



Enabling **EQUITY**

Enabling equitable access to quality professional courses for disadvantaged students through rigorous academic support, mentorship and guidance.

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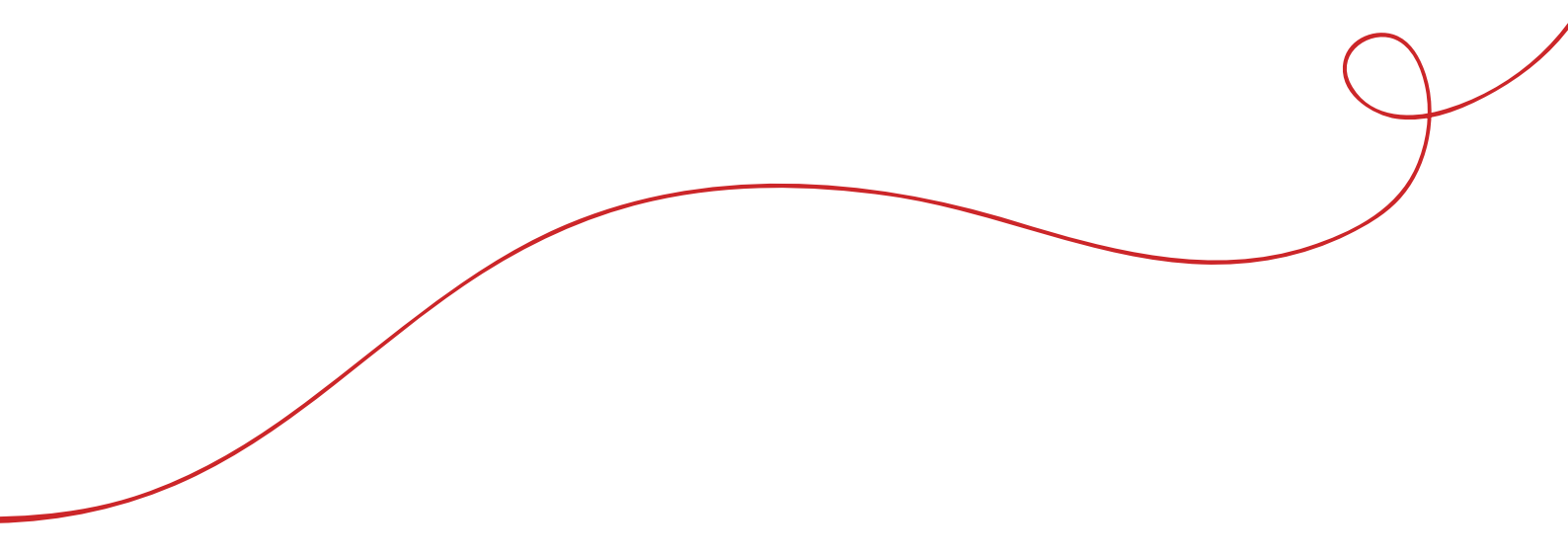
Over the past decade, Avanti's programs have out-performed traditional teaching models by more than 30% at less than a third of the cost.

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Message from Leadership

Vandana Goyal
Managing Trustee

Like the rest of the world, Avanti Fellows faced a formidable challenge as schools across the country remained shut for nearly the entire 2020-21 academic year. As always, the poorest children, most often studying in government schools, were the worst affected. A J-Pal administered survey indicated that 57% of school-age students in India had adequate access to devices and broadband to engage meaningfully with remote learning efforts, leaving behind more than 40% of our children.

Yet despite challenges around universal access and maintaining engagement, we were surprised and very curious when we realized

that 50-60% of the students across almost all of Hindi speaking India were participating in weekly assessments and opening Avanti's YouTube videos, sent by their teacher over WhatsApp.

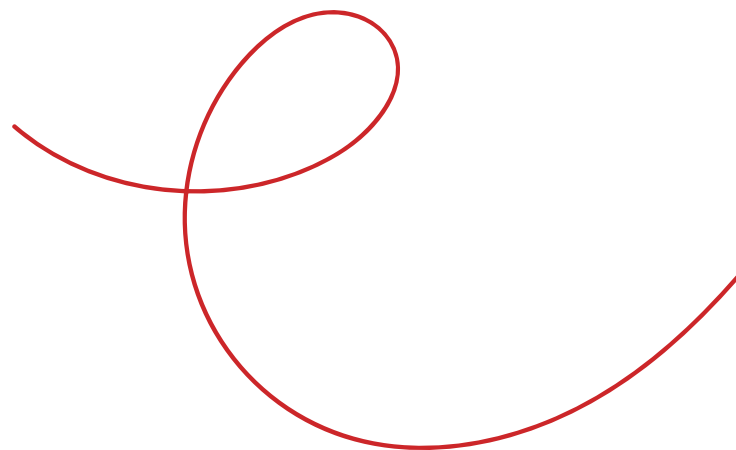
For the Avanti team, this was an inflection point for the organization and the lens through which we viewed our role in the broader education system; in particular,

we found ourselves inspired by the potential of home based learning, personalized online classes and adaptive learning for an audience previously untouched by these technologies.

We were well-positioned to pivot quickly and contribute to collaborative efforts to support students across government schools given our existing standardized Hindi content aligned to the CBSE boards for science and math in secondary schools. Coupled with the tech capability on our leadership team, we found that this combination of assets enabled us to contribute meaningfully to efforts such as the Ghar Pe School initiative,



spearheaded by Avanti partners the Michael and Susan Dell Foundation and Boston Consulting Group, where Avanti content was delivered to every secondary government science and math teacher across 5 of the largest Hindi-speaking states in India.

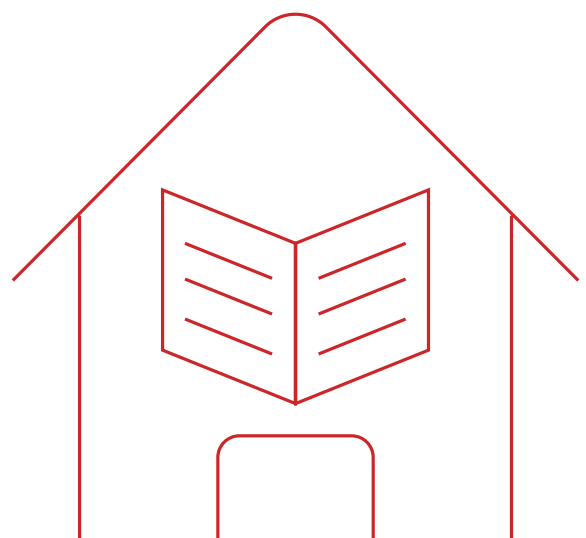


Our long-standing relationship with the Navodaya Samiti, the autonomous body under the Ministry of Education which runs the Javahar Navodaya Vidyalayas, enabled us to stream live and recorded test prep content to over 10,000 students across over 180 JNVs in India. Despite the large scale and light touch nature of the intervention, we were able to successfully prepare 40% of students to clear the JEE Mains and NEET.

The potential of these interventions led Avanti to invest in building technology that is open source, free and easy to use for our intended audience. Our research team studied student behavior more deeply, with the goal of driving engagement and motivation levels, a key condition to ongoing learning. Existing content was mapped more deliberately to state level boards, focused on core competencies to enable grade level mastery. We deepened our existing partnerships with state governments and forged new ones as we learned to maximize

at-home learning to enable grade level mastery and equitable access to best-in-class test prep content across entire school systems.

Nothing serves students better than an excellent teacher and the social and academic benefits of learning with a peer-group in a healthy school environment. COVID-19 pushed us to explore ways to mimic those conditions through home-based learning and opened up new opportunities for the future for those to become permanent features of how we supplement in-school learning for all children.



SECTION | 1

About Us



Avantis reach at present

130

Full-time
Employees

21


States

5

Union
Territories

Avanti Fellows runs the largest and most effective Math and Science intervention integrating technology for government school students in secondary grades. Founded in 2010, the

core focus of the award winning non-profit organization is to meaningfully improve single generation life outcomes for students belonging to weaker sections of the society.



Our programs help disadvantaged students gain access to affordable, high quality education that help build top notch careers and find pathways out of poverty.

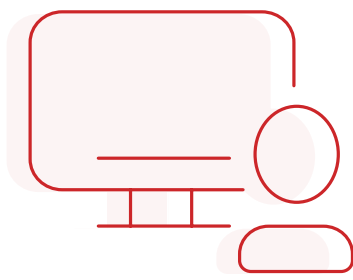
To do the same, Avanti runs the largest free-test preparation program for Engineering and Medicine for government school students in India in collaboration with Navodaya Vidyalaya Samiti. Apart from test preparation, Avanti focuses on improving teaching and grade level learning for students in government schools through partnerships with state governments, developing and curating open source content and after school remediation programs in foundational courses.



SECTION | 2

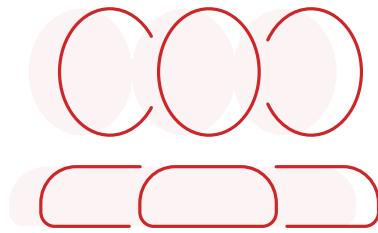
Avanti at a Glance





1
In 1 Week

Moved all classes, content and operations online



2
80+
Employees

3

60,000
Subscribers
On YouTube within
4 months of
Avanti Sankalp



4

24 Million
YouTube views
Avanti Sankalp

5

Intervened In



20,000+ Schools

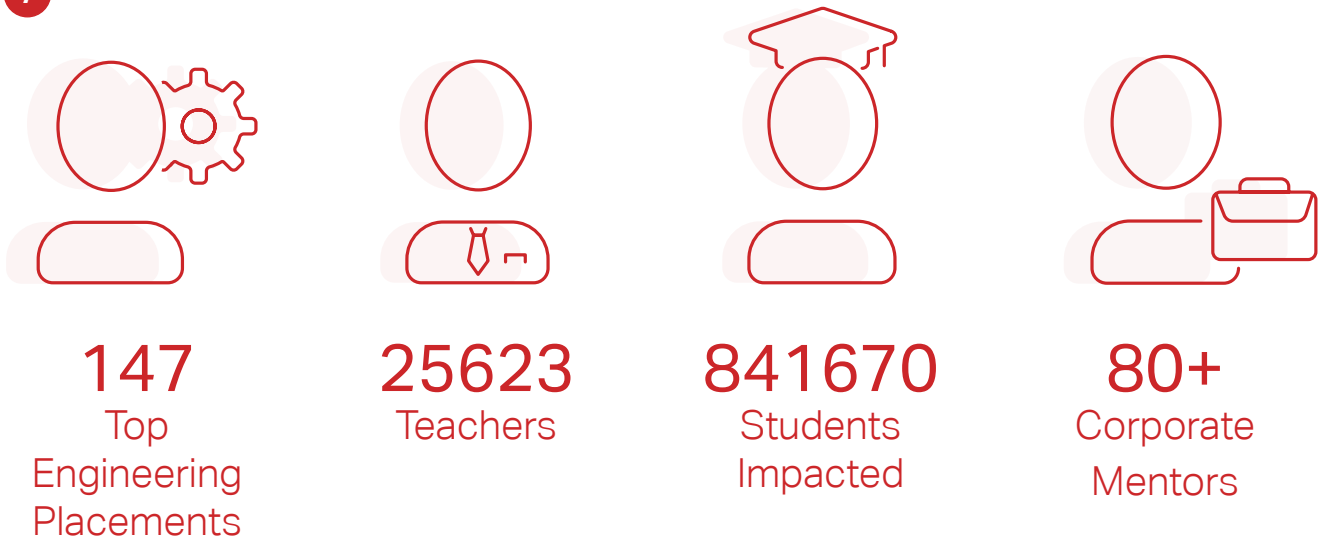


21 States
5 Union
Territories

6 Qualified



7



8



6000
Whatsapp Groups



SECTION | 3

Covid Response



Ghar Pe School

During the COVID-19 shutdown, Avanti led an effort to help over 2M students learn online for the first time in their lives via the Ghar Pe School initiative.

Avanti worked with state governments in Haryana, Himachal Pradesh, Rajasthan, Jharkhand, and Madhya Pradesh to provide technology-enabled

remote-learning solutions to students.

Currently, we coordinate online learning for over 800k students every day - the largest such implementation in the country. WhatsApp acts as a distribution channel for our back-end platform that stitches together Google Suite products.

How we did it

800k

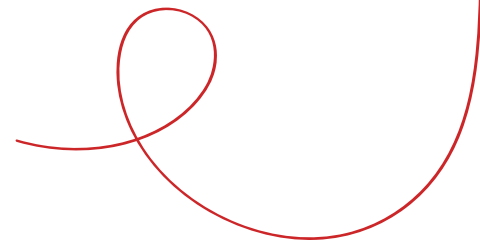
Students

800k students have been added to over 6,000 WhatsApp groups by public school teachers through a top-down mandate by the state governments.

6000

WhatsApp groups

Students receive a daily WhatsApp message with a learning plan including a curated YouTube playlist, curriculum aligned content, PDF assignments and notes.



Weekly messages are also shared, consisting of : Contests where students attempt multiple-choice questions while watching YouTube videos.

Formative assessments with over 100k participants per grade that are designed in collaboration with the public school system and are used to measure and track progress.

Teachers facilitate learning in these groups by answering doubts and encouraging students to complete daily lessons and weekly quizzes.

Data compiled using the month of January 2021

	State-wide				Sankalp-160 schools			
	Grade 9	Grade 10	Grade 11	Grade 12	Grade 9	Grade 10	Grade 11	Grade 12
# of students covered under intervention (School Enrollment)	2,43,059	1,75,352	22,780	17,361	11,805	11,437	2,800	2,824
# of students who have access to the intervention (Whatsapp Enrollment)	1,94,447	1,40,282	18,224	13,889	9,629	9,149	1,819	1,832
# of students who take weekly quizzes/tests on WhatsApp	1,25,759	1,15,871	16,107	13,189	7,595	8,008	1,801	1,659
% Students Enrolled on Whatsapp	80%	80%	80%	80%	82%	80%	65%	65%
% Students Participation in Quiz (Participation/WA Enrollment)	65%	83%	88%	95%	79%	88%	99%	91%

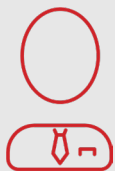
“

Avanti Fellows provided very good momentum to students and teachers during the pandemic. Our students benefited greatly. They are participating in academics very actively like private school students. The lesson plans and content was very useful for the PGT teachers to run online classes in a structured manner.



Krishna Phogat
DEO, Rohtak

We're holding smart classes in my school through Avanti Sankalp. The content provided in the videos and worksheets is of extremely high quality and beneficial to our students. During Covid, the Avanti app has been extremely helpful with students, especially the quizzes for high engagement.



Principal,
GSSS Baroda

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SECTION | 4

Programmatic Overview



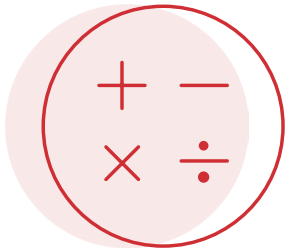
Open Source Curriculum

Over time, on the basis of our RCTs and research we realized that students at Grade 9-10 are 2-6 years below grade level in Math. We've also understood that broadcast video instruction reduces the instructional time.

Our goal has remained consistent to improve math and science learning outcomes for secondary school students.

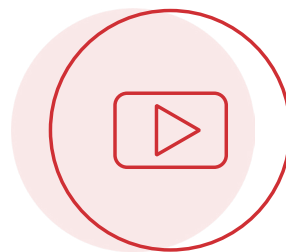


Product offerings



NEEV Program

Foundational Math for Grade 9 and 10
Our Foundation Math Curriculum consists of NEEV Workbooks for Grade 9 containing ~170 competencies from Grade 3-8, which are relevant for Grade 9 students.



NEEV Live Class Program

Key competencies are taught in after school classes, currently attended by 1000+ students. Recordings of the live classes are available on Youtube for students to re-visit concepts.



SANKALP Library

Math and Science for Grade 9 to Grade 12. The Sankalp Youtube Channel - 9000 videos covering all of NCERT syllabus are available in public playlists for students to study all concepts at their own pace.

Sankalp Workbooks - Self-learning tools with notes, exercises, activities, puzzles, question banks with all patterns of questions to match the updated pattern of Board Examinations.

“

The Avanti product has been praised by Edtech Tulna for its accuracy and conformity with national standards and curricula in grades 9-10. The product has good visual signals and is presented in a conversational manner. It also includes relevant visuals and visualizations to enhance the students' learning experience.

EdTech Tulna Report Excerpt

”



Open Source Tech

Avanti used to send daily lesson plans to students in the form of YouTube videos and Google forms for testing. However, there were two main problems:

Learning from only watching a video is a passive mode of learning and almost 50% of students used to drop-off after the first minute itself. We were not able to understand how each student is learning beyond aggregate statistics available on YouTube. To tackle these two problems, we developed Plio as an open source tool starting July 2020.

Plio enables teachers and creators to convert YouTube videos into interactive lessons by adding questions at any time

during the video. The usage data we collect helps us gather a detailed understanding of how students are learning.

Through improving the product based on our experiments, we were able to achieve a 5-fold increase in completion rate compared to YouTube. Plio has now become the default mode of content delivery for the asynchronous learning component of Avanti's program. Other non-profits have started using Plio for their programs as well. For example, Peepul has been using Plio for training more than 5000 teachers. We are also talking to more non-profits in the education space who have expressed interest in using Plio.

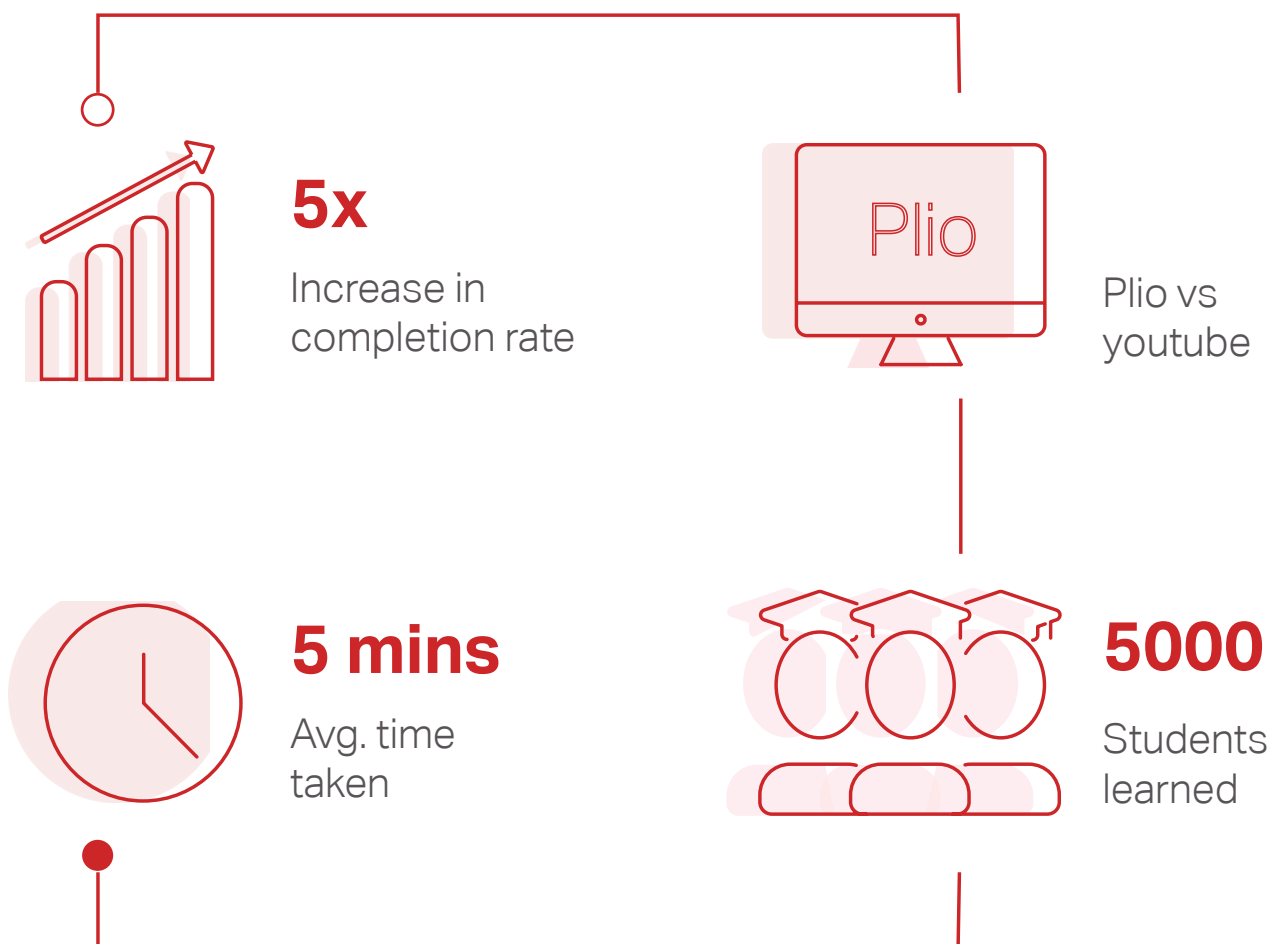


Our data

“A great thing about this way of learning is that we were instantly tested on the concept that we were taught to test our grasp on the material”

Five-fold increase in completion rate on videos when learning from Plio compared to learning from YouTube

Almost 5000 students learned for an average of 5 minutes from Plio every week between December 2020 - February 2021.



JNV Test Prep

Avanti uses the power of blended learning, technology, and peer instruction to create programs that are able to deliver consistent outcomes in low-resource settings. The JNV program is a high touch after school program for students enrolled in Jawahar Navodaya Vidyalayas (JNVs), a system of central schools for talented students from rural India, run by Navodaya Vidyalaya Samiti,

to secure admission in the top Engineering and Medical colleges in India.

Students going through the Avanti JNV program are twice as likely to be able to secure a position in professional colleges. In 2020, 60% of Avanti's students qualified for the national engineering exam (JEE Main), compared to a national average of 34%.



Test prep models



Nodal schools

Schools where we place Avanti Teachers, Master Teachers and Trainers for overall teaching, coaching and mentorship in 11th and 12th. Currently, we have 8 nodal schools in Karnataka.



Satellite schools

Schools where teaching takes place online, along with an Avanti Program Fellow present for set up, coordination and doubt solving. We have 20 satellite schools at present.



Centre of excellence

Students across JNVs are selected for the JNV Pondicherry Centre of Excellence, which is a 2 year all boys program. These students are mentored by IIT Madras students during weekends. Recently, a similar program has been launched for girls in Shillong at JNV Kojrajhar.



Enable Classes

These are online classes conducted on Zoom which also go on our Youtube Channel. These are aired in satellite schools as well as schools that come under our remote learning program. Currently, 160+ JNV schools are under our remote learning model.

“

This is the biggest social service that can be done - and Avanti Fellows is doing just that. You can give money to someone but teaching a child is what creates the biggest impact. Even 1 child going to an IIT is a huge, huge achievement. To provide it free of cost is an even bigger thing.

**Principal
JNV, Mangalore**

”



Test Prep - Impact

Historical JEE Result

Year	# of schools	Students in Grade XII	JEE Main attendees	JEE Main qualified	JEE Main qualified (% of students taught)	JEE Adv. attendees	JEE Adv. qualified	Top 100 colleges	Entry into IIT/IIST/IIS ER	Entry into NIT/IIIT
2013	1	17	17	16	94.12%	16	7	0	29.41%	70.59%
2014	1	23	23	21	91.30%	21	11	1	21.74%	73.91%
2015	1	24	24	22	91.67%	22	12	2	20.83%	70.83%
2016	3	110	90	56	50.91%	38	20	64	8.18%	21.82%
2017	6	230	186	124	53.91%	61	20	46	0.87%	7.39%
2018	14	518	365	200	38.61%	109	28	45	2.32%	6.56%
2019	14	520	369	200	38.46%	97	31	90	3.08%	5.77%
2020	11	367	270	170	46.32%	79	40	95	6.81%	7.36%
2021	201	6401	2866	953	14.89%				0.00%	0.00%
Total		8210	4210	1762	21.46%	443	169	343	0.96%	2.17%

Historical NEET Result

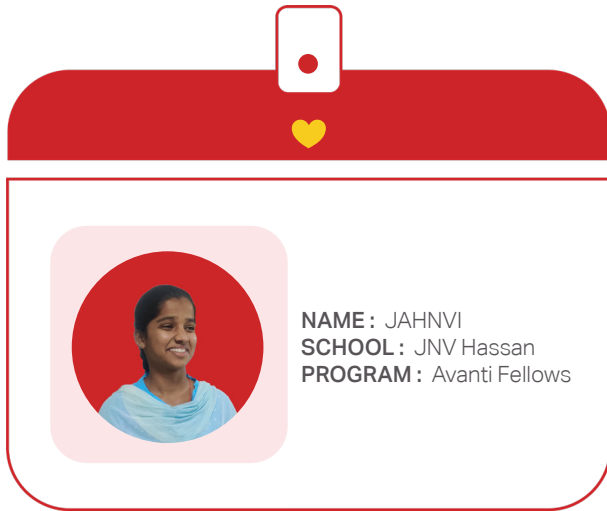
Year	# of schools	# of NEET aspirants	NEET appeared	NEET qualified	NEET qualified %	Medical colleges	% in medical colleges
2019	14	293	242	220	75.09%	16	5.46%
2020	11	174	117	108	62.07%	11	6.32%
2021	28	703	530	350	49.79%	58	8.25%
Total		1170	889	678	57.95%	85	7.26%

SECTION | 5

Stories of Hope and Transformation



Story of hope



“In my free time, I like to read books by Robin Sharma, listen to folk music, play basketball and watch movies.”

Jahnvi is a student presently enrolled in Avanti Fellows test prep program for IIT JEE at JNV Hassan.

At a tender age of 16, Jahnvi has been witness to some grave hardships. Born into an OBC family, her family's income comes mainly from farming and dairy. In a good year, this isn't more than 1-2 lakhs per annum. In a vicious cycle, most of the savings and earnings are put back into the field and there's nothing left for the family. The day to day household is actually run from selling some cow milk and paddy. Paddy, being the crop that it is, majority of the time, whatever

they plant, gets destroyed.

Added to this, Jahnvi's mother has health issues and needs medical care from time to time. A lot of these complications could have been avoided if the family had access to the right medical advice. However, they were misinformed by a few doctors and her mother underwent a few unnecessary procedures, which led to further deterioration of her health. Needless to say, these operations required money, which was borrowed and resulted in some debt.

Hope & Transformation | Section 5

Despite a grim childhood, with no 2 square meals a day and barely any parental support, Jahnvi is a school topper at JNV Hassan. Yes, she's the very best, excelling among the brightest in her entire district.

Presently, with the help of Karta Initiative, Jahnvi is applying to the top universities abroad including Imperial College of London, University of Toronto, McGill University to name a few.

Her struggles, she says, as well as watching her family's difficulties have been the driving force behind her motivation. She's inspired to bring change and give back as much as she can, to the society and the people around her.

Born a girl child, she's gone through countless cycles where people have doubted her, misjudged her, not believed in her and thought of her in despair.



“

“Ever since I was a little girl, nobody ever believed that I could do something or achieve anything in life. With my education, I want to support as many dreams and as many students as I can and relentlessly work towards changing this mindset and stereotype about women. Girls should be encouraged and supported, instead of being told that they are a burden on their families. In my own way, I'll never stop trying”

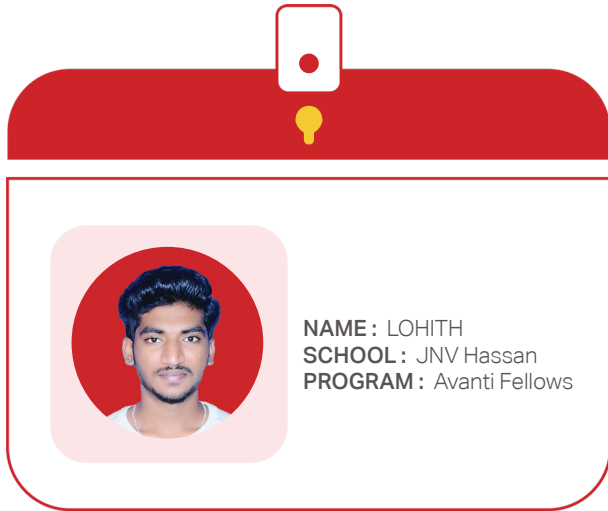
“With my education, I want to support as many dreams and as many students as I can and relentlessly work towards changing this mindset and stereotype about women. Girls should be encouraged and supported, instead of being told that they are a burden on their families.”

”

Now a days scenario
is changing the
whole world. And
I want to be the
part of it. to

मैं विद्वान् सिद्ध
नन्द्या लगता है
श्री ए.ने में
इससे बुद्धि बल जीव
मिलता है।

Story of transformation



“Avanti has the power to build and influence communities and I can’t think of anything stronger for the overall upliftment of villages in India.”

Lohith had been a student at JNV Hassan since 6th grade. He comes from a small village in Karnataka with farming being the only world he had ever been exposed to. Initially, Lohith wasn’t very serious about learning or clear about what he wants to do, going forward in life. However, in day to day conversations, his seniors and a few of our academic heads shared a little about careers, professions and the examinations to crack the same to enter into fields such as engineering, medicine, research etc. Taking advantage of peer learning and the Avanti after school test prep coaching, along

with his sheer dedication and hardwork, Lohith was able to score a great rank in JEE and CET. Lohith got admission in NIT Surathkal on full scholarship in 2018.

About a few months ago, he got placed at Fractal Analytics. He even made it to the final rounds of PwC US, having worked on a stock market project.

His parents aren’t able to fully appreciate and understand the magnitude of his achievement. However, every time he visits home now, his community states

him as an example for other kids. He's known across his village for probably being the first kid to ever graduate college.

Talking about his overall experience, he says -

"I don't know what I would have done without the teachers at Avanti and the support provided by the Alumni at JNV Hassan. It really helped me elevate my state of thinking and guide me not just professionally, but morally and

emotionally as well. Everyone genuinely and honestly cares about the students. In my opinion, Avanti has the power to build and influence communities and I can't think of anything stronger for the overall upliftment of villages in India."



Hear from our Alumni

“

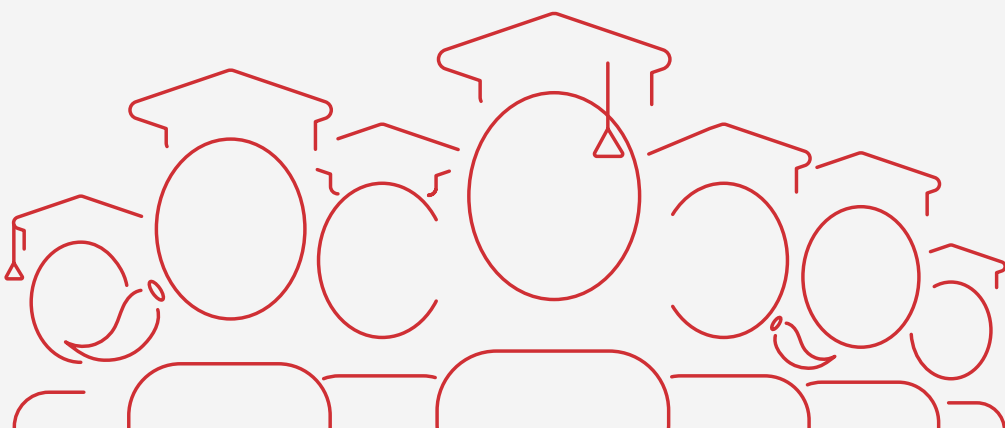
I've lived my whole life in Kanpur and could never have imagined to study in the world's best University. I would fully credit the Avanti team for helping me get this opportunity and for changing my life.

Student
MIT, USA – 2 yr scholarship

I would like to thank the entire Avanti Team for their continuous motivation, guidance, and support during my preparation for the IIT-JEE. This would not have been possible without my mentor and teacher Naga Sir who not only cleared all my doubts but also gave me personal attention thereby helping me achieve my lifelong goal.

Sunil Raina
Probationary officer, IRSME IIT, Kanpur

”



Board Members



Ashank Desai

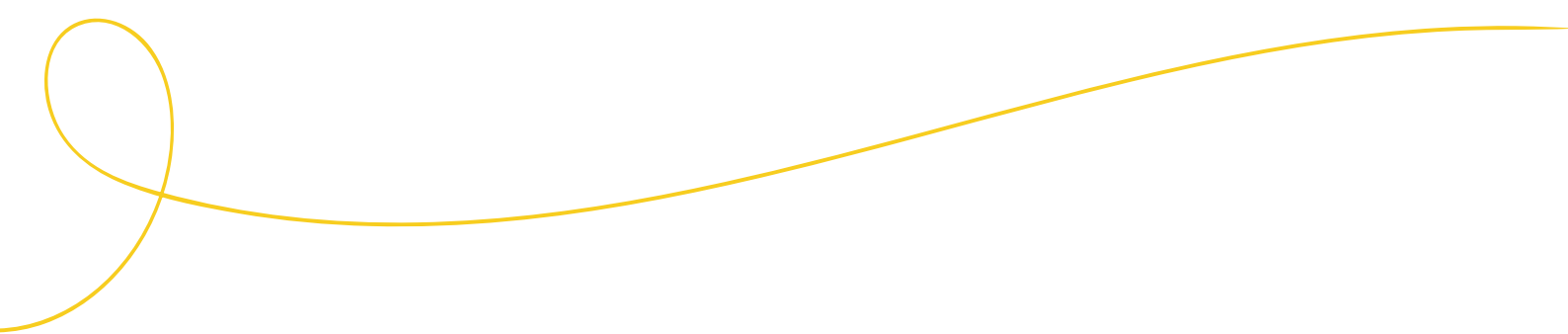
Mr. Desai is the Principal Founder and former Chairman of Mastek Limited. He is also one of the founder members and past Chairman of NASSCOM. Additionally, he was the former President of Asian Oceanian Computing Industry Organization (ASOCIO), an Association of twenty countries in this region. He is involved in CII & FICCI at the national level.



Piyush Tewari

Piyush Tewari currently serves as the CEO of SaveLIFE Foundation (SLF) and has been instrumental in leading it to several policy wins and on-ground impact since founding it 2008.

Previously, Piyush led the India operations of Calibrated Healthcare, a LA-based private equity fund. Piyush is an Ashoka Fellow, an Echoing Green Fellow, and a Rolex Laureate. He has been profiled by The New York Times, National Geographic and Time Magazine



Board Members



Akshay Saxena

Akshay co-founded Avanti in 2010. He has been awarded the Ashoka Fellowship, the Echoing Green Fellowship and the Draper Richards Kaplan Fellowship for his work at Avanti.

Before starting Avanti, Akshay served on the founding team of HeartFlow, a venture-backed medical diagnostics company. His prior work experience includes management consulting with the Boston Consulting Group, project implementation with the United Nations World Food Programme and fundraising and strategy at The International Save the Children Alliance.



Vandana Goyal

Vandana Goyal is the Managing Trustee at Avanti Fellows and former Chief Executive Officer of the Akanksha Foundation. She serves on the Board of Directors of Akanksha Canada and Thermax Social Initiatives Foundation. She also serves on the Advisory Board of the India School Leadership Institute, KINOE (Kids in Need of Education) and STIR Education

In 2012, Vandana was honored by the World Economic Forum as a Young Global Leader.



Our Leadership & Team

Our Leadership and Team



Vandana Goyal
Executive Director



Priyanka Reddy
Fundraising Head



Akshay Saxena
Co-Founder and
Trustee



Agny Ganesh
Program
Operations



**Saksham
Srivastava**
Program Head



Panchali Dutta
Program Head

Hear from our Donors



Mr Vinod Kulkarni
CSR Head, Tata
Motors Limited

“

Avanti Fellows has been associated with Tata Motors Ltd since 2013 & our association has grown from One JNV School in Pondicherry to multiple Schools like Mangalore, Palghar for JEE entrance exam coaching. We enhanced our partnership to regional level coaching of Maharashtra & Gujarat JNV Schools from 2019 & we further enhanced it to over 200 schools in 2021. The very fact we have scaled up from 1 school to over 200 schools in 8 years is a Testimony of efficient deployment of the projects they undertake.

Avanti Fellows has a very professional team driven by passion to help deserving students achieve their Dreams. Tata Motors is privileged to have a partner like Avanti Fellows & is one of the Preferred NGO partner for us.

”



Donors & Funding

Government Partners



Donors

TATA MOTORS



J.P.Morgan

BCG



Knowledge Partners



Financials

Avanti Fellows

(Registered as a trust under the
Registration Act, 1908)

INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31st MARCH, 2021
[Consolidated accounts for Foreign and Domestic contributions]

Amount (In Rs.)

31.03.2020	EXPENDITURE	SCH	31.03.2021	31.03.2020	INCOME	SCH	31.03.2021
		SCH	Total	Total		SCH	Total
3,03,10,806	Salary	XII	3,22,05,112	11,03,98,593	Donations received	X	5,79,17,290
1,15,24,412	Program Expenses	XIII	2,19,34,383	1,54,532	Other income	XI	16,25,240
3,37,877	Students Expenses	XIV	6,88,313	-	Project Fund Adjustment		
38,17,637	Trav eling Expenses	XV	7,90,324				
5,47,348	Office Expenses	XVI	2,25,517				
29,63,742	Professional Fees & Others	XVII	1,02,53,440				
6,20,84,248	Project Fund Adjustment		-				
				10,32,945	Current Deficit		65,54,559
11,15,86,070	TOTAL		6,60,97,089	11,15,86,070	TOTAL		6,60,97,089

Significant Accounting Policies & Notes to Account - Schedule 1

"This is the Income & Expenditure referred to in our report of even date"

For Girish S Watwe & Associates
Chartered Accountants

For and behalf of the Trust

Girish S. Watwe
Proprietor
Membership No 41757
Place : Mumbai
Dated 16/12/2021

Trustee

Trustee

Financials

Avanti Fellows

(Registered as a trust under the
Registration Act, 1908)

BALANCE SHEET AS AT 31ST MARCH.2021
[Consolidated accounts for Foreign and Domestic contributions]

Amount (In Rs.)

31.03.2020	LIABILITIES	SCH	Rs.	31.03.2021	31.03.2020	ASSETS	SCH	Rs.	31.03.2021
	Capital Fund					Fixed Assets			
10,000	Corpus Fund				4,56,51,585	Asset against project grant	V		3,66,15,742
	Opening Balance		10,000			General fixed assets	VI	27,40,625	
	Add: Received during the year		5,19,97,500		27,27,825	Less: Accumulated depreciation	VII	(22,34,178)	5,06,447
	Less: Amount spent towards project			5,20,07,500	(20,96,244)				
	General Reserve					Fixed Deposits with bank			
10,85,345	Opening Balance		22,80,413		6,76,445	Current Assets			
	Add: Trf from Accumulation u/s 11(2)				5,374	Security deposits	VIII		6,76,445
						Cash in hand			5,374
(10,32,945)	Excess of income/ (Expenditure) over (Expenditure)/ Income		22,80,413 (65,54,559)		99,981	Balances with banks			
	Adjustment during the year		3,780		30,71,803	Canara bank		33,036	
22,28,013	Transfer from project account		69,50,005		1,94,96,942	Kotak bank		6,64,87,280	
	Transfer from reserve for assets				11,75,915	ICICI bank (FCRA Account)		64,17,862	7,29,38,179
	Accumulation u/s 11(2)					Other current assets	IX		47,26,054
	Y.E 31.03.2021			26,72,079					
1,94,34,965	Project Grant	II		2,15,08,002					
	Assets reserves for project grant	III							
4,56,51,585	Opening Balance		4,56,51,585						
	Add: Addition of asset purchased		59,38,893						
	Less: Transfer to general reserve								
	Less: Depreciation project asset for C.F.Y		(1,49,61,936)	3,66,28,542					
34,32,660	Current liabilities								
	Other liabilities	IV		26,52,113					
7,08,09,624				11,54,68,237	7,08,09,624				11,54,68,237

Significant Accounting Policies & Notes to Account - Schedule 1

"This is the Income & Expenditure referred to in our report of even date"

For Girish S Watwe & Associates
Chartered Accountants

For and behalf of the Trust

Girish S. Watwe
Proprietor Membership
No 41757 Place : Mumbai
Dated 16/12/2021

Trustee

Trustee



Registered Address

16 Paschimi Marg, Vasant Vihar,
New Delhi, IN

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