

DKMS BMST
FOUNDATION INDIA
ANNUAL REPORT

2019-20



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CEO'S STATEMENT



PATRICK PAUL
CEO of DKMS BMST Foundation India

On **May 2019**, DKMS-BMST was officially launched in India. We were working as a limited project under the BMST umbrella the previous year and had prepared ourselves for the launch of our operations by fulfilling all the criteria needed for our mission in India. We moved into our new office at CMH Road, Indiranagar and thus began our new journey. Indeed a big milestone for the global DKMS family.

The launch was celebrated on **May 28th 2019**, a significant day marking **28 years of DKMS organization globally** and a day that is also celebrated as World Blood Cancer Day.

The year **2019-20** was also the year of constant change and the will to adjust which were the necessary prerequisites to proceed further with our mission in India. We adapted our structures to the needs of an expanding organisation and grew from **24 to 38 employees** within one year. We have been able to register over **43,000 donors** and give **27 patients** in India, and 8 patients abroad, a second chance at life. We follow international quality standards and document our processes through SOPs that go beyond the requirements of the WMDA.

The end of 2019 and **the beginning of 2020** also became the year of special challenges due to a global pandemic. But only with the time lag now, as I write these lines, the extent of the Corona Pandemic becomes apparent. At the beginning of the year, we managed to switch our donor registration exclusively online, so that we can continue to register potential donors during the lockdown with considerable logistical support. In the meantime, we have been able to organise life-saving donations again with the help of an incredible team at DKMS-BMST and the support of our partners.

I would like to thank all our donors for their trust in us during such challenging times. Their altruism and will to save lives is commendable!



OUR BEGINNINGS

The fate of one person laid the foundation for a worldwide community committed to fighting blood cancer.

After the loss of his wife Mechtild to leukemia, Peter Harf embarked on a quest to give other patients like his wife, their best chance at survival. He founded DKMS in 1991 and grew the stem cell registry from 3,000 to 68,000 donors.

Peter and his daughter Katharina Harf, the Vice Chairwoman of the DKMS Foundation Board, have now helped build DKMS into one of the world's largest stem cell donor registries.

Ever since, we have worked tirelessly to fulfill our mission that is **to provide as many blood cancer patients as possible with a second chance at life.**

THE CHALLENGE: BLOOD CANCER IN INDIA

Every 5 minutes someone is diagnosed with a blood cancer or blood disorder in India



More than 100,000 Indians are diagnosed with blood cancer each year

Blood cancer accounts for 8% of all new cases of cancer diagnosed in India



Only 30% of patients can find a matching donor within their family. The rest 70% must look in the worldwide database to find an unrelated donor.

WE WANT TO CHANGE THAT!

OUR MISSION

We show our dedication to the fight against blood cancer and blood disorders by recruiting blood stem cell donors, enabling and supporting the development of therapies, raising awareness, and improving the wellbeing of patients worldwide.

DKMS BMST FOUNDATION INDIA

DKMS BMST Foundation India is a joint venture of two non-profit organisations with a goal to raise awareness about blood stem cell transplantation and register as many potential blood stem cell donors as possible, across India. With over 43,000 registered potential donors, we believe we can significantly improve the representation of Indian donors on the worldwide database.

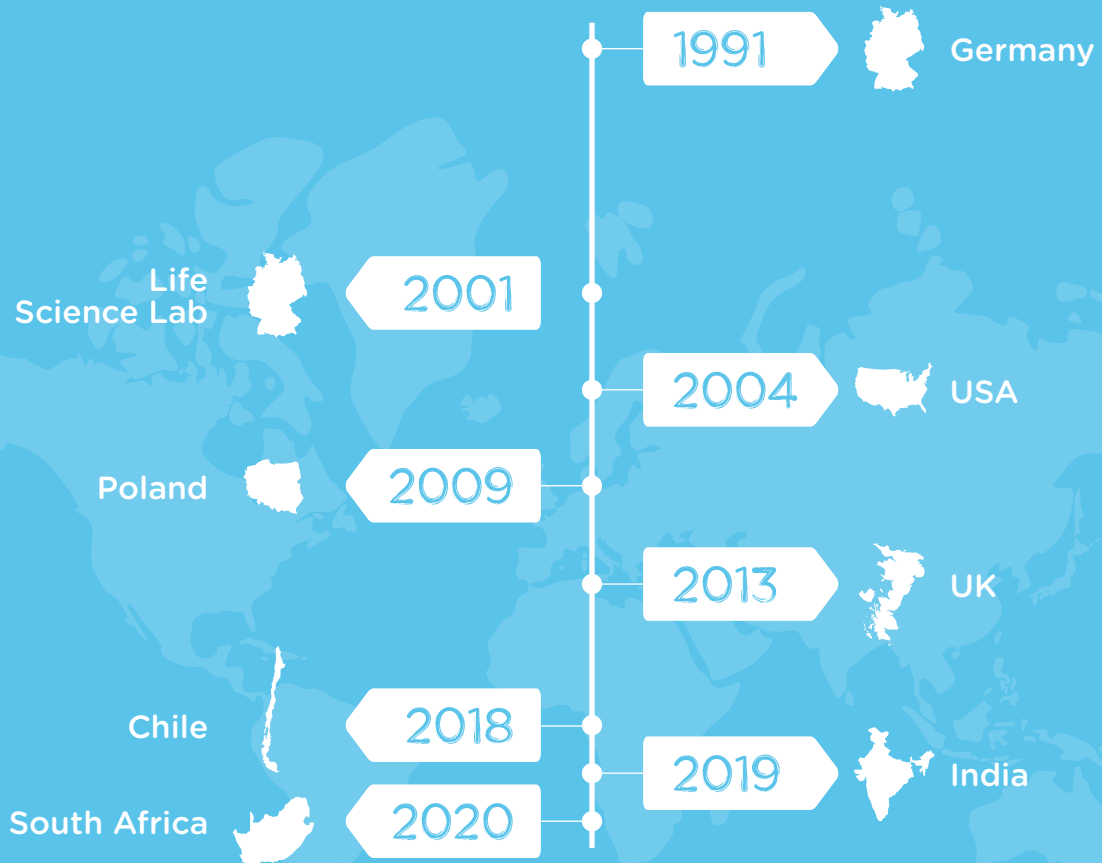
We are a joint venture of two reputed non-profit organisations:

DKMS is an international non-profit organisation founded 30 years ago in Germany by Dr. Peter Harf after losing his wife, Mechtild to leukemia. With only 3,000 potential stem cell donors available at that time to provide a transplant in Germany, currently, DKMS has over 10.5 million registered potential donors becoming the largest donor bank in the world.

BMST (Bangalore Medical Services Trust): Founded in 1984, BMST is a non-profit organisation of Rotary Club of Bangalore and TTK group of companies initially set up to provide blood banking services which has now evolved into a centre of excellence in all areas of blood banking such as transfusion, immunohematology, tissue banking, transplant immunology and more.



OUR GROWTH



OUR ACCOMPLISHMENTS

Today, DKMS is the global leader in providing lifesaving stem cell transplants to patients.



“The representation of Indian population in the registry is minimal. This increases the need for more and more people of Indian ethnicity to register themselves as potential stem cell donors and help save lives. Every registrant, represents hope for all patients and the assurance that, they are not alone in their fight against blood cancer.”

10 MILLION
registered potential stem cell donors

More than
86,000
patients received
a second chance at life



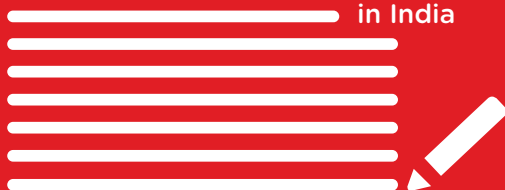
42%
of all worldwide
transplants are
enabled by the
DKMS family



75%
of blood stem cell
donations enabled by
the DKMS family are
sent abroad, to give
patients in other countries
a second chance at life



43,000+
potential blood stem cell donors
are registered with DKMS-BMST
in India



28 second chances
at life provided by
DKMS-BMST in India



Over
1,000 donor drives
conducted across India



THALASSEMIA PROGRAMME



36,000,000 Thalassemia carriers in India alone.



150,000 Thalassemia Major patients and around **10,000 to 15,000** baby patients are added every year.



Thalassemia patients require **regular blood transfusions** and **iron chelation treatments** with a stem cell transplant being their only hope.



Low-income families in India have **no access to reliable medical therapies** and this treatment is **unaffordable**.



DKMS-BMST Thalassemia Programme provides access to treatment for **underprivileged Thalassemia patients** in India.



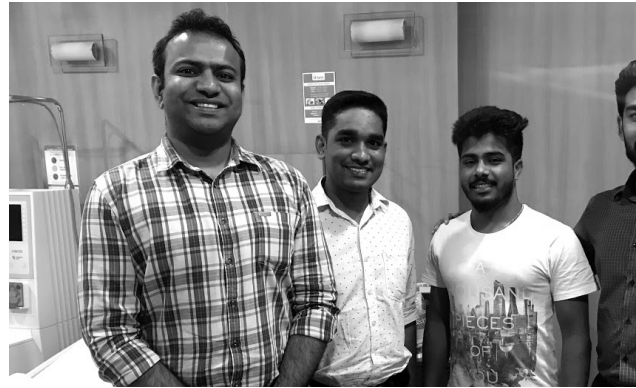
The programme facilitates the patient's access to services, such as **free high-resolution HLA typing** for the patient and related family members (siblings, parents) and **free searches for matched unrelated donors**.

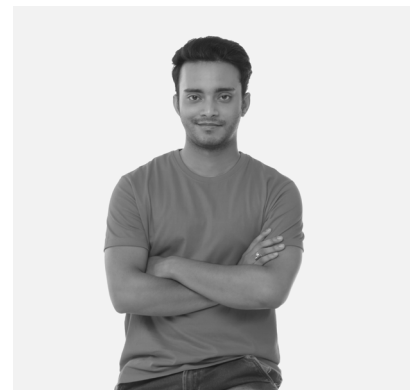
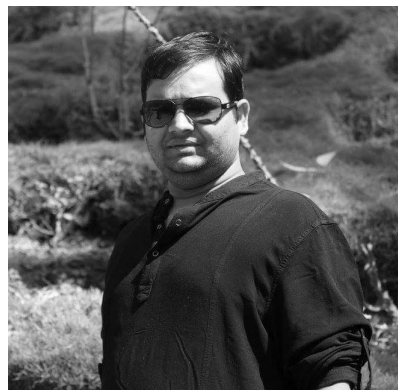


Between **April 2019 to March 2020**, DKMS provided over **927 free HLA typings to underprivileged thalassemia patients** and related donors and **76 matched patient-sibling pairs** who can potentially access a curative stem cell transplant.



LIFESAVING STORIES





EVERY HUMAN LIFE COUNTS.

That is why we support all blood cancer and blood disorder patients.

The best part of our job consists of giving people hope and a healthy future to look forward to.

Japishman, a 14-year-old girl was born healthy, but was diagnosed with Thalassemia major when she was 4 months old. The family was told that blood transfusions would be the only treatment option for their daughter's condition. "We were only aware about blood transfusion which my daughter underwent for over two years. But after we met Dr. Joseph from CMC Ludhiana, we learnt about the possibility of a **blood stem cell transplant** for her", says Harpreet, Japishman's mother.

Japishman says, "When I found out that I had a matching donor, I was excited to get the chance to lead a healthy life in the future. I stopped thinking of what might have been and began to think of what might be.

Knowing that a mere stranger from somewhere in this world was willing to do this for me, is an indescribable feeling. Because of my donor I have been able to enjoy my childhood and have got a chance to pursue my dreams!"

- Japishman



"Since receiving my transplant, I'm able to do all the things that my friends have been doing their whole lives. All the things that a normal child does like going to school and playing, I'm able to do everything that I want now, and that is because of my lifesaver Harshil."

- Vansh, Stem Cell Recipient

"We want Chirag to be an example for all those parents who are in need and are waiting for matching stem cell donors, to receive lifesaving stem cell transplants. Don't lose patience. There is someone for you out there, we just need to find them."

- Vikash Chandra, Chirag's father



OUR TRUE HEROES



Meet the superheroes behind the battle against Blood Cancer:

An Inspiring Donor Story

19 year old Krishnapriya was the youngest donor at our registry, who registered during a drive conducted at her college campus in Bengaluru. Within only one year of registering, she was found as a match to a patient in need of a stem cell transplant. In March 2020, she finally donated her stem cells via the PBSC method.

“I was always fascinated by the science behind the miracles of stem cells since my school days, I was amazed to know that our blood stem cells could give a patient suffering from blood cancer or a blood disorder, a second chance at life!

It’s thrilling to think that the human body has the power to save someone else. It was one of the most unexpected calls of my life till date. I was so anxious and excited at the same time.

To be identified as a potential match for someone and to go on and donate my blood stem cells to help save their life is such an exciting experience and one that I will never forget. What better gift can you give than the gift of life?”



“We need to broaden the horizon of our thinking; a little discomfort in exchange for helping someone get a new life is something worth going through and I feel privileged that I have been able to do this for someone.”

**DR. SHAINA,
26yrs, Blood Stem Cell Donor**

“When I registered, I thought to myself, that if I do come up as a match for someone then it would be destiny. So, when I received the call about coming up as a match for someone, I was thrilled and anxious at the same time. I was feeling special too as it is extremely rare to find your genetic twin.”

**JITESH,
29yrs, Blood Stem Cell Donor**



OUR REGISTRATION EFFORTS

Only 30% of the patients all over the world affected by blood cancer can find a match within their families and hence there is a dire need to find an unrelated donor.

We started our operations in India last year with the intent to add potential blood stem cell donors of Indian ethnicity to the global database.



Our Donor Recruitment Team works to expand and diversify the database of potential Blood Stem Cell Donors.



266 donor recruitment drives conducted across India.



18,000 donors registered in the registry, with many more to come!



The pandemic stopped our registration efforts and led to the cancellation of many drives in India.



We shifted our strategy to online channels to focus on virtual drives. The channel witnessed a 229% growth in online kit requests in the past year.



Our goal is to continue to conduct drives at universities, colleges and corporations and strengthen our partnership with existing partners while acquiring new partners in the coming years.

SINCE OUR LAUNCH IN MAY 2019, OUR ONLINE COMMUNITY HAS GROWN TO OVER 30,000 AND STILL GOING STRONG.

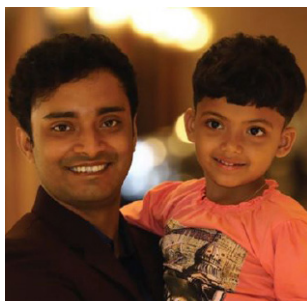


28,000+
Facebook Followers



2,000+
Instagram Followers

SUCCESSFUL EVENTS



A. SYMPOSIUM

Our work in India has just begun, and we are taking small, but promising steps by conducting webinars, participating in conferences and other events. Thus explaining the process, inculcating the right awareness to break myths, updating people on the technological advances of blood stem cell donation and counseling them with medical experts has been our modus operandi in the country. We plan to expand our reach to many more regions so that we are able to add potential donors from varied population groups in the country.

- We continued our **2nd DKMS-BMST Symposium**, which was launched in **2018** to bring together transplant doctors and coordinators from transplant centres across India.
- This year we saw more than **60 participants**, including **40 transplant doctors** and transplant coordinators from **21 transplant centres** across India, exciting knowledge transfer and networking opportunities.
- The DKMS Registry supports transplant centres in India with the free software Hap-E Search as well as the service of search coordinators. Annually, the search coordinators from DKMS handle more than **600 search requests** from India.
- Thus, making this process easy and accessible for transplant centres to improve the chances of finding a match for a patient in need.





B. Donor-Patient Meeting

Lifesaving Story of Shia and Debojyoti

4-year-old Shia was tragically diagnosed with Thalassemia and needed regular blood transfusions to survive. Until one day, Debojyoti, a Bangalore based techie, decided to help give her a second chance at life. He had registered to be a potential stem cell donor with DKMS-BMST in 2016, and a year later he was found as a match for Shia and donated his stem cells for her stem cell transplant. He says, "Being able to save a life is a feeling beyond words. It can only be experienced, not described merely with words."

C. World Blood Cancer Day-20

- On 28th May 2020, which also happens to be the world blood cancer day, we launched a nationwide influencer driven awareness campaign #ITSYOURTURNNOW.
- The objective of this digital campaign was to spread awareness about blood cancer and the importance of blood stem cell donation.
- Over 100 influencers, such as **Harsha Bhogle**, **Jatin Sapru**, **Monica Dogra**, **Anto Phillip** and more posted on their social media and appealed for more people to register as a stem cell donor.
- It was well received with **over 500+ kit requests in one day** and **over 60% increase in website traffic** along with coverage in leading media outlets.



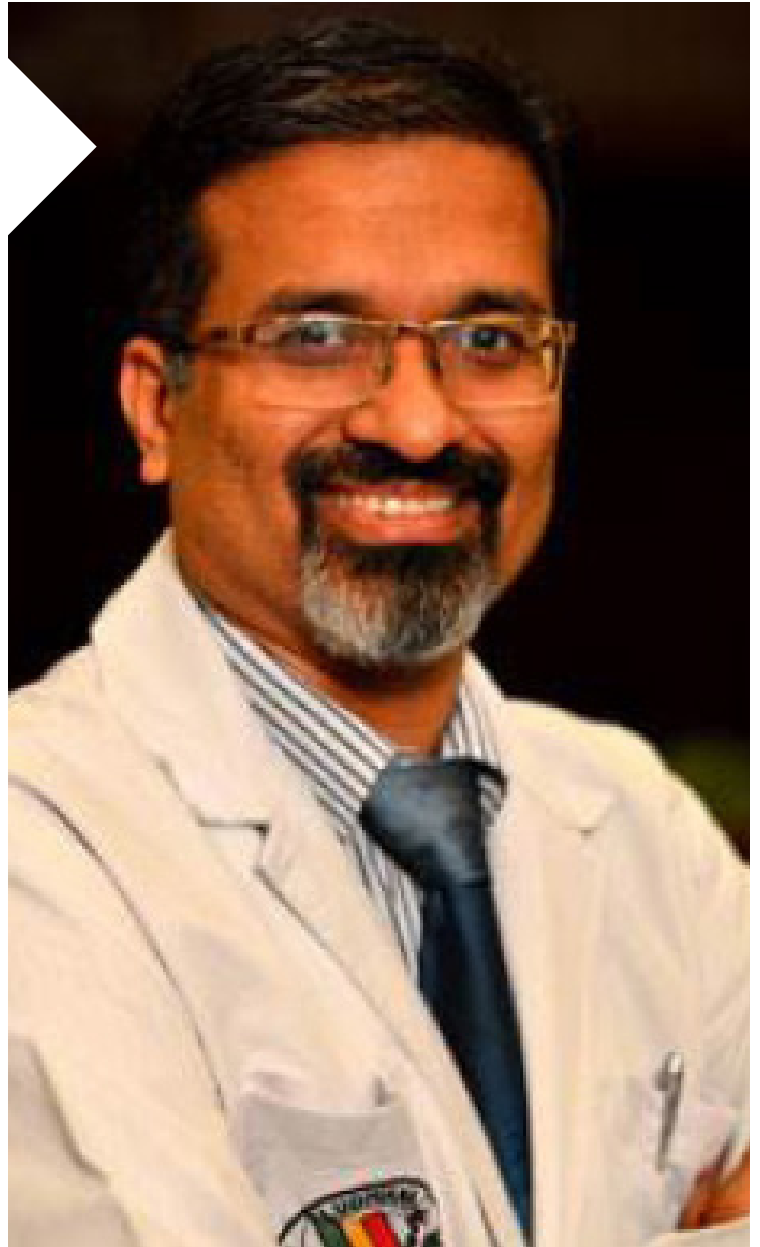
COLLABORATING WITH MEDICAL STAKEHOLDERS

“**Thalassemia major** which was once considered a complicated disease with lifelong blood transfusions, iron overload and limited lifespan has seen a shift in the last decade with **blood stem cell transplantation** being the only curative treatment for thalassemia patients. **CMC Ludhiana** is partnering with the NGO **DKMS BMST Foundation India**, through the **DKMS-BMST Thalassemia Programme** and the program is rolled out through selected institutions across India.

It facilitates the access to **free high-resolution HLA typing by DKMS for underprivileged thalassemia patients in India**, which is the first step for patients to consider transplant treatment.”

-DR. JOSEPH JOHN,

Professor & Head of the Department of Clinical Hematology, Haemato-Oncology & Stem Cell Transplantation, Christian Medical College, Ludhiana.





“There has been a paucity of un-related stem cell donor registries in India, and DKMS-BMST has been a welcome addition! DKMS-BMST brings along a tremendous experience of DKMS, one of **the most professionally run and largest un-related registries from Germany**. In a short span of time DKMS-BMST already has contributed significantly in India **by enrolling thousands** of unrelated voluntary donors and more **importantly educating the masses about the need and utility of “registering” as a stem cell donor**. I have personally been associated with DKMS-BMST since inception and been a part of their outreach and educative activities among including others. Their commitment to quality, attention to detail, professionalism, etc has been exemplary. I also thank them for their **initiative of supporting free HLA Typing tests for poor patients and their families**, which they have been supporting all over India for a few years now. I wish them **best of luck!!** ”

-DR. SUNIL BHATT

Director and Clinical Lead | Head Pediatric Hematology, Oncology, and Blood & Marrow Transplantation at Mazumdar Shaw Cancer Centre



“We believe in the **strength of a team**. Our team is a small number of people with **various skills, expertise** in areas committed to a common purpose; a **singular goal to save lives**.

We are lucky enough to have a **wonderful team** not only at **DKMS-BMST** but also the **medical professionals, transplant centres, doctors, physicians, nurses, and many others who work tirelessly** in helping us accomplish our goal. ”

- MATHEW

Case Manager, Donor Request Management

THE BOARD OF DIRECTORS



Dr. Latha Jagannathan,
Chairman & Director

Dr. Latha founded Bangalore Medical Services Trust, a not-for-profit organization in 1984 and set up Rotary, Bangalore-TTK Blood Bank.

Dr. Med. Dr. Rer. Nat.
Alexander Heinrich Schmidt,
Director

Dr. Schmidt is a renowned expert regarding medical and scientific issues related to stem cell transplantation and stem cell donor center activities. He holds the position of Chief Medical Officer at DKMS.





Mr. Sirko Geist,
Director

Mr. Sirko is the treasurer of the board of directors of DKMS US and DKMS UK as well as a member of the supervisory board of DKMS Poland. He holds the position of CFO (Chief Financial Officer).

Mr. Khokale Narayana Rao Prabhashankar,
Director

Mr. Khokale is a Founder and Senior Partner of M/s. Ashok Kumar Prabhashankar & Co., Chartered Accountants, Bangalore. He is actively involved as a Trustee of the Bangalore Medical Services Trust (Rotary Bangalore TTK Blood Bank).



Late Dr. Vinod Swaroop Saxena,
Director

Dr. Vinod Swaroop Saxena was the Director of DKMS-BMST for 4 years. He passed away in July 2020. We are grateful for his contributions and his long association with DKMS-BMST.



FINANCIAL REPORT

The first instalment of INR 31,39,28,647 was transferred by DKMS Germany to DKMS BMST Foundation on 2nd April 2019. The allocation of funds in the financial year 2019-20 was characterised by the establishment of the office as well as a necessary structuring of the organisation to be prepared for the future.

Processes for all departments, especially Donor Recruitment and Donor Request Management, needed to be developed and subsequently improved. This includes establishing cooperation with several transplant centres and collection centres. The well-being of patients and donors is always in the first place and financial resources should only be used wisely to enable the Foundation to develop healthily.

Due to the focus on the development of the structures, fewer funds were used than originally planned. In particular, the registration of online donors was started with caution, as online donors across India would pose a challenge to subsequent processes such as the registration process, for example in the area of logistics, as well as in the case of a possible blood stem cell donation and travel requirements for the donor. This had an impact on our expenditure on information and awareness projects, where fewer funds were used than budgeted.

At the same time, staffing was expanded from a headcount of 23 in April 2019 to 31 in March 2020, providing the necessary resources for the future. The Foundation was very successful in registering 14,676 donors and giving 17 patients a second chance at life in Financial Year 2019-20.

By the end of March 2020, INR 10,35,49,133 had been utilised from the first instalment. Of this, recurring expenses included INR 3,66,72,624 towards administrative (46%) and INR 4,23,06,639 towards non-administrative expenses (54%). The balance amount of INR 2,45,69,872 represents Balance Sheet items such as security deposits, GST inputs, purchase of fixed assets, etc. which are capital in nature. The largest purpose-driven expenses were donor and transplantation expenses of INR 2,25,94,825 along with front line field staff wages of INR 1,40,30,068 and Information and Education expenses of INR 25,14,967.

BALANCE SHEET

(All amounts in INR unless otherwise stated)

	AS AT	
	MARCH 31, 2020	MARCH 31, 2019
EQUITY AND LIABILITIES		
Shareholders' funds		
Share capital	20,00,000	20,00,000
Corpus Fund	1,00,000	1,00,000
Reserves and surplus	20,75,40,288	1,21,873
TOTAL	20,96,40,288	22,21,873
Non-current liabilities		
Other long-term liability	8,77,796	-
Long-term provisions	5,33,166	-
TOTAL	14,10,962	-
Current liabilities		
Trade payables		
- Total outstanding dues of micro and small enterprises	51,840	-
- Total outstanding dues of creditors other than micro and small enterprises	3,41,46,166	-
Other current liabilities	30,69,620	-
Short-term provisions	22,45,163	-
TOTAL	3,95,12,789	-
TOTAL LIABILITIES	25,05,64,040	22,21,873
ASSETS		
Non-current assets		
Property, plant and equipment - Tangible assets	70,79,335	-
Long-term loans and advances	1,46,83,284	3,000
TOTAL	2,17,62,619	3,000
Current assets		
Trade receivables	36,33,619	-
Cash and bank balances	22,33,78,891	22,18,873
Short-term loans and advances	17,65,269	-
Other current assets	23,639	-
TOTAL	22,88,01,421	22,18,873
TOTAL ASSETS	25,05,64,040	22,21,873

STATEMENT OF INCOME AND EXPENDITURE

(All amounts in INR unless otherwise stated)

	YEAR ENDED MARCH 31, 2020	YEAR ENDED MARCH 31, 2019
INCOME		
Donations and Grants	31,44,29,147	5,02,000
Fees from activities	1,21,20,911	-
Other income	23,639	-
TOTAL INCOME	32,65,73,697	5,02,000
EXPENSES		
Employee benefits expense	2,98,83,120	-
Depreciation and amortisation expense	10,76,107	-
Other expenses	3,52,99,569	2,71,946
Donor and transplantation expense	5,26,33,316	-
TOTAL EXPENSES	11,88,92,113	2,71,946
SURPLUS FOR THE PERIOD (TOTAL INCOME - TOTAL EXPENSES)	20,76,81,584	2,30,054
TAX EXPENSES		
- Current tax	2,63,170	-
TOTAL TAXES	2,63,170	-
SURPLUS FOR THE YEAR	20,74,18,414	2,30,054
Earnings per equity share - Basic [Nominal value per share: Rs. 10 (2019: Rs. 10)]	1,037	1

CASH FLOW STATEMENT

(All amounts in INR unless otherwise stated)

	YEAR ENDED MARCH 31, 2020	YEAR ENDED MARCH 31, 2019
SURPLUS BEFORE TAX	20,76,81,584	2,30,054
Non-cash adjustment to reconcile surplus before tax to net cash flows		
Depreciation and amortisation expense	10,76,107	-
Interest income	-23,639	-
Unrealised foreign exchange loss (net)	40,97,943	-
OPERATING PROFIT BEFORE WORKING CAPITAL CHANGES	21,28,31,995	2,30,054
CHANGES IN WORKING CAPITAL:		
Increase/ (decrease) in trade payables	3,00,23,672	-
Increase / (decrease) in long-term provisions	5,33,166	-
Increase / (decrease) in short-term provisions	19,81,993	-
Increase/(decrease) in other long term liabilities	8,77,796	-
Increase/(decrease) in other current liabilities	30,69,620	-
(Increase)/ decrease in trade receivables	-35,57,228	-
(Increase)/decrease in long term loans and advances	-1,46,80,284	-
(Increase)/decrease in short term loans and advances	-17,65,269	-
CASH GENERATED FROM OPERATIONS	22,93,15,461	2,30,054
Taxes paid (net of refunds)	-	-
NET CASH GENERATED FROM OPERATING ACTIVITIES (A)	22,93,15,461	2,30,054
CASH FLOW FROM INVESTING ACTIVITIES		
Purchase of Property, plant and equipment - Tangible assets	-81,55,442	-
NET CASH USED IN INVESTING ACTIVITIES (B)	-81,55,442	-
CASH FLOW FROM FINANCING ACTIVITIES		
Proceeds from issues of equity shares	-	19,00,000
NET CASH GENERATED FROM FINANCING ACTIVITIES (C)	-	19,00,000
NET INCREASE/ (DECREASE) IN CASH AND CASH EQUIVALENTS (A+B+C)	22,11,60,019	21,30,054
Cash and cash equivalents at the beginning of the year (refer Note 14)	22,18,873	88,819
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR (REFER NOTE 14)	22,33,78,892	22,18,873

This is the Cash Flow Statement referred to in our report of even date.

FINANCIAL REPORT AS PER FCRA

BALANCE SHEET

(All amounts in INR unless otherwise stated)

	MARCH 31, 2020	AS AT MARCH 31, 2019
EQUITY AND LIABILITIES		
Shareholders' funds		
Share capital	15,00,000	15,00,000
Reserves and surplus	19,48,44,874	(2,941)
TOTAL	19,63,44,874	14,97,059
Non-current liabilities		
Other long-term liability	8,77,796	-
Long-term provisions	5,33,166	-
TOTAL	14,10,962	-
Current liabilities		
Trade payables	3,30,92,128	-
Other current liabilities	29,73,321	-
Short-term provisions	33,51,041	-
TOTAL	3,94,16,490	-
TOTAL LIABILITIES	23,71,72,326	
ASSETS		
Non-current assets		
Property, plant and equipment - Tangible assets	70,79,335	-
Long-term loans and advances	1,64,27,507	-
TOTAL	2,35,06,842	-
Current assets		
Cash and bank balances	21,18,93,432	14,97,059
Short-term loans and advances	17,65,270	-
Other current assets	6,782	-
TOTAL	21,36,65,484	14,97,059
TOTAL ASSETS	23,71,72,326	14,97,059

STATEMENT OF INCOME AND EXPENDITURE

(All amounts in INR unless otherwise stated)

	YEAR ENDED MARCH 31, 2020	YEAR ENDED MARCH 31, 2019
INCOME		
Donations and Grants	31,39,28,647	-
Other income	23,640	21,42,786
TOTAL INCOME	31,39,52,287	21,42,786
EXPENSES		
Donor and transplantation expense	5,26,33,316	-
Employee benefits expense	2,98,83,120	-
Other programme expenses	64,75,542	-
Depreciation and amortisation expense	10,76,107	-
Other expenses	2,87,73,217	2,676
TOTAL EXPENSES	11,88,41,302	2,676
SURPLUS/(DEFICIT) FOR THE PERIOD (TOTAL INCOME - TOTAL EXPENSES)	19,51,10,985	(2,676)
TAX EXPENSES		
- Current tax	2,63,170	-
TOTAL TAX	2,63,170	-
SURPLUS/(DEFICIT) FOR THE YEAR	19,48,47,815	(2,676)

RECEIPTS AND PAYMENTS

(All amounts in INR unless otherwise stated)

	YEAR ENDED MARCH 31, 2020	YEAR ENDED MARCH 31, 2019
RECEIPTS		
Opening balance b/f		
- Bank balance	14,97,059	74,735
- Short-term deposits	-	-
Foreign donation received	31,39,28,647	-
Foreign capital contribution	-	14,25,000
Interest received	16,857	-
TOTAL RECEIPTS	31,54,42,563	14,99,735

PAYMENTS

Donor and transplantation expense	2,53,77,554	-
Employee benefits expenses	2,62,10,698	-
Other programme expenses	55,99,650	-
Other recurring expenses	2,17,91,359	2,676
Advances to suppliers (including capital advances)	14,45,806	-
Advances to employees	1,01,170	-
Other advances	4,49,750	-
Security deposits	81,07,250	-
Purchase of fixed assets	80,89,742	-
GST paid on inputs and input services (refer Note 23)	63,76,153	-
Closing balance c/f		
- Bank balance	21,06,26,574	14,97,059
- Short-term deposits	12,66,857	-
TOTAL PAYMENTS	31,54,42,563	14,99,735



DKMS  **BMST**
WE DELETE BLOOD CANCER

GET IN TOUCH WITH US

DKMS BMST Foundation India
723, Chinmaya Mission Hospital Road,
Indira Nagar 1st Stage, Hoysala Nagar,
Indiranagar, Bengaluru 560038

Tel: 080-68286500

dkms-bmst.org

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