

ANNUAL REVIEW 2019



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MESSAGE FROM THE CHAIR AND CEO

During 2019, Dana Asia strengthened its organisational foundations and sharpened its strategic aim to focus on projects and activities with high potential to generate social impact at scale.

As this is being written the world is in the throes of unprecedented health and economic disruption wrought by the seemingly inexorable Covid-19 pandemic. People at the bottom of the human pyramid will be hardest hit and bear the brunt of this global misfortune. Across developing Southeast Asia and the Pacific where Dana Asia pursues its mission the full extent of the impending impact will be hard to comprehend.

We are deeply appreciative of our Dana Asia team and partners across Southeast Asia and the Pacific where our people and our target communities are profoundly affected. We feel our social mission has now become more urgent and important than ever before, and we feel truly fortunate for our amazing donors who remain steadfastly loyal and committed to us and the work we do.

Dana Asia's board and management is most aptly described as fuelled by purpose and lean in its make-up. We have worked conscientiously over the past year to build our capacity and strengthen our capability while simultaneously working efficiently and effectively to deliver real value to our projects.

One of the key changes over the past year was the establishment of Dana Asia's parent entity in Australia with a refreshed board and management team. The underlying rationale for this restructuring was to reconstitute Dana Asia with a single-minded strategic focus on social business in Southeast Asia and the Pacific and with a much more streamlined cost structure.

A two-part restructuring exercise was completed. First, Dana Asia Australia (including Dana Asia Singapore sub-entity and Dana Asia Cambodia sub-entity) was demerged from its then parent, Grameen Australia. Grameen Australia is now separate and unrelated with its own board and management and focused exclusively on micro-finance within Australia.

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Second, with Dana Asia's parent entity now in Australia, the Dana Asia Singapore sub-entity was rendered superfluous and is being closed to reduce administrative burden and lower costs. The Dana Asia Cambodia sub-entity will remain.

The reconstituted Dana Asia is now well positioned to realise its vision to be South-east Asia and the Pacific's leading catalyst for social and economic inclusion. Our organisation emerges from 2019 with a refined and highly differentiated operating model. One that pairs education with social business at the macro-level while simultaneously working at the micro-level to guide the design and launch of sustainable businesses that impact a social problem at scale and are led by empowered local people from poor and marginalised backgrounds.

We live in a world of ever-increasing inequality. Over half of our world's population live on \$5.50 or less per day. The top 1% of wealthy people currently own twice as much wealth as the bottom 90% of people. This figure changes every day, with the wealthiest getting relatively wealthier against those fighting for every day survival. We have an important role to play in creating a sustainable business-like culture where profits generated are fed straight back into the most disadvantaged communities. These profits, however big or small, can help communities to create new microeconomic value that lifts families out of poverty, allows children to continue their education, and mothers to maximise their entrepreneurial creativity.

Our task is simple but immense. To readdress this paradigm using education and social business as our primary tools. In 2019, we generated an income of AUD 2.5 m and made grants of AUD 1.5 m, through both our Australian and Singapore entities, to 6 projects.

During 2020, expect to see our focus shift more towards achieving sustainability in our existing social business activity in Cambodia and the Philippines, whilst developing new and exciting education and social business opportunities around the region, including our first Pacific initiative, a proposal in partnership with Solutions pa Marovo to create a scholarship program for young girls in the Solomon Islands.

David Landers

CHAIR

Duncan Power

CEO

OUR MISSION

Dana Asia is venturing into exciting new territory by redefining our direction and vision for the future.

Our new strategy will guide us towards becoming an industry leader in social business, guiding the design and launch of sustainable businesses that address a social problem led by empowered local people from poor and marginalised backgrounds.



We believe that a social business will not succeed without the power of education. Therefore creating education opportunities is at the core of everything we do.



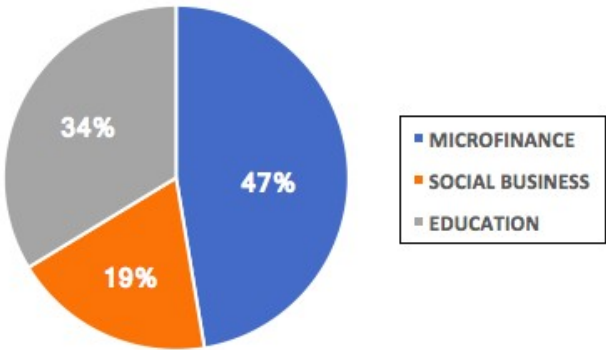
Our vision is to blend the attributes of a competitive business mindset with a charitable heart. With this in mind, we can invent a new, more empowering and sustainable philanthropy for our friends and

OUR PROGRAMS

Dana Asia’s work throughout 2019 has been centred around three main areas: Microfinance, education, and social business.

Dana Asia provides education to marginalised youth through school building projects, scholarships and other educational support opportunities in partnership with local NGOs in Cambodia, Thailand and the Philippines.

2019 Project Funding Breakdown



The Dana Asia Social Business program continues to be on the leading edge of the development sector, designing and implementing creative and sustainable projects with a high social impact. Our poultry farming social business in Cambodia and our social business microfinance hub in Manila continue to support thousands of small-scale entrepreneurs to achieve sustained business success and improved livelihoods for themselves and their families.

In Manila, Dana Asia funds Grameen Pilipinas, a microfinance institution lending to some of the city’s most impoverished communities to facilitate the development and growth of small businesses.

EDUCATION

KHNAO PO SCHOOL, CAMBODIA

Throughout 2019, Dana Asia has continued its support of the Khnao Po high school in Siem Reap province, Cambodia. Dana Asia works closely with the school director and teachers to identify emerging needs and work towards improving facilities and quality of education to best serve the students and community.

One urgent need identified in 2019 was for a new high school building to accommodate the growing student numbers. Thanks to generous sponsorship from our donor, construction of a new 6-classroom block was completed in September 2019. As a result of this building, the school was able to accommodate their first ever Grade 12 class. Classes started in November 2019 with an impressive enrolment of 65 students.



EDUCATION

CCF SCHOLARSHIPS, CAMBODIA

This year, in partnership with local NGO Cambodia Children's Fund in Phnom Penh, Dana Asia has supported University scholarships for 9 students from impoverished backgrounds. Students study in a variety of subjects, from Mathematics to Tourism and Hospitality. CCF are best placed to identify low-income students in most need of financial support to achieve their educational goals. Dana Asia's funding ensures they are able to complete their full course of study.



Photos c/o FED and CCF

FED SCHOOL, THAILAND

Dana Asia continues its ongoing support of the Foundation for Education and Development's Unified Learning Centre (ULC), a school for the children of Burmese migrant workers who come to the area for employment. The 2018/19 school year saw an enrolment of over 300 students between Nursery and Grade 8.



SOCIAL BUSINESS, CAMBODIA

KJC FARM

KJC Farm continues to produce high quality poultry for sale to the Siem Reap restaurant and hotel market, operating as a training facility for low income farmers to learn how to become poultry farmers.

Much of 2019's focus was on improving the biosecurity and processing on the farm to ensure the highest quality from hatch to slaughter. The management team has taken the lead in working with advisors to make necessary adjustments to procedures with great success.

Our 2019 key achievements include:

- ◆ 10 full-time and 4 part-time farmers employed from the local dumpsite community
- ◆ 4,000 birds for sale to the restaurant and hotel market each month
- ◆ A total of 36,192 kg of poultry sold in the year 2019
- ◆ A total income of \$100,189 USD in the year 2019
- ◆ First pilot farmer trained and farm established as part of the Outgrower project to scale Dana Asia's impact
- ◆ Establishment of a local Board to take the first steps towards achieving local NGO registration.



SOCIAL BUSINESS, CAMBODIA

OUTGROWER PROJECT

Key to the scaling of Dana Asia's impact in Cambodia is the Outgrower project. The project aims to equip low income farmers with the skills and resources to host their own poultry small business in their backyards. Rural villagers are trained in international standard poultry rearing and provided with a shed and all materials necessary to raise batches of up to 500 chicks.

Dana Asia's first pilot farm was established in November 2018 and has been a vital source of information to develop and grow the project model. The pilot farm has seen tremendous success, with 98% survival rates to point of slaughter. With funding in place for the next pilot farms, Dana Asia will embark upon phase 2, training a further 6 pilot farmers over the next year.

BREEDER FARM

Developments on Dana Asia's breeder farm land are ongoing. Access, fencing, electricity and water supply are nearing completion and plans to begin construction of the first farm buildings are well underway. The Breeder farm will supply a reliable source of healthy eggs to KJC Farm and the Outgrower project, and is essential to the viability and scaling of impact in Cambodia. All going as planned, the breeder farm aims to be fully operational by September 2020.



MICROFINANCE, PHILIPPINES

Dana Asia continues to fund and support Grameen Pilipinas Microfinance (GP), a ground-breaking initiative that combines microfinance with education and mentoring to empower marginalised people living in the slums of Manila to develop income producing businesses as a means of alleviating poverty. With an approach modelled on the teachings and successes of Nobel Laureate Professor Mohammed Yunus and the Grameen Bank of Bangladesh, borrowers receive financial literacy and entrepreneurship training throughout their participation in the loan program, and receive ongoing mentorship to support their business' development.

Our 2019 key achievements include:

- ◆ 1,636 loans released worth a total of 66,957 AUD
- ◆ 92% of borrowers are women
- ◆ Borrowers operate convenience stores, restaurants, repair shops, motorcycle taxis and more
- ◆ Transitioned all GP loan management from paper-based system to an online cloud platform
- ◆ Research conducted towards establishing Fintech mobile and online banking for borrowers.



SOCIAL BUSINESS, PHILIPPINES

CAFE LABS

In the past year we partnered with Telstra to launch 2 Café Labs in metro Manila schools. Students learn hospitality skills and experience their first work opportunities while the café produces healthy snacks for the student body. Products are sourced from local families who are given a microloan by the program to grow their small businesses. The program has built both cafés to self-sustainability, trained over 100 students, and supported the development of 30 local businesses through loans. The Café Lab program has drawn attention of the Philippine's Department of Education and other possible corporate partners, and will be expanded to new schools in 2020.



DIDIPIO FARMER'S SOCIAL BUSINESS

Since 2018, we have partnered with Oceana Gold mining company in pioneering the Didipio Community Agribusiness Development Project (DCADP) in a rural, mountainous region of north Luzon. The pilot project has successfully established 30 farm-related businesses, 2 community-based social businesses, and trained 100 farmers in poultry, vegetable, and hog-rearing farming techniques resulting in lifting income levels of the entire community.



SOCIAL BUSINESS, PHILIPPINES

URBAN HOUSING SOCIAL BUSINESS DEVELOPMENT

We have partnered with a local housing coop to launch a social business ecosystem in a social housing development in metro Manila. The community is comprised of hundreds of families who have been relocated from the slums to a government housing site. To date the project has helped the coop set-up a local market, microfinance opportunities for families, and an estate management strategy to help the community economy grow in future years. The project is sponsored by the Kestin Foundation and has the potential to be replicated into dozens of marginalised urban communities.



YUNUS SOCIAL BUSINESS SUMMIT

March 2019 saw an exciting opportunity for Dana Asia and Grameen Pilipinas to host noble prize winner Muhammad Yunus in the Philippines. We took a leading role in organising the 2019 Yunus Social Business Youth Summit at the College of Saint Benilde where Professor Yunus inspired us all through his thought provoking messages. The week of festivities brought together social business minds from around the world to share their ideas and motivated the next generation of Filipino youth to think outside the box to solve the world's most pressing problems.



MEET OUR BENEFICIARIES

"I am very happy to be part of the Outgrower project. My husband cannot work due to an accident so my family rely on my income. At times it is a struggle; buying rice, kids going to school, everyday living costs. I'm just doing the best I can. Now I can raise chickens at home which is another source of income. With this extra income I hope that my kids can grow up and go to a good school so they can get good jobs to help the family."

- Lorm Salat, Outgrower farmer, Cambodia



"I am studying in Year 3 at Phnom Penh International University, Cambodia. Without CCF and donors, I would have ended up working as a factory worker. I want to be a professional translator and interpreter in the future."

- Heng Chhuy Hour, CCF scholarship student, Cambodia

"Thanks for the support in building our Cafe Lab that will be a laboratory for entrepreneurship of students, offer healthy snacks to the school community and the income will be used to support the students' Trade Accreditation Test fees."

- Mr. Joel Camero, Principal at the launching of Citrus high school Cafe Lab project, Philippines



THE YEAR AHEAD

The year 2020 sees us refocussing our strategy and direction to become more efficient and effective, thus resulting in maximising our impact on marginalised communities.

In 2020, we will establish a branch office in Manila to give us a base to expand our education and social business projects in the Philippines. Dana Asia will focus efforts on the Philippines, designing and implementing innovative social business ideas which will lift entire communities out of poverty.

As KJC Farm in Cambodia requires less and less input from Dana Asia in terms of management and everyday operations, we can turn our attentions to the expansion of the Outgrower project, bringing training and income to more rural villagers around Siem Reap province.

We will also be looking to expand our education project offerings, moving away from the more traditional University scholarships and towards widening access to education for the most marginalised groups. This will include the sponsorship of the Grade 12 class in Cambodia and vocational training scholarships in the Philippines.



OUR TEAM

The Dana Asia team has many years of microfinance, business, education and development experience in a variety of settings, and are strategically positioned around the region giving easy access to all project sites.



Duncan Power
CEO

Based in Australia with frequent travel to projects



Lotti Fraser
Director of Programs
Based in the Philippines



David Landers
Board Chair



Elizabeth Masamune PSM
Board Director

OUR PARTNERS

Over the past year we have nurtured old and built new partnerships. 2019 saw partnerships with international organisations such as Telstra, Oceana Gold, and the Ayala Foundation in the Philippines and Rotary clubs in Australia.

We continue to build relationships with various family Foundations in Japan who support our existing and emerging projects.

We have collaborated with numerous in-country NGOs to implement effective and sustainable projects, and ensure best practice within each and every project context.

We are always looking for new partners and welcome interested parties to get in touch.



**KESTIN FAMILY
FOUNDATION**



OCEANA GOLD



**Ashby Utting
FOUNDATION**



**Ayala
Foundation**



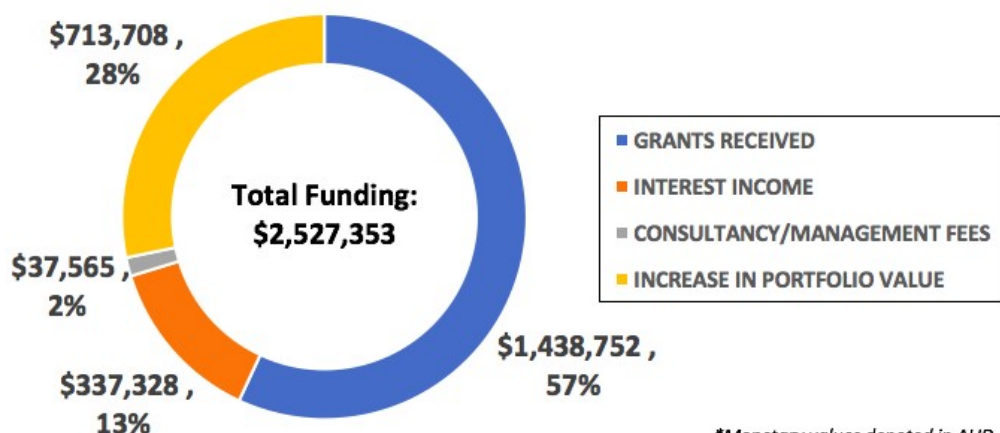
**Grameen Pilipinas
Microfinance Inc.**

Empowerment through Microfinance, Social Business and Technology

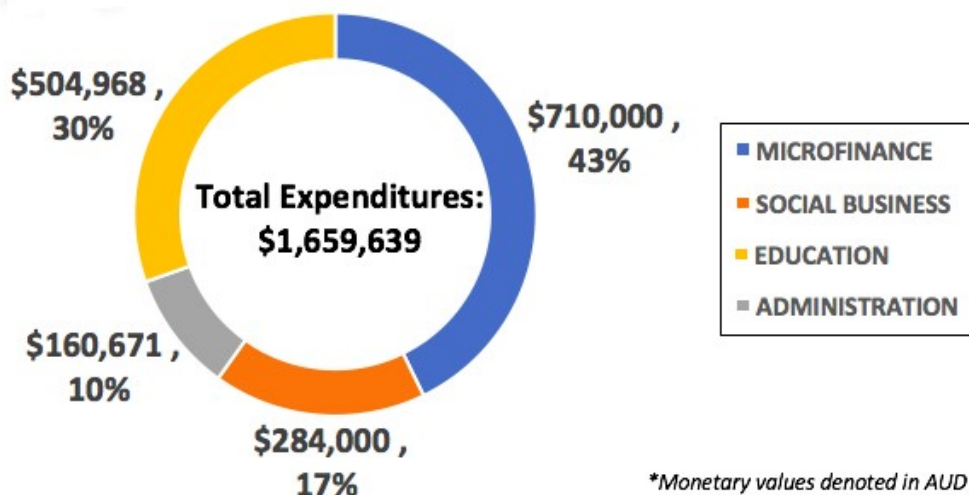


FINANCES

2019 FUNDING SOURCES



2019 EXPENDITURES



NOTE: Financials are combined DA Australia and DA Singapore.

CONTACT US

Dana Asia is a registered tax-deductible charity in Australia, ABN 44627282615.

For more information on any of our projects, please feel free to contact us using the details below:



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