



**Pratham**

Every Child in School & Learning Well

**PRATHAM EDUCATION FOUNDATION  
ANNUAL REPORT 2015-16**

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Dr. Rukmini Banerji, CEO  
Pratham Education Foundation

## FROM CEO'S DESK

For me, the first year at the helm of Pratham has been an exciting one. I have been a member of the Pratham family for almost twenty years and have had the good fortune and the opportunity to work with different teams and locations within the organization over time. Among the many lessons that Pratham has taught me, one is the importance of clearly identifying problems and then working towards solutions that not only fill the gap given the capabilities and resources that are available but also that maximize impact. Learnings such as these, continue to guide me personally as well as all of us in the organization as we work to ensure that *"every child is in school and learning well."*

The 2015-16 year will be remembered for a number of reasons. In Pratham's flagship program – Read India, we work primarily through Learning Camps<sup>1</sup>. The goal of the Learning Camp is to ensure that children can read fluently and do basic arithmetic. In 2015-16, we ran Learning Camps in approximately 5000 schools across India reaching close to 350,000 primary school children. Thanks to the hard work of the teams all over the country we were able to achieve consistently high results - in 70% of Learning Camps, by the last end line more than 70% children were reading and doing arithmetic. We are proud to be able to guarantee learning wherever we work.

1 A Learning Camp is an intensive burst of activity that lasts anywhere from six to ten days and is repeated several times for a total of anywhere between 30 to 50 days. Learning Camps are usually conducted in government schools during school hours and target children in grades 3 to 5.



After ten straight years of carrying out the Annual Status of Education Report (ASER), we took a break. Instead of the usual ASER, we launched a campaign called "Lakhon mein Ek". The objective of this campaign was to reach 100,000 communities and encourage local people to assess their children to see for themselves if children were going to school and if they were learning. The campaign was launched just after Diwali in early November. By Christmas day, 100,000 communities were reached and over 10 million children tested. The mobilization was amazing. What we learned is that there are young people everywhere who are ready to come forward and help children but we need to have the right tools to share.

Our youth skilling program has continued to grow. In 2013-14, we had successfully trained and placed about 12,000 young people in entry level jobs or new enterprises. This year, the number has risen to 18,000. We can clearly see that vocational training and helping young people access jobs is an area in which the country needs to invest, and in which we need to grow.

Building on our achievements and on our learnings from 2015-16, we look forward to a promising year ahead. But as we wrap up the year, we would like to thank all those who have supported us, not only our programs and but also our beliefs and perspectives. Without this support, we could not do what we do and could not be who we are.



## Our Mission

### *Every Child in School and Learning Well*

Pratham Education Foundation is an innovative learning organization that works to improve the quality of education for children and to expand opportunities for skilling for youth. Focusing on high-quality, low-cost, and replicable interventions to address gaps in the education system, Pratham has over the years, steadily grown in both scope and size, to become one of the largest education focused non-governmental organizations in the country.

Born in Mumbai with the mission of Every Child in School & Learning Well over twenty years ago, the Pratham movement has reached millions of children living in both rural and urban areas through a range of interventions across the country. These include pre-school education, a variety of learning support initiatives for elementary school as well as vocational training for youth. Pratham also works with vulnerable children. The organization is also known for its unique citizen led assessment initiative - ASER. Pratham and its leadership has been recognized nationally and globally for its innovative models and impactful methods. By following a strategy of setting clear and achievable goals, by facilitating continuous learning, ensuring effective methods and measurement, and working on scale through partnerships, Pratham is able to achieve substantial progress towards its stated mission.





## PROGRESS-O-METER FOR YEAR 2015-16

### GEOGRAPHIC SPREAD

**23** States & Union Territories

### DIRECT TEACHING-LEARNING INTERVENTIONS

Children Reached **1.2 million**

Youth Reached **22,000**

No. of Dropouts enrolled **4,500**

### PARTNERSHIPS WITH GOVERNMENT

Children Reached **4.5 million**

**MORE THAN 5.7 MILLION** BENEFICIARIES REACHED ACROSS THE COUNTRY

Pratham Early Years interventions focus on use of local resources, appropriate materials and methods and involvement of caregivers to support holistic social and cognitive development.

## EARLY YEARS

Pratham believes that “early years” (ages 3 to 8) are key foundational years. This should be regarded as a continuum and this age group needs to be given special and focused attention. Pratham Early Years interventions focus on use of local resources, appropriate materials and methods and involvement of caregivers to support holistic social and cognitive development. Through partnership with the government (ICDS), an attempt is to institutionalize practices which can be incorporated in running the preschool component, while simultaneously focusing on the need for building foundational skills in Grades 1-2 in the government school system.

Pratham has evolved various models to focus on early years. These are implemented directly by Pratham and also in partnership with governments (for pre-school with ICDS and for grades 1&2 with state-district education departments).

For the last few years, Pratham in Bihar has been working in collaboration with the ICDS department. Pratham has daily contact with children in approximately 1200 ICDS centres around the state in both urban and rural locations. Over time, Pratham has worked with ICDS to develop a package of early childhood education materials for use in this partnership. And the package is likely to be scaled up to all centres across the state in the upcoming academic year.

Pratham's Early Years interventions alone reached over 150,000 children in the 2015-16 academic year.





Pratham's programs for children in elementary grades (grades 3 to 8) are implemented directly or through partnership with government. In 2015-16, these programs reached over 1 million children through direct interventions, and close to 4.5 million children through partnership programs with governments across the country.

## ELEMENTARY YEARS

### READ INDIA

Pratham's Read India program began in 2007 with the aim of helping children across the country learn to read, write and do basic arithmetic. The past 9 years have allowed for experimentation and experiences that have informed intervention design for the upcoming phase of Read India.

Pratham follows a dual approach to address the challenge of basic learning. A direct engagement model with children led by a Pratham staff to demonstrate effective service delivery, aimed to ultimately lead to a partnership model led by government schoolteachers, trained in Pratham's approach. Over the years both these models have been measured internally and evaluated externally by JPAL to improve efficiency and impact. As a result, Pratham now follows standard processes in both partnership and direct interventions with the objective of improving reading and arithmetic outcomes of millions of children across the country.

Pratham's delivery model for direct intervention in Read India takes the form of Learning Camps. A Learning Camp is an intensive burst of activity that lasts anywhere from six to ten days and is repeated several times for a total of anywhere between 30 to 50 days. Learning Camps are usually conducted in government schools during school hours and target children in grades 3 to 5.

In 2015-16, results showed that close to 80% children who were part of the camps were able to read basic text at end of the intervention, an improvement of over 50 percentage points.



### BEYOND BASICS

Over the years, Pratham has also begun working with children to develop skills beyond basic reading and arithmetic, especially with those in Upper Primary grades (grades 6 to 8). Across different locations different areas were explored within these grades. Four years down the line Pratham has a full-fledged package for Upper Primary grades in specific subjects such as advanced language, mathematics, science, English and life skills, as also a model to build basic comprehension and problem solving skills. Additionally, through Pratham's Read India Plus camps, the focus has been on developing fundamental skills of comprehension, problem solving and group learning for children in elementary grades.

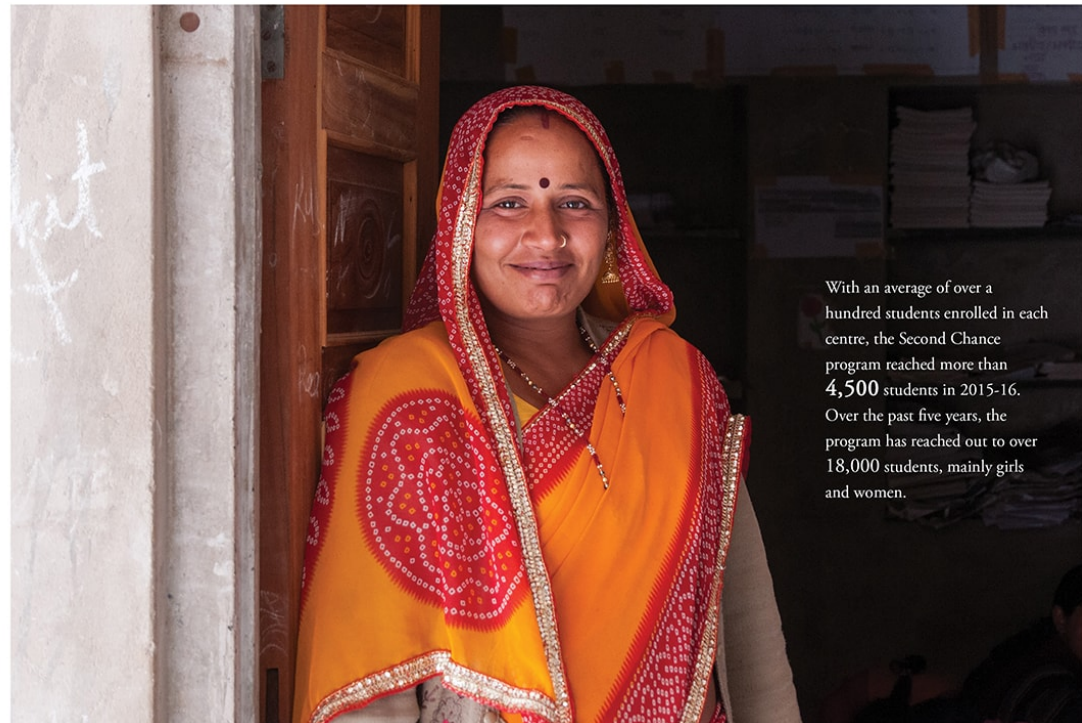
Pratham's Science program continues to "learning by doing" through fairs, workshops and more.

Pratham's Second Chance program focuses on providing drop-outs, especially women, another chance at education.

## SECOND CHANCE

Pratham's Second Chance program focuses on providing drop-outs, especially women, another chance at education. The program that started as a pilot in 2009 has expanded significantly in the last 5 years. The program is currently spread over 33 centers across nine states: **Andhra Pradesh, Bihar, Chhattisgarh, Gujarat, Madhya Pradesh, Maharashtra, Odisha, Rajasthan and Telangana.** In addition to the academic preparation; life skills sessions and awareness forums on opportunities: education and employment after Grade 10, have been introduced for the students. An effort has also been initiated to build engagement with alumni through a variety of activities – an area that will continue to be further explored and strengthened over the next three years.

The program follows a linear line of completion of a basic course followed by the main course. The foundation course has been a strong part of the program, it helps beginners to bridge from the drop-out stage to the preparation of the tenth grade curriculum. After this, advanced secondary curriculum is introduced. Eligible students are then selected for further guidance to complete the secondary school exam. Additionally, awareness is created on possibilities /avenues to pursue after Grade 10. After appearing for the Board/Open School exams, learners take courses on Health and Hygiene and Nutrition and Care, which along with helping them in their own lives, also helps widens livelihood opportunities. This year old students were contacted through an alumni survey that tries to track the after – POSE journey. Data on the current status of academics and employment, and aspirations for way forward have been some of the tracking points in the survey.



With an average of over a hundred students enrolled in each centre, the Second Chance program reached more than **4,500** students in 2015-16. Over the past five years, the program has reached out to over 18,000 students, mainly girls and women.



The Pratham Institute for Literacy, Education and Vocational Training have started working in men's and women's shelters to provide transit accommodation (at affordable rates) to low-income rural youth who have gained skills and taken up jobs in cities.

## VOCATIONAL TRAINING

The Pratham Institute for Literacy, Education and Vocational Training was established in 2005 to help provide people with hands-on skills. The aim was to create sustainable youth training programs for employment in industry and to foster entrepreneurship.

In 2015-16, **22,000** youth were enrolled in various programs and **18,000** students successfully completed their certification programs in industry specific skills such as Hospitality, Healthcare, Electrical, Automotive, Construction and Beauty. Some unique initiatives which began this year include migration support centers which were established. We have started working in men's and women's shelters to provide transit (at rates) accommodation to low-income rural youth who have gained skills and taken jobs in Cities. 50 young people (mainly girls) have been housed so far.

The entrepreneurship program extends support in terms of raw materials, mentorship and training support to enterprising individuals. Pratham has supported over 800 entrepreneurs through this program.

Hotel cum training center was also established in Khajuraho, in addition to the centre in Aurangabad. It is a for profit initiative the funds from which will be used to support vocational training work. We are doing similar experiments with auto garages and beauty salons. In the home care division we are testing a model to provide direct links of our health care professionals with individuals.



## CAN CHILDREN IN OUR VILLAGE READ AND DO SIMPLE ARITHMETIC?



State	District	Block	Total number of children tested
Village	Date		
Point person for this village			

### Sample of a Std 2 story


Rani is a little girl. Her mother gave her a book. It had lots of stories. It also had many pictures. Rani read it every morning on her way to school. She learned many new words. That made her teacher very happy.

out of  children in Std 3-5 cannot read this story.

out of  children in Std 6-8 cannot read this story.

out of  out of school children in the age group of 7-14 years cannot read this story.

### Sample of Std 2 subtraction problems

41 - 23 _____ _____ _____	65 - 27 _____ _____ _____
98 - 69 _____ _____ _____	

out of  children in Std 3-5 cannot solve these subtraction problems.

out of  children in Std 6-8 cannot solve these subtraction problems.

out of  out of school children in the age group of 7-14 years cannot solve these subtraction problems.

Come let us help children in our village read and do simple arithmetic.

Names of the people who prepared this report card:

You can contact us on:

Address:

Email ID: lakhonmein@pratham.org

Phone No.:

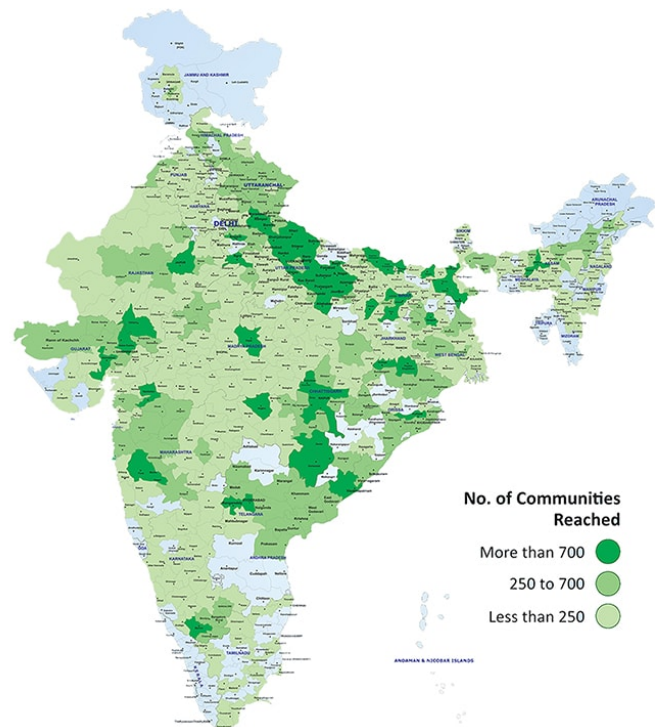
## ASER & Lakhon mein Ek

The ASER centre was established in 2008 as an autonomous unit of the Pratham family. The need to raise awareness among the general public about the level of learning of children was the thinking behind the publication of the Annual Status of Education Report on the Situation of Education.

After 10 years of publishing ASER, it was time to take a step back and decide what can be done in scale to create more awareness about the issue among people in rural India. Thus was born the campaign Lakhon mein Ek. Through this campaign we reached 152,896 villages, mobilized 346,484 volunteers and reached 10,760,348 children. Later we set up libraries in 7,946 villages and communities reaching out to 236,034 children. Basic material on language and math was provided in a specially designed package for children for each community for a week so that habitual changes can be brought in children by ensuring that they also take out time to study after school hours.

On the other hand, due to the credibility of the ASER report, several state governments like Punjab and Maharashtra asked us to carry out ASER in their states. Therefore, a specific state survey was carried out in the two states and the report was subsequently published.

Engaging people across the country to “**feel**” the problem and “**act**” on solutions





Pratham Council for Vulnerable Children focuses on rescue of child labourers to working with children with special needs to identifying trafficking patterns of children through the medium of railways.

## PRATHAM COUNCIL FOR VULNERABLE CHILDREN

Outreach program started by Pratham in 2001 was converted into a specialised unit called Pratham Council for Vulnerable Children (PCVC) in 2005, to reach out to the unreached children with the mission of “Every Child’s Rights Protected, Every Child in School and Learning Well” From focus on rescue of child labourers to working with children with special needs to identifying trafficking patterns of children through the medium of railways - PCVC has come a long way, changing its gears from working on direct programs, to advocacy at State and National level for strengthening child protection mechanisms

In the year 2015-16, PCVC reached out to **93,356** children and **18,984** adults through its various direct and indirect interventions and advocacy in eight states across India - Andhra Pradesh, Telangana, Bihar, Gujarat, Maharashtra, Rajasthan, Uttar Pradesh and Uttarakhand. This work was spread across **1,976** Communities in **16** Cities in urban communities and **750** Villages, **30** Blocks and **10** Districts in rural communities. This widespread reach was possible through direct programs such as Drop in Centres to rehabilitate Out-of-school/ Working children, Child Rights Protection Desks to establish contact with children and members from disadvantaged communities, Residential Shelters to cater to repatriated child labourers as well as the most vulnerable children in the community, Education Support Classes to provide academic support to school-going children, Disability Program to assist differently-abled children, Rescue operations to free children from harsh working conditions, Personal Hygiene And Sanitation Education Program, Music to name a few.



## BOARD OF DIRECTORS

Mr. Ajay Piramal

*Chairman, Board of Directors*

Mr. Narayanan Vaghul

Mr. Vijay Goradia

Mr. Sanjay Nayar

Mr. Pramit Jhaveri

Mr. Arvind Sanger

Dr. Madhav Chavan

*President & Co-founder, Pratham Education Foundation*

Mr. Ramesh Mangaleswaran

Mr. Dinyar Devitre

Dr. Atul Varadhachary

Mr. Vilas Gadkari

Ms. Vibha Paul Rishi

Ms. Neerja Birla

Ms. Rohiqa Mistry

Dr. Rukmini Banerji

*CEO, Pratham Education Foundation*





## OUR SUPPORTERS

Accenture Services Pvt Limited

Ador Welding Limited

ADP Pvt Limited

Afcons Infrastructure Limited

BA Continuum India Pvt Limited

Bain & Company

BG Exploration & Production India Limited

Bharat Oman Refineries Limited

Bharat Petroleum Corporation Limited

Bhoomi Resources Pvt Limited

Bill and Melinda Gates Foundation

Chambal Fertilizers Chemicals Limited

Chevron Phillips Chemicals India Pvt Limited

Citi Foundation

Coastal Gujarat Power Limited

Cyrus Investments Pvt Limited

Department for International Development (DFID)

Deshbandhu Foundation

Dharampal Satyapal Charitable Trust

Diamond Management & Technology C. Pvt Limited

DLF India Limited

Douglas B. Marshall Jr. Family Foundation

Dubai Cares

Ericsson India Pvt Limited

Facebook India Online Services

GAIL (India) Limited

Gillette India Limited

Godrej

HDFC Bank Limited

Hewlett Foundation

Idea Cellular Limited

Indus Towers Limited

Ingenero Technologies Pvt Limited

ITC Limited

Jhagadiya Industries

KKR India Financial Services Limited

Kusuma Foundation

L&T Hydrocarbon and Engineering Limited

L&T Public Charitable Trust

Maq India Pvt Limited

Obeetee Pvt Limited

Odisha Power Generation Corporation

Piramal Enterprises Limited

Power Grid Corporation of India

Pratham Canada

Pratham Sweden

Pratham UK

Pratham USA

Procter & Gamble Hygiene & Health Care

RPG Foundation

Rutgers WPF

Rubamin Limited

SAP Labs India Pvt Limited

Shadowfax Technologies Pvt Limited

SIGMA Electric Manufacturing Corporation

Skoll Foundation

Tata Capital Limited

Tata Housing Development Company

Tata Motors Limited

Tata Power Community Development Trust

Tata Steel Limited

UBS Optimus Foundation

UNICEF

United Way of India

United States Agency for International

Development (USAID)

Whirlpool of India Limited

Wildlife Conservation Trust

Wipro Limited

Wrigley Company Foundation

Yale University

Sasakawa India Leprosy Foundation (SILF)

VSO



# PRATHAM FINANCIALS

For the year ending March 31, 2016



Pratham Education Foundation  
(A Private Company Limited by Guarantee under Section 8 of the Companies Act, 2013)

## BALANCE SHEET AS AT MARCH 31, 2016

Particulars	Note No.	As at March 31, 2016 (In Rupees)	As at March 31, 2015 (In Rupees)
<b>EQUITY AND LIABILITIES</b>			
<b>Sources of funds</b>			
(a) Reserves and surplus	3	280,771,311	354,798,878
		<b>280,771,311</b>	<b>354,798,878</b>
<b>Current liabilities</b>			
(a) Trade payables (includes amount due to micro and small enterprises Rs. NIL (P.Y. Rs. NIL)	4	52,317,673	33,115,004
(b) Other current liabilities	5	217,862,572	191,859,306
(C) Short-term provisions	6	6,008,557	4,616,514
		<b>276,188,802</b>	<b>229,590,824</b>
<b>TOTAL</b>		<b>556,960,113</b>	<b>584,389,702</b>
<b>ASSETS</b>			
<b>Non-current assets</b>			
(a) Fixed assets			
(i) Tangible assets	7	186,480,848	145,914,603
(ii) Intangible assets	7		91,519
(iii) Capital work-in-progress		23,803,750	9,962,883
		<b>210,284,598</b>	<b>155,969,005</b>
(b) Long-term loans and advances	8	31,333,877	34,183,847
		<b>241,618,475</b>	<b>190,152,852</b>
<b>Current assets</b>			
(a) Cash and bank balances	9	275,487,572	363,866,271
(b) Short-term loans and advances	10	37,652,563	29,766,394
(c) Other current assets	11	2,201,503	604,185
		<b>315,341,638</b>	<b>394,236,850</b>
<b>TOTAL</b>		<b>556,960,113</b>	<b>584,389,702</b>
See accompanying notes forming part of the financial statements	1-20		

In terms of our report attached.  
For Deloitte Haskins & Sells LLP  
Chartered Accountants

Mohammed Bengali  
Partner  
Place : Mumbai  
Date : September 28, 2016



For and on behalf of the Board of Directors  
Reshmi Banerji  
Director  
Place : Mumbai  
Date : September 28, 2016

Madhav Chavan  
Director  
Place : Mumbai  
Date : September 28, 2016



Pratham Education Foundation  
(A Private Company Limited by Guarantee under Section 8 of the Companies Act, 2013)

## INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED MARCH 31, 2016

Particulars	Note No.	Current Year (In Rupees)	Previous Year (In Rupees)
Donation and others	12	1,558,394,171	1,482,454,030
Other income	13	15,207,701	8,200,805
<b>Total revenue</b>		<b>1,573,601,872</b>	<b>1,490,654,835</b>
<b>Expenses</b>			
(a) Donation made		200,123,374	210,858,054
(b) Professional Fees		200,621,689	161,081,976
(c) Teaching learning Material		129,939,939	79,524,890
(d) Training Expenses		137,320,466	120,817,720
(e) Rent		80,920,552	56,063,146
(f) Employee Benefit Expenses		588,853,346	414,984,345
(g) Other Expenses		254,655,730	236,829,270
(h) Depreciation and amortisation expense		55,305,004	36,581,248
<b>Total expenses</b>		<b>1,647,740,100</b>	<b>1,316,740,651</b>
<b>Excess of Income over Expenditure before/after tax</b>		<b>(74,138,228)</b>	<b>173,914,184</b>
See accompanying notes forming part of the financial statements	1-20		

In terms of our report attached.  
For Deloitte Haskins & Sells LLP  
Chartered Accountants

Mohammed Bengali  
Partner  
Place : Mumbai  
Date : September 28, 2016



For and on behalf of the Board of Directors  
Reshmi Banerji  
Director  
Place : Mumbai  
Date : September 28, 2016

Madhav Chavan  
Director  
Place : Mumbai  
Date : September 28, 2016





