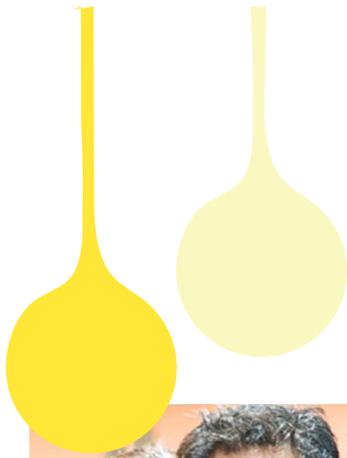


A close-up photograph of a young girl with dark hair tied back, wearing a blue and white plaid school shirt and a dark blue jacket. She is smiling broadly, showing her teeth. In the background, another child is partially visible, also wearing a similar uniform. The background is slightly out of focus, showing green foliage.

LIVES  
YOU  
HELPED  
CHANGE  
THIS  
YEAR

ANNUAL  
REPORT  
2012



"Since we deal with real life challenges, on a daily basis, it is important for us to stay grounded. Having said that, it is imperative that we hold on to our vision: 'Bringing hope. Changing lives'.

Over the last two decades, our work has been strengthened and enriched beyond measure. We must remain grateful to those we work with, our volunteers and partners from across every strata of society.

As we head into another year of service, let us cherish and learn from experience while keeping ourselves open to innovative ideas that transform communities, one individual at a time."

**Ian Correa**  
Chief Executive Officer  
HOPE *foundation*

Cover photo: Dr. Robin Wyatt

# CHANGE IN THE LIVES OF CHILDREN AND YOUNG PEOPLE

HOPE *foundation* works to bring about change in the lives of children, young people and vulnerable individuals. We educate children, provide healthcare and train young people and women in skills for livelihoods. Our team of 550 people and many more volunteers and partners work in 26 cities in India through over 100 programs and community-based services.

**211,467 lives transformed in 2012**



*Elementary school students at the HOPE foundation school in Bangalore*

# GOING TO SCHOOL

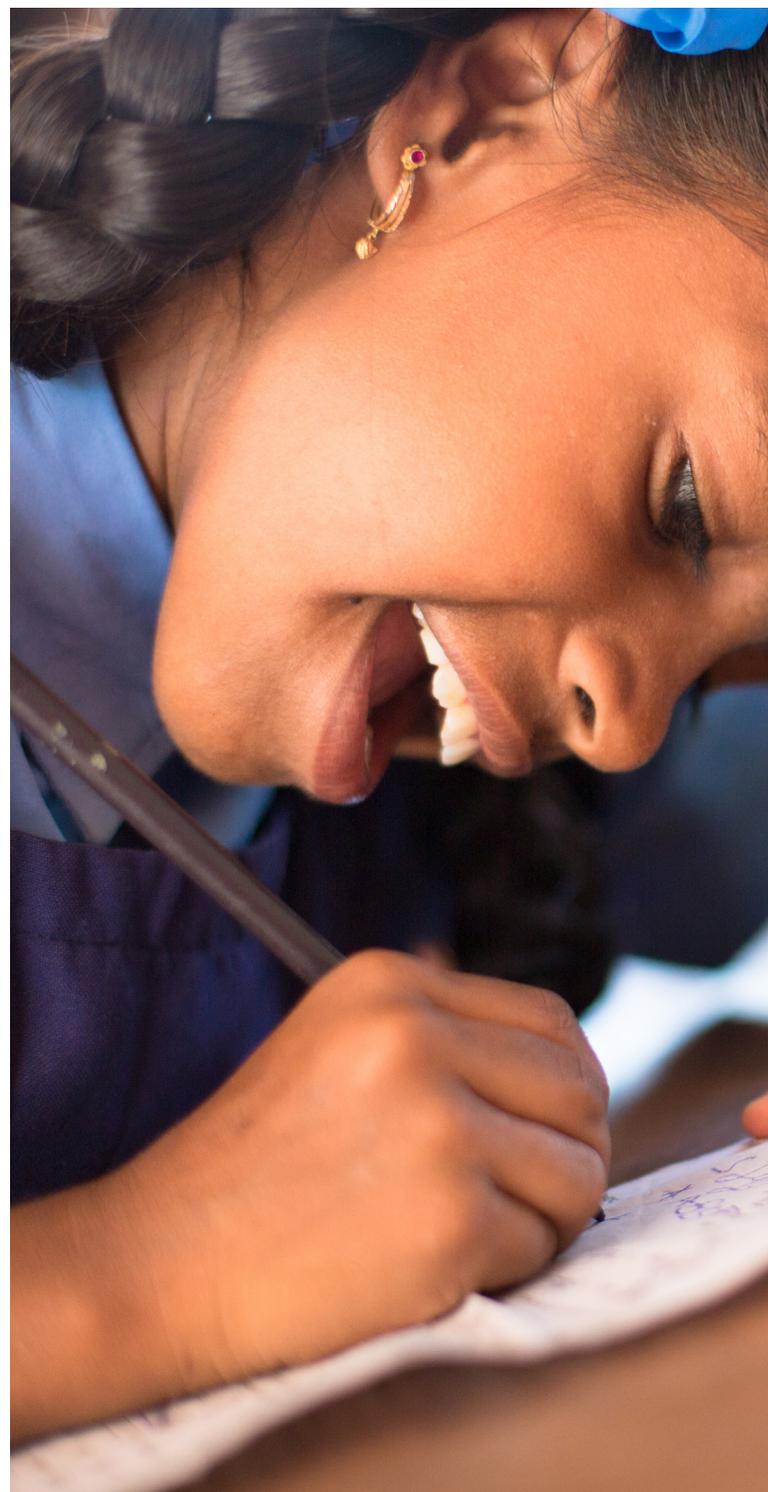
In India, **every second child drops out of school** before reaching middle school. **45 million children** of school going age in India **work** instead of attending school.

(International Labour Organization)

**8,185** children affected by poverty, child labor or calamity received quality education, and hope for a better future, at HOPE *foundation's* schools and tuition centers in 2012.

The children enjoyed learning through computer aids, libraries, sports and extra-curricular activities. The focus of our schools is on quality education and overall development of the child. We pay special attention to the education of girls. This year, there were **3,872** girls enrolled in our schools and tuition centers.

**8,185** children went to school in **2012**  
at  
**27** schools & tuition centers  
across **14** cities.



*Priyadarshini, 7, is a student at the Samsung School of HOPE, Chinnangudi in Nagapattinam.*

*Photo: Dr. Robin Wyatt*

## "I am lucky to be in school."

**Thaseen Taj** is the youngest of five girls and has eight brothers. She is 12 years old. Seven years ago, Thaseen's schooling almost came to a stop. Her father ran a small second-hand leather clothing business to maintain his family, but could not afford the private English medium school where Thaseen was studying. A neighbor told her parents about the HOPE *foundation* school, close to their home.

Encouraged by its low fees, at less than Rs 2,000 (\$35) a year, they sought admission for their daughter in Class I. A few years later, Thaseen's two younger brothers joined her.

"I am lucky to be in school. My oldest sister is married. My other sisters help out at home and don't go to school," says Thaseen, who is in Class VIII now. She wants to be a teacher and help children who cannot afford school.

*"The students are eager to learn and very receptive to us – a single conversation makes a huge difference to the way they think...That keeps us going."*

– **Amalor Paramary**, teacher  
HOPE *foundation* school, Bangalore



Thaseen Taj, 12

# STAYING HEALTHY, STAYING ALIVE

India has the highest number of under-five deaths in the world. More than **1.6 million** children **died** before they turned five in **2011**.

(Unicef's Child Mortality Estimates Report 2012)

**58,267** children, women and men received healthcare through HOPE *foundation* in 2012.

Saving the lives of children under the age of five was a focus this year. HOPE *foundation* provided healthcare for **3,404** children and **13,290** pregnant women and mothers in three urban slums in Delhi. We also educated them on how to care for themselves and their babies. We worked to prevent diseases such as tuberculosis and HIV/AIDS, detect cancer, and treat and rehabilitate people with leprosy.

**58,267** people got healthier in **2012**

through **9** programs

across **4** cities.



An Anganwadi worker checks a child's weight during the Chotton ki Asha health programme in Delhi's Sonia Vihar slum settlement.

Photo: Dr. Robin Wyatt

## “My ignorance could have harmed my baby.”

Sarita was not even sure she was pregnant when she first attended a session on maternal and child health at HOPE foundation in Delhi's Okhla urban slum, in September 2011. Back home, Sarita took a pregnancy test and found that she was two months pregnant with her first child. “According to custom, a woman does not tell anyone about her pregnancy during the first three months. We fear miscarriages due to the ‘evil eye’,” says Sarita, 24.

After several counseling sessions at HOPE foundation, Sarita registered herself at the Safdarjung hospital and got an anti-tetanus vaccine. “There were so many things I didn't know. I started a balanced, nutritious diet, and also took supplementary vitamins.”

Meanwhile, she began reaching out to other pregnant women in her colony, like her neighbor, Shivataran, who was expecting her third child. Shivataran was adamant about delivering her child in the village. “When I spoke to Shivataran, I gave my own example – of how little I had known and how that could have harmed my baby,” says Sarita. She convinced Shivataran to get herself registered at the hospital for her delivery. In April 2012, Shivataran gave birth to a healthy boy. Two months later, Sarita too had a boy whom she's named Aman.

Shivataran and Sarita now regularly attend mothers' group meetings at the HOPE Center.

*“The State is now further strengthening what HOPE started... This is one of the best NGO partnerships we have had in 15 years.”*

– **Dr. Gurpreet Singh**, Chief Medical Officer  
(Plan) for Municipal Corporation of Delhi



Sarita with son, Aman

# LEARNING A SKILL

Of **40 million** people registered in employment exchanges in India, only **0.2 million** get jobs every year. **80%** of the Indian workforce does not have identifiable marketable skills.

(Ernst & Young-FICCI study)

**18,168** young people found jobs and better employment opportunities, trained in vocation skills by HOPE foundation in 2012. Students, unemployed youth and unskilled women from urban slums and villages learned skills in computers (MS-Office, Corel Draw, PageMaker and Tally), tailoring, weaving, masonry, plumbing, electrical works, welding, cellphone repair and driving, at our centers across India.

We reached out to them through peers, siblings and community leaders, and mentored them in a learner-friendly environment. Afterwards, we helped with follow-ups and job placements.

**18,168** people learnt vocational skills in

**2012**

through **40** programs

across **8** cities.



*Durgadevi R is a tailoring student at our vocational skills training center in Nagapattinam.*

*Photo: Dr. Robin Wyatt*

## “I can’t believe I work for Goldman Sachs!”

**Dayana Cilveya**’s father retired when she was barely five years old. He soon underwent a heart surgery. Since then, Dayana’s dream has been to get a well-paying job: “I want to take care of my family, especially my father.” Today, as a data analyst with global investment banking firm, Goldman Sachs, she is living that dream.

In her final year of college (Bachelors of Commerce), Dayana realized she needed to learn computers to get a good job. “Most computer training centers were expensive and too far from my home,” she says.

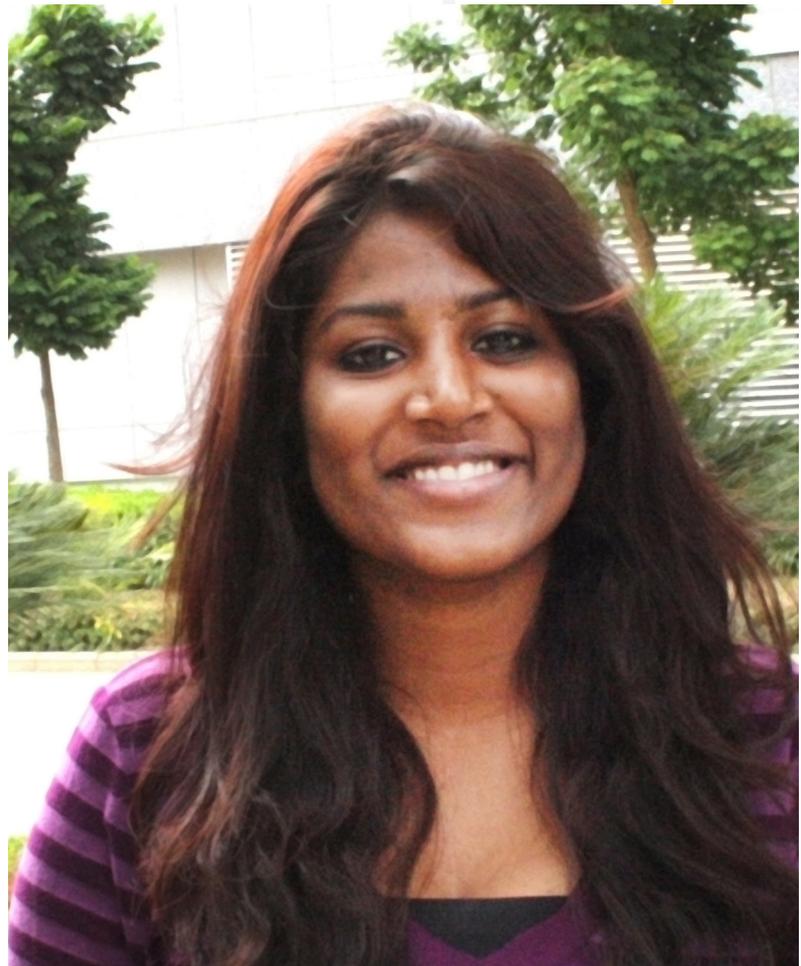
“I found out about the HOPE *foundation* center in Udaynagar, Bangalore. It was close by and the fees were 10 times lower than at other centers! I took a three-month course in basics, Tally, Corel Draw and Internet applications.”

In February 2012, towards the end of her training, Dayana and two other girls were selected for a summer internship with Goldman Sachs, from among 200 students from HOPE *foundation* centers in Bangalore. Dayana’s performance as an intern earned her a permanent position with a starting salary of Rs 25,000 (US \$463) per month.

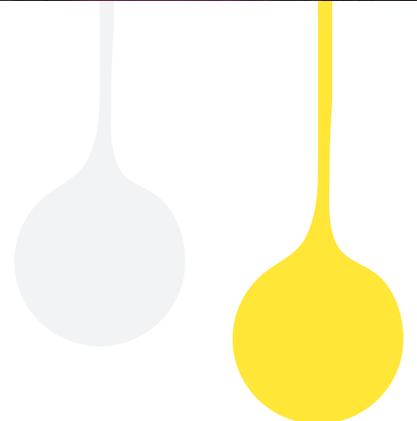
“I feel more confident, getting such an opportunity even before completing my college education. I can now help my family. My parents are really proud of me. Two of my friends have also joined the HOPE *foundation* computer training center after hearing about me,” says the 20-year-old.

*“The biggest challenge is to motivate the students. The circumstances under which they live can easily stop them from coming to class.”*

– **Augustine TP**, Program Director,  
Vocational Training



Dayana Cilveya, 21



# MAKING A LIVING

**Microfinance** is a powerful tool in meeting the Millennium Development Goal, of cutting the proportion of people living on **less than one dollar** a day in half, by 2015.

(United Nations Development Programme)

**657** people turned entrepreneurs and built assets worth **Rs 5,206,200 (\$96,820)** as a result of HOPE foundation's microfinance initiatives in 2012. Our interest free loans – which fund raw materials and pay vendors – helped them start their own businesses, create jobs for more people, and take their first step out of poverty.

The microfinance program has helped many people in rural areas and urban slums where dreams are often crushed under heavy debt from high interest (up to 25 per cent) and multiple loans. The repayment rate of our loans is 95 per cent. This has also made poor people credit-worthy with banks, which now offer them loans between Rs 2 lakh (\$3,600) and Rs 5 lakh (\$9,000).

**657** people gained livelihoods in **2012**  
through **6** programs  
across **3** cities.

*Silambarasan at work in the carpentry shed run by G Ramesh of Nagapattinam who started his business with help from our microfinance programme*

*Photo: Dr. Robin Wyatt*



## “I have only completed high school, but I’m hiring college graduates!”

Until a year ago, **S Raja** was earning between Rs 2,000 and Rs 4,000 (\$38-75) a month as a cable operator. Today, he owns a multimedia business that makes up to Rs 60,000 (\$1,140) a month!

Raja lives in Tharangambadi in Nagapattinam district of Tamil Nadu. He has studied till Class X. “Without a college degree, I couldn’t get a better job. I wanted to learn multimedia, but private training centers were too expensive,” says Raja.

“I found out about the HOPE *foundation* training center in Nagapattinam. The fees were affordable and I joined a course in multimedia.”

Raja also took a course in entrepreneurial development skills, part of the ‘Skills 2 Succeed’ program developed for HOPE *foundation* by Quest Alliance and sponsored by Accenture. After the course, Raja borrowed Rs 25,000 (\$478) from HOPE *foundation* and bought a computer, printer, scanner and chairs and tables. In few months, he had his own multimedia enterprise.

“We make invitations and visiting cards, full screen ads and big banners. Monthly profits come to a minimum of Rs 15,000 (\$287). Big orders, such as 10 banners, bring in up to Rs 60,000.”

“Today, I am respected in my community. I only passed Class X, but I am providing jobs for graduates!”

*“One needs to learn from HOPE about microfinance. They connect communities to vendors to start a business, instead of dealing in cash.”*

– **Padma Venkataraman**, Trustee,  
Global Cancer Concern India



S Raja at work

Photo: Dr. Robin Wyatt

# HAVING A HOME

There are an estimated **11 million** abandoned children in India. **90%** of them are girls.

(UNHCR report/ Times of India, April 2011)

**170** abandoned children, women and people living with HIV/AIDS found shelter and care at HOPE foundation's orphanages and homes in 2012. At our homes of HOPE, they received education, skills training, medical care, recreation and rehabilitation.

We have two orphanages in Delhi and Trichy, a hostel for street children in Bangalore, a home for people living with HIV/AIDS in Chennai and an old age home in Kochi. We also work with a government home for people with mental disability in Delhi.

**170** people found care and shelter in **2012**  
at **5** homes  
across **5** cities.



*Somesh, 8, assembles a jigsaw puzzle at his new home, SAP Labs Center of HOPE, Bangalore.*

*Photo: Pam Durkota*

## 'A blessing from the heavens'

Barely hours after she was born in 2002, **Varsha** was abandoned at a bus stop in East Delhi. A policeman brought her to HOPE *foundation's* Asharan orphanage.

A premature baby, Varsha was severely dehydrated and unable to digest feeds; she was put on an incubator. Hearing her story, Toril from Adops Jons Forum donated a radiant heat warmer and a photo therapy machine.

The staff named her 'Varsha' meaning 'rain' – they considered her a blessing from heaven. After battling for life for days, Varsha started recovering. But soon after, doctors diagnosed her with Down Syndrome.

Despite her delicate condition, Varsha's attempt to live a normal life became a source of inspiration to all at Asharan. Her first crawl, her first step, her first meal – everything was followed closely.

In May 2012, Varsha's long-awaited adoption came through and she left with her new family, a couple from the United States. She had just turned 10. The same month, seven other children from Asharan left for their new homes.

*"Every child here is trying to overcome the past trauma in his or her own way... it's really inspiring."*

– **Jolly Geevarghese**, Senior Program Manager,  
Asharan orphanage



*Varsha, 10, with her new parents*

# HOPE FOR DELHI'S URBAN POOR

**14.7%** of Delhi's population lives **below the poverty line** (less than \$1.50 a day).

(Economic Survey of Delhi, 2008-09)

**126,020** of Delhi's urban poor people benefited from HOPE *foundation's* work as a District Resource Center for the Government of Delhi's Mission Convergence (Samajik Suvidha Sangam) program this year. Through Mission Convergence, HOPE *foundation* helped reach government social welfare programs in livelihood, health, non-formal education and legal literacy to vulnerable individuals in the capital's West District, from April 2011 to March 2012. We conducted health camps for **3,500** people and helped enroll **14,400** people for national health insurance. A total of **107,821** people also enrolled for the Unique Identification Number (UID).

We trained **142** students in vocational skills. We also conducted 10 financial literacy trainings. Of the **157** people trained, **25** applied for and received microfinance assistance to start their own enterprises.

**126,020** people improved their lives in **2012** through healthcare, skills training, and new livelihoods, in West Delhi.



*HOPE health worker, Sonia (right) with a mother and her son in Delhi*

# FINANCIAL SUMMARY

Balance sheet of HOPE foundation  
for the year ending **March 31, 2012**

## ASSETS

	Rupees (in Lakh)	
Current assets	1,683.12	53.59 %
Fixed assets (1)	1,372.42	43.70 %
Deposits and Advances	49.40	1.57 %
Loans disbursed (2)	42.27	1.36 %
Current Liabilities	(6.76)	(0.22) %
<b>Total</b>	<b>3,140.45</b>	

## LIABILITIES

	Rupees (in Lakh)	
Income and Expenditure A/c Balance (3)	2,433.92	77.50 %
Restricted Funds	389.47	12.40 %
Corpus/ Endowment fund(s)	317.06	10.10 %
Earmarked Funds		
<b>Total</b>	<b>3,140.45</b>	

### Notes

- (1) Includes movable and immovable assets.
- (2) Includes program loans such as credit to communities and staff loans.
- (3) In case of income exceeding expenditure.

The financial information has been derived from the audited financial statements of HOPE foundation for the financial year ending March 31, 2012, which was audited by Agarwal Jetley & Co. A complete copy of the audited accounts is available upon request. HOPE foundation is committed to integrity and transparency in its accounts. We are thoroughly scrutinised by the Government of India, and take pride in spending every rupee that we receive carefully.

# INCOME

Rupees  
(in Lakh)

International sources (4)	655.41	50.36 %
Indian sources (5)	588.62	45.24 %
Self-generated income (6)	57.31	4.40 %

**Total** **1,301.34**

# EXPENDITURE

Rupees  
(in Lakh)

Vocational training	401.46	33.86 %
Education	295.08	24.90 %
Management (7)	150.38	12.68 %
Fundraising & volunteers	114.05	9.63 %
Orphanages & home for HIV	88.20	7.44 %
Community development & disaster relief	63.49	5.35 %
Health	61.53	5.2 %
Microfinance	11.15	0.94 %

**Total** **1,185.34**

**Excess in income over expenditure** **116**

**Previous FY  
2010-11  
Rupees (in Lakh)**

**790.99**

## Income & Expenditure of HOPE foundation for the year ending March 31, 2012

### Notes

- (4) International sources include grants from multi/ bi-lateral and international grant making agencies and individuals in other countries who donate directly.
- (5) Indian sources include grants from government, voluntary grant making agencies, foundations and trusts, grants from corporates, public contributions (including NRIs).
- (6) Self-generated income includes donations, interests from banks and community contributions.
- (7) Central management/ administrative expenses.

**Previous FY  
2010-11  
Rupees (in Lakh)**

**706.13**

# Income and Expenditure of HOPE worldwide India for the year ending March 31, 2012

## INCOME

	Rupees (in Lakh)	
Local (Indian) donations	77.40	23.77 %
International donations	240.79	73.94 %
Bank/FD/Interest earned on FCRA Fund	1.02	0.315 %
Bank/FD/Interest earned on Local Fund	1.60	0.50 %
Miscellaneous	4.78	1.47 %
<b>Total</b>	<b>325.59</b>	

## EXPENDITURE

	Rupees (in Lakh)	
Education	40.79	19 %
Vocational training	31.81	14.8 %
Orphanages & old age homes	17.43	8.18 %
Health	75.57	35.19 %
Fundraising	1.76	0.83 %
Management	47.44	22 %
<b>Total</b>	<b>214.8</b>	
<b>Excess in income over expenditure</b>	<b>110.79</b>	

Our work in India combines the budget of two entities: HOPE *foundation* and HOPE *worldwide* India.

The above financial information has been derived from the audited financial statements of HOPE *worldwide* India for the financial year ending March 31, 2012, which was audited by Agarwal Jetley & Co. A complete copy of the audited accounts is available upon request. HOPE *worldwide* India is committed to integrity and transparency in its accounts. We are thoroughly scrutinised by the Government of India, and take pride in spending every rupee that we receive carefully.

# Thank you for the lives that you have helped change

ABB  
Accenture  
Accor Foundation  
Adobe  
Allegis Group  
Allison Transmission  
ASDA  
Bally Cares  
Bandhua Mukti Morcha  
Bank of America  
Bharat National Public School  
Bharti Retail Limited  
Bharti Wal-Mart  
BigTech  
Bosch  
British Telecom  
CAF India  
Café Ludus  
Chennai Willingdon Corporate Foundation  
CherYsh Trust  
Children's Hope India  
Computer Associates  
Confederation of Indian Industry (CII)  
Connect for Change  
Crowne Plaza  
Dalmia Bharat Group Foundation  
Dell  
EMC2  
Explore Worldwide  
Give2Asia  
Global Exploration  
Goldman Sachs  
G4S  
HCL Technologies Foundation  
HDFC  
Hibernian  
H&M  
Holiday Inn Cochin  
HR Group  
iGATE  
IGH (InterGlobe Hotels)  
Intel  
iPartner  
Isha Homes (India) Pvt Ltd  
John Deere  
Kairali Health Thru Ayurveda  
KPMG  
Manpower  
Microsoft  
Oil and Natural Gas Corporation (ONGC)  
Open India Charitable Trust  
Pavers England  
Population Foundation of India  
Project Redwood  
Round Table India  
SAP Labs  
Save the Children  
Shetland Islands Council  
State Street Global Advisors  
The American Embassy School  
The Dow Chemical Company  
The Royal Bank of Scotland  
ThinkVarsity  
Thomson Reuters  
TransAsia Shipping Limited  
United Way Delhi  
United Way International  
United Way Mumbai  
Wilde Ganzen  
Youthreach

## Donate now

Name .....

Address .....

.....

City ..... Pin .....

State .....

Country .....

Email .....

Website.....

Tel .....

Mobile .....

### I would like to (please tick the relevant box)

- Sponsor a child in school for 3 months (Rs 2,500)
- Sponsor a child in school for 6 months (Rs 5,000)
- Sponsor a child in school for 1 year (Rs 8,000)
- Sponsor a child, from cradle to career (Rs 95,000)
- Sponsor a vocational training (Rs 6,500)
- Fund a new livelihood (R 10,000)
- Sponsor 400 children in school for 1 year (Rs 32 lakh)
- Fund the vocational training of 1,000 students (Rs 65 lakh)
- Fund new livelihoods for 1,000 persons (Rs 1 crore)

Demand Draft/Cheque to be drawn in favor of 'Hope foundation'  
Please fill out this form and send it with your payment to:

### HOPE foundation

H-6/B, Hauz Khas, Ground floor  
New Delhi-110016, INDIA

Telephone: +91-11-26515374,  
+91-11-26515373

Email: [hope\\_foundation@hopeww.org](mailto:hope_foundation@hopeww.org)

To make an online donation, log onto [www.hopefoundation.org.in](http://www.hopefoundation.org.in)



## Help build a life, cradle to career

Our 'Cradle to Career' education support program hopes to bring a lasting change in the life of a child by ensuring that she completes her education, and is able to choose higher studies or a vocation. The program is running in seven places, where over 2,500 children are on their way to finishing their school education.

8 million children  
are still waiting for a  
chance to go to school.

**YOU can help**

THANK YOU  
OUR DONORS, PARTNERS,  
VOLUNTEERS AND STAFF



**HOPE foundation**

H-6/B, Hauz Khas, Ground floor,  
New Delhi-110016, INDIA

**Telephone:** +91-11-26515374, +91-11-26515373

(9:30 a.m to 5:30 p.m, Monday to Friday)

**E-mail:** hope\_foundation@hopeww.org

**Website:** www.hopefoundation.org.in

HOPE *foundation* was established in 1991 and is an independent affiliate of HOPE *worldwide*.