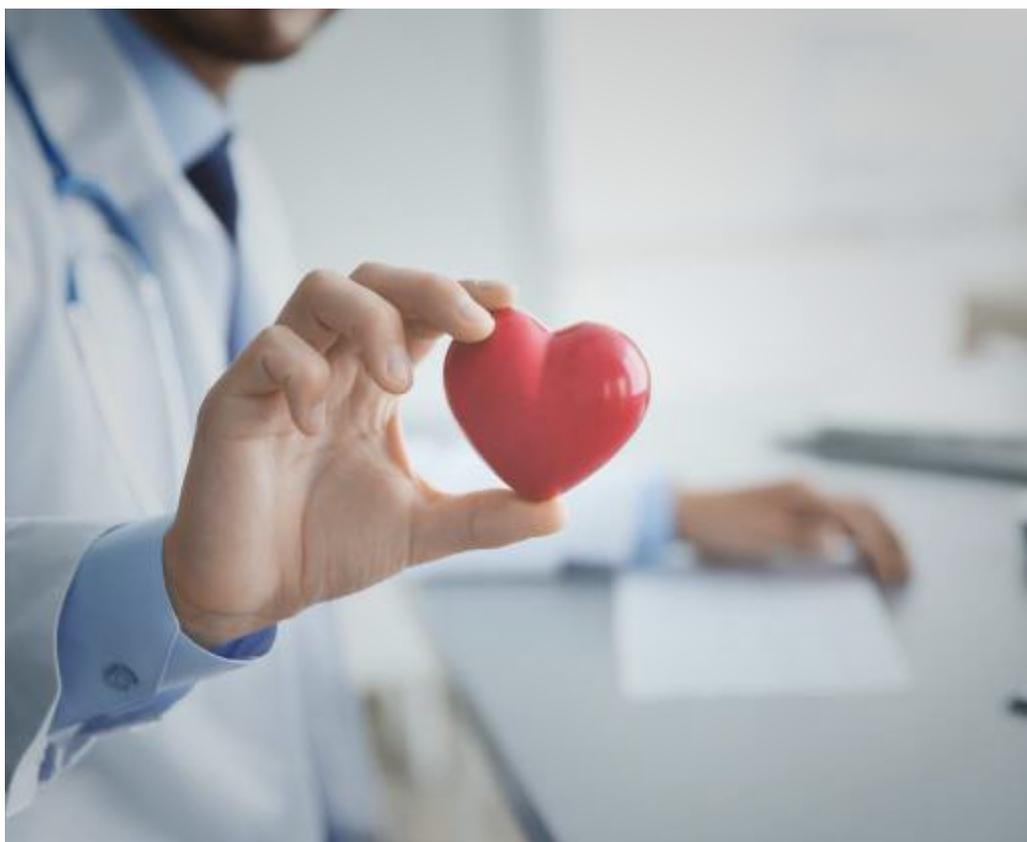


WELL AT HEART MOVEMENT
of Aerobicsoul Medical Technology Pvt Ltd
August 2017- June 2018



INTRODUCTION

According to World Health Organization (WHO) Global Health Expenditure database, in India, the out of pocket healthcare expenditure ranges from 85.5 % to 89.0 % in the years of 2010 to 2015. High medical bills and the lack of access to affordable healthcare push nearly 3.9 crore of the population in the country into poverty. Many lives are lost each year due to inability to pay for life-saving surgeries and procedures.

It shows a felt need to provide quality and affordable health care to economically deprived population at primary, secondary and tertiary levels, especially for expensive treatments for non-communicable diseases including surgeries and related diagnosis in India.

Narayana Health (NH) thrives to live up to the purpose of not to turn back any disadvantaged patient for lack of funds. Through the Narayana Hrudayalaya Charitable Trust and chain of hospitals across India, Narayana Health is committed towards provision of healthcare to patients from lower Socio-economic status. The poor patient support program was conceptualized to enable corporates, philanthropic institutions and individuals to join NH in our journey towards providing monetary support for those patients who are unable to afford healthcare expenses or facing catastrophic medical expenses.

The catastrophic nature of expenses is especially pervasive in cardiac treatment. Cardiac conditions in pediatrics contribute a considerable chunk towards India's Infant Mortality Rate (IMR) and Under 5 Mortality Rate (U5MR) in absence of affordable and accessible treatment options available. The financial burden induced by such procedures ends up pulling families way below the poverty line towards destitution.

Sharing the common purpose of Social Responsibility, the programs of 'Well at Heart Movement of Aerobicsoul Medical Technology Pvt Ltd' are designed to provide enduring benefits to the community to offer positive impact on people's health and communities. An amount of **Rs. 3,00,000** was donated by '**Well at Heart Movement of Aerobicsoul Medical Technology Pvt Ltd**' to **Narayana Hrudayalaya Charitable Trust (NHCT)** to provide financial support towards pediatric cardiac surgeries thereby supporting underprivileged families.

With this donation, 5 patients were treated successfully and have been provided a happy and healthy life. We are highly indebted that 'Well at Heart Movement of Aerobicsoul Medical Technology Pvt Ltd' has joined our journey for this noble cause and has made an enormous difference in the life of the beneficiaries.

PROCESS

- Donation received by 'Narayana Hrudayalaya Charitable Trust' from 'Well at Heart Movement of Aerobicsoul Medical Technology Pvt Ltd' to provide financial support for pediatric cardiac surgeries
- Needy patients approach medico-social work department of respective hospital to seek financial support based on the cost estimate of the surgery/procedure
- Socio-Economic evaluation/assessment of the patients done with appropriate documents by medico-social workers
- Required surgeries/procedures are carried out at Narayana Health group of hospitals utilizing appropriate amount of funds

DETAILS OF BENEFICIARIES ALONG WITH FUNDS UTILIZATION

S. No.	Gender	Age	Family Occupation	Surgical interventions	Support Month	Amt. of financial assistance
1	Male	2 years	Farmer	VSD	Jan'18	Rs. 75,000
2	Female	3 months	Hawker	VSD	Jan'18	Rs. 60,000
3	Male	4 months	Shopkeeper	CHF	Feb'18	Rs. 75,000
4	Male	8 months	Private firm	VSD	Feb'18	Rs. 20,000
5	Male	4 years	Daily wage laborer	VSD	May'18	Rs. 70,000
Total						Rs. 3,00,000

Abbreviations

VSD: Ventricular Septal Defect

CHF: Congenital Heart Failure

Baby Shariar Shakin

Treated at Narayana Institute of Cardiac Sciences (NICS), Bangalore

Baby Shariar Shakin, a two-year-old male is the youngest son of MD. Selim Hossain and Farida Yasin. The family lives in Mirzapur village of Narail district in Bangladesh. Mr. Selim is a poor farmer who works hard to lead his family and earns 4,000/- Taka i.e. Rs 3,096/- per month to support the five-member household.

The family had already experienced catastrophic health expenditure when baby Shakin was admitted to Narayana Institute of Cardiac Sciences (NICS), Bangalore on December 20th, 2017 with MRN- 10010000661813 and diagnosed



for Tetralogy of Fallot. The treatment involved the closure of the ventricular septal defect with a synthetic Dacron patch that had costed the family 2,00,000/- which they were able to gather by selling the land in which they used to do farming.

The baby was again admitted for airway reconstruction costing Rs 2.5 lakhs, which was beyond the paying capacity of the family. They could gather Rs 1.75 lakhs through various sources and were in short of 75,000/- rupees. The family approached the Medico-Social department of NICS, through which NHCT could provide support through Well at Heart Movement of Aerobic soul Medical Technology Pvt Ltd for the remaining 75,000/- rupees.

The treatment was done successfully and the baby is now leading a healthy life.

Baby Ashish Krishna Kumar

Treated at Narayana Institute of Cardiac Sciences (NICS), Bangalore

Mr. Dilip S M and Mrs. Sanjuktha domiciles at Ranchi, Jharkhand with their only child Ashish who is four months old. Mr. Dilip works in a shop and earns Rs. 8,400/- per month to support the three-member household. His wife had met with an accident, after which she had problem with her left hand, hence they planned not to have another child and baby Ashish is all they have.



Baby Ashish was rushed to Narayana Institute of Cardiac Sciences (NICS), Bangalore on December 9th, 2017 and got admitted with MRN-17530000116255. When tests were run, it was

found out that the baby was suffering from congenital heart failure, for which he had to go through a surgical procedure called “Pericardial patch closure of USD + RVOT muscle resection + PDA ligation”.

An estimate of Rs. 2,60,000/- was provided for the treatment, which was beyond the paying capacity of the family. By taking loan from the shop owner, Mr. Dilip managed to pay the surgery cost but he was empty handed to afford “PPI” (Permanent Pace-maker Implantation) which costed Rs. 75,000/-. The family thus approached Medico-Social department at NICS for financial support. By thorough assessment of the socio-economic status of the family and verification of documents, the request was shared with NH-CSR team. Through Well at Heart Movement of Aerobicsoul Medical Technology Pvt Ltd, NHCT managed to accord Rs. 75,000 for the surgery.

The surgery was performed successfully through the combined efforts of NH CSR and Well at Heart Movement of Aerobicsoul Medical Technology Pvt Ltd. The baby is now leading a healthy life.

Baby Yugan

Treated at Narayana Institute of Cardiac Sciences (NICS), Bangalore

Baby Yugan, 8-month-old male is the youngest son to Mr. Srikanth and Mrs. Shoba. Mr. Srikanth works in a private company as a senior executive supporting the six-member-household. The family resides in Krishna Nagar, Hosur in Tamil Nadu.

Baby Yugan with MRN 10010000670079 was admitted to Narayana Institute of Cardiac Sciences (NICS), Bangalore in Feb'18. He was diagnosed with Ventricular Septal Defect, a common heart defect that most often presents at birth and had to go through a surgical procedure called "VSD Closure".



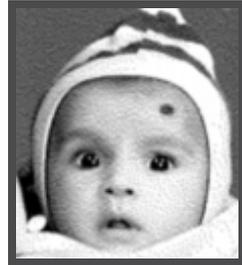
An estimate of the Rs 2,97,000/- was provided to the family for the treatment. Although the baby was covered under insurance, the sum insured was not enough to meet the treatment expenses. Mr. Srikanth could gather money from the support of his coworkers and was in short of 20,000/- rupees to meet the treatment expenses. The family approached the medico-Social Department of NICS for financial support from where they found the sponsor through NH CSR.

The surgery was done successfully and the baby discharged in good health by the combined efforts of Well at Heart Movement of Aerobicsoul Medical Technology Pvt Ltd and Narayana Health CSR.

Baby Arpita Pal

Treated at NH SRCC Children's Hospital, Mumbai

Baby Arpita Pal is the only child of Mr. Atul Pal and Mrs. Aarti Atul Pal. The family resides in Mumbai in a rented house with their parents, Mr. Guruprasad Pal and Mrs. Jayranidevi Pal. The family depends on Mr. Guruprasad Pal for living, as Mr. Atul Pal is currently unemployed. Guruprasad works as a hawker and earns Rs. 5,000/- per month to support the five-member household.



Baby Arpita Pal was admitted to NH SRCC Children's hospital, Mumbai on January 18th, 2018 with MRN- 1252000006228. She was

diagnosed with Ventricular Septal Defect a common heart defect most often presents at birth, which involves multiple holes in the wall between the heart's lower chambers. The infant had to go through a surgical procedure called "Multiple VSD Closure".

The estimated cost for the surgery was Rs.1,50,000/- which was three times the annual income of the family. The family could collect rupees 90,000/- through various sources and fell short of 60,000/- rupees. They approached the Medico-Social department of SRCC for financial assistance from whom they found the donor through NH CSR.

The treatment was done successfully with the combined efforts of Well at Heart Movement of Aerobicsoul Medical Technology Pvt Ltd and Narayana Health CSR.

Baby of Rohini

Treated at Narayana Institute of Cardiac Sciences, Bangalore

The patient is 4-year-old son of Rohini and Sachin Chougale hailing from Solapur, Maharashtra. They are a joint family of 7 members living in a rented house. The patient's father and uncle, who work as daily laborers, are the bread winners for the family. They have a combined monthly income of Rs 12,000, with which they have to support the entire family.

The child, MRN- 10010000486348, visited Narayana Institute of Cardiac Sciences (NICS), Bangalore, on 18th April 2018. He was diagnosed with Large Malignant Sub Aortic Ventricular Septal



Defect and advised multiple surgeries for conduit replacement and long term follow up for aortic root dilatation.

The surgery cost estimate was Rs 3,30,000. The parents were in no position to arrange such a huge sum as family had no constant source of income, were living in a rented house, had no land or property to pawn. The case was brought forward to the Medico- Social department of the hospital. After thorough background verification, a request was made to the NH-CSR Team and NHCT could allocate an amount of Rs. 70,000 though the Well at Heart Movement of Aerobicsoul Medical Technology Pvt Ltd towards the surgery.

The surgery was successfully completed on time and the happy parents returned back to Solapur with a healthy baby.

Narayana Health CSR

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