



EDELGIVE ANNUAL  
REPORT 2009-10

**Enter**



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## EdelGive Perspective 2009-10



I began writing our second annual letter by reviewing the Looking Forward section of our previous Annual Report. We promised a continuing commitment to supporting and adding value to organizations that are changing the face of development in India. We promised to expand our geographical reach and to deepen our work in Maharashtra. And finally, we kept as our priority, our continuing focus on enabling our investees to realize their potential and help them scale up in a sustainable way to achieve greater sectorial impact.

I am happy to report that we now have investees in Rajasthan, West Bengal and Madhya Pradesh. Through the EdelGive Social Innovation Honours 2010, we have touched large parts of India as winners emerged from the North East, Karnataka, New Delhi and Andhra Pradesh. Our desire to expand geographically was motivated by two objectives: one, to reach out to organizations working in difficult areas – areas where the Human Development Index is abysmally low, where large tribal belts exist (that tend to be outside the State's development agenda) and where conflicts exist especially with the State. The second

objective was to be able to study and understand development trends across the country, something that we would not be able to do if we were concentrated only in Maharashtra.

Our investments in young social entrepreneurs and our capacity building work to help them become strong, sustainable organizations continued and gained considerable momentum during the year. Our total commitments were Rs. 4.42 crores – over a 100% growth over the previous year. The range of capacity building projects we executed was diverse and unique. For Mumbai Mobile Creches and Aangan Trust, Edelweiss' Business Solutions Group devised technology solutions to help them become more efficient in day-to-day processes such as Payroll and MIS systems respectively. For Masoom and Under the Mango Tree, we worked towards building a five-year strategic plan with concomitant thought on organization structure, hiring plans, fundraising strategies and process improvements.

Like last year, our focus areas continue to be Education and Livelihoods. For our education portfolio, our investments

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largely reflect catalyst organizations working to create and deliver curriculum and therefore better learning through teacher training and motivation. Further, in determining our approach to the Livelihoods sector, we decided to focus on programs which could help bring people living below the poverty line (BPL) or at subsistence level, comfortably above that level. We have consciously chosen to work with organizations that reflect these objectives.

Through the annually held EdelGive Social Innovation Honours (ESIH), we seek to identify and felicitate non-profits working in the area of women and the girl child. ESIH is the most comprehensive award in the women's space in India covering education, health and well-being, livelihoods, social and cultural rights and governance. The focus of our Honours is innovation - in idea or concept and in the delivery of a program. While significant innovations in the past two centuries have improved human conditions – in the areas of health (vaccinations for example), food (agricultural techniques and seeds) and energy (wind and solar), there has been significant under- investment in innovations that most benefit the poor. As there is a perception of low market demand for such innovations, there is not only low investment in this area but also no mechanism for selecting the best ideas that will make a difference. Innovations such as solar lanterns and bio-gas choolahs have not yet penetrated remote areas in India as investments to make them available in large numbers is lacking. Therefore, ESIH throws the spotlight on organizations that have worked to create an innovative model for the delivery of essential services to women and girl children. We consider innovations that are cost-effective and have the potential to deliver long term benefits. We celebrate some of our winners of the 2010 Honours in this Annual Report.

The EdelGive approach is a unique combination of funding and capacity building delivered through the support of Edelweiss and EdelGive employees. As a result of our approach and our pan-India lens, we believe that we are uniquely positioned to catch some early trends, innovations and approaches.

Our work is made possible by unstinting support from Edelweiss and its employees. With the well-thought out Employee Engagement Model, we have been able to reach out to several employees over the past year to engage them in meaningful ways in capacity building and program-based volunteering work. After one of our regular field visits that we organize for them every quarter, one comment we hear always is "One cannot come back not changed". This realization along with the stories they hear and share has helped us realize our original goal of deeply engaging our firm and its employees in effective philanthropy. Our goal over the next few years is to share and leverage this approach with many other like-minded corporates and foundations, so that we can significantly increase the overall amount of giving to development in India.



**The EdelGive approach is a unique combination of funding and capacity building delivered through the support of Edelweiss and EdelGive employees**

**- Vidya Shah, Executive Director, EdelGive Foundation**

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## Our Board

### Deepak Mittal

As the CEO of ET - Life at Edelweiss and as its former CFO, he uses his wealth of experience and business acumen to provide strategic direction to the investments and activities of the EdelGive Foundation.

### Vidya Shah

As the Executive Director and Head of the EdelGive Foundation, this former CFO of Edelweiss is at the helm of the Foundation and is committed to propelling its overall growth.

### Shabnam Panjwani

The Head of Marketing and Communications at Edelweiss, Shabnam Panjwani provides strategic and creative guidance to the EdelGive Foundation with her innovative and holistic approach to problem-solving.



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## Our Team

### Aditi Thorat | Chief Operating Officer

Aditi manages the operations of the EdelGive Foundation, overseeing EdelGive's relationship with investees, donors and partners. She works toward effective implementation of the Foundation's strategic vision and its goals.

### Kavita Pandya | Project Manager, Employee Engagement

Kavita manages the capacity building activities with investees and leverages the expertise and skills of Edelweiss employees to match with the requirements of investees.

### Aparna Venkatachalam | Project Analyst

Aparna is responsible for undertaking the due diligence of EdelGive's investees.

### Sunaina Kilachand Patel | Head, Strategy & Partnerships

Sunaina is responsible for looking at overall strategy and growth, developing co-investment opportunities and strategic partnerships

### Divya Srinath | Manager, Co-investment opportunities

Divya is responsible for managing the co-investment activities, and planning the communication strategy undertaken by EdelGive Foundation.

### Tessy Mathew | Project Analyst, Investments

Tessy's responsibilities extend to the undertaking of due diligence of EdelGive investees.

### Ekta Chheda | Project Analyst, Investments

Ekta manages due diligence of EdelGive investees.

### Vidya Shah | Executive Director & Head

As the ED and Head of the Foundation, Vidya provides strategic direction and a vision to EdelGive and guides its overall development.



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## EdelGive DNA

### THE PHILANTHROPIC ARM OF EDELWEISS

EdelGive Foundation is the strategic philanthropic initiative of the Edelweiss Group, which is one of India's leading financial services firms. EdelGive provides strategic direction not only to the philanthropic activities of Edelweiss but also to its employees, clients and associates. Our priority is to create educational and livelihood opportunities for underprivileged youth by bringing an investment banking and venture capital approach to the social sector.

### VALUE ADDED INTERMEDIARY FOR SOCIAL ENTERPRISES

EdelGive seeks to enrich and broaden the impact of entrepreneurial activities of non-profits in India by combining grant-making with hands-on, capacity-building support. As a value-added intermediary:

- We plan, review and manage nonprofits and social entrepreneurs
- We equip philanthropists with investment advice customized for the non profits sector
- We analyze outcomes of philanthropic investments
- We keep track of individual programme milestones and their broader impact, via Quarterly Monitoring Systems

### KEY DIFFERENTIATION

What we bring to the table is our intellectual capital. We tap into Edelweiss' intellectual wealth by encouraging employees to volunteer and use their skills to support nonprofits and social entrepreneurs. The Edelweiss expertise is leveraged to benefit our investees in key areas like financial planning, business management, business and technology solutions.



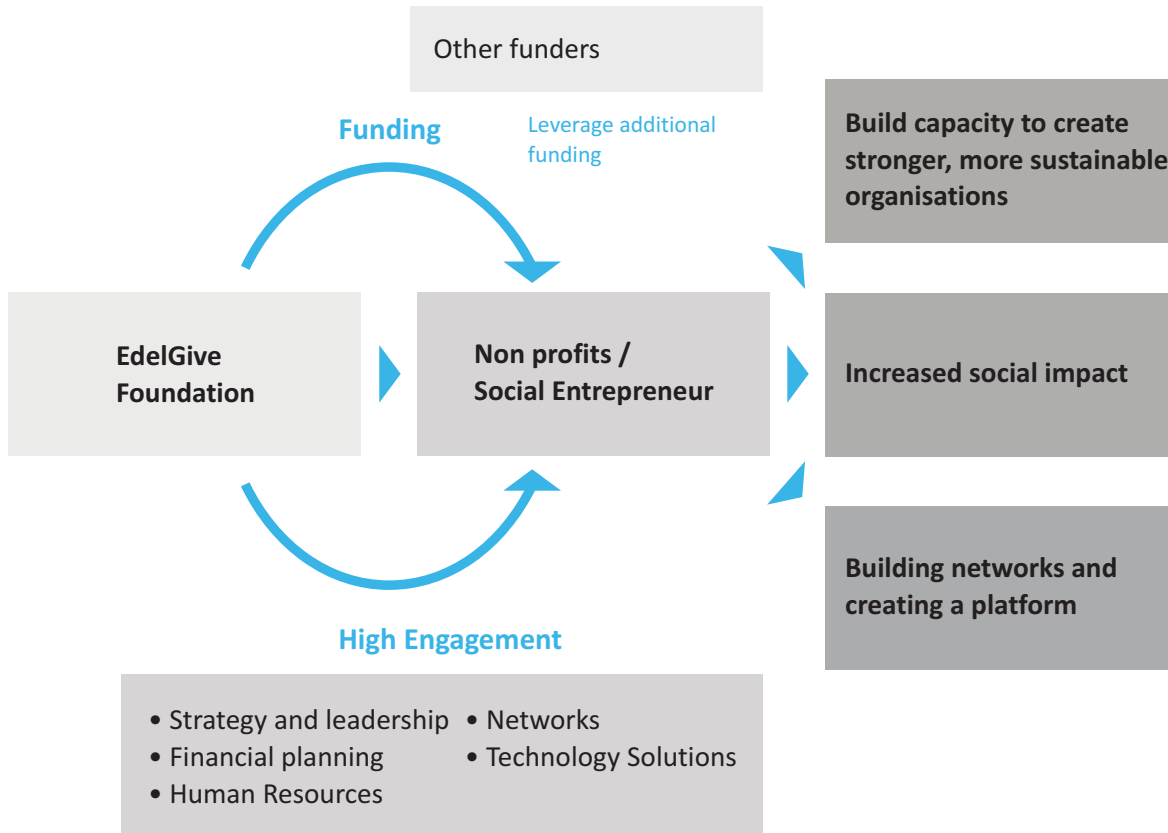
### CAPACITY-BUILDING FOCUS AREAS

#### How We Help Non-Profits Build Their Capacity

- **Through Strategy and Leadership Building**  
Our ongoing and active engagement in strategy building, financial and operations development is supplemented by detailed workshops and the mentoring of founders
- **Through Systems, Processes and Technology Solutions**  
Using technology where possible, we assess and improve Accounting, Reporting and Human Resource systems. We also invest a significant amount of time and effort in measuring programme outcomes and efficacy of programme delivery and impact.
- **Through Financial Planning and Sustainability Strategies**  
We partner with government and other non-profits to augment long term sustainability, providing non-profits with direction on fund raising strategies, financial planning and advisory counseling.
- **Through Human Resource Planning**  
We also advise non-profits on second line leadership development, includes the evaluation and retention of human resource.

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## EdelGive Model\*



### MAKING IT COUNT

For FY 2009-10, this is how we stacked up the numbers:

- NGOs invested in - 25
- Financial Commitment to Investees - ₹ 44.2 million
- Lives directly impacted - 21,000
- Non-financial support provided by Edelweiss employees to investees in FY 2009-10 - 1000 hours approx.



\*Adapted from [http://www.evpa.eu.com/downloads/20100707%20EVPA\\_General\\_pptx\\_board.pdf](http://www.evpa.eu.com/downloads/20100707%20EVPA_General_pptx_board.pdf)  
last accessed on 20-10-10

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## EdelGive Philosophy

Given that our parent is a leading force in the financial services sector, we wish to apply the accumulated expertise that Edelweiss has spent its entire life gathering in a bid to both changing the way conventional charitable organizations are viewed as well as transforming the way funding has been typically disbursed. By bringing an investment banking and venture capital approach to the social sector, we don't just fund, we partner with a view to making both our investments and our investees accountable with regard to both the impact and the reach of the respective project or organization.

Venture philanthropy is an approach to charitable giving that applies venture capital principles – such as long term investment and hands-on support – to the social sector. By imbibing the same principles that have traditionally been used for profit, venture philanthropy investments are used to assist social enterprises in their start-up operations or expansion activities. Venture philanthropy organizations also work with other major grant making trusts on a co-investment basis in order to leverage their capital and expertise.

### How EdelGive brings a venture capital approach to its work:

- We Partner**  
 Apart from funding, EdelGive provides support at strategic and operational levels rather than merely being traditional non-profit funders. This results in innovative and scalable models of social change.
- We Engage**  
 We have a high level engagement with our investees. We believe in multi-year support which lasts around three to five years with meticulous monitoring approach defined by measurable performance indicators. The objective is to help the organization to become financially self-sustainable by the end of the funding period.
- We Value-Add**  
 Tapping into Edelweiss expertise, we provide a range of non-financial support like assistance in strategic and business planning, advising and providing business and technological solutions.
- We Build**  
 We also focus on operational capacity-building and long term viability of the projects which help these organizations to achieve greater social impact and efficiency in their functioning.
- We Measure**  
 We gauge the impact of our projects through a defined structure, which include emphasis on measurable outcomes, achievement of objectives, financial accountability and management competence.





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## EdelGive Diary: **Milestones FY 2009-10**

### July 2009

#### **EdelGive Investment Committee Meeting**

A first investment committee meeting for the year was held to discuss and decide on the investment grants. Members typically include the EdelGive Team and Board members. Three proposals were put forth by the investing team, which had been through a rigorous due diligence and evaluation process. These included Light of Life Trust, Masoom and SAMPARC.

### September 2009

#### **EdelGive-Unltd India Panel Discussion at the Bombay Hub**

EdelGive and Unltd India held a Panel Discussion to create a forum where the issues of hybrid models could be discussed. The Panel explored the complexities of combining for-profit and not-for-profit models and allowed social entrepreneurs to share and understand the issues with adopting a particular model. The Panel on "For Profit and Non-for-Profit" hybrid models at the Bombay Hub which was very well received, and our panelists Neelam Chibber (Industree), Dr. Datta Shankar (Basix), Pankaj Jain (Acumen) presented their perspectives at this Panel.

#### **EdelGive Investment Committee Meeting**

At the second investment committee meeting, one of the projects considered was LoLT's "Project Anando" which expanded their program to the Nandubar district in Maharashtra, the most educationally deprived district in the state. The committee also decided to provide core funding support to the team at SAMPARC in addition to our previous programme funding.

### October 2009

#### **Blood Donation Drive**

A successful blood donation drive was organised by EdelGive at the Edelweiss Sion office, Mumbai. More than 80 Edelweiss



employees contributed by donating blood, which then was donated to KEM Hospital.

#### **Diwali Sale**

A Diwali Sale was organized by EdelGive Foundation with the NGOs Sahaj and Under the Mango Tree. The sale received overwhelming support from Edelweiss employees and we managed to raise over 50,000 rupees which was ploughed back into these NGOs.

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## EdelGive Social Innovation Honours

October 2009 witnessed the launch of the EdelGive Social Innovation Honours. These awards recognize and honour NGOs that have innovative models of empowering women across Education, Health & Well Being, Economic Security & Livelihoods, Social Cultural Rights and Governance.

### December 2009

#### EdelGive Investment Committee Meeting

The third investment committee meeting was held wherein investments in five new NGOs were approved and one of the old investment was renewed through intensive discussion and evaluation of the proposals. The NGOs that qualified for our support were

- Pratham Infotech, Maharashtra
- Samaritan Help Mission, Kolkata
- Under the Mango Tree, Maharashtra
- Ibtada, Rajasthan
- Maharogi Sewa Samiti
- Olympic Gold Quest

### March 2010

#### EdelGive Social Innovation Honours event night

EdelGive Social Innovation Honours were awarded to five NGOs across the country that impact the lives of women in India. The awards ceremony was graced by Chief Guest Ms. Rajashree Birla, Chairperson, Aditya Birla Centre for Community Initiatives and Rural Development and Honourable Member of Parliament, Ms. Supriya Sule, who was the Keynote Speaker. Over 200 invitees attended this event from media, the social and the corporate world and got an opportunity to understand more about what the NGOs were trying to accomplish

#### Camp at Trimbakeshwar (Nasik) for the underprivileged

18 Edelweiss employees joined EdelGive on a one-day camp to Trimbakeshwar organized by the NGO Bhagwan Mahaveer Viklang Sahayata Samiti, which provides artificial limbs to the physically challenged as well as to children affected with polio. Our enthusiastic volunteers provided huge encouragement to them.

#### EdelGive Investment Committee Meeting

The fourth quarter investment committee meeting was held to review and discuss EdelGive's portfolio. Four investments approved for renewals were Mumbai Mobile Creches, Aangan, Samaritan Help Mission and Anjali. Two new proposals presented were for Aajeevika Bureau, who deals with the migration issue in the livelihoods space and AROEHAN, tackling the malnutrition issue through a five-fold strategy.

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## Our Core Focus: **Education**

Like last year, EdelGive's focus areas will continue to be Education and Livelihoods.

Across India, large numbers of the poor see the benefits of literacy. Their abilities to question and negotiate better with their buyers, their community and their Panchayats are strongly linked to literacy. Most development organizations don't see school enrollment as the key issue any more. Where there are schools, there are students; where there are no

schools, communities are getting together to demand them. The issues that are becoming increasingly important are the quality of education, around retaining children in school (especially after the age of 12), developing curriculum with a local context to make learning more meaningful, and teacher training and development. To this end, we have invested in catalyst organizations working to create and deliver better curriculum and better learning through teacher training and motivation. We also believe that aligning education to employment is critical and here as well, many models are emerging including, some that straddle the non-profit and for-profit sector. The for-profit sector provides the training software and guidance in sectors where employment opportunities exist, and non-profit organizations create models around attracting appropriate talent at appropriate cost.





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## Education: Investees Profile

### LIGHT OF LIFE TRUST

Policy and resources in the area of education have been mostly directed at enrolment at the primary level until now. Light of Life Trust (LoLT) has launched Project Anando to address the secondary and tertiary sectors of education in order to realize the untapped potential of, and to empower, India's rural children.

Project Anando was launched in two districts of Maharashtra with high rates of illiteracy – Nandurbar and Jalna – with the mission of providing children with a holistic approach to education that would give them a good opportunity at a promising future. Utilizing the three 'Es' of Educate, Empower and Equip, Project Anando also actively engages with parents, teachers and the community at large to evoke involvement and encouragement for the programme in particular and for education in general.

### EdelGive Support

- EdelGive has funded the expansion of Project Anando into the districts of Jalna and Nandurbar
- We have also been syndicating donors for co-funding Project Anando's expansion into the Washim district of Maharashtra
- We have utilized the expertise of an Edelweiss employee to help develop a model of three years of financial projections for Light of Life Trust.

### Impact

- Project Anando has been successfully working towards reinstating school dropouts
- As of now, they have already reached out to a total of over 2000 students



**"The confidence and belief that has been invested in Light of Life Trust's Project Anando by the EdelGive Foundation has successfully led to the expansion of our programme to remote and educationally backward districts in Maharashtra enabling us to reach out to almost 1000 beneficiaries and to educate, empower and equip them for employability."**

***Kamal Damania – Project Director, Light of Life Trust***

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## MASOOM

Night schools typically attract immensely motivated students who work during the days only to complete their education during the nights. But by and large, these centers of learning are underequipped and have extremely poor educational facilities putting potentially bright students at a disadvantage.

Masoom is a social intervention project that works expressly with night school students providing them with educational material, inputs on capacity building and holistic development with the objectives of ensuring regular attendance, improved performance and increased motivation. Masoom also works to build awareness and advocacy about the conditions of night schools with the hope of bringing about sustainable change.

### EdelGive Support

- EdelGive has provided seed capital
- EdelGive has also provided funding to expand Masoom's work to 6 night schools covering 540 students in FY 2009-10
- A good number of Edelweiss employees have volunteered to teach the night school students in the subjects of English, Math and Science

### Impact

The initial pilot project reached out to 200 students in two night schools

The following changes have been observed after that:

- A 5% increase in attendance in Classes 8 and 9
- A significant reduction in drop outs
- An increase in students' motivation to study and read
- An increase in teachers' participation in workshops held by Masoom

With the help of EdelGive and UnLtd India, Masoom has also put in place a quantitative and qualitative monitoring system



**"I've had so much input on finance, strategy, monitoring and evaluation from EdelGive. It has come at such a crucial time for Masoom and has helped us clarify our priorities over the course of the next few years."**

***Nikita Ketkar – Founder, Masoom***

## AARAMBH

People living in Mumbai's slums have limited access to space and to the most basic of facilities, which are generally taken for granted. In a reality which is marked by tiny, insufficiently ventilated rooms and lack of hygiene, slum children are periodically deprived of amenities essential to the betterment of their health and education.

In Navi Mumbai, Turbhe houses one of the largest slum colonies. Registered in 1997, Aarambh operates six slum-based community centers in Turbhe taking care of children's education and health as well as providing them with practical, vocational training.

Today Aarambh works with 1200 children, 400 women and 300 youth. Pre-school classes are conducted for those children who are either drop-outs or have never been to school. Aarambh also runs classes to cater to the special needs of both academically weaker children and slow learners.

### EdelGive Support

- While Aarambh currently reaches out to 1200 children, it will, with our support, reach out to an additional 600 children by starting two new centers

### Impact

- Children have been brought out of child labour and have been enrolled into India's formal educational system
- So far, Aarambh's work has resulted in the enrollment of 1120 children into regular schools
- Further, Aarambh has built strong relationships with private hospitals from the nearby areas to get free health services for the community



**"I would like to see every child in school receiving quality education. We are closer to our dream since we have EdelGive to encourage and support us."**

***Shobha Murthy – Trustee, Aarambh***



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## IBTADA

With a focus on women's empowerment, Ibtada employs a two-fold strategy to tackle the issue in the Mewat area of Alwar, Rajasthan. On the one hand, Ibtada encourages girl-child education through taleemshalas (informal study centers till Class 5) while simultaneously working towards improving the quality of education. On the other hand, it additionally concentrates on promoting and strengthening the community's formal savings and credit-based women's institutions with an aim to improving women's access to livelihood.

### EdelGive Support

- EdelGive's funding is currently enabling the community to support and monitor 22 government schools in Alwar as well as to motivate and build capacities of government school teachers. Through these schools, they are reaching to 2253 students.

### Impact

As a result of Ibtada's intervention, the following levels of impact have been seen:

- Teaching learning process in school has improved
- The community is becoming more involved with increased participation in monitoring the schools' operations
- Government machinery will become more responsive to the needs of the community.

Ibtada's work has been replicated. From 5 villages in 2000, taleemshalas are now operating in 90 villages. The community now understands the value of quality education and demands for same from government schools. Women's involvement and ownership in this project has led to their empowerment.



**"Ibtada's dream is that all children, especially girls in Alwar, should get quality primary education which can be achieved by empowering communities to support and strengthen the existing government schools. EdelGive is providing support to pilot this community initiative. Ibtada is getting positive results and is hoping to scale this pilot in the next two years."**

***Rajesh Singhi – Director, Ibtada***

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## MUMBAI MOBILE CRÈCHES

Mumbai Mobile Crèches (MMC) is the only organization in Mumbai which focuses on providing safety, health and education services to the children of migrant construction workers. Addressing the needs of children in the age group of 0-14 years, MMC Child development centers are set up at construction sites in completed or unused rooms allotted by the builders. Since 1972, MMC has cumulatively taken care of over 150,000 children.

### EdelGive Support

To achieve the target of supporting 7000 children on construction sites by 2011, EdelGive has been:

- Helping MMC draw up a fresh strategy for funds mobilization
- Syndicating donor funds
- Working with MMC to ensure that the organization has a diversified revenue model to include support from government, builders and donors
- Collaborating with MMC to ensure that they are ready to scale up
- Utilizing Edelweiss technological expertise to develop a payroll management software to reduce the burden of manual tasks undertaken by MMC staff and leading to an increase in their efficiency

### Impact

- Every year 250 children are mainstreamed into the municipal school system as part of MMC's bridge course through the Government's Education for All campaign.
- MMC is now advocating for the government to open and run anganwadis for children on construction sites across the state.
- MMC has recently put together an advocacy team with the support of the Sir Dorabjee Tata Trust that will focus on

strengthening women's groups on site on the issues of ration cards, financial inclusion and linking with state health and education systems.

- EdelGive support has also ensured that MMC has a diversified revenue model (focusing on a mixture of support from government, builders and donors), and are ready to scale up.



**"MMC's vision is for all children living on construction sites to be safe, healthy and educated. Along with our efforts at outreach, we also work hard to provide our children with significant qualitative inputs be it in the area of education, health, nutrition or just the sheer joy of being a child. EdelGive has been an invaluable partner in working towards this goal and the funding they provide brings with it the assurance of creating solutions to the numerous challenges we face every day."**

***Vrishali Pispati – Chief Executive Officer, MMC***

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## AANGAN TRUST

The Aangan Trust specializes in working with children and youth in the custody of the state across juvenile homes. In order to reduce the vulnerability of girls in high-risk communities, Project Shakti was started with the aim of providing girls from disadvantaged neighbourhoods with the opportunity to participate in community building.

Structured as forty-hour programs with groups of no more than 15-20 girls, Project Shakti enables them to collectively identify priority areas of a community and allows them to develop networks of support to effect change for themselves and their community.

### EdelGive Support

- EdelGive is supporting two of Project Shakti's centers in the Mumbai areas of Govandi and Bhiwandi
- Edelweiss volunteers have worked to create an MIS for state homes across India with the purpose of collecting and analyzing data to monitor these homes

### Impact

- Girls from underprivileged neighbourhoods designed and ran 9 community projects aimed at reaching out to other girls on issues of education, health and safety
- These peer-run community initiatives touched the lives of more than 1000 girls
- 118 girls re-entered school or joined vocational courses due to Shakti's participation
- Those who participated in Project Shakti were more aware about their rights and felt more confident about communicating with their family, resulting in many successful negotiations viz. postponing an under-age marriage, returning to school



**"EdelGive has been so much more than a funder, they are truly partners. (Whether it is) community visits, events, brainstorming sessions, volunteers or connecting Aangan to relevant partners, EdelGive is about solid hands-on support. Last year, a team of Edelweiss volunteers developed an MIS for Aangan's monitoring program in observation/children's homes. This helped us expand the program to state departments in Madhya Pradesh, Gujarat and so on. This year, EdelGive got together a group of young Edelweiss volunteers. They will mentor vulnerable girls from Aangan's Shakti Program to develop their own community programs."**

***Suparna Gupta – Founder, Aangan Trust***



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## AROEHAN

Located just outside Mumbai's city limits at Mokhada which is in the district of Thane, AROEHAN is a field action project of the College of Social Work at Nirmala Niketan in Mumbai. AROEHAN has been dealing with the issue of several malnutrition-related deaths in Mokhada block. These deaths have resulted due to a combination of factors including extremely low human development indicators along with the apathy of local government officials.

AROEHAN brings a five-pronged focus on tackling malnutrition. It addresses the issues of unemployment, water scarcity, education, health and governance. It has also launched SEQE (Seek Empowerment through Qualitative Education) which is a support programme for Ashram Schools (residential schools for tribal children) with the aim of empowering students in Mokhada to seek their citizenship and educational rights.

### EdelGive Support

- EdelGive is funding the SEQE programme which is directed towards improving the quality of education for 3000 tribal children in six Ashram Schools in Mokhada
- The EdelGive team recently conducted a visioning and strategy exercise with Aroehan which helped them to more clearly define their operational model, identify key challenges and develop key areas of focus over the next year. They are in the course of enhancing their team strength through our support in the HR process.

### Impact

- AROEHAN has already established two libraries, provided solar lamps and sports equipment for three Ashram schools
- Through the SEQE module, more than 800 students in the age group of 13-17 are expected to better understand their health issues, demand their rights as citizens and participate in local self-governance



**"EdelGive and AROEHAN are working together to create a new enlightened generation; a generation which will explore the horizons of knowledge and seek empowerment for a better future."**

***Shraddha Shringarpure – Project Officer,  
AROEHAN***

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## SAMPARC

In India, children of Commercial Sex Workers (CSW) have limited hopes of survival. They live in conditions of extreme deprivation and in circumstances conducive to crime. With a view to providing these children with access to shelter, quality education, vocational training and healthcare, SAMPARC has developed six homes, a highly successful vocational training center in Malavli as well as a hostel in remote area of Bhambarde, which is the only hostel in a 12-kilometer radius with education till Class 12. The police, courts and other NGOs direct children to these homes which have facilities like a part-time tutor, nurse, visiting doctor, food and accommodation.

### EdelGive Support

- Funding given by EdelGive in 2008-09 has been utilized to complete the construction of the Vocational Training Center (VTC) hostel designed to accommodate 120 students
- The VTC hostel has facilities to provide training in the fields of welding, tailoring, fashion designing, plumbing, jewellery making, carpentry and computer training
- EdelGive has also provided further grants to cover the salary costs as well as the running expenses of the core team which we believe is crucial towards ensuring SAMPARC's long term organizational stability

### Impact

- SAMPARC's Vocational Training Centre has been running from 16 years where more than 3400 students have been trained and are employed in various industries in areas like Khopoli, Panvel, Lonavla, Talegaon, etc.

- EdelGive grant has helped 350 students from difficult backgrounds to earn a sizable and dignified income and get reintegrated with society.
- SAMPARC VTC has been training 220 students every year. With the new upgraded courses recognized by the craftsmen-training scheme (CTS), it will be training 350 students every year now.



**“EdelGive Foundation has extended key support to SAMPARC by strengthening the skills of the core staff of SAMPARC's central office who are directly involved in developing, upgrading and strengthening the projects of SAMPARC.”**

***Amit Banerjee – Founder, SAMPARC***

### SAMARITAN HELP MISSION (SHM)

Started in the year 2001 to benefit slum children in Tikiapara, Samaritan Help Mission (SHM) is located in the heart of Howrah, Kolkata. Tikiapara has a school dropout rate of 70% and a high crime rate. With a view to educating children, including girl children, a small school was started with six students. Today, the SHM School teaches 1200 students and has further expanded to address the educational needs of Class 10 students.

SHM introduced both a Scholarship Programme for those children who were unable to pay for their education and an Afterschool Programme, which was started for those who couldn't attend school during regular hours. Further, under the vocational training programme, training in zari and embroidery work is being dispensed to adolescent girls, single women and widows of the community so that these women can earn their own livelihood and become financially independent. Additionally, a microcredit programme was also added to give women an opportunity to start their own enterprises. Finally, a healthcare and awareness centre was recently established to deal with the healthcare requirements of children, women and the community at large.

### EdelGive Support

- Funds disbursed by the EdelGive Foundation help SHM meet the operational expenses of educational programmes
- EdelGive Funds have also covered recurring costs of the Illiteracy Elimination Programme, which reaches out to 800 beneficiaries

### Impact

- In the five years since its inception, the SHM School has contributed significantly to a shift in the community's attitude where children's education is concerned

- Initially, most parents were reluctant to send their children to the SHM School and of those who were willing to do so, they were still not open to paying school fees as a child's education wasn't seen important
- Today the situation is very different as there is a huge waiting list for the school to accommodate their children
- SHM gives opportunities to poor and marginalized children to have access to quality education and a chance at a brighter future. Once a child is admitted to the SHM School, the School makes sure that the child continues her or his education and does not drop out



**"Every parent has a dream to send his child to school. EdelGive and SHM have turned this dream into reality. These parents can now see their children speaking in English and being educated. Working with EdelGive is an honour for SHM. We have learnt a lot from their dedicated team and we are learning to upgrade our skills."**

**Mamoon Akhtar – Founder, SHM**



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## Our Core Focus: **Livelihoods**

About a year ago, we began focusing on understanding issues around livelihoods. We realized that Livelihoods is a complex field; in its widest sense, livelihoods includes access to resources (land, forest, water), self-help groups, child labour, migration, access to markets, alternative technologies and access to government schemes and programs including the NREGA for the poor.

In determining our approach to this sector, we focused on programs that could help raise people living below the poverty line (BPL) or at subsistence level to comfortably above that level. We also focused on a few realities – seasonal migration of the very poor, increased awareness of government programs,

demand for better governance, access to credit and a desire for financial literacy/inclusion. Based on these trends, we decided to engage with organizations working on migration (through skill building of unskilled labour, legal and medical aid for migrants, financial inclusion products for their families), organizations supporting BPL families access to employment under NREGA and other schemes, and broadening livelihood opportunities for them through training for related occupations thereby supplementing their incomes. Our investments in Aajeevika Bureau and Under The Mango Tree last year mirror this approach.



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## Livelihoods: Investees Profile

### SPANDAN SAMAJ SEWA SAMITI

India's National Rural Employment Guarantee Act (NREGA) guarantees a minimum employment of a hundred days to poor, unskilled workers. Based in Madhya Pradesh, Spandan has kick-started a grassroots democratic movement with the objectives of improving food security as well as improving the rural labour situation. Through rural labour collectives, Spandan aims to monitor the transparency and effective implementation of the NREGA Act with a specific focus on alleviating food deprivation among the Korku tribes in Madhya Pradesh.

How Spandan aims to invoke the NREGA Act:

- Generating awareness through culturally relevant communication techniques like plays, songs and puppetry
- Extensive thematic training for staff and community leaders in preparation for effective dialogue with the government
- Recording the achievements and challenges faced in this process as a way to share valuable information with partner organizations as well as a supporting tool for dialogue with government in an effort to ensure the creation of jobs

### EdelGive Support

- Our support will enable Spandan to reach out to at least 50 villages and therefore 3000 Korkus

### Impact

- Out of these 50 villages, Spandan aims to expand the membership of the union of wage earners to 3000 members
- Through the village micro-planning process, a list of tasks to be completed through NREGA will be made.



**"EdelGive understood that the fair and transparent implementation of the NREGA can be one of the solutions to the chronic problem of hunger among the nutritionally vulnerable Korku tribes. Our work focuses on assisting hunger-prone families to have access to employment round the year, develop village development plans and participate meaningfully in social audits."**

***Seema Prakash – Founder, Spandan***



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## AAJEEVIKA BUREAU

Aajeevika Bureau provides a range of services to rural, unskilled, semi-skilled, seasonal and vulnerable migrant men and women with a view to alleviate their unfavourable economic situation. Services offered to these migrant labourers include registration with the bureau, providing photo ID cards, skill training, job placement, legal aid and opportunities for collectivization to migrant workers and their communities.

### EdelGive Support

- EdelGive has invested in human resources and institutional capacity building, which in turn will allow Aajeevika Bureau to scale up their work
- EdelGive's co-funding support with Sir Dorabjee Tata Trust has helped Aajeevika develop their model so that it can be replicated across the country in different states by other NGOs. Their model is focused on training master trainers in specific areas who can then go out and train members of the community.
- An Edelweiss volunteer has conducted a workshop on human resource topics for the office staff of Aajeevika which proved to be an enriching and beneficial experience for them.

### Impact

- The Bureau has launched seven centers in source areas and four centers in destination areas.
- More than a 1000 youths were not only trained in different occupations but they were also placed in different sectors
- So far, Aajeevika Bureau has worked with migrant labourers to open 766 bank accounts



**"Aajeevika Bureau is determined to make a powerful impact on the lives of millions of migrant workers in India. EdelGive's support to the Bureau is helping us break new ground in solving complex problems faced by migrants. Moreover, EdelGive is providing us critical funding to become a more effective, coherent and skilled team. We are also excited at the prospect of tapping into Edelweiss' talent pool to bring some specific skills to our work and services."**

***Rajiv Khandelwal – Director, Aajeevika Bureau***



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## UNDER THE MANGO TREE

Under The Mango Tree (UTMT) seeks to position beekeeping as a vehicle to diversify livelihoods, increase agricultural productivity and increase farmer incomes through the sale of honey and wax. Training and supporting farmers across India, UTMT works with them to produce and market natural high quality honey. It offers the farmers four services: capacity building and training, livelihood diversification, increased employment through trainers' trainings and long term market access.

### EdelGive Support

- EdelGive funding will help induct women farmers into the occupation of beekeeping across Maharashtra
- An Edelweiss volunteer has helped develop a Business plan for their for-profit enterprise. This project helped them to identify the challenges and to calculate the cost of investment for next three years to reach a reasonable scale
- The Business Solutions Group (BSG) of Edelweiss is currently working with UTMT to help them develop their new website

### Impact

- With EdelGive's support and with the help of smaller grassroots organizations and cooperatives, UTMT will reach out to 200 women farmers with marginal landholdings in Maharashtra
- Agricultural productivity is expected to increase by at least 25-30% leading to increased farmer incomes



**"I was excited on becoming part of the EdelGive network, which is supportive and nurturing. Over the last couple of months, I have seen the work put in by the EdelGive team to strengthen our proposal, our concepts and our strategic thinking. EdelGive is creating a new paradigm for donor support and I am excited that Under the Mango Tree is part of this"**

***Vijaya Pastala – Founder, UTMT***

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## PRATHAM INFOTECH

Pratham works to improve both the productivity and the income of those involved in the agricultural sector. Keeping this in mind, the Pratham Skills Training Programme was launched in 2008 to:

- Impart practical training to rural youth to increase skilled manpower
- Promote profitable agriculture rather than subsistence farming through Farmer Service Centers
- Encourage agri-related ventures in villages by providing farm related services like soil-testing, quality seeds, irrigation solutions and marketing of produce

### EdelGive Support

- EdelGive funded an Agricultural Knowledge Center at Sangli

### Impact

- The Agricultural Knowledge Center employs a combination of both theoretical and practical sessions on scientific agricultural practices both of which have been contributing to a rise in employment as well as in yield
- Of the rural youth who were mobilized and trained, some have been placed as agricultural consultants while most are planning to implement the knowledge and skills gained during the course to help their own farming practices.



**"Our social intervention for farmers in rural Maharashtra to equip them with necessary skills to increase their productivity was supported by EdelGive Foundation. We have seen impact on the field and on farmers' lives. Our vision for farmers is" Enhance productivity, Enrich Life."**

***Rajesh Thokale - Project Head-PACE (Youth Skills, Training & Educational programme)***

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## SNEHALAYA

Launched to improve the conditions of Commercial Sex Workers (CSW), Snehalaya has worked for past 19 years with CSWs in and around Ahmednagar. Snehalaya does not want to function as a traditional charity but instead would rather empower CSWs to assert their own rights to a life with dignity and integration into mainstream society. Besides running rehabilitation centers for HIV infected workers, awareness campaigns and Muktiwahini (a team of 10 volunteers who work towards preventing human trafficking), Snehalaya focuses on the children of these workers. It has set up Balbhavans, which are centers for children. These Balbhavans impart playgroup education, tuition for older children, health check-ups and also include a child line and adoption center. Snehalaya also runs an information technology training center which teaches relevant computer courses to these children to enhance their employment prospects.

### EdelGive Support

- EdelGive supported the renovation costs of a building provided by the Municipal Corporation of Ahmednagar to Snehalaya to run this IT training center

### Impact

- Since the opening of the IT center in 2009, 64 students have been trained
- In the year 2010-11, Snehalaya plans to reach out to 580 students
- Further funding will allow for improvement in the quality of this IT center as well as support for the running expenses.



**“Our mission remained incomplete until we provided vocational training to our children. EdelGive Foundation has extended their whole hearted support to set up a high-quality centre, providing computer training. This centre has become a ray of hope to many poor and needy children from slums, red-light areas and orphanages.”**

***Girish Kulkarni – Director, Snehalaya***



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## Our Core Focus: **Women Empowerment**

### EdelGive Social Innovation Honours

#### Rationale

Launched in 2008-09, the EdelGive Social Innovation Honours (ESIH) was created with the aim of recognizing, promoting and supporting outstanding innovations; innovations, which catalyze positive social change through India. Held annually, the core objective of the Awards is to specially honour innovations that empower poor women owing to the fact that this sphere has been largely underrepresented and has been traditionally characterized by significant underinvestment.

ESIH enables these largely unknown but creative organizations through a platform that not only showcases their work but also encourages other organizations to imbibe and implement these ideas across the country. It also helps to set the stage for these organizations to attract investor and donor interest, both domestic and international.

#### Winners of ESIH 2010

##### Health and Well Being | Health Management and Research Institute, Hyderabad

By using technology creatively, Hyderabad's Health Management and Research Institute has produced an accessible digital health platform, virtually transforming healthcare delivery in rural Andhra Pradesh.

##### Education | Chehak Trust, Mumbai

The Chehak Trust works closely and tirelessly with Muslim and Dalit communities with a focus on life skills' education. Their approach is strongly geared to working with and developing young community leaders.

##### Livelihoods | Mann Deshi Foundation, Mhaswad

This foundation skillfully supports the entrepreneurial initiatives of rural women by combining financial products and business development services as well as aiding in the creation of new social networks.

##### Social and Cultural Rights | Swanchetan Society for Mental Health, New Delhi

Survivors of violence, abuse and trauma have turned to Swanchetan for emotional and legal support. The Society continues its impactful work in Delhi, Haryana and Uttar Pradesh.

##### Governance | Mahatma Gandhi Rural Development and Social Changes Trust, Shimoga

This Trust works efficiently with women panchayat members focusing on literacy and education programmes as a way to impact and augment attitudes, learning and build capacities.

#### ESIH Awards Night and Selection Process

The Awards Ceremony at ITC Grand Central was a glittering event marked by cultural performances and women of noteworthy achievements. Rajashree Birla, Chairperson, Aditya Birla Centre for Community Initiatives and Rural Development was the Chief Guest at the event while the Keynote Speaker was Honourable Member of Parliament, Supriya Sule.



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The ESIH Selection Process was supported by Ernst and Young as process advisors and official tabulators and Tata Institute of Social Sciences (TISS) and Institute of Rural Management (IRMA) as field assessors. Out of the total 280 applications received from all across India, only 16 were shortlisted. The Final 16 were further subjected to a stringent, exhaustive process of selection that included the following:

- **Field visits** to the respective organization
- **In-depth interviews** and discussions with the respective organization's staff, beneficiaries and stakeholders
- **Rigorous assessment** of the organization on the parameters of innovation, contextual relevance and sustainability
- A **presentation** made by the Finalists to an eminent jury panel, which included –

**Amrita Patel** – Chairman, National Dairy Development Board (NDDB) and the Foundation for Ecological Security (FES)

**Deep Joshi** – Co-Founder and Director, Professional Assistance for Development Action (PRADAN) and 2009 Ramon Magsaysay Awardee

**Surinder Jaswal** – Dean, School of Social Work at the Tata Institute of Social Sciences (TISS)

**Venkat Ramaswamy** – Executive Director and Co-Founder, Edelweiss Capital Limited

**Vineet Rai** – Founder and CEO, Aavishkaar.

**Zia Mody** – Senior Partner, AZB and Partners

In a move to further ensure that their invaluable work continues unhindered, the five winners and eleven runners-up were granted a total of INR 61 Lacs.



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## Olympic Gold Quest (OGQ)

India's track record at the Olympics has been less than impressive. The second most populated country in the world has only won one individual gold medal and the outlook seems bleak for sports in a country with poor infrastructure and lack of financial support and recognition.

Launched by the Foundation for Promotion of Sports and Games, Olympic Gold Quest (OGQ) strives to complement the efforts of the Indian Government and various Sports Federations by identifying and training the best athletes to represent India at the Olympic Games. OGQ has brought together eminent sportspersons, business leaders, sportswriters and talent scouts to identify emerging athletes, understand their training needs and requirements and raise funds to support athletes with Olympic medal winning potential.

### EdelGive Support

- EdelGive's funding supports one of their athletes M C Mary Kom who comes from a socially difficult background and has dreamt of being a boxing champion from her childhood days.

### About M C Mary Kom

- A four-time world champion boxer from the Indian state of Manipur, Mary Kom is a Khel Ratna awardee and has clinched virtually every international medal which is there to be won with the exception of the Olympic Games which will make women's boxing an Olympic Sport for the first time at the 2012 London Games.



**"The mission of Olympic Gold Quest is to win Olympic Gold medals. EdelGive is proactively helping us make this mission into a nationwide movement"**

***Viren Rasquinha – COO, Olympic Gold Quest***



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## Employee Engagement Model

### LEVERAGING EDELWEISS TALENT

The focus of the Employee Engagement Model at EdelGive is more on investing time and knowledge in the social service sector with the credence that employees are keen to contribute to the underprivileged sections of the society. This model effectively leverages the talents of the Edelweiss employees and matches them with the requirements of its investees, thereby bridging the gap between the corporate and social sectors.

### Volunteering Endeavours

We offer employees a range of opportunities for participation:

### DIRECT PROGRAMME VOLUNTEERING

As the name suggests, employees provide direct, hands-on support to the ultimate beneficiary. NGOs recognize the fact that involving people from a corporate background brings a different dimension to the volunteering activity and adds a fresh perspective to the minds of the less privileged.

### Impact

- Night School Volunteering**

Edelweiss employees have tutored night school students of Classes 8, 9 and 10 in the subjects of English, Math and Science. Our volunteers have received a positive response from these children who would attend these classes regularly.

- Mentoring of Girls from Slum Communities**

Employees have started mentoring girls in slum communities to help them implement projects which benefit their community. The girls have a high level of motivation and are excited about having people from corporate sector who can deploy their skills and knowledge to guide them towards accomplishing their project initiatives.



**"The night school students do not get what we take for granted like nutrition, educational environment and basic infrastructure. After long working hours it is sheer motivation that brings them to these schools. This has really been an enriching experience. It has been my privilege to teach these kids."**

***T V Rangaswami – EVP, Central Operations, Edelweiss***

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## CAPACITY BUILDING FOR THE ORGANIZATION

This level of employee engagement entails working with the people who run NGOs and enabling them to achieve their overall objectives to include business, financial and strategic planning, technology solutions and more. These kinds of projects are generally undertaken by middle and senior level management at Edelweiss based on the skill sets required for the particular project, the experience of the employees and their level of commitment to social causes.

### Impact

- **Business Planning**

An Edelweiss volunteer has created a business plan (from procurement to sales) for a hybrid model organization. Brainstorming through the elements of supply chain, he helped them to identify potential problems. His business plan also helped them estimate the investment required over the next three years to reach a reasonable scale.

- **Technological Solutions**

Employees working in the Business & Solutions Group (BSG) at Edelweiss have designed a web-based monitoring tool for juvenile homes. This tool captures essential information and evaluates these homes based on a set of predefined parameters. This model will be implemented in different states across India.

- **Strategic Guidance**

IIM management students who interned with Edelweiss visited a daycare child center run by one of our investees, Mumbai Mobile Creches (MMC). Post the visit, they presented a critical evaluation of the center using management tools. They have suggested solutions and strategies which will help MMC in identifying both its challenges and ways to resolve them.



**“There are many social initiatives that are devoid of knowledge and access to opportunities in the market. They need a buddy to help them along till they are set up fully and their objective is achieved. A few hours a week is all they need from us.”**

***Rahul Gupta – Manager, Resources at Edelweiss***

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## FIELD VISITS

Visits are organized for Edelweiss employees to the field centres of some of our investees to get a feel of their work at the grassroots level and to sensitize them with the social issues faced by the disadvantaged section of the society. During the visit, an activity is encouraged between the volunteers and the beneficiaries so as to create a connect between them.

### Impact

- Field Visit to Trimbakeshwar**

A day camp was organized by Bhagwan Mahaveer Viklang Sahayata Samiti (BMVSS) to provide artificial limbs to physically challenged people. Edelweiss volunteers provided support to people who faced difficulty while walking, as well as tended to the anxieties of little children affected by polio.

- Field Visit to Mokhada, Thane district**

This field visit was organized to visit the tribal school children at the residential ashram schools supported by our investee, AROEHAN. Our volunteers assisted in tree plantation along with the school children as well as helped in the distribution of solar lights and school notebooks. The presence of the volunteers and their encouraging words inspires these children to seek a better life and also rebuilds their confidence.

## EDELGIVE SYSTEMATIC DONATION PLAN (EGSDP)

The employees at Edelweiss also support EdelGive in the portfolio of investees it is working with through the EdelGive Systematic Donation Plan. The EGSDP is an online contribution system with a systematic approach to periodic monetary contributions. The EGSDP is now enhanced to provide options to employees who can now contribute to a particular investee and to the cause they are working for. Employees may select an investee after careful deliberation and in this manner can also broaden their understanding of the work carried out by EdelGive.



**“At the outset, I would like to thank EdelGive for involving Edelweiss summer interns with their numerous activities. I feel contented that both the projects helped me to understand the social responsibilities of a corporate citizen and also experience and understand NGOs very closely.”**

***Prateek Bhargava – Second year student at IIM-Bangalore, Summer Intern at Edelweiss***



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## Case Study | EdelGive's Impact on Masoom

### The Dilemma

21-year old Amol Pashilkar had failed his SSC examination in the year 2004-05. As he started looking for work, he increasingly realized that without an SSC passing certificate, getting a good job was nearly impossible. So, determined to clear his SSC examination, he enrolled in Milind Night High School in the year 2009-10 after a gap of 4 years.

### The Intervention

Amol started attending extra classes conducted by Masoom as a part of their intervention program. EdelGive supports Masoom's extra classes program by providing volunteers who are good at Math, English and Science and are keen on teaching these students. One of Edelweiss' senior employees, Mr T V Rangaswami took the onus of teaching Math to the students of Milind Night School. Mr Rangaswami also led interactive meetings with these students at Masoom's office to help clear their apprehensions and increase their motivation.

### The Impact

In the beginning, Amol was not confident about his ability to keep up with the class. But soon, Masoom noticed his progress. Amol regularly attended Mr Rangaswami's sessions and found his way of teaching engrossing and interesting. He began to pick up, and get really good at, mathematical concepts and was soon identified as one of the brightest students in his class. He not only improved his learning skills but also got the confidence to tutor students from Classes 8 and 9 in Math. In the year 2009-10, Amol scored 74% in his SSC examination with 88% in Math. His family has also been supportive in successful endeavour to pass his exams.

### The Way Ahead

For this remarkable student, passing the SSC was just the first step. He has enrolled in Milind Night College in the commerce stream as he aspires to be a Chartered Accountant. He works as a computer operator during the day and comes to attend Night College. Through a scholarship, the EdelGive Foundation will sponsor his education for the next 3 years.

Amol is a shining example of how students can reach their potential after attending Masoom's intervention program. Masoom not only helps students to regularize their attendance but also helps them to perform better academically.



**"Three years ago, I flunked in Math in my SSC examination. I had lost hope for clearing this subject. When I started attending extra classes conducted by Masoom, Mr Rangaswami helped me to enhance my confidence. Now I can effectively assist other students with their difficulties with Math."**

***Amol Pashilkar***

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## Investee Stories | **SAMPARC, Spandan and Aajeevika**

### SAMPARC AND A NEW LIFE

After being forced to abandon his education in Class 9 as he was unable to pay his annual school fees of just 650 rupees, Ganesh Balasaheb Kamte was compelled to start working as a farm labourer with his father. It was Amal Ganguly, project in-charge of SAMPARC's Shel-Pimpalgaon Children's Home, who encouraged Ganesh to take a technical training course at SAMPARC's Vocational Training Centre (VTC) at Malavali.

But even those dreams were in the danger of being left unfulfilled. In 2008, unable to pay more than 400 rupees towards his training, Ganesh approached NR Joshi, the VTC Superintendent, for help. Convinced of his abilities, Mr Joshi agreed to keep Ganesh at the VTC hostel and SAMPARC further incurred all expenses for his year-long training for an Electrical Wireman and Motor Winding course. Ganesh went on to secure 86.5% in his final exam and this opened the doors to a new and brighter future. His score made him eligible for a Government Trade Certificate and this certificate in turn enabled him to open a motor winding shop in the Shel-Pimpalgaon village. This proved to be successful as most farmers and industrial centers use electric motors. From struggling to pay his school fees of 650 rupees, Ganesh currently earns 12000-15000 rupees per month and his brothers have also joined him in his business.



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### SPANDAN AND THE VICTORY OVER CORRUPTION

In 2007-08, the Kapildhara scheme was launched under the National Rural Employment Guarantee Act (NREGA), whereby individual families could construct a well in their fields. While it was a vigorously promoted election issue, which could theoretically help farmers realize their dreams of having access to water, the scheme came with several problems. The scheme mandated that the ultimate beneficiaries of the well should pay wages to the workers who were employed to construct the well, with the assurance that the beneficiaries would be reimbursed by the Panchayat.

But, as in the case of Kamala Bai and many others who wanted to build wells in their village, the village Panchayat subsequently deferred wage payments for months. To compound the problem, the technical specifications were not meticulously followed and substandard material was used.

Kamala Bai had to go into debt to pay wages to workers on time. She was forced to borrow 3000 rupees from village moneylenders at exorbitant rates of interest. The situation worsened when the finished well did not have any water. Due to the lack of irrigation, her crop failed, which further led to her indebtedness. Spandan documented the plea of Kamala Bai and other similar cases and mobilized the local media to build pressure on the administration for grievance redressal. Additionally, a public hearing was organized at the District Headquarters in June 2007 where these families stated their pleas before the District Collector. This resulted in further pressure being put on the administration and an immediate enquiry was ordered.

With the support and the efforts of Spandan, the deferred payments of most of the families were released within a week.





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### AAJEEVIKA AND RETURNING TO HIS ROOTS

Shivlal belonged to a small tribal village in Udaipur – a poverty-stricken region marked by scarce opportunities for employment. When he came of age, he migrated to Surat like many of his generation, where he found employment in a company making saris and worked for several years as a sari cutter and folder. But after a sudden death in his family, he felt the need to be closer to his native village and return to his roots.

He came back to Rajasthan in search for employment and tried to work in the housekeeping department of a heritage hotel in Mount Abu but his interests and skills lay elsewhere. He enrolled in Aajeevika Bureau's skill enhancement programme where he learnt plumbing. He believes that Aajeevika helped him realize his passion and true vocation. Today, Shivlal is part of a fledging collective called the Shree Ganesh Pipe Fitters Group which is considered to be one of the most skilled co-operatives in the Gogunda, Udaipur and as importantly, he is back home where he wanted to be.



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## Our Partners

### atDta Foundation

**atDta** The atDta foundation actively promotes small, privately set up relief organizations which mainly work in an honorary capacity and which enable both developmental and social projects. At the core of the atDta Foundation's philosophy is a commitment to 'helping others help themselves'.

### British Asian Trust



The British Asian Trust aims to serve as a 'social fund' in support of high-impact charities within the areas of education, enterprise and health in South Asia (Bangladesh, India, Pakistan and Sri Lanka) and the UK.

### Institute of Rural Management Anand (IRMA)



The professionalization of India's rural sector owes a lot to this institution based in Anand, Gujarat. Over the years IRMA has provided management training, support and research facilities to students committed to rural development and, in this process, it has also reached out to co-operatives and rural development organizations all over the country.

### Tata Institute of Social Sciences (TISS)



One of India's leading social science institutions, TISS has consistently worked for the promotion of sustainable, equitable and participatory development, social welfare and social justice. It aims to do so through value-based professional education, through social research with dissemination of socially relevant knowledge, through social intervention via field action projects and through contributing to social and welfare policy and programme formulation at state, national and international levels.

### UnLtd India



Known as the launch pad for social entrepreneurs, UnLtd India works with passionate and bright entrepreneurs to not only help them grow as leaders but also to help them create high-impact and sustainable organizations primed for further investment and development.

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## Looking Forward: Preparing for Growth

The coming year sees us putting in place a four-point action plan that will enable us to increase our impact as we move to the next level of growth and expansion:

First, we will continue to identify exceptional and high-impact non-profits – especially those working in difficult areas – to achieve our goal of harnessing ideas and energies of social entrepreneurs across the country. We will also focus on improving our due diligence systems, so that we can more efficiently evaluate potential investees.

Second, we will focus inwards by leveraging team strengths and building best-in-class processes, as it is only with these back-end systems that we will be able to achieve deep and broad impact. We will especially concentrate on monitoring and evaluation systems in order to capture and articulate the impact of the work of our investees.

Third, we will forge strategic partnerships and networks with other corporates, donors and foundations, so as to increase the skills and resources available to our investees and build a platform to enable those who wish to give, time, expertise and money to do so efficiently and effectively.

Lastly, we will aim to build and support a learning platform, where we can share our understanding and that of our investees with thought leaders within and outside the social sector. Ultimately, we would like to play a significant role in influencing from ground-up the way in which policy is formulated.

It is with great hope and optimism that we embrace the coming year with a view to further strengthening and broadening our associations with investees we believe in. It is with this hope that we step into a year which we trust will continually help and enrich the lives of those who need it.





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## Auditor's Report

### To the Members of EdelGive Foundation

We have audited the accompanying balance sheet of EdelGive Foundation ('the Company') as at 31 March 2010, the income and expenditure account and the cash flow statement for the year ended on that date annexed thereto. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

1 This report does not include a statement on the matters specified in paragraphs 4 and 5 of the Companies (Auditor's Report) Order, 2003 and amendments thereto (together referred to as 'the Order') issued by the Central Government of India in terms of sub-section (4A) of section 227 of the Companies Act, 1956, since in our opinion and according to the information and explanations given to us, the said Order is not applicable to the Company.

2 Further, we report that:

- (a) We have obtained all the information and explanations which to the best knowledge and belief were necessary for the purposes of our audit;
- (b) In our opinion, proper books of account as required but the law have been kept by the Company so far as appears from our examinations of those books;

- (c) The balance sheet, income and expenditure account and the cash flow statement dealt with by this report are in agreement with the books of account;
- (d) In our opinion, the balance sheet, income and expenditure account and cash flow statement comply with the accounting standards referred to in sub-section (3C) of section 211 of the Companies Act, 1956;
- (e) On the basis of the written representations received from the directors of the Company as at 31 March 2010, and taken on record by the Board of Directors, we report that none of the directors are disqualified as on 31 March 2010 from being appointed as director in terms of clause (g) of sub-section (1) of section 274 to the Companies Act, 1956; and
- (f) In our opinion, and to the best of our information and according to the explanations given to us, the said financial statements, give information required by the Companies Act, 1956 in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:
  - i. in the case of the balance sheet, of the state of affairs of the Company as at 31 March 2010;
  - ii. in the case of the income and expenditure account, of the excess of income over expenditure of the Company for the year ended 31 March 2010; and
  - iii. in the case of cash flow statement, of the cash flows of the Company for the year ended 31 March 2010.

For B S R & Associates  
Chartered Accountants  
Firm's Registration No.: 116231 W

Mumbai  
20 May 2010

Akeel Master - Partner  
Membership No.: 046768

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## Balance Sheet as on 31 March 2010

(Currency : Indian rupees)	Schedule	31 March 2010	31 March 2009
<b>SOURCES OF FUNDS</b>			
<b>Shareholders' funds</b>			
Share capital	3	100,000	100,000
Reserves and surplus	4	57,273	-
<b>TOTAL</b>		<b>157,273</b>	<b>100,000</b>
<b>APPLICATION OF FUNDS:</b>			
<b>Fixed assets</b>			
Gross block	5	6,490	6,490
Less: Accumulated depreciation		1,578	675
<b>Net block</b>		<b>4,912</b>	<b>5,815</b>
<b>Current assets, loans and advances</b>			
Cash and bank balances	6	1,832,359	143,708
Loans and advances	7	5,325	-
		<b>1,837,684</b>	<b>143,708</b>
<b>Less : Current liabilities and provisions</b>			
Current liabilities	8	1,685,323	514,483
		<b>1,685,323</b>	<b>514,483</b>
<b>Net current assets</b>		<b>152,361</b>	<b>(370,775)</b>
<b>Deficit in income and expenditure account</b>		<b>-</b>	<b>464,960</b>
<b>TOTAL</b>		<b>157,273</b>	<b>100,000</b>
Significant accounting policies	2		
Notes to the accounts	12		

The schedules referred to above form an integral part of the balance sheet.

As per our report attached.

For **B S R & Associates**

Chartered Accountants

Firm Registration No.116231W

**Akeel Master**

Partner

Membership No: 046768

Mumbai

20th May 2010

For and on behalf of the Board of Directors

Vidya Shah

Director

Shabnam Panjwani

Director

Mumbai

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## Income and expenditure account for the year ended 31 March 2010

(Currency : Indian rupees)	Schedule	31 March 2010	31 March 2009
<b>INCOME</b>			
Donation mobilized	9	28,618,365	6,309,421
		<b>28,618,365</b>	6,309,421
<b>EXPENDITURE</b>			
Funds deployed	10	24,212,775	5,366,145
Operating expenses	11	3,882,454	1,407,561
Depreciation		903	675
		<b>28,096,132</b>	6,774,381
<b>Surplus / (deficit) for the year</b>		<b>522,233</b>	(464,960)
<b>Balance brought forward from the Previous Year</b>		(464,960)	-
<b>Surplus/ (Deficit) balance carried forward to balance sheet</b>		<b>57,273</b>	(464,960)

Significant accounting policies

2

Notes to the accounts

12

The schedules referred to above form an integral part of the profit and loss account.

As per our report attached.

For **B S R & Associates**

*Chartered Accountants*

Firm Registration No.116231W

**Akeel Master**

*Partner*

Membership No: 046768

Mumbai

20th May 2010

For and on behalf of the Board of Directors

Vidya Shah

Director

Shabnam Panjwani

Director

Mumbai



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## Cash flow statement for the year ended 31 March 2010

(Currency : Indian rupees)	Schedule	31 March 2010	31 March 2009
<b>A Cash flow from operating activities</b>			
Surplus / (deficit)		522,233	(464,960)
<i>Adjustments for</i>			
Depreciation / amortisation		903	675
<b>Operating cash flow before working capital changes</b>		523,136	(464,285)
<i>Adjustments for</i>			
(Increase) in loans and advances		(5,325)	-
Increase in current liabilities		1,170,840	514,483
<b>Net cash generated from operating activities - A</b>		<b>1,688,651</b>	50,198
<b>B Cash flow from investing activities</b>			
Purchase of fixed asset		-	(6,490)
<b>Net cash used in investing activities - B</b>		-	(6,490)
<b>C Cash flow from financing activities - C</b>			
Proceeds from issue of share capital		-	100,000
<b>Net Cash generated from financing activities - C</b>		-	100,000
<b>Net increase in cash and cash equivalents (A+B+C)</b>		<b>1,688,651</b>	143,708
Cash and cash equivalents as at the beginning of the year		143,708	-
Cash and cash equivalents as at the end of the year		<b>1,832,359</b>	143,708
(Refer Note 1)			

Note:

- 1 Cash and cash equivalents comprise of cash on hand and bank balances in current accounts (Refer schedule 6 to the financial statements).

As per our report attached.

For **B S R & Associates**

*Chartered Accountants*

Firm Registration No.116231W

**Akeel Master**

*Partner*

Membership No: 046768

Mumbai

20th May 2010

For and on behalf of the Board of Directors

Vidya Shah

Director

Shabnam Panjwani

Director

Mumbai

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## Schedules to the financial statements for the year ended 31 March 2010

(Currency: Indian Rupees)

### 1. BACKGROUND

EdelGive Foundation ('the Company') was incorporated in India as a private limited company on 29 May 2008 under section 25 of the Companies Act, 1956.

The Company is 100% subsidiary of Edelweiss Capital Limited with the primary focus on creating educational and employment opportunities for underprivileged youth. Its core functioning is to identify promising social entrepreneurs and Non-Governmental Organization ('NGO') and helping them to scale their projects by providing them with financial and capacity building support.

The Company is registered under section 12AA of the Income Tax Act, 1961 dated 24 September 2008 vide No. 41989.

The Company has obtained a certificate under section 80 G(5) of the Income Tax Act, 1961 dated 6 January 2009 vide order No. DIT (E)/MC/80G/1128/2008/2008-09.

### 2. SIGNIFICANT ACCOUNTING POLICIES

#### 2.1 Basis of preparation of financial statements

The accompanying financial statements are prepared and presented under the historical cost convention, on the accrual basis of accounting and comply with the Accounting Standards prescribed by the Companies (Accounting Standards) Rules, 2006 and the relevant provisions of the Companies Act, 1956 ('the Act') to the extent applicable. The financial statements are presented in Indian rupees.

#### 2.2 Use of estimates

The preparation of the financial statements in conformity with the generally accepted accounting principles requires the management to make estimates and assumptions that affect the reported amount of assets, liabilities, revenues and expenses and disclosure of contingent liabilities on the date of the financial statements. Actual results could differ from the estimates. Any revision to accounting estimates is recognised prospectively in current or future periods.

#### 2.3 Donations

Donations mobilized are accounted on the date of receipt. All donations received during the period are towards the objectives of the Company.

#### 2.4 Fixed assets and depreciation

Fixed assets are stated at cost less accumulated depreciation. The cost of fixed assets comprises purchase price and any attributable cost of bringing the asset to its working condition for its intended use.

Depreciation is provided on a written down value basis from the date the asset is ready to use or put to use whichever is earlier. In respect of assets sold, depreciation is provided upto the date of disposal.

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(Currency: Indian Rupees)

### SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### 2.4 Fixed assets and depreciation (Continued)

Depreciation is charged at the rates prescribed in the Schedule XIV to the Companies Act, 1956 as given below:

Class of asset	Rate of depreciation
Office equipments	13.91%

All fixed assets individually costing less than Rs. 5,000 are fully depreciated in the year of installation.

#### 2.5 Impairment of assets

The Company assesses at each balance sheet date whether there is any indication that an asset may be impaired based on internal/external factors. If any such indication exists, the Company estimates the recoverable amount of the asset. If such recoverable amount of the asset is less than its carrying amount, the carrying amount is reduced to its recoverable amount. The reduction is treated as an impairment loss and is recognized in the profit and loss account. If at the balance sheet date there is an indication that a previously assessed impairment loss no longer exists, the recoverable amount is reassessed and the asset is reflected at the recoverable amount subject to a maximum of the depreciable historical cost.

#### 2.6 Taxation

Income-tax expense comprises current tax (i.e. amount of tax for the period determined in accordance with the Income Tax Act, 1961).

There is no provision for tax made in the accounts as the Company has been registered under section 12AA of the Income Tax Act, 1961.

#### 2.7 Provisions and contingencies

The Company creates a provision when there is a present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. When there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate. If it is no longer probable that the outflow of resources would be required to settle the obligation, the provision is reversed.

Contingent assets are not recognised in the financial statements. However, contingent assets are assessed continually and if it is virtually certain that an economic benefit will arise, the asset and related income are recognised in the period in which the change occurs.



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## Schedules to the financial statements as at 31 March 2010 (Continued)

(Currency: Indian Rupees)

	31 March 2010	31 March 2009
<b>3 Share capital</b>		
<b>Authorized:</b>		
20,00,000 (Previous year: 20,00,000) Equity Shares	20,000,000	20,000,000
of Rs.10 each.		
	<b>20,000,000</b>	20,000,000
<b>Issued , Subscribed and Paid Up</b>		
10,000 (Previous year: 10,000) Equity Shares of	100,000	100,000
Rs. 10 each, fully paid up	<b>100,000</b>	100,000
<b>Note:</b>		
<i>(The entire paid up capital is held by Edelweiss Capital</i>		
<i>Limited, the holding company and its nominees).</i>		
<b>4 Reserves and surplus</b>		
Balance in Income and Expenditure Account	57,273	-
	<b>57,273</b>	-

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## Schedules to the financial statements as at 31 March 2010 (Continued)

(Currency : Indian rupees)

### 5 Fixed assets

Particulars	Gross Block			Depreciation			Net Block		
	As at 1 April 2009	Additions during the period	Deductions during the period	As at 31 March 2010	As at 1 April 2009	Additions during the period	Deductions during the period	As at 31 March 2010	As at 31 March 2009
Office Equipment	6,490	-	-	6,490	675	903	-	1,578	5,815
Total	6,490	-	-	6,490	675	903	-	1,578	5,815
Previous year	-	6,490	-	6,490	-	675	-	675	5,815

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## Schedules to the financial statements as at 31 March 2010 (Continued)

(Currency: Indian Rupees)

	31 March 2010	31 March 2009
<b>6 Cash and bank balances</b>		
Cash in hand	26,058	38,619
Cheque in hand	1,300,000	-
Balances with scheduled bank		
- in current account	506,301	105,089
	<b>1,832,359</b>	<b>143,708</b>
<b>7 Loans and advances</b>		
(Unsecured and considered good)		
Advances recoverable in cash or in kind or for value to be received	5,325	-
	<b>5,325</b>	<b>-</b>
<b>8 Current liabilities</b>		
Sundry creditors	1,606,952	294,123
(Refer schedule 12.3)		
Payable to Edelweiss Capital Limited, holding company	-	212,160
Other liabilities	78,371	8,200
	<b>1,685,323</b>	<b>514,483</b>



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## Schedules to the financial statements for the year ended 31 March 2010 (Continued)

(Currency: Indian Rupees)

	31 March 2010	31 March 2009
<b>9 Donation mobilized</b>		
Corporates	27,303,000	5,475,000
Individuals and others	1,315,365	834,421
	<b>28,618,365</b>	<b>6,309,421</b>
<b>10 Funds Deployed</b>		
Aangan Trust	581,265	188,755
Astha Sansthan	100,000	-
Azad Foundation	500,000	-
Bal Rashmi Society	100,000	-
Bhagwan Mahaveer Viklang Sahayata Samiti	1,000,000	-
Centre for Social Research	100,000	-
Chehak Trust	1,000,000	-
Deepak Foundation	100,000	-
Distric Fishermen's Youth Welfare Association	100,000	-
Foundation for Promotion of Sport and Games	1,000,000	-
Health Management and Research Institute	1,000,000	-
Humana People to People India	100,000	-
Ibtada	587,250	-
J L Shirsekar Shikshan Sanstha	-	500,000
K.C. Mahindra Education Trust	100,000	-
Kolkata Sanved	150,000	-
Light of Life Trust	3,757,100	150,000
Maharogi Seva Samiti	2,500,000	-
Mahatma Gandhi Rural Development & Social Changes Trust	500,000	-
Manthan Sansthan Kotri	100,000	-
Masoom	1,426,660	973,350
Mumbai Mobile Creches	1,500,000	-
Nirmala Niketan Institute	-	8,000
Operation Smile India	1,000,000	-
Organisation for Awareness of Integrated Social Security	50,000	-
Parivar Education Society	500,000	-
Pratham Mumbai Education Initiative	1,708,700	1,833,500
Saher	168,300	65,540
Samaritan Help Mission	1,000,000	-

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## Schedules to the financial statements for the year ended 31 March 2010 (Continued)

(Currency: Indian Rupees)

10	Fund Deployed (Continued )	31 March 2010	31 March 2009
	Social Action For Manpower Creation	450,000	1,200,000
	Sanhita	100,000	-
	SCMM 2009	-	2,000
	Shree Gujrati Samaj Vidyalaya	-	25,000
	Students Literary & Scientific Society	31,000	65,000
	Snehalaya	500,000	350,000
	Society For Rural Industrialisation	50,000	-
	Shriyans Prasad Jain Sadhana School	-	5,000
	Sunbeam	500,000	-
	Sure Barmer	50,000	-
	Sutra HP	150,000	-
	Swayam	100,000	-
	Tamilnad Kidney Research Foundation	1,000,000	-
	The Action Northeast Trust	100,000	-
	Under the Mango Tree	452,500	-
		<b>24,212,775</b>	<b>5,366,145</b>

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## Schedules to the financial statements for the year ended 31 March 2010 (Continued)

(Currency: Indian Rupees)

	31 March 2010	31 March 2009
<b>11 Operating expenses</b>		
Auditors' remuneration (Refer schedule 12.2)	56,501	55,150
Advertising	232,229	140,974
Travelling and conveyance expenses	811,263	176,299
Seminars and conference	944,069	37,790
Postage & courier charges	11,816	-
Incorporation expenses	-	261,918
Legal and professional fees	1,529,566	546,830
Office expenses	116,465	90,912
Repair and maintenance - others	15,000	2,205
Printing and stationery	88,575	33,883
Rates and taxes	11,576	5,560
Staff welfare expenses	8,687	-
Electricity expenses	48,268	44,218
Telephone expenses	2,400	11,822
Miscellaneous expenses	6,039	-
	<b>3,882,454</b>	<b>1,407,561</b>



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## Schedules to the financial statements for the year ended 31 March 2010 (Continued)

(Currency: Indian Rupees)

### 12. NOTES TO THE ACCOUNTS

#### 12.1 Capital commitments and contingent liabilities

The Company has Rs. Nil (Previous year: Rs. Nil) as capital commitments and contingent liabilities as at the balance sheet date.

#### 12.2 Auditors' remuneration

	2010	2009
As Auditors (including service tax)	55,150	55,150
Out-of-pocket expenses	1,351	-
	<b>56,501</b>	<b>55,150</b>

#### 12.3 Details of dues to micro, small and medium enterprises

The Company has requested its creditors to confirm the applicability to them under the Micro Small and Medium Enterprises Development Act, 2006. Based on the responses received by the Company, the details of dues to micro enterprises and small enterprises are as under:

Sr. No.	Particulars	2010	2009
1.	The principal amount and the interest due thereon (to be shown separately) remaining unpaid to any supplier as at the end of accounting period	Nil	Nil
2.	The amount of interest paid by the buyer in terms of section 16 of the Micro Small and Medium Enterprise Development Act, 2006, along with the amounts of the payment made to the supplier beyond the appointed day during accounting period	Nil	Nil
3.	The amount of interest due and payable for the period of delay in making payment (which have been paid but beyond the appointed day during the period) but without adding the interest specified under Micro Small and Medium Enterprise Development Act, 2006.	Nil	Nil
4.	The amount of interest accrued and remaining unpaid at the end of accounting period	Nil	Nil
5.	The amount of further interest remaining due and payable even in the succeeding years, until such date when the interest dues as above are actually paid to the small enterprise for the purpose of disallowance as a deductible expenditure under section 23 of the Micro Small and Medium Enterprise Development Act, 2006.	Nil	Nil

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## Schedules to the financial statements for the year ended 31 March 2010 (Continued)

(Currency: Indian Rupees)

### 12. NOTES TO THE ACCOUNTS (CONTINUED)

#### 12.4 Cost Sharing

The Company is a wholly owned subsidiary of Edelweiss Capital Limited. It has been set up by Edelweiss Capital Limited to play active role towards corporate social responsibility. In order to support the endeavor of the Company, certain expenses pertaining to the Company have been incurred by the holding company.

#### 12.5 Managerial remuneration

No managerial remuneration is paid/payable during the year ended 31 March 2010.

#### 12.6 Schedule VI disclosures

Disclosures under Schedule VI to the Companies Act, 1956 have been made to the extent applicable to the Company.

#### 12.7 Prior period comparatives

Previous year figures have been regrouped and reclassified wherever necessary to confirm to current year's presentation.

For and on behalf of the Board of Directors

Vidya Shah

Shabnam Panjwani

Director

Director

Mumbai

20th May 2010

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## Balance sheet abstract and Company's general business profile

### I Registration details

Registration No

U65999MH2008NPL182809

State  
code

11

Balance sheet date

31

03

2010

### II Capital raised during the year (Amount in Rupees thousand)

Public issue

Nil

Rights issue

Nil

Bonus issue

Nil

Private placement

Nil

### III Position of mobilisation and deployment of funds (Amount in Rupees thousand)

Total liabilities

157

Total assets

157

Source of funds

Paid-up capital

100

Reserves and surplus

57

Share application money pending allotment

Nil

Deferred tax liability

Nil

Secured loans

Nil

Unsecured loans

Nil

Application of funds

Net fixed assets

5

Investments

Nil

Net current assets

152

Miscellaneous expenditure

Nil

Deferred Tax Asset

Nil

Deficit in income and expenditure account

Nil



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## Balance sheet abstract and Company's general business profile (continued)

### IV Performance of the Company (Amount in Rupees thousand)

Turnover	Total expenditure
28,618	28,096
Surplus/(deficit) before tax	Surplus./(deficit) after tax
522	522
Earnings per share	Dividend rate
52.22	Nil

### V Generic names of three principal products/ Services of the Company (as per monetary terms)

Item code No (ITC Code)	Not applicable
Product Description	Not for Profit Organisation

For and on behalf of the Board of Directors

Vidya Shah	Shabnam Panjwani
Director	Director

Mumbai  
20th May 2010