



ANNUAL REPORT 2018



AVPN is a unique Pan-Asian funders' network catalysing the movement toward a more strategic and collaborative approach to social investment to address key social challenges facing Asia today and in the future.

ANNUAL REPORT 2018

Published by Asian Venture Philanthropy Network.
April 1, 2017 through June 15, 2018

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2018

Annual Report

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“Our goal in the coming year is to deepen our presence and engagement around the region, and to expand ‘the tent’ by reaching out to more mainstream capital markets...”

This past year has been a series of exciting transformations for AVPN. In 2018 we saw the bittersweet retirement of our Chairman, Doug Miller. Bitter because he has given so much to the sector through founding AVPN and our sister organization, EVPA, but sweet because it is a signal that AVPN has reached a point where he is confident of our future success and can pass the torch. In this next chapter of growth, I am happy to share that I have been appointed to the role of Chairperson in addition to my role as CEO. To ensure a smooth transition, I have strengthened the management team with the inclusion of Kevin Teo as Chief Operating Officer, Mark Sayer as Chief Financial Officer and Allison Hollowell as Chief Strategy Officer to ensure AVPN's long term strategic growth and operational efficiency.

With nearly 500 members in our network to date, we are beginning to shift into more of a “hub and spoke” model, establishing a stronger presence in the markets throughout the region including a new office in Hong Kong, and representatives in Thailand,

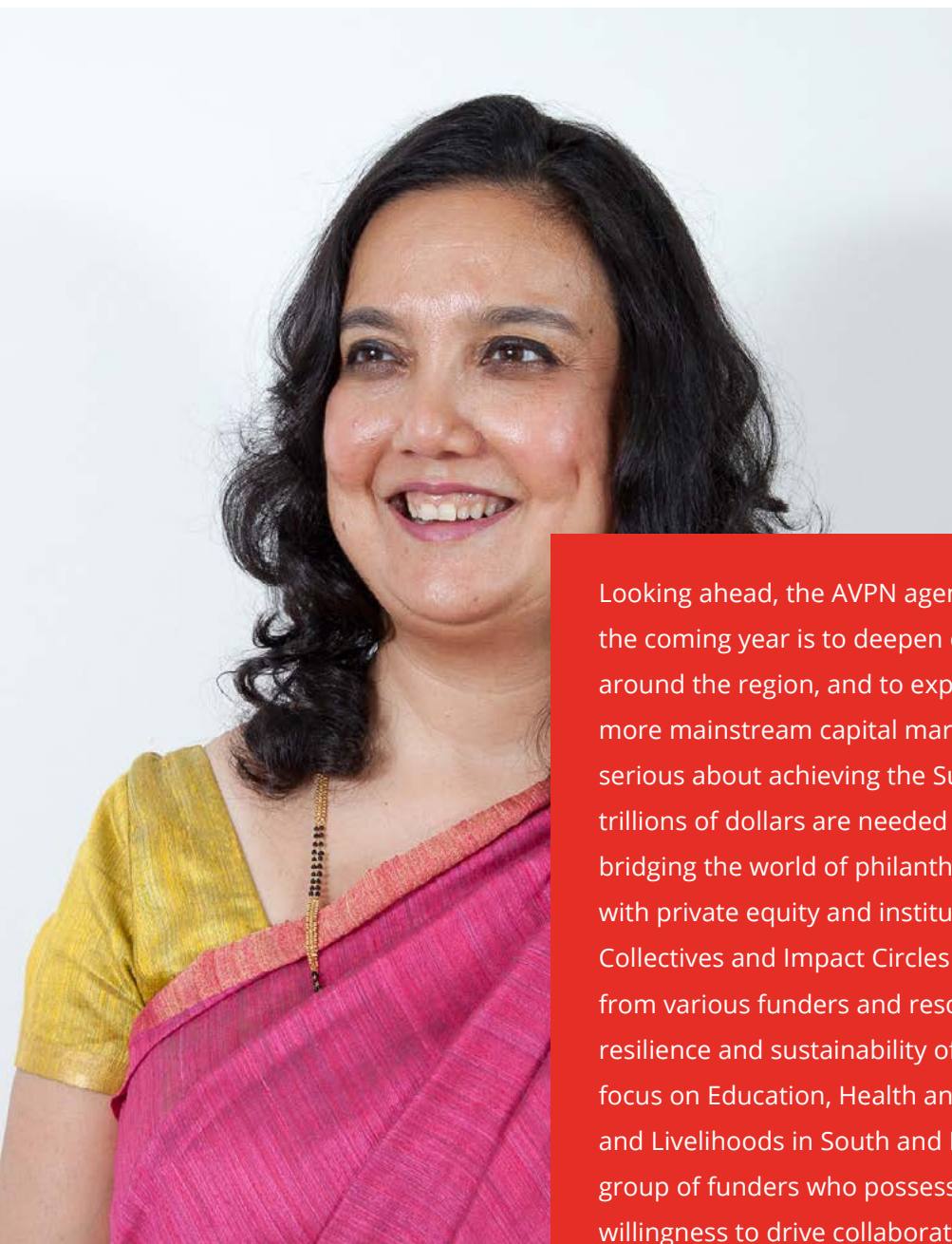
Vietnam, and Indonesia. This has led to our increased membership engagement, which has seen a significant improvement from 77% last year to 90% this year.

We are proud to bring our Annual Conference back to Singapore this year which continues to convene the largest number of social investors and resource providers in Asia with 1043 delegates across 47 countries. We marked the event with the launch of our Continuum of Capital (CoC) report which highlights the growing phenomenon of more fluid social investment in Asia, with members moving beyond conventional giving practices to adopting a broader toolkit of financial instruments to scale social purpose organisations from grants to debt and equity. I am heartened by the enthusiastic response by members and conference delegates alike who found the CoC a pertinent model to engage with to build a vibrant social economy. This enthusiasm, in turn, brought about tremendous support for our reports launched on *Driving ESG*, *Investing in Asia* and *Leveraging*

the Full Spectrum of Philanthropic Capital Towards Impact.

This year was busy for AVPN, with more than 100 events for the team. These events included our inaugural India Summit in September 2017 which focused on Education, and the 2nd Social Impact Forum in Myanmar in February 2018 which grew two-fold since the year before. We also launched a series of online initiatives – including the interactive Social Investment Landscape Toolkit, the Asia Policy Forum microsite, and a rich repository of localised market pages – to better cater to the needs of our diverse membership who wish to find targeted social investment opportunities.

To further our mission to catalyse not just the flow of financial capital but also, human and intellectual capital, we announced the launch of the AVPN Academy. The program will focus on critical workforce development for the social sector in Asia and will leverage AVPN and member insights through online and in-person modules.



Naina Subberwal Batra

Chairperson and CEO

AVPN

Looking ahead, the AVPN agenda is ambitious. Our goal in the coming year is to deepen our presence and engagement around the region, and to expand “the tent” by reaching out to more mainstream capital markets as part of the CoC. If we are serious about achieving the Sustainable Development Goals, trillions of dollars are needed and we cannot do this without bridging the world of philanthropy and impact investing with private equity and institutional investors. The Funding Collectives and Impact Circles will pool and deploy capital from various funders and resource providers to increase the resilience and sustainability of the social economy. With a focus on Education, Health and Nutrition, Climate Change, and Livelihoods in South and East Asia, AVPN steers this group of funders who possess a long-term commitment and willingness to drive collaborative and strategic decisions.

In the meantime, I hope you find this Annual Report informative as we provide insights into AVPN’s activities and a high level picture of our members’ work across the region. We are always inspired and humbled by our members’ drive to learn, innovate, and lead the region towards a more vibrant and sustainable ecosystem.

Sincerely,

ABOUT AVPN

"The core mission of AVPN is to increase the flow of financial, human and intellectual capital to the social sector by connecting and empowering key stakeholders."

AVPN is a unique funder's network based in Singapore committed to building a vibrant and high impact social investment community across Asia. As a platform, advocate, and capacity builder that cuts across private, public and social sectors, AVPN embraces all types of engagement to improve the effectiveness of our members across the Asia Pacific region.

The core mission of AVPN is to increase the flow of financial, human and intellectual capital to the social sector by connecting and empowering key stakeholders from funders to the social purpose organizations they support. With nearly 500 members across 32 countries, AVPN is catalysing the movement towards a more strategic, collaborative and outcome focused approach to social investing, ensuring that resources are deployed as effectively as possible to address key social challenges facing Asia today and in the future.

A Member Directory and listing of Events can be found at www.avpn.asia



AVPN breaks down silos to bring together a diverse group of funders and resource providers to promote collaboration and knowledge sharing.

PLATFORM

RESOURCES &
GUIDANCE

MAXIMUM SOCIAL
IMPACT

FACILITATING COLLABORATION & KNOWLEDGE SHARING

Foundations & Trusts

Impact Funds

Government - Related

Family Offices

Private Equity &
Venture Capital

Incubators & Accelerators

Universities & Research
Institutions

Corporates & Financial
Institutions

Service Providers

OPPORTUNITIES FOR OUR MEMBERS TO CONNECT, LEARN, LEAD

ASIA
POLICY
FORUM

FUNDING
COLLECTIVES

SIGNATURE
EVENTS

THE
KNOWLEDGE
CENTRE

DEAL
SHARE

AVPN
ACADEMY

AVPN'S APPROACH TO SOCIAL INVESTING

STRATEGIC

COLLABORATIVE

OUTCOME FOCUSED

Working in an Ecosystem, along the Continuum of Capital

'AVPN encourages members to leverage different financial tools within their portfolio or in collaboration with other funders to achieve deeper social impact.

EMBRACING ALL FORMS
OF SOCIAL INVESTMENT
CAPITAL



GRANT, EQUITY,
DEBT



HUMAN



INTELLECTUAL

AVPN EVENTS YEAR IN REVIEW

Strong presence throughout
the region with

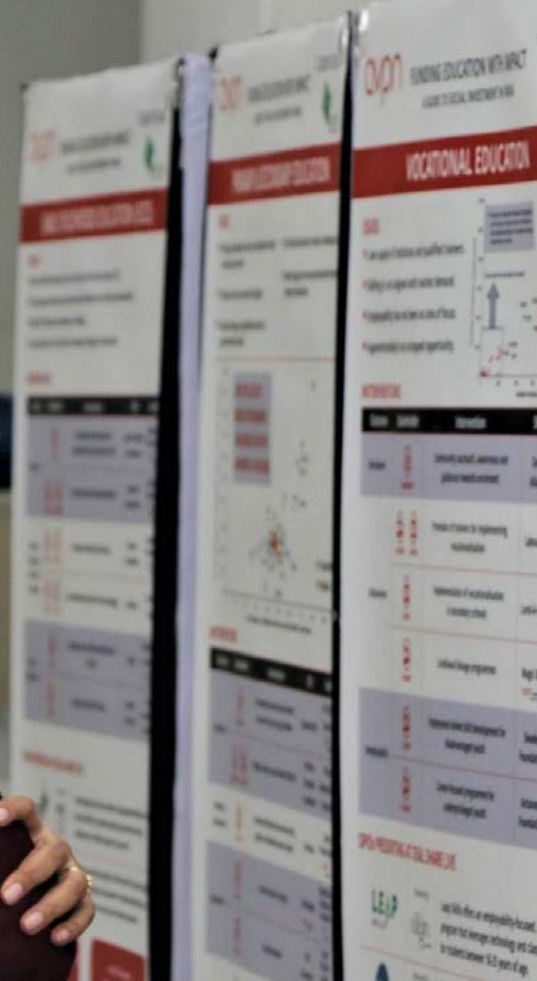
100+
events from 2017-2018

Asia Policy Forum	5
Deal Share	3
Dialogue/ Panel Discussion	6
Roundtable	22
Workshop	13
Workshop Engagement	26
Partner Event	7
Webinar	7
Meet-Ups	10
Forums/ Summit	2
Conference	1



AVPN-Rockefeller Foundation Roundtable

In collaboration with The Rockefeller Foundation, AVPN held an intimate convening of leading philanthropists to discuss the role of collaborative philanthropy in Asia.



2 Collectives launched in India to drive strategic deployment of capital

AVPN India Summit 2017

Themed 'Funding for Impact in Education', the one day gathering brought together 258 funders and resource providers to build cross-sector partnerships that drive greater and more effective investment in the Education Sector.

In collaboration with Sattva, practicing experts and thought leaders shared their best practices and recommendations in an 8-part Funding For Impact Video Series. Watch the clips on our Youtube Channel here:

<https://bit.ly/2KtOayi>



2nd Myanmar Social Impact Forum 2018

This year's theme, "Accelerating Social Impact", reflected the growing enthusiasm social investors are having for Myanmar. Bringing together more than 250 delegates from corporate to foundations and high net worth individuals to incubators and accelerators, the AVPN Myanmar Social Impact Forum 2018 provided frameworks, connections and tools to empower and create enduring change.

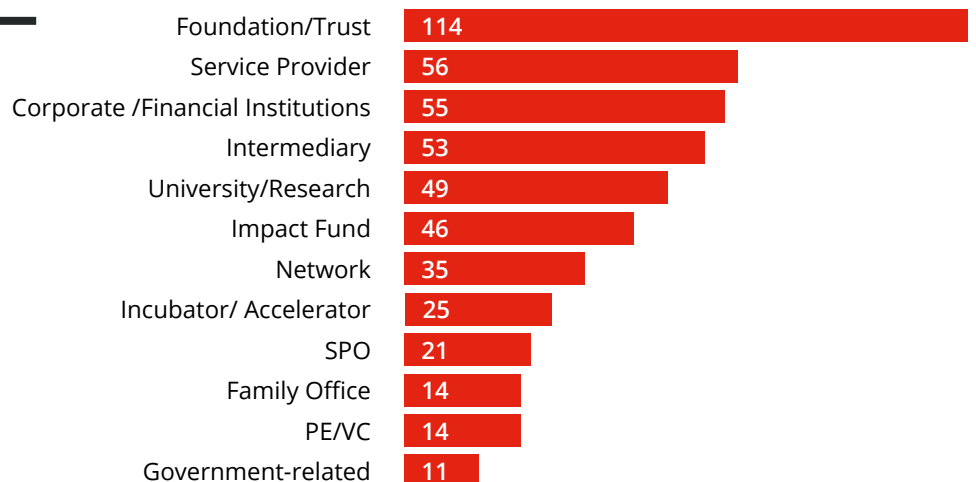
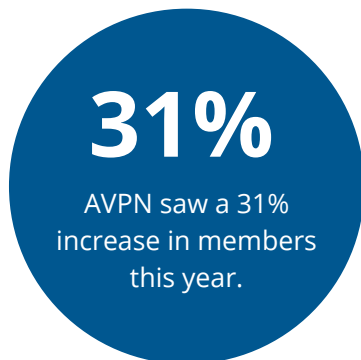
MEMBERSHIP

Membership by Region

AVPN has a global reach with members across 32 markets. The majority of these members are based in Asia but 17% of the membership are based in North America and Europe.

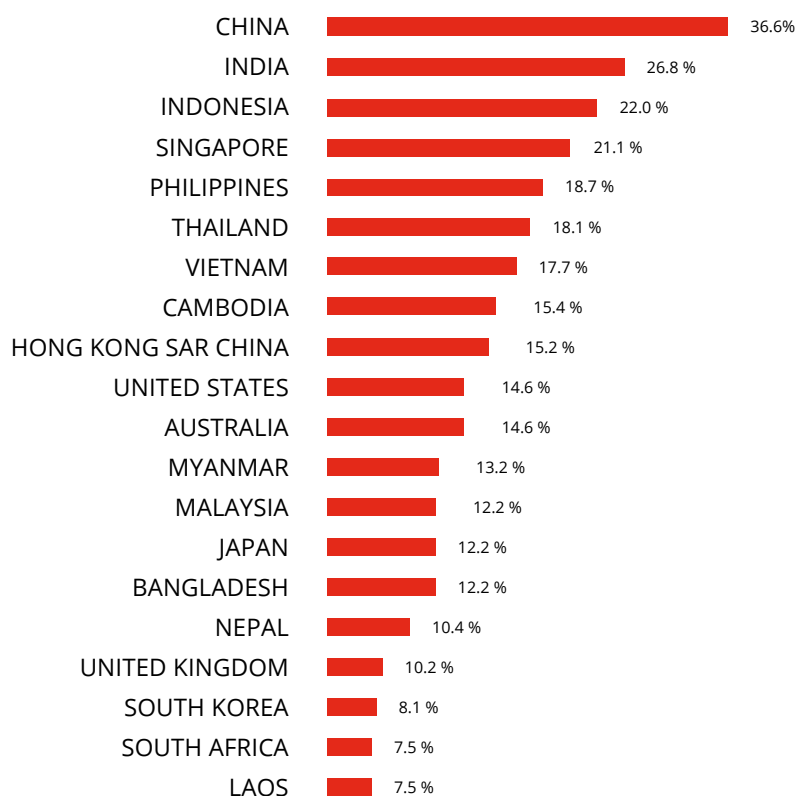


Industry Breakdown



Markets where AVPN Members are Active

AVPN members are most active in China, followed by India and Southeast Asian countries including Indonesia, Singapore, Philippines, Thailand, Vietnam and Cambodia.



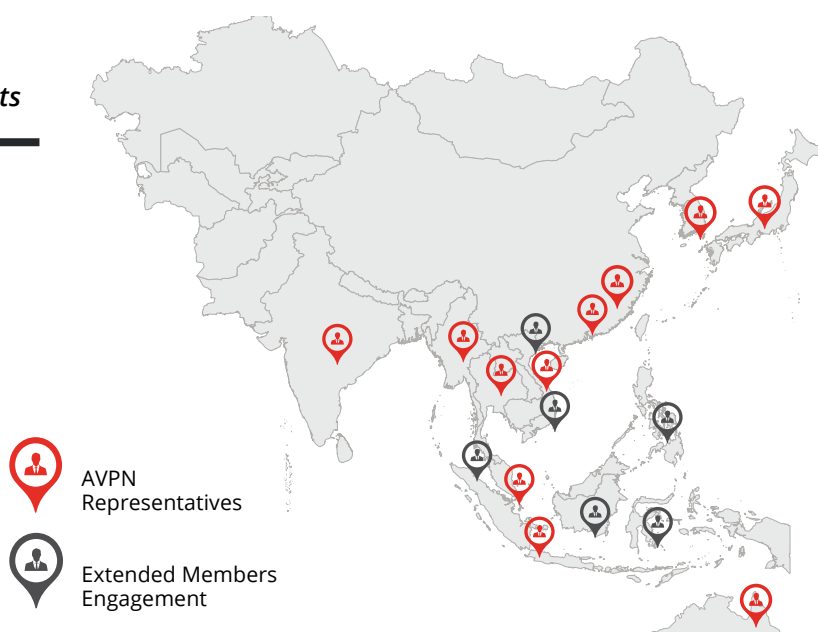
Insights across 15 Asia-Pacific Markets

with AVPN representatives in 11 markets

The newly launched online market pages highlight investing opportunities and gap areas, connect members active in the region, and feature deals for members to endorse and support.

Connect with our local representatives here:

<https://avpn.asia/markets/>

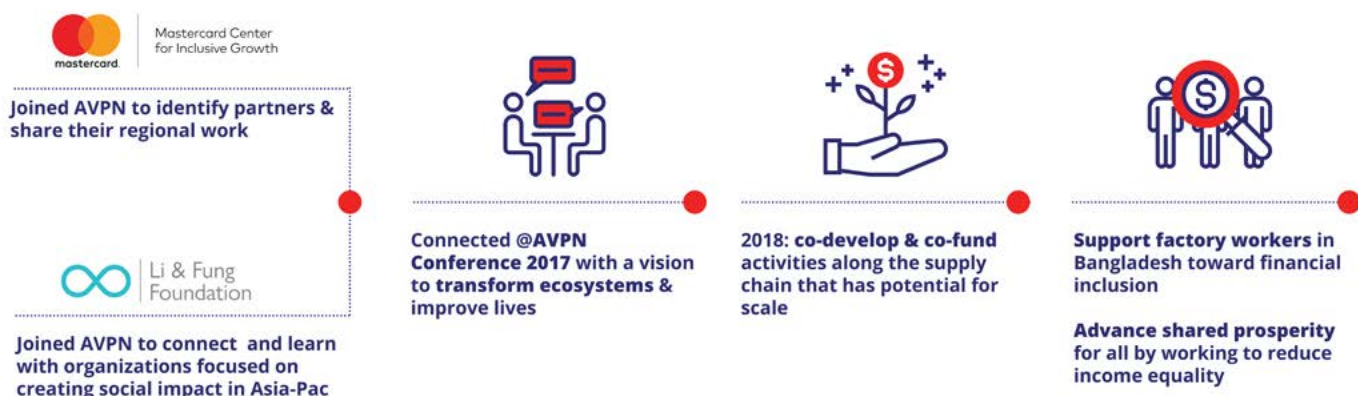


Membership engagement rate has increased from 77% in 2016-2017 to 90% in 2017-2018

IMPACT STORIES

Snapshots of Network Collaboration & AVPN Member Impact

Between Members: Mastercard Centre for Inclusive Growth & Li & Fung Foundation



Between Member, Evergreen Labs & Deal Share SPO, Dr. Noah



**SPO stands for Social Purpose Organisation*

Between Member, Credit Suisse & Deal Share SPO, Muktangan



Heard from our Members

“AVPN has helped us build our network with like-minded partners across Asia much faster and better than we could have ourselves.



Ross Baird,
President,
Village Capital

“Although we are still very new to the space, it is great to see the energy the impact community has. We see the need to get more involved to this.



Melisa Irene,
Senior Vice President,
East Ventures

“AVPN has been able to shine a spotlight on Asia's innovative ways in tackling poverty and bring global stakeholders to invest, collaborate and learn from practitioners on how to create impact at scale.

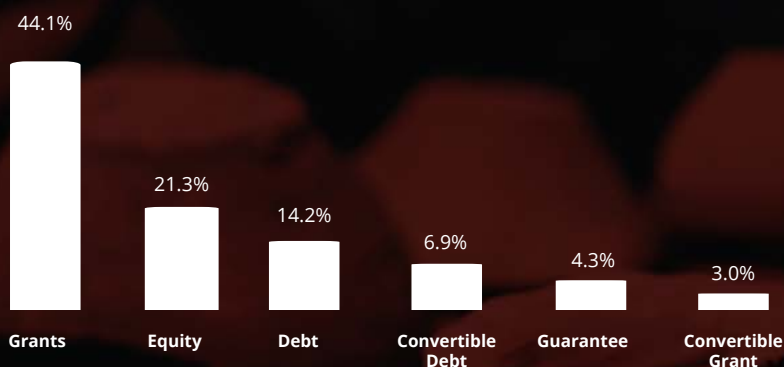


Deval Sanghavi,
Co-Founder,
Dasra

MEMBER SURVEY

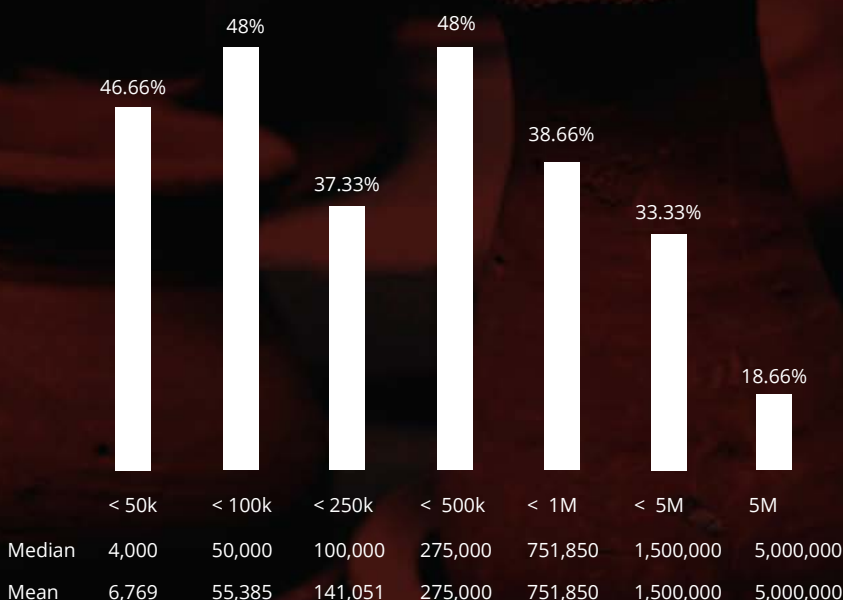
Financial Instruments Deployed

AVPN members are funding across the full continuum of capital from grants to debt and equity.



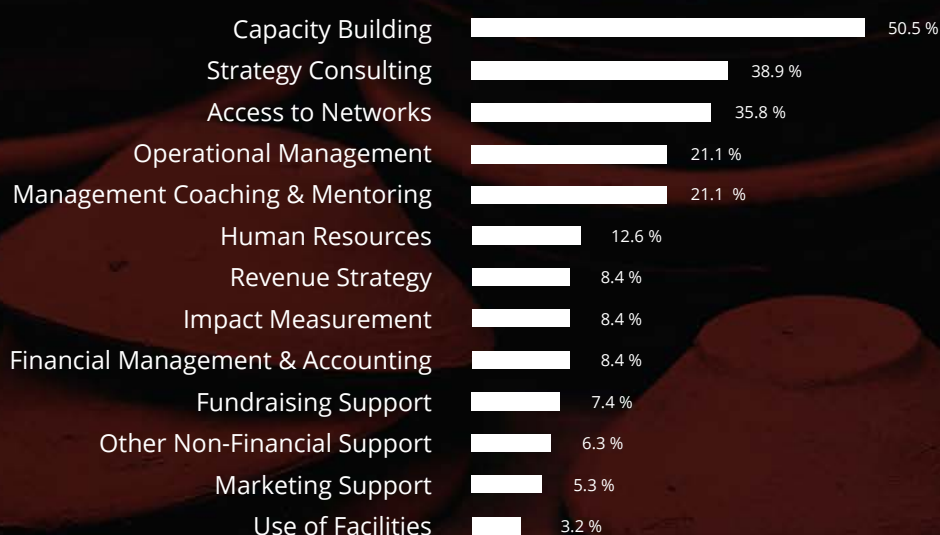
Ticket Sizes

AVPN members provide relatively wide ranges of ticket sizes and in doing so, are addressing the funding gap typically faced by early-stage SPOs. USD50K - <USD100K and USD250K - <USD500K are the two most popular sweet spots, followed closely by the <USD50K range.



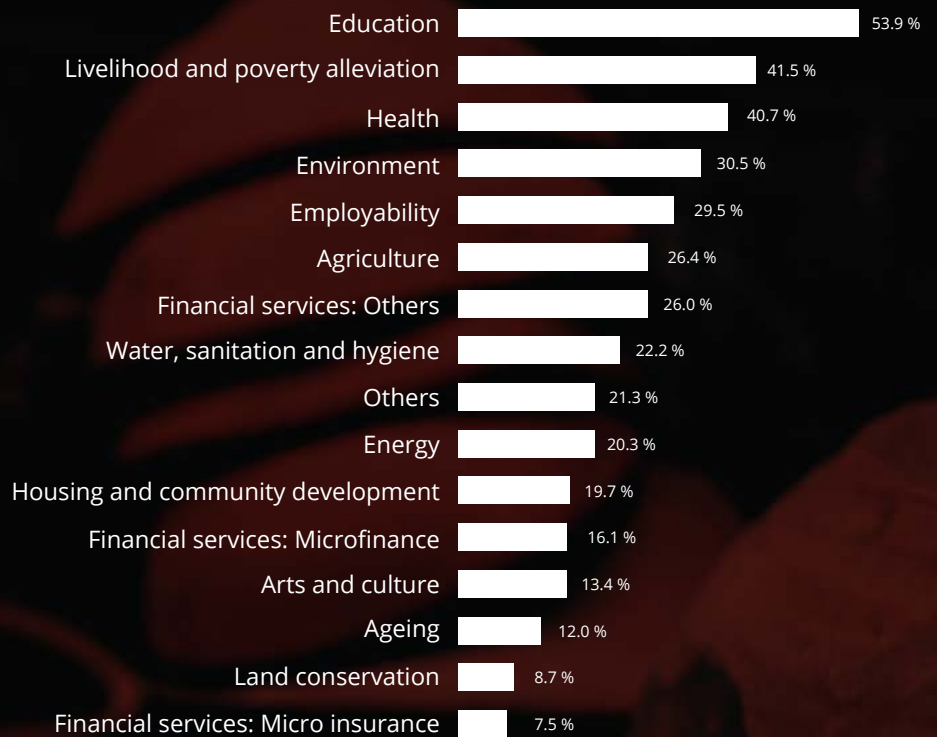
Non-Financial Support

In addition to financial capital, many AVPN members are providing a wide array of non-financial support to improve long-term viability of social purpose organisations.



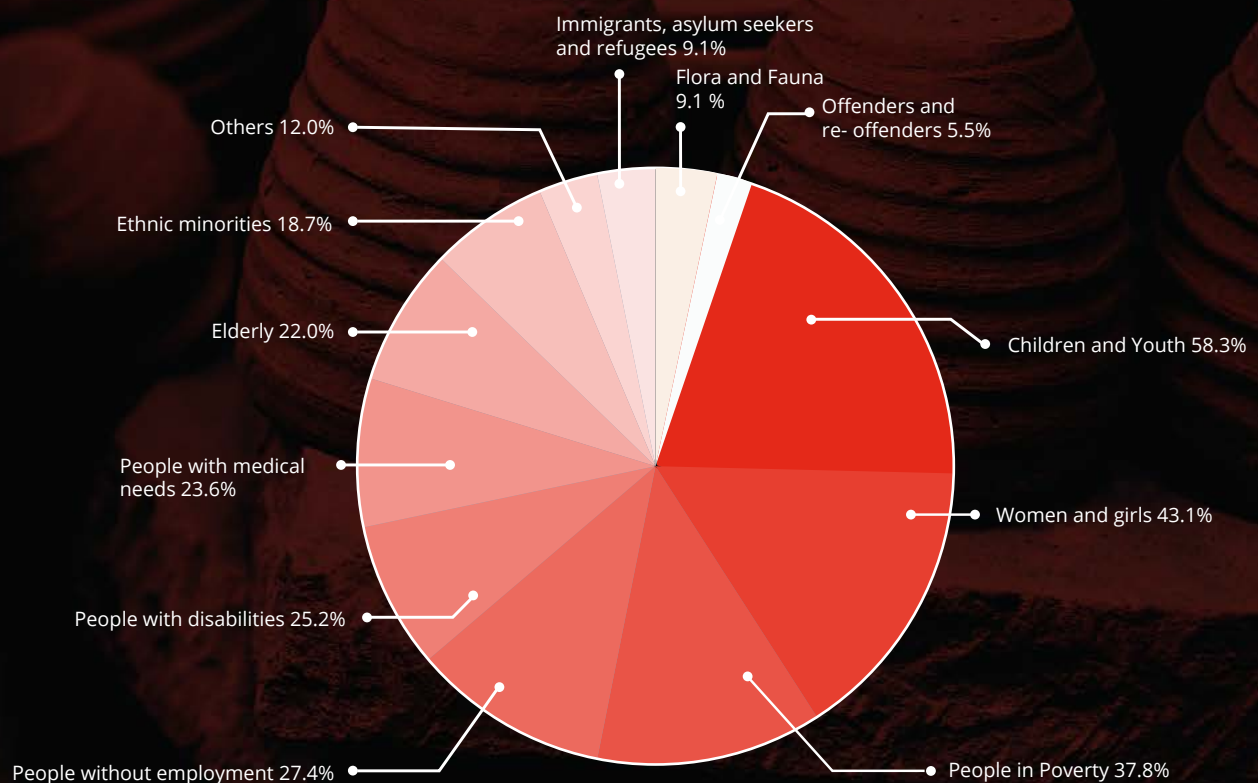
Social Causes

Education resonates most widely among members, followed by Livelihood and poverty alleviation and Health.



Beneficiaries

Children and youth, women and girls and people in poverty are the key beneficiary communities AVPN members focus their efforts on.



KNOWLEDGE CENTRE

Mobilising financial, intellectual, and human capital for maximum impact

The AVPN Knowledge Centre seeks to mobilise financial, human, and intellectual capital for maximum impact by identifying high-impact gap areas and opportunities. To encourage collaborative, strategic, and outcome-focused approaches to social investing, the Knowledge Centre not only ensures that learnings and best practices are captured and converted into insights for knowledge transfer, but also applies policy frameworks to inform and strengthen the social impact ecosystem.

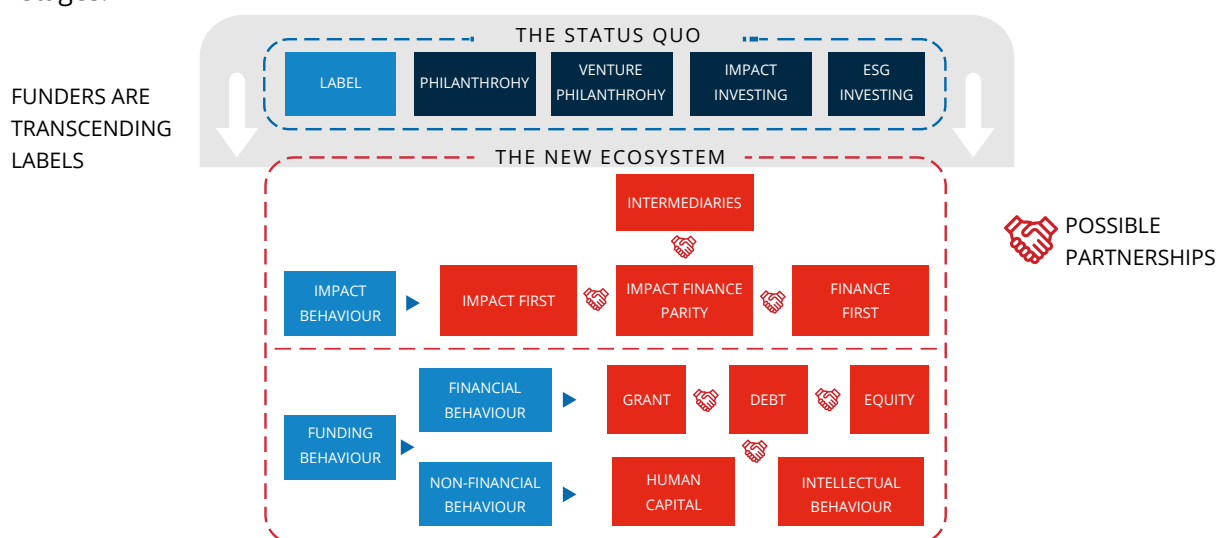
By streamlining funding pipelines, and thus easing pain-points around deal flow and due diligence, the team creates better connectivity across diverse social investors for co-funding and/or follow-on funding opportunities. As AVPN advocates for social investors to go beyond writing a cheque by contributing their manpower and expertise, the Knowledge Centre has launched the AVPN Academy to provide learning opportunities for social investment professionals to improve their practice.

INSIGHTS

The Continuum Of Capital In Asia

Highlights Across the Full Spectrum of Social Investment

At AVPN we have begun to see funders functioning less in easily delineated buckets, and leveraging a range of investment practices to better support the needs of Social Purpose Organisations (SPOs) at different growth stages.



To ensure not only the sustainability of SPOs but also the scale needed to address social issues in the region, funders and intermediaries must work more seamlessly in an ecosystem. With all kinds of capital working together to form a Continuum of Capital, funders may leverage different financial tools – from grants to debt and equity – to achieve deeper social impact. This can be done within one’s own portfolio or by seeking out key partners and collaborators to complement one another.

Key Insights & Recommendations

1. Corporates could be a valuable partner for foundations and impact funds by providing non-financial support.
2. Foundations, corporates and intermediaries could allocate more resources towards solving pipeline issues in less developed social economies in South and Southeast Asia.
3. More support should be given to intermediaries given their critical role in ecosystem building.
4. More efforts need to be put into developing rigorous impact measurement frameworks at the beneficiary level.
5. Collaboration between foundations, corporates, impact funds and intermediaries may prove to be powerful in forming a Continuum of Capital for SPOs throughout their growth stages.

Download the Report: <https://avpn.asia/insights/continuum-of-capital/>

Leveraging the Full Spectrum of Philanthropic Capital towards Impact

Case Studies from Asia Pacific and the US

This report documents the extraordinary journeys taken by 8 leading foundations in Asia Pacific and the US to scale their impact by leveraging the full spectrum of their philanthropic capital. These foundations are selected to reflect a variety of geographical locations, legal registrations as well as activities.

Foundations in Asia Pacific:

- Social Alpha, an initiative of Tata Trusts, India
- The Happiness Foundation, South Korea
- Narada Foundation, China
- Japan Social Impact Investment Foundation (SIIF) (established by The Nippon Foundation), Japan
- Lord Mayor's Charitable Foundation (LMCF), Australia.

Foundations in the US:

- Skoll Foundation
- Cordes Foundation
- Annie E. Casey Foundation

The research was conducted with the support from Sasakawa Peace Foundation. Amala Paradigm, a philanthropic and impact investment advisory, contributed 3 case studies on US foundations.



Download the Report:

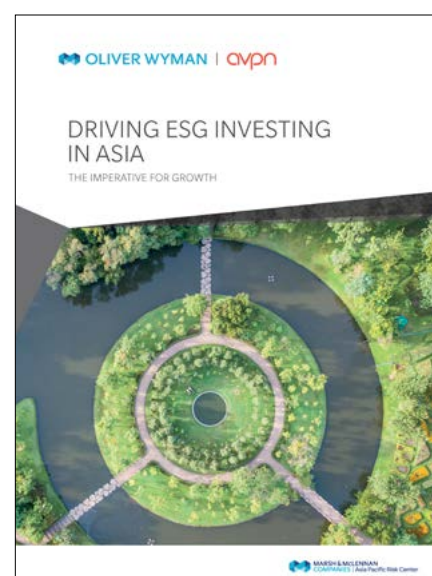
<https://avpn.asia/insights/leveraging-philanthropic-capital/>

Driving ESG Investing in Asia

The Imperative for Growth

Increasingly, AVPN observes a trend of social investments moving into ESG compliant entities. ESG investing presents another strategy for social investors towards a total portfolio approach.

AVPN and Oliver Wyman have collaborated to inform investors in Asia about their role in channelling their capital to improve social and environmental wellbeing along with achieving desired financial performance. The report captures the experience and insights of a sample of 10 AVPN members based in Asia who are at different stages of their ESG Investing journeys and provides key learnings and recommendations for those aiming to embark on similar journeys.



Download the Report:

<https://avpn.asia/insights/esg-investing/>



Driving ESG Investing in Asia

Integrating environmental, social and governance (ESG) factors into investment decisions is becoming more important for investors. Research evidence shows that it creates value for organisations. This AVPN report looks at how this can be achieved in the context of the Asian market.

By India Development Review
@idr-1992

What is ESG Investing?
Environmental, social and governance (ESG) refers to the three central factors in measuring the sustainability and ethical impact of an investment in a company or business. ESG investing then is a holistic approach to investing that incorporates these critical factors into the investment analysis and decision-making process for an organisation.

Driving ESG Investing in Asia Report gained widespread media coverage.

THE TIMES OF INDIA **IMPACT** **ALPHA**

Alliance
For philanthropy and social investment worldwide

THE STRAITSTIMES

idr
INDIA DEVELOPMENT REVIEW

Access to Energy and Sustainable Mobility

landscape Funding and Investments in India

The report outlines the social investment landscape in two sectors, namely access to energy and sustainable mobility, in India. They discuss sectoral overview, current funding and investment landscape and takeaways for social investors.

The research was supported by Shell Foundation and conducted by Centre for Innovation Incubation and Entrepreneurship (CIIE) at the Indian Institute of Management Ahmedabad.

Download the Report:

<https://avpn.asia/insights/access-to-energy-and-sustainable-mobility/>



Explore the Social Investment Landscape in Asia through your ownLens

Case Studies From Asia Pacific And The US

We launched an interactive, decision-making tool for social investors to evaluate and explore SDGs, social needs, and funding opportunities across 14 social economies.

INTERACTIVE ELEMENTS

DEEP DIVE ACROSS 14 SOCIAL ECONOMIES

MAKE COMPARISONS BETWEEN 2 SOCIAL ECONOMIES

FILTER ACROSS 8 METRICS TO EVALUATE & COMPARE ECONOMIC CONTEXTS

IDENTIFY THE STATUSES OF SDGS WITHIN AND ACROSS SOCIAL ECONOMIES



WORKSHOPS & TRAINING SERIES

Social Impact Assessment and Management

Following on from the 2016 Capability Development Model workshops, AVPN conducted a Master Class on Beyond Measurements: Creating an Effective Social Value Framework in September 2017 as part of Tote Board – Social Service Institute’s Global Leader Series for Non-Profits, a signature conference series for the non-profit sector in Singapore. The Master Class was led by Jeremy Nicholls from Social Value International and facilitated by Terence Yuen from the Hong Kong Institute of Social Impact Analysis and the AVPN team.

300

participants from foundations, social service organisations and government agencies in Singapore



Impact Investments

AVPN's first Impact Investment Training Series was conducted in two parts in Hong Kong in January and April 2018 with the aim to provide effective and rigorous support for new and existing social investors. The first seminar was conducted by Garden Impact Investments, a Singapore-based impact fund. Key topics included: defining the cause or theme of an impact fund, designing an impact fund strategy and legal structure and examining different methods to conduct due diligence and valuations. The second seminar focused on portfolio management and was led by Crevisse Partners, a Korean impact investment company.

Key themes covered in this seminar were: theory of change, deal flow, portfolio management framework and processes, assessing potential risks and opportunities.

43

participants, primarily comprising HNWIs, Family Offices and Financial Institutions.



Aligning Corporate Social Impact with the Sustainable Development Goals (SDGs)

AVPN held a series of workshops on aligning corporate social impact with the SDGs in Singapore (August 2017), Shanghai (December 2017) and Bangkok (May 2018). The workshop series provided best practices in defining and executing corporate social impact strategies and discussed ways in which companies can develop their strategies in alignment with the SDGs. A total of around 65 participants, most of whom are CSR and corporate sustainability professionals, attended the 3 workshops.

65

participants, most of whom are CSR and corporate sustainability professionals, attended the workshops.

Getting Started in Venture Philanthropy

AVPN conducted two seminars on how to get started in venture philanthropy in Beijing and Shanghai in April 2018. Led by Andrew Muirhead, Founding CEO of Inspiring Scotland, the seminars focused on defining a venture philanthropy fund's theory of change, due diligence and grantee selection, risk assessment and impact measurement.

23

participants from foundations, impact funds, intermediaries and academic institutions



AVPN Academy

"The Academy will provide a range of tailored courses and workshops across the spectrum of social investing for existing professionals and new entrants"

Like all sectors in the 21st century, the social sector is also experiencing rapid innovation and growth. However, there is a lack of available resources to train and coach those practitioners to be adept at knowing and using all the tools at their disposal. There is currently no training curriculum for social investors developed for Asia and our membership is increasingly asking for more targeted and focused workshops and courses to deepen their knowledge.

The launch of the AVPN Academy, announced at the AVPN Conference 2018, responds to this need. The Academy will provide a range of tailored courses and workshops across the spectrum of social investing in the Asia Pacific region. It will support the knowledge needs of both existing professionals and new entrants, thereby increasing the flow of experienced and qualified human capital to the sector.

More details to be released soon.

▼ Other key convenings include a series of roundtable discussions, hosted by YCAB Foundation, to support impact businesses in Indonesia.



DEAL SHARE

Bridging Social Investment



FUNDING



NETWORKS



MARKET
PARTNERS



TECHNICAL
ASSISTANTS

The AVPN Deal Share supports members in identifying investable Social Purpose Organisations (SPOs) by building a pipeline of deals across markets, causes and financing instruments. In connecting members with SPOs, we also provide an avenue for them to deploy non-financial capital in a more targeted manner. Deal Share comprises the Deal Share Platform (DSP), as well as offline engagements through our Deal Share Live (DSL) events.

To date, the DSP has more than 300 deals endorsed by nearly 140 AVPN members. SPOs on the DSP are creating social impact in diverse areas including healthcare, education & livelihood, sustainable consumption and production towards achieving the Sustainable Development Goals across Asia.

The DSP's efforts in enhancing connections between resource providers and SPOs were recognised at the 10th Anniversary Swiss Philanthropy Foundation "Great!" event in September 2017.

Looking forward, the Deal Share will continue to streamline communications on prospective funding and collaboration opportunities. The DSP will not only provide connections in a more targeted manner, but also channel members' resources more strategically to develop SPOs towards investment readiness.

DEAL SHARE FOOTPRINT ACROSS ASIA

Social Purpose Organisations by Market

By Markets

* Numbers include SPOs working in multiple markets.

76*

NORTH ASIA

171*

SOUTH ASIA

217*

SOUTHEAST ASIA



HOW DO YOU GET INVOLVED

Endorse deals to
increase visibility

Identify deals
of interest to you

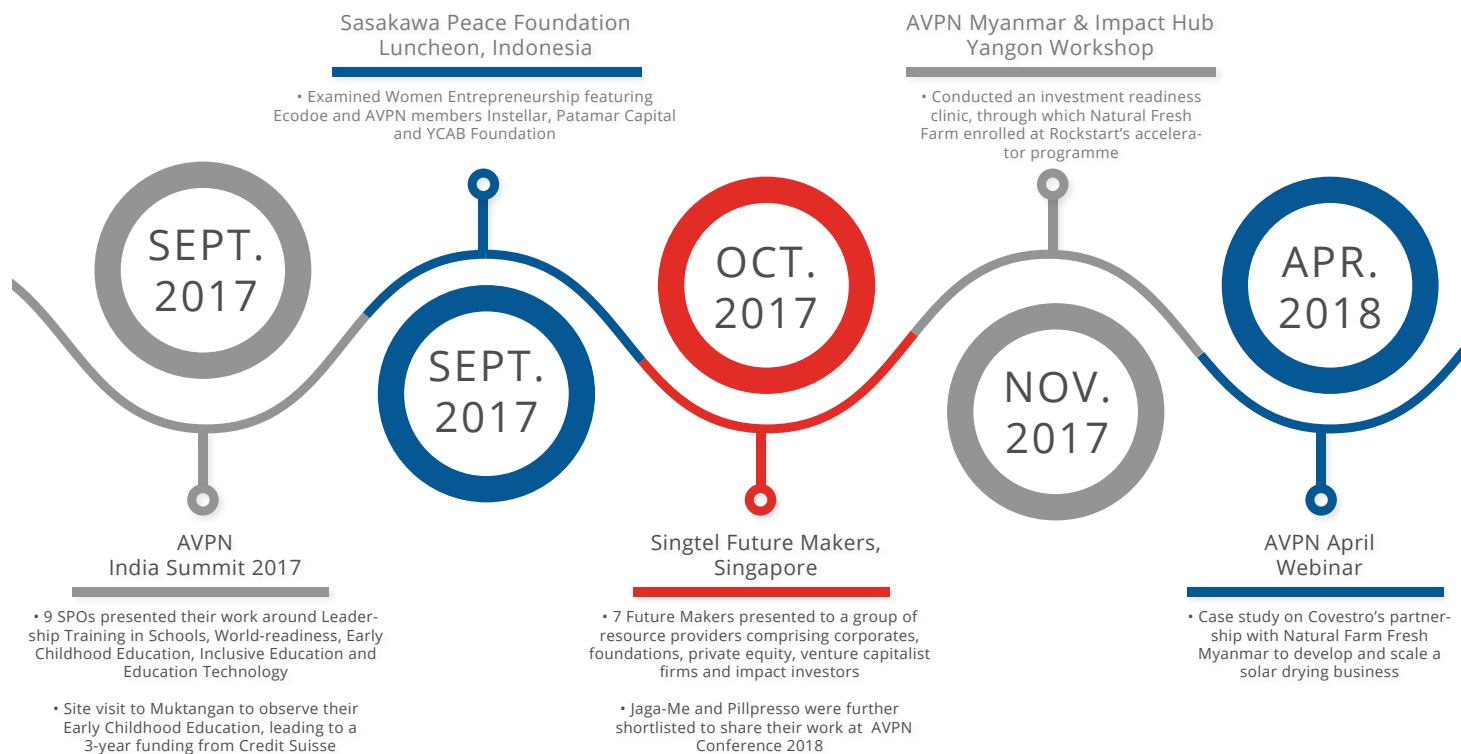
Partner with us to **develop SPOs**
towards investment readiness

DEAL SHARE LIVE

Fostering Action - Oriented Collaboration with AVPN Members

The Deal Share Live (DSL) sessions complement the online platform through engagements including World Café interactive sessions, roundtable and panel discussions, impact trips, and mentorship. By exchanging practical capacity building knowledge,

evaluating impact funding opportunities, and understanding local and regional markets better, members and SPOs can collaborate to ensure capital is deployed efficiently into critical impact areas.



▲ Sasakawa Foundation Lunch | Sept. 2017



▲ AVPN India Summit | Sept. 2017



▲ Singtel Future Makers | Oct. 2017



Distinction award at Swiss Philanthropy
Foundation "Great!" event ▲

Oracle NetSuite Workshop

- First Social Impact Tech Workshop



AVPN Conference 2018

- 16 SPOs invited to participate in World Cafe discussions on Healthcare and Livelihood and Creative Economies in partnership with Johnson & Johnson and British Council
- Pre-conference mentorship with 18 AVPN-Mentors
- Dialogue with funders and policymakers



AVPN Conference | June 2018 ▲

“We had a mentor – Microsoft – who was very relevant to what we did. Things that would take us months to figure out were covered in an hour-long Skype call.”

Rashvin Pal Singh,

Co-Founder and CEO, Me.reka Makerspace

“Having supported high-impact SPOs that have aligned interests, we’re motivated to push our work to new levels and form partnerships across Vietnam and Asia”

Dr Kaisa Weina,

Director and Co-Founder, Evergreen Labs

“Deal Share has brought together SPOs, funding organisations and resource partners. We learnt about the challenges SPOs face and how we can better design programmes to support them.”

Tristan Ace,

Global Partnership & Development Manager, British Council

In collaboration with Social Innovations Journal, AVPN featured insights across ecosystem stakeholders, from funders to SPOs, who are fostering cross-sector partnerships across Asia.

Read the publication:

<http://www.socialinnovationsjournal.org/editions/issue-47>



Maximising Impact

Now in its sixth year, the AVPN Conference brought together a diverse group of funders and resource providers from around the globe to take part in what has become the largest gathering of social investors in Asia. With the theme "Maximising Impact", the 2018 Conference focused on collaboration and knowledge-sharing, highlighted opportunities and challenges facing social investors in the Asia-Pacific region from Grantmakers to Intermediaries to Equity Investors.



STRATEGIC
PHILANTHROPY



IMPACT
INVESTING



CORPORATE
IMPACT



POLICY
INNOVATIONS



SCALING SOCIAL
PURPOSE
ORGANISATIONS



GENDER LENS
INVESTING



FOCUS ON
EDUCATION



FOCUS ON
HEALTHCARE



FOCUS ON
SUSTAINABILITY



The AVPN Conference is now the largest social investing convening in Asia

1043

delegates from 47 countries

58

formal sessions with contributions from 210 speakers

88%

Funders & Resource Providers

2793

unique connections made through the AVPN connector

95.98%

Delegates who expressed satisfaction in the Conference

KNOWLEDGE PARTNERS

Standard Chartered Private Bank

DHFL
CHANGING LIVES
FOUNDATION

INVESTING IN WOMEN
SMART ECONOMICS
AN INITIATIVE OF THE AUSTRALIAN GOVERNMENT

HELD IN

SUPPORTED BY

SINGAPORE EXHIBITION & CONVENTION BUREAU

SG Passion Made Possible

THANK YOU TO ALL OUR PARTNERS

THE STRAITS TIMES

Suntec SINGAPORE
Convention & Exhibition Centre

FURAMA
INTERNATIONAL

SINGAPORE
TURF CLUB

Kellogg's

tote board
Giving Hope
Improving Lives

FORD FOUNDATION

ROCKEFELLER
Philanthropy
Advisors

fhi360
THE SCIENCE OF IMPROVING LIVES

YAYASAN HASANAH
A foundation of Khazanah Nasional

SPF
The Sasakawa Peace Foundation

NATIONAL ARTS COUNCIL
SINGAPORE

Johnson & Johnson

THE MARK LEONARD TRUST

GROWALD
FAMILY FUND

BRITISH COUNCIL

CREDIT SUISSE

BMW Foundation
Herbert Quandt

Tactiv
LEADING SOFTWARE SOLUTIONS

UNITED NATIONS
ESCAP
Economic and Social Commission for Asia and the Pacific

The Coca-Cola Company

Deal Share Live World Café

Theme: Fostering Healthcare & Livelihood Solutions and Advancing Innovative Creative Economies

World Café discussions with 16 Deal Share Live participants to explore insights and opportunities with multi-sector stakeholders.



- **Elevator pitches** by 3 finalists: Me.reka Makerspace, Khushi Baby, and Barakat Bundle
- 18 Mentors and 15 Endorsing Members



Asia Policy Forum

Theme: Policy Innovations to Maximise Impact

- 2 policy showcases, with spotlight on high-on-demand topics, including blockchain and social impact bonds, scaling state and national level policies
- Over 200 participants, with 8 speakers across 6 Asian countries



Launch of the AVPN Policy Leadership Lab in partnership with BMW Foundation

ASIA POLICY FORUM

Catalysing Strategic and Collaborative Policy Engagement

Asia Policy Forum (APF) engages a critical perspective – policy – in the work that AVPN and its members are doing to build the social economy in Asia. 2017 saw the introduction of the AVPN Social Economy Policy framework, which outlines the five different ways policy impacts the social economy. This framework was applied to inspire and inform the convenings and research activities for the year, renewing APF's commitment to be a platform for active policy practitioners and the AVPN community to collaborate more effectively.

AVPN Social Economy Policy Framework

5 Policymaker Impact Areas



Looking forward, the APF will build on the growing interest in policy by cultivating deeper collaboration opportunities for policy with the social investment community. This will be accomplished through strategic initiatives, most notably the expansion of the AVPN Policy Leadership Lab and development of an online platform to bridge impactful policy initiatives to private sectors for knowledge and action.

ACTIVITIES 2017/2018

Fostering Action - Oriented Collaboration with AVPN Members

APF experienced many firsts in 2018, including:

- A series of workshops, with an emphasis on capacity- building activities.
- Its first in-house research publication, titled

'Pay-For-Success Models in Asia Pacific: The First Movers.'

- The launch of the AVPN Policy Leadership Lab in partnership with BMW Foundation.

▶ *Member Third Sector Capital Partners shared insights into the PFS model and its application, generating overwhelming interest across multi-sector stakeholders.*



Workshop

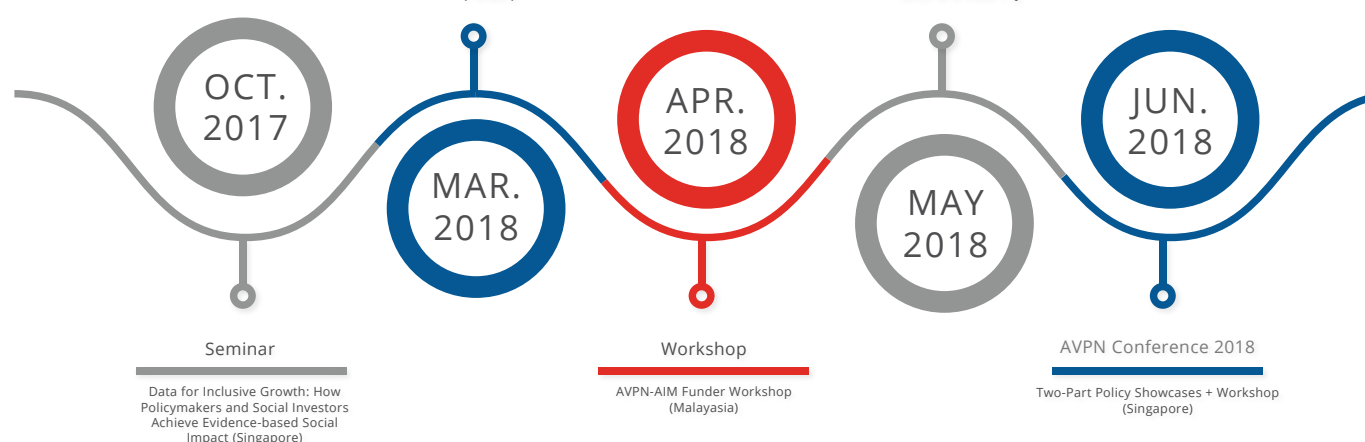
Introductory Workshop to Pay-For-Success (PFS) Financing Models (Taiwan)



Webinar

How City Governments Mobilise Private Capital for Greater Impact: Seoul and Kobe City

▶ *Attended by more than 200 social investors and policymakers, the Showcases provided not only a platform to explore policy innovations and share experiences, but also opportunities to crowdsource ideas.*



▶ *The panel for the Data for Inclusive Growth Seminar represented policymakers, think tanks and academia. The seminar emphasized the need to share quality data and close gaps across policy, people and private sectors in order to fortify solutions being implemented across Southeast Asian markets.*

Capacity Building Workshop

Sensing a growing appetite to explore new and innovative public-private financing instruments, APF held an interactive introductory workshop on Pay-For-Success (PFS) models in Taiwan in March 2018. The workshop brought in the expertise of Third Sector Capital Partners, who led the audience through a basic PFS model and shared learnings and best practices from other PFS models implemented globally.

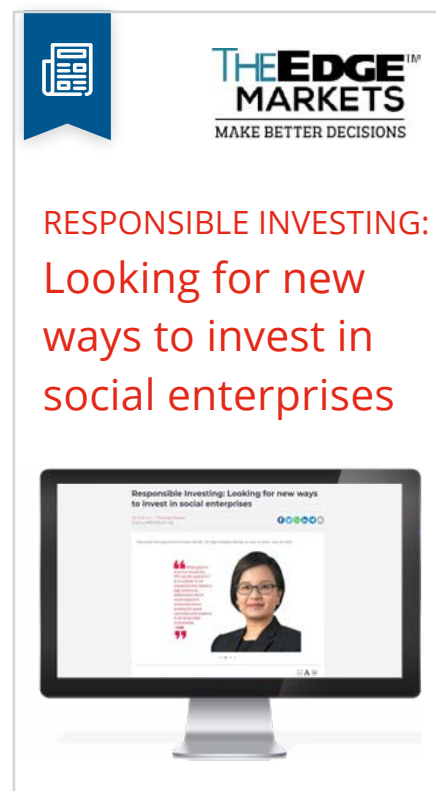
Similarly in Malaysia, while APF is seeing a lot of creativity in how financial tools and social impact can create synergies, there is a sizeable funding gap faced by SPOs. Therefore, APF organized a workshop with Agensi Inovasi Malaysia (AIM) to build funder capacity in supporting the growth of SPOs. Participants reflected on their funding practices and were ultimately challenged to broaden their funding behavior.

APF also recognised the increasing importance of the role of sub-national level government in strengthening local social economies. With AVPN members Pan-Impact Korea and Nippon Foundation, our webinar, “How City Governments Mobilise Greater Capital for Impact”, shared members’ experiences in working with local city governments to construct infrastructure necessary to financing PFS models.

Policy Highlights at the 2018 AVPN Conference

Policy Showcases and Workshops

The two-part Policy Showcases featured eight speakers across six Asian countries, from government agencies to intermediaries and think-tanks. Topics ranged from Blockchain and Social Impact Bonds; Scaling up Innovation Policies at a National Levels; Inclusive Business Accreditation; State-level Education Policy Transformation and Social Impact Funding Exchanges. Perspectives integrated into the AVPN core agenda included insights from Indonesian policymakers on collaborations that fuel the growth of MSMEs, and Ministers’ role in transforming the education ecosystem.

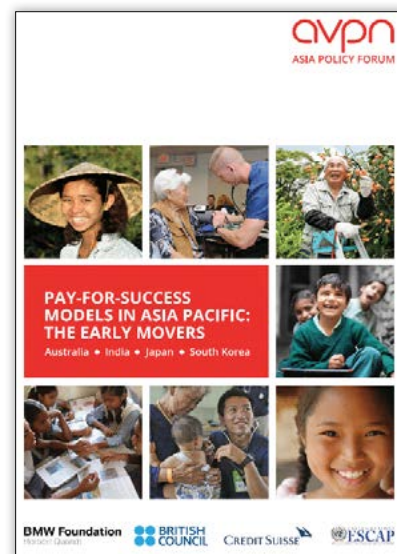


BMW Foundation
Herbert Quandt



Launch of the AVPN Policy Leadership Lab in partnership with BMW Foundation

On 4 June 2018, APF welcomed its first cohort of 13 Fellows across Asia. Over the one year programme, Fellows are invited to work with AVPN on their policy initiatives, in which AVPN can contribute cross-sector expertise and provide opportunities for Fellows to engage with our member network to realise their initiatives.



▲ The Policy Pulse map is an interactive map of significant social economy policy developments in the region.

The Fellowship launch enabled fellows to set milestones under the facilitation and support of BMW Foundation, Dr. Ben Chan from the Presencing Institute, and guest speaker, Mr Corey Lien from B Corp Asia.

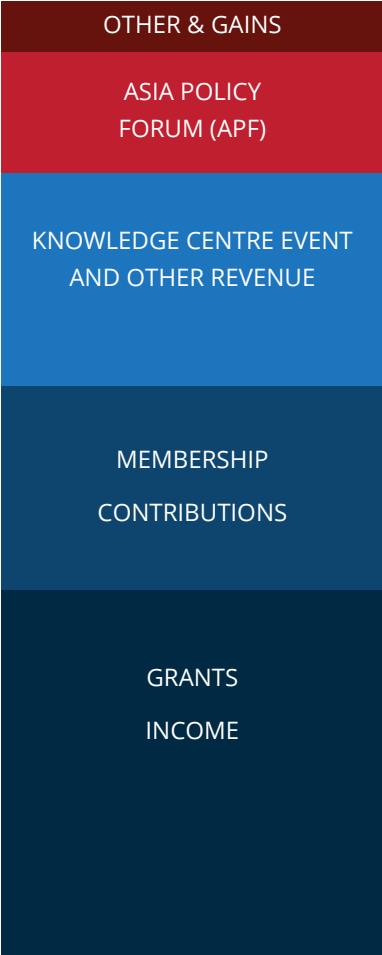
APF Resources Launched

Closing the first half of 2018, APF released its first in-house research publication, “Pay-For-Success Models in Asia Pacific: The Early Movers”. The Policy Pulse map was also soft launched as a first step towards developing an online platform to bridge actionable connections between the public and private sectors.

Other Notable Engagements

APF was also represented at a number of speaking engagements – Notably, a masterclass at Tomorrow Asia 2018 in Taiwan that examined the impact of policy change on different aspects of the social economy. Prior to that, in October 2017, Patsian Low, Director of APF, had the opportunity to discuss collaboration opportunities in finance between development agencies, governments, and the social investment sector at the UNDP Innovative Financing for the SDGs conference in Jakarta.

FINANCIALS



2017



2018

STATEMENT OF FINANCIAL POSITION AS OF 31 MARCH 2018

IN SINGAPORE DOLLARS	For the year ended 31 March 2018	For the year ended 31 March 2017
ASSETS		
Current Assets		
Cash And Cash Equivalents	1,478,521	1,284,438
Other Receivables	201,283	179,188
Total Current Assets	1,679,804	1,463,626
Non-Current Assets		
Total Non-Current Assets	20,007	3,214
TOTAL ASSETS	1,699,811	1,466,840
LIABILITIES & EQUITY		
Current Liabilities		
Other Payables	506,097	377,965
NET ASSETS	1,193,714	1,088,875
FUNDS		
Unrestricted Fund		
General Fund	1,193,714	1,088,875



STATEMENT OF COMPREHENSIVE INCOME FOR THE FINANCIAL YEAR ENDED 31 MARCH 2018

IN SINGAPORE DOLLARS	For the year ended 31 March 2018	For the year ended 31 March 2017
INCOME		
Asia Policy Forum (APF)	40,000	117,029
Donations - Non-Tax Exempt		15,506
Knowledge Centre Event Revenue	388,200	319,908
Knowledge Centre Other Revenue		183,594
Grants Income	1,642,472	1,086,212
Membership Contributions	636,093	490,863
Other Income	56,884	11,318
Gain On Foreign Exchange		12,693
Total Revenue	2,763,649	2,237,123
LESS: EXPENDITURE	2,658,810	1,957,572
SURPLUS FOR THE FINANCIAL YEAR	104,839	279,551

BOARD & ADVISORS

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Executive Administrator



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Deal Share Senior Associate



Kellie Siow

Accounting Associate



Rachel Chan

Asia Policy Forum Senior Associate



Roshni Prakash

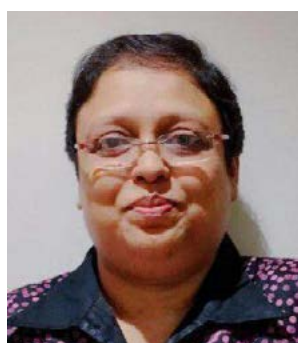
Knowledge Senior Manager

South Asia



Binali Suhandani

South Asia Director



Debasree Chatterjee

Research and Administration Manager



Kavita Tatwadi

Knowledge Manager



Moushumi Banerjee

South Asia Development Director

Southeast Asia



Outi Annala
South East Asia Director



Dorothy Ching
*Membership Services
Manager*



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Myanmar Representative



Ada Chirapaisarnkul
Thailand Representative



Syarif Hamdi
*Information Systems
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Ruth Jones
Global Markets Director



Rabea Nawaz
*Middle East
Representative*

North & East Asia



Patti Chu

Greater China Director



Ken Ito

*East Asia
Representative*



Cindy Wang

China Representative



Chen Zhu

*Greater China
Representative*



Marie Lee

South Korea Representative



Olivia Wang

*Greater China Senior
Associate*



Sunkyung Han

*South Korea
Representative*



Yukie Hosada

Japan Associate

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- ABS-CBN Lingkod Kapamilya Foundation, Inc.
- Accenture Development Partnerships (ADP)
- ACCESS Health International
- Access to Information (a2i) Programme, Prime Minister's Office
- Accion
- Action Aid International
- Acumen Fund (India)
- Adams Street Partners
- Agensi Inovasi Malaysia
- AIM - Scientific Research Foundation Inc.
- AITIA Institute (S) Limited
- Ajooni Impact Investment Advisors Private Limited
- Ākina Foundation
- Alan Morton (individual)
- ALMATA, Division of Avegen Ltd
- Ambuja Cement Foundation
- ANGIN
- ANT Capital Partners Co., Ltd.
- Anthem Asia Limited
- APNIC Foundation (Hong Kong)
- Artha Initiative, Rianta Philanthropy Ltd.
- ARUN Seed
- Ashden Trust (The)
- Ashoka (SG)
- Asia Capital Advisory
- Asia Centre for SE & Philanthropy (NUS Business School)
- Asia Environmental Innovation Forum (AEIF)
- Asia Pacific Social Impact Centre, University of Melbourne
- Asia School of Business
- Asia Value Advisors
- Asia-Pacific B Corporation Association
- Aspen Network of Development Entrepreneurs (ANDE)
- Association of Korean Local Governments for Social Economy and Solidarity
- AT Kearney (SG)
- Atma (India)
- Aurora
- Australian Department of Foreign Affairs and Trade (DFAT)
- Australian National University Crawford School of Public Policy
- Autodesk
- Axis Bank Foundation
- Ayala Foundation, Inc.
- B Current Impact Investment Inc.
- Bain & Co (HK)
- Bank Indonesia
- Baring Private Equity Asia (HK)
- Beautiful Store
- Beijing ECharity Foundation
- Beijing Pro Bono Foundation
- Better Cotton Growth and Innovation Fund
- BlackRock
- Blue Dot Advocates, PBC
- BMW Stiftung Herbert Quandt
- BNP Paribas (HK)
- Bodhi Financial Advisory Services LLC
- Boston University Global Health Collaborative
- Brace
- Bridges Fund Management
- British Asian Trust (BAT)
- British Council (JP)
- Brixton xchange Inc.,
- BSR
- C&A Foundation
- C.(Cdot)
- C4 Capital for New Commons
- CARE International (TH)
- Cargill Tropical Palm Holdings Pte Ltd
- Catalyst Foundation
- Center for Civil Society Studies, Peking University
- Center for Social Impact Strategy, University of

- Pennsylvania
- Center for Social Initiatives Promotion (CSIP)
- Center for Social Investment, Tama University
- Center for Technopreneurship and Innovation
- Central Engineering & Construction Co. Ltd.
- Central Square Foundation (IN)
- Centre for Asian Philanthropy and Society
- Centre for Civil Society
- Centre for Innovation Incubation and Entrepreneurship (CIIE)
- CFPA Microfinance Management Ltd
- ChangeFusion
- Charities Aid Foundation (HQ)
- Charities Aid Foundation (IN)
- CHARUSAT (Charotar University of Science and Technology)
- Chilasa
- ChildFund India
- China Foundation Center
- China Global Philanthropy Institute (CGPI)
- China Social Enterprise and Investment Forum (CSEIF)
- China Venture Capital and Private Equity Association (CVCA)
- Chinese University of Hong Kong (CUHK)
- Cisco Systems India Pvt Ltd
- Citi
- City Developments Limited
- ClimateWorks Australia
- Clinton Giustra Enterprise Partnership (CGEP)
- CLSA Capital Partners (Singapore) Pte Ltd
- Coca-Cola
- Co-Impact
- College of Management, Fu Jen Catholic University
- Conjunct Consulting
- Connecting Founders
- Consuelo 'chito' Madrigal Foundation, Inc
- Convergence
- Covestro (Thailand) Co., Ltd.
- Credit Suisse (HK)
- CreditEase
- Crevisse Partners
- CRIB Pte Ltd
- CRY - Child Rights and You
- CSR Asia (Singapore)
- CSSL Global Private Limited
- CVC Asia Pacific (HK)
- D3Jubilee
- Dalberg Global Development Pte. Ltd.
- Damson Capital
- Danone Communities
- DASRA
- DBS Bank (SG)
- DBS Foundation
- Department of Planning, Public Policy and Management, University of Oregon
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- Dewan Housing Finance Corporation Ltd.
- DFDL (Mekong) Legal & Tax
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- Draper Richards Kaplan Foundation
- Drew & Napier
- DS Group
- DSM Nutritional Products
- Duane Morris & Selvam LLP
- Duke University - Innovations in Healthcare
- Earth Observatory of Singapore, Nanyang Technological University
- East Ventures
- EdelGive Foundation
- Educate Girls
- Egon Zehnder International (HK)
- Emerging Markets Private Equity Association (EMPEA)
- Empact
- EMpower (HK)

- Ennovent (India)
- Epic Foundation
- Equal Community Foundation
- Essar Foundation
- ETF Partners
- European Venture Philanthropy Association (EVPA)
- Evergreen Labs
- Expedia AAE Travel Pte Ltd
- Family Business Network Asia (FBN Asia)
- Family Mandalar Company Limited
- Federation of Indian Chambers of Commerce and Industry (FICCI)
- FHI 360
- Forum for the Future
- Frontier Law and Advisory Ltd
- FSG Advisory
- Fujitsu Research Institute (FRI)
- GameChanger Law Advisors
- Ginkgo Foundation
- Give2Asia (USA)
- Global Compact Network Singapore
- Global Development Incubator (GDI)
- Global Fund for Children
- Global Impact Investing Network (GIIN)
- Global Innovation Fund
- Global Social
- Entrepreneurship Network (GSEN)
- Global Strategy Partners
- GlobalGiving
- Good Return
- Google.org
- Gopurpose Inc Pte Ltd
- Gray Matters Capital
- Griffith University
- Growald Family Fund, Inc
- Habataku Inc.
- Habitat for Humanity
- Hanyang University
- Harish & Bina Shah Foundation
- HATCH VENTURES VIET NAM
- HelpAge International
- HKCSS - HSBC SE Business Centre
- Hong Kong Foundation for Charities
- Hong Kong University of Science & Technology (HKUST) Business School
- Hong Kong Venture Capital Association (HKVCA)
- HSBC (HK)
- Hua Tat Trading Pte Ltd
- Humana People to People China
- ID Insights
- IFMR LEAD
- Impact Guru
- Impact Hub Shanghai
- Impact Hub Singapore
- Impact Hub Yangon
- Impact Investment Exchange Asia (Asia IIX)
- ImpacTech
- Incofin Investment Management East Asia
- Indian Angel Network
- Indian Private Equity and Venture Capital Association (IVCA)
- Indian School of Business
- Indian School of Development Management (ISDM)
- INSEAD (Singapore)
- Insitor Fund
- Inspirasia Foundation
- Inspired Ventures
- Instellar
- Intellect Advisory Services Private Limited
- International Committee of the Red Cross (CN)
- International Innovation Corps IIC
- International Rice Research Institute
- Investing in Women
- Isha Foundation
- Ishk Tolaram Foundation
- Japan Fundraising Association
- Japan Social Impact Investment Foundation

- Japfa Foundation Indonesia
- Jeffrey Cheah Foundation
- Johnson & Johnson
- Jollibee Group Foundation
- J-PAL South Asia at IFMR
- Just Cause
- Kaizen Management Advisors Private Limited
- Karuna Pte Ltd
- KBZ Bank
- Kellogg Asia Pacific Pte Ltd
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- Kimberly-Clark Asia Pacific Headquarters
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- LGT Impact Ventures
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- LIN Center for Community Development
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- Lord Mayor's Charitable Foundation
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- Macao Tong Chai Charity Association
- MacArthur Foundation
- Macquarie
- Magic Bus
- Maha Agriculture Public Co.,Ltd
- Mana Data Foundation
- Manan Trust
- Mars Incorporated (SG)
- Mastercard Center for Inclusive Growth
- MDF Asia Myanmar
- Medtronic International, Ltd
- Mekar
- Mennonite Economic Development Associates (MEDA)
- Mercy Relief
- MetLife Foundation
- Micro Empire
- Microsoft Operations Ltd
- Milken Institute
- Mission & Co
- Mitsubishi Corporation
- Mitsubishi Research Institute,Inc.
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- Mornington Services Pte Ltd
- MTR Corporation
- Music For Life International Inc
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- Narada Foundation
- NASSCOM Foundation
- National Arts Council
- National Foundation for India
- National Geographic Society
- National Volunteer & Philanthropy Centre (NVPC)
- Nebula Infraspaces LLP
- NEU Center for Social Innovation and Entrepreneurship
- New Heritage Investments Limited

- Nexus
- Nexus for Development (SG)
- NISECORP S.E. Co.,Ltd.
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- Octava Foundation
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- Opportunity International Australia
- Opportunity International China Limited
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- OWW Capital Partners
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- PACE Universal
- PACE-ABLE PRIVATE FOUNDATION
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- PayPal
- Pearl Consulting
- Peepul Foundation
- Peterson Holdings Company Limited
- Phandeeyar Myanmar Innovation Lab
- Philanthropy Australia
- Philanthropy in Motion Limited
- Phitrust Partenaires
- Pioneer Trend International Ltd.
- Plan International (India Chapter)
- Plus: Platform Usaha Sosial
- Porticus Asia Ltd
- Pratham Education Foundation
- Prudence Foundation (HK)
- Pyoe Pin
- Quadria Capital
- Quest Alliance
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- RBL Bank Limited
- re:terra
- Reach Out 2
- READ Global
- Regional Community Forestry Training Centre for Asia and the Pacific
- Republic Polytechnic Singapore
- Resonance, Frontier Market Solutions
- ResponsAbility
- Retail Solutions [Legacy]
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- Rikolto Indonesia
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- Rocky Mountain Institute
- Root Impact
- RS Group
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- Sarsapa Insights
- Sattva Media and Consulting Pvt. Ltd.
- Save The Children Asia Regional Office Limited
- SBI Foundation
- School of Global Studies, Thammasat University
- School of Social Sciences, Singapore Management

- University
- Schroders (SG)
- SEAF
- SecondMuse
- Seeds Foundation
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- Shakti Sustainable Energy Foundation
- Shanghai Better Education Development Center
- Shanghai Jiao Tong University
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- Singtel
- SK Happiness Foundation
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- Social Investment Partners
- Social Motion Co., Ltd.
- Social Value International
- Social Venture Group
- Social Venture Partners India
- Social Venture Partners International (SVPI)
- Social Ventures Australia
- Social Ventures Hong Kong (SVHK)
- Solve Education!
- Splash
- Spring Impact
- SSUP Holdings Co., Ltd.
- Standard Chartered
- Star Social Innovation
- Stars Foundation
- State Street Foundation
- STIR Education
- Sunny Public Welfare Communication
- SUTD-MIT International Design Centre
- Swift River Consulting
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- Tanoto Foundation
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- TechSoup
- Tee Teh Sdn Bhd
- Temasek International Pte Ltd
- Tempest Advisors
- Ten20 Foundation
- Thai Young Philanthropist Network
- Thailand Development Research Institute
- The American India Foundation Trust
- The Asan Nanum Foundation
- The Bridge Institute
- The Circle Foundation
- The Community Foundation of Singapore
- The Dariu Foundation
- The Education Alliance
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- The Hong Kong Polytechnic University
- The Marshall Foundation
- The Murakami Family Foundation
- The Power of Nutrition
- The QED Group
- The Resource Alliance Limited
- The Rockefeller Foundation
- The Sasakawa Peace Foundation

- The Social Factory
- The Social Investment Consultancy
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- Toolbox India Foundation
- Tote Board
- Trafigura Foundation
- Treis Asia Pte Ltd
- Tricor Global (Singapore)
- TrustLaw (Thomson Reuters Foundation)
- UBS (HK)
- UNILEVER ASIA PTE LTD
- United Nations Development Programme
- United Way Mumbai
- Unitus Capital
- University College Fairview
- University of Edinburgh Development and Alumni
- University of Tsukuba
- UnLtd India
- UOB Venture Management Private Limited
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- Women Organizing for Change in Agriculture and Natural Resource Management (WOCAN)
- Women's Fund Asia
- World Hope International
- World Vision International
- Xynteo AS
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- Yayasan Kopernik
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- Zijiang Foundation



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