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A note from the President

Dear Friends,

It is an honor indeed to be having this opportunity to present to you our first annual report.

What started as a small seed of thought today stands as a sapling ready to be watered and groomed into a big giving tree for the future!

Shifting Orbits Foundation is a manifestation of a decade old dream of wanting to do our bit for making the world a better place in our own lifetime. What started as an innocuous contribution towards a family's want for getting their child educated today has become our single biggest obsession.

With over 78 million families in India struggling with poverty, education holds a key to a better trajectory that can combat their inter-generational poverty. However when looked at from their vantage point, in spite of fully knowing this - this path is often long, non-generic and full of cracks which inhibits them from keeping that as a priority. That bothers us!

We at Shifting Orbits Foundation have taken the mandate on ourselves to be the “partners” for these families and make their children's education our single most obsessive mission.

With 21 low income families that have embraced us in our first year of operations, we look forward for being their constant support system through their child’s educational journey and seeing them make the shift to a much glorious future!

Needless to say, none of this would have been possible without our well-wishers encouragement and our donors trust. We are especially grateful to Senthil Namasivayam and P Ambikapathy for placing their blind trust on us so early on when we ourselves were figuring out how to take this to its next stage!

Now with a much bigger audacious dream for the future, we seek all your well wishes and support in making this dream as much as yours as it is ours!

The orbits have started to shift.

Thank you!

With Gratitude and Regards,

Shekar Hariharan
Founder and President
1 IN 5 CHILDREN DON'T QUITE MAKE IT TO COLLEGE...NOT BECAUSE THEY CHOSE NOT TO BUT THEY WERE UNABLE TO

WE ARE ON A MISSION TO CHANGE THIS NARRATIVE
About Shifting Orbits Foundation

What are we trying to do?

We are a nonprofit organization focused on embracing the economically challenged families and providing them a sustained support to continue their children’s educational journey.

We love to imagine ourselves as the "Uber for the low income family's educational journey"

Like Uber, we go to their doorsteps, be with them through the journey and drop them only at their final destination!

Why are we doing this?

We strongly believe education is a life altering tool that can help "defeat" the vicious cycle of inter-generational poverty. However we also learnt that continuing this educational journey is an overwhelming ordeal for the economically challenged families! The "cracks" and the "constraints" surrounding their lives are just too many for them to continue keeping their children’s "education" as their priority! That’s the issue that bothers us deeply!

Our Vision, Mission and Belief

Simply put - We are on a mission to do “everything” possible to get low-income families complete their child’s education
HOW DO YOU CHOOSE BETWEEN BROKEN ROOF, AILING MOTHER AND TUITION FEE OF YOUR CHILD?

WE ARE ON A MISSION TO ELIMINATE SUCH DIFFICULT CHOICES!
About Shifting Orbits Foundation

Our Approach

We start on the premise that we are ill equipped to understand any problem that we ourselves don't face, no matter how empathetic we may think we are. Also we strongly believe in a long term involvement where we are with the family for anywhere between 5 to 10 years. Once inducted we start a series of Human Centered Design Iterations with the family to solve EVERY hurdle that might impair the ability of their child to complete their education. We do this by either connecting them to existing solutions or funding them.

Our Interventions through the journey of the child
WHAT DOES A 14 YEAR OLD DO WHEN THE ONLY BREAD-EARNER OF THE FAMILY LOSES THE JOB?

WE ARE ON A MISSION TO MAKE THESE QUESTIONS OPTIONAL.
Our Impact so far

Year 1 progress

We strongly believe that the only metrics that matters to us is the "destination" that we dream for each of our cohorts. In fact we call each of our cohorts NOT by the year of them joining us, but the year they will graduate and get their job!

Our Year 1 journey has 21 families who have embraced us for helping them in their child's educational journey. The children's age range from 10 to 21 and are currently studying in different grades / schools and colleges.

Our interventions at this point includes taking over full/partial finances of their school expenses, bi-monthly progress check with schools and parents, enrollment for appropriate coaching classes and mentoring/counseling sessions with both parents and children. We are also in talks with partner organizations on providing a "financial umbrella" (Insurance, Saving Plans and access to low interest loans) and "re-skilling" to the families so that we get the financial worries out of the way.
WHAT DO YOU DO IF YOU GET TO KNOW YOUR CHILD HAS TALENT FOR SPORTS AND NOT ACADEMICS? WILL YOU ENROLL FOR COACHING INSPITE OF YOUR LIMITED FUNDS?

WE ARE ON A MISSION TO MAKE THAT A POSSIBILITY!
Our Cohort Profiles

Spread of our cohorts across gender

- Male: 52%
- Female: 48%

Spread of our cohorts across their graduating year

Spread of our cohorts across age

- <12: 3
- 13: 7
- 14: 1
- 16: 4
- 17: 1
- 18: 3
- 19: 1
- 23: 1
### Journey map of our cohorts

<table>
<thead>
<tr>
<th>Name</th>
<th>Gender</th>
<th>Age</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
<th>2025</th>
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<td>23</td>
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<td>Job</td>
<td>Post Job Support</td>
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<tr>
<td>Ujjwal Das</td>
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<tr>
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<td>Job</td>
<td>Post Job Support</td>
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<tr>
<td>Sanjeev</td>
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<td>10th Exam</td>
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<tr>
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<tr>
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<td>Vishwas</td>
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<tr>
<td>Pawan C</td>
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<tr>
<td>Mahesh</td>
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<tr>
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<td>Padmashree</td>
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</tr>
</tbody>
</table>

### Investments on our Assets (our cohorts)

#### Investment split (2018-2019)

- **Learning Aids**: 16%
- **School Fees**: 84%
- **Augmented Tuitions /Others**: 0%

#### Investment split (2019 till date)

- **Learning Aids**: 7%
- **Augmented Tuitions**: 2%
- **School Fees**: 91%
- **Others (Bus Fare etc)**: 0%

#### Investment Head

<table>
<thead>
<tr>
<th>Head</th>
<th>2018-2019</th>
<th>2019-till date</th>
</tr>
</thead>
<tbody>
<tr>
<td>School Fees</td>
<td>₹ 26,000.00</td>
<td>₹ 1,74,425.00</td>
</tr>
<tr>
<td>Augmented Tuitions</td>
<td>₹ -</td>
<td>₹ 12,650.00</td>
</tr>
<tr>
<td>Learning Aids</td>
<td>₹ 5,000.00</td>
<td>₹ 2,976.00</td>
</tr>
<tr>
<td>Others (Bus Fare etc)</td>
<td>₹ -</td>
<td>₹ 650.00</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>₹ 31,000.00</td>
<td>₹ 1,90,701.00</td>
</tr>
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</table>
As a principle, we try not to publish or broadcast photos of our cohorts until we get them to their destination. Hence John is all you will get to meet at the moment!
Financials – Audited Reports (FY 2018-19)

<table>
<thead>
<tr>
<th>Schedule</th>
<th>Description</th>
<th>Rs</th>
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<tbody>
<tr>
<td>1</td>
<td>Total Income</td>
<td>1,192</td>
</tr>
<tr>
<td></td>
<td>Total income rounded off u/s 28BA</td>
<td>1,190</td>
</tr>
<tr>
<td></td>
<td>Tax on total income</td>
<td>0</td>
</tr>
</tbody>
</table>

### Schedule 1

#### Taxable Income u/s 11 to 13

<table>
<thead>
<tr>
<th>Description</th>
<th>139(4A)</th>
<th>12A or 12AA?</th>
<th>10(2C)(iv) to (vii)?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Return to be furnished u/s</td>
<td>Yes</td>
<td>No</td>
<td></td>
</tr>
<tr>
<td>Whether registered u/s 12A or 12AA?</td>
<td>Yes</td>
<td>No</td>
<td></td>
</tr>
<tr>
<td>Whether approved u/s 10(2C)(iv) to (vii)?</td>
<td>No</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Aggregate income referred to in sections 10, 11 &amp; 12</td>
<td>32,002</td>
</tr>
<tr>
<td>Income available for application u/s 11</td>
<td>32,002</td>
</tr>
<tr>
<td>- 11(1): Applied in India during the FY</td>
<td></td>
</tr>
<tr>
<td>- Revenue account</td>
<td>26,010</td>
</tr>
<tr>
<td>- 11(1): Accumulation to the extent of 15%</td>
<td>4,900</td>
</tr>
<tr>
<td>Income after application</td>
<td>30,910</td>
</tr>
<tr>
<td>Total deemed income</td>
<td>1,192</td>
</tr>
<tr>
<td>Taxable income</td>
<td>1,192</td>
</tr>
</tbody>
</table>

Bank Ac: ICICI Bank 359605000262 IFSC: CIIC0003696

Date: 17-Sep-2019
Place: Bangalore

For MOHAN & CHANDRASEKHAR CHARTERED ACCOUNTANTS

Authorized Signatory

For SHIFTING ORBITS FOUNDATION

13
Financials – Audited Reports (FY 2018-19)

Shifting Orbits Foundation

Receipts and Payments Account for the Year ended 31.3.2019

To Opening Balance  
- Cash in Hand  
- Cash at Bank

To Corpus Received  
3,001.00

To Donation Received  
32,002.00

By Educational Assistance  
- Shilpa Das Fees  
- Sundry Expenses

By Closing Balance  
- Cash in Hand  
- Cash at Bank

33,003.00

33,003.00

Income and Expenditure account for the Year ended 31.3.2019

To Educational Assistance  
- Shilpa Das Fees  
- Sundry Expenses

To Surplus  
5,992.00

32,002.00

By Donation Received

32,002.00

32,002.00

Balance Sheet as on 31.3.2019

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Assets</th>
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<tbody>
<tr>
<td>General Fund</td>
<td>5,992.00</td>
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<tr>
<td>Corpus Fund</td>
<td>1,001.00</td>
</tr>
<tr>
<td></td>
<td>6,993.00</td>
</tr>
<tr>
<td></td>
<td>6,993.00</td>
</tr>
</tbody>
</table>

For MOHAN & CHANDRASEKHAR
CHARTERED ACCOUNTANTS
The Road Ahead

2019
21 Families / 63 Dependents
Budgeted investment: 6 L INR

2020
60+ Families / 200+ Dependents
Budgeted investment: 35 L INR

2021
150+ Families / 600+ Dependents
Budgeted investment: 55 L INR

2022
300+ Families / 1200+ Dependents
Budgeted investment: 184.2 L INR

2023
600+ Families / 2500+ Dependents
Budgeted investment: 361.9 L INR

ISSUE 1 | VOL 1 | SEP 2019
Our Team and the Board

THE TEAM

SHEKAR HARIHARAN
CEO / Field Staff

RAJESHWARI KRISHNAMOORTHY
COO / Field Staff

RAJAN THOMAS
Programs and Education

PRABHA THAKUR
Counselling and Career Planning

BOARD OF TRUSTEES

SHEKAR HARIHARAN
President

RAJESHWARI KRISHNAMOORTHY
Managing Trustee

SANKARAN KRISHNAN
Treasurer
WHAT IF YOU HAD THE POWER TO SHIFT THE DESTINY? WILL YOU?

WE ARE ON A MISSION TO ENABLE THAT! ONLY IT MAY NOT BE JUST YOURS..

www.shiftingorbits.org
Our Donors

THANKS!

Our heartfelt thanks to all our early donors, who placed such an immense trust on us and contributed to our cause even before we could clearly validate the path we were heading towards! We assure you, the dents have been made in the universe and we will continue shifting the orbits and the destiny of many more!

Senthil Namasivayam
Jaya and P Ambikapathy
Lakshmi and Ganesh Ramaswamy
Kritika and Pawan Singh
PC Hariharan
K Prabhakaran
Arun Kumar Hallur
Prabala Padmanabhan

THANK YOU!
FOR PLACING YOUR TRUST ON US AND FUELLING OUR MISSION

The story of your contributions

Where does our money go?

Contribution Split
2018-2019 (including projections for rest of the year)

- Founder/Board: 43%
- Individual Donors: 57%
- Program Expenses
- Admin, Compliance and Reporting
- Fund Raising

For every 1 rupee
SOF received

₹ 0.90
₹ 0.08
₹ 0.02
Your role in our journey

1 in 5

children from low income family may not make it to Grade 10 or higher unless we do something about it!

We are on a mission to eliminate this proportion

HELP US DO MORE

We want to
- Extend our reach to 600+ families in next 8-5 years
- Force-multiply our impact by adding paid staff from our own alumni and their family members
- Develop a scalable model for open source replication

VISIT US @ WWW.SHIFTINGORBITS.ORG TO SEE HOW YOU CAN DONATE
SHifting ORBITS FOUNDATION

A FOR-PURPOSE NON-PROFIT FOCUSED ON PROVIDING SUSTAINED SUPPORT TO FAMILIES FOR THEIR CHILDREN'S EDUCATION.