and National Informatics Centre to pilot it at 10 locations across the country.

## 295

HABITATIONS SCHEME-READY WITH DPRS PREPARED

## 148

HABITATIONS MOBILISED COMMUNITY FUNDS

## 63

TENDER RELEASED WITH 34 LOCATIONS CONSTRUCTION WORK ONGOING

### Jal Shakti Abhiyan

Sarvajal facilitated Jal Shakti Abhiyan in 12 districts across nine states. Sarvajal and PFEL collaborated to mobilise 98 Gandhi fellows to undertake a 10-day intervention to identify and document best practices in water conservation and take the Jan Andolan to the masses across 49 districts in six states.

## 12

DISTRICTS -SWAJAL TEAM

## 49

DISTRICTS WITH GANDHI FELLOWS

NATIONAL RANK (OUT OF 255)

## Nainital (6)

## Dhanbad (12)

## Balod (14)

## Gandhinagar (28)

### Five Important Water Conservation Interventions



Rain Water Harvesting



Renovated traditional and other water bodies/tanks



Reuse and Recharge structures created



Watershed developed



Saplings Planted



### Success Story

#### The smart way to water security

Meeraben, a homemaker and mother of two kids lives near Haldharvas, a small village in Mahmedavad Taluka in Kheda district of Gujarat. The village comprises 25 families and has a total population of 150 people. The village lacked the facility for safe drinking water. This was despite the Gujarat Water Supply and Sewage Board establishing a piped water scheme, which involved installing a borewell and a 5,000-litre water tank with a staging structure. The water supply was erratic. Thus, Meeraben and her fellow villagers had to always store large quantities of water.

Piramal Sarvajal engaged with the residents and realised that automation of water supply could be a simple solution to their problem. We deployed our IoT-enabled remote monitoring solution and the villagers soon had 24x7 water supply. With sensors measuring daily water extraction and monitoring water levels in the water tank, the system automated pump operation. Not only did this eased the community's access to safe drinking water but also helped curb water wastage. With real-time data coming in, the local government bodies have access to all-important parameters like quantity of water, quality of water, and the status of water source at any given point in time, enabling effective governance and timely repairs and upkeep.







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### A. Sarvajal Technology

#### 1. Purification

**Water Purification Plants:** Sarvajal's purification model is agnostic of the method of filtration, utilising purification technology as per the source water. Sarvajal water is purified through a site-designed five-step filtration process, including media filtration, micron filtration, Reverse Osmosis (RO) filtration, and UV purification. As a part of our endeavour to address the emerging challenges, we have focused on studying emerging technologies like TDS reduction, arsenic and fluoride treatment, including alternative to RO, by studying 36 technologies and shortlisting on two suitable ones for scale up.

#### 2. Monitoring

**E-Soochak Controller:** Sarvajal pioneered the use of Remote Monitoring technology in the drinking water sector, by deploying IoT-enabled devices on all purification plants and water ATMs. These devices provide real-time impact data, enhancing accountability, and efficiency of operations.

#### Piped Water Monitoring Solution (PWMS):

Building on Sarvajal's core strength of designing technology-enabled information layer on decentralised water systems, our research team has designed a low-cost Piped Water Monitoring Solution (PWMS). PWMS was developed under the purview

of our partnership with NITI Aayog to facilitate the implementation of Swajal.

The PWMS comprises three components:

- Smart water sensors to measure vital statistics (quality, quantity, regularity, etc.) of the piped water scheme
- Control unit to relay information provided by the sensors to a remote/cloud server
- Database to store/ retrieve information
- Web-based application to visualise key statistics by leveraging data analytics
- Three pilot demonstrations have been implemented in Kamrup (Assam), Kheda (Gujarat), and Nalanda (Bihar) in 2019.

#### 3. Distribution

**Sarvajal Water ATM Device:** Water ATMs are solar-powered, cloud-connected, automated, contactless water vending machines that dispense water at swipe of a smart card. These ATMs track every transaction that takes place, which enables sophisticated market forecasting and proactive multi-unit management. During the COVID-19 pandemic, our technical knowledge helped us update the firmwares of our button-operated ATMs and convert them to no-touch card operated ones, ensuring safety of all the ATM users.

#### 4. Management

#### Sarvajal Enterprise Management System (SEMS):

Developed by a team of software experts, the SEMS is a tool that captures and processes data received by all the installed water purification and dispensing units. Additionally, SEMS is equipped with optimisation algorithms to create relevant alerts, which enable key process related remote-controls and boundary triggered auto-controls. During the COVID-19 outbreak, it helped us track operational performance of all the machines and oversee the maintenance, so that if there was any issue the operator could be trained online.

<https://www.youtube.com/watch?v=CmgLTx3kLjA>

### 1. Purification → 2. Monitoring → 3. Distribution → 4. Management





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## B. Community Engagement

Community engagement through participatory planning process is crucial to foster community ownership, which is quintessential for long-term sustainability of any project. Involvement of the community from the initial stage of scheme planning ensures that they actively participate in taking crucial decisions.

### 1. Village Water Committee (VWC) enabling community ownership

Sarvajal's purification model is agnostic of the method of filtration, utilising purification technology as per the source water. Sarvajal water is purified through a site-designed five-step filtration process including media filtration, micron filtration, Reverse Osmosis (RO) filtration and UV purification.

A perfect example of community participation is seen in Kakkadasam, Krishnagiri district of Tamil Nadu. The entire community came forward, putting aside their personal and professional differences, to implement the project. The women's Self-Help Groups (SHGs), along with Panchayat Level Federation, took ownership of the service and mobilised the community for the benefit of all. A village water committee was formed to take collective decisions regarding finances and management of the plant. Thanks to the goodwill and community feeling, the VWC also shared the safe drinking with four

### 2. Participatory Planning Process during Swajal implementation

At Sarvajal, we believe that participation in key decisions engenders community ownership and is the core of the success and sustainability of rural drinking water supply schemes. Our team conducted extensive mobilisation activities to empower the communities to adopt Swajal by involving them in the planning and execution process of the scheme. Activities like social mapping enabled the community to take better decisions regarding scheme planning. We conducted jal yatras to highlight the gravity of the water crisis in villages. Our team also supported strengthening of the Paani Samitis, who are at the core of the long-term sustainability of piped schemes.

### 3. Community Mobilisation in promoting Jal Shakti Abhiyaan.

Sarvajal collaborated with the Ministry of Jal Shakti to facilitate the mission in 12 districts across nine states. Our objective was to facilitate water conservation-related government programme on a mission mode by conducting awareness drives for different stakeholder groups. The team worked to quickly build rapport with government officials in these districts and documented success stories of the work done at the district for water conservation. The team also:

- mobilised the community, organised Jal Yatra, and educated schoolchildren and community members
- visited sites of water conservation structures and conducted workshops on water conservation practices

### 4. Mobilising SHGs

We supported creation of women SHG-led business model at the village level in select districts of Maharashtra to provide safe drinking water where groundwater is contaminated or not fit for direct consumption. This was in collaboration with Maharashtra Village Social Transformation Foundation (MVSTF).

### 5. Leveraging Behaviour Change Communication

With a focus on increasing the water offtake at multiple locations where Sarvajal operates, the team undertook various experiments to understand the user behaviour. It created various behavioural tools to increase the water offtake by implementing communication strategies and activities for select locations of Sarvajal.







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## C. Solution Models

### 1. Rural Solutions

#### a. Adopt a village

We partner with philanthropic organisations willing to fund the unit and gap fund the operational cost in the short-term until recurring expenses can be recovered through revenue, thereby resulting in the sale of drinking water within the community. Also, we conduct intense awareness generating marketing programmes to educate on health linkages to water and encourage people's participation in solving problems at local levels.

**1,97,049**

PEOPLE SERVED DAILY

**416 Villages**  
**15 States**

#### b. Strengthening programmes funded by the government

Currently, more than 20,000 community-based water purification plants have been installed at rural locations across multiple states by the respective state governments. However, due to various reasons, 50-60% of these installations are barely functioning. Sarvajal aims to provide solutions for these (remote monitoring) to the government and bid winners for improved monitoring of their existing decentralised drinking water initiatives.

We collaborated with MVSTF and did pilot projects for Providing Safe and Sustainable Drinking Water in select districts of Maharashtra. Under this, we installed safe drinking water setups in few villages.

#### c. Adopt a school

In association with various organisations, we provide safe drinking water by setting up purification and dispensing drinking water unit in schools we have developed School Health Awareness Programme. is to help children understand the importance of safe drinking water for their health, so that they learn to stay hydrated, avoid falling sick from water-borne diseases, and attend school regularly. The sessions aimed to engage students through participatory exercises, which were both informative and motivational. Sarvajal helped in showcasing messages (created by the students through painting, slogan writing, and poems on WASH) to parents and community members as extended audiences.

Given the Covid scenario, we believe that this effort would have helped in generating awareness about health and hygiene among children.

**1,24,664**

CHILDREN SERVED DAILY

**194 Schools**  
**18 States**

<https://www.youtube.com/watch?v=Npwjtx4lqbQ>





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## C. Solution Models

### 1. Rural Solutions

#### d. Franchisee model:

Piramal Sarvajal through its franchisee business model appoints a local entrepreneur as a Sarvajal franchisee and helps set up and support provision of affordable, quality assured drinking water to the local community. One of several ecosystem-level challenges faced by us is that for every water entrepreneur brought to the fold, we lose two prospective entrepreneurs due to lack of ready-investment capability and access to formal credit markets. The challenge is in encouraging the banking sectors to create loan products for the water sector, specifically designed for the water entrepreneurs. So, Sarvajal collaborated with Water.org and Smart Power India, designed and implemented a franchisee loan-financing programme in the states of Madhya Pradesh and Uttar Pradesh.

<https://www.youtube.com/watch?v=8-iYBphlYOQ>

# 2,80,866

PEOPLE SERVED DAILY

# 359 Franchisees

# 9 States

#### e. Water use efficiency – recharge, reduce, reuse

Sarvajal's approach to water conservation is driven by the need to ensure sustainable use of our drinking water sources - borewells and groundwater aquifers. Our 3 pronged approach is as follows:

- Recharge:** This involves efforts to recharge the underground aquifer/borewell using rainwater harvesting so that the risk of groundwater levels falling/borewells running dry, are reduced considerably. This in turn is expected to keep Sarvajal purification units operational for longer periods, including the summer months when groundwater availability is a challenge. We have piloted four and finalised three models, which cumulatively recharged over 5 L litres in FY2020 and 3.25 Litres in FY2021 so far.
- Reduce:** This involves efforts to reduce the consumption of groundwater by the purification units. It consists of two models – deploying Ferrocement Tanks that store rainwater as a reserve above ground (to be used during the summer period when water is scarce) and identifying more efficient means of purification other than Reverse Osmosis. For the latter, we are currently zeroing in on Capacitive De Ionisation Technology (CDI), which has an 80% efficiency of raw water usage, as compared to RO systems that have 50-55% efficiency. This is expected to reduce the amount of water our systems use.
- Reuse/recycle:** Our work under this component has been to find use cases for highly saline water that is brought out as RO reject from our purification units. The use cases are in farming, but at a trial stage, and we would need more time to ascertain their feasibility.







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## C. Solution Models

### 2. Urban Solutions

#### Hub-and-spoke model: *beyond the pipe*

In urban India, a third of the communities do not have access to tap water. Piramal Sarvajal has pioneered the hub-and-spoke business model that comprises a network of water ATM units (spokes) installed at multiple locations attached to a localised purification unit (hub). The purified water is transferred from the purification unit to these ATMs through a custom designed water-carrying vehicle. The whole set-up is cloud-connected with real-time communication across devices. We have deployed hub-and-spoke model at various locations:

- In collaboration with Delhi Jal Board, we demonstrated our hub-and-spoke model at Delhi Jukki Jhopies colonies for serving safe water to its residents, as they did not have any other source for water.

<https://youtu.be/CmgLTX3klJA>

- Working with Bhubaneswar Municipal Corporation, Odisha installed four PU (Hubs) and 39 ATMs (Spokes) that are operational since 2016. Amphan cyclone that coincided with the COVID-19 disrupted delivery of services in West Bengal and Odisha, however, Sarvajal continued operating all its machines and dispensing units to ensure daily service to the affected communities.

- In Sahibganj, Jharkhand, the machines were operational and services continued even during complete lockdown. During Covid, people were more conscious of their health and immunity so required quality and hygiene for their drinking water. All our ATMs are contactless and regularly sanitised to ensure safety and hygiene.

- In the quest to serve more people, we studied Nagpur slums, created Vulnerability Composite Index, surveyed and prepared reports on 23 slums (CEPT). This report was virtually launched by Dr. Swati Piramal. Our findings about the state of drinking water in slums and proposed solutions were acknowledged and a letter of appreciation was received from Municipal Commissioner. A Memorandum of Understanding for Urban Policy was signed with C-WAS, CRDF CEPT.

- Sarvajal was showcased as one of the 14 models studied across the globe in a draft report of the World Bank titled: 'City-Wide Inclusive Water Supply : Refocusing on Off-Grid Solutions for Addressing Sustainable Development Goal 6.1'. The report captures Sarvajal's urban solutions and its relevance to off grid water systems to accomplishing SDG 6.1, highlighting a preliminary study to 'reimagine' off-grid service delivery arrangements that complement piped systems in urban areas.

# 42,547

PEOPLE SERVED DAILY

# 20 Locations 6 States





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### 3. Government Partnerships

#### a. Swajal

Swajal is a community-managed, demand-driven, mini piped water supply scheme launched in 112 aspirational districts. We partnered with NITI Aayog to facilitate the implementation of the scheme. Our partnership was designed to deliver programmatic support in 16 aspirational districts across seven states in five thematic areas: behaviour change communication, IoT-enabled monitoring and evaluation, water quality and solution design, source sustainability and effective Operations and Maintenance (O&M). We worked closely with community members and government authorities across the four tiered administrative framework comprising – gram panchayat, district, state and national level. The active support and engagement of the team across all levels has facilitated the following.

<https://www.youtube.com/watch?v=Y7OTg5uelJ8>



Obtained 322 Gram Panchayat resolutions, through participatory planning process, and trained 350+ community members on the use of Field Testing Kits for assessing quality of water.



Facilitated the drafting of 295 Detailed Project Reports (DPRs) for piped water supply schemes by verifying its congruence to Swajal guidelines.



Mobilised 2,500+ people by organising special sensitisation drives – including painting competition, *nukkad nataks* (street play), mehndi competition etc. – on Republic Day and World Water Day.



Translated the Swajal guidelines into Hindi for better comprehension and conducted 38 workshops on Swajal principles for 500+ government officials and elected representatives of PRIs.

#### b. Facilitated Jal Shakti Abhiyan

A time-bound campaign Jal Shakti Abhiyan was launched in mission mode to improve the water conditions in 1592 blocks in 257 districts that are drought affected, water-stressed or over-exploited. We collaborated with Ministry of Jal Shakti to facilitate the mission in 12 districts across nine states.

Our major role were:



#### Community Mobilisation

- a. Engaging with community
- b. Organizing Jal Yatra with community
- c. Educating school children



#### Capacity Building

- a. Engaging with district officials
- b. Site visits with water conservation structures
- c. Workshops on water conservation practices







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Sarvajal will continue to offer its solution models on its own as well as in partnership with other organisations. The two common elements running across these solution models, which also clearly underline the key strengths of Sarvajal are its innovative remote monitoring technology and its community outreach. It will leverage these strengths to contribute to the **Jal Jeevan Mission**, which is aimed at providing functional household tap connection, over the next four years and beyond.

A separate section ([Jal Jeevan Mission](#)) of this report brings out the broad approach that Sarvajal will take to achieve its objectives.







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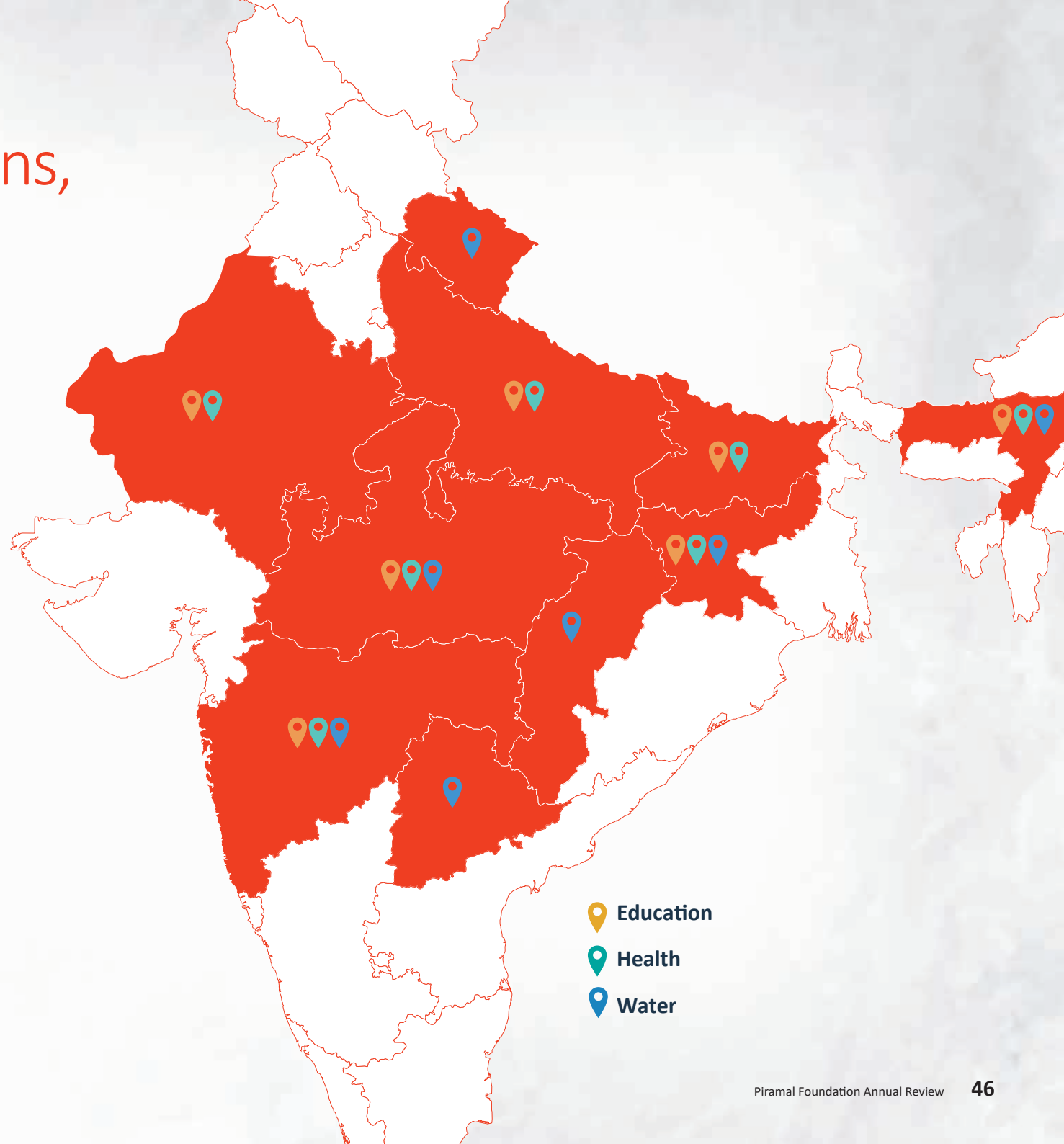
Building a movement

Realising aspirations, together

The Aspirational Districts Transformation Programme was launched by the central government in January, 2018, aimed at quickly transforming 115 districts from across 28 states and triggering equitable growth. The National Institution for Transforming India (NITI) Aayog adopted 25 of the 115 aspirational districts.

Piramal Foundation partners the national body in each of these districts. It is in the second year of its four-year agreement towards assisting and supporting the District Collectors and key officers to improve health and nutrition and education indicators.

These districts are home to nearly 4.1 Crore people, 5.2% (54 Lakh) of whom are tribal, and ~4.5% are children under the age of five. In all, they make up 3.4% of the national population.





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# Education

# 21<sup>st</sup> Century skills for all

## Highlights

### Delta Ranking

9 districts

Ranked top 5

IN MONTHLY DELTA RANKING IN PAST NINE MONTHS, ELIGIBLE FOR

₹ 3-10 Crore

BY NITI AAYOG

### Demonstration Schools

District administrations have taken ownership by investing resources to transform the school infrastructure

1,158/5,023

SELECTED DEMO SCHOOLS ESTABLISHED SMART CLASSROOMS IN 651 OF THEM

### School Processes

30,089

(63.2%) SCHOOLS WITH FUNCTIONAL LIBRARIES

9,825

(19.2%) SCHOOLS BaLA ENABLED

### Assessment

10,397 volunteers

CONDUCTED ENDLINE ASSESSMENT IN DEMONSTRATION SCHOOLS IN MARCH 2020

14.3%

OVERALL IMPROVEMENT IN LEARNING OUTCOMES ACROSS CLASSES 3 TO 8 IN LANGUAGE AND MATHS SHOWN

- 15.8% improvement shown from Baseline to Endline in classes 3 to 5
- 16.5% improvement shown from Baseline to Endline in classes 6 to 8

### Technology

2 applications

DESIGNED AND DEPLOYED (JOURNEY APP, AND M&E FORM)

for programme monitoring and evaluation with centralised dashboard

### Constructive Community Action

#### Enrolment campaign

District administrations have taken exceptional lead to own and launch enrolment campaign, 2.12 Lakh new students and 45,336 Out of School Children enrolled back in government schools.

#### Accelerated Learning Programme (ALP)

45-50 days Accelerated Learning Programme conducted by 5,079 volunteers investing 1.5K+ hours. 19.43 Lakhs students enrolled in the volunteer-led ALP Programme.

#### BOLO App

Launched the speech-based reading app to improve reading and comprehension abilities of students by engaging 5.14 Lakh community people in 14 districts. There have been more than 49K+ active users till date.

- 6.15 Lakh new students and 1.23 Lakh+ dropped out children enrolled back in government schools
- 2424 (100%) Cluster Resource Co-ordinator (CRCs) upskilled on instructional practices, pedagogy and coaching to enable continuous school and teacher support

### Governance

Supported District Collectors to submit proposals worth 561 Crore to Public Sector Enterprises in

22 districts

### Middle Management Development

Provided 80 hrs of input to 2,424 (100%) CRCs on assessment, pedagogy, coaching to enable continuous school and teacher support.

75,088 TEACHERS

(19.4%) TEACHERS TRAINED THROUGH NISTHA TRAINING ON LANGUAGE, MATH, AND PEDAGOGY SKILLS





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## Education

# 21<sup>st</sup> Century skills for all

## Government Interactions

### Prime Minister visit

## Hon'ble Prime Minister visited aspirational district Chitrakoot, UP

He also spent time understanding the concept of demonstration schools.

### MoU

## 4 states

(ASSAM, BIHAR, RAJASTHAN, UTTAR PRADESH)

SIGNED BETWEEN PIRAMAL FOUNDATION AND STATE GOVERNMENT

### CM/EM

EDUCATED EM, BIHAR, ABOUT OUR WORK IN

## 5 districts

SHOWCASED AND EXHIBITED INNOVATION IN ASPIRATIONAL DISTRICTS TO HONOURABLE CM OF UP

### State Bureaucracy

Acknowledgement of ADTP, with states including Assam, UP, Bihar, Maharashtra asking to expand in more districts. In Bihar, state leadership praised Piramal Foundation as benchmark in front of eight NGO partners and 38 district officials.





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# Health

# Focus on seamless delivery

## Highlights

### Village Health Sanitation and Nutrition Day (VHSND)

**7,103 sites**

AS ON MARCH 2020

**51 ANMs**

TRAINED (IN UP) ON  
STRENGTHENING QUALITY OF VHSND

### Capacity Building

**1,546 Supervisors**

TRAINED IN 47 SUPPORTIVE  
SUPERVISION TRAININGS

**3,235 PRI**

MEMBERS TRAINED

### Strengthening Health Facilities

**29 operational First Referral Units**

WITH 11 OPERATIONALISED BETWEEN  
APRIL 2019 TO MARCH 2020

**30 FRUs**

CURRENTLY PROVIDING EMERGENCY  
OBSTETRIC CARE

**24 FRUs**

STRENGTHENED IN THE YEAR 2019-2020

**8 facilities**

ACCREDITED WITH 1,106 EXTERNAL  
STAKEHOLDERS SENSITISED FOR LAQSHYA

### Addressing Home Delivery Pockets

**373**

DELIVERY POINTS HAVE BEEN  
ACTIVATED CATERING TO OVER  
1000 HOME DELIVERY POCKETS

### Defeat Diarrhea

**26% (ORS) and 33% (Zinc)**

USAGE IN DIARRHEA TREATMENT  
IMPROVED

**55% (Rotavirus),**

**47% (MCV) and**

**66% (Vitamin A)**

SUPPLEMENTATION INCREASED

### Health and Wellness Centres

**5 centres**

FOR MODEL HEALTH AND WELLNESS  
WERE LAUNCHED

### Community Engagement - Working with Religious Leaders

**418 faith leaders**

WERE TRAINED ACROSS 14 DISTRICTS  
IN THE STATES OF ASSAM, BIHAR, AND  
UTTAR PRADESH FROM MARCH 2019  
TO MARCH 2020





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# Focus on seamless delivery

## Government Interactions

### Engagement with NITI Aayog

**5 review meetings**

ON AN AVERAGE AND OFFICIAL INTERACTIONS EVERY MONTH

### Engagement with Line Ministries at the National Level

**Health Ministry, WCD, NRLM, MoRD**

BUILDING STRONG ENGAGEMENT WITH ALL THE RELEVANT LINE MINISTRIES

### Building Strong Relationships at both State and District Level

**10-12 interactions**

WITH PRINCIPAL SECRETARY AND MISSION DIRECTOR (NHM) AMONG OTHERS (ENGAGEMENT AT THE HIGHEST LEVEL IN THE STATE)

**20-22 interactions**

WITH DISTRICT MAGISTRATE AND OTHER DISTRICT OFFICIALS ON A MONTHLY BASIS

## Impact Outcome

### IDInsight Impact numbers

**25 districts**  
HAVE IMPROVED IN ANC

**17 out of 25 districts**  
HAVE IMPROVED EXCLUSIVE BREASTFEEDING

**16% pp**  
INCREASE IN INSTITUTIONAL DELIVERY RATE

**21% pp**  
INCREASE IN TIMELY INITIATION OF BREASTFEEDING OF NEWBORNS

**19 of 25 districts**  
IMPROVEMENT IN EXCLUSIVE BREASTFEEDING

**21% pp**  
INCREASE IN REGISTRATION OF PREGNANT WOMEN FOR ANTENATAL CARE SERVICES

**4% pp**  
INCREASE IN EXCLUSIVE BREASTFEEDING OF CHILDREN TILL SIX MONTHS





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# Water

# Health and safety, a priority

## Highlights

Against the target of piloting **Swajal** in 160 habitations, Sarvajal has facilitated the **community mobilisation** in 322 (2x), ensured that **295 are scheme-ready** with DPRs prepared (1.8x) and mobilised community funds in **148 habitations** of which **63 tenders** were released with 34 locations, where construction work is ongoing

SARVAJAL FACILITATED JAL SHAKTI ABHIYAN IN

## 12 districts across 9 states

SARVAJAL AND PFEL COLLABORATED TO MOBILISE

## 98 Gandhi fellows

to undertake a 10-day intervention to identify and document best practices in water conservation and take the Jan Andolan to the masses across

## 49 districts in 6 states



**Sh Amitabh Kant**

praised Sarvajal's work in the effective implementation of the Swajal programme in aspirational districts and preparing a template for replication in the Jal Jeevan Mission during an all development partner meet at NITI Aayog.

## LEARNINGS AND INSIGHTS

- Presented **learnings** from the Swajal partnership
- Shared **insights** on deployment of IoT-enabled piped water monitoring solution at scale
- Submitted four concept notes to the JJM's Task Force created by Ministry of Jal Shakti

**Sh Rakesh Ranjan**

of NITI Aayog issued an official acknowledgement praising Piramal Foundation's work and sought a long-term engagement for Jal Jeevan Mission

Signed MoU with Maharashtra Government for a study on the challenges specific to water and its impact for **slums in Nagpur city**. As part of the programme, signed an MoU for Urban Policy with C-WAS, CEPT, also designed the **Composite Water Vulnerability Index (CWVI)** tool. The CWVI tool is designed to rank slums on various parameters such as Availability, Accessibility, Reliability, Quality and Burden of Disease.

THIS TOOL WAS USED IN THE NAGPUR SLUMS SURVEY COVERING:

## 398 HHs in 23 slums

and a compiled report was shared with the municipal commissioner

## EMPOWERING SHGs

Under the **MoU signed with Maharashtra government**, we built capacity and provided hand holding support to 120 Village State Transformation Foundation (VSTF) fellows on setting up entrepreneur led safe drinking water facilities in rural Maharashtra with the help of SHGs. Four villages were supported by Piramal Foundation for setting up the safe drinking water facility.





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# Water

# Health and safety, a priority

## Government Interactions

Sarvajal attended five regional consultative workshops organised by Ministry of Jal Shakti to finalise the Jal Jeevan Mission guidelines:

## 8 recommendations

HAVE BEEN INCLUDED IN THE FINAL DRAFT

SARVAJAL HELD MULTIPLE ROUNDS OF MEETINGS WITH

## DDWS-MoJS officials

to seek their inputs in designing Piramal Foundation's intervention in the Jal Jeevan Mission.

MOJS INVITED SARVAJAL IN

## An all Development Partner Meet

conducted to brainstorm on Development Partner role in successful implementation of Jal Shakti Abhiyan across the 256 districts.

WE WERE REQUESTED AND PROVIDED **WORKING NOTES TO JJM TASK FORCE** FOR: JAN ANDOLAN, GENDER MAINSTREAMING, AND IOT-ENABLED REMOTE MONITORING

Conducted **pilot feasibility study** to ascertain the possibility of merger of Village Water & Sanitation Committees and Villages Health, Sanitation & Nutrition Committees in

## Vidisha (MP),

UNDER GUIDANCE OF MR ALOK KUMAR (NITI AAYOG)

HELD THE 1<sup>ST</sup> EDITION OF

## Water Dialogues

a platform for inviting sectoral experts for a knowledge sharing session – by inviting four people who've been instrumental in Gujarat's rise in the rural piped water space.

ORGANISED A 3-DAY ORIENTATION IN PARTNERSHIP WITH WATERAID ON **RAINWATER HARVESTING AND WATERSHED MANAGEMENT** IN BHOPAL (MP)

## Impact Outcomes

SARVAJAL'S RECOMMENDATION FOR

## IoT-enabled monitoring

OF PIPED WATER SCHEMES DEMONSTRATED AT THREE LOCATIONS IN

## Assam, Bihar, and Gujarat

HAS BEEN INCORPORATED IN JAL JEEVAN MISSION GUIDELINES

**CONSTRUCTION WORK** HAS BEGUN IN

## 34 villages

across Assam, Madhya Pradesh and Uttarakhand

DURING PHASE 1 OF JAN ABHIYAN

## 4 Sarvajal-intervened districts

DHANBAD, BALOD, GANDHINAGAR, AND NAINITAL WERE RANKED IN THE

## top 10% of all 256 districts



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## Building a movement

# Strategically aligned to deliver

The Big Bets of Piramal Foundation carry a potential for discontinuous and transformational change. These Big Bets, over time, can encompass multiple levers that would be critical in addressing any social challenge from multi-dimensional perspective.

Our ability to craft a specific focus that needs attention and articulating a significant commitment of resources also means that these programmes carry an element of risk in being able to deliver the outcome that they are designed to. The common elements that run through these programmes are that all of them leverage technology, engage communities, and work with the government to ensure that they are sustainable.

These are not just projects, they are about building a platform.

## Commitment of resources

Globally, a large commitment of resources in terms of funding to solve a social problem at scale is generally termed as bold philanthropy. However, Piramal Foundation's approach to bold philanthropy extends beyond just the size of giving. It is about bringing multiple partners together in alliances to effect system strengthening.

We believe that a collaborative approach in pursuing bold philanthropy can draw in additional financial but equally importantly, non-financial resources to tackle a social

sector problem. We have decided to adopt this approach as it has the potential to influence systemic transformational change. It can also engender improved results due to shared strategic thinking, monitoring and access to a larger pool of expertise – stitching a common mission that is linked to national goals and can then be implemented in mission mode.

The collaborative or alliance of partners could emerge as a platform for 'scalable learning'. It can help the various players build capacity to execute, learn, and adapt. They can also create diverse networks of individuals and organisation working on the same issues and serve as central hubs to accelerate learning. It may not necessarily focus on the replication of a single programme. Rather, they identify multiple programmes, practices, or interventions that yield results – a superset of proven theories of change working together in tandem that address a single problem. The collaborative would also capture learning about how these solutions need to vary by context and engage key stakeholders to shift practices and advocate more broadly to spread what works.

## Potential to bring about transformational change

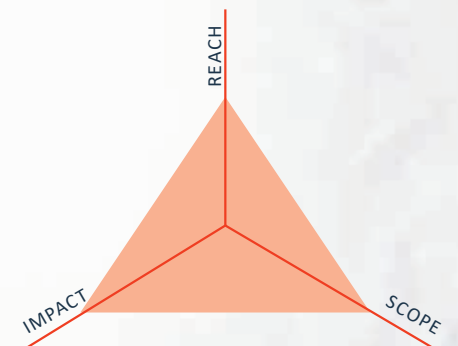
The commitment of resources is predicated on the ability of these programmes to be replicated across geographies, communities etc. and to bring about change at scale. The ADTP in the areas of health and education is aimed at systems strengthening in multiple districts and states affecting a large part of the population living there. It has the potential to serve as a model for India's future, economic and social development strategy according to a Prof. Michael Porter led Institute of Competitiveness Assessment Study. The Tribal Health Collaborative will improve health outcomes of tribal communities that constitute 10% of India's population.

All of these programmes will help India achieve the SDGs in health, education, and water that the nation is committed to over the next decade.

## Tracking the Big Bet programmes

Over the next ten years the Piramal Foundation will be tracking these programmes as they evolve along the dimensions of scope, reach, and impact. The number of beneficiaries, the geographical spread, and the outcomes achieved will mark the progress of these programmes.

All the programmes are at different stages on the journey towards achieving transformational change.







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# Strategic Focus Areas: District Transformation Programme, Education

## Assisting education leaders to scale up

### The Inception: School Leadership Development Programme (SLDP)

**School Leadership Development Programme (SLDP) was aimed to support teachers and headmasters in their daily activities to enable them to excel in their work, along with building strong community connect with their local schools.** The intervention being limited to the school level, created a challenge in large-scale impact of the pilot Programmes done. These mostly needed the support and the intervention of districts administration, where we identified an operational gap resulting in the birth of District Transformation Programme.

### The Birth of District Transformation Programme

Realising that through SLDP targeting each school separately would take lot of time and resources, Piramal Foundation identified the District as the 'Unit of Change', where District Resource People can serve as the conduit to cause disproportionate impact in schools. It identified resource persons at district level (facilitators and coaches) who could influence school systems and replicate and implement SLDP processes. The focus here is to improve the Student Learning Outcome by creating robust middle management governance mechanisms.

### The District Transformation Model

To work at the district level and create the desired result, Piramal Foundation has collaborated and worked closely with multi-faceted institutions. Piramal Foundation has forged partnership with NGOs, district administration and even NITI Aayog, whose goal is to bring in an audacious transformation in 115 districts in the country.



### The results so far

Piramal Foundation has signed MoUs with state governments of seven states (Assam, Maharashtra, Jharkhand, Bihar, Rajasthan, MP, UP). In the Aspirational Districts Transformation Programme, 12 districts ranked in the top 20. Developed 5,023 selected Demo schools, which led to 21% improvement in learning outcomes across class 2<sup>nd</sup> to 8<sup>th</sup> in language and math. 30,000+ schools have been enabled with a functional library and 9,285 schools with 'Building as Learning Aid' (BaLA).

## Operations for District Transformation Programme

Piramal School of Leadership is working in 15 states and has enrolled

2,00,000+ new students in over 1,360+ schools

### Development of Middle Management

- Streamlined the process of selection, induction, and development of coaches and facilitators
- Lead with interventions on leadership skills, data based decision, technology and influence without authority

### Constructive Community Action

- Movement via Jan Andolan activated school engagement process ensuring community ownership
- Created positive perception about schools in parents to motivate more to enrol

### Strengthening Governance

- Created synergy and support system in all echelons of the government for planning, execution, review and robust governance
- Advocated and developed tools for data driven reviews



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# Strategic Focus Areas: State Transformation Programme, Education

## Holistic development of state-level education

### The Inception: District Transformation Programme

District Transformation Programme holds district as the unit of scalable change. The programme works to engage with district-level officials, coaches, facilitators and community to improve student learning outcomes. Piramal Foundation has partnered with NITI Aayog to improve the education indicators of 25 districts as a part of the **Aspirational District Transformation Programme**. This gave us a ray of hope to take the best practices at the district level and create large-scale impact for the state.

### The Birth of State Transformation Programme

The mission is to enable state, district and block officials in 15 states to build a skilled and engaged teacher workforce that delivers 21<sup>st</sup> century skills, by creating future-ready education leaders, transforming structures and talent policies, and create transformational pedagogy. The State Transformation Programme is an enabler of the interventions at the district level, which is worked out in close quarters with various state institutions. The most critical additions done by Piramal Foundation at the state level include specific skill upgrade of all stakeholders. These also helped to save time and money in processes involving reviews and trainings while creating new channels for community awareness on education.

### Operations for State Transformation Programme

The interventions of Piramal Foundation can be broadly categorised into three. The operations have been identified in collaboration with the state officials:

#### Creating future-ready education leaders

- LEAD: Education department managers will have 21<sup>st</sup> Century leadership skills
- CLASS: School clusters will become true 'units of change'

#### Transforming structures and talent policies

- Pragati: Governance enables self-accountability and systemic delivery
- NYAY: Legal reform reduces administrative burden
- Nirmaan: Institutions and talent policies attract the best talent into education
- SEWA: Technology will enable strategic decisions across levels

#### Creating transformational pedagogy

- Teacher development: Focuses on 21<sup>st</sup> Century skills
- Communication: Support change in community attitudes towards children and education
- Assessment: Curriculum and assessment are made future-ready







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# Strategic Focus Areas: AMRIT

# Tech today for better health tomorrow

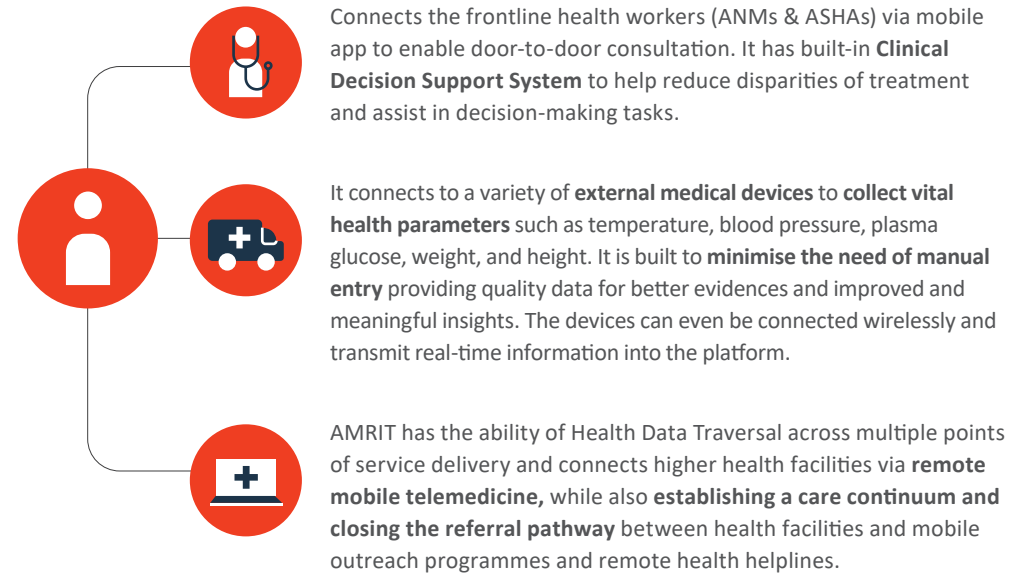
## Without AMRIT

Historically medical records have been kept by patients. With our experience of over 10 years in the area of health, with the most vulnerable communities, we have come across multiple challenges in providing basic health care support. Poor maintenance of the health care records by beneficiaries caused in increased treatment time. The urgency for an effective health record system grew and was imminent.

## What is AMRIT?

Accessible Medical Records via Integrated Technologies (AMRIT) is an Electronic Health Records (EHR) platform that allows disparate systems to be able to connect to it thereby creating a **unified and ubiquitous** presence of health data of the patients across India **with unique beneficiary IDs**. AMRIT currently is helping in maintaining records of services like Health Information Helplines, Telemedicine Consultation, Mother & Child Tracking Service or Early Childhood Development, Health & Wellness centres (Sub-Health and Primary Health Centres) and Mobile Medical Units.

## How does AMRIT work?



## The results so far

AMRIT has reduced the dependency on old fashioned record keeping. It allows to reach hard-to-reach locations with geographic, economic and system-related non-access, as it offers a **tele-medicine consultation** and doctor consultation even in low bandwidth or poor connection. It possesses a built-in **robust data analytics engine** that takes anonymous medical records, disease data, lab tests and diagnosis information as input for predictive modelling to aid disease surveillance efforts, effective decision making, policy making, outbreak prediction, forecasting, and control. Our recent collaboration with National Digital Health Mission (NDHM), which is aimed to support an integrated digital health infrastructure across the country, allows AMRIT to establish compliance of all health data management systems in a state with the NDHM principles.





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# Strategic Focus Areas: District Transformation Programme, Health

## Strengthening public health care

### Context of District Transformation Programme

Piramal Foundation collaborated with NITI Aayog to support the District Administration of 25 aspirational districts across seven states. These 25 districts are home to about 4.1 Crore people i.e. 3.4% of India's population. Approximately 4.5% (73 Lakh) of the nation's under-five children and 5.2% (54 Lakh) of the tribal population reside in these districts. Understanding the vast population to be covered, Piramal Foundation adopted a comprehensive approach **addressing the constraints on both the demand and supply side of the public health ecosystem.**

## 25 aspirational districts across 7 States

### Key Focus Areas of District Transformation Programme

The entire intervention has been designed around four broad themes.

- **Capacity building** of supervisors, frontline workers middle management at the district and sub-district level
- **Community engagement (Jan Andolan)** to enhance the demand of services and make health and nutrition a public movement by utilizing platforms such as Village Health Sanitation and Nutrition Day, POSHAN Abhiyaan, and other community-based events
- **Facility strengthening** to provide emergency obstetric and newborn care through First Referral Units, District Hospitals. Additionally, operationalising health and wellness centres and improving the quality of services and training of staff nurses among others to strengthen comprehensive primary health care
- **Effective scheme implementation** including assessment of existing schemes such as PMMVY and GKY, identify the operational gaps, facilitate action to address these gaps, improving the implementation of these schemes

### The results so far

The intensive efforts showcased significant results, in the last two years of facilitating implementation in the 25 aspirational districts, leading to significant improvements in the KPIs of the programme, assessed through bi-annual independent third party assessments\*.

- Percentage of pregnant and recently pregnant women registered for ANC within the first trimester against total ANC registration has increased from 64% to 73%
- Proportion of pregnant women registering for antenatal care has increased from 73% to 94%
- Proportion of registered pregnant women receiving at least four antenatal check-ups has increased from 27% to 34%
- The proportion of women opting to deliver at health facilities has also improved significantly and institutional deliveries in these districts have gone up from 66% to 82%
- Percentage of mothers of children 0-2 years who initiated breastfeeding within one hour of birth has increased from 33% to 54%
- Percentage of children 0-5 yrs with diarrhea treated with ORS and Zinc has also shown an increment from 51% to 63% and 34% to 50% respectively.



\*Conducted by 'IDInsight', the official monitoring and evaluation partner of NITI Aayog, Government of India





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# Strategic Focus Areas: Tribal Health Collaborative

# Reaching out to the most disadvantaged

## Need for Tribal Health Collaborative (THC) Programme

There is a vast disparity between the health outcomes of the Scheduled Tribe (ST) population of India vis-à-vis the non-tribal population. Data suggests that a tribal woman is twice likely to die during pregnancy and childbirth compared to a non-tribal woman. The access to health care is limited due to geographical isolation, socio-political marginalisation, and poverty. Our experience of working in Araku for over a decade suggests that the state of tribal health and nutrition is often worse than it is visible through the scarcely available data. Improving the health and nutrition of the tribal population that is ~9% of India's total population is crucial to fulfil India's aim to reach the sustainable development goals (SDG).



## Tribal Health Collaborative

Given the complexity, size, and urgency of the issue, Piramal Foundation is working towards developing a multi-stakeholder formal entity – a National Tribal Health Collaborative. It aims to end preventable deaths among the tribal and marginalised communities through building a sustainable, high-performing health ecosystem that would boost the nation's efforts to reach the SDGs. It would work towards improving the access to quality primary health care services in the areas of maternal and child health, nutrition, communicable diseases, non-communicable diseases, addiction and mental illness, sickle-cell anaemia, and other ailments relevant to the tribal and marginalised population.

## Structure of the Collaborative

The first level strategy for the collaborative has been developed in close association with the Bridgespan Group. Piramal Foundation and Bill and Melinda Gates Foundations will be the core partners of the collaborative along with the Ministry of Tribal Affairs.

The Rockefeller Foundation has committed to support and develop the technology backbone that will underpin the collaborative.

The Collaborative would have four key types of partners:

- **Core Partners:** They will bring in finance and/or knowledge and technical expertise. They would play a key role in the governance and strategic decisions of the Collaborative.
- **Funding Partners:** They will provide funding for implementation of a specific intervention or at one or more specific locations (districts).
- **Implementing Partners:** They will implement contextualised interventions within the broad strategy framework of the Collaborative, make recommendations for changes in intervention strategy, and be accountable for achieving the agreed upon health outcomes.
- **Technical Partners:** They will bring in knowledge and technical expertise.

## Framework for Operations

The Collaborative will have three approaches:

### Facilitate Implementation

It will closely work with the government to facilitate implementation of existing government interventions and additional best practices and innovations curated by the Collaborative.

### Develop and Disseminate Knowledge

The Collaborative will curate and develop knowledge to mitigate the well-recognised issue of lack of data and knowledge. Besides, it will develop SoPs, guidelines to improve implementation.

### Leverage Technology

Using AMRIT platform as a backbone the Collaborative will bring in accountability, better monitoring, improved longitudinal health data information that will fuel both the implementation and knowledge creation.



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## Strategic Focus Areas: Jal Jeevan Mission

# Facilitating India's March Towards 100% Tap Connectivity

## The Inception: Bringing Water in Focus

The Hon'ble Prime Minister, on 15th August 2019, brought water to the centre of the nation's development agenda by announcing the Jal Jeevan Mission programme - a time bound effort to ensure Har Ghar Jal by 2024. This national flagship scheme of the government seeks to not only provide functional household tap connections for all, but also seeks to promote the holistic management of local water resources. It was a clarion call to create a "Jan Andolan" to provide adequate potable water to all rural households.



## The Need: Making JJM a Reality

If successful, Jal Jeevan Mission is bound to not only disrupt but also redefine the rural water scenario in India. However, there are gaps that exist in government programme that could result in inferior outcomes. The "Har Ghar Jal by 2030" report by Ministry of Drinking Water and Sanitation sums up the challenge succinctly – "Rural piped water supply sector remains supply driven: characterised by large investments in schemes and works, followed by deterioration in infrastructure and long periods with low levels of service, while communities wait in the hope that government department will send engineers to rebuild the scheme".

## The Birth of Piramal Foundation's JJM Focus

Our partnership with NITI Aayog to facilitate Swajal implementation in 16 aspirational districts across 7 states ensure that 300+ rural habitations receive reliable access to piped drinking water. Through our intervention, we validated the crucial elements of the demand-responsive approach and scheme sustainability in rural areas. Key learnings from our intervention have also influenced the operational guidelines for Jal Jeevan Mission – especially on aspects pertaining to community involvement, online monitoring, and operations and maintenance.

## The Operations: Aggregator – Multiplier Approach

Our theory of change is centred around the belief that long-term sustainability of government-funded water supply assets can only be achieved by strengthening of water systems at community, district, state, and national levels. This shall be achieved by adopting an approach that we call the **Aggregator-Multiplier approach**, where **Aggregator**: Bringing together best practices and organisations across the water value chain and replicating them in the appropriate context and **Multiplier**: Multiply the impact of ongoing JJM efforts by building institutional and civil society capacity, demonstrating model villages, and enhancing post-construction service delivery.

### Community Engagement

- Village Water Committees or Paani Samitis
- Behavioural change for water sensitisation
- Water Quality Audit through Field Test Kits

### Scheme Planning and Delivery

- Participatory Scheme Planning
- Conservatn & Grey-water management
- Construction Monitoring & Social Audit
- Create Aadarsh Jal Grams

### Operational Management

- Inputs for Water Tariff Design
- IoT for real-time FHTC status
- Trained last-mile technician cadre
- Support for Grievance Redressal

### Institutional Strengthening

- Programme Support @ State/ District
- Action plan for strategic capacity building
- Compilation of Best Practices
- Dissemination in Colloquia/ Forums

15 interventions under 4 key themes: Simultaneously strengthening government's efforts at: Village, District, State and National Level





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# Inspired to do more and better



Piramal Swasthya was awarded the 'Inclusive Health Access Prize' by USAID in 2019 for its high-impact health care platform



Piramal Swasthya was recognised at the Outlook Poshan Awards for its nutrition intervention initiatives in Andhra Pradesh



Piramal Swasthya Won the best Poster Presentation Awards at 'FICCI HEAL2019 - Transforming health care Federation of Indian Chambers of Commerce & Industry (FICCI)' for operating large-scale mobile health care programme in rural India.



Piramal Swasthya was awarded 'CEO with HR Orientation Award' at the 18<sup>th</sup> Asian Pacific HRM Congress



Piramal Sarvajal, a mission driven social enterprise has been honored with 'Best Corporate Social Responsibility Project' by International Desalination Association. The award is an acknowledgement of the efforts towards leveraging technology to improve the lives of the communities through more sustainable business models.

Awards received in 2019-20



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Dear Members,

Your directors have pleasure in presenting their 9<sup>th</sup> Annual Report together with the Audited Financial Statements for the financial year ended March 31, 2020.

## PERFORMANCE HIGHLIGHTS:

Particulars	(₹ in Lakhs)	
	FY 2019-20	FY 2018-19
Total Income	7270.47	4,651.17
Less: Total Expense	6,953.78	4,471.79
<b>Surplus/(Deficit) before Tax</b>	<b>316.69</b>	<b>179.38</b>
Less: Other Comprehensive Income	5.51	-
Less: Provision for Tax	-	-
Less: Deferred Tax Provision	-	-
<b>Surplus/(Deficit) after Tax</b>	<b>311.18</b>	<b>179.38</b>

## OPERATIONS REVIEW:

### Education Leadership

With an aim to show demonstrable improvement in student learning outcomes, the **Piramal Foundation – Education team** has been primarily focused on the following areas of intervention:

- **Capacity building** of cluster resource coordinators (CRCs) on pedagogy and classroom practices to improve learning outcomes in targeted intervention schools.
- **Constructive Community Action** to enhance enrolment rates, accelerate learning, and minimise the digital gap in learning by creating momentum through mass people's movement.
- **Governance Strengthening** at the district level through regular planning meetings between District Project Management Units (DPMUs) and District Collectors (DCs).

### Notable Developments 2019-20

Your Company is pleased to inform that in the last two years of implementation in the 25 Aspirational Districts, the Education indicators have shown considerable improvement.

- End-line assessments conducted for the first time in 5023 schools by mobilising 23,847 volunteers in March 2020.
- Increase of 20% in overall learning outcomes of Class 2 to 8 students in Math and Language subjects as a result of all our interventions.
- An unprecedented success in enrolment campaign over last year with 6.13 Lakh new students enrolled and 1.25 Lakh out-of-school children re-enrolled.
- Participation of over 1.5 Lakh+ community people in 658 community Bal Sabha performances which were organised on a fortnightly basis.
- Achieved an improvement in language and numeracy skills for 19.14 Lakh+ students in 47,874 schools through the Accelerated Learning Programme (ALP)
- Activation of 30,089 libraries and renewal of infrastructure BaLA (Building as Learning Aid) enabled with class wise and grade specific learning aids in 9285 schools.
- Deployment of 5 tech platforms to implement Monitoring and Evaluation with centralised dashboards.

### Spotlight on key interventions

In the year 2019-20, your company has implemented the following interventions to improve Student Learning Outcomes (SLO) and ensure sustainability of this change in the districts. Across 25 Aspirational districts, we were present in 200 blocks with 400 Gandhi Fellows and 250 employees deployed to achieve the targeted improvement from June 2018.

The District model brings together the middle management and the community through a robust governance structure. Based on this theory of change, the programme aims to implement a wide variety of interventions to demonstrate consistent improvement in Student Learning Outcomes.

## Key Features of our interventions:

- **Constructive Community Action**
  - Enrolled 2.12 Lakh new students and re-enrolled 45,336 out-of-school Children back in Government schools through Enrolment Campaigns.
  - Invested 18 Lakh+ man-hours to drive impact in Accelerated Learning Programmes (ALP) for students.
  - Engaged 23,847 Youth volunteers in Jan Andolan, ALP, BaLA, Library, etc.
  - Launched BOLO, a speech-based reading app, in partnership with Google to improve reading and comprehension abilities of students in 14 districts through engagement of 4.7 Lakh people.
- **Middle Management Development**
  - Supported 2424 CRCs in their professional development with 225 hours input each through an omni-channel approach focused on improving learning outcomes of Demonstration Schools
  - Supported CRCs in training 121,000 teachers (80%, up by 60% over the last three years) on pedagogy and classroom practices.
- **Strengthen Governance**
  - Initiated and implemented District Project Management Unit with District Collectors conducting monthly reviews, updating and planning at district level in all 25 Aspirational Districts.
  - As of March 2020, received ₹ 63.9 Crore from Public Service Enterprises (PSEs) in support of District Education development, having written ₹ 507 Crore worth proposals for interventions in Aspirational Districts.





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## – Demonstration Schools

- Facilitated the commitment of District administration to invest in complete transformation of infrastructure of 2263 of 5023 select schools and establish smart classrooms in 1186 schools.

## – Education Survey Report

- Collected data of over 7000 stakeholders (3938 Teachers and HMs (Headmasters) 1580 Students, 302 Government officials, 1425 Parents).

## Objective of this report:

- To understand the impact of COVID-19 on the well-being of stakeholders and status of education across 28 Aspirational Districts in India.
- To identify potential risk areas upon reopening of schools post COVID-19 across the Aspirational Districts that can be used by district governments and stakeholders in enabling maximum return of children to schools.
- To identify needs of Stakeholders in order to design and implement interventions for school level Stakeholders, government Stakeholders and community Stakeholders.

## Surakshit Dada-Dadi, Nana-Nani Abhiyaan | Addressing COVID-19

### An All Virtual, Nation-Wide Campaign Brings Senior Citizens into the forefront

As COVID-19 began to spread across the nation, we observed that infected senior citizens were at the highest risk of death. As many as 2.9 million senior citizens reside in 28 Aspirational Districts. Data from across the world confirmed that senior citizens are disproportionately vulnerable and susceptible to the virus due to underlying medical conditions and compromised immune systems. In India, 50 per cent of Covid related deaths are among senior citizens. At such a time, the inability of the elderly to access even basic essentials increases risk, especially

in poor and remote parts of the country. Against this backdrop, we launched Surakshit Dada-Dadi, Nana-Nani Abhiyaan (SDDNNA) in partnership with NITI Aayog.

Mr. Amitabh Kant (CEO, NITI Aayog) lauded the collaborative effort between NITI Aayog, Piramal Foundation and District Administrations, and appreciated its thrust on ensuring the well-being of senior citizens during the e-launch conference on May 5, 2020

### Providing relief to 10 Lakh senior citizens in just 100 days

The campaign, initially launched in 28 Aspirational Districts, was later expanded to 112 Aspirational Districts, to impact 13.3 million senior citizens. On August 15, 2020, the campaign's 100th day saw over 1.26 million citizens supported.

### Over 50,000 Volunteers came forward to support the elderly

The unique aspect of this campaign is the active involvement of the community, and the no-contact outreach. Built on the belief that people are willing to serve their community in times of crisis, volunteers in this campaign showcase values of grit, collaboration and resilience. 54,497 such Volunteers came forward to support the campaign from different sections of the community: teachers, youth, and government officials. These volunteers, rightly dubbed "Apna Saathi", contact elders on phone, to empathetically enquire about their well-being, educate them on safety measures, collect their grievances, and follow-up regularly with District Administrations, to solve these grievances. As of 100 days of the campaign, 17,430 grievances have been resolved around lack of rations, medicines, or access to welfare schemes.

**Richa, a volunteer, reached out to 62-year old Govind Dubey and learned that he uses soil to wash hands. She convinced him to use soap for washing hands to ensure safety. Mukesh, a volunteer, found out that Chunni Lal was unable to secure rations. He connected Chunni Lal to the administration and ensured the ration, hand sanitiser, and masks were delivered to his household.**

To scale these efforts further, the campaign has been sharing posters and collaterals through Whatsapp and social media. Reaching the most remote areas is slightly more difficult due to the digital divide. The campaign's peppy jingle filled with critical messages is played on radio stations like All India Radio to address this gap and reach the last-mile. Social workers, NGOs and other organisations in districts have come together as one, from across different domains such as livelihood, education, health etc., to support the 13 million senior citizens in 112 districts.

### Plans for 2020-21

Plan for the current year will focus on providing holistic learning to children, enable their learning from home, and provide a strong base of foundational skills to improve their competencies and learning outcomes substantially.

## Key areas to achieve the above:

1. Enable continuous home-based and community-based learning through campaigns focused on improving community involvement in education and girl child inclusivity.
2. Develop 5000+ model Anganwadis to improve foundational skills of children which would lead to enhanced grade level competencies and improved learning outcomes.
3. Establish 5000 high-performing demonstration schools as Centers of Excellence (CoEs) that serve as a benchmark for physical and curricular infrastructure that schools can adopt.
4. Continue to strengthen governance through robust district level structures and data-based decision-making structures.
5. Develop adequate and competent middle managers (CRCs) who can become academic coaches for school leaders by developing their soft leadership competencies.
6. Switch the operating model by converting the volunteer programme to a new fellowship in the district to



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create learning opportunities within their contribution to the schools.

## Health and Nutrition

The **Piramal Foundation – Health team** has been primarily focused on the following areas of intervention:

- **Capacity building** of supervisors, frontline workers, middle management at the district and sub-district levels.
- **Community engagement (Jan Andolan)** to enhance the demand of services and make health and nutrition a public movement by utilising platforms such as Village Health Sanitation and Nutrition Day (VHSND), POSHAN Abhiyaan, and other community-based events.
- **Facility Strengthening** to provide emergency obstetric and newborn care through First Referral Units, and District Hospitals. Additionally, comprehensive primary health care is strengthened by operationalising health and wellness centers and improving the quality of services and training of staff nurses among others.
- **Effective scheme implementation** including assessment of existing schemes such as Pradhan Mantri Matri Vandana Yojana (PMMVY) and Grameen Kaushalya Yojana (GKY), identify the operational gaps, facilitate action to address these gaps, and improve the implementation of these schemes.

## Notable Developments 2019-20

Steady improvements in health outcomes over three survey rounds:

- 21 percentage point (pp) increase in Antenatal Care (ANC) registration
- 16 pp increase in institutional deliveries
- 21 pp increase in early initiation of breastfeeding
- Percentage of pregnant and recently pregnant women registered for ANC within the first trimester against total ANC registration has increased from 64% to 73%.

- In the area of maternal health, there has been an increase in the proportion of pregnant women registering for antenatal care from 73% to 94%.
- The proportion of registered women receiving at least 4 antenatal check-ups have increased from 27% to 34%.
- The proportion of women opting to deliver at health facilities has also improved significantly and institutional deliveries in these districts have gone up from 66% to 82%.
- Percentage of mothers of children 0-2 years who initiated breastfeeding within one hour of birth has increased from 33% to 54%.

## Spotlight on developments on key interventions (April 2019 to March 2020)

The aforementioned indicator movement is attributed to the key interventions designed, keeping in mind both the demand and supply side of the requirements. Various innovative and customised interventions were designed and implemented in the 25 Aspirational Districts. Model VHSND sites have increased, nutrition awareness has been enhanced through POSHAN Melas, and numerous faith-based leaders and Panchayati Raj Institution (PRI) members came on board as champions and much more.

- The model VHSND sites increased from 1,213 in March 2019 to 7,103 VHSND sites in February 2020.
- Over **600 Inter-Faith Leaders** were sensitised on positive messages around health and nutrition. 15 districts across Assam, Bihar, Jharkhand and Uttar Pradesh have an active network of faith leaders operating to enhance the demand of services.
- 165 Religious influencers were engaged to promote institutional delivery.
- Approximately **1500 mid-level supervisors** had undergone supportive supervision trainings across all seven states.

Listed below is an encapsulation of notable developments made between April 2019 – March 2020

- As per IDInsight’s third survey round, over 80% of all VHSNDs had blood pressure measurement, haemoglobin measurement and weight measurement services available; 56% of VHSNDs have all 5 ANC services available.
- 80% of VHSNDs had Iron and Folic Acid (IFA) supplements available for pregnant women and adolescent girls.
- 950 ANMs had been trained in UP on quality service provision at VHSND.
- Under the facility strengthening theme, as of March 2020:
  - **372 birth delivery points were operationalised.**
  - **100% District Hospitals were conducting C-sections.** (26 out of 26 district hospitals in 25 ADT districts).
  - **92% District Hospitals were operational and adhering the First Referral Unit (FRU) compliance** (24 out of 26 DHs).
  - 38% of the FRUs got operationalised for emergency obstetric and newborn care (29 out of 77 FRUs).
  - **6 District Hospitals were LaQshya accredited** (3 District Hospitals had undergone national-level assessment and 6 state-level assessments).
  - More than 700 service providers across state, district and facility levels were sensitised for LaQshya. The orientations included technical trainings, brainstorming sessions and onsite handholding after need assessment of all cadre of staff.
- In the recent POSHAN Maah observed in September 2019, the team facilitated key activities including POSHAN



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Mela, cycle rally, awareness camps for adolescent girl and school-based activities amongst others. It created **over 28 crore impressions in the 25 Aspirational Districts.**

- The team has been working on strengthening PMMVY since September 2019. By identifying bottlenecks and strengthening the implementation of the scheme, the team aimed at increasing the number of registered beneficiaries under PMMVY and improving the disbursal rate of the instalments.

- As of March 2020, **79% beneficiaries were registered across 25 Aspirational Districts.**

## Eliminating Diarrhoeal Deaths

- The team, in collaboration with NITI Aayog, introduced a strategy to defeat diarrhoea in children under five years of age. This strategy was centred around convergent action between various line ministries including Women and Child Development, Drinking Water and Sanitation & Panchayati Raj; and has already been inaugurated in consultation with the districts (under the aegis of NITI Aayog).

- A household-level survey, to monitor the coverage of key interventions around the prevention and treatment of diarrhoea among children was conducted in 19 Aspirational Districts. The findings are as follows:

- Overall, in the 24 districts, between May and September 2019, household saturation of ORS increased from 10% to 35%; use of ORS in diarrhoea increased from 35% to 60% and use of Zinc in diarrhoea increased from 19% to 50%.

## Beyond March 2019: Building Resilient Aspirational Districts | Addressing COVID-19

The COVID-19 pandemic has strained the capacity of health systems globally and the cases are rapidly increasing. With the lockdown getting lifted in a graded manner across the country,

pandemic induced reverse migration has led to a spike in the number of cases. In the wake of the spreading pandemic, the health systems in the Aspirational Districts are under immense pressure to institute control measures and strengthen COVID-19 response.

In the initial stages of the epidemic, concerted efforts were made for prevention and control of COVID-19 infections hence the team began by supporting the district administration in preparing and operationalising quarantine centers across the 25 Aspirational Districts along with ensuring adequate COVID-19 supplies (PPE Kits, Sanitisers, masks). However, the efforts were not limited to preparing quarantine centers. The quality team which works on strengthening first referral units and district hospitals, parallelly started **strengthening Intensive Care Units and Isolation Wards.**

While the quarantine centres were being set up, migration from metropolitan cities to these Aspirational Districts had also begun. It was crucial to identify, track and test the returning migrant workers to ensure their safety along with preventing community transmission. The second support provided by Piramal Foundation to the district administration was **door to door screening of the returning migrant workers and their families.** Piramal Foundation staff also telephonically followed up with people in home quarantine to gauge if they were having any symptoms and prepare for its management. If there were any symptoms detected, the cases were escalated to the medical officers so that adequate care could be provided.

**As of July 2020, 1.15 Lakh suspected cases have been tracked and followed up with Piramal Foundation.**

Leveraging the existing relationship with Panchayat Raj (PRI) leaders in Aspirational Districts, they were telephonically oriented about COVID-19, associated myths and misconceptions, its prevention mechanisms, stigma and discrimination and advised on COVID Appropriate Behaviour (CAB). Along with raising awareness on COVID-19, addressing stigma and discrimination faced by migrants returning home

and Gareeb Kalyan Yojna, PRI members have contributed to various activities including participating in VHSNC meetings, supporting VHSNDs and other community-based events etc. A module for PRI members focusing on resuming the health and nutrition services during COVID-19, and addressing associated stigma and discrimination has also been developed and the trainings are still ongoing. Various Information, Education and Communication (IEC) materials have been shared with PRI members including videos and posters and **over 22,000 PRI members have been oriented so far.**

The team has also capitalised on the existing network of faith leaders in the Aspirational Districts to become the champions of COVID-19 and enhance awareness in the community. The team oriented the faith leaders telephonically about COVID-19 transmission, prevention, associated myths/misconceptions, and stigma and discrimination practices. **950 Faith leaders have been oriented and engaged** so far. Additionally, **56,000 Frontline Workers (FLWs) have been oriented around COVID transmission** and prevention and role of the frontline worker in active surveillance and contact tracing.

## Innovations amidst a Pandemic

Adapting to post COVID-19 needs, a telemedicine solution that can be operated using the mobile-based application has been deployed. This application is used by the frontline health workers, providing telemedicine services at the doorstep of the rural communities. Currently, this innovation is being piloted across five districts of Bihar in collaboration with state health department and is planned to be scaled up across 25 Aspirational Districts.

Furthermore, a telemedicine centre has been launched in Sheikhpura, Bihar to cater to COVID-19 home isolated patients and provide consultation for symptoms, medicines, and referrals.





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## Plan for 2020 -21

The aforementioned interventions would be continued in the existing 25 Aspirational Districts and the team would be aiming to scale up the efforts to 112 Aspirational Districts.

- The scale-up strategy has been shared with the leadership for their perusal.
- Among the existing interventions, there would be a focus on increasing the model VHSND sites to 10,000 by end of 2020. In addition, onboarding more community leaders and strengthening the network of the existing leaders will be aimed.
- Intending to provide quality Comprehensive Primary Health Care (CPHC) closer to the community, the team would be strengthening Health and Wellness Centers (HWCs). The team would be adopting five facilities and demonstrating these as model HWCs; and providing handholding with capacity-building support in 180 HWCs. The focus would be on comprehensive primary health care (CPHC) and will be supported by technology and establishment of nutrition-hubs.
- The mobile telemedicine application being piloted in Bihar and Assam will also be scaled up to all 25 Aspirational Districts.
- Intensive efforts on demand generation is being undertaken. These include expanding the base of faith leaders, exploring alternate media (one in MP has already been identified), sensitisation of Supervisors of grassroots workers with the purpose of engaging them to nudge grassroots workers to undertake inter-personal communication.
- Special focus is given on Community-based management of severe acute malnutrition (C-SAM) with the objective of identifying and addressing the acute malnutrition in the project areas. State specific plans are on-going and will be implemented in all the states in a phased manner.

- Partnership building with organisations to create synergy and amplify impact.

## EXTRACT OF THE ANNUAL RETURN:

The extract of the Annual return in Form MGT-9 is annexed herewith as Annexure A.

## NUMBER OF MEETINGS OF THE BOARD OF DIRECTORS:

During the year two (2) Board Meetings were held, thereby complying with applicable statutory requirements of holding atleast one meeting within every six calendar months.

## DIRECTORS' RESPONSIBILITY STATEMENT:

Your Directors state that:

- in the preparation of the annual financial statements for the year ended March 31, 2020, the applicable accounting standards have been followed with no material departures;
- the Directors have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company as at March 31, 2020 and of the surplus of the Company for the year ended on that date;
- the Directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 2013 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- the Directors have prepared the annual financial statements on a going concern basis;
- the Directors have devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems are adequate and operating effectively.

## PARTICULARS OF LOANS, GUARANTEES OR INVESTMENTS UNDER SECTION 186:

The Company has not provided any Loans or Guarantees or made any investments falling under the purview of Section 186 of the Companies Act, 2013 during the year under review.

## RELATED PARTY TRANSACTION

During the year ended March 31, 2020, the Company had not entered into any material contract / arrangement / transaction with related parties.

Accordingly, the disclosure of Related Party Transactions as required under Section 134(3)(h) of the Companies Act, 2013 in Form AOC 2 is not applicable.

## MATERIAL CHANGES AND COMMITMENTS BETWEEN 31ST MARCH, 2020 AND THE DATE

There are no material changes and commitments between March 31, 2020 and the date of the report.

## CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND OUTGO

Considering the nature of the operations of the Company, there are no disclosures regarding conservation of energy and technology absorption.

There are no foreign exchange earnings and outgo during the FY 2019-20.

## RISK MANAGEMENT:

The Company has a robust Risk Management framework to identify, measure and mitigate business risks and opportunities. This framework seeks to create transparency, minimise adverse impact on the business objective and enhance the Company's ability to perform.



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## CORPORATE SOCIAL RESPONSIBILITY (CSR) INITIATIVES:

The CSR provisions are not applicable to your Company.

## CHANGES IN THE NATURE OF ACTIVITIES:

There are no changes in the nature of activities.

## ADEQUACY OF INTERNAL FINANCIAL CONTROLS:

The Company has adequate internal financial controls in place with reference to financial statements. These are continually reviewed by the Company to strengthen the same wherever required.

The Company during the year has also initiated a study to implement the Internal Control Framework which will be applicable from FY 2020-21.

## DIRECTOR:

In accordance with the provisions of the Companies Act, 2013, Mr. Jalaj Dani (DIN: 00019080) and Mr. Adil Zainulbhai (DIN: 06646490), Directors retire by rotation at the ensuing Annual General Meeting and are eligible for re-appointment which your Board recommends.

## REMUNERATION TO DIRECTORS:

No remuneration is paid to any directors of the Company.

## CHANGES IN SUBSIDIARIES/JOINT VENTURES/ ASSOCIATE COMPANIES:

During the year under review there is no change in the existing subsidiaries.

## PARTICULARS OF EMPLOYEES:

Statement containing details of Employee Remuneration prescribed under Section 197 of Companies Act, 2013 and Rule 5(2) & Rule 5(3) of Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 forms part of this Report. The said statement shall be made available to any member on specific request.

## POLICY OF PREVENTION, PROHIBITION AND REDRESSAL OF SEXUAL HARASSMENT AT WORKPLACE:

The Company has always believed in providing a safe and harassment free workplace for every individual working in Company's premises through various interventions and practices. The Company always endeavour's to create and provide an environment that is free from discrimination and harassment, including sexual harassment. The Company has in place a robust policy on prevention of sexual harassment at workplace which is in line with the requirements of the Sexual

Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013. An Internal Complaints Committee ('ICC') has been set up to redress complaints received regarding sexual harassment. All employees (permanent, contractual, temporary, trainees) are covered under this Policy. The Policy is gender neutral.

During the year under review, eight complaints were filed with the ICC. Six complaints were resolved during

the year and as of March 31, 2020, there were two open complaints. Both were closed as of July 31, 2020.

## STATUTORY AUDITORS AND AUDITORS REPORT:

In Compliance with the provisions of Section 139 and other applicable provisions of the Companies Act, 2013 and the Companies (Audit and Auditors) Rules, 2014 (including any statutory modification(s)/re-enactment(s)/amendment(s) thereof, for the time being in force), M/s. Lodha & Co., Chartered Accountants, (having Firm Registration Number 301051E) were appointed as Statutory Auditors at the 7<sup>th</sup> Annual General Meeting of the Company held on September 25, 2018, to hold office for a term of five (5) consecutive years from the conclusion of the 7<sup>th</sup> Annual General Meeting until the conclusion of the 12<sup>th</sup> Annual General Meeting.



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The Auditors Report for the financial year ended March 31, 2020 does not contain any qualification, reservation or adverse remark and no frauds have been reported by the Auditors.

The Notes on financial statement referred to in the Auditors' Report are self-explanatory and do not call for any further comments.

## OTHERS:

- A. Your Directors state that no disclosure or reporting is required in respect of the following items as there were no transactions on these items during the year under review:
- The details relating to deposits, covered under Chapter V of the Act, since neither has the Company accepted deposits during the year under review nor were there any deposits outstanding during the year.
  - No significant or material orders were passed by the Regulators or Courts or Tribunals which impact the going concern status and Company's operations in future.
- B. Your directors state that no disclosures have been made in respect of the items where the Company does not have any information to disclose.

## ACKNOWLEDGEMENTS

We take this opportunity to thank the Niti Aayog, all Government authorities, Stakeholders and Company's Bankers for their support to the Company. The employees of the Company are the backbone for working with communities and government authorities in remote locations and the Company is grateful for their support and commitment to the objectives of the Foundation.

For and on behalf of the Board  
For Piramal Foundation

## Registered Office:

2<sup>nd</sup> Floor, Piramal Ananta,  
Agastya Corporate Park,  
LBS Marg, Kurla- West,  
Mumbai – 400 070.

**Adil Zainulbhai**  
Director  
(DIN: 06646490)

**Jalaj Dani**  
Director  
(DIN: 00019080)

Place: Mumbai

Date: September 7, 2020





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# Balance Sheet

## as at March 31, 2020

(₹ in Lakhs)			
Particulars	Note No.	As at March 31, 2020	As at March 31, 2019
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
Property, Plant and Equipment	2	576.34	488.08
Intangible asset	2	264.45	201.14
Intangible assets under development	2A	-	30.06
Financial Assets:			
(i) Other Financial Assets	3	224.50	-
<b>Total Non-Current Assets</b>		<b>1,065.29</b>	<b>719.28</b>
<b>Current Assets</b>			
Financial Assets:			
(i) Cash & Cash equivalents	4	183.36	125.94
(ii) Bank balances other than cash and cash equivalents	5	87.50	94.42
(ii) Other Financial Assets	6	49.29	20.29
Current Tax Assets (Net)-TDS Receivable		1.93	0.31
Other Current Assets	7	78.41	65.07
<b>Total Current Assets</b>		<b>400.49</b>	<b>306.03</b>
<b>Total Assets</b>		<b>1,465.78</b>	<b>1,025.31</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Corpus Fund	8A	150.00	150.00
Other Equity	8B	481.43	170.25
<b>Total Equity</b>		<b>631.43</b>	<b>320.25</b>
<b>LIABILITIES</b>			
<b>Non-Current Liabilities</b>			
Provisions	9	106.20	69.14
<b>Total Non-Current Liabilities</b>		<b>106.20</b>	<b>69.14</b>
<b>Current Liabilities</b>			
Financial Liabilities:			
(i) Trade Payables			
Total outstanding dues of Micro enterprises and small enterprises		1.21	-
Total outstanding dues other than Micro enterprises and small enterprises	10	496.24	434.29
Other Current Liabilities	11	86.73	90.63
Provisions	12	143.97	111.00
<b>Total Current Liabilities</b>		<b>728.15</b>	<b>635.92</b>
<b>Total Equity &amp; Liabilities</b>		<b>1,465.78</b>	<b>1,025.31</b>
The accompanying notes are an integral part of the Financial Statements	1-26		

As per our attached report of even date

For **Lodha & Co.**  
Chartered Accountants  
FRN:301051E

**A. M. Hariharan**  
Partner

Date:  
Place : Mumbai

For and on behalf of the Board of Directors

**Jalaj Dani**  
Director  
DIN: 00019080

**Adil Zainulbhai**  
Director  
DIN: 06646490



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# Statement of Income and Expenditure

for the year ended March 31, 2020

Particulars	Note No.	(₹ in Lakhs)	
		Year Ended March 31, 2020	Year Ended March 31, 2019
<b>Income</b>			
Donations		7,254.50	4,648.01
Other Income (Net)	13	15.97	3.16
<b>Total Income</b>		<b>7,270.47</b>	<b>4,651.17</b>
<b>Expenses</b>			
Employee benefit expenses	14	3,793.44	2,547.53
Depreciation and amortisation expense	2	247.00	126.48
Other expenses	15	2,913.34	1,797.78
<b>Total Expenditure</b>		<b>6,953.78</b>	<b>4,471.79</b>
<b>Surplus/(Deficit) before Tax</b>		<b>316.69</b>	<b>179.38</b>
Tax Expense		-	-
<b>Surplus/(Deficit) for the year</b>		<b>316.69</b>	<b>179.38</b>
<b>Other comprehensive income</b>			
Items that will not be reclassified to profit or loss			
Remeasurements of post-employment benefit obligations		5.51	-
<b>Total comprehensive surplus/(deficit) for the year</b>		<b>311.18</b>	<b>179.38</b>
The accompanying notes are an integral part of the Financial Statements		1-26	

As per our attached report of even date

For **Lodha & Co.**  
Chartered Accountants  
FRN:301051E

**A. M. Hariharan**  
Partner

Date:  
Place : Mumbai

For and on behalf of the Board of Directors

**Jalaj Dani**  
Director  
DIN: 00019080

**Adil Zainulbhai**  
Director  
DIN: 06646490



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Statement of Cash Flows  
for the year ended March 31, 2020

		(₹ in Lakhs)
Particulars	Year Ended March 31, 2020	Year Ended March 31, 2019
<b>Cash flows from operating activities</b>		
(Deficit)/Surplus for the year	316.69	179.38
Adjustments for:		
Depreciation and amortisation expense	247.00	126.48
Loss on disposal of assets	2.38	0.17
Interest received	(15.97)	(3.16)
	550.10	302.87
(Increase)/ decrease in Financial Assets	(246.58)	(114.71)
(Increase)/ decrease in Other Current Assets	(13.34)	(61.21)
(Increase)/ decrease in Provisions	64.52	275.60
Increase/(decrease) in Financial Liabilities	63.16	337.57
Increase/ (decrease) in Other Current Liabilities	(3.90)	90.63
	413.96	830.75
Income taxes paid	1.62	0.31
	412.34	830.44
<b>Net cash from operating activities</b>		
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(371.87)	(781.94)
Insurance claim/ proceeds from sale of assets	0.98	0.10
Interest received	15.97	3.16
	(354.92)	(778.68)
<b>Net cash from investing activities</b>		
<b>Cash flows from financing activities</b>		
Corpus Donation	-	-
	-	-
<b>Net cash from financing activities</b>		
<b>Net increase/(decrease) in cash and cash equivalents</b>	57.42	51.76
Cash and cash equivalents at beginning of reporting period	125.94	74.18
<b>Cash and cash equivalents at end of reporting period</b>	183.36	125.94

As per our attached report of even date

For **Lodha & Co.**

Chartered Accountants

FRN:301051E

**A. M. Hariharan**

Partner

Date:

Place : Mumbai

For and on behalf of the Board of Directors

**Jalaj Dani**

Director

DIN: 00019080

**Adil Zainulbhai**

Director

DIN: 06646490





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# Statement of Changes in Equity

for the year ended March 31, 2020

	(₹ in Lakhs)	
Particulars	For the year ended March 31, 2020	For the year ended March 31, 2019
<b>Equity</b>		
Balance at the beginning of the reporting period	-	-
Changes in equity share capital during the year	-	-
Balance at the end of the reporting period	-	-
<b>Other Equity</b>		
<b>A. Surplus</b>		
Balance at the beginning of the reporting period	170.25	(9.13)
Excess of income over expenditure	316.69	179.38
Balance at the end of the reporting period	486.94	170.25
<b>B. OCI</b>		
Remeasurements of post-employment benefit obligations (Actuarial gains/ (losses)		
Balance at the beginning of the reporting period	-	-
Other comprehensive income / (losses)	(5.51)	-
Balance at the end of the reporting period	(5.51)	-
<b>Total (A+B)</b>	<b>481.43</b>	<b>170.25</b>
The accompanying notes are an integral part of the Financial Statements 1-26		

As per our attached report of even date

For **Lodha & Co.**

Chartered Accountants

FRN:301051E

**A. M. Hariharan**

Partner

Date:

Place : Mumbai

For and on behalf of the Board of Directors

**Jalaj Dani**

Director

DIN: 00019080

**Adil Zainulbhai**

Director

DIN: 06646490



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## NOTE 2 : PROPERTY, PLANT AND EQUIPMENT AND INTANGIBLE ASSET

Particulars	(₹ in Lakhs)						
	Tangible					Intangible	
	Computer & Peripherals	Furniture & Fixtures	Vehicles	Office Equipment	Total Tangible Assets	Software	Total Intangible Asset
Gross Carrying Value as at April 1, 2019	372.39	38.88	138.84	41.63	591.74	223.91	223.91
Additions	53.04	24.00	139.33	66.47	282.84	119.09	119.09
Deletions	4.84	-	0.59	0.29	5.72	-	-
Gross Carrying Value as at March 31, 2020	420.59	62.88	277.58	107.81	868.86	343.00	343.00
Accumulated Depreciation as at April 1, 2019	78.55	3.41	17.85	3.85	103.66	22.77	22.77
Depreciation	124.75	10.42	40.98	15.07	191.22	55.78	55.78
Accumulated depreciation on deletions	2.17	-	0.13	0.06	2.36	-	-
Accumulated Depreciation as at March 31, 2020	201.13	13.83	58.70	18.86	292.52	78.55	78.55
Carrying value as at March 31, 2020	219.46	49.05	218.88	88.95	576.34	264.45	264.45
Carrying value as at March 31, 2019	293.84	35.47	120.99	37.78	488.08	201.14	201.14

## NOTE 2A : INTANGIBLE ASSETS UNDER DEVELOPMENT

Particulars	(₹ in Lakhs)	
	As at March 31, 2020	As at March 31, 2019
Software	-	30.06
Total	-	30.06



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## NOTE 3 : OTHER FINANCIAL ASSETS

(₹ in Lakhs)		
Particulars	As at March 31, 2020	As at March 31, 2019
Bank Deposit with original maturity more than 12 months	224.50	-
<b>Total</b>	<b>224.50</b>	<b>-</b>

## NOTE 4 : CASH AND CASH EQUIVALENTS

(₹ in Lakhs)		
Particulars	As at March 31, 2020	As at March 31, 2019
Cash in hand	-	-
Balance with banks		
-In current accounts	173.45	121.14
-In bank deposits with original maturity less than 3 months	9.91	4.80
<b>Total</b>	<b>183.36</b>	<b>125.94</b>

## NOTE 5 : BANK BALANCE OTHER THAN CASH & CASH EQUIVALENTS

(₹ in Lakhs)		
Particulars	As at March 31, 2020	As at March 31, 2019
Bank deposits with original maturity more than 3 months and less than 12 months	87.50	94.42
<b>Total</b>	<b>87.50</b>	<b>94.42</b>

## NOTE 6 : OTHER FINANCIAL ASSETS

(₹ in Lakhs)		
Particulars	As at March 31, 2020	As at March 31, 2019
Rent & insurance deposit	34.91	17.95
Interest receivable	14.38	2.34
<b>Total</b>	<b>49.29</b>	<b>20.29</b>





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## NOTE 7 : OTHER CURRENT ASSETS

(₹ in Lakhs)		
Particulars	As at March 31, 2020	As at March 31, 2019
Prepayments	49.01	35.14
Statutory dues recoverable	3.83	5.53
Advance to employees	23.82	8.02
Advances to vendors	1.75	16.38
<b>Total</b>	<b>78.41</b>	<b>65.07</b>

## NOTE 8A: CORPUS FUND

(₹ in Lakhs)		
Particulars	As at March 31, 2020	As at March 31, 2019
Corpus fund*	150.00	150.00
<b>Total</b>	<b>150.00</b>	<b>150.00</b>

\*Amount received for Corpus Donation as directed by the donor.

## NOTE 8B : OTHER EQUITY

(₹ in Lakhs)		
Particulars	As at March 31, 2020	As at March 31, 2019
Balance as at the beginning of the year	170.25	(9.13)
Surplus for the year	311.18	179.38
<b>Total</b>	<b>481.43</b>	<b>170.25</b>

## NOTE 9 : PROVISIONS

(₹ in Lakhs)		
Particulars	As at March 31, 2020	As at March 31, 2019
Provision for employee benefits		
-Gratuity	106.20	69.14
<b>Total</b>	<b>106.20</b>	<b>69.14</b>



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## NOTE 10 : TRADE PAYABLES

		(₹ in Lakhs)
Particulars	As at March 31, 2020	As at March 31, 2019
Total outstanding dues of creditors other than Micro enterprises and small enterprises		
-Sundry creditors	72.30	266.09
-Provision for expenses	97.51	53.93
-Employee payable	29.37	18.81
Deferred fellow scholarship	297.06	95.46
<b>Total</b>	<b>496.24</b>	<b>434.29</b>

## NOTE 11 : OTHER CURRENT LIABILITIES

		(₹ in Lakhs)
Particulars	As at March 31, 2020	As at March 31, 2019
Statutory liabilities	86.73	90.63
<b>Total</b>	<b>86.73</b>	<b>90.63</b>

## NOTE 12 : PROVISIONS

		(₹ in Lakhs)
Particulars	As at March 31, 2020	As at March 31, 2019
Provision for employee benefits		
-Gratuity	26.99	20.97
-Compensated absences	116.98	90.03
<b>Total</b>	<b>143.97</b>	<b>111.00</b>

## NOTE 13 : OTHER INCOME

		(₹ in Lakhs)
Particulars	Year Ended March 31, 2020	Year Ended March 31, 2019
Interest on Fixed Deposit with bank	15.97	3.16
<b>Total</b>	<b>15.97</b>	<b>3.16</b>



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## NOTE 14 : EMPLOYEE BENEFIT EXPENSE

		(₹ in Lakhs)
Particulars	Year Ended March 31, 2020	Year Ended March 31, 2019
Salaries and wages	3,464.58	2,164.09
Contribution to provident and other funds	193.82	126.78
Gratuity	37.57	94.24
Compensated absences	32.55	93.65
Other staff welfare expenses	64.92	68.77
<b>Total</b>	<b>3,793.44</b>	<b>2,547.53</b>

## NOTE 15 : OTHER EXPENSES

		(₹ in Lakhs)
Particulars	Year Ended March 31, 2020	Year Ended March 31, 2019
Travelling expenses	673.50	587.59
Legal and professional charges	543.66	321.10
Fellowship	649.43	275.99
Rent, rates & taxes	273.10	172.25
Training expenses	120.38	113.88
Workshop charges	248.45	102.98
Office expenses	116.31	70.90
Communication expenses	46.99	36.02
Printing and stationery expenses	48.04	27.68
IT support services	76.01	26.60
Repairs & maintenance expenses	43.07	19.59
Utility expenses	20.86	12.03
Stores & consumables	25.43	11.62
Auditors' remuneration		
-For Audit fee	3.60	2.25
-For Other related expenses (including for PY ₹ 1.41 lakhs)	1.41	-
Insurance expenses	11.10	4.18
Brokerage & commission	-	4.11
Loss on sale of PPE (Net)	2.38	0.17
Miscellaneous expenses	9.62	8.84
<b>Total</b>	<b>2,913.34</b>	<b>1,797.78</b>





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## NOTE 16 : CONTINGENT LIABILITIES AND COMMITMENTS

### Contingent Liabilities:

The Company has made adequate provision of liability as per the supreme court judgment dated February 28th, 2019 on provident fund payable by the entity w.e.f April 01st, 2019. As regards the past liability, if any, no provision has been made in absence of clarity on interpretation of the said order. The amount is not ascertainable.

### Commitments:

		(₹ in Lakhs)
Particulars	As at March 31, 2020	As at March 31, 2019
Estimated amount of contracts remaining to be executed on capital account and not provided for*	2.68	42.00

\*Capital Commitment towards PO raised for purchase of tablets, delivery pending due to COVID situation

Refer Note-1 of Financial Statements, "General Information" in relation to Commitment with Niti Aayog.

## NOTE 17 : EMPLOYEE BENEFITS

### Defined Benefit Plan:

The Company also provides for gratuity to it's employees. Annual actuarial valuations at the end of each year are carried out by independent actuary in compliance with Ind AS 19 on "Employee Benefits".

### Gratuity

		(₹ in Lakhs)
Table Showing Change in the Present Value of Projected Benefit Obligation	As at March 31, 2020	As at March 31, 2019
Present Value of Benefit Obligation at the Beginning of the Period	90.11	-
Interest Cost	6.27	-
Current Service Cost	30.49	90.11
Past Service Cost	-	-
Liability Transferred In/ Acquisitions	-	-
(Liability Transferred Out/ Divestments)	-	-
(Gains)/ Losses on Curtailment	-	-
(Liabilities Extinguished on Settlement)	-	-
(Benefit Paid Directly by the Employer)	-	-
(Benefit Paid From the Fund)	-	-
The Effect Of Changes in Foreign Exchange Rates	-	-
Actuarial (Gains)/Losses on Obligations- Due to Change in Demographic Assumptions	-	-
Actuarial (Gains)/Losses on Obligations- Due to Change in Financial Assumptions	(12.87)	-
Actuarial (Gains)/Losses on Obligations- Due to Experience	18.39	-
Present Value of Benefit Obligation at the End of the Period	132.39	90.11



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	(₹ in Lakhs)
Amount Recognised in the Balance Sheet	As at March 31, 2020
(Present Value of Benefit Obligation at the end of the Period)	(132.38)
Fair Value of Plan Assets at the end of the Period	-
Funded Status (Surplus/ (Deficit))	(132.38)
<b>Net (Liability)/Asset Recognised in the Balance Sheet</b>	<b>(132.38)</b>

	(₹ in Lakhs)
Net Interest Cost for Current Period	As at March 31, 2020
Present Value of Benefit Obligation at the Beginning of the Period	(90.11)
(Fair Value of Plan Assets at the Beginning of the Period)	-
Net Liability/(Asset) at the Beginning	(90.11)
Interest Cost	6.27
(Interest Income)	-
<b>Net Interest Cost for Current Period</b>	<b>6.27</b>

	(₹ in Lakhs)
Expenses Recognised in the Statement of Profit or Loss for Current Period	As at March 31, 2020
Current Service Cost	30.49
Net Interest Cost	6.27
Past Service Cost	-
(Expected Contributions by the Employees)	-
(Gains)/Losses on Curtailments And Settlements	-
Net Effect of Changes in Foreign Exchange Rates	-
<b>Expenses Recognised</b>	<b>36.76</b>

	(₹ in Lakhs)
Expenses Recognised in the Other Comprehensive Income (OCI) for Current Period	As at March 31, 2020
Actuarial (Gains)/Losses on Obligation For the Period	5.51
Return on Plan Assets, Excluding Interest Income	-
Change in Asset Ceiling	-
<b>Net (Income)/Expense For the Period Recognised in OCI</b>	<b>5.51</b>



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	(₹ in Lakhs)
	As at March 31, 2020
Balance Sheet Reconciliation	As at March 31, 2019
Opening Net Liability	-
Expenses Recognised in Statement of Profit or Loss	90.11
Expenses Recognised in OCI	-
Net Liability/(Asset) Transfer In	-
Net (Liability)/Asset Transfer Out	-
(Benefit Paid Directly by the Employer)	-
(Employer's Contribution)	-
<b>Net Liability/(Asset) Recognised in the Balance Sheet</b>	<b>90.11</b>

	(₹ in Lakhs)
	As at March 31, 2020
Assumptions	As at March 31, 2019
Expected Return on Plan Assets	N.A.
Rate of Discounting	6.96%
Rate of Salary Increase	10%
Rate of Employee Turnover	10%
Mortality Rate During Employment	Indian Assured Lives Mortality (2006-08) Ult
Mortality Rate After Employment	N.A.

	(₹ in Lakhs)
	As at March 31, 2020
Other Details	As at March 31, 2019
No of Active Members	597
Per Month Salary For Active Members	₹ 1,34,42,858
Weighted Average Duration of the Projected Benefit Obligation	9
Average Expected Future Service	4
Projected Benefit Obligation (PBO)	₹ 90,10,606
Prescribed Contribution For Next Year (12 Months)	-





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	(₹ in Lakhs)
	As at March 31, 2020
Maturity Analysis of the Benefit Payments: From the Employer	As at March 31, 2019
Projected Benefits Payable in Future Years From the Date of Reporting	
1st Following Year	26,99,189
2nd Following Year	6,69,415
3rd Following Year	6,45,089
4th Following Year	8,97,292
5th Following Year	9,57,295
Sum of Years 6 To 10	52,16,056
Sum of Years 11 and above	1,02,22,822

	(₹ in Lakhs)
	As at March 31, 2020
Sensitivity Analysis	As at March 31, 2019
Projected Benefit Obligation on Current Assumptions	1,32,37,810
Delta Effect of +1% Change in Rate of Discounting	(8,81,610)
Delta Effect of -1% Change in Rate of Discounting	10,16,316
Delta Effect of +1% Change in Rate of Salary Increase	8,92,886
Delta Effect of -1% Change in Rate of Salary Increase	(7,08,933)
Delta Effect of +1% Change in Rate of Employee Turnover	(2,54,661)
Delta Effect of -1% Change in Rate of Employee Turnover	2,75,440

The sensitivity analysis have been determined based on reasonably possible changes of the respective assumptions occurring at the end of the reporting period, while holding all other assumptions constant.

The sensitivity analysis presented above may not be representative of the actual change in the projected benefit obligation as it is unlikely that the change in assumptions would occur in isolation of one another as some of the assumptions may be correlated.

Furthermore, in presenting the above sensitivity analysis, the present value of the projected benefit obligation has been calculated using the projected unit credit method at the end of the reporting period, which is the same method as applied in calculating the projected benefit obligation as recognised in the balance sheet.

## Details of Plan Assets:

The Scheme currently is not funded.

## Defined Contribution Plan:

### Contribution to Provident Fund

The Company's Defined Contribution plans pertain to the Provident Fund and it has no further obligation beyond making such contributions to the plans. An amount of ₹ 184.67 lakhs (PY - ₹ 121.29 lakhs) has been charged off to Statement of Income & Expenditure A/c

Included in Contribution to Provident and Other Funds (Refer Note No. 14)



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Compensated Absences

The liability for Compensated Absences as at year end is ₹ 116.98 lakhs (PY- ₹ 90.03 lakhs)

Included in Compensated Absences. (Refer Note No. 14)

NOTE 18 : RELATED PARTY DISCLOSURES

In the ordinary course of business, the Company does not enter into any business transactions with it's Related Parties. The names of Related parties of the Company and their relationship, as required to be disclosed under Ind AS 24 are as follows:

Names of the Related Parties	Relationship
Mr. Ajay G. Piramal	Director
Mr. Jalaj Dani	Director
Mr. Madhav Chavan	Director
Mr. Adil Zainulbhai	Director
Mr. Debasish Mitter	Director
Piramal Foundation for Education Leadership	Subsidiary by virtue of an Agreement
Piramal Udgam Data Management Solutions	Subsidiary by virtue of an Agreement
Kaivalya Education Foundation	Subsidiary by virtue of an Agreement
Piramal Swasthya and Management Research Institute	Subsidiary by virtue of an Agreement

In the context of Ind AS 24, Two entities are not considered as related parties just because of having common director or other member of key management personnel or because a member of key management personnel of one entity has significant influence over the other entity. In considering each possible related party relationship, attention is directed to the substance of the relationship and not merely the legal form.

By virtue of above provisions, all entities, having common director(s) or director(s) being a member of KMP, are not considered as Related Parties.

There are no transactions with any of the above mentioned related parties during the year.



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**Note 19 : Disclosures as required by the Micro, Small and Medium Enterprises Development Act, 2006 ("MSMED Act") are as under**

		(₹ in Lakhs)
Particulars	As at March 31, 2020	As at March 31, 2019
Principal amount due to suppliers registered under the MSMED Act and remaining unpaid as at year end	1.21	-
Interest due to suppliers registered under the MSMED Act and remaining unpaid as at year end	-	-
Principal amounts paid to suppliers registered under the MSMED Act, beyond the appointed day during the year	-	-
Interest paid, other than under Section 16 of MSMED Act, to suppliers registered under the MSMED Act, beyond the appointed day during the year	-	-
Interest paid, under Section 16 of MSMED Act, to suppliers registered under the MSMED Act, beyond the appointed day during the year	-	-
Interest due and payable towards suppliers registered under MSMED Act, for payments already made	-	-
Further interest remaining due and payable for earlier years		

The above information regarding Micro, Small and Medium Enterprises has been determined to the extent such parties have been identified on the basis of information available with the Company.

**NOTE 20 : TAXES ON INCOME**  
**Income Tax**

The Foundation is registered under Section 12AA of the Income Tax Act, 1961. As per the provisions of Section 11 of the Income Tax Act, 1961 it has applied 85 percent of it's Income towards activities mentioned in Section 2(15) of the said Act. Accordingly no current tax liability is required to be recognised.





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## NOTE 21 : FINANCIAL INSTRUMENTS & FAIR VALUE DISCLOSURE

### Categories of Financial Instruments:

Particulars	(₹ in Lakhs)	
	As at March 31, 2020	As at March 31, 2019
<b>Financial Assets:</b>		
Measured at amortised cost		
(i) Cash & Cash equivalents	183.36	125.94
(ii) Bank balances other than cash and cash equivalents	87.50	94.42
(iii) Other Financial Assets	273.79	20.29
<b>Financial Liabilities:</b>		
Measured at amortised cost		
(i) Trade Payables	497.45	434.29

## NOTE 22 : IMPACT OF COVID-19 ON ACTIVITIES

The Foundation did not suspend work in any locations post the outbreak of Pandemic 'Novel Coronavirus' ("COVID - 2019") and consequent lockdown announced by the Central and State Governments on 23rd March, 2020. Our teams worked from their respective locations. No travel was allowed though. Safety and Service were there two key goal for the team during the COVID-19 Crisis.

NITI Health District teams have been realigned to support the district administration in managing the COVID-19 situation by way of training of health workers on COVID protocols, set up of COVID hospitals, ICUs, Isolation ward as well as spread awareness in the community. The state teams worked from home and supported the district teams in field operations.

NITI Education District teams were also repurposed to focus on wellbeing of Senior Citizens in the aspirational districts. A programme called as "Surakshit Dada Dadi Nana Nani Abhiyan (SDDNNA)" was designed & launched to focus on Prevention, Access & Early Detection for the target population of senior citizen.

The foundation non field employees were encouraged to work from home and thereby protect them from the COVID outbreak. The foundation has carried out its initial assessment of the likely adverse impact of COVID-19, on the Company's activities and financials and no material adverse impact has been observed till the date of finalisation of accounts. Since the situation is continuously evolving, management will continue to monitor any material changes arising due to the impact of this pandemic on its activities and financials and take necessary measures to address the situation.

## NOTE 23 : OFFSETTING FINANCIAL ASSETS & FINANCIAL LIABILITIES

All Financial assets and Financial liabilities are disclosed individually and no offsetting has been done between Financial assets and liabilities.



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NOTE 24 : FOREIGN CURRENCY TRANSACTIONS

There are no Foreign Currency Transactions being Receipts or Payments during the current year.

NOTE 25 : IND AS 116 - LEASES

The Company has adopted Ind AS 116 "Leases" effective 1st April, 2019 notified by the Ministry of Corporate Affairs. The impact of adoption of Ind AS 116 on the surplus of the year in not material.

NOTE 26 : REGROUPING / RECLASSIFICATION

Previous year's figures have been re-grouped / re-classified wherever necessary to conform to the current year's classification.

For and on behalf of the Board of Directors

Jalaj Dani  
Director  
DIN: 00019080

Adil Zainulbhai  
Director  
DIN: 06646490

**Piramal Foundation**

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