




ANNUAL REPORT 2018





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JOURNEYING THROUGH OUR POWER OF ONE

ONE PROGRAM, MANY VICTORIES

In its 20th year, CLT shares its **flagship program with nearly One Million Students**. Its reach made possible through a seamless platform put together with simple technology - that helps students and teachers access the best learning tools in the most rural areas of India.

A journey that began with just one mid day meal now contributes to the fulfillment of many dreams that help children grow into educated adults and unlock great opportunities for themselves - irrespective of their economic background.

Besides the offering of bespoke digital STEM content in regional languages, the investment made directly in the government schools to enable this program amounts to **US\$3.2 million** through the shared vision with committed partners.

This, CLT's very first annual report, thus encompasses the impact that has happened over these years, keeping in mind, it all started with ONE – One person, One Organisation, One School, One Nutrition Program.

This report highlights the work that has been done by many different individuals who have been a part of CLT's journey and how every individual has the ability to impact positively for a common cause, there lies the power of ONE. While the journey so far has been long, we envision to go much longer and creating greater impact with the vision shared by our Leaders in this report.

KEEPING IT TOGETHER



LEADERSHIP BLOGS



CEO'S MESSAGE - BHAGYA RANGACHAR

This is our first Annual Report. Considering it's happening just when we are on our 20th year, I am realizing that it would be almost impossible to contain my jottings here for the current year. It's a nostalgic moment for me, as its strongly focused around the people that have been part of this journey with wide array of talents or simply to serve!

My first memory is about meeting a very sensitive, extremely talented and passionate young student of Fine Arts in 1998, when CLT was just born. Avi was our first volunteer and over the next few months, through his drive and passion, CLT had gained many young people with so much to give and wanted an opportunity to serve. They became the core of CLT - the brick and mortar of the organization for the next 4-5 years. This became a pattern and many more bubbles of volunteer groups started emerging, with each owning a piece of CLT's dream to create equal learning opportunities for all children! Women volunteers to run 'Food Bank', friends in U.S. doing fundraising and the young artists helping me to build an organization! This was before a Mission statement or a website or a blog and definitely before we had any money to have a paid staff. Their sense of giving was so contagious and complete, it became a hub for spreading joy!



'Come Share our Joy', created as a bi-line by these youngsters became a guiding compass for the rest of us and still is today!

And, so the journey begins, by gradually realizing that while our efforts to serve the children in underserved communities were sincere, to amplify it into a more impactful, sustainable outcome, we needed to bring in a more organized, well thought-out structures and systems. We had also zeroed in on one thing we wanted to focus on by year 2002, that was to address the missed learning opportunities of children in government schools, where the acute shortage of teachers was daunting. We were also becoming aware that the region-specific complexities were beyond the scope of heads of these schools; and hence our norms, as a country, were adjusted to the unavailability of teachers and lack of resources and had become a way of life. Consequently, our children's aspirations for quality education was compromised. Foraying into technology was never thought of as an option to replace teachers or to provide solutions as a stand-alone intervention; rather, as a means to capture the best teaching practices and innovative ideas and to create a distribution channel for easy access to resources. Curricula-aligned content from select set of passionate Master Teachers created and curated at CLT Resource Hub that would be delivered to Spoke Schools;

by leveraging on the strength of technology to replicate and distribute at a low-cost. One incident I recall was a trigger that helped my conviction to more actionable drive. I was being part of a Science workshop that was led by Mr. Baluragi – a national award winner for popularizing Hands-On Science with locally available materials. By localization of content and connecting students to Science principles in their immediate environment with very simple experiments, he was able to inspire students. It occurred to me that day that his passion for Science must be experienced by as many children as possible and technology could help us do that. I am proud to say that Mr. Baluragi became our Science advisor and all his real-time experiments are part of our vast repository of digital content in many regional languages that more than 900,000 students in remote villages are able to learn and enjoy Science barring the distance to travel to meet Mr. Baluragi!

It was, nevertheless, an extremely expensive proposition for a non-profit that ran only on limited grants. On the other hand, the timing couldn't be better, because, although there had been other players catering to the private school sector, this field in underserved space was wide open. It took us many years and some models that weren't sustainable to understand that we were treading in unknown territory and not too many people were investing their efforts and money on digital interventions to support curricula in rural government schools. Our first challenge was to redefine that digital content had to look a certain way with heavy graphics that made it cost-prohibitive. Our focus was going to be on good relevant pedagogy, presented in an interesting manner, with low-cost technology delivery model that could be accessed in no internet connectivity areas. This set the premise. Bringing the STEM focus and into many regional languages and adding the android and the data analytics piece over the years, was an evolution of the product that was dictated by the needs across States!

Today, CLT, as an institution, is very strong with a Board that engages at a strategic level with a collective life-time experiences of running organizations to research to being on many Boards. We have all the statutory components in place, and many due-diligence processes behind us, including FICCI, Guidestar, TISS and CAF. CLT has a Platinum Award for transparency. As a learning model, under the banner of CLTe-Patashale, CLT has bagged many awards for low-cost innovation and has arrived as a thought leader in this space, giving me confidence that we are poised for accelerated growth to reach our resources to many more children across the globe in formal and informal learning spaces. The Board's wise decision to bring Omar on board as a Chief Strategy Officer has infused every cell of the organization with rigor and new aspirations to reach every child that deserves quality education. Our hope is by giving affordable access to quality resources through technology, we can increase equity in learning opportunities.



CSO'S NOTES - OMAR WANI

Dear Stakeholders,

While reaching 1 million students is a target for many organisations serving in the education space, for CLT it is the starting point of an entirely new journey. In keeping with the power of One - summarising the Organisation's accomplishments in the last 20 years, here is how the future spells out -

- O** - Omni channel presence: rich pedagogy based digital content available at arms reach of every student in geographies where CLT is present,
- N** - New geographies being charted for strategic organic and non organic growth,
- E** - Empowering the internal skill and technology capacities to meet the challenges in the years ahead.

As I write this, we are listing the overseas geographies for expansion where we plan to serve schools within the next 24 months. In terms of revenues, CLT aims to double them each year for the next 5 years, with profits doubling every 2 years. The Trust is well on its way to being restructured as a Section 8 Company while a second arm is being set up to operate completely as a for profit. So the apparent firing through all cylinders will also now entail serving the private learning space. In keeping with these expansion and revenue plans, 50% of CLT's talent has been recently recruited for specific skills and aggressive initiatives are being taken to ensure all the critical skill and technological elements are on-boarded or controlled in-house from the Bangalore campus to build functional alignment while being cost focused and promising that all last mile elements receive full support.

While all ingredients are in place, CLT aims to grow to a book size of \$1 million in the coming fiscal - departing from the position of content creator in the education space to a full fledged IT enabled knowledge group that operates access points that could include other sectors.

Look forward to reporting our progress on those lines through this dynamic digital annual report and also through our other communication channels.

I'd like to thank my accomplished Board Members for their confidence, my ambitious team for its hard work and our Founder for her broad vision of inclusiveness of children around the world!

FROM THE TRUSTEES



It has been a pleasure to be a member of the Board of Directors of CLT India and to see the substantial progress that the organization has made over the last 20 years. CLT India continues to be focused, as it has been from the beginning, on providing significant educational content using technology as a tool to benefit thousands of students and teachers across India. I look forward to working to expand CLT India's presence and impact across the subcontinent and improving the lives and futures of so many

HARSHA MURTHY



Twelve years ago, Ms. Bhagya Rangachar, founder and CEO of CLT India, walked into my office at Microsoft Research India where I was at the time to seek opportunities for collaboration. I was deeply impressed with her work with midday meals and computer clubs for children. I would never have guessed then that that was all just a prelude to the incredible work that CLT India has accomplished since then with carefully crafted teaching aids and workshops for government school teachers. I look forward to another dozen years of even greater impact!

KENTARO TOYAMA



IMPACT OVER THE YEARS

THE IMPACTFUL INVESTMENTS

Our impactful Investors have unlocked funding of over Rs 21 crores over the years to take the e-patashale program to underserved schools under several partnerships and initiatives. CLT's operations deliver the program over 3000 access points that have benefited nearly 1 million students. The commitment of our partners and the perseverance of the team has made this journey successful so far.

We raise a toast of gratitude to all of them.

IMPACTFUL

INVESTMENTS

Goldman Sachs

The Rs 32 lakhs prize sponsored 20 pilot schools in Maharashtra. The fund also supported data analytics in 55 existing schools of Kundapura, Karnataka and the enhancement of the dashboard

CISCO

Key sponsor of the e-Patashale program to Rajasthan. With an investment of Rs 97 lakhs 80 classrooms are running the program reaching 10,000 students each year



MENDA FOUNDATION

Funded over Rs 12 crores for the installation of the complete Shala learning systems in over 1500 classrooms. Over 60,000 students benefit from this initiative in the government schools of Karnataka each year

CLT india
come share our joy

Creation of the app, Investment in Data Analytics piece, research studies by third parties on the efficacy of it's programs - amounting to Investments of nearly Rs 2 crores over the last two years have tremendously strengthened the offerings in the education space. This was over and above the initial investment of Rs 4 crores to lay the foundation of the current technological & pedagogy model



Himatsingka

The Group invested Rs 62 lakhs to extend the program to schools in the vicinity of the Group's plants and to support some of CLT's own work

Rotary



The Rotary has sponsored the extension of CLT's program to over 340 schools: Invested Rs 2 crores with the support of it's generous funders

Julius Bär

Invested the seed capital of Rs. 33 lakhs to get CLT started on the replication of the content to Marathi language. The content was complete for grades 5-7 in Maths with this support



Round I funding from 2013 helped CLT



USAID

build tremendous capacity. Rs 1.4 crores were Invested in aligning, developing and scaling the e-Patashale content to its final completion in three languages



Microsoft

Research and Impact studies



INFRASTRUCTURE



DATA ANALYTICS



ECOSYSTEM



TRAINING



CAPACITY BUILDING

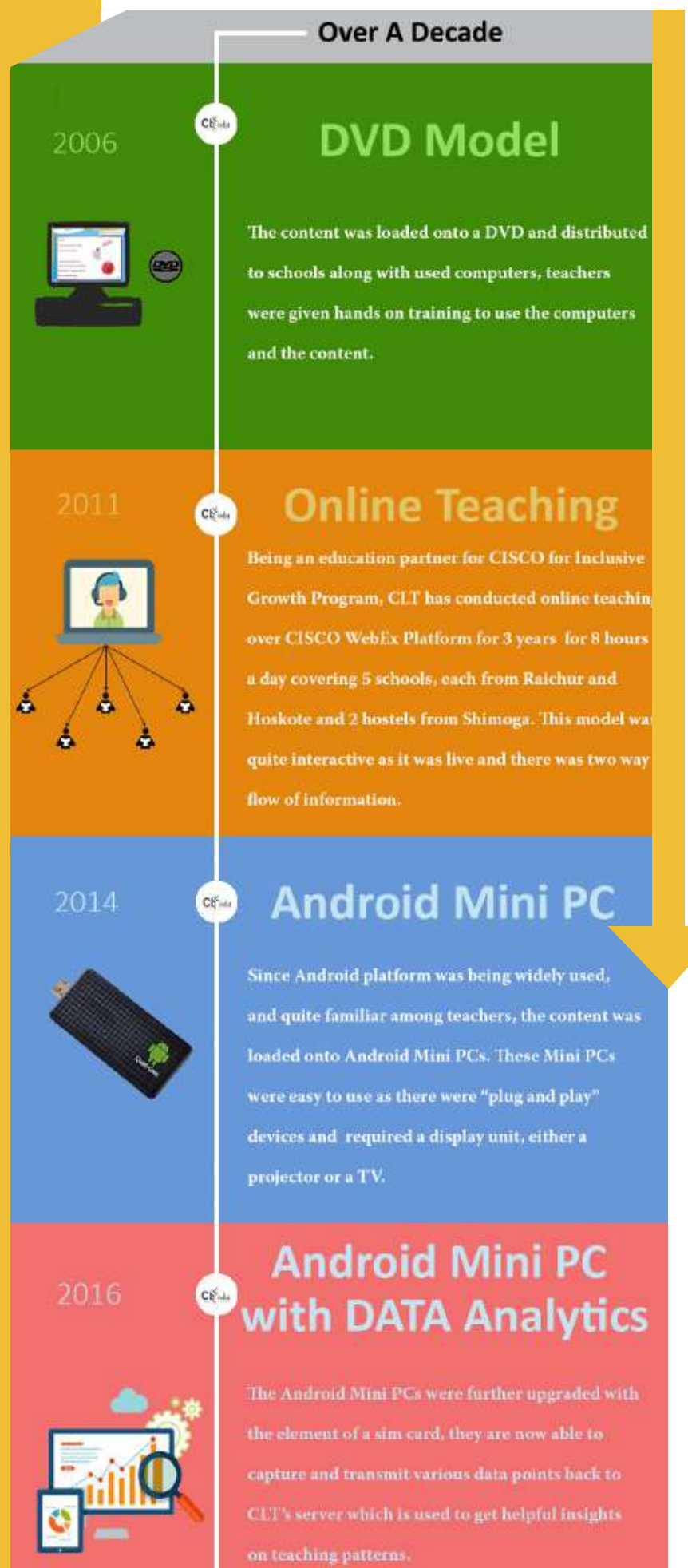


RESEARCH STUDIES

Evolution of Product

CLT has developed rich content over the year, aligned to NCERT from grades 5th through to 10th which can be mapped to state syllabus for various states. The content is also available in regional languages such as Kannada, Hindi and Marathi.

CLT's E-Content has continuously evolved since the beginning through various tried and tested models. The main focus through this evolution has been to have a model that is scalable, effective and repeatable



HOW WE GOT HERE

1997

Incorporation of The Trust



CLT India

1998

CLT signs an MOU with Karnataka Government to launch Mid-day Meals in Government schools - CLT became the pioneers of mid day meal program in Karnataka. Seven years later the Department of Education made it their program statewide with multiple partners.



2000

First learning center with technology - mediation with black-board teaching in government schools. Learning center with computers, library and science lab at Jakkur facilitating the students of Jakkur School.



2002

Won the Intel Computer Clubhouse Award and a grant of \$200K for hosting the country's only Computer Clubhouse in partnership with Intel, Boston Museum of Sciences and MIT Media Labs, an after-school learning center where youth from the village communities build on their own ideas, using design softwares with adult Mentors.



2005

CLT International Foundation was set up in Virginia, U.S.A.



CLT
INTERNATIONAL
FOUNDATION

2006

Conceptualisation and in-house curricula-aligned digital STEM content repository in multiple regional languages for State Board Schools and piloted in 100 schools with DVD delivery model.

This paved way to e-Patashale

clt-patashale

2011

Partnered with CISCO for Online Distance teaching, where teachers from CLT would login to number of remote village schools and deliver live interactive classes to address teacher shortage.



2013

FICCI and USAID Millennium Alliance Award for Low Cost Innovation



2014

Transitioned to android delivery model

- The Manthan Award for E-Learning and Science and Technology
- South Asia education Summit Award for the category of “Mobile Initiatives in Schools”



2015

Built strong partnerships for building an entire ecosystem for setting up e-learning classrooms with solar-powered infrastructure, content, training and started scale-up in Karnataka



2016

Setting up a digital lab for in-house assembly of devices.



2017

Introduced a new classroom APP with Data Analytics for tracking remote usage

- Launched Hindi e-Patashale content and set up 80 e-learning classrooms in 3 Districts of Rajasthan.

- Launched Marathi content in 60 classrooms in Maharashtra

- Ms Bhagya Rangachar, CEO, CLT India wins the 50 most impactful social innovator award by World CSR Congress



2017

Digital India Award by Times Group for Digital Innovation and E-Education Learning Solutions.



NOTES FROM THE TEAM



IT ALL STARTED WITH ONE

NUTRITION PROGRAM



I had come back from U.S. to live in Bangalore for one year. One day I took a walk to the neighborhood government school with a few children from the next door construction site I had befriended. While there were many challenges I noticed that the teachers were facing, I was most struck with the fact that there was no such thing as a lunch program for the school children - neither provided by parents nor by the schools and this was so in all the schools across the State. While I was touched by the aspirations of parents to want to send their children to schools, I was pained that there was no support system for the children. This would resonate for many

days and Children's LoveCastles Trust was founded to formally engage with the school system. CLT launched the first Mid-day meal program in government schools in Karnataka State and continued with many schools till it became a State-run program.

Bhagya
CEO

MY JOURNEY WITH CLT

As pedagogy must, my work's focus was to maintain familiarity and simplification of teaching methodology; making difficult subjects easily understandable, creating interest and motivating students to work towards academic excellence. As a result of my work at CLT, I won the 'Excellence in Teaching Award' from Pearson, from a pool of 2000 applicants. This was a professional milestone for me :)

Since 2013, we have been conducting Teacher Training program to help teachers deliver effectively and confidently in the classroom for teachers with rich resource - e-content. Over the course of this program, we've directly interacted with 10,000

and helped them deliver better. In 2016, we launched a teacher's interaction group by the name, Teacher's Gupshup, available on chat platforms WhatsApp and Telegram. This group was created with a sole intention of fostering informal interaction among teachers to discuss ideas on effective methodologies on teaching. Teachers across multiple states use this program.

As a non core activity and to create interest and curiosity amongst students in the fields of science and mathematics, we developed over 100 STEM experiments. Large corporates, through their volunteer programs, create these experiments which we later distribute to schools. We've reached-

Number of Schools: 73

Number of Students: 14,600

Number of Experiments: 30

It's been a rewarding journey at CLT!

Hemalatha

Lead-Pedagogy



THE CLUBHOUSE



Intel Computer Clubhouse Network- ICCN model was awarded to CLT in 2002. **THE ONLY CLUBHOUSE IN INDIA.** The ICCN was in partnership with Boston Museum of Sciences, MIT Media Lab. It was a mentor - driven after school center for underserved youth in over 100 countries world over, funded by Intel. This model won the Peter Drucker's award for best learning model to inspire dis-engaged youth to continue their studies! Clubhouse creates a safe after-school learning environment where kids explore with technology and build on their own ideas with peers and mentors. The research reflects that the confidence they gain here keeps them in schools longer with an

aspiration to go higher. Almost every 2 years, 2-3 youth from the surrounding villages of Jakkur have had the opportunity to attend a global tech-summit in Boston. Almost all of them have pursued their college education and more than half of them have been girls in IT and technology. They have had full college scholarship till Masters' Degrees with the support of ICCN and CLT International Foundation.

Bhagya
CEO

REACHING THOSE WITH SPECIAL NEEDS

We have done many Teacher's Training from our organization. One of my best experience has been at Shri. B. D. T. Residential School for Deaf & Dumb at Laxmeshwar, Gadag District. It is an aided private school. The teachers were very happy with our content and learning methodology, because the content has the animations, graphics, highlighted keywords, videos, activities and experiments in helping students with special needs to comprehend better and grab their attention. This visual aid learning method helped those children as they were hearing impaired. The teachers were happy to find this kind of resource which could help them in achieving classroom objectives and learning outcomes. They appreciated CLT's efforts and provided all the facilities for training.



Kashi
Sr Digital Resource



My journey at CLT began in January 2009 on digital content development, this content was delivered to schools through DVDs. I visited schools in the Nela-mangala cluster of Bangalore and trained teachers and children how to use it. I also visited various rural parts of Karnataka of which Raichur district was the first. My team and I interacted with many children and trained many teachers in 10 schools in different villages of Raichur. During the evolution of our E-Content platform I got a chance to work and be a part of the Online Teaching Model, the Flash Content and the latest Android Mini PC. Through this evolution, I visited various schools across Karnataka for teacher training and the experience and learning has been immensely rich. We've encountered problems but we've overcome those problems with joint efforts. Today we're in over 2500 schools in Karnataka

SCALING IN KARNATAKA AND RAJASTHAN

Towards the end of 2016, we entered Rajasthan. I was surprised by the way our program was received and how it was made a part of their daily time table. We visited these schools during vacations yet, the Headmasters and other Teachers came to the schools to facilitate us. We encountered issues and ran late through the evenings during few installations but the teachers were cooperative and remained with us through this time. Our team has built immense capability to develop an entire hardware-software suite for the e-Patashale program within 18 months which takes some companies years to build :) - through this we are able to sell-and-service leads throughout the country.

I am also evaluating leads for Africa - and am thrilled at the global prospects for 2018!



Sachin
Sr Associate - IT Alliances



FINANCIAL YEAR 2016 -2017





Certificate to be given by Chartered Accountant

We have audited the accounts of M/s. CHILDREN'S LOVECASTLES TRUST, Jakkur Village Post, Jakkur, Bangalore-560064, Karnataka State, registered with the Sub-registrar, Basavanagudi, Bangalore, Karnataka as per Regn. No.2489798 dated 7-1-1998 for the financial year ending 31st March 2017 and examined all relevant books and vouchers and certify that according to the audited account:

- (i) the brought forward foreign contribution at the beginning of the financial year was Rs.3607030.71;
- (ii) foreign contribution of / worth Rs.10098790.18 was received by the Association during the financial year 2016-2017;
- (iii) interest accrued on foreign contribution and other income derived from foreign contribution (including realisation of fixed deposit) or interest thereon of/worth Rs.2070945/- was received by the Association during the financial year 2016-2017;
- (iv) the balance of unutilised foreign contribution with the Association at the end of the financial year 2016-2017 was Rs. 8001832.87;
- (v) Certified that the Association has maintained the accounts of foreign contribution and records relating thereto in the manner specified in section 19 of the Foreign Contribution (Regulation) Act, 2010 (42 of 2010) read with rule 17 of the Foreign Contribution (Regulation) Rules, 2011.
- (vi) The information in this certificate and in the enclosed Balance Sheet and statement of Receipt and Payment is correct as checked by me/us.
- (vii) The association has utilized the foreign contribution received for the purpose(s) it is registered/ granted prior permission under Foreign Contribution (Regulation) Act, 2010

Place: Bangalore
Date: 22-11-2017

For K.V. NARASIMHAN & CO.,
CHARTERED ACCOUNTANTS
FIRM Regn. No. 02343S

L.R. VENUGOPAL
PARTNER
Membership No. 20818

Signature of Chartered Accountant (Seal, Address
And Registration number

CHILDREN'S LOVEVCASTLES TRUST

Receipts and Payments account for the year ending 31st March, 2017
(FCRA)

Receipts		Payments	
	Rs.		Rs.
To Op. Balance b/d	3607030.71	By Salaries & Resource fees	1794769.00
" Donations etc. received	10098790.16	" PF and ESI contributions	106523.00
" Interest on FD Account	136372.00	" Electricity charges	29125.00
" Interest on SB Account	87847.00	" Telephone & Internet	8050.00
" Realisation of FD	1846726.00	" Travelling & conveyance	74227.00
		" Professional Fees	2250.00
		" Repairs & Maintenance	263140.00
		" Copyright charges	185500.00
		" Profession tax	1800.00
		" Tax deducted at source	101272.00
		" Audit fees	14250.00
		" Computer Consumables	1370200.00
		" Fixed deposit	3800000.00
		" Miscellaneous expenses	23827.00
		" Balance c/d	8001832.87
	<u>15776765.87</u>		<u>15776765.87</u>

For Children's Lovecastles Trust

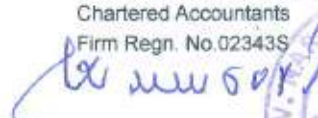


Bhagya Rangachar
Founder-Trustee



Place : Bangalore
Date: 16-11-2017.

For K. V. Narasimhan & Co.
Chartered Accountants
Firm Regn. No.02343S



L. R. Venugopal
Partner
Membership No.20818





Children's LoveCastles Trust

FCRA Receipts for 2017-2018

Quarterwise details of foreign contributions for the last three quarters.

April to June		
Date of receipt	Name of Donor	Amount (INR)
06-04-2017	CAF -CISCO	364616.36
18-04-2017	CAF - CISCO	65656.57
21-04-2017	Crowd funding	11659
24-04-2017	CLT international accounts	128145.36
11-05-2017	Crowd funding	43876
11-05-2017	CAF -CISCO	278298.94

July to Sep		
Date of receipt	Name of Donor	Amount (INR)
03-07-2017	Amazon	59.53
05-07-2017	CAF - CISCO	250551.7
11-07-2017	CAF-GAYE	1770.83
08-08-2017	CISCO	39575
26-09-2017	CISCO	65000

October to December		
Date of receipt	Name of Donor	Amount (INR)
08-11-2017	Goldman Sachs	26367.43

ABOUT US & CONTACT

CLT India

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For a full version of the

Annual Report visit

www.cltgroup.org

Website: www.cltindia.org

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