

ANNUAL REPORT

Your Governing Body has the pleasure of presenting the Annual Report of Population Services International (PSI) together with the Audited Statement of Accounts for the year ended March 31, 2014.

YEAR UNDER REVIEW

Your Governing Body is pleased to report the Societies financials as under:

Financial Results	Year ended 31st March 2014 (Rs.)	Year ended 31st March 2013 (Rs.)
Total Income	735,852,548	888,584,909
Income over Expenditure	(100,207,120)	5,162,782

The negative balance of income over expenditure is primarily attributed to treasury reasons due to utilization of carried forward local funds from previous years to meet project expenses to the tune of Rs. 8.50 Crore during the current reporting period and lower margin on sales due to non-availability of our premium condom brand Masti. During this year, PSI received allocation of only 65.56 mn pieces of Masti as against 121.13 mn pieces received in last financial year from Govt of India affecting both revenues and profitability adversely.

PROJECTS DURING THE YEAR

NEW WINS:

- Condom Social Marketing (CSM) program funded by Department of AIDS Control July 2014-June 2016 (\$ 11.5 mn)

Through a process of competitive bidding, PSI secured this project for social marketing of condom to promote category growth in six states i.e. Rajasthan, Gujarat, Maharashtra, Karnataka, Odisha and West Bengal for a period of two years. The project has been initiated in July 2014 and has achieved scale.

- Fighting Gender based Violence funded by Women Investment Network Jan 2014- Dec 2016 (\$3.5 mn)

This project in Delhi will establish a coalition of survivors and NGOs working on GBV issues to share knowledge and resources, to streamline services and support offered to survivors, and to collaborate on advocacy efforts.

- Screening and testing for Cervical Cancer funded by Women Investment Network Sep 2013-Sep 2016 (\$ 1.0 mn)

This project is being implemented in the state of Uttar Pradesh for creating awareness and providing screening for cervical cancer in low resource settings. Necessary linkages with Govt of UP have been established for treatment of cervical cancer patients in the state.

- **Innovative models for fecal sludge management** funded by BMGF Nov 13-Nov 15 (\$1.5 mn)

A follow on grant has been provided by BMGF in the state of Bihar where PSI is already implementing 3Si project funded by the Foundation for pilot testing and commercializing fecal sludge transportation and treatment as a business proposition to be upscaled based on results of the pilot.

- **Saving Lives at Birth (SLAB)** funded by USAID Nov 13-Nov 15 (\$250k)

An award for proof of concept for piloting long inserter postpartum IUD device has been awarded by USAID. This innovation in the device would result in reducing manual intervention thereby reducing probability for infections associated with IUD insertions.

ONGOING MAJOR PROJECTS

- **UDAY: Comprehensive prevention and management program for Diabetes and Hypertension** : Funded by Eli Lilly, July 2012 – June 2017 (\$2,25mn)

PSI, in partnership with Project HOPE and the Public Health Foundation of India is implementing a comprehensive program aimed at prevention, screening and management of people with type II diabetes and high blood pressure in India funded by the Eli Lilly & company under NCD Partnership. The project is focused on two cities, one in north India in Haryana (Sonapat) and another in south India in Andhra Pradesh (Vishakhapatnam) with operational research and innovate activities.

- **Tobacco Control Advocacy**: Funded by the Bloomberg Initiative, Phase II, April 2013 - March, 2015 (\$220k)

PSI is implementing a project managed by The Union to support enforcement of the Cigarettes and Other Tobacco Products Act (COTPA) and initiate a 'Smoke Free' campaign in nine districts of Rajasthan.

- **Peהל – The Women's Health Project Phase III**: Funded by LAD, Jan 2013 – Dec 2015 (\$26.30 mn)

PSI/India is implementing a three year award which is Phase III of the project. PSI expanded its coverage to additional 10 districts within the same states taking the total districts to 30 under the project. PSI India is improving the speed of information collection and sharing and will leverage the use of tablets for real time data collection and Client Flow Tracking System to capture project information. Besides, it is focusing on provider behavior change and contracting with local CSOs to conduct outreach activities in the states.

- **Better Birth: Funded by Gates Foundation, Sept 2011 – Apr 2015 (\$6.38 mn)**

The Better Birth Program is a large scale randomized cluster trial to test the efficacy of the WHO Safe Childbirth Checklist in reducing maternal and neonatal mortality and morbidity in the state of Uttar Pradesh (U.P.). The trial is a collaborative effort between PSI/India and Harvard School of Public Health (HSPH). A tripartite memorandum of understanding for rolling out the program has been signed between the Directorate of Family Welfare, Government of U.P., HSPH and PSI and the main trials are in final stage. The goals of the program are aligned to the Indian health program needs especially by addressing MDG 4 and 5.

- **3Si: Funded by Gates Foundation, July 2012 – June 2017 (\$8.52 mn)**

In the state of Bihar, PSI is working with the Gates Foundation, the Monitor Group and Water for the People to implement an innovative sanitation project called 3Si (Supporting Sustainable Sanitation Improvements). This project is currently in the first year of activities and finished a landscaping analysis of the sanitation supply chain in Bihar as a prelude to launching the full program.

- **Category Promotion of Injectable Contraceptives: Funded by Packard Foundation, Oct 2011 – Sept 2013 (\$1,0 mn)**

PSI completed a two-year project to promote injectable contraceptives (IC) in Bihar. The program aims to increase awareness and access to Depot Medroxy Progesterone Acetate (DMPA), a progestin-only IC administered via an intramuscular injection that is given to women every three months.

- **Project AXSHYA Phase II: Funded by the Global Fund, Apr 2013 – Sep 2015 (\$4.04 mn).**

The goal of this project is to decrease morbidity and mortality due to drug resistant TB (DR-TB) in India and improve access to quality TB care and control services through enhanced civil society participation. PSI /India is implementing the program as sub recipient to The Union in 30 districts across ten states of Bihar, Punjab, Haryana, Karnataka, Rajasthan, Maharashtra Jharkhand, Uttarakhand and Chattisgarh. The objectives of the program are to improve the reach, visibility and effectiveness of the Revised National TB Control Program through civil society support and engage communities and community-based care to improve TB care and control, especially for marginalized and vulnerable populations including TB-HIV patients.

- **Waterworks: Funded by Unilever, July 2012 – Sep 2014 (\$472,000)**

WaterWorks is an innovative initiative that empowers women through livelihood opportunities while also offering clean water to 15,000 bottom of the pyramid families. Partnering with Unilever and Facebook, this project aims to create global connections among people across the world. PSI has piloted the project in Bhopal district, Madhya Pradesh and is at terminal stage now.

FUTURE PROSPECTS

PSI has submitted a proposal for promotion of long acting contraceptives including terminal method of sterilization through the private sector in UP to BMGF. This intervention would layer

on the existing network of providers being serviced by PSI in the state. Through partnership with HUL, PSI would work with local NGOs in West Bengal for treatment of arsenic in drinking water in the state.

AUDITORS

M/s. B.S.R & Co. Chartered Accountants was appointed as the statutory auditor of the society for financial year 2013-14. The Audit report and audited accounts are appended to the Annual Report.

**For and on behalf of the Governing Body
For Population Services International**



President



Secretary

Place: New Delhi

Date: 23.9.2014.