GiveIndia was conceptualised in December 1999 and formally registered as GIVE Foundation on April 28, 2000, as a nonprofit company u/s25 of the Companies Act, 1956, in Ahmedabad, Gujarat.

**Mission:** Our mission is to promote efficient and effective giving that provides greater opportunities for the poor in India.

**Vision:** A strong "giving" culture where Indians donate 2% of their income every year to give the poor a chance. A vibrant "philanthropy marketplace" to ensure that the most efficient and effective nonprofits get access to the most resources.

**Operating Model:** The fundamental premise of our operating model is that the donor is an "investor" looking for "social returns" (most commonly the satisfaction of knowing that their money made a difference to someone else's life).

**Engagement Axiom:** We believe that a vibrant marketplace that connects donors to a large variety of causes and engages them actively, will result in money reaching the most efficient and effective nonprofit organizations and groups, and create the maximum impact.

**The role of a "philanthropy exchange":** Peter Drucker, talking of the importance of philanthropy in a society, says that philanthropy should, above all, be able to help us look in the mirror and see "a citizen who takes responsibility, a neighbour who cares". GiveIndia strongly reasonates with the belief that the primary purpose of the philanthropy is to get citizen's "engaged in the issues of the country". The "exchange" structure we chose for ourselves also forces a minimal level of engagement by the donors- in at least choosing what cause, organization and project they would like to support.

**Activities:** Over the last 11 years, GiveIndia has evolved and introduced several new services & activities; these include

**Internet Giving:** www.GiveIndia.org is an online portal that allows donors to donate directly to any of the "listed" nonprofit organisations. Organisations that meet the Credibility Alliance norms and certain other objective criteria are listed on GiveIndia.

**Payroll Giving:** The Payroll Giving programme allows employees of member companies to contribute a fixed sum (as low as Rs. 50) every month to charity through their payroll. The automated system employed by GiveIndia allows donors to choose the specific projects they wish to support with their contributions.

**Client Services:** This service covers identification of organisations/projects for high value individual, corporate and institutional donors to support, appraisals, monitoring and evaluation of grants to ensure effective and efficient utilisation.

**People behind GiveIndia:** The list of Directors is provided on page 12 of this report. A list of staff and key volunteers is provided on the inside back cover.
2010-11 was a year of consolidation and experimentation for GiveIndia. We focused on our key initiatives around retail fundraising through Internet and Payroll Giving. Our renewed focus on High Networth Individuals paid off well with the launch of the First Givers Club comprising over 100 members who each committed to contribute Rs.5 lacs p.a. and 40 hours of their time towards the voluntary sector. The various Challenges that we had launched last year took multiple forms with 5 different Challenges taking place this year and raising close to Rs. 2.75 cr. this year compared to Rs. 1.5 cr. last year.

Our experimentation with initiatives around Green Giving and Standing Instructions had high lead times to implementation with different alliance partners and we did not see the full benefit of the same in the last year. We continue to pursue these activities this year and hope to reach critical mass to grow these initiatives significantly. Our other experiment around Giving Circles targeted at upper-middle class donors giving at least Rs. 50,000 p.a. was more successful with 6 circles being formed last year. We hope to significantly increase activity in this space by targeting more donors as well as companies who are part of our PRG programme.

Total funds channeled during the year increased from 19.9 cr. last year to Rs. 21.3 cr. this year. The HNI Giving SBU more than doubled in funds channeled from Rs. 1.2 cr. last year to Rs. 2.5 cr. this year. Retail Giving grew from Rs. 5.7 cr. to Rs. 6.9 cr. In Payroll Giving, we added more than 16,500 new employees during the year. The overall donor base is 30,000 in the Payroll Giving programme.

We are glad to report that we have moved even closer to full self sustainability, with our donation income accounting for 96% (as against 87%) last year of our expenditure. For the first time in the last several years, our cost of fund raising has risen above 10%. This is because corporates as a source of funds fell well below 5% of the total funds we channeled this year, compared to 20-30% in the past.
Last year, the Internet Giving SBU forayed into many channels with donations coming from sources other than our website such as makemytrip.com, icicibank.com, wishberry.com etc. As we aim to reach out to a larger audience of donors, we thought it fit to change the name of this SBU to Retail Giving.

However despite the launch of new initiatives such as Green Giving and Standing Instructions, Retail Giving grew marginally from Rs. 5.7 cr. last year to Rs. 6.9 cr. this year, a growth of 21% during the year, as these initiatives did not really take off as expected.

Matching grant competitions were the highlight of the year, with 4 different matching events taking place. Two of these involved specific NGOs - Make-A-Wish Foundation and Muscular Dystrophy Foundation, with a donor matching every donation made to these NGOs over a short period of time. The other two – The India Giving Challenge and The India Tax Saving Challenge - both in their second edition, encouraged NGOs/corporates to reach out to supporters and get rewarded for their efforts in turn through matching grants from GiveIndia.

By partnering with GuideStar India for the India Giving Challenge, we were able to reach out to a lot more NGOs for the event this year. More than 250 NGOs and 19 corporates participated and raised over Rs. 2 cr. this year. This is more than double of the Rs. 91 lacs that was raised last year. 38 participating NGOs collected matching grants worth Rs. 65 lacs in total. The India Tax Saving Challenge, raised Rs. 53 lacs being raised and matching grants to the tune of Rs. 37 lacs being won by NGOs.
In March, GiveIndia was selected as the official charity partner of Twestival India 2011. This is a meet-up of Twitter followers on the same day in 100+ cities across the world where each city chooses a charity of their choice which will get donations. By partnering with us this year, Twestival India cities – Bangalore, Cochin, Hyderabad, Mumbai and Pune – opened up to online donations too, with GiveIndia running a matching challenge during this time to further the competition between the cities.

While volumes of two other units that we began last year; Green Giving and Standing Instructions – were lower than expected, the various experiments carried out in both departments brought about plenty of learning. One of the key achievements of Green Giving was the extension of the MakeMyTrip initiative to their international flights section as well. In addition, Amar Chitra Katha launched a Green Book Club. The club works similar to the MakeMyTrip initiative allowing book lovers to donate to green causes and offset the carbon costs associated with their paper usage instead.

Further, in December, in coordination with Woodlands and MTV, a digital CSR initiative - Ecolution was launched. The concept, which aims to develop an eco-conscience in people, for every tree planted online, Woodland & MTV would plant one on the ground. Over 42,000 virtual trees have been planted till date. Beginning July 2011, these trees will be planted on the ground through our NGOs - NARAD, SAHARA and Seva Mandir.

In Standing Instructions, both ICICI Bank and HDFC Bank launched an offline model allowing their customers to simply fill out a form and begin supporting their favourite charities. Standing Instructions was opened up to credit card holders too.

Another novel though small scale initiative was the launch of our NGOs on the gift registry site Wishberry.in, enabling users to easily accept donations to their favourite charities as gifts to celebrate a special occasion.
This last year was a good year as 21 corporates decided to contribute to society and implement the programme thereby offering their employees the opportunity to donate to causes of their choice by voluntarily deducting amounts from their monthly salaries. These included 24/7 Customer, Apollo Tyres, Asian Paints, AZB Partners, CMC, Enam Securities, Everstone Capital, Future Generali, GSK, IDFC, Powergrid Corporation, Prudential PMS, Reliance Capital, Reliance Infrastructure, Serco, Sundaram Fasteners, Tata Capital, TCS and Whirlpool.

Funds raised this year grew by about 11% to Rs. 8.2 cr. with an additional 16,500 donors joining the programme with average contributions of Rs. 185 p.m. Today, over 130 corporates and over 30,000 employees participate in this programme.

At existing corporate partner organizations, an array of new initiatives were explored to enhance the awareness and participation in the Payroll Giving Programme.

- Institutionalising the programme during induction sessions to offer new recruits the opportunity to join the corporate family of givers
- Reporting to senior management on the impact being made on the underprivileged due to the corporate partners’ implementation of the programme
- Systematic and periodic desk-to-desk drives to re-engage with existing donors and to introduce the programme to newer employees
- Presentations to senior management, introducing the programme and encouraging them to sign up
- Value enhancement campaigns were undertaken during Diwali and Christmas to encourage existing donors to enhance their contributions and both these campaigns evoked a positive response.

All these initiatives have met with positive initial responses and we will focus on comprehensively implementing them across all our corporate partners in the next year.

In order to add value to our existing corporate and NGO relationships, we hosted a knowledge sharing session in July titled “The Future of Leadership” with the Economic Times and ET NOW as our media partners. Dr. Nitin Nohria, the Dean of Harvard Business School, was the Keynote Speaker and was joined in a panel discussion with 3 senior leaders from across Corporate India: Ms. Chanda Kochhar, MD & CEO, ICICI Bank, Mr. N Chandrasekaran, CEO & MD, TATA Consultancy Services and Mr. Lakshmi Narayan, Vice Chairman, Cognizant.

To ensure amounts being contributed by donors were being donated to beneficiaries, thereby creating the desired impact, we implemented a Donation Campaign wherein we encouraged donors to utilize the accumulating balances in the GiveIndia donation accounts and donate to causes of their choice. About Rs. 4 cr. of unutilized account balances were channelized to NGOs over this month long campaign.
At the start of 2010-11, a conscious decision was made to focus the efforts of this division on High Networth Individuals (HNIs) to drive an active giving culture amongst them. In doing so we also decided not to focus on corporate CSR activities/grants and foundations in line with the vision of GiveIndia. In 2010-11, the funds channeled by this team witnessed a 108% growth with a total of Rs. 2.49 cr. channeled to 28 NGOs. Out of Rs. 2.49 cr., Rs. 2.22 cr. was through 21 HNIs and Rs. 26.8 lacs was channeled by 58 donors through our new initiative called "Giving Circles".

First Givers Club
Our highlight for the year was the successful launch of our First Givers Club. Each member of this club has a stated intent of donating Rs. 5 lacs or more and volunteer at least 40 hours of their time per annum to any cause of their choice. We kicked off this initiative last year with an annual summit, with over 100 members co-sponsored by BNP Paribas, on July 30, 2010 featuring speakers such as Dr. Nitin Nohria (Dean HBS), N. Vaghul, Amit Chandra (MD Bain Capital), Kevin Salwen (author of Power of Half), Dr. Nachiket Mor, Ms. Nandini Piramal and Vijay Mahajan (Founder, BASIX). The focal points of the first summit were to give members a better understanding of how much to give, who to give to and how, and involving the family in the process followed by a panel discussion on "Role of Personal Philanthropy" in India.

We undertook a number of initiatives to increase engagement amongst this community. This included:

- Conducting workshops to educate the group about responsible giving opportunities in India
- Sending reports on different causes and the challenges in India (Sept: Health, Nov: Children, Feb: Trusts/Foundations: Why, When & How?, April: Education)
- Conducted visits to local NGOs
- Assisted the individuals in finding the right organizations for them to support both in terms of money and time

We have also endeavored to build expert panels comprising of a mix of academicians, bureaucrats, and NGO leaders in the cause area of Children, Health and Education for our members. In our workshop on children held in Nov, a CEO of an organization working with children on construction sites expressed a concern that in few sites they were required to seek prior permission to enter the site even to do a survey on the actual number of children at these sites. Ms. Vandana Krishna, Secy of State of Maharashtra, Women & Child Welfare Department (one of our expert panel members), present at the workshop offered to provide the requisite permission letter. The NGO has now obtained a letter from ICDS Commissionerate, Maharashtra to survey the construction sites in Mumbai to identify children at the sites and see how these children can be supported. This is just one of the ways in which our forums have assisted NGOs apart from monetary assistance.
The Club has channeled over **Rs. 1.85 cr.** in 2010-2011 supporting projects across 5 states of India impacting more than **3,000** lives of the underprivileged.

**Giving Circles**

This initiative provides an opportunity for individual donors to come together and enhance their giving through greater learning and interaction with NGOs to directly create a larger impact at the grassroots. The three Giving Circles conducted in Mumbai channeled over **Rs. 12.9 lacs** supporting three projects in Thane, Pune and Mumbai.

This was followed by three successful Bangalore Giving Circles in **December 2010** which channeled over **Rs. 13.9 lacs** to support three projects in Bangalore in the area of children and education.

For 2011-12, we intend to continue **building and strengthening the structure** of the First Givers Club and measure the club achievements in terms of the amount of money donated by its members, and the number of giving members involved. We also plan to actively drive “Giving Circles” to expand to other cities with renewed focus.
2010-11 has been a very busy year for our team! We began the year with a review of our Listing Criteria. We started off the exercise by asking our donors & partner NGO what their views were on GiveIndia’s Listing Criteria and asking for their suggestions on what should be different. After this we reached out to experts in the sectors and internal teams at GiveIndia for their feedback. In October, 2010 we had a marathon two-day session post which we are putting the data together and will be out with a reviewed list of norms soon. Two important modifications are already implemented:

- Earlier, NGOs set up by Religious or Political organizations did not qualify for Listing. Now they can, as long as funds raised through GiveIndia are used by these NGOs for non-religious/non-political purposes.

- Earlier, NGOs had to have 50% poor beneficiaries to fulfill listing criteria; now as long as organizations ensure that all beneficiaries of donations received through GiveIndia are poor they are welcome to apply for Listing.

In May & June 2010, we, along with our Feedback & Internet teams, conducted a series of workshops for our partner NGOs in 8 cities across India. We had 239 participants from 183 NGOs. It was wonderful occasion for us to meet & greet our partner NGOs and a chance for them to interact with us face-to face. Here’s what some of NGOs had to say about the event.

“It gives me confidence to work in our target areas and to utilize advanced technologies to report the feedbacks and to serve the beneficiaries effectively and to reach out more.”

“The presenters knew their job and did it well.”

“Learned a lot to on how to make more effective feedbacks and received clarity on donation options. Through the workshop we had face-to-face interaction with GiveIndia team.”

“A lot to pack in and absorb but worth it. Very impactful; we are proud of our association with GiveIndia.”

We completed the DOOP (Donation Options Optimization Plan) for all our listed NGOs in October 2010. This was an important due diligence exercise for us to review how the donors’ money was being utilized and to do an audit on the costing. For the NGOs it was an opportunity to review their Donation Options and make modifications in the costs.

This process is an on going one. We are constantly working to ensure that the donation options & the resulting feedback reports correctly report the actual implementation of the NGOs’ activities.

59 new Tier I NGOs were listed during the year bringing the total to 270 as of March 31st, 2011. 28 Tier II NGOs were listed during the year.

230 NGOs completed the renewals by 15th December 2010 while 12 were delisted due to non-compliance of norms.

2011-2012 holds many challenges for us. One key result our donor survey threw up was that many of our donors would like us to visit an NGO as part of our listing due diligence. We have resolved to fulfill this wish. A visit will now become mandatory for all pipeline NGOs as part of our due diligence. We are also looking to visit all 270 listed NGOs as well. Work is on full swing to create a process & visits are scheduled to begin soon.
Last year over **20,000 feedbacks** reports were sent to each donor who has made a donation on our website. More than 85% of our donors received their feedback reports **within 3 months** of having made a donation. We hope that the stories of the beneficiaries of whose lives their donations have touched are encouraging them to both donate more themselves and spread the word about the NGO/cause that they are supporting.

In addition to sending feedback reports, the feedback team also started to conduct random physical visits to verify beneficiaries of the NGO. The team verifies that the beneficiaries actually exists and has received the benefit described in the feedback report. We aim to conduct one such visit per NGO listed with us and that has received donations through us. Till date **over 80 verification visits** have completed and we are delighted to share that there has been a near 100% validity. The verification process is done almost completely by volunteers who are spread across the country and who actually visit the beneficiary and send the feedback team a report. This year, we have created more stringent processes to enable verification visits to happen in a far more systematic and objective manner. Our aim is to conduct 180 verification visits this year.

We are also hoping to bring in qualitative changes to our feedback reports while retaining the essential elements of authenticity of information that is being provided in them.

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**Feedback on the utilization of your donation, as received from IDEA Foundation**

- **Transaction number**: TRN-0001282683/ TD-0001317764
- **Transaction date**: 05-Aug-2010
- **Name of the donor**: Murthy Moduga
- **Purpose of donation**: Sponsor a very poor child’s education for a year.
- **Units**: 1
- **Amount**: INR 3,000

**Beneficiary Details:**

- **Name of child**: Kavita Kisan Chavan
- **Sex**: Female
- **Date of Birth**: 17/07/2000
- **Age**: 10 years
- **Standard**: 4th
- **School**: Chatrapati Sambhaji Prathamik Vidyalaya, School No.47-G, Kothrud, Pune-38.
- **Specific Year of**: June 2010 to May 2011

**Brief Description about the Sponsored child:**

Kavita is studying in 4th Std. She is an active girl. She has obtained 64% marks in her last annual exam. She likes to read story books and aims to be a Doctor in her future.

Her father works as an unskilled labor on daily wages and her mother Lilabai also works as an unskilled labor on daily wages. She has three siblings Anita, Suresh and Akash they all are studying. Kavita is been selected for sponsorship.

She is provided school bag, notebooks, stationary like pencil, eraser, and sharpener, drawing book, compass box, crayons, cloths, cap, and pouch etc. from the sponsorship aid in June 2010. A follow up is kept by social worker regarding the progress of the child. The donation amount is used partly to provide the scholastic material and partly will be used to reimburse the fees and for the developmental programs like art and craft, study skill workshop conducted for children throughout the academic year.

The family is thankful to you for the timely support to Kavita.
Events conducted by GiveIndia

First Givers Club

Future of Leadership
Our basket of Tier I NGOs range from small to large as indicated below:

- Upto 5 Lacs: 18 NGOs
- 5 to 25 Lacs: 69 NGOs
- 25 to 1 Crore: 85 NGOs
- 1 Crore to 5 Crore: 70 NGOs
- Above 5 Crore: 28 NGOs

Number of NGOs = 270
Average = Rs. 258 Lacs
Median = Rs. 50.6 Lacs

In year FY 2010-11 funds, channeled excluding funds channeled through JGW, R2L and Matching Grants:

- Less than 25,000: 46 NGOs
- From 25,000 to 1 Lac: 57 NGOs
- From 1 to 3 Lacs: 99 NGOs
- From 3 to 5 Lacs: 50 NGOs
- 5 to 10 Lacs: 60 NGOs
- Above 10 Lacs: 39 NGOs

Total = Rs. 17,14,53,136
Number of NGOs = 351
Average = Rs. 4.88 Lacs
Median = Rs. 2.31 Lacs

In year FY 2010-11 funds, channeled including funds channeled through JGW, R2L and Matching Grants:

- Less than 25,000: 44 NGOs
- From 25,000 to 1 Lac: 85 NGOs
- From 1 to 3 Lacs: 104 NGOs
- From 3 to 5 Lacs: 59 NGOs
- 5 to 10 Lacs: 64 NGOs
- Above 10 Lacs: 53 NGOs

Total = Rs. 22,46,54,865
Number of NGOs = 409
Average = Rs. 5.49 Lacs
Median = Rs. 2.16 Lacs
Balance Sheet as at March 31, 2011

<table>
<thead>
<tr>
<th>Sources of Funds</th>
<th>As at March 31</th>
<th>March 31, 2011 (Rupees)</th>
<th>March 31, 2010 (Rupees)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital Funds</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Share Capital</td>
<td>1</td>
<td>25,200</td>
<td>25,200</td>
</tr>
<tr>
<td>Corpus Fund</td>
<td>2</td>
<td>10,000,000</td>
<td>10,000,000</td>
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<tr>
<td>Capital Grant</td>
<td>3</td>
<td>147,039</td>
<td>159,763</td>
</tr>
<tr>
<td>Reserves &amp; Surplus</td>
<td>4</td>
<td>19,447,752</td>
<td>13,434,789</td>
</tr>
<tr>
<td>Funds Enmarked</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>i) for disbursement to developmental organisations</td>
<td>5</td>
<td>7,72,19,100</td>
<td>91,830,412</td>
</tr>
<tr>
<td>ii) for application as per Donors’ preferences</td>
<td>6</td>
<td>14,395,095</td>
<td>8,165,140</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td>12,12,34,183</td>
<td>123,615,306</td>
</tr>
</tbody>
</table>

Application of Funds

<table>
<thead>
<tr>
<th>Fixed Assets</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Less: Accumulated Depreciation</td>
<td>2</td>
<td>4,20,6,790</td>
<td>4,07,6,690</td>
</tr>
<tr>
<td>Net Block</td>
<td></td>
<td>3,78,4,972</td>
<td>3,40,8,972</td>
</tr>
<tr>
<td>Investments</td>
<td>8</td>
<td>37,294,939</td>
<td>37,222,681</td>
</tr>
<tr>
<td>Current Assets, Loans and Advances</td>
<td>9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sundry Debtors</td>
<td></td>
<td>15,201,732</td>
<td>15,728,985</td>
</tr>
<tr>
<td>Cash and Bank Balances</td>
<td></td>
<td>66,61,494</td>
<td>70,88,292</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td></td>
<td>2,56,7,324</td>
<td>3,79,8,089</td>
</tr>
<tr>
<td>Loans &amp; Advances</td>
<td></td>
<td>1,79,4,191</td>
<td>1,45,7,499</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td>83,49,741</td>
<td>91,88,585</td>
</tr>
</tbody>
</table>

Less: Current Liabilities and Provisions | 10 | 40,55,356 | 5,644,080 |

Net Current Assets | 83,40,247 | 85,67,697 |

TOTAL | 12,12,34,183 | 123,615,306 |

Significant Accounting Policies and Notes to the Accounts | 18 | 0 | 0 |

In terms of our report attached

For Deloitte Haskins & Sells
Chartered Accountants
R. Laxminarayan
Partner

For GIVE Foundation
N Vaghul
Venkat K.N.
Chairman
Director
Place: Mumbai
Date: 20/06/2011

Statement of Income and Expenditure Account for the year ended March 31, 2011

| Income from Charity Advice | 11 | 2,13,22,348 | 15,669,304 |
| Income from Current Investments | 12 | 6,825,177 | 5,032,909 |
| Other Income | 13 | 58,930 | 69,759 |
| TOTAL | 14 | 28,206,453 | 20,772,973 |

Expenditure

| Personnel Expenses | 14 | 16,700,610 | 11,186,017 |
| Technical Expenses | 15 | 620,760 | 1,420,035 |
| Promotional Expenses | 16 | 516,294 | 52,575 |
| Administrative and Other Expenses | 17 | 40,23,388 | 4,936,917 |
| Depreciation | 18 | 331,395 | 407,978 |
| TOTAL | 19 | 320,441 | 2,386,10 |

Excess of income over expenditure | 20 | 60,12,962 | 2,757,611 |

Add: Balance brought forward from the previous year | 21 | 1,34,34,790 | 10,677,178 |

Balance Carried to the Balance Sheet | 22 | 19,447,752 | 13,434,789 |

Basic and Diluted Earnings Per Share (Face value of Rs 10/-) | 23 | 7,72,19,100 | 7,72,19,100 |

Significant Accounting Policies and Notes to the Accounts | 24 | 37,294,939 | 37,222,681 |

Receipts and Payments account for the year ended March 31, 2011

<table>
<thead>
<tr>
<th>For the year ended March 31</th>
<th>March 31, 2011 (Rupees)</th>
<th>March 31, 2010 (Rupees)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income from Charity Advice</td>
<td>11</td>
<td>2,13,22,348</td>
</tr>
<tr>
<td>Income from Current Investments</td>
<td>12</td>
<td>6,825,177</td>
</tr>
<tr>
<td>Other Income</td>
<td>13</td>
<td>58,930</td>
</tr>
<tr>
<td>TOTAL</td>
<td>14</td>
<td>28,206,453</td>
</tr>
</tbody>
</table>

Application of Funds

| Additional to Fixed Assets | 15 | 22,12,890 | 740,675 |
| Purchase of Investments | 16 | 2,894,064 | 20,422,278 |
| Disbursements under Small Grants Program | 17 | 20,751,284 | 36,943,851 |
| Disbursements from Earmarked Funds | 18 | 327,957,763 | 190,428,826 |
| Personnel Expenses | 19 | 16,700,610 | 11,186,017 |
| Technical Expenses | 20 | 620,760 | 1,420,035 |
| Promotional Expenses | 21 | 516,294 | 52,575 |
| Administrative and other expenses | 22 | 40,23,388 | 4,936,917 |
| Increase in Net Current Assets | 23 | (22,72,061) | 23,856,592 |
| Decrease in Capital Grant | 24 | 371,455,951 | 311,975,318 |
**Identity:**
We are registered as a not-for-profit company under section 25 of the Companies Act, 1956. (Reg. No. 04-37902, dt. April 28, 2000), with the RoC, Gujarat.

MoA and AoA are available on request.

We are registered u/s 12A of the Income Tax Act, 1961, and with the DIT exemptions, Gujarat u/s 80G, valid till March 31, 2013. (Reg. No.DIT(E)/80G(5)/862/04-05.)

Visitors are welcome to the addresses given on the "contact us" link on our website.

**Name & Address of Main Bankers:** ICICI Bank Ltd., Drive In Road Branch, Ahmedabad - 380 054.

**Name & Address of Auditors:** M/s Deloitte Haskins & Sells, Chartered Accountants, 12, Dr. Annie Besant Road, Opp. Shiv Sagar Estate, Worli, Mumbai - 400 018, India.

**Vision and Impact:**
**Mission:**
Our mission is to promote efficient and effective giving that provides greater opportunities for the poor in India.

A strong "giving" culture where Indians donate 2% of their income every year to a cause that matters. A vibrant "philanthropy marketplace" to ensure that the most efficient and effective nonprofits get access to the most resources.

**Governance - Details of Board Members:**
(as of March 31, 2011)

<table>
<thead>
<tr>
<th>Name</th>
<th>Age</th>
<th>Sex</th>
<th>Position on Board</th>
<th>Occupation</th>
<th>Area of Competency</th>
<th>Meetings attended</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr. R. N. Vaghul</td>
<td>74</td>
<td>M</td>
<td>Chairman</td>
<td>Ex - Chairman ICICI Bank Ltd</td>
<td>Banking &amp; Finance</td>
<td>3/3</td>
</tr>
<tr>
<td>Ms. Annabel Mehta</td>
<td>71</td>
<td>F</td>
<td>Director</td>
<td>Treasurer, Apnalaya</td>
<td>Non-profit Sector</td>
<td>2/3</td>
</tr>
<tr>
<td>Mr. Rajesh Jain</td>
<td>43</td>
<td>M</td>
<td>Director</td>
<td>Founder-Chairman and Managing Director of Netcore Solution</td>
<td>Technology</td>
<td>2/3</td>
</tr>
<tr>
<td>Mr. Kishore Chudas</td>
<td>63</td>
<td>M</td>
<td>Director</td>
<td>Managing Director Tata Industries Ltd.</td>
<td>Management</td>
<td>1/3</td>
</tr>
<tr>
<td>Ms. Ambi Aga</td>
<td>68</td>
<td>F</td>
<td>Director</td>
<td>Director- Thermax Limited</td>
<td>Management</td>
<td>2/3</td>
</tr>
<tr>
<td>Mr. Amrit Chandra</td>
<td>42</td>
<td>M</td>
<td>Director</td>
<td>Managing Director - Bain Capital</td>
<td>Finance</td>
<td>9/3</td>
</tr>
<tr>
<td>Mr. Venkat Kushwah</td>
<td>40</td>
<td>M</td>
<td>Director</td>
<td>Director - GIVE Foundation</td>
<td>Management and Operations</td>
<td>9/3</td>
</tr>
</tbody>
</table>

- The GIVE Board met three times in FY 2010-2011 on 06/05/2010, 29/09/2010 and 15/01/2011.
- Minutes of the Board meetings are documented and circulated.
- A Board Rotation Policy exists and is practiced.
- The Board approves programmes, budgets, annual activity reports and audited financial statements. The Board ensures the organisation's compliance with laws and regulations.

**Accountability And Transperancy**

No remuneration, sitting fees or any other form of compensation has been paid since inception of the Foundation, to any Board member, trustee or shareholder.

The following reimbursements have been made to Board Members:
- Travelling Expenses (to attend Board meetings): Nil
- No other reimbursements have been made to any Board member, trustee or shareholder.
- CEO’s Remuneration: Rs. 1,30,000 p.m.
- Remuneration of 3 highest paid staff member Rs. 1,30,000/-, Rs. 1,00,200/-, Rs. 65,500/-
- Remuneration of the lowest paid staff member : Rs. 6,201/-

**Distribution Of Staff According To Salary Levels**
(as of March 31, 2011)

<table>
<thead>
<tr>
<th>Slab (Rs.)</th>
<th>Male</th>
<th>Female</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;5000</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>5,001-10,000</td>
<td>1</td>
<td>5</td>
<td>6</td>
</tr>
<tr>
<td>10,001-25,000</td>
<td>15</td>
<td>15</td>
<td>30</td>
</tr>
<tr>
<td>25,001-50,000</td>
<td>4</td>
<td>3</td>
<td>7</td>
</tr>
<tr>
<td>50,001-1,00,000</td>
<td>2</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>1,00,001 &gt;</td>
<td>2</td>
<td>0</td>
<td>2</td>
</tr>
<tr>
<td>Total:</td>
<td>24</td>
<td>24</td>
<td>48</td>
</tr>
</tbody>
</table>

Average Salary: Rs. 27,583; Median Salary: Rs. 20,879

**Total Cost Of National Travel By All Personnel (Including Volunteers) & Board Members**: Rs. 9,33,581

**Total Cost Of International Travel By All Personnel (Including Volunteers) & Board Members**: Rs. 2,75,492
Donations by Country

- India: 91%
- US: 6%
- Other: 2%
- UK: 1%

Donations by Cause

- Education: 22%
- Disabled: 15%
- Children: 28%
- Health: 9%
- Elderly: 12%
- Youth: 1%
- Human Rights: >0%
- Employment: 4%
- Women: 6%
- Environment: 3%

List of employees as on March 31, 2011

- Aftab Alam
- Ashish Chandola
- Bharati Dait
- Birjesh Verma
- Daya Gogawale
- Deepa Varadarajan
- Deepthi
- Dhaaval Udani
- Digvijay Sinha
- Gopi Venkataraman
- Joseph Thomas
- Kalpesh Sangani
- Karpagavalli
- Kunal Kishore Pathak
- Mahadev JoshiRank
- Mahesh Tawde
- Mathan Varkey
- Md. Fahim
- Megha Mehta
- Michael Faras
- Pragati Vichare
- Priyanka Deokar
- Priyanka Saha
- Rakhee Yadav
- Rekha Kadam
- Rupali Malve
- Sambhaji Kesarkar
- Sameer Bhakhri
- Sandeep Bhandi
- Sandeep Kumar Jain
- Sanjay Avsare
- Sanjyoit Kamath
- Shamir Shaikh
- Shanthi Akkaraju
- Smita Nayar
- Stella Matthew Jacqueline
- Sundra Meenakshi S
- Suprina Dunga
- Swapnil Barai
- Swati Anil

List of volunteers as on March 31, 2011

- India:
  - Aarti Madhusudan
  - Amita Chauhan
  - Anthony D'souza
  - Baghzaad Bhomisha
  - Deepak Shrivastava
  - Dipesh Bagadia
  - Nicole Juneja
  - Rohit Choudhary
  - Varuna Paul
  - Virasp Vazifdar
  - Tarika Vaswani
  - Tejal Rajyagor
  - Umesh Nayak
  - Varsha Katiyar
  - Veena Beleyur
  - Vishal Gaikwad
  - Vivek R
  - Vivek Sasi

- US:
  - Adnan Kapadia
  - Awaneesh Verma
  - Divya Punwani
  - Hari Srivisvan
  - Manasi Totade
  - Pawan Mehra
  - Rakesh Menon
  - Tasneem Kapadia
  - Upendra Bhatt
  - Sriram Hariharan

- UK:
  - Apoorva Bhandari

- Other: 2%
270 NGOs listed with GiveIndia as of March 31, 2011