Bridging the gap.
GiveIndia was conceptualised in December 1999 and formally registered as GIVE Foundation on April 28, 2000, as a nonprofit company under Section 25 of the Companies Act, 1956 in Ahmedabad, Gujarat.

**Mission**: Our mission is to promote efficient and effective giving aimed at providing 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 exchange’ 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” (essentially the satisfaction of knowing that their money made a difference to someone else’s life).

**Engagement Axiom**: We believe that a vibrant exchange, which connects donors to a large variety of causes for relief of the poor and engages them actively, will result in money reaching the most efficient and effective nonprofit organizations and groups. This will help create the maximum impact in education, medical relief and relief for the poor.

Peter Drucker, talking about 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 resonates with the belief that the primary purpose of philanthropy is to get citizens’ ‘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 14 years, GiveIndia has evolved and introduced several new activities which include:

**Online & Retail Giving (ORG)**: www.GiveIndia.org is an online portal that allows donors to donate to any NGO working in the area of education, medical relief, relief for the poor and preservation of the environment. Organisations that meet the Credibility Alliance norms and certain other objective criteria are listed on the GiveIndia portal.

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

**High Net Worth Individual (HNI) Giving**: This programme helps wealthy individual donors identify and support organisations/projects working for the poor. GiveIndia does a thorough due-diligence of chosen projects and monitors and evaluates the work to ensure effective and efficient utilization of the funds to benefit the poor.

**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.
The Year That Was

Today’s intrepid donor doesn’t just need an impulse to make a difference, but a resolute purpose – this thought shaped our adventurous year of change. Our teams across Payroll Giving, Online & Retail Giving, and HNI Giving as well as more than our 100,000 donors focused on their specific purposes, enabling us to cross the ₹50 cr. landmark in funds raised during a year and bringing over ₹245 cr. of funds channelled towards the relief of poor, since inception.

Online & Retail Giving team channelled ₹12.6 cr. this year. Several new initiatives such as “The India Giving League”, event oriented fundraisers such as “The Cry Freedom Concert” and “The Global Party” were key to this achievement. Our “Wish Tree Campaign” with ICICI Bank led us to raise more than ₹1.62 cr. within just four weeks! Alongside continued efforts through our previous alliances with Payback and ICICI Bank Rewards, we entered into partnerships with HDFC Bank and State Bank of India, generating over ₹50 lac of funds this year. We hope to embark upon several such new initiatives in the coming year.

Payroll Giving has channelled over ₹13.3 cr. of funds as we expanded our outreach by bringing 12 new companies to our family. The team oversaw the enrolment of more than 20,000 donors and supported key Payroll Giving partners in their internal fundraising endeavours. Deutsche Bank’s “Trade for a Cause” and Vodafone’s “World of Difference” deserve special mention here as our associations helped raise more than ₹1 cr. We continued to engage 30 of our Payroll Giving corporate partners in the India Giving Challenge 2013. We ended the year with over 50,000 active employees in the programme.

Our HNI segment achieved a 220% growth, by channelling over ₹29 cr. of funds. The team launched the First Givers Club model in Delhi by bringing together 40+ members, committed to giving ₹5 lac per year and 40 hours of their time. Our Annual Summit and workshops across Mumbai and Delhi featured eminent speakers such as Dr. Devi Shetty, Mr. Ashish Dhawan, and Mr. S Ramadorai, who were hugely inspiring for our First Givers Club members. The team is playing integral roles at organizing support for the SRCC project – collaboration between the Society of Rehabilitation of Crippled Children (SRCC) and Narayana Hrudyalaya (NH) to build a world-class multi-specialty paediatric hospital in Mumbai.

With a new Public Relations division, we launched several unique initiatives to diversify communication towards our impact. We also launched an effort to capture and showcase for you, the great work that our NGO partners do on ngos.giveindia.org. We ended the year by treating all our stakeholders with a fresher and advanced version of our website – www.GiveIndia.org.
Our Online & Retail Giving team scaled newer heights this year. From channeling ₹10.5 cr. in FY12-13, we raised ₹12.6 cr. in FY 13-14. Thus we achieved a year on year growth of 20%.

As the cricket enthusiasts warmed up to the IPL in April, we launched the India Giving League to foster a fun-filled competition in getting donors from various cities to compete for the title of the Most Giving City. Mumbai won the bragging rights for FY 14 by raising ₹25 lac.

As the year progressed, we partnered with fund raising events such as “The Global Party” and “Cry Freedom Concert”, which not only raised around ₹70,000 but also helped spread awareness around specific causes that these events supported.

The year also saw one of the most unfortunate of natural disasters, the Uttarakhand floods. Our efforts helped raise more than ₹13 lacs for Uttarakhand based NGOs working for the rehabilitation of those affected.

The India Giving Challenge successfully raised ₹4.4 cr. in its fifth year. More than 100 NGOs participated, along with 30 corporate entities. The India Tax Savings Challenge, held towards the end of the year continued to grow, raising ₹1.5 cr. this year

GivelIndia also partnered with ICICI Bank for the ICICI Wish Tree Campaign that raised over ₹1.6 cr. from 30,000+ donors around the Joy of Giving Week observed in October. This saw a 288% in the amount, raised and a 233% growth in the number of donors over the FY 12-13 figures.

The Gift-a-Donation program attracted a lot of attention and corporate partners. Partnerships with Emcure Pharmaceuticals raised over ₹1 lac in gifting to the company’s stake holders.

In order to encourage more people to donate online, we started the Giving Series, a series of seven e-mails that went to a list of donors to introduce them to the concept of giving. The effort helped us convert more people to become regular donors via GivelIndia, thus giving them an experience of credible donations. We intend to improvise on this series and make it most informative for every new and existing donor.

We raised ₹50 lac through our Alliances partnerships this year. We added 10 new loyalty reward partners including HDFC Bank, State Bank of India, Central Bank of India, Union Bank of India, Bank of India. Two new e-commerce partners - GroupOn and Snapdeal.com were also added to our portfolio.

We hope to take this coming year to higher scales of achievement and raise a lot more to positively impact the lives of thousands of beneficiaries.
Payroll Giving (PRG)

Last year, 12 new companies decided to give back to society by implementing our Payroll Giving programme, thus offering employees an opportunity to donate to causes of choice by voluntarily deductions through their monthly salaries. The new additions were Abbott Truecare, Atos India, Education Initiatives, Emcure Pharmaceuticals, Evonik India, Haribhakti and Company, Cyient Ltd., ITC Grand Chola, ITC Infotech, ITC Limited, NCR Corporation India and Netcore Solutions.

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Funds raised this year grew by about 13% from ₹11.8 cr. last year to ₹13.3 cr. this year, with an additional 20,461 donors joining the programme through average contributions of ₹202 per month. We ended the year with over 120 corporate organisations and over 50,000 employees as part of this programme.

Trade for a Cause raised ₹11.25 lacs for providing green energy. Each of these initiatives saw tremendous traction and interest within and across our Payroll Giving partners.

Our engagement with existing corporate partners leapt to new levels as 30 of our existing partners chose to raise funds for charities of choice by participating in the corporate arm of the India Giving Challenge 2013.

To facilitate ease of selection and more frequent donations to causes, we introduced Monthly Donation Options (MDOs) for donors. Apart from convenience, the MDO programme helps engage donors by providing them immediate beneficiary assignments on joining the Payroll Giving programme and updating progress through semi-annual beneficiary reports thereafter.

All the above initiatives met with favourable outcomes and we look forward to focus on comprehensively implementing them across all our corporate partners in the coming year. Furthermore, our team expanded its operations to Kolkata, Pune and Chennai in this year.

We would like to thank our corporate partners for their hands-on efforts in driving participation. Special thanks to Ms. Nalini Rajesh, Ms. Nisha Sara Varghese and Mr. Justin Gervasis for helping elevate the participation at Sundram Fasteners from 10% to 30%. Thanks also to Mr. Gurpreet Bajaj and Ms. Amrita Singh for increasing employee participation at Make My Trip from 9% to 30%+ levels. We look forward to such sustained encouragement from all our Payroll Giving partners.
FY Year 2013-14 saw HNI Giving spread its outreach, growing from ₹10 cr. in 2012-13 to a whopping ₹29 cr. achieving a 220% growth.

Four years ago, we gathered and asked: What role can individual philanthropy play in uplifting society? Today, the members and early founders of First Givers’ Club (FGC) have given individual philanthropy an operational meaning not only by supporting causes dear to their hearts, but also championing the same with great vigour.

This year, we successfully helped three of our members come forward to champion the causes they believed in and garner support from their peers. One was a FGC couple who replicated EKAM Foundation’s model in Mumbai, and the other was a doctor and an FGC member who revamped the Paediatric Intensive Care Unit (PICU) section at Wadia Hospital. Both fundraisers achieved huge successes and encouraged 150 donors to give close to ₹2 cr.

One of our key donors was interested in supporting quality healthcare services in India and requested us to work out different options, drive donations and in particular carry out due diligence for an up-coming multi-speciality paediatric hospital with Society of Rehabilitation of Crippled Children (SRCC) and Narayana Hrudayalaya (NH) in Mumbai. The first phase with 150+ beds, expected to be functional by April 2016, will serve 11,000+ children as well as offer free OPD consultation to nearly 1,00,000 children every year, providing quality care at affordable prices.

The donor was not only the first to commit towards the project, but was also instrumental in taking it to financial closure by championing the cause. The project has received all the statutory approvals required for construction and is currently in its tendering stage.

Our existing portfolio of clients saw an increase of 15% in their average giving p.a. Our fourth FGC – Mumbai Summit, held on 28th October, focused on “Leverage Your Philanthropy & Inspiring Livelihood Models”, had Mr. M V Subbiah, patriarch of the Murugappa family, former executive chairman of the Murugappa family, and Mr. Harsh Mariwala, CMD Marico as keynote speakers. The summit showcased models applied in the social sector by NGOs such as AIACA, Pipal Tree, Unnati and Youth 4 Jobs for job creation and employment.

We kick started our Delhi Chapter this year with an inaugural summit on August 23rd. The summit brought together 40+ members of the club, and renowned philanthropists and leading policy makers. Speakers included Mr. Rakesh Mittal, Ms. Anu Aga, Mr. Amit Chandra, Mr. R Sukumar, Mr Ajay Relan and Dr. Kiran Modi. NGOs that participated included IIMPACT, Udayan Care and SOS Children’s Villages of India.

Overall, 100+ HNI donors gave to 60+ NGOs covering varied causes such as primary & higher education, neonatal care, children’s health, geriatric care, family care programs, vocational training and support, advocacy, capacity building, nutrition and environment.
In 2013-14, we focused our energies on consolidation. During the previous year, we implemented the Relationship Manager (RM) model wherein each NGO was assigned a person from the GiveIndia team to have a more enriching partnership with the NGOs. We are happy to report that this approach achieved a whole new level of engagement. RMs understood their NGOs’ activities which helped them leverage their listing with GiveIndia; NGOs understood our processes better and were able to fulfil deliverables within deadlines.

We started the year with 170 NGOs and the number grew to 201, by the end of the year. We focussed our efforts in bringing organisations that operate in causes and geographical regions where we did not have a presence on our platform. This has also helped us in diversifying our offering to our donors. In this past year, we joined hands with 40 new partners including organisations implementing programmes in states such as Punjab, Madhya Pradesh and Chhattisgarh, which were not covered or represented earlier.

We also made concerted efforts to grow our Monthly Donation Options (MDO) programme. The programme is, as of now, offered to our Payroll Giving donors wherein they are able to make monthly contributions from their salary to a programme of their choice. The differentiating factor is that it offers a one-on-one engagement with the beneficiary such that the donor can participate in the lives they change by receiving semi-annual progress updates. Under this programme, we grew our beneficiary base to 47,000+ from 19,000+ realising a 146% growth. We are happy to report that the funds disbursed to NGOs through this programme also group from ₹21 lac last year to approximately ₹2 cr. this year.

While expanding our presence, we did not lose sight of due diligence of existing partners. We carried out extensive field visits to meet beneficiaries. Feedback verification is a random physical visit to a beneficiary to determine whether the beneficiary received the benefits outlined in the feedback report. Our team of assessors, including employees and volunteers, traveled across the length and breadth of the country in both rural and urban areas to complete verification visits for 517 active donation options of 151 NGOs, covering more than 80% of our NGOs.

The team looks forward with increased vigour to make 2014-15 the year of growth.
Our two-member Feedback Team processed more than 90,000 feedback reports this year. These include feedback reports for the donation options listed on our website, reports for donors signed up for the Monthly Donation Option programme and the reports for the ICICI Wish Tree campaign which alone accounted for 30,000 feedback reports.

In the coming year, the Feedback team will expand to include one additional member.

This year, we partnered with Source for Change, a rural BPO based out of Rajasthan, to help us with the processing of our feedback reports. In addition to our existing partnership with Desi Crew, a Chennai based rural BPO, Source for Change has been of instrumental support to our team in sending timely feedback reports to our donors.

Feedback on the utilisation of your donation, as received from Uma Educational & Technical Society, Kakinada (UETS)

Transaction number: TRN - 0003804524 / TD - 0003996095
Amount: ₹2500
Transaction date: 28 February 2014
Units: 1
Purpose of donation: Contribute to a fund for sponsoring an artificial limb/ crutches/ caliper to a disabled person

Brief description:
Sri Sundaru Nageswararao aged 60 years, had lost his right leg due to lepratic infection 2 years back. He belongs to Mandapeta region of East Godavari district. He is poverty stricken. He was directly approached by our organisation. After assessment, our rehabilitation professionals recommended an artificial limb. We have fixed the right knee limb free of cost and gave him mobility and orientation training programme with your contribution. Now he is able to walk with an artificial limb. He has expressed his sincere gratitude to the organisation and the donor for making him self dependent.

Beneficiary details:
Full name: Sundaru Nageswararao
Father / husband / guardian name: Venkataramayya
Utilisation period: (28-03-2014)
Current address:
# 28 - 3 - 44
Suryaraopet
Mandapeta Mandal
East Godavari District
533 308

"It gives immense happiness to see the feedback of my donation which served these children. The photo clearly shows the happiness of every child. The efforts made by you people are clearly visible. This is great effort by you to create a platform where people like us can get connected with those who are actually on field to perform the extremely important task. Although my contribution is less but the satisfaction of my donation and its impact as reflected through the feedback report is much more value to me."

- A donor on receiving a feedback report from the NGO Child Aid Foundation

"This was one of the best feedback reports I have received. Not because of correct spelling or grammar or lot of information on how the money was spent. But because of the positivity - the hope of a better childhood. I wish the parents and the child all the very best in life. Thanks for sharing."

- A donor on receiving a feedback report from the NGO Delhi Council for Child Welfare

"GiveIndia’s service is great. I always had felt doubts when I did my previous donations. But after knowing about this I felt very good about transparency you provide between donors and beneficiary. I will always try to associate with you. All the best!!! ”

- A donor on receiving a feedback report from the NGO Society For Child Development
As always, the year 2013-14 turned-out to be a year of hard-work, fun, growth and accolades for our employees at GiveIndia. We continued to build our human resource pool, ensured that our talents and skills stayed put, and ended 2013-14 with 58 employees.

Our CEO, Dhaval Udani, was announced the Reader’s Choice winner of the 'Second Olga Alexeeva Memorial Prize'. This award is given to individuals, who demonstrate remarkable leadership, creativity and results in developing philanthropy for social change in emerging nation(s).

The year started with our Annual Review offsite meeting, at the Shangrila Water Park. Sticking to our tradition, the two-day review meeting was designed as a mixed bag of work and play. Each team presented its accomplishments of the last year as well as plans for the coming year. Our team-members participated in team-building activities facilitated by Training in Corporate. We are thankful to the Training inCorporate team for their pro-bono services as well as for making the two days enjoyable and memorable for all of us.

We aim to build greater empathy amongst our employees through half-day visits every quarter to NGOs listed with us. We also ensured that these NGO visits served as a “give-and-take” window for our employees, helping them realise the grass roots impact of their work at GiveIndia. With more time to spend, they not only learnt about the real challenges of each NGO but they could also provide their valuable inputs to the NGOs to help overcome their difficulties. And, as always, our employees kept the oath of spreading smiles, by celebrating festivals with members of the NGO allotted to them.

We conducted a round of induction for new recruits and organised a corporate training session for our employees. This was a soft-skills training, through which trainees were enlightened about various communication-related dos and don'ts. This training was conducted by Training inCorporate. Keeping our spirits up, we threw office parties for Diwali, Christmas and other festivals. They turned out to be gala affairs.

For the rejuvenation of our employees, we organised a picnic to Pali Beach Resort. The sun and water re-charged our minds and souls. The biggest celebration of the year was for achieving our target of raising ₹50 cr. We celebrated this achievement with an evening out at SMAAASH in Lower Parel, Mumbai.

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**Employee of the Month Winners**

- Simanta Medhi: May - 2013
- Suneja Salvi: June - 2013
- Chaitanya: July - 2013
- Nimesh Savla: August - 2013
- Girish Singh: September - 2013
- Swati / Suprina: October - 2013
- Sundara Meenakshi: November - 2013
- Chaitanya / Namdev / Yama: January - 2014
- Chaitanya: February - 2014
- Pragati Vichare: March - 2014

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**Employee of the Year Winners**

- Vijay Uttarwar (Popular Choice)
- Yama Sandeep (Management Choice)
Ring out the old, bring in the new!

A much-awaited change was seen on 15th January 2014. It was on this day that we launched a fresher and advanced version of our website, - www.GiveIndia.org, - seven years after its last major upgrade. With an increased width that stretches across a visitors’ screen and larger and newer looking fonts, at first glance, the website looks dramatically livelier and up-to-date. But there’s more on offer than just a pretty look.

The new site makes searching for a donation option much easier. Not only do search results provide pictures and more information on donation options, one can also now search for donations from any page on the site. Furthermore, the Gift-a-Donation option has been made more prominent. We certainly hope to see more donations being gifted in the coming years!

Additional and structured information on the NGOs and their donation options has been made available. From the displayed data and graphs depicting NGOs’ financial stature, to a description and photo for each donation option, users can now make more informed decisions about the organizations they support.

In an attempt to enhance convenience, donors can now download a statement of all their donations, helping them take stock of the same in an organised neat summary format. The same convenience has been extended to iGive donors too, who can now download a list of donors through their iGive pages. Users can also mark donations as favourites and save time searching for their preferred options in the future. Specifically for fund raisers, donors through their iGive pages can now include GiveIndia's 6.5% in their total intended donation value by simply checking a box, thus avoiding the mental calculation that was required earlier when this was topped up to one's donation.

Besides the enhanced looks and features, we also took steps to increase the quality of the NGO information that we present on the website, - by spending time and effort to actually visit our NGOs across the country and to capture and showcase the great work they do. This information has been presented on NGOs.GiveIndia.org but will be merged into www.GiveIndia.org in the coming year.
GiveIndia in the News

GiveIndia looks for new allies

Dhaval Udani, Chief Executive Officer, GiveIndia (GI), was in the limelight recently as he discussed GiveIndia’s First Givers Club and new alliances for the non-profit online donation site which allows givers to directly transfer their donations to Indian NGOs. In a chat with Shriram Shinde, he highlighted the increasing importance of legal and financial planning for donors.

Business Line

Don’t just donate, donate right

The Economic Times

India’s HNIs fine-tune the art of giving, coffers of GiveIndia’s First Givers Club swells

GiveIndia looks for new allies

Dhaval Udani, Chief Executive Officer, GiveIndia (GI), was in the limelight recently as he discussed GiveIndia’s First Givers Club and new alliances for the non-profit online donation site which allows givers to directly transfer their donations to Indian NGOs. In a chat with Shriram Shinde, he highlighted the increasing importance of legal and financial planning for donors.

The Economic Times

How Indian philanthropy has side-stepped human rights

GiveIndia, the giving platform that raised about Rs 35 crores over the years for causes like education, health, and food security, had once come under the spotlight for putting on hold its operations in Pakistan. The organisation has now revived its activities in the country.

The Economic Times

Philanthropy or Charity? What is Young India Indicated to?

Mouse-Click Activism

Changing the equation of giving has never been so easy.

Annual Report 2013-14
In year FY 2013-14 funds channeled for education, medical relief and relief of the poor

Donations by Type

- Education: 34%
- Children: 23%
- Disabled: 12%
- Health: 11%
- Women: 4%
- Elderly: 8%
- Environment: 4%
- Employment: 3%
- Youth: 1%

Donations by Country

- India: 90%
- US: 6%
- UK: 1%
- Others: 3%

GiveIndia in Numbers

- India: 90%
- US: 6%
- UK: 1%
- Others: 3%

Donations by Cause

- All funds go towards relief of the poor

Budget in FY 2013-14 of NGOs working in the area of education, medical relief and relief of the poor

- Tier I NGOs
- Tier II NGOs

- Up to ₹25 Lakhs
- ₹25 Lakhs to ₹1 Crore
- ₹1 to ₹3 Crores
- ₹3 to ₹5 Crores
- Greater than ₹5 Crores

Number of NGOs = 201
Average = ₹6.09 Cr.
Median = ₹1.46 Cr.

In year FY 2013-14 funds channeled for education, medical relief and relief of the poor

- Tier I NGOs
- Tier II NGOs

- Less than ₹50,000
- ₹50001 - ₹2 Lakhs
- ₹2 - ₹5 Lakhs
- ₹5 - ₹10 Lakhs
- ₹10 - ₹25 Lakhs
- Greater than ₹25 Lakhs

Number of NGOs = 201
Average = ₹6.09 Cr.
Median = ₹1.46 Cr.

Annual Report 2013-14
### Balance Sheet As at March 31, 2014

<table>
<thead>
<tr>
<th>A: EQUITY AND LIABILITIES</th>
<th>Notes</th>
<th>As at March 31</th>
<th>2014 (Rupees)</th>
<th>2013 (Rupees)</th>
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<tr>
<td>1 Shareholders’ funds</td>
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<td>a) Share capital</td>
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<td>b) Corpus fund</td>
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<td>Long-term provisions</td>
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<td>3 Current liabilities</td>
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<td></td>
<td>20,68,22,616</td>
<td>17,10,38,863</td>
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#### ASSETS

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<th>A: EQUITY AND LIABILITIES</th>
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<th>As at March 31</th>
<th>2014 (Rupees)</th>
<th>2013 (Rupees)</th>
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<td>a) Fixed assets</td>
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<td>(i) Tangible assets</td>
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<td>b) Cash and cash equivalents</td>
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<td>17,10,38,863</td>
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</table>

See accompanying notes 1 to 25 forming part of the financial statements.

In terms of our report attached

For Deloitte Haskins & Sells LLP  
Chartered Accountants

R. Laxminarayan  
Partner

For GIVE Foundation

N Vaghul  
Chairman

Venkat K. N.  
Director

Place : Mumbai  
Date : August 07, 2014

### Statement Of Income And Expenditure For The Year Ended March 31, 2014

<table>
<thead>
<tr>
<th>Year Ended March 31</th>
<th>Notes</th>
<th>As at March 31</th>
<th>2014 (Rupees)</th>
<th>2013 (Rupees)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1 Donations received for covering administrative cost</td>
<td>14</td>
<td>2,83,35,152</td>
<td>2,32,87,780</td>
<td></td>
</tr>
<tr>
<td>2 Other income</td>
<td>15</td>
<td>1,83,61,691</td>
<td>1,49,67,946</td>
<td></td>
</tr>
<tr>
<td>3 Total (1+2)</td>
<td></td>
<td>4,66,96,843</td>
<td>3,82,55,726</td>
<td></td>
</tr>
<tr>
<td>Expenditure</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4 a) Employee benefits expense</td>
<td>16</td>
<td>3,02,29,551</td>
<td>2,30,81,859</td>
<td></td>
</tr>
<tr>
<td>4 b) Depreciation and amortisation expense</td>
<td>8B</td>
<td>2,19,115</td>
<td>2,00,348</td>
<td></td>
</tr>
<tr>
<td>4 c) Other expenses</td>
<td>17</td>
<td>78,01,114</td>
<td>51,91,198</td>
<td></td>
</tr>
<tr>
<td>4 d) Grants made</td>
<td>18</td>
<td>1,05,70,000</td>
<td>1,10,88,129</td>
<td></td>
</tr>
<tr>
<td>5 Total Expenditure</td>
<td></td>
<td>4,88,19,780</td>
<td>3,95,61,534</td>
<td></td>
</tr>
<tr>
<td>6 Excess of Expenditure over Income (3-5)</td>
<td>(842)</td>
<td>(518)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Basic and diluted Earnings per share (Face value of Rs.10 each)(refer note 22)

### Statement of Fund Flow for the year ended 31st March, 2014

<table>
<thead>
<tr>
<th>Year Ended March 31</th>
<th>Notes</th>
<th>As at March 31</th>
<th>2014 (Rupees)</th>
<th>2013 (Rupees)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sources of Funds</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donations retained</td>
<td>14</td>
<td>2,83,35,152</td>
<td>2,32,87,780</td>
<td></td>
</tr>
<tr>
<td>Corpus Fund</td>
<td>2</td>
<td>2,23,50,000</td>
<td>50,00,000</td>
<td></td>
</tr>
<tr>
<td>Received from sale of fixed assets</td>
<td>3</td>
<td>3,500</td>
<td>37,450</td>
<td></td>
</tr>
<tr>
<td>Other Income</td>
<td>4</td>
<td>200</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contribution to Earmarked Funds &amp; Charity Account</td>
<td>5</td>
<td>32,35,35,747</td>
<td>26,47,09,185</td>
<td></td>
</tr>
<tr>
<td>Redemption of Investments</td>
<td>6</td>
<td>13,54,97,912</td>
<td>1,57,22,289</td>
<td></td>
</tr>
<tr>
<td>Income on Investments</td>
<td>7</td>
<td>1,83,61,491</td>
<td>1,18,82,926</td>
<td></td>
</tr>
<tr>
<td>Decrease in Net Assets</td>
<td>8</td>
<td>99,21,868</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>53,80,05,497</td>
<td>32,06,39,630</td>
<td></td>
</tr>
</tbody>
</table>

Application of Funds

<table>
<thead>
<tr>
<th>Year Ended March 31</th>
<th>Notes</th>
<th>As at March 31</th>
<th>2014 (Rupees)</th>
<th>2013 (Rupees)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Addition to Fixed Assets</td>
<td>9</td>
<td>1,44,400</td>
<td>5,26,211</td>
<td></td>
</tr>
<tr>
<td>Purchase of Investments</td>
<td>10</td>
<td>17,79,00,000</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Disbursements under Small Grants Program</td>
<td>11</td>
<td>46,98,993</td>
<td>21,94,000</td>
<td></td>
</tr>
<tr>
<td>Disbursements from Earmarked Funds</td>
<td>12</td>
<td>23,85,45,781</td>
<td>11,82,926</td>
<td></td>
</tr>
<tr>
<td>Employee benefit expense</td>
<td>13</td>
<td>3,02,29,551</td>
<td>2,30,81,859</td>
<td></td>
</tr>
<tr>
<td>Other expenses</td>
<td>14</td>
<td>77,82,946</td>
<td>51,91,198</td>
<td></td>
</tr>
<tr>
<td>Grants made</td>
<td>15</td>
<td>1,05,70,000</td>
<td>1,10,88,129</td>
<td></td>
</tr>
<tr>
<td>Increase in net assets</td>
<td>16</td>
<td>-</td>
<td>5,00,12,453</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>53,80,05,497</td>
<td>32,06,39,630</td>
<td></td>
</tr>
</tbody>
</table>
Identity

We are registered as a not-for-profit company under section 25 of the Companies Act, 1956. (Reg. No. 04-37902, dtd. 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 (Reg. No.DIT (E)/80G (5)/929/07-08.)

Visitors are welcome to the address 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 and Address of the Auditors: Deloitte Haskins & Sells, Indiabulls Finance Centre, Tower 3, 27th-32nd Floor, Senapati Bapat marg, Elphinston(West), Mumbai - 400 013.

Governance - Details of Board Members: (as of March 31, 2014)

<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. N. Vaghul</td>
<td>77</td>
<td>M</td>
<td>Chairman</td>
<td>Ex - Chairman ICICI Bank Ltd.</td>
<td>Banking &amp; Finance</td>
<td>4/4</td>
</tr>
<tr>
<td>Ms. Annabel Mehta</td>
<td>74</td>
<td>F</td>
<td>Director</td>
<td>Treasurer, Apanlaya</td>
<td>Non-profit Sector</td>
<td>1/4</td>
</tr>
<tr>
<td>Ms. Anu Aga</td>
<td>71</td>
<td>F</td>
<td>Director</td>
<td>Director - Thermax Limited</td>
<td>Management</td>
<td>1/4</td>
</tr>
<tr>
<td>Mr. Rajesh Jain</td>
<td>46</td>
<td>M</td>
<td>Director</td>
<td>Founder-Chairman and Managing</td>
<td>Technology</td>
<td>4/4</td>
</tr>
<tr>
<td>Mr. Amit Chandra</td>
<td>45</td>
<td>M</td>
<td>Director</td>
<td>Director - Bain Capital</td>
<td>Finance</td>
<td>4/4</td>
</tr>
<tr>
<td>Mr. Venkat Krishnan</td>
<td>43</td>
<td>M</td>
<td>Director</td>
<td>Director - GIVE Foundation</td>
<td>Management &amp; Operations</td>
<td>4/4</td>
</tr>
</tbody>
</table>

The GIVE Board met four times in FY 2013-2014 on 03/05/2013, 27/07/2013, 29/10/2013 and 30/01/2014

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 Transparency

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. No reimbursements have been made to any Board member, trustee or shareholder.

Staff : (Per Month)

CEO’s Remuneration: ₹2, 75,000

Remuneration of next 3 highest paid staff members: ₹1, 25,000 / ₹1, 10,000 / ₹1, 00,000

Remuneration of the lowest paid staff member: ₹6, 000

Staff Details : (as of March 31, 2014)

<table>
<thead>
<tr>
<th>Gender</th>
<th>Paid (Part Time)</th>
<th>Paid (Full Time)</th>
<th>Unpaid Volunteers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td>1</td>
<td>29</td>
<td>&gt;25</td>
</tr>
<tr>
<td>Female</td>
<td>7</td>
<td>21</td>
<td>&gt;25</td>
</tr>
</tbody>
</table>

Distribution Of Staff According To Salary Levels (as of March 31, 2014)

<table>
<thead>
<tr>
<th>Slab of gross salary in (₹) plus benefits paid to staff</th>
<th>Male</th>
<th>Female</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;10,000</td>
<td>1</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>10,001-25,000</td>
<td>15</td>
<td>9</td>
<td>24</td>
</tr>
<tr>
<td>25,001-50,000</td>
<td>7</td>
<td>13</td>
<td>20</td>
</tr>
<tr>
<td>50,001-1,00,000</td>
<td>4</td>
<td>2</td>
<td>6</td>
</tr>
<tr>
<td>1,00,001&gt;</td>
<td>3</td>
<td>1</td>
<td>4</td>
</tr>
<tr>
<td>Total</td>
<td>30</td>
<td>28</td>
<td>58</td>
</tr>
</tbody>
</table>

*Includes the salaries of both staff as well as paid consultants in the respective categories for the year ending March 31, 2014

Average Salary : ₹29,920; Median Salary: ₹22,000

Total Cost of National Travel by All Personnel (Including Volunteers) & Board Members: ₹9,86,982

Total Cost of International Travel By All Personnel (Including Volunteers) & Board Members : Nil

Annual Report 2013-14
GivelIndia Team at its Annual Review meet at Shangrila Water Park

List of Employees as of March 31, 2014

- Aditya Barve
- Allan Fernandes
- Amol Gajbhiye
- Ankit Prajapati
- Archana Hari
- Biswajit Poddar
- Chaitanya Dhareshwar
- Deepa Varadarajan
- Deepthi Kommera
- Dhaval Udani
- Digvijay Lal Sinha
- Gauri Sarda
- Girish Singh
- Gopi Venkataraman
- Irina Snissar
- Jai Bhujwala
- Kalpesh Sangani
- Karpagavalli Sundram
- Karuna Korgaonkar
- Kayomarz Bacha
- Lata Patil
- Manish Awasthi
- Manisha Joshi
- Michael Faras
- Murugan Nadar
- Namdev Karande
- Nimesh Savla
- Om Lotlikar
- Pradeep Gupta
- Pragati Vichare
- Pranshu Agrawal
- Priyaka Dingra
- Priyanka Deokar
- Priyanka Saha
- R. Rajeswari
- Ramesh Joshi
- Rashmi Mudadi
- Reshma Madvi
- Revati Deshmukh
- Ritu Verma
- Sambhaji Kesarkar
- Sanchita Dalvi
- Sandeep Bhandi
- Sandip Kadam
- Sanjyot Kamath
- Smita Nayyar
- Snehal Chavan
- Sudipta Das
- Sundara Meenakshi
- Suneja Salvi
- Sunita Suresh
- Supritha Durga
- Swati Anil
- Tarika Vaswani
- Uma Shankar
- Vijay Bhasadnya
- Vijay Uttarwar
- Vikas Puthran
- Yama Sandeep

Special Mention for Pro-Bono Services

- Deloitte, Haskins & Sells
- Palladium Hotel, Mumbai
- Tata Business Support Services
- The Oberoi, Gurgaon
- Training inCorporate Vision Project

List of Volunteers as of March 31, 2014

India:

- Afza Fathima
- Anil Naggal
- Anubhav Puri
- Anushree Banerjee
- Arunachalam M
- Asmita Shankar
- Avtar Singh
- Bhavna Kanoria
- Chandrika Acharya
- Dr. Rachana Bagrodia
- Eti Chordia
- Guneet Sethi
- Ishwar Murgodi
- Kanika Kapur
- Karandeep Singh Bhatti
- Neeraj
- Neha Chaturvedi
- Nirmohi Anil P
- Pia Sanghvi
- Pranav Tadinada
- Priyanka Dhar
- Priyanka G
- Pranav Tadinada
- Priya Wagle Awasare
- Pratap Narayan
- Rupal Shah
- Sailee Rane
- Sangeetha
- Suryanarayanan
- Saurav Gupta
- Shabbir Haider
- Shaik Tajuddin
- Shiny Faras

US:

- Asvin Ananthnarayan
- Deepa Gurusamy
- Hari Srinivasan
- Pawan Mehra

UK:

- Apoorva Bhandari
- Giriraj Godbole
- Manu Bhatnagar
- Rachana Mathur
- Srinivas Subramaniam

Advisory Panel - HNI Giving:

- Amit Chandra
- Ashish Dhawan
- Deep Kalra
- Mahesh
- Krishnamurthy
- Sanjeev Bikhchandani
201 NGOs listed with GiveIndia as of March 31, 2014