



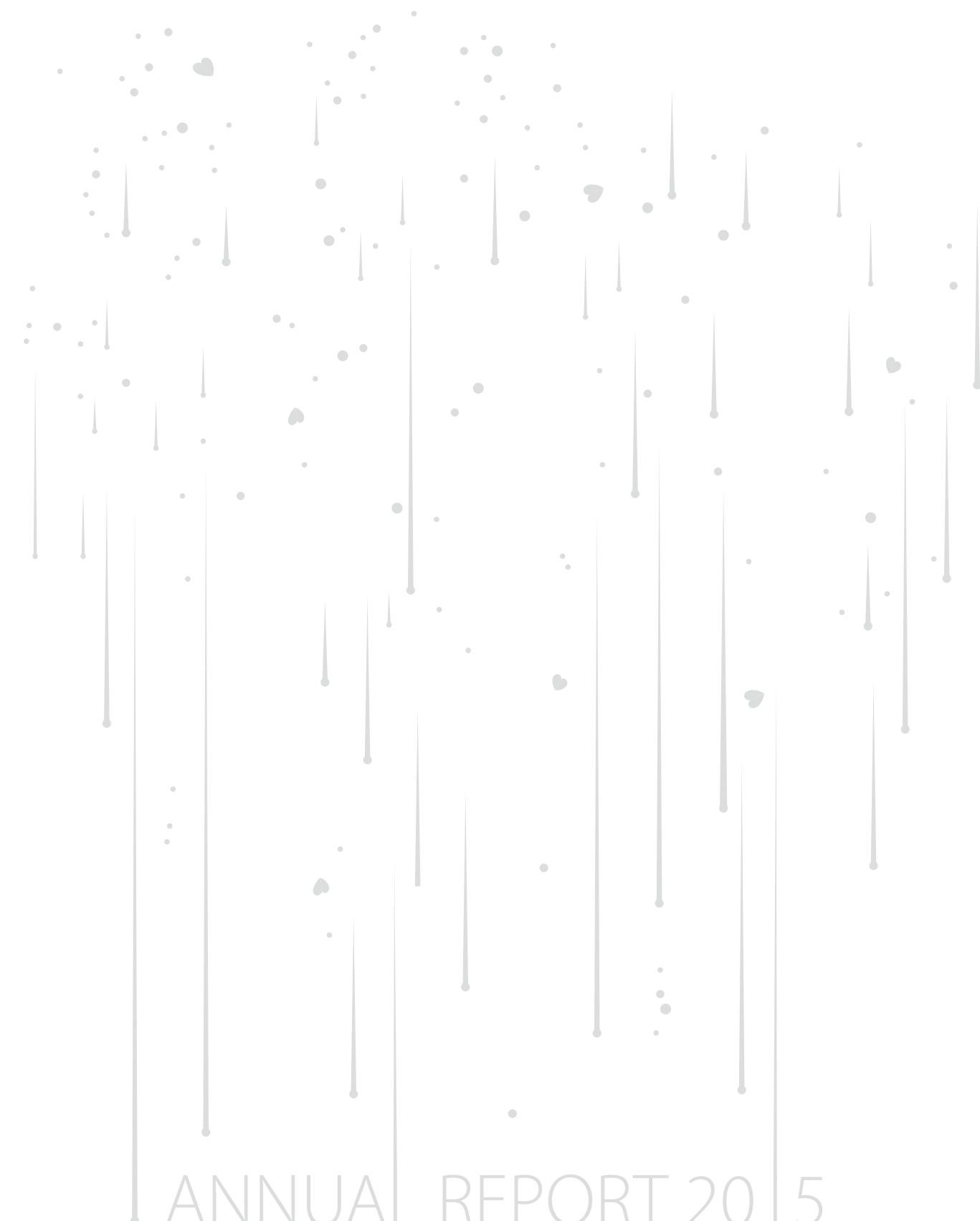
爱佑慈善基金会  
AI YOU FOUNDATION

ANNUAL REPORT 20 | 5

Value: Passion, Integrity, Efficiency, Innovation

Vision: To be a Global Leader in Philanthropy

Mission: To Make Philanthropy a Lifestyle for Everyone



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## Preface

More than a decade ago, we started Ai You Foundation with a simple vision to dedicate ourselves to helping more children. Now, Ai You, as the developer of the world's two largest aid projects for children, has created a portfolio consisting of "Ai You Young Heart Project", "Ai You Angel Project", "Ai You Reborn Project" and "Ai You Hekang Rehab Center". In addition, it has also developed a set of robust project operation procedures and an operation management system suitable for reproduction. When we realized that there is more that we can do as we proceeded, we took our first step to do something for philanthropy, launching and operating the first venture philanthropy project "Ai You Philanthropy+". After three years of efforts, the project has offered financial support to 30 grantees, allowing most of them to achieve dramatic size expansion and improvement in professional capacity. We also started another philanthropy community project--"Your Space" at the end of last year, a name different from other projects was given to this new project, as it is expected to be a brand new mobile-Internet-based value sharing platform for philanthropy. So far, there have been gradual improvements in our venture philanthropy portfolio.

From a leader in aid projects for children to a pioneer in domestic venture philanthropy projects, from dedication to project implementation to platform-based resource sharing, Ai You has kept seeking a higher level of efficiency and transparency, going global and made a great commitment to make the philanthropy a life style of everyone. Now, the philanthropy has ushered in an era of "Mobile Internet+DT", and how to integrate the advanced ideas, technologies and traditional philanthropy has been the new challenges and opportunities ahead for charity organizations.

Cross-industry strategizing, innovation and business thinking are our powerful weapons, and we will keep our

powder dry and make more things possible in this year.

2016 will see us turning into a cross-industry philanthropy platform from an operation-oriented foundation, marking a critical turning point of Ai You. Two philanthropy chains will continue to be deepened and improved, and more attempts will be made to launch innovative projects in 2016. The future will not only bring us with more opportunities, but also challenges, only by sticking to our original commitment can we approach to a better world.

Ai You Foundation is the first registered private foundation established in China since the Administration Regulations on Foundations came into effect in 2004. Initiated, managed and run by entrepreneurs, Ai You implements various projects across China, promoting the development of philanthropy.

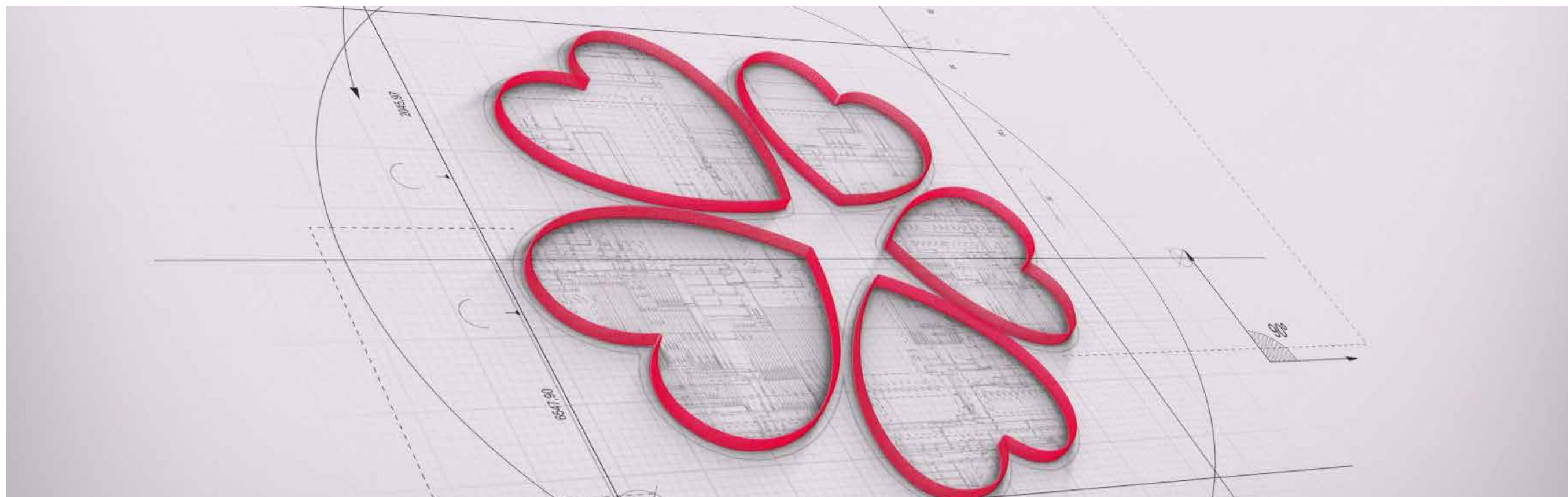
Ai You has developed two charity chains of aid project for orphaned and poor children and venture philanthropy projects have been developed by Ai You after more than a decade of efforts.

On one hand, Ai You devotes itself to helping orphaned and poor children through various philanthropy projects, including “Ai You Young Heart Project”—a surgical treatment project for orphaned and poor children with congenital heart diseases, “Ai You Angel Project”—a medical treatment project for orphaned and poor children with leukemia, “Ai You Reborn Project”—a medical nursing project for sick orphans, and “Ai You HeKang Rehab Center”—a rehabilitation project for disabled children.

On the other hand, Ai You, relying on its rich experience in philanthropy projects, also introduces overseas advanced ideas and patterns, and develops venture philanthropy project portfolio using Internet thought. Ai You's venture philanthropy projects include “Ai You Philanthropy+”—a multidimensional charitable financial aid project and “Your Space”—a charitable community platform.

Ai You has finally turned itself into a charity organization with all-round layout in philanthropy from a one-focus medical aid projects for orphaned and poor children after years of innovative development, forming the unique “Ai You Pattern”. Giving a full play to its business and Internet-driven thinking, Ai You integrates resources in an effective manner and constructs a new ecosystem of philanthropy.

With enterprise-style management, Ai You always persists in specialization, standardization, professionalization, and internationalization, and seeks a higher level of efficiency, transparency and measurability of charity effect. Guided by such entrepreneurial spirit, Ai You never stops innovating and exploring new patterns that address social issues, promote the development of the philanthropy and generate greater social influence. Additionally, Ai You keeps exploring ideas and practices that are suitable for developing philanthropy in China, and has gradually formed a set of unique charity methodologies based on various philanthropy projects practices. The real value of such methodology is to offer counterparts in China an example to follow.





## Board Report

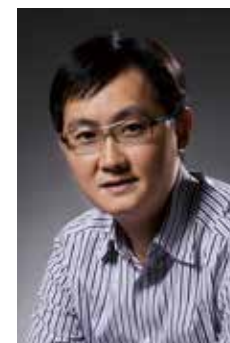
## The Board of Directors



**Chairman/ Wang Bing**  
Chairman  
Dingtian Asset Management Corporation



**Vice-Chairman/ Peter Lee**  
Vice-Chairman  
Henderson Land Development Company Limited



**Vice-Chairman/ Pony Ma**  
Chairman & CEO  
Tencent Holdings Ltd.



**Director/ Chen Dongsheng**  
Chairman & CEO  
Taikang Life Insurance Co., Ltd.



**Director/ Charles Chao**  
Chairman & CEO  
SINA Corporation



**Director/ Chen Xiao**  
CEO  
New Shanghai Enterprise (Group) Co., Ltd.



**Director/ Feng Lun**  
Chairman  
Vantone Holdings Co., Ltd.



**Director/ Guo Guangchang**  
Chairman  
Fosun International Limited



**Director/ Jiang Nanchun**  
Chairman & CEO  
Focus Media Holding Limited

## The Board of Directors



**Director/ Li Dongsheng**  
Chairman & CEO  
TCL Corporation



**Director/ Lu Weiding**  
Chairman  
Minsheng Insurance Co. Ltd.



**Director/ Robin Li**  
Chairman & CEO  
Baidu Inc.



**Director/ Jack Ma**  
Board Chairman  
Alibaba Group(China)



**Director/ Shen Guojun**  
Chairman & President  
China Yintai Holdings Co., Ltd.



**Director/ Shi Yuzhu**  
Chairman  
Shanghai Giant Interactive Co. Ltd.



**Director/ Tian Suning**  
Chairman  
CBC Capital



**Director/ David Yu**  
Chairman  
YF Capital



**Director/ Yu Liang**  
President  
China Vanke Co., Ltd.



**Director/ Michael Yu**  
Chairman & CEO  
NewOrientalEducation & Technology Group Inc.



**Director/ Zhu Xinli**  
Chairman  
China Huiyuan Juice Group Ltd.



**Director & Secretary General/ Jessica Geng**  
Secretary-General  
Ai You Foundation

## The Board of Supervisors



**Supervisor/ Xiao Feng**  
Vice-Chairman & CEO  
China Wanxiang Corporation



**Supervisor/ Wu Shangzhi**  
Chairman  
CDH Investments

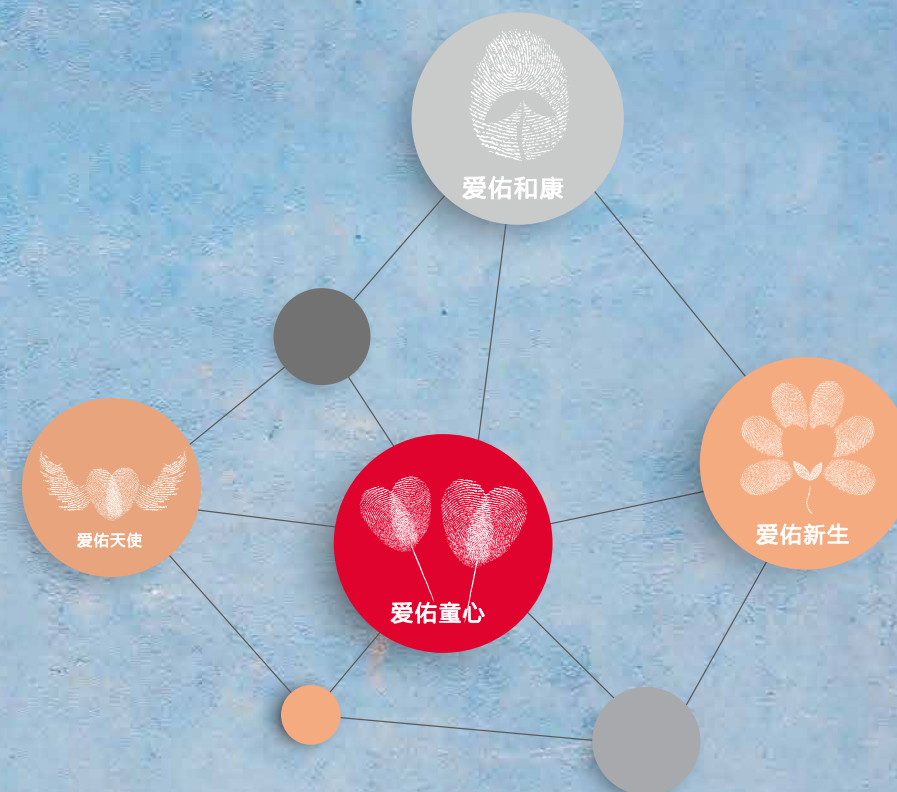


**Supervisor/ Ma Jiangtao**  
Senior Partner & Supervisory Board Director  
Dacheng Law Offices

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## Children Project



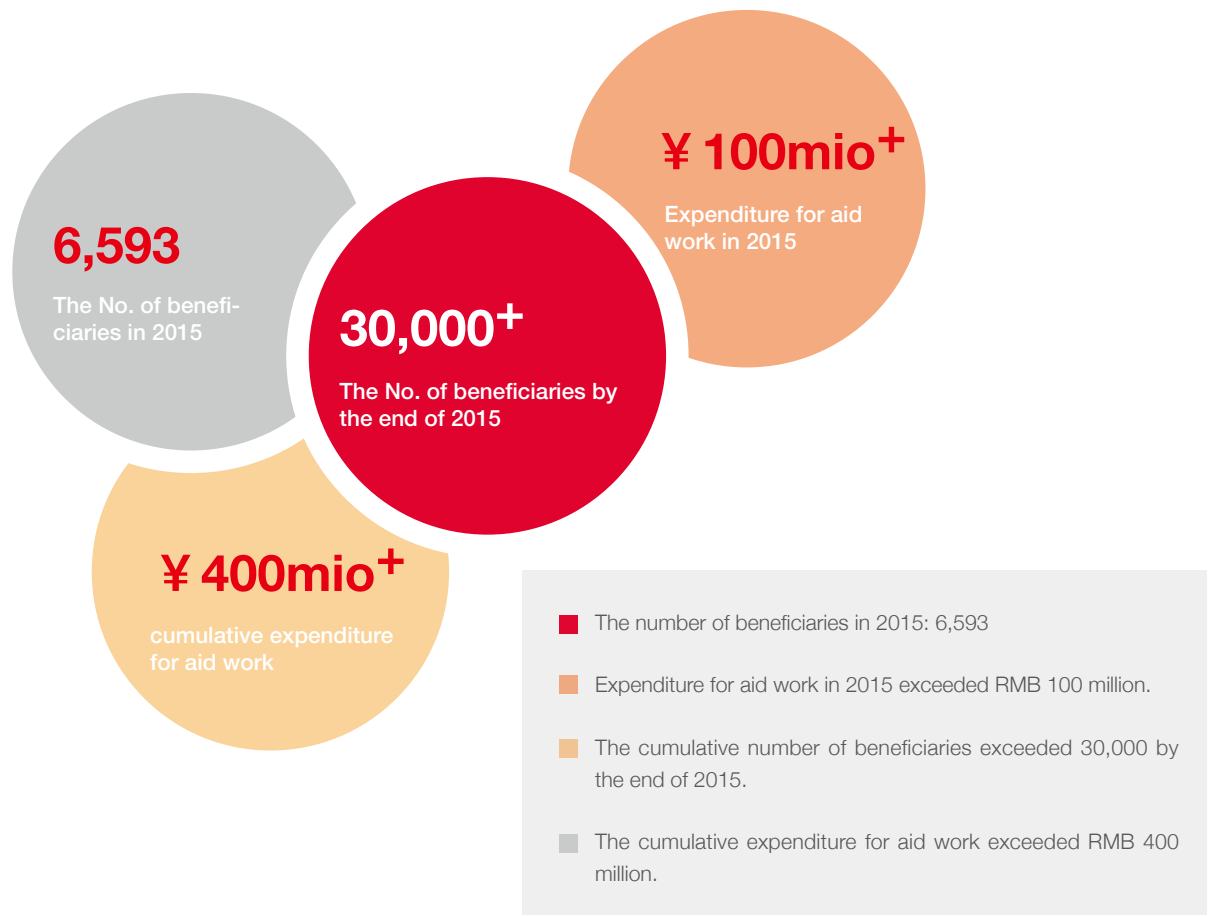
### A BETTER FUTURE FOR CHILDREN

Ai You's charity chain for children saving has advanced with the times by taking full advantages of high efficiency based on on-line resource allocation to update projects in 2015. A children's medical database has been constructed for "Ai You Young Heart Project" and "Ai You Angel Project" with big data; projects of "Ai You Reborn Project" and "Ai You HeKang Rehab.Center" have been transformed and upgraded, allowing projects to run beyond limits of regions and industries, and making the philanthropy come alive.





“Ai You Young Heart Project” — —Surgical Treatment Project  
for Orphaned and Poor Children



Project at a Glance

The incidence of congenital heart disease (CHD) in China is about 7-11%, and 110,000 to 180,000 babies are born with CHD every year. CHD has been the top cause of death for children under the age of five. However, the improvement of medical technology increases the cure rate of CHD. According to statistics from “Ai You Young Heart Project”, the cure rate has now exceeded 99%. Children who suffer from CHD are more likely to be cured if the disease is diagnosed and treated earlier. The cost of CHD treatment may range from dozens to hundreds of thousands Yuan. Part of treatment cost can be reimbursed under current health insurance policies, but such a huge cost is still unaffordable for most families in poverty.

Started in 2006, “Ai You Young Heart Project” is the first philanthropy project launched by Ai You Foundation. Through a decade of efforts, this on-line office-platform-based project has developed its unique aiding procedures and project management methods, taken advantages of the robust assistance network to offer medical assistance to orphaned and poor children in partnership with good designated hospitals, ministries of civil affairs, medical administration authorities in rural areas and other civil organizations. This allows donors’ funds to be effectively utilized so that more sick children in poverty can receive high-quality medical examinations and surgical treatment. It also allows resources to be complemented and shared and for the assistance platform to play an effective role. In addition, preparations have been made to develop a database since 2015 to collect big data of childhood CHD, and the project has used big data to perform analysis that contributes to address social issues since then. By the end of 2015, the number of children received medical assistance from “Ai You Young Heart Project” has exceeded 30,000, making this project the world’s largest project aiding orphaned and poor children with CHD with huge social influence.

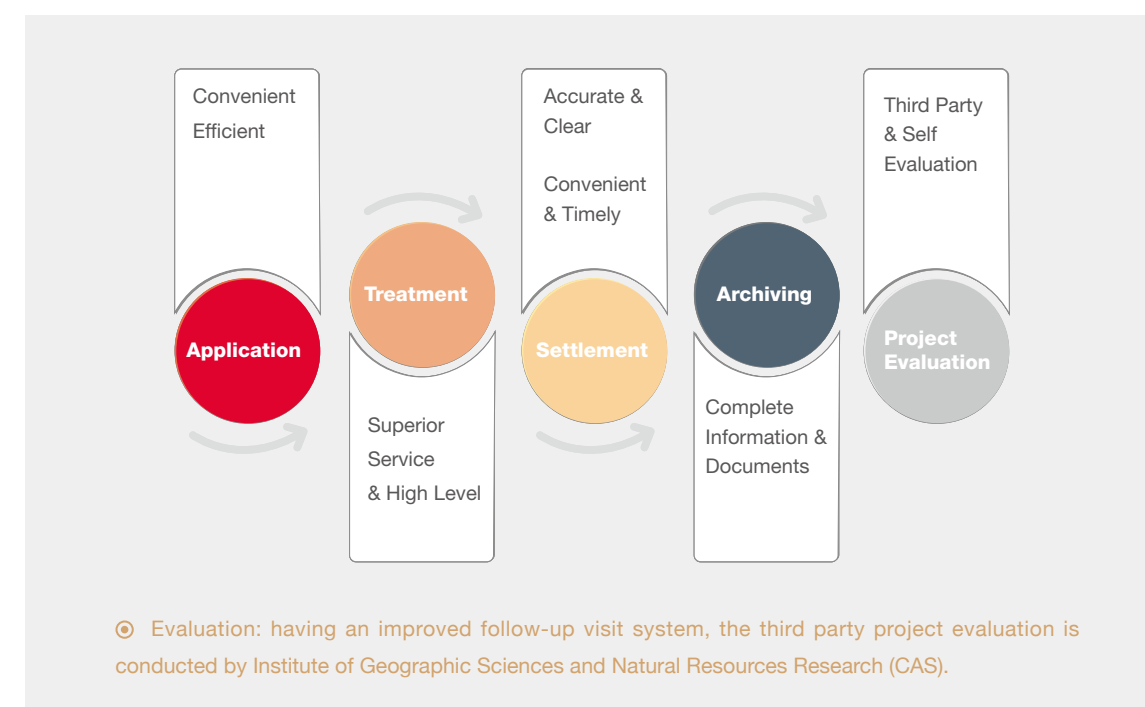
Targeted Beneficiaries

This project is launched to aid children with CHD aged between 0 and 14 from poor families.

## Project Implementation Process of “Ai You Young Heart Project”

### Effective Process

Managed based on the process of “application – treatment – settlement – archiving - project evaluation”, “Ai You Young Heart Project” uses its on-line office platform to realize remote synergy between designated hospitals and the Foundation, offering an efficient, convenient, opened and transparent assistant track to beneficiaries.



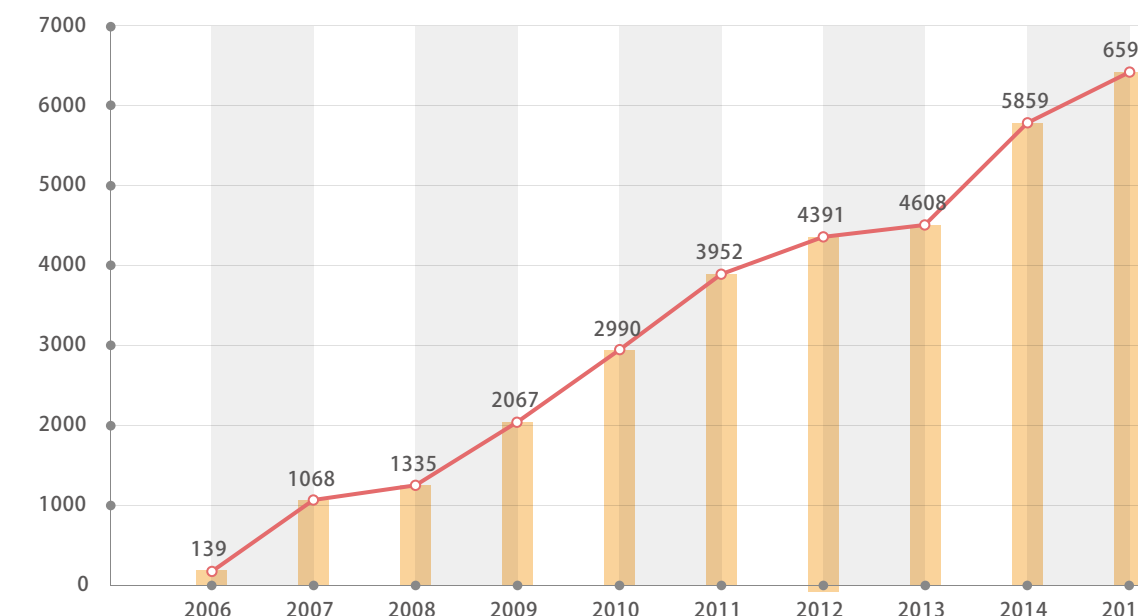
### Standardized Management

To ensure efficient, transparent work and smooth cooperation, a set of regulations on standardized management, including Project Operation Process and Standards, Designated Hospital Application Process and Regulations on Annual Evaluation of Designated Hospitals, has been put into effect by the project team given the benefit maximization for stakeholders, making sure that work is well-grounded and well-organized.

## Overall Upgrading & Coverage Expansion

In 2010, “Ai You Young Heart Project” expanded its disease coverage from 4 types of easy-to-treat diseases to complicated diseases. Given consideration to needs of patients, the project further expanded its disease coverage and increased the amount of grant to children suffered from more than one disease and complicated diseases in 2014. Most types of CHDs have been covered by the Project by 2015. The project keeps expanding its coverage and maintains its position as the world’s largest aid project.

## The Number of Beneficiaries of “Ai You Young Heart Project” between 2006 and 2015

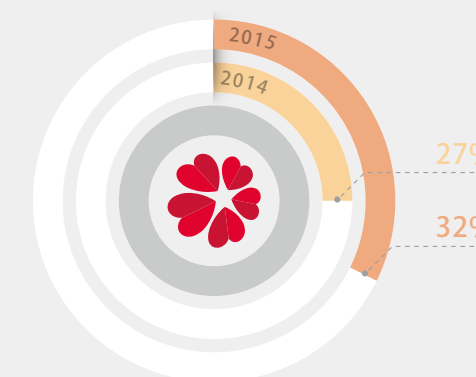


## Consolidate Assistance Network and Break Modular Barriers Using Technologies

To fully mobilize social resources and utilize donations in an effective manner, Ai You has maintained cooperation with various types of organizations in aid work.

- Designated hospitals: A hospital approval system is set to offer better medical resources and surgical treatment to children suffered from disease.
- Assistance in public policy development: Ai You has been working to catalyze the formulation and enactment of public policies through practice, as so to benefit children suffered from diseases and poverty nationwide. In 2010, aid policies for patients suffered from 4 types of easy-to-treat CHDs in rural areas were enacted and piloted by Ministry of Health and Ministry of Civil Affairs based on rich experience gained by Ai You and other civil organizations in aid work.

- Governments at all levels: In 2015, designated hospitals of “Ai You Young Heart Project” and local governments offered screening service, professional medical diagnose, public introduction of medical and caring knowledges to general public from basic level. Approximately, 50 free CHD clinic service events were held throughout the year, 10,000 children received examination and 2,000 children were diagnosed as having CHD in these events. In the same year, the project continued its cooperation with medical administration authorities in rural area in provinces like Henan, Anhui, Heilongjiang and Shanxi, and offered free medical treatment to poor children having CHD, relieving their families from financial burden for treatment and increasing the efficiency of donation utilization. The proportion of medical insurance reimbursement and other grants in total surgical expenditure for children with diseases increased from 27% in 2014 to 32% in 2015.



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- The media: The project has won wide recognition and established a positive brand image through years of efforts. In 2015, the project was reported by “Know about Health Earlier”(健康早知道) program on Shandong TV and “Life Channel”(生命通道) program on SETV. It even appeared in the “Dream Philanthropy Festival” program on CCTV at the end of 2015. What is more, designated hospitals were also reported by media due to cooperation with the project, allowing more people to know about “Ai You Young Heart Project”.
- Other civil organizations: Cooperation has been established with Red Cross, China Charity Federation, Chunmiao Foundation, Rainbow Bridge Foundation, Sohu Focus Charity Foundation and other charity organizations to further maximize the benefit to children suffered from diseases.

Set up Expert Think Tank and Develop National Childhood CHD Database

Three expert committee meetings have been held by Expert Committee of “Ai You Young Heart Project” by the end of 2015 to provide practical and professional basis for deepening of the project, authoritative standards for aid work in the field and reliable reference materials for decision-making in formulation of related national policies. The Expert Committee has provided academic support and oriented suggestions for the development of the project. Under the guidance of the Expert Committee, the project has set Designated Hospital Approval Standards, Regulations on Annual Evaluation of Designated Hospitals and Complicated CHD Aid Program. In 2015, Expert Committee of “Ai You Young Heart Project” was further expanded, more young and major doctors from designated hospital joined in the Expert Committee to offer professional medical consultation service to general aid service of the project.

Due to the lacking of big data pertaining to childhood CHD, preparations for development of National childhood CHD Database was made following deliberation at two expert meetings in 2015. There is a wide variety of childhood CHDs and the CHD surgeries are complicated. Analysis and research on CHD treatment data can accurately predict surgery risk, improve quality of medical treatment and reduce medical expenditure, bringing domestic CHD diagnosis and treatment to a new level. In addition, the database can also serve staff of health authorities with data support, giving support to improvement of policies. Ai You intends to sign cooperation agreements with more than 10 hospitals in 2016 for development and operation of the database, and will work to form a database monitoring committee responsible for data monitoring and management, and keep upgrading and improving the data collection platform.



Support Clinical Research

To further improve diagnosis and treatment of childhood CHD and drive the development of medical technologies, the Project has given support to clinical research on childhood CHD conducted by leading hospitals in China since 2014, the research programs supported by the Project include Research on Identification of Children's Gene for Pulmonary Artery High Pressure and the Impact of Gene Mutation to Prognosis conducted by Anzhen Hospital, Research on Popularization of Technologies of Accurate Diagnosis of Complicated CHD Using Ultrasonic Cardiogram conducted by Fuwai Hospital, Research on Medical Treatment Combining Medicine Therapy and Surgery conducted by Shanghai Children's Medical Center, Management of Follow-up Visit to Postoperative Patients Having TOF CHD conducted by West China Hospital and other research pertaining to CHD treatment.

List of Members of “Ai You Young Heart Project” Expert Committee (in alphabetical order)

An Qi	West China Hospital, Sichuan University
Chen Jimei	Guangdong General Hospital
Chen Rui	Shanxi Children's Hospital
Dong Nianguo	Union Hospital, Tongji Medical College, Huazhong University of Science and Technology
Gu Hong	Beijing Anzhen Hospital, Capital Medical University
Hua Yimin	West China Second University Hospital
Li Shoujun	Fuwai Hospital for Cardiovascular Diseases, CAMS & PUMS
Liu Jinfen	Shanghai Children's Medical Center,, SJTU
Liu Yinglong	Beijing Anzhen Hospital, Capital Medical University
Wang Huishan	Shenyang General Hospital, PLA
Yi Dinghua	The First Affiliated Hospital of the Fourth Medical University of PLA
Yu Shiqiang	The First Affiliated Hospital of the Fourth Medical University of PLA
Zhang Haibo	Shanghai Children's Medical Center,, SJTU
Zhang Zewei	The Children's Hospital, Zhejiang University School of Medicine



List of Designated Hospitals of “Ai You Young Heart Project”  
2015 (in alphabetical order)

North China

- Hua Xin Hospital
- The First Hospital of Hebei Medical University
- Children's Hospital of Hebei Province
- Beijing Anzhen Hospital, Capital Medical University
- Beijing Children's Hospital, Capital Medical University
- Shanxi Children's Hospital
- Cardiovascular Hospital of Shanxi Province
- The First Hospital of Shanxi Medical University
- The Second Hospital of Shanxi Medical University
- Teda International Cardiovascular Hospital
- Fuwai Hospital for Cardiovascular Diseases, CAMS & PUMS
- Navy General Hospital
- Air Force General Hospital, PLA
- Chinese PLA General Hospital (301)

East China

- Anhui Provincial Children's Hospital
- Anhui Provincial Hospital
- Jinan Military Cardiovascular Hospital (Research Institution)
- Jiangxi Provincial Children's Hospital
- Nanjing Children's Hospital
- Qingdao Women and Children's Hospital
- Shandong Provincial Hospital
- Shanghai Children's Medical Center,, SJTU
- Shanghai Changhai Hospital
- Xin Hua Hospital Affiliated to Shanghai Jiao Tong University School of Medicine
- Children's Hospital of Shanghai
- Shanghai Tongji Hospital
- The Children's Hospital, Zhejiang University School of Medicine

Northeast China

- The 1st Affiliated Hospital of Harbin Medical University
- The 2nd Affiliated Hospital of Harbin Medical University
- The Second Hospital of Jilin University
- The Jilin Heart Hospital
- Sino-Japan Fellowship Hospital of Jilin University
- Shenyang General Hospital, PLA

Central China

- Union Hospital, Tongji Medical College, Huazhong University of Science and Technology
- Henan Provincial Chest Hospital
- Hunan Children's Hospital
- Wuhan Asia Heart Hospital
- The Second Xiangya Hospital of Central South University

South China

- Fujian Medical University Union Hospital
- Guangzhou Women and Children's Medical Center
- Guangzhou General Hospital, PLA
- Guangzhou General Hospital
- The First Affiliated Hospital of Guangxi Medical University
- Haikou People's Hospital
- Shenzhen Children's Hospital

Northwest China

- The First Hospital of Lanzhou University
- The First Affiliated Hospital of the Medical College, Shihezi University
- Xinjiang Hospital for Cardiovascular and Cerebrovascular Diseases
- Hospital of Xinjiang Production and Construction Corps
- Kashgar Prefecture Second People's Hospital in Xinjiang Uygur Autonomous Region
- The First Affiliated Hospital of the Fourth Medical University of PLA (Xijing Hospital)
- Urumchi General Hospital, Lanzhou PLA

Southwest China

- First Affiliated Hospital of Kunming Medical University (Yunda Hospital)
- Kunming Tongren Hospital
- Yan'an Hospital of Kunming City
- West China Hospital, Sichuan University
- West China Second University Hospital
- First People's Hospital of Yunnan Province (Kunhua Hospital)
- Xinqiao Hospital, Third Military Medical University of Chinese P. L. A
- The Third Affiliated Hospital of Third Military Medical University of Chinese P. L. A (Daping Hospital)

The designated hospitals may be subject to change, the latest list of designated hospital on our official website should prevail in case of any difference.



## Follow-up Visits by Donators

70 donators/volunteers from businesses participated in the activities for donators organized by Ai You, they paid a visit to 105 beneficiaries' families during the activities.

Approx. 400 beneficiaries and their parents were directly involved in the follow-up visit and related activities of donators.



The volunteer takes off her shoes and gives the shoes to the beneficiary's mother when she sees the wore-out shoes of this mother.



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Ding Qi from Donator Service leads volunteers during visits to beneficiaries at different places.



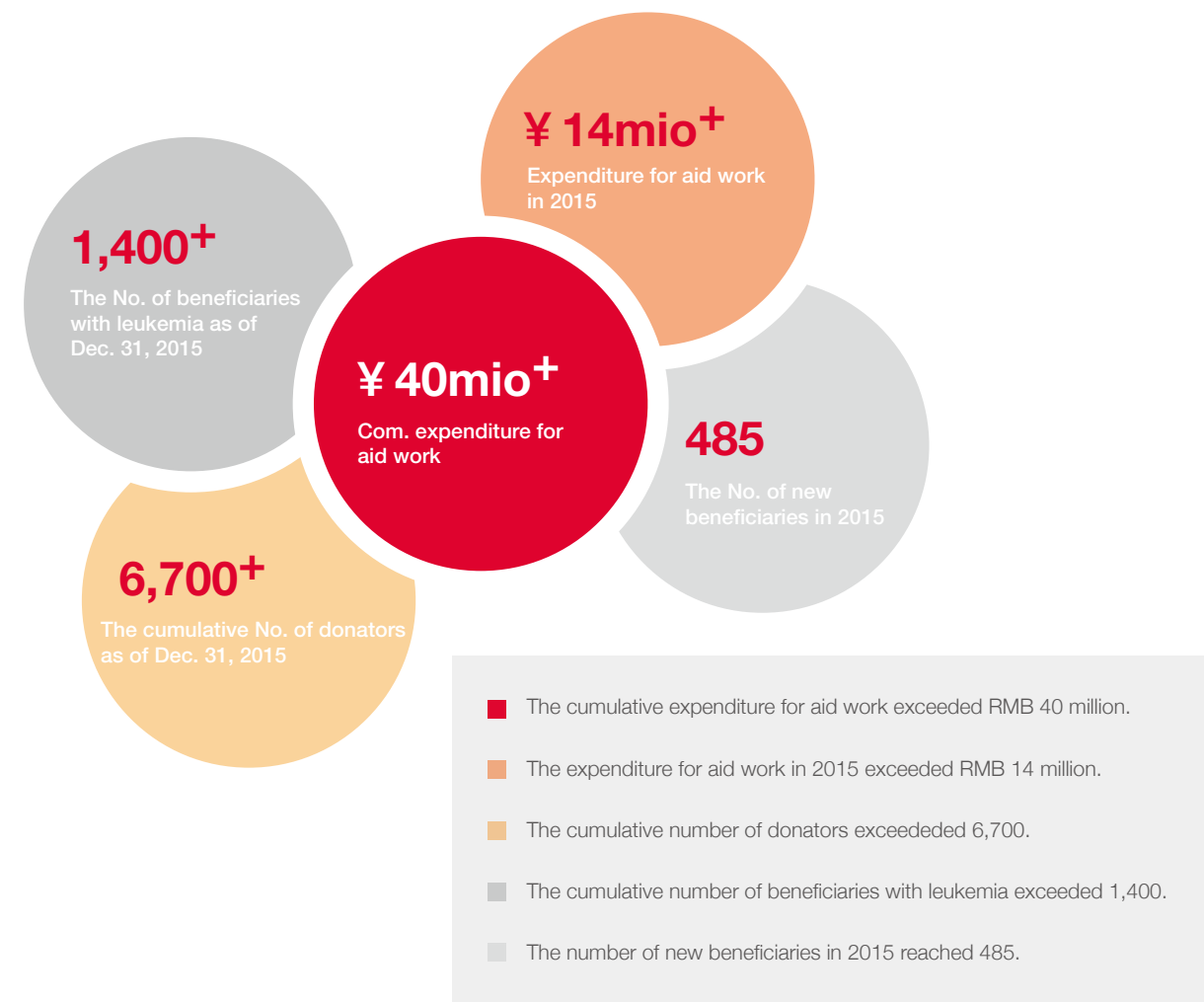
The NO. 10,000 child aided by Mr. Lee Ka Kit, Vice-Chairmen





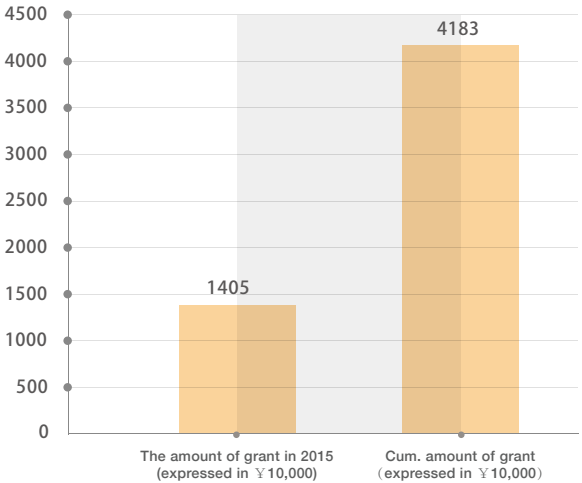


“Ai You Angel Project” — Medical Treatment Project for Orphaned and Poor Children with Leukemia



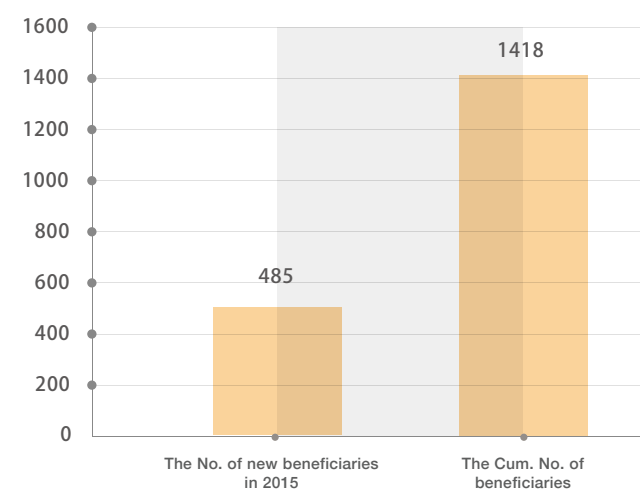
Project at a Glance

“Ai You Angel Project” offered aid to 485 new beneficiaries and expended over RMB 14 million in 2015. As of Dec. 31, 2015, the cumulative numbers of beneficiaries with leukemia and donors exceeded 1,400 and 6,700 respectively, and the cumulative expenditure for aid work exceeded RMB 40 million.



Amount of grant offered by “Ai You Angel Project”

According to statistics released by health authorities, there are approx. 16,000-20,000 children diagnosed with leukemia every year in China. The childhood leukemia is one of the major diseases threatening the health of children in our country. The lengthy cycles and high medical expenditure make many families flinched. “Ai You Angel Project” covers acute lymphoblastic leukemia (ALL) and acute promyelocytic leukemia (APL/M3) that account for 75-80% of childhood leukemia, and mobilizes social resources to help these poor children with leukemia pull through. By the end of December 2015, cooperation has been established by “Ai You Angel Project” with 12 leading medical institutions in childhood leukemia treatment in North China, East China, Central China, South China, Southwest China, etc., and medical resources radiated out from these regions to allow more children to have access to medical resources. Additionally, the project keeps optimizing and upgrading its operations platform to operate platform-based real-time communication and timely feedback giving with designated hospitals, providing beneficiaries with more efficient and convenient service. “Ai You Angel Project” is now working hard to promote its multidimensional development through efforts to increase the level of scientific research and cure rate as well as reduce medical expenditures.



The No. of beneficiaries of “Ai You Angel Project”



# PROJECT REPORT

## Targeted Beneficiaries

Approved children under the age of 14, in poverty, receiving ALL (low risk and medium risk) or APL/M3 treatment (low risk and medium risk) in 12 designated hospitals nationwide.



Set up Expert Committee to Promote Professional Development of the Project

The Expert Committee of “Ai You Angel Project” was set up and the first Expert Committee meeting was held in 2015. The Expert Committee promotes professional development of the project and makes contributions to improve childhood leukemia treatment through mobilizing domestic leading experts, exploring medical service quality elevation, perfecting medical social worker system and improving research capacity in an authoritative perspective. The efforts made by the Expert Committee will benefit more children with leukemia in the near future.

Unite Hospitals to Promote Scientific Research

“Ai You Angel Project” and the Expert Committee collaborated to focus on the need in a view of medical assistance development, and offered financial support to 6 research programs in field of childhood blood disease selected through presentation and scoring in 2015 in order to promote the development of childhood blood disease treatment that allows more children with such diseases to benefit from the project.

Upgrade Office Platform of Project to Increase Efficiency

To better ensure the timeliness of children's application for assistance and their safety, “Ai You Angel Project” upgraded its office platform this year to further increase the efficiency of project implementation. Every single detail from application to financial support is clearly displayed on the platform, allowing the designated hospitals to check the project process at any time, also saving the cost of process communication required before. In addition, this platform not only enables designated hospitals to upload applicant information with ease, but also allows project reviewers to exanimate the applicant information once it is available, reducing the time for application examination and approval.

Promote the Development of Leukemia Database to Lay a Foundation for Scientific Research

There is no complete childhood leukemia database in China, which greatly limits the improvement of scientific research. “Ai You Angel Project” is now working to catalyze the development of childhood leukemia database in partnership with domestically leading medical research institutions, laying a solid foundation for future medical research improvement.

List of Members of “Ai You Angel Project” Expert Committee (in alphabetical order)

Chen Jing	Shanghai Children's Medical Center, SJTU
Hu Shaoyan	Children's Hospital of Soochow University
Jiang Hua	Guangzhou Women and Children's Medical Center
Jin Runming	Union Hospital, Tongji Medical College, Huazhong University of Science and Technology
Zhu Xiaofan	Blood Disease Hospital, CAMS (Hematology Research Institution)
Tang Yongmin	The Children's Hospital, Zhejiang University School of Medicine
Yu Jie	Children's Hospital of Chongqing Medical University
Zheng Huyong	Beijing Children's Hospital, Capital Medical University
Zhai Xiaowen	Children's Hospital of Fudan University
Zhu Yiping	West China Second University Hospital of Sichuan University

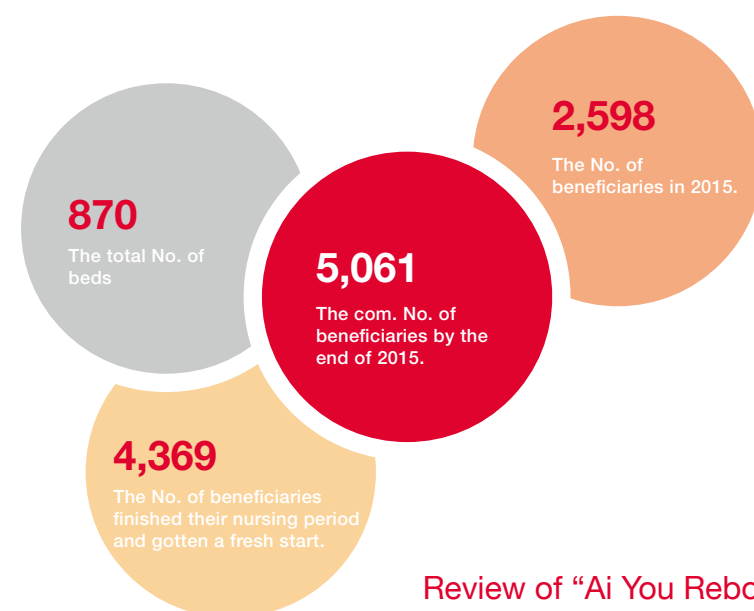
List of Designated Hospitals of “Ai You Angel Project” 2015 (in alphabetical order)

1. Children's Hospital of Chongqing Medical University	7. Beijing Children's Hospital, Capital Medical University
2. Children's Hospital of Fudan University	8. Shanghai Children's Medical Center, SJTU
3. Guangdong General Hospital	9. West China Second University Hospital of Sichuan University
4. Guangzhou Women and Children's Medical Center	10. Children's Hospital of Soochow University
5. Union Hospital, Tongji Medical College, Huazhong University of Science and Technology	11. Blood Disease Hospital, CAMS (Hematology Research Institution)
6. Children's Hospital of Capital Children's Disease Research Institution	12. The Children's Hospital, Zhejiang University School of Medicine





## “Ai You Reborn Project” — Medical Nursing Project for Sick Orphans



### Review of “Ai You Reborn Project” Operation in 2015

The number of beds and beneficiaries in 2015 reached 870 and 2,598 respectively.

The cumulative number of beneficiaries reached 5,061 by the end of 2015.

“Ai You Reborn Project” has offered aid to 5,061 orphans suffered from disease as of Dec. 31, 2015, among which 4,369 beneficiaries finished their nursing period and got a fresh start for their life, and the remaining 692 beneficiaries are still received nursing care service.



### Project at a Glance

According to China Children Welfare Policy Report 2014, the number of orphans among China's vulnerable children increased to 574,000 in 2013. More than 80% of these orphans suffered from severe congenital diseases and most of them are in serious conditioned that need timely treatment, professional nursing care and rehabilitation training.

In recent years, China has increased its input on children welfare institutions and children caring sections of social welfare institutions. Supported by the Ministry of Civil Affairs' Blue Sky Program, welfare institutions across the country have improved their infrastructure. In addition, government departments and civil affairs authorities at all levels have continuously raised the living standards for orphans. Thanks to the Tomorrow Program for sick orphans, there has been a marked improvement of the living conditions for sick and disabled orphans. However, due to regional difference in medical treatment level, limited operating funding and staffing, orphans suffering from dread diseases in some regions are still unable to receive quality medical assistance in time, and those who received medical assistance cannot receive professional preoperative and postoperative nursing care. Premature infants and physically weak orphans newly admitted into hospital have no access to professional nursing care, and children suffered from cerebral palsy and other congenital disabilities cannot be cured through surgery and are in urgent need of high-level medical rehabilitation.

In September 2011, Ai You Foundation launched “Ai You Reborn Project”--medical nursing project for sick orphans. By setting up independent and embedded nursing centers, the project aims to offer special rearing, surgical treatment and nursing care for rehabilitation of orphans suffered from diseases, save their lives and help them to get a fresh start and go for a bright future. In the past 5 years, the project has developed rehabilitation centers that radiate out across the country from 15 provinces, cities and municipalities in China, effectively solving the common short-handed problems,

also known as “last spoon gap”, in welfare institutions and greatly increasing level of nursing care for orphaned and poor children.

“Ai You Reborn Project” has offered aid to 5,061 orphans suffered from disease as of Dec. 31, 2015, among which 4,369 beneficiaries finished their nursing period and got a fresh start for their life, and the remaining 692 beneficiaries are still received nursing-care service.

Optimize Management Progress and Explore Characteristic Management Pattern

In 2015, “Ai You Reborn Project” classified 15 children nursing centers based on their files of sick children, staff salary, efficiency of bed utilization and related examined aspects, and applied different supervision strategies to nursing centers of different class to optimize project supervision process, and to avoid repeated communication and increase project efficiency. So far, the on-line platform of the project has been applied to all 15 nursing centers to collect and report data about sick children in real time, ensuring the efficiency, accuracy and completeness of data. Data about financial expenditure are clearly itemized with complete third party documents. 10% of daily communication and 15% of repeated examination are saved through process optimization. In addition, nursing centers have been staffed with professional nurses based on their characteristics of nursing care, and provided with specific technical training to highlight their advantages. Besides, the successful experience of each nursing center has been shared with others to improve the overall nursing care of all nursing centers.

Targeted Beneficiaries

Sick orphans under the age of 14, required preoperative and postoperative nursing care, approved to be listed among beneficiaries of Tomorrow Program after application; orphans aged between 0 and 3, newly accepted by welfare institutions, required special nursing care due to premature delivery, physical weakness, congenital disability or other reasons; orphans identified to be in need of special nursing care upon examination by other foundations.



Innovate Pattern of Financial Aid to Provide Welfare Institutions with “Sustainable Service”

One nurse for one child is required in accordance with General Regulations on Children Welfare Institutions released by Ministry of Civil Affairs. However, the staffing level of many welfare institutions is far below this requirement. A nurse may sometimes have to attend to several or even over 10 orphans in many cases. Learning from advanced ideas of children welfare institutions at home and abroad, “Ai You Reborn Project”, in addition to design and construction of a well-furnished environment suitable for sick children to live and receive nursing care in, emphasizes on staffing welfare institutions with professional medical nurses and full-time children nurses, keeping raising the levels of professional nursing knowledge and skills. And these emphases have been communicated to all nursing centers, building a stable and professional nursing team for welfare institutions and ensuring the sustainability of nursing care.

Mobilize Social Resources to Construct a Network of Philanthropy

Circulation, integration and optimized allocation of information and resources have been achieved by “Ai You Reborn Project” through bridging related policies released by National Ministry of Civil Affairs, businesses and individual donators with strong sense of social responsibility, children welfare institutions and civil organizations, creating a resource platform in the field of medical nursing care for orphans and an interlinked assistance network. This pattern has won increasing recognition and attracts more and more businesses to be part of this field.

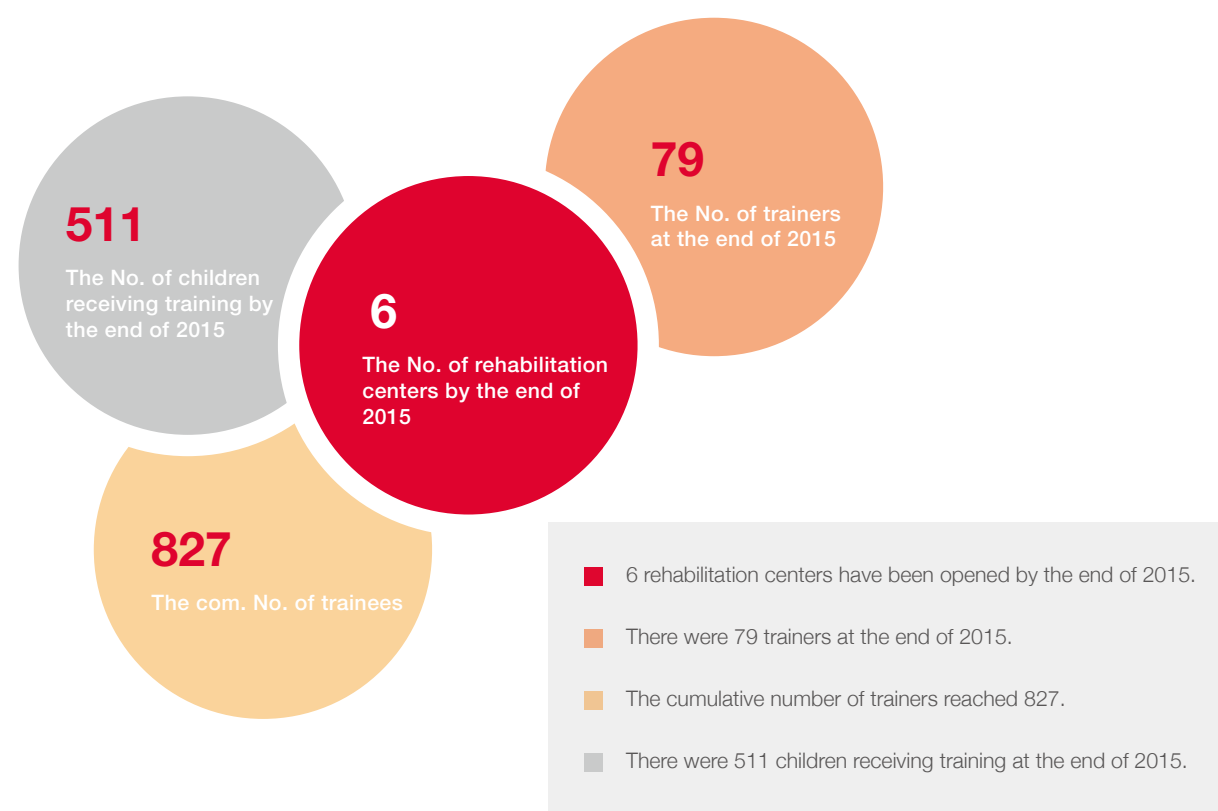
11 Ai You nursing centers were given long-term support by strategic partners of Ai You Foundation in 2015. These partners offer a helping hand to sick orphans and provide their staff, clients and business partners with a great platform to engage in charity through combination of corporate social responsibilities with “Ai You Reborn Project” as well as integration of their business advantages and social resources.

Appendix: List

Nursing Center	Partner
Shanghai Baby Home	FAW-Volkswagen Audi
Nanjing Children Nursing Center	Alibaba Charity Foundation
Chengdu Children Nursing Center	
Chongqing Children Nursing Center	Tencent Foundation
Urumchi Children Nursing Center	
Wuhan Children Nursing Center	Vanke Charity Foundation
Kunming Children Nursing Center	
Nanchang Children Nursing Center	
Jinan Children Nursing Center	Shanghai Haifeng Container Shipping Co., Ltd.
Guangzhou Children Nursing Center	Ai You (HK) Foundation
Ningxia Children Nursing Center	Red Avenue Foundation



## “Ai You Hekang Rehab Center” — Rehabilitation Project for Disabled Children



### Project at a Glance

Autism is neurodevelopmental disorder characterized by impaired social interaction, verbal and non-verbal communication, and restricted interest and repetitive behavior in early development of children. According to the census of the disabled, childhood autism is the most common mental disability in China. The number of autistic children in kinds of learning institutions was up to 11,000 in 2012, the statistics released by China Disabled Persons' Federation revealed. There is a great demand for training institutions for autistic children, however, these institutions are always in short supply.



In Jun. 2012, “Ai You Hekang Rehab Center”, a rehabilitation project for disabled children was launched by Ai You Foundation to offer disabled children and their families with professional and high-level rehabilitation services. Business-style operation is applied to all chain rehabilitation centers under the Ai You HeKang Project. By introducing advanced foreign rehabilitation ideas and technological systems, this project sets out training for high-level and professional teams, therefore sets up chain rehabilitation service providers in first-tier and quasi first tier cities to provide disabled children and their families with high-level and professional services. Through scientific assessment and systematic intervention training, the project taps into the potential of these children and helps them to acquire the ability to live independently and integrate into the mainstream society. Through quality demonstration organizations and industrial training, the project also drives and promotes the development of rehabilitation services for disabled children in China. Additionally, the project is expected to make more people realize the significance of rehabilitation work, disseminate rehabilitation knowledge and techniques, call upon those in all walks of life to care about and support disabled children and their families and address social issue of rehabilitation for disabled children from a wide range of perspectives.

By introducing the modern business-style management model, the project has created a standardized and systematic governance structure and formed modular, process-based business units. It has attracted and trained specialists, kept learning the latest theories and practices of the industry and offered personalized and high-level rehabilitation services to children based on their specific conditions. In virtue of its premium services, the project has gained a good reputation and achieved sustainable, stable and positive operation. Meanwhile, it has also integrated the advantageous resources of governments, charity organizations and other aspects of the society to craft a promising future for disabled children and their families.

### Development of “Ai You Hekang Rehab Center Project”

#### Rehabilitation Centers

4 chain rehabilitation centers have been opened in China under “Ai You Hekang Rehab Center” by the end of 2015, and another 2 rehabilitation centers were set up by the project together with Disabled Persons' Federations of Hunan and Anhui Province in the same year.



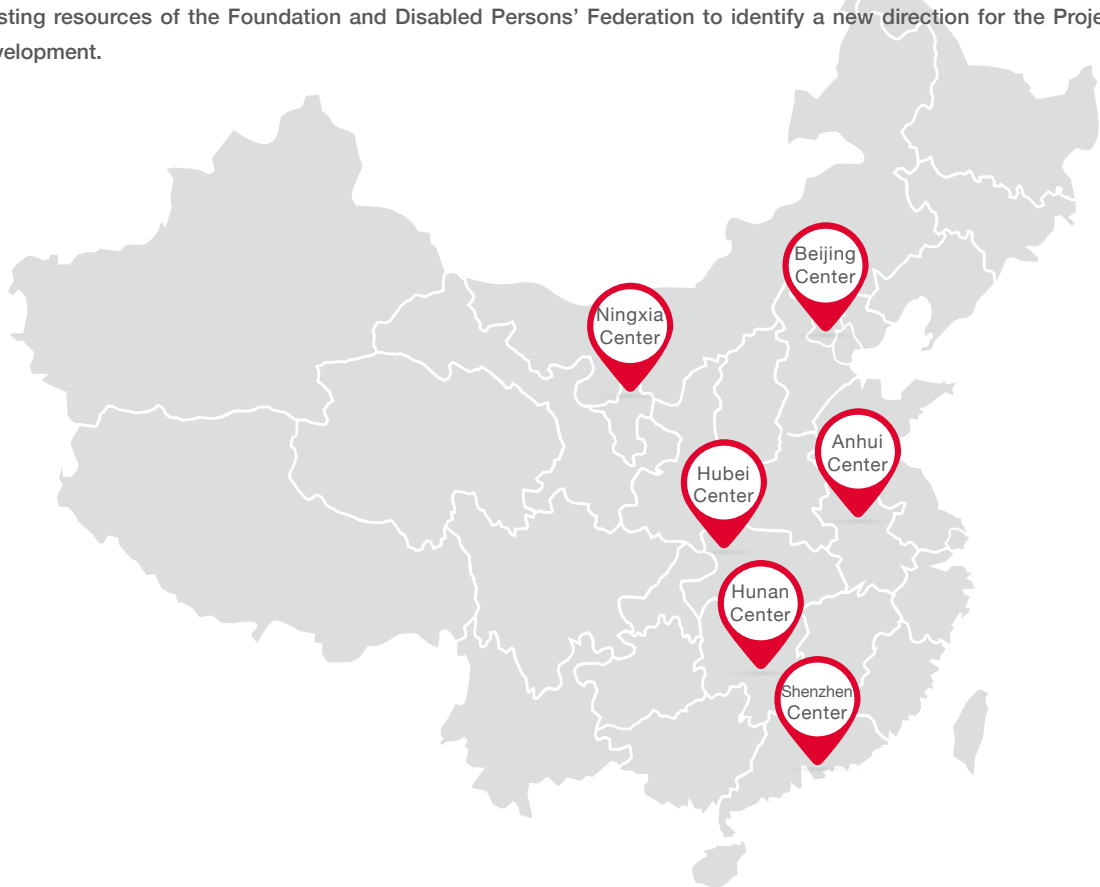
Independently-built Chain Rehabilitation Centers

- Beijing Ai You Hekang Rehabilitation Center
- Shenzhen Ai You Hekang Children's Rehabilitation Center
- Ningxia Ai You Hekang Children's Rehabilitation Center
- Hubei Ai You Hekang Linjie Children's Rehabilitation Service Center

Jointly-Built Rehabilitation Centers

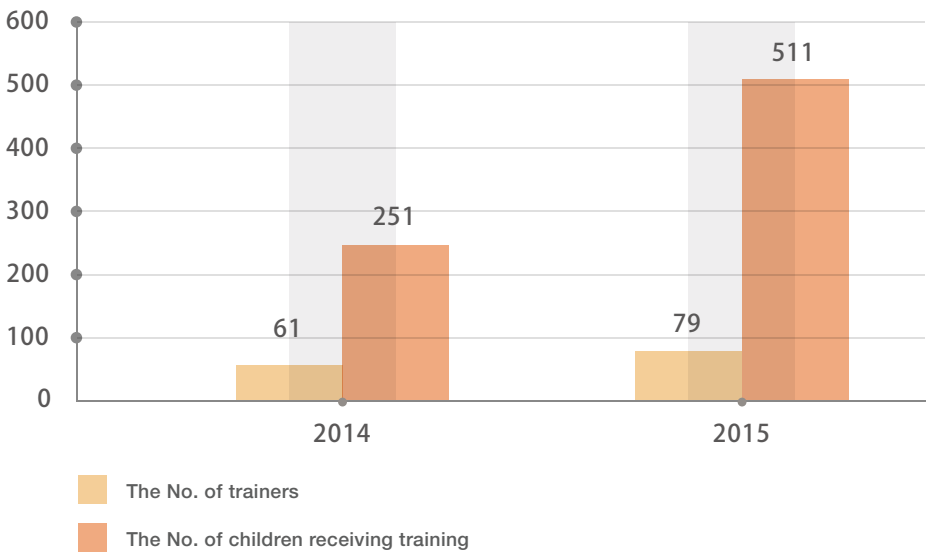
- Hunan Ai You Hekang Children's Rehabilitation Center
- Anhui Ai You Hekang Children's Rehabilitation Center

In 2015, "Ai You Hekang Rehab Center", based on previous cooperation experience in Ningxia Center, made greater commitment to explore innovative cooperation pattern and applied new strategy that combining short-term equipment donation and long-term technical support and sharing expert resources. Two rehabilitation centers in Hunan Province and Anhui Province were opened by "Ai You Hekang Rehab Center" in partnership with Disabled Persons' Federations of these two provinces. These two centers not only brought our partners' facilities and service in autism rehabilitation to a new level in a very short time, but also invited American experts in autism to promote techniques and offer training through the platform-based resources sharing system under the project, made full use of and complemented existing resources of the Foundation and Disabled Persons' Federation to identify a new direction for the Project's development.



Trainers and Trainees under the Project

There were 511 children receiving rehabilitation training at rehabilitation centers under the project across the country at the end of 2015, and the cumulative number of children received training at rehabilitation centers under the project has reached 827 by the end of 2015.



International Cooperation for Technique Introduction

In 2015, cooperation for technique introduction and supervision was established by "Ai You Hekang Rehab Center" with Koegel Autism Consultants and CBEM, two authorities on autism in the USA. Dr. Robert Koegel and Dr. Lynn Koegel, developers of pivotal response therapy (PRT) from the USA, were invited to provide training for PRT (Level 1) promotion with Hunan Disabled Persons' Federation in Changsha. Over 260 trainees, including autism rehabilitation trainers, parents of autistic children, doctors and psychologists in autism rehabilitation from Hunan and nearby provinces, attended the training session. The training not only broadened trainees' professional horizon, improved the rehabilitation system and service quality, but also marked a prelude to further introduction and promotion of internationally advanced rehabilitation techniques by "Ai You Hekang Rehab Center".

The future will see more international experts invited to China by Ai You Foundation on regular basis and further cooperation in technique promotion and training provision between the Foundation and Disabled Persons' Federations for driving the development of autism rehabilitation therapies in China.



## Venture Philanthropy

LEADING THE PHILANTHROPY

爱佑社群

爱佑益<sup>+</sup>

赋能社

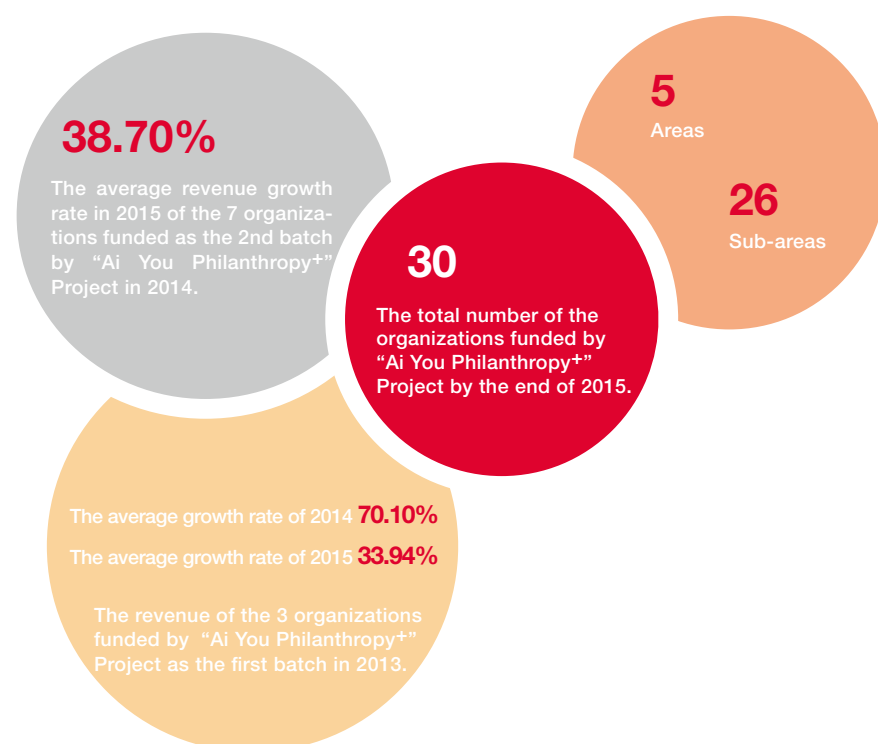


In the year of 2013, Ai You Foundation launched the “Ai You Philanthropy<sup>+</sup>” Project, a project that the representative organizations selected according to multiple filtering criteria could be provided with multi-dimensional funding and capacity coaching. Based on the “Ai You Philanthropy<sup>+</sup>” Project, Ai You Foundation set about establishing the philanthropy ecosystem, of which the first step could be considered as the charity community. The interaction between the charity community and the “Ai You Philanthropy<sup>+</sup>” Project will construct a more active ecosystem of philanthropy.



爱佑益+

## “Ai You Philanthropy+” — Multidimensional Financial Aid Philanthropy Project



- By the end of 2015, 30 organizations had been funded by “Ai You Philanthropy+” Project.
- Distribution: 26 specific areas among 5 areas including education, environment protection, industry support, human services and health care.
- The average revenue growth rate of those 3 organizations funded by “Ai You Philanthropy+” Project as the first batch reached 70.10% and 33.94% in 2014 and 2015 respectively.
- The revenue of those 7 organizations funded by “Ai You Philanthropy+” Project gained an average growth rate of 38.70% in the year of 2015.

## Project introduction

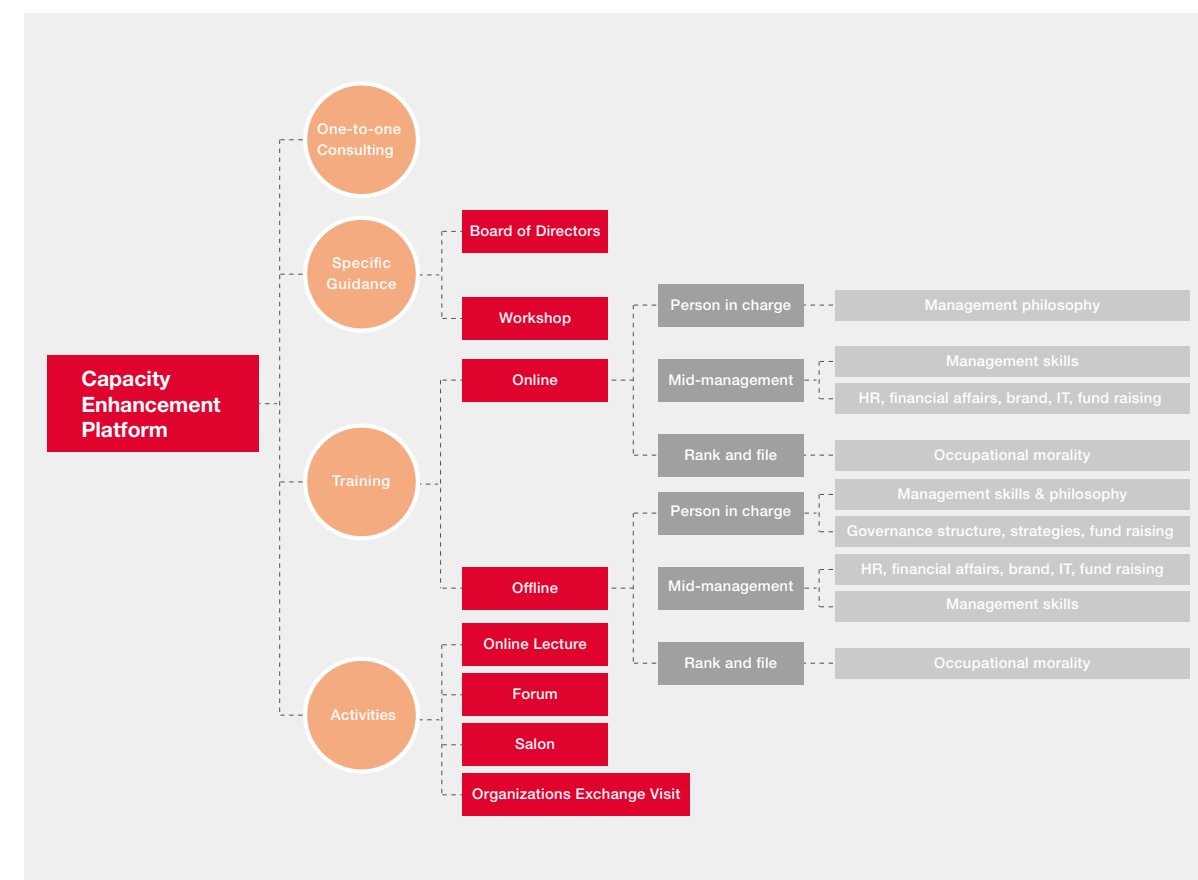
“Ai You Philanthropy+” Project, a venture philanthropy project that was launched by Ai You Foundation in June 2015 on the basis of its experience and resource gained for years, assists social organizations in constructing more effective structures and generating profound social influence, by providing various support in the areas of customized fund, resource enhancement, strategic guidance, management (human resource, financial affairs, IT) coaching, and brand activities etc.

## Characteristics of “Ai You Philanthropy+”

### ① Customized funding support:

Taking the need of organizations’ long-term development into account, “Ai You Philanthropy+” Project will provide the partner organizations with 3 to 5 years’ customized funding support in the areas of organization operation, human resource sustenance, IT platform development, and brand development etc.

### ② Platform of multi-level capacity enhancement:





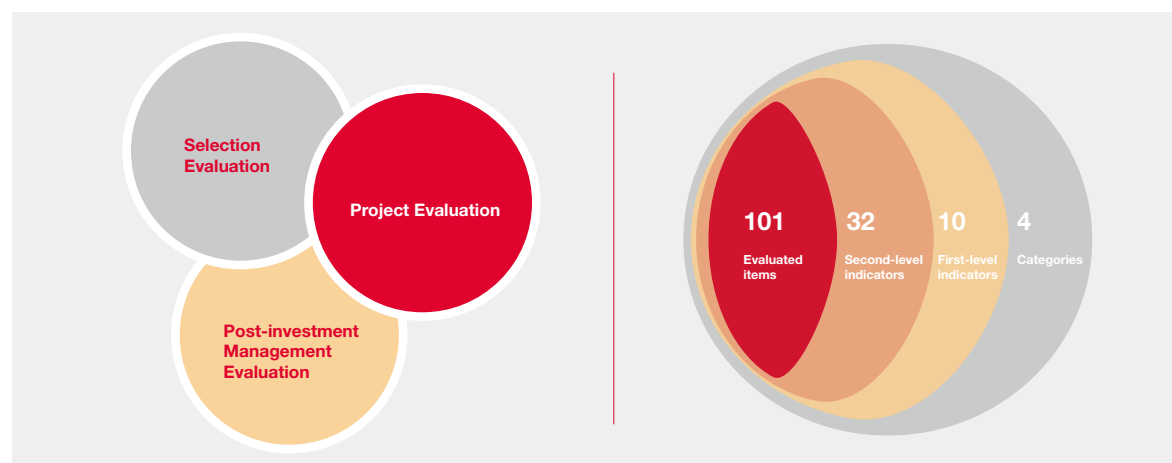
### Support of resources:

Based on the abundant resources that Ai You Foundation gained in the last decade, “Ai You Philanthropy+” Project, according to the development schedule of organization capacity and the strategy of organization development, supports the organizations with resources in the areas of brand, management and human resource etc. in 3 to 5 years, which should be relevant to the different progress stages of organizations.

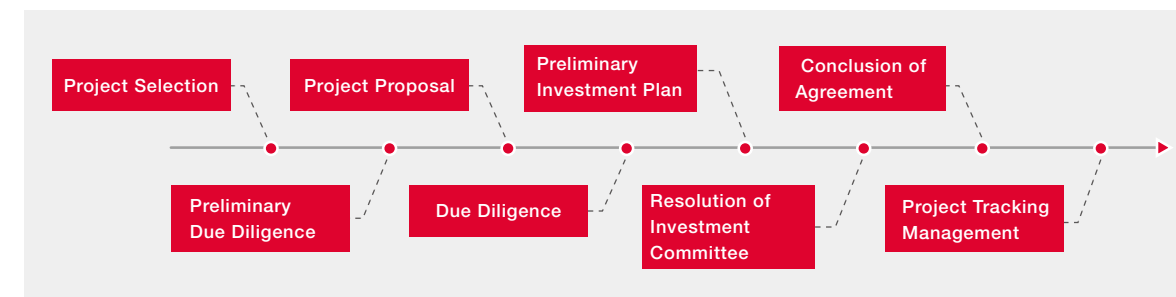


### Comprehensive evaluation system:

On the basis of its own operation experience and the mainstream capacity evaluation models of philanthropy organizations in China, US and UK, “Ai You Philanthropy+” Project, together with Ernst & Young, developed a pre and post investment evaluation model, according to which project selection, project tracking and the evaluation of post-investment capacity progress could be conducted; in the meantime, the application of this model will contribute significantly to selecting funding projects and formulating projects.



### Support process



### Projects

- ◎ The total number of organizations funded by “Ai You Philanthropy+” Project had reached 30 by the end of 2015.
- ◎ Distribution: 26 sub-areas among 5 areas including education, environment protection, industry support, human services and health care.

### Post-investment Management

- ◎ Organization Investigation: Based on previous due diligence and the information collected from interviews, “Ai You Philanthropy+” team will identify the issues existed in the selected partner organizations, and reach a consensus with the partner organization on the organization enhancement plan.
- ◎ Continual tracking management: With the development plan confirmed, the management consultant of “Ai You Philanthropy+”, in order to enhance the organization’s capacity and improve its operation, will keep regular contact with the director of partner organization, and communicate with the partner about specific issues and topics when necessary, which could guarantee smooth implementation for the development plan.



## Development of funded organizations

By the end of 2015, the 10 organizations, which were funded and supported by “Ai You Philanthropy+” for 1 year, had been prominently enhanced in terms of strategies, scales, influences and so on.

### Rise in revenue:

The average revenue growth rate of those 3 organizations funded by “Ai You Philanthropy+” Project as the first batch reached 70.10% and 33.94% in 2014 and 2015 respectively.

The revenue of those 7 organizations funded by “Ai You Philanthropy+” Project gained an average growth rate of 38.70% in the year of 2015.



### Enhancement in influence:

Guangzhou Beida Boya Social Work Resource Center:  
The center launched the Medical Affairs Social Work Committee of Guangdong Professional Social Workers Association in 2015, and was elected as the director; at the same time, it held the first Guangdong Medical Affairs Social Work Seminar, which was attended by over 240 counterparts from 12 provinces and cities. In terms of research, this center edited the book Innovation and Future – the Progressing Guangdong Medical Affairs Social Work, which is excepted to be published in 2016. Besides, it arranged and held the opening ceremony of China Innovation (Zhongshan) Base, which was also known as the Post-doctor Forum of China's Society Innovational Governance by Central Compilation & Translation Bureau.

Shanghai Daorong Nature Conservation and Sustainable Development Center:  
In the Cengu Farm located in Shanghai Huangpu River Water Conservation Area, Daorong Center, with its study and practices of “Wetland Agriculture” model, efficiently reduced the emission of agriculture pollution and changed the current agriculture model, for the sake of improving the conservation of water source. So far Daorong has nearly completed the development of the Lake Taihu pollution database, and set about establishing two more farms with the application of this database. In the area of environmental conservation, Daorong has developed a successful social enterprise model, which is considered to offer a new approach to how NGO could solve the problem of pollution.

Buy42 (www.buy42.com):  
Following the success of the ‘Unique Charity Fashion Show’, the ‘Unique’ model team, in which over 30 models with hearing disorder got trained and prepared for fashion show, was established in 2015, cooperating with overseas designers in ‘Shanghai Designing Week’. Besides, in order to provide the physical disorder staff with more convenience, Buy42 was assisted by Ai You Foundation in upgrading the operation IT system, which would contribute to its development in 2016; in the meantime, by collecting and studying the data of donation and marketing, Buy42 has been transformed into the first domestic social enterprise offering goods processing and sale service, contributing to the Internet employment of the physical disabled nationally in 2016 for Buy42.

### Strategic Adjustment of Grantees

In 2015, “Ai You Philanthropy+” helped Huizeren Volunteering Center Beijing, Shanshui Conservation Center, Beijing Collaborators Social Work Development Center, Guangzhou Faze City and Charity Research Center, China Development Brief and other grantees make clear and develop their strategies and have strategic transformation.



## Feedback from Partners

Xiang Chun

The “Ai You Philanthropy+” based on Ai You's 12-year experience, introduces resources from different fields, craft an ecosystem from all sides from prospect to difference, driving the rapid development of philanthropy.

Chen Yimei

Ai You has gained rich experience in Internet, however, in the field of charity, there is no precedent for Internet+ environmental protection can be directly learned from. Ai You, sharing its own management capacity with others, is now engaging in a significant exploration for charity that will exert far-reaching influence on the entire industry.

Ma Jun

As partner of “Ai You Philanthropy+”, my desire to learn is becoming stronger and stronger—we can not only learn professional knowledge, methods and skills, but also catch sight of things in different fields from a perspective more multidimensional than ever.



## Project Events

### Startup Training Camp

In Sep. 2015, the First “Ai You Philanthropy+” Partner Meet-and-Greet & Opening Ceremony of Cross- industry Training Camp was held by Ai You and J. P. Morgan to help attendees go toward charity dreams using cross-industry thinking.

The event was attended by Wang Bing, Chairman of Ai You Foundation, Brett Krause, President of J. P. Morgan (China) Chase & Co., and approx. 100 philanthropists from 30 charity organizations. Wang Bing, Chairman of Ai You Foundation, held the position of commander of the training camp.

Song Tao, Chairman and CEO of Kidsmile, an international fashionable photography studio for children, and founder of My Moment, the Top o2o photography brand in China, Wang Kai, founder of “Uncle Kai’s Stories”, the largest community for parents and children on mobile Internet, and Xiang Xiaowei, Training Director at Ogilvy & Mather, were invited to share their Internet thinking, methods of community operation, product design and brand marketing at this cross-industry-themed event. The event was designed to introduce the cutting-edge business philosophies in finance and Internet industries to charity, disseminate more knowledge to those worked for charity, break the barriers among industries and thus drive the positive development of philanthropy.

Over 20 commercial and charity media, including People.cn, www. xinhuanet.com, gongyi.baidu.com, www.gongyi.net and China Foundation Center, were attracted to the camp on the first day of the camp. The official WeChat account of Ai You received 51.11 million views during the event.

We hereby extend our gratitude to Song Tao, Wang Kai and Xiang Xiaowei for their strong support to “Ai You Philanthropy+”.



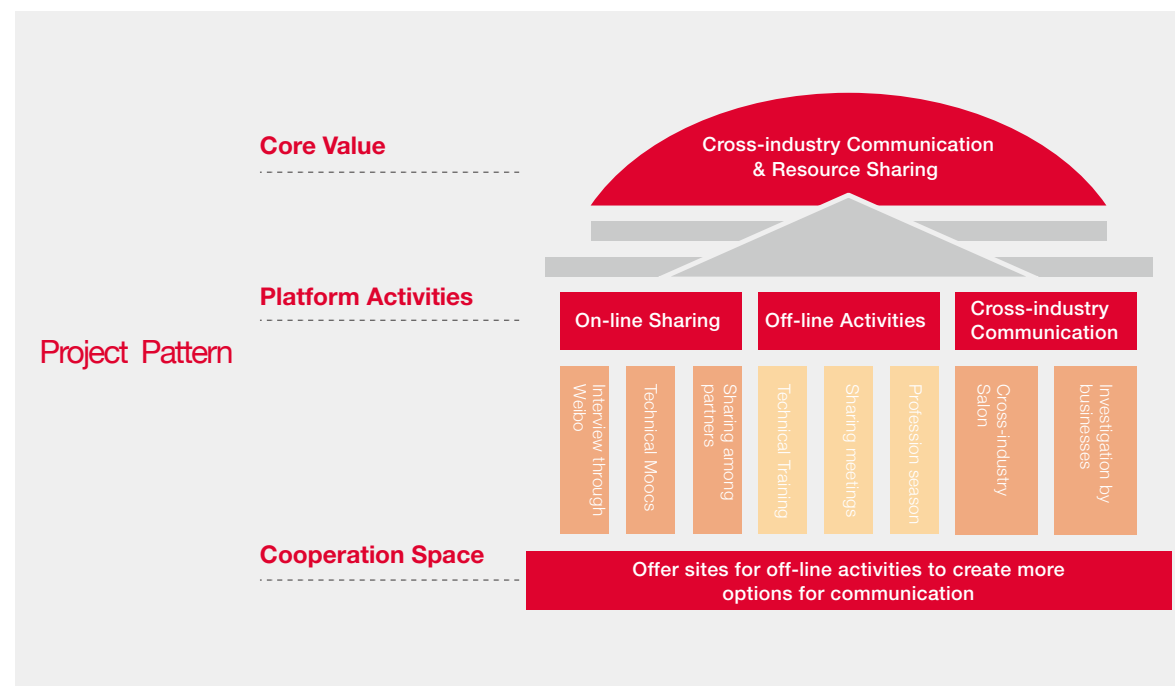
## “Your Space” — Platform-based Charity Community Project



## Your Space at a Glance

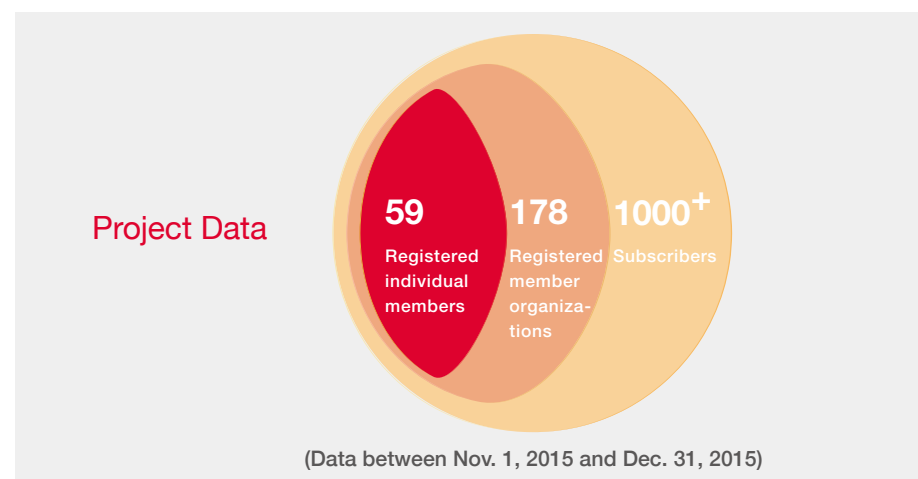
Based on the “Ai You Philanthropy+”, Ai You Foundation, using Internet thinking, launched a charity community—Your Space as a bridge connecting charity organizations and social resources. As a community in Internet+ era, Your Space can reach out to more people and features a variety of forms. On one hand, this community, opened to all charity organizations and philanthropists seeking for capacity improvement, connects Ai You Foundation, partners of “Ai You Philanthropy+” and external charity organization, shares advantageous resources and constructs a high-value sharing platform for philanthropy, professionals of businesses and donators (investors). On the other hand, Your Space makes commitment to clear channels connecting philanthropy and the outer world, encourage cross-industry thinking, promote cross-industry experience sharing and catalyze the innovation of more effective philanthropy patterns.

The construction of charity community not only brings “Ai You Philanthropy+” with more options to communicate with partners, but also creates cross-industry communication opportunities for external partners. The charity community and “Ai You Philanthropy+” complements each other and will construct a more active and positive ecosystem of philanthropy.



#### Use the Idea of Internet-based Community to Share Resources

More philanthropists and individuals from other industries will be attracted by the creative philanthropy in the form of community. Your Space, taking advantage of mobile Internet, sets a resource sharing system for investors, businesses and charity organizations, helping charity organizations to pass through the bottleneck in development arising from information asymmetry, offering more diversified options for investors and businesses in philanthropy for common construction of resource sharing platform.



#### Visits to Businesses

The “Philanthropy+ Cross-industry Visit” was organized by Ai You Foundation in Guangzhou on Dec. 10. The visit, participated by 19 organizations, was the first off-line event of Ai You Charity Community.

Chen Yaofeng, person in charge of Midea, made a speech with the theme of “Brand and Marketing of Midea” at headquarters of Midea, introducing to visitors the brand orientation, brand planning and strategies as well as attempts and experience during the implementation of brand strategies. Chen also shared his views on problems in operation of “Ai You Philanthropy+” partners.

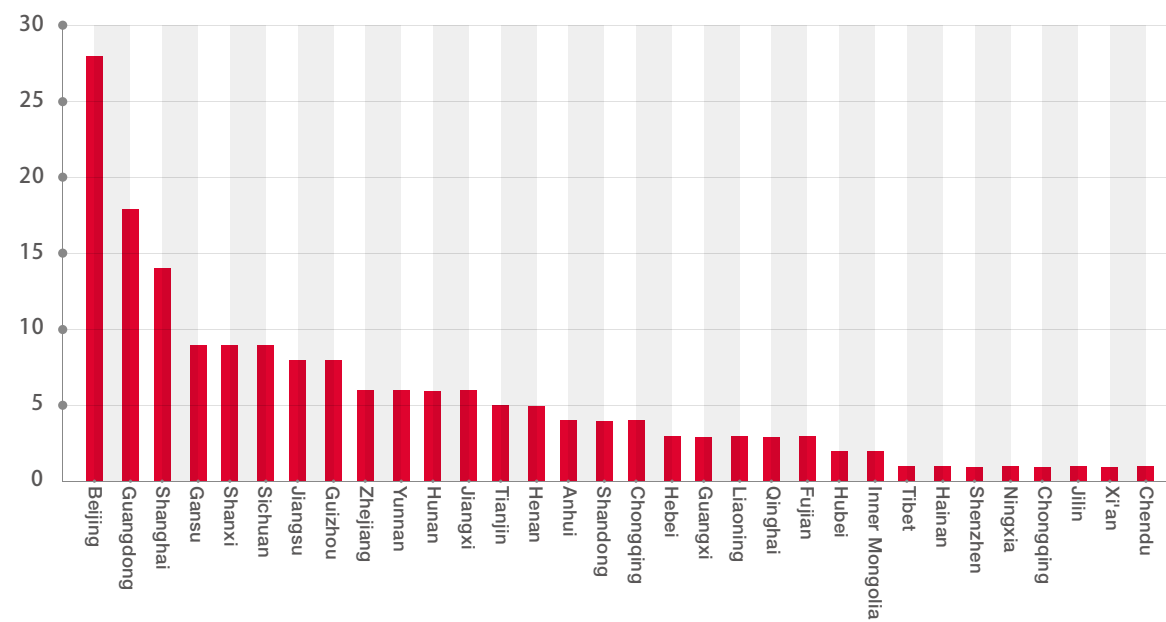


Meng Xianghao, Senior Product Manager for WeChat Payment, made a speech with the theme of “WeChat Payment and Philanthropy” at Business Division of Tencent WeChat, giving a detailed introduction of WeChat applied products for businesses and user-based product design thinking.



Visitors also shared their views on user experience, brand value, cross-industry cooperation and organizational reform of business after the visit. The crossover of business and philanthropy was enlightening and presented us new views on how to address problems.





Regional Distribution of Member Organizations (as of Dec. 31, 2015)

Develop Membership and Reward Point Systems to Craft a Positive Eco-platform

Membership system, reward point system and capacity building training are all available in “Your Space” to encourage high and active involvement of charity organizations and philanthropists. The grading of members contributes to accurate positioning of members and organization of activities specific to each member, making “Your Space” a more practical community. The reward point system of “Your Space” allows members to earn points through participation in activities and get scarce resources and qualification for activities in “Your Space” using the points they earned. “Your Space” has 237 registered members, including 178 member organizations and 59 individual members, at the end of 2015.

Introduce Professional Resources to Help Charity Partners Improve Capacity

“Your Space”, integrating with the rich business resources and commercial gene of Ai You Foundation, shares experience in advanced operation and management with charity partners according to the fields and professions they engaged in, improving soft power of charity organizations and helping them make a breakthrough from scratch. Since its launch in Nov. 2015, the Project had presented 4 on-line interviews and an off-line exchange with audience exceeding 2,000 and influenced charity organizations exceeding 300 in a month and a half only.

Share Experience across Industries to Catalyze Innovative Cooperation

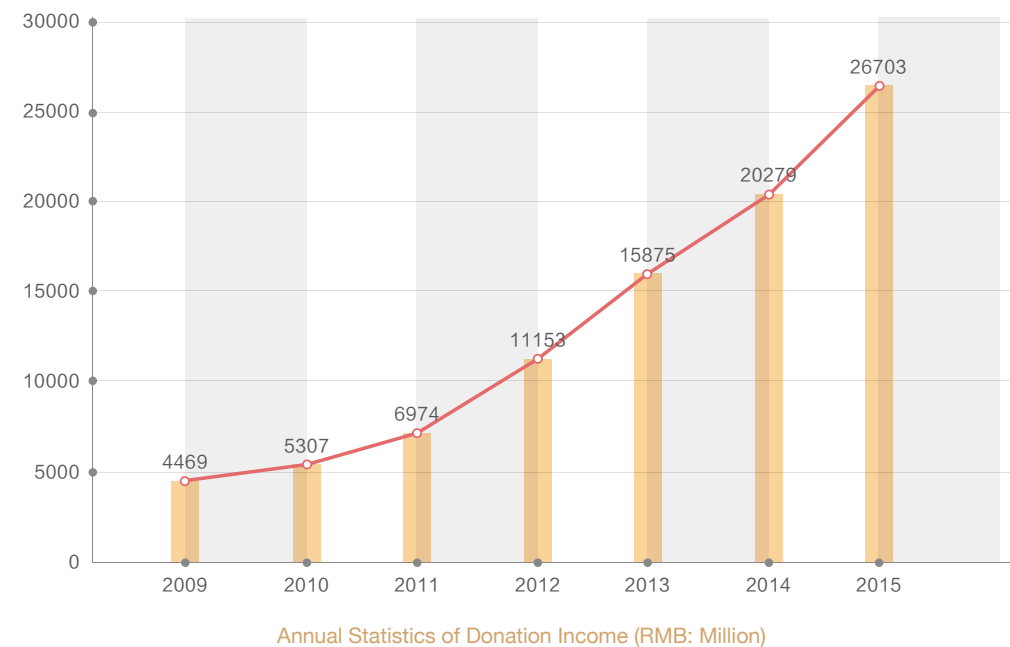
For executives of charity organizations, cooperation with others has been increasingly important. Guests across industries have been invited to share their experience by “Your Space” to broaden the mind of those engaged in philanthropy. The cross-industry salons held by “Your Space” feature specificity. Participants to the 20-seat salons are selected with strict criteria that participants at each salon must have common interest and come from at least 4 different fields. Participants will bring the philanthropy with new ideas, methods and even cooperation intention in fields they engaged in.

Visit Businesses to Share Experience in an Experiential Manner

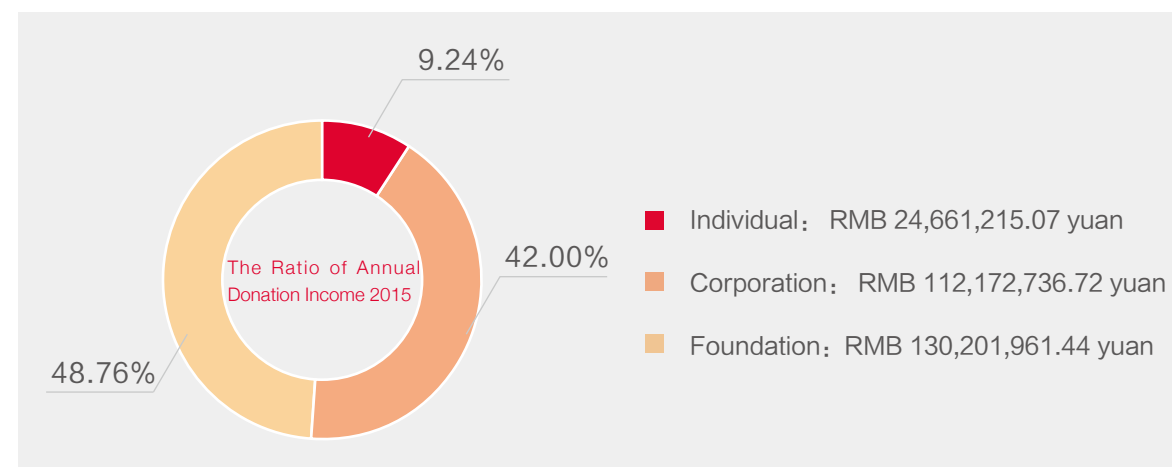
“Your Space” arranged visits to well-known businesses for members, bringing new ideas to the philanthropy. Visitors got to know more about operation of businesses, and leaders of charity organization broadened their mind through in-depth dialogue with management at all levels of the visited businesses. Activities during visits allowed visitors to think beyond philanthropy, get a wider picture of domestic and even global philanthropy, draw upon others’ experience in advanced management in and outside their fields and apply the successful experience to work.



In 2015, Ai You Foundation will continue to uphold the service concept for donors, and to provide valuable and efficient services. Through online fundraising, events and activities, and other approaches for the stakeholders who involved in frequent donations, Ai You Foundation actively expands its fundraising channels. Ai You Charity Night is the most important fundraising event, the amount raised reached to 38.07% of the annual fundraising amount. In addition, the use of mobile internet makes the efficiency greatly improved, and enabled increasing proportion of the fundraising from mobile internet. In 2015, Ai You Foundation achieved sustainable rapid growth for donation income, established a more rational donation structure, and the yearly donation increased 31.68% compared with 2014.



### The Structure of Annual Donation Income 2015



### Refresh the Record of Non-governmental Charity Fundraising Amount in China

On 17th October 2015, Ai You Foundation cooperated with Hua Xia Leading Minds and Focus Media and organized 2015 Charity Night – “Love, be Always”. The event raised RMB 101,673,911 totally, refresh the record of non-governmental charity fundraising amount in a single event in China. All the donations will be used to Ai You charitable projects.



Opening speech by Mr. Wang Bing (Chairman, Ai You Foundation) and Mr. Jiang Nanchun (Chairman, Focus Media)



Auction Session: Mr. Zuo Hui bought the advertisement in Wechat Moments by the highest price.



Ai You Staff gave Mr. Feng Lun a gift from Ai You (The Board of Director, Ai You Foundation)



A Performance presented by Ai You staff



Ai You Board of Directors and Supervisors made the final announcement of total fundraising amount.

## Mobile Internet Promote Charity for Everyone

“Ai You He Kang” and “Ai You Philanthropy+” worked with “Yi Xing Jia” by Tencent, initiated fundraising activities by the platform of Wechat Sports. Million steps only for doing one thing, everyone can do charity in their daily life. By the joint efforts of 3,956,236 participants, the total fundraising amount reached to RMB 11.51 million for the 2 projects.

Since January 2010, Ai You Foundation cooperated with China Children and Teenagers’ Fund and Tencent Foundation, launched “Saved Young Heart” project. The project got online in 2014 by Tencent mobile platform, and made the donation more convenient. By the end of 31st December 2015, a total of 2,175 children with congenital heart disease were saved by the donation, the total donation reached to RMB 26,543,778.3. By the fund of “Saved Young Heart”, the disease got well-known and enabled to raise more attention from the public.



## The Power of Internet Triggered Public Innovation, Crowd-funding Raised Revolution of Donation

From 10th September to 10th October 2015, Ali TLB Taobao and Tang Yan Studio joint Ai You foundation and initiated fundraising activity “Heart Moved by Charity”. Tang Yan Studio with Ai You Foundation led several corporations supported the activity on Taobao, and raised RMB 502,129. Xin Ping Foundation donated RMB 500,000.



On 9th September 2015, SF Foundation and SF Express cooperated with Ai You Foundation, joint “Tencent 99 Charity Day” fundraising activity. Started from 0:00 on 7th to 09:18 on 9th September, there were 25,538 participants made the donation, and reached to RMB 174,333.7. Each individual’ s power is weak, but the joint power and love is beyond imagination.



In August 2015, the charity brand “Outsight” by FangDD joint hands with Ai You Foundation, and tried the first innovative move by selling the products of “Outsight” for “Ai You Young Heart” project which is providing medical and surgical support for the children with congenital heart disease. There were about 3,000 participants joint the program, and all the donations will spend on medical treatments for orphaned and poor children in China.

# FUNDRAISING REPORT





# The Secretariat



Secretary-General  
Jessica Geng



Deputy Secretary-General  
Jiang Zhaohua



Deputy Secretary-General  
Gao Baojun



Assistant Secretary-General  
Zhong Wei



Assistant Secretary-General  
Li Yanping

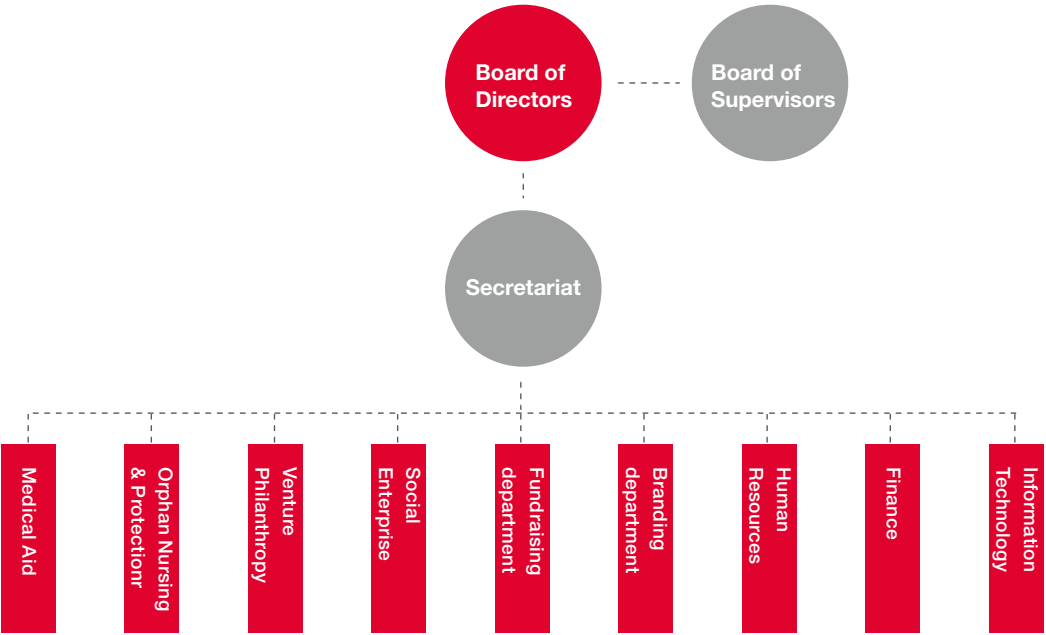


Assistant Secretary-General  
Sun Wei

SECRETARIAT



HUMAN RESOURCE  
MANAGEMENT







Financial Report

Main Financial Indicators of 2015 (RMB)

Category	2014	2015	Growth Rate
Income			
Income from donations	202,794,179.38	267,035,913.23	31.68%
Income from government subsidies	1,000,000.00	1,000,000.00	0.00%
Other incomes	7,963,983.35	8,257,610.35	3.69%
Total	211,758,162.73	276,293,523.58	30.48%
Expenditure			
Total	162,196,136.55	191,474,899.50	18.05%

Assets and Liabilities of 2015 (RMB)

Category	2014	2015
Assets		
Monetary funds	231,901,849.93	310,580,023.83
Receivables	1,232,289.50	4,425,302.59
prepaid expenses	223,105.96	284,267.53
Fixed assets	35,780.00	141,713.12
long-term prepaid expenses	-	1,161,077.00
Total	233,393,025.39	316,592,384.07
Liabilities		
Payables	8,592,998.99	6,444,984.77
Salary payable	42,588.60	563,522.29
Tax payable	57,392.60	65,207.73
Total	8,692,980.19	7,073,714.79

Financial Report

Makeup of Income from Donations in 2015 (restrictive & nonrestrictive) (RMB)

Category	Amount	% Accounted for total Donation income of that year
Restrictive	161,894,423.13	60.63%
“Ai You Young Heart Project” — — Surgical Treatment Project for Orphaned and Poor Children with Congenital Heart Diseases	90,859,321.64	34.03%
“Ai You Angel Project” — — Medical Treatment Project for Orphaned and Poor Children with Leukemia	5,330,000.00	2.00%
“Ai You Reborn Project” — — Medical Nursing Project for Orphaned Child Patients	33,063,994.90	12.38%
“Ai You HeKang Rehab Center” — — Rehabilitation Project for Disabled Children	6,511,000.00	2.44%
“Ai You Philanthropy+” — — Multidimensional Financial Aid Philanthropy Project	9,330,106.59	3.49%
Others	16,800,000.00	6.29%
Nonrestrictive	105,141,490.10	39.37%
Total	267,035,913.23	100.00%

Makeup of Income from Donations in 2015 (By Source of Donation) (RMB)

Category	Amount	% Accounted for total Donation income of that year
Individuals	24,661,215.07	9.24%
Enterprises	112,172,736.72	42.00%
Charity organizations	130,201,961.44	48.76%
Total	267,035,913.23	100.00%

Financial Report

Charity Project Expenditure Statistics for 2015 (RMB)		
Category	Amount	% Accounted for total Donation income of that year
"Ai You Young Heart Project"—Surgical Treatment Project for Orphaned and Poor Children with Congenital Heart Diseases	106,830,465.03	59.89%
"Ai You Angel Project"—Medical Treatment Project for Orphaned and Poor Children with Leukemia	14,055,447.27	7.88%
"Ai You Reborn Project"—Medical Nursing Project for Orphaned Child Patients	40,430,727.59	22.66%
"Ai You HeKang Rehab Center"—Rehabilitation Project for Disabled Children	7,925,212.19	4.44%
"Ai You Philanthropy+"—Multidimensional Financial Aid Philanthropy Project	9,039,921.40	5.07%
Others	110,000.00	0.06%
Total	178,391,773.48	100.00%

Remuneration Report

Remunerations of Part of Foundation Staff in 2015	
Post	Annual remuneration (RMB)
Secretary-General	276,000.00
Deputy Secretary-General	240,000.00
Assistant Secretary-General	240,000.00
Project Director	180,000.00
Total remuneration of foundation staff in 2015	5,456,067.11
Average salary	139,899.15

AI YOU FOUNDATION

FINANCIAL STATEMENTS AND  
REPORT OF THE AUDITORS  
FOR THE YEAR ENDED 31 DECEMBER 2015

[English translation for reference only. Should there be any inconsistency between the Chinese and English versions, the Chinese version shall prevail.]

# AI YOU FOUNDATION

## FINANCIAL STATEMENTS AND REPORT OF THE AUDITORS

### FOR THE YEAR ENDED 31 DECEMBER 2015

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Client: Ai You Foundation

Auditor: PricewaterhouseCoopers Zhong Tian LLP, Beijing Branch

Tel: 010-65338888

Fax: 010-65338800

[English Translation for Reference Only]

#### Report of the Auditors

PwC ZT Beijing Shen Zi (2016) No. 897  
(Page 1 of 2)

#### To Ai You Foundation:

We have audited the accompanying financial statements of Ai You Foundation, which comprise the balance sheets as at 31 December 2015, and the income statements, the cash flow statements for the year then ended, and the notes to the financial statements.

#### Management's Responsibility for the Financial Statements

Management of Ai You Foundation is responsible for the preparation and fair presentation of these financial statements in accordance with the requirements of Accounting Standards for Non-Profit Organization, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with China Standards on Auditing and Audit Guidelines on Foundation Financial Statements. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.



**PwC ZT Beijing Shen Zi (2016) No. 897**  
(Page 2 of 2)

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Ai You Foundation as at 31 December 2015, and their financial performance and cash flows for the year then ended in accordance with the requirements of Accounting Standards for Non-Profit Organization.

PricewaterhouseCoopers Zhong Tian LLP  
Beijing Branch

Beijing, the People's Republic of China

31 March, 2016

## Balance Sheet

Ai You Foundation

As At 31 December 2015

Unit: RMB Yuan

ASSETS	Line No.	31 December 2014	31 December 2015	LIABILITIES AND NET ASSETS	Line No.	31 December 2014	31 December 2015
Current Assets				Current Liabilities			
Cash at bank and on hand	1	231,901,849.93	310,580,023.83	Loans	24	-	-
Short-term investment	2	-	-	Accounts Payable	25	8,592,998.99	6,444,984.77
Other Receivables	3	1,232,289.59	4,425,302.59	Payroll	26	42,568.00	563,522.29
Advance to suppliers	4	-	-	Tax Payable	27	57,392.00	65,207.73
Inventories	5	-	-	Advance from Customers	28	-	-
Prepaid Expense	6	223,105.96	284,267.53	Accruals	29	-	-
Non-current assets due within one year	7	-	-	Pensions	30	-	-
Other Current Assets	8	-	-	Non-current Liabilities due within one year	31	-	-
Total Current Assets	9	233,357,245.39	315,289,593.95	Other Current Liabilities	32	-	-
				Total Current Liabilities	33	8,692,960.19	7,073,714.79
Long-term investments							
Long-term equity investment	10	-	-	Non-current liabilities			
Long-term debt investment	11	-	-	Long-Term Loan	34	-	-
Total Long-term Investments	12	-	-	Long-term Payables	35	-	-
Fixed Assets				Other Non-current liabilities	36	-	-
Cost	13	35,780.00	168,298.00	Total Non-current Liabilities	37	-	-
Less: Depreciation	14	-	26,574.88				
Net Book Value	15	35,780.00	141,713.12	Entrusted Liabilities			
Construction in progress	16	-	-	Entrusted Liabilities	38	-	-
Cultural Relic Assets	17	-	-	Total Liabilities	39	8,692,960.19	7,073,714.79
Disposal of Fixed Assets	18	-	-				
Total Fixed Assets	19	35,780.00	141,713.12				
Long-term prepaid expenses	20	-	1,161,077.00	Net Assets			
Intangible assets				Unlimited net asset	40	194,898,407.54	235,798,282.09
Intangible assets	21	-	-	Limited Net Assets	41	29,801,637.66	73,720,367.19
				Total Net Assets	42	224,700,045.20	309,518,649.28
Entrusted Assets							
Entrusted Assets	22	-	-				
Total Assets	23	233,393,025.39	316,592,384.07	Total Liabilities and Net Assets	43	233,393,025.39	316,592,384.07

Income Statements

Ai You Foundation		For The Year Ended 31 December 2015			Unit:RMB Yuan		
Items	Line No.	2014			2015		
		Unlimited	Limited	Total	Unlimited	Limited	Total
Revenue							
Revenue from donation	1	83,345,702.10	119,448,477.28	202,794,179.38	105,141,490.10	161,894,423.13	267,035,913.23
Revenue from service	2	-	-	-	-	-	-
Revenue from goods sale	3	-	-	-	-	-	-
Government grants	4	-	1,000,000.00	1,000,000.00	-	1,000,000.00	1,000,000.00
Investment Income-Financial product income	5	6,719,805.15	879,253.92	7,599,059.07	6,798,159.25	800,194.99	7,598,354.24
Other income-interest income	6	226,503.96	138,420.32	364,924.28	466,400.69	192,855.42	659,256.11
TOTAL REVENUE	7	90,292,011.21	121,466,151.52	211,758,162.73	112,406,050.04	163,887,473.54	276,293,523.58
Expenditure							
Donation Expendure	8	154,495,630.09	-	154,495,630.09	178,391,773.48	-	178,391,773.48
General and administrative expenses	9	7,700,506.46	-	7,700,506.46	13,083,126.02	-	13,083,126.02
Financial expenses	10	-	-	-	-	-	-
Other Expenses	11	-	-	-	-	-	-
TOTAL EXPENDITURE	12	162,196,136.55	-	162,196,136.55	191,474,899.50	-	191,474,899.50
Limited net assets transferred into Unlimited net assets	13	111,106,677.90	(111,106,677.90)	-	119,968,724.01	(119,968,724.01)	-
Net increase in net assets	14	39,202,552.56	10,359,473.62	49,562,026.18	40,899,874.55	43,918,749.53	84,818,624.08

Cash Flow Statement

Ai You Foundation		For The Year Ended 31 December 2015		Unit:RMB Yuan	
Items	Line No.	2015	2014		
Cash flows from operating activities	1				
Cash generated from donation	2	267,035,913.23		202,794,179.38	
Cash generated from membership fee	3	-		-	
Cash generated from rendering of services	4	-		-	
Cash generated from sales of goods	5	-		-	
Cash generated from Government grants	6	1,000,000.00		1,000,000.00	
Cash received relating to other operating activities	7	8,257,610.35		8,063,983.35	
Sub-total of cash inflows	8	276,293,523.58		211,858,162.73	
Cash paid for donation	9	180,532,368.86		160,893,967.30	
Cash paid to and on behalf of employees	10	8,578,297.40		4,898,439.94	
Cash paid for goods and services	11	-		-	
Cash paid relating to other operating activities	12	8,372,175.42		3,325,374.82	
Sub-total of cash outflows	13	197,482,841.68		169,117,782.06	
Net cash flows generated from operating activities	14	78,810,681.90		42,740,380.67	
Cash flows from investing activities	15				
Proceeds from disposal of investment	16	-		-	
Proceeds from investment income	17	-		-	
Proceeds from disposal of PPE	18	-		-	
Cash received relating to other investing activities	19	-		-	
Sub-total of cash inflows	20	-		-	
Purchases of PPE	21	132,508.00		35,780.00	
Purchases of investment	22	-		-	
Cash paid relating to other investing activities	23	-		-	
Sub-total of cash outflows	24	132,508.00		35,780.00	
Net cash flows generated from investing activities	25	(132,508.00)		(35,780.00)	
Cash flows from financing activities	26				
Proceeds from borrowings	27	-		-	
Cash received relating to other financing activities	28	-		-	
Sub-total of cash inflows	29	-		-	
Repayments of borrowings	30	-		-	
Interest paid	31	-		-	
Cash paid relating to other financing activities	32	-		-	
Sub-total of cash outflows	33	-		-	
Net cash flows generated from financing activities	34	-		-	
Exchange gain/(loss) on cash and cash equivalents	35	-		-	
Net increase in cash and cash equivalents	36	78,678,173.90		42,704,600.67	



## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

## General information

Ai You Foundation (the "Foundation") was authorised for registration by the Ministry of Civil Affairs of the People's Republic of China on 6 May 2008. The unified social credit code is 531000005000210435. The legal representative is Mr Wang Bing and the Secretary-General is Mrs Geng Yuan.

The Foundation operates under the governance of the Ministry of Civil Affairs.

The approved scope of business of the Foundation includes sponsorship programs and medical treatment projects for the poor and disabled children; funding the supporting projects for the education and healthy growth of children; supporting the development of social charitable organisations; providing design and implementation of public projects as well as management advisory services; providing government purchase services.

## Basis of preparation

Management confirmed that there are no uncertainties or situations relating to events or conditions that may cast significant doubt on the Foundation's ability to continue as a going concern. The financial statements are prepared on a going concern basis.

Statement of compliance with the *Accounting Standards for Non-profit Organisation*

The financial statements of the Foundation for the year ended 31 December 2015 are in compliance with the *Accounting Standards for Non-profit organisation*, and truly and completely present the financial position of the Foundation as at 31 December 2015 and its operations, cash flows and other information for the year then ended.

## Summary of significant accounting policies

## Accounting system

The Foundation prepared its financial statements in accordance with the *Accounting Standards for Non-profit organisation* issued by the Ministry of Finance and other related regulations.

## Accounting period

The Foundation's accounting year starts on 1 January and ends on 31 December.

## Recording currency

The recording currency of the Foundation is Renminbi (RMB).

## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

## Summary of significant accounting policies (Cont'd)

## Basis of accounting and measurement bases

The Foundation follows the accrual basis of accounting. Assets are initially recorded at actual costs on acquisition and subsequently adjusted for impairment, if any.

## Accounting methods for foreign currency transactions

At the balance sheet date, monetary items denominated in foreign currencies are translated into RMB using the spot exchange rates on the balance sheet date. Exchange differences arising from these translations are recognised in profit or loss for the current period, except for those attributable to foreign currency borrowings that have been taken out specifically for the acquisition or construction of qualifying assets, which are capitalised as part of the cost of those assets.

## Accounting methods for bad debts

The provision method is used to account for potential bad debts identified by the Foundation. And the Foundation makes provision for bad debts on an individual basis.

A provision for bad debts is made by the Foundation if:

- (i) the debtor goes bankrupt or dies, and the Foundation is not able to collect the amount under the original terms even if it had been repaid through the debtor's bankruptcy estates or heritage;
- (ii) the debtor has not performed its obligations for a long time, and there exists sufficient evidence that the debt is impossible to be recovered or the possibility thereof is small.

## Measurement and depreciation of fixed assets

The "fixed assets" refer to assets that simultaneously have the following features: they are held for the purpose of business management, providing services, producing commodities or renting; their useful life exceeds one fiscal year; and their unit value is high.

- (i) A fixed asset shall be initially measured at its cost at the time of acquisition.
- (ii) Fixed assets are depreciated using the straight-line method.

The estimated useful lives, the estimated residual values expressed as a percentage of cost and the annual depreciation rates of fixed assets are as follows:

Category of assets	Estimated useful lives	Estimated residual value	Annual depreciation rates
Electronic equipment	3 years	3%	32.33%

- (iii) Fixed assets without depreciations

Historical relics and arts held for the purposes of exhibitions, education or research, as well as other collections with cultural or historical value and being collected as a long-term or permanent preservation should be accounted for as fixed assets, and depreciation is not necessary.



## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
(English translation for reference only)

## Summary of significant accounting policies (Cont'd)

## Recognition of limited and unlimited net assets

If the use of economic benefits of and/ or generated by an asset (returns on asset investment and interests etc.) is limited by the timing or/and proposes set by the owner of the asset or by government rules and regulations, such asset is classified as limited net asset. Any other net assets are unlimited net assets.

## Revenue recognition

Revenue refers to the inflows of economic benefits or service potency which are received from the ordinary course of the Foundation's activities and which will result in an increase in the net assets of the current period. Revenues are divided by their sources into revenue from donation, government grant, revenue from services rendered, investment income, revenue from sale of goods, other income, etc.

The Foundation recognises revenue according to the following criteria and realised revenue is recognised in profit or loss for the period.

Recognised revenue is divided into revenue arising from exchange transactions and non-exchange transactions.

Unconditional donation or government grant is recognised when received; conditional donation or government grant is recognised when control rights of such assets are obtained; when the Foundation has donated assets or current obligations with the same amount that require to be fully or partly repaid, a liability or an expense is recognised based on the amount of such repayment.

Non-monetary assets generated from donation should be recognised at fair value. Donors are required to provide evidence for the fair value of the donated assets. Otherwise, revenue can't be recognised. Revenue generated from labour service donation is not recognised in revenue.

Where donors of assets set time or/(and) use limitations on such assets, from which the revenue generated is recognised as limited revenue; otherwise, the revenue is unlimited.

## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
(English translation for reference only)

## Notes to the financial statements

## Cash at bank and on hand

Category	Currency	31 December 2014	31 December 2015
Cash at bank	RMB	231,901,849.93	310,580,023.83
Total		231,901,849.93	310,580,023.83

## Other receivables

(1) The ageing of other receivables is as below:

Ageing	31 December 2014			31 December 2015		
	Book balance	Provision for bad debts	Carrying amount	Book balance	Provision for bad debts	Carrying amount
Within 1 year	632,289.50	-	632,289.50	3,825,302.59	-	3,825,302.59
1 to 2 years	-	-	-	-	-	-
2 to 3 years	-	-	-	-	-	-
Over 3 years	600,000.00	-	600,000.00	600,000.00	-	600,000.00
Total	1,232,289.50	-	1,232,289.50	4,425,302.59	-	4,425,302.59

## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
(English translation for reference only)

## Notes to the financial statements (Cont'd)

## Other receivables (Cont'd)

(2) Major clients of other receivables are as below:

Client	31 December 2014		31 December 2015		Date of debt	Reason of debt
	Book balance	% of total balance	Book balance	% of total balance		
Wu Han Union Hospital	200,000.00	16.23%	200,000.00	4.52%	5 December 2011	Cash pledge
Shanghai Children's Medical Centre	200,000.00	16.23%	200,000.00	4.52%	5 December 2011	Cash pledge
Beijing Children's Hospital	200,000.00	16.23%	200,000.00	4.52%	17 October 2011	Cash pledge
Hubei Wuhan Ai You Hekang Linjie Children's rehabilitation Center	632,289.50	51.31%	-	0.00%	14 August 2014	Disbursement
Shenzhen Ai You Future Foundation	-	-	3,000,000.00	67.79%	9 September 2015	Open accounts
Beijing Kun Tai Jia Hua Real Estate Management Co., Ltd.	-	-	731,749.53	16.54%	14 August 2015	Office lease deposit
Beijing Sheng Da Lian Property Management Co., Ltd.	-	-	83,553.06	1.89%	31 August 2015	Office property fee deposit
Others – petty cash	-	-	10,000.00	0.22%	-	Petty cash for employees
Total	1,232,289.50	100.00%	4,425,302.59	100.00%	-	-

## Prepaid expenses

Item	31 December 2014	Increase in the current year	Amortisation charged in the current year	31 December 2015
Rent	214,754.40	1,818,021.53	(1,776,359.42)	256,416.51
Property fee	8,351.56	214,419.14	(194,919.68)	27,851.02
Total	223,105.96	2,032,440.67	(1,971,279.10)	284,267.53

## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
(English translation for reference only)

## Notes to the financial statements (Cont'd)

## Fixed assets and accumulated depreciation

(1) Fixed assets are analysed by classifications as follows:

Item	31 December 2014	Increase in the current period	Decrease in the current period	31 December 2015
1. Cost	35,780.00	132,508.00	-	168,288.00
Including: Electronic equipment	35,780.00	132,508.00	-	168,288.00
2. Accumulated depreciation	-	(26,574.88)	-	(26,574.88)
Including: Electronic equipment	-	(26,574.88)	-	(26,574.88)
3. Carrying amount	35,780.00	105,933.12	-	141,713.12
Including: Electronic equipment	35,780.00	105,933.12	-	141,713.12

(2) Fixed assets are analysed by purposes as follows:

Purpose	31 December 2014			31 December 2015		
	Cost	Accumulated depreciation	Carrying amount	Cost	Accumulated depreciation	Carrying amount
Business management	35,780.00	-	35,780.00	168,288.00	(26,574.88)	141,713.12
Total	35,780.00	-	35,780.00	168,288.00	(26,574.88)	141,713.12

## Long-term prepaid expenses

Item	31 December 2014	Increase in the current year	Amortisation charged in the current year	31 December 2015
Expenditure on decoration	-	1,229,375.64	(68,298.64)	1,161,077.00
Total	-	1,229,375.64	(68,298.64)	1,161,077.00

## Payables

Item	31 December 2014	Increase in the current year	Decrease in the current year	31 December 2015
Payables	8,592,998.99	7,676,505.02	(9,824,519.24)	6,444,984.77
Total	8,592,998.99	7,676,505.02	(9,824,519.24)	6,444,984.77



## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

## Notes to the financial statements (Cont'd)

## Payables (Cont'd)

## Major clients of payables:

Client	31 December 2014	Increase in the current year	Decrease in the current year	31 December 2015
Tianjin Hematonosis Hospital	-	850,132.81	-	850,132.81
Fuwai Hospital of CAMS	-	765,045.97	-	765,045.97
General Hospital of Guangzhou Military Command of PLA	-	646,821.50	-	646,821.50
Wu Han Union Hospital	-	460,498.02	-	460,498.02
Shanghai Children's Medical Center	3,821,334.05	-	(3,821,334.05)	-
Beijing Anzhen Hospital	1,042,836.89	393,218.84	(1,042,836.89)	393,218.84
Xi Jing Hospital	456,000.00	287,318.07	(456,000.00)	287,318.07
Xinqiao Hospital, Third Military Medical University	673,637.40	-	(673,637.40)	-
Beijing Huaxin Hospital	-	353,308.99	-	353,308.99
West China Hospital of Sichuan University	151,271.05	293,884.07	(151,271.05)	293,884.07
Kaifeng Disable Children Rehabilitation Center	1,216,558.90	-	(1,216,558.90)	-
Others	1,231,360.70	3,626,276.75	(2,462,880.95)	2,394,756.50
Total	8,592,998.99	7,676,505.02	(9,824,519.24)	6,444,984.77

## Employee benefits payable

Items	31 December 2014	Increase in the current year	Payment for the current year	31 December 2015
Wages and salaries, bonus, allowances and subsidies	-	5,456,067.11	(5,080,184.80)	375,882.31
Social security contributions	38,463.60	2,392,639.11	(2,243,462.73)	187,639.98
Including: Medical insurance	7,624.80	664,136.33	(618,684.05)	53,077.08
Basic pensions	30,103.20	1,534,841.61	(1,441,371.29)	123,573.52
Supplementary medical insurance	-	55,270.00	(55,270.00)	-
Unemployment insurance	735.60	65,859.23	(61,342.81)	5,252.02
Work injury insurance	-	27,897.27	(25,690.57)	2,206.70
Maternity insurance	-	44,634.67	(41,104.01)	3,530.66
Housing funds	4,125.00	1,258,340.00	(1,262,465.00)	-
Total	42,588.60	9,107,046.22	(8,586,112.53)	563,522.29

## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

## Notes to the financial statements (Cont'd)

## Taxes payable

Item	31 December 2014	31 December 2015
Individual income tax payable	57,392.60	65,207.73
Total	57,392.60	65,207.73

## Net assets

Item	31 December 2014	Increase in the current year	Decrease in the current year	31 December 2015
Limited net assets	29,801,637.66	163,887,473.54	(119,968,724.01)	73,720,387.19
Unlimited net assets	194,898,407.54	112,406,050.04	(71,506,175.49)	235,798,282.09
Total	224,700,045.20	276,293,523.58	(191,474,899.50)	309,518,669.28

For the year ended 31 December 2015, net assets of the Foundation increased by RMB 84,818,624.08. The increase of net assets generated from the total revenue of RMB 276,293,523.58 (Limited revenue: RMB 163,887,473.54; Unlimited Revenue: RMB 112,406,050.04). The decrease of net assets generated from the total expenditure of RMB 191,474,899.50 (Donation expenditure: RMB 178,391,773.48; General and administrative expenses RMB 13,083,126.02).

## Revenue

Item	2015	2014
Revenue from donation	267,035,913.23	202,794,179.38
Government grants	1,000,000.00	1,000,000.00
Investment income - financial products income	7,598,354.24	7,599,059.07
Other income - interest income	659,256.11	364,924.28
Total	276,293,523.58	211,758,162.73



## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

## Notes to the financial statements (Cont'd)

## Revenue (Cont'd)

## Revenue from large-amount donation

Companies and individuals with accumulative donation more than 5% of total revenue from donation of the Foundation and over RMB 5,000,000 in 2015 are listed below:

Donor	2015			Usage
	Limited	Unlimited	Sub-total	
1. Li Jiajie and UBS OPTIMUS FOUNDATION Total	60,170,696.46	-	60,170,696.46	Aiyu Tongxin and Aiyu Tianshi
2. Minsheng Life Insurance Company Ltd	-	33,700,000.00	33,700,000.00	Matters specified in the Articles of Association of the Foundation
3. Tencent Foundation	12,630,912.31	-	12,630,912.31	Aiyu Tongxin and Aiyu Hekang
4. By-Health Co., Ltd.	-	10,000,000.00	10,000,000.00	Matters specified in the Articles of Association of the Foundation
5. SF Foundation	10,000,000.00	-	10,000,000.00	Aiyu Tongxin and Aiyu Tianshi
6. Vanke Foundation	9,766,840.26	-	9,766,840.26	Aiyu Tongxin, Aiyu Xinsheng, Aiyu Yi+ and daily operation
7. Alibaba Foundation	9,500,000.00	-	9,500,000.00	Aiyu Tongxin and Aiyu Xinsheng
8. TaiKang Life Insurance Co., LTD	-	9,000,000.00	9,000,000.00	Matters specified in the Articles of Association of the Foundation
9. Shen Peijin	-	7,560,000.00	7,560,000.00	Matters specified in the Articles of Association of the Foundation
10. Shenzhen TCL Foundation	4,000,000.00	3,500,000.00	7,500,000.00	Matters specified in the Articles of Association of the Foundation as well as Aiyu Yi+
11. Beijing Zeus Interactive Co., Ltd.	-	6,500,000.00	6,500,000.00	Matters specified in the Articles of Association of the Foundation
12. Tianjin Happy Times Technology Development Co., Ltd.	-	6,500,000.00	6,500,000.00	Matters specified in the Articles of Association of the Foundation
13. Ai You (HK) Foundation	6,055,164.33	-	6,055,164.33	Aiyu Xinsheng
14. Foshan South Sea Wanda Plaza Co., Ltd.	-	5,000,000.00	5,000,000.00	Matters specified in the Articles of Association of the Foundation
Total	112,123,613.36	81,760,000.00	193,883,613.36	

## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

## Notes to the financial statements (Cont'd)

## Revenue (Cont'd)

## Revenue from large-amount donation (Cont'd)

Companies and individuals with accumulative donation more than 5% of total revenue from donation of the Foundation and over RMB 5,000,000 in 2014 are listed below:

Donor	2014			Usage
	Limited	Unlimited	Sub-total	
1. Li Jiajie and UBS OPTIMUS FOUNDATION Total	49,539,051.37	-	49,539,051.37	Aiyu Tongxin
2. Ma Huateng	-	10,868,589.82	10,868,589.82	Matters specified in the Articles of Association of the Foundation
3. Dongguan East City Wanda Plaza Investment Co., Ltd.	-	10,000,000.00	10,000,000.00	Matters specified in the Articles of Association of the Foundation
4. Beijing Chang Ce Tian Cheng P.R. Planning Co., Ltd.	10,000,000.00	-	10,000,000.00	Aiyu Xinsheng
5. Zhejiang Tmall Technology Co., Ltd.	10,000,000.00	-	10,000,000.00	Aiyu Tongxin, Aiyu Xinsheng and daily operation
6. Tencent Foundation	9,870,349.52	-	9,870,349.52	Aiyu Tongxin, Aiyu Xinsheng and Aiyu Hekang
7. Beijing Huiyuan Food & Beverage Co., Ltd.	-	8,000,000.00	8,000,000.00	Matters specified in the Articles of Association of the Foundation
8. Vanke Foundation	7,890,647.72	-	7,890,647.72	Aiyu Tongxin, Aiyu Xinsheng and daily operation
9. Li Yanhong	-	6,000,000.00	6,000,000.00	Matters specified in the Articles of Association of the Foundation
10. Shanghai Luo Lai Investment Holding Co., Ltd.	2,000,000.00	3,000,000.00	5,000,000.00	Birth defects as well as matters specified in the Articles of Association of the Foundation
11. Changsha Kai Fu Wanda Plaza Investment Co., Ltd.	-	5,000,000.00	5,000,000.00	Matters specified in the Articles of Association of the Foundation
12. SF Foundation	5,000,000.00	-	5,000,000.00	Aiyu Tongxin and Aiyu Tianshi
Total	94,300,048.61	42,868,589.82	137,168,638.43	

## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

## Notes to the financial statements (Cont'd)

## Expenditure related to donation

Item	2015	2014
Aiyou Tongxin	106,830,465.03	90,022,551.97
Aiyou Xinsheng	40,430,727.59	42,205,184.03
Aiyou Hekang	7,925,212.19	4,900,000.00
Aiyou Tianshi	14,055,447.27	12,516,526.33
Aiyou Yaan	-	2,455,367.76
Aiyou Yi+	9,039,921.40	2,200,000.00
Other Aiyou projects	110,000.00	196,000.00
Total	178,391,773.48	154,495,630.09

## General and administrative expenses

Item	2015	2014
1. Employee benefits	9,107,046.22	4,998,421.14
2. Expense for operating supplies and service	3,976,079.80	2,702,085.32
Total	13,083,126.02	7,700,506.46

Total general and administrative expenses of the Foundation in 2015 amounted to RMB 13,083,126.02, 6.83% of total expenditure.

Total general and administrative expenses of the Foundation in 2014 amounted to RMB 7,700,506.46, 4.75% of total expenditure.

## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

## Notes to the council members, employee and employee benefit

## 1. Name list of council members

No.	Position	Name	Attribution	Paid by the Foundation or not
1	President	Wang Bing	Ding Tian Asset Management Co., LTD	Not
2	Vice President	Li Jiajie	Hong Kong Henderson Land Group	Not
3	Vice President	Ma Huateng	Tencent Company	Not
4	Director and secretary-general	Geng Yuan	Ai You Foundation	Yes
5	Director	Cao Guowei	Sina Net	Not
6	Director	Chen Xiao	Shanghai Ting Chao Investment Consulting Co., LTD	Not
7	Director	Feng Lun	Vantone Investment Holding Co., LTD	Not
8	Director	Jiang Nanchun	Focus Media (China) Holding Ltd.	Not
9	Director	Li Yanhong	Baidu Corporation	Not
10	Director	Ma Yun	Alibaba	Not
11	Director	Shen Guojun	China Yintai Investment Limited	Not
12	Director	Shi Yuzhu	Shanghai Giant Network Technology Co., LTD	Not
13	Director	Yu Feng	Yunfeng Capital	Not
14	Director	Yu Liang	China Vanke Co., LTD	Not
15	Director	Zhu Xinli	Beijing Huiyuan Beverage Food Group Co., LTD	Not
16	Director	Chen Dongsheng	TaiKang Life Insurance Co., LTD	Not
17	Director	Tian Suning	China Broadband Capital Partners	Not
18	Director	Guo Guangchang	Fosun Group	Not
19	Director	Yu Minhong	New Oriental Education & Technology Group	Not
20	Director	Li Dongsheng	TCL Group	Not
21	Director	Lu Weiding	Minsheng Life Insurance Company Ltd	Not

2. The Foundation had 39 employees in total in the current year, up by 6 as compared to the prior year. In 2014, Salary paid to employees amounted to RMB 3,019,098.29 with an average monthly salary of RMB 7,623.99. In 2015, Salary paid to employees amounted to RMB 5,456,067.11 with an average monthly salary of RMB 11,658.26.

## Notes to the proportion of expenditure related to donation, employee benefits and general administrative expenses

The net assets at 31 December 2014 amounted to RMB 224,700,045.20. Total expenditure related to donation of 2015 amounted to RMB 178,391,773.48, 79.39% of net assets at 31 December 2014. Total expenses of 2015 amounted to RMB 13,083,126.02, all of which were expense for operating supplies and service, accounting to 6.83% of total expenditure of 2015.



AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015

(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

VIII Notes to significant public projects

1. Revenue and expenditure of significant public projects in 2015

Projects	Revenue for the current year	Expenditure for the current year				
		Direct expenditure to recipients	Asset use fee	Travel expense	Others	Sub-total
1. Ai You Tongxin	90,859,321.64	106,096,641.46	317,987.38	68,365.10	347,471.09	733,823.57
2. Aiyou Xinsheng	34,063,994.90	40,358,124.99	-	72,602.60	-	72,602.60
3. Aiyou Hekang	6,511,000.00	7,384,151.71	-	-	541,060.48	541,060.48
4. Aiyou Tianshi	5,330,000.00	14,055,447.27	-	-	-	-
5. Aiyou Yi+	9,330,106.59	8,944,963.90	-	-	94,957.50	94,957.50
Total	146,094,423.13	176,839,329.33	317,987.38	140,967.70	983,489.07	1,442,444.15
						178,281,773.48

AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015

(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

/III Notes to significant public projects (Cont'd)

2. Large payments of significant public projects

Projects	Usage	Recipient	Amount	% of the significant public project expenditure	% of total expenditure
1. Ai You Tongxin	Treatment for ill children	General Hospital of Guangzhou Military Command of PLA	14,190,659.57	13.28%	7.95%
		Fuwai Hospital of CAMS Beijing Anzhen Hospital	11,214,110.10	10.50%	6.29%
2. Aiyou Xinsheng	Treatment for ill children Donation	Shanghai Children's Medical Centre	7,951,993.49	7.44%	4.46%
		Beijing Chunmiao Save the Children Service & Communication Centre	6,342,091.15	15.69%	3.56%
		Aiyou & FAW – Volkswage & Audi Shanghai Baby Home	3,900,000.00	9.65%	2.19%
		Kaifeng Disable Children Rehabilitation Centre	3,000,000.00	7.42%	1.68%
		Chongqing Children Welfare Association	2,850,000.00	7.05%	1.60%
		Guangzhou Children Welfare Association	2,359,827.00	5.84%	1.32%
3. Aiyou Hekang	Donation	Xi'an Children Welfare Association	2,082,470.80	5.15%	1.17%
		Hubei Wuhan Ai You Hekang Linjie Children's rehabilitation Centre	2,024,222.40	5.01%	1.13%
		Beijing Ai You Hekang Children's rehabilitation Centre	3,100,000.00	39.12%	1.74%
		Disabled persons rehabilitation research center of Hunan Province	2,800,000.00	35.33%	1.57%
		CAMS Hematology Hospital (Institute of Hematology)	1,464,759.30	18.48%	0.82%
		Beijing Children's Hospital Wu Han Union Hospital	4,405,039.25	31.34%	2.47%
4. Aiyou Tianshi	Treatment for ill children	Guangdong Provincial People's Hospital	4,247,573.64	30.22%	2.38%
		Capital Institute of Pediatrics	1,254,210.25	8.92%	0.70%
		Children's Hospital, Zhejiang University of Medicine	1,155,709.69	8.22%	0.65%
		West China Second Hospital, Sichuan University	882,384.06	6.28%	0.49%
5. Aiyou Yi+	Donation	Shanghai United Foundation	775,743.97	5.52%	0.43%
		- Shanghai Daorong Nature Conservation and Sustainable Development Center	756,055.78	5.38%	0.42%
			2,300,000.00	25.44%	1.29%
			400,000.00	4.42%	0.22%



## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015

(All amounts in RMB Yuan unless otherwise stated)

[English translation for reference only]

## Notes to significant public projects (Cont'd)

viii

## 2. Large payments of significant public projects (Cont'd)

Projects	Usage	Recipient	Amount	% of the significant public project expenditure	% of total expenditure
5. Aiyou Yi+	Donation	-- Shanghai Four-leaf Clover Caring Centre of Rare Disease Family	600,000.00	6.64%	0.34%
		-- Shanghai Pudong New District Pugongying Children Development Centre	300,000.00	3.32%	0.17%
		-- Shanghai Pudong Hand-in-Hand Life Care Developing Centre	300,000.00	3.32%	0.17%
		-- Shanghai Xintu Centre for Community Health Promotion	300,000.00	3.32%	0.17%
		-- Shanghai Legal Centre for NGO	400,000.00	4.42%	0.22%
		Guangzhou Beida Boya Social Work Resource Centre	800,000.00	8.85%	0.45%
		Rural Women Development Foundation Guangdong	603,356.00	6.67%	0.34%
		-- Guangzhou Fa Ze City & Charity Research Centre	300,000.00	3.32%	0.17%
		-- Rural Women Development Foundation Guangdong	303,356.00	3.36%	0.17%
			80,460,206.45		45.10%
Total					

## AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

## IX Related parties and related party transactions

## 1 Significant related parties

Name of related parties	Relationship with the Foundation
Wang Bing	Legal representative, president, founder and donor of the Foundation
Li Jiajie	Major donor and vice president
Ma Huateng	Major donor and vice president
UBS OPTIMUS FOUNDATION	Major donor
Tencent Foundation	Major donor
Ai you (HK) Foundation	Share two same directors with the Foundation
Shenzhen Ai You Hekang Children's rehabilitation Center	Share a same director with the Foundation
Beijing Ai You Hekang Children's rehabilitation Center	Share a same director with the Foundation
Ningxia Ai You Hekang Children's rehabilitation Center	Share a same director with the Foundation
Hubei Wuhan Ai You Hekang Linjie Children's rehabilitation Center	Share a same director with the Foundation

## 2 Related party transactions

Name of related parties	Amount	Nature of transaction
Wang Bing	3,800,000.00	Donation Received
Li Jiajie and UBS OPTIMUS FOUNDATION	60,170,696.46	Donation Received
Tencent Foundation	12,630,912.31	Donation Received
Ai you (HK) Foundation	6,055,164.33	Donation Received
Beijing Ai You Hekang Children's rehabilitation Center	2,800,000.00	Donation expenditure
Hubei Wuhan Ai You Hekang Linjie Children's rehabilitation Center	3,100,000.00	Donation expenditure

## 3 Receivables from and payables to related parties

Name of entity	31 December 2014			31 December 2015		
	Amount	Provision for bad debts	% of total value	Amount	Provision for bad debts	% of total value
Other receivables:						
Hubei Wuhan Ai You Hekang Linjie Children's rehabilitation Center	632,289.50	-	-	-	-	-

AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015  
(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

X Detailed list of fixed assets

Name	Source	Date	Unit	Quantity	Unit price	Amount	Purpose	Remark
HP ML350 server	Purchase	5 December 2014	Tai	1	35,780.00	35,780.00	Self-use	
Lenovo B4400A 14-inch laptop	Purchase	28 February 2015	Tai	1	3,999.00	3,999.00	Self-use	
HP 14-inch laptop	Purchase	28 February 2015	Tai	1	2,949.00	2,949.00	Self-use	
Lenovo G40-70MA laptop	Purchase	31 March 2015	Tai	1	3,749.00	3,749.00	Self-use	
Lenovo I1000laptop	Purchase	31 March 2015	Tai	1	4,399.00	4,399.00	Self-use	
Dell desktop computer	Purchase	31 March 2015	Tai	1	2,999.00	2,999.00	Self-use	
Lenovo laptop	Purchase	31 March 2015	Tai	1	3,699.00	3,699.00	Self-use	
Lenovo laptop	Purchase	30 April 2015	Tai	1	6,299.00	6,299.00	Self-use	
Lenovo laptop	Purchase	31 May 2015	Tai	1	4,499.00	4,499.00	Self-use	
Lenovo laptop	Purchase	31 May 2015	Tai	2	4,399.00	8,798.00	Self-use	
Fixed asset E450C	Purchase	30 June 2015	Tai	1	4,499.00	4,499.00	Self-use	
Lenovo E450C laptop	Purchase	30 June 2015	Tai	2	4,099.00	8,198.00	Self-use	
Projector	Purchase	30 June 2015	Tai	1	2,899.00	2,899.00	Self-use	
Lenovo V3000 laptop	Purchase	30 June 2015	Tai	1	4,499.00	4,499.00	Self-use	
Samsung 19-inch display	Purchase	31 July 2015	Tai	3	689.00	2,067.00	Self-use	
Duplicator	Purchase	31 July 2015	Tai	1	6,800.00	6,800.00	Self-use	
Face recognition entrance guard	Purchase	30 November 2015	Tai	1	4,100.00	4,100.00	Self-use	
TCL LCD TV	Purchase	30 November 2015	Tai	1	5,999.00	5,999.00	Self-use	
Samsung curve display	Purchase	30 November 2015	Tai	1	1,359.00	1,359.00	Self-use	
Call-centre system	Purchase	30 November 2015	Tai	1	34,000.00	34,000.00	Self-use	
Power supply in machine room	Purchase	31 December 2015	Tai	1	8,600.00	8,600.00	Self-use	
Benq projector	Purchase	31 December 2015	Tai	1	4,299.00	4,299.00	Self-use	
Xbox One	Purchase	31 December 2015	Tai	1	3,799.00	3,799.00	Self-use	
Total						168,288.00		

AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015  
(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

XI Operating lease commitments

Item	31 December 2015
Within 1 year	3,261,210.36
1 to 2 years	3,261,210.36
2 to 3 years	2,717,675.30
Total	9,240,096.02

XII Notes to limited assets

The Foundation received limited donation amounted to RMB 161,894,423.13 in 2015, all came from donation of individuals or companies. The Foundation made use of those assets according to the contracts.

XIII Notes to entrusted assets

The Foundation had no entrusted asset as at 31 December 2015.

XIV Notes to impairment of significant assets

Not applicable (the Foundation had no impairment of asset for the year ended 2015).

XV Notes to assets with unavailable fair value

The Foundation had no assets with unavailable fair value as at 31 December 2015.

XVI Notes to labour service donation

The Foundation received no labour service donation for the year ended 2015.

XVII Notes to significant subsequent events

The Foundation had no significant subsequent event.

XVIII Others

The Foundation had no other issue need to be specified as at 31 December 2015.

AI YOU FOUNDATION

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2015  
(All amounts in RMB Yuan unless otherwise stated)  
[English translation for reference only]

The above financial statements of the Foundation for the year ended 31 December 2015 are in compliance with the *Accounting Standards for Non-profit Organization*.

Name of the Foundation: (Signature)

Legal representative of the Foundation: (Signature)

Date: 31th March, 2016

Financial administrator: (Signature)

Date: 31th March, 2016

AI YOU FOUNDATION

SUPPLEMENTARY INFORMATION PROVIDED BY MANAGEMENT  
[English translation for reference only]

AI YOU FOUNDATION

SUPPLEMENTARY INFORMATION PROVIDED BY MANAGEMENT  
FOR THE YEAR ENDED 31 DECEMBER 2015

[English translation for reference only. Should there be any inconsistency between the Chinese and English versions, the Chinese version shall prevail.]

- General information
- Financial position
- Financial related information of the Foundation



AI YOU FOUNDATION

SUPPLEMENTARY INFORMATION PROVIDED BY MANAGEMENT  
[English translation for reference only]

1 General information

The social credit code of Ai You Foundation is 531000005000210435. On 6 May 2008, the Ministry of Civil Affairs of the PRC approved the issuance of legal person registration certificate to the Foundation, with Wang Bing serving as the legal person. The address of the Foundation is Room 2408, 24/F, Kun Tai International Building, B12 Chaowai Avenue, Chaoyang District, Beijing. The Foundation is a non-public offering foundation with the original fund of RMB 20 million under the regulation of the Ministry of Civil Affairs, and has not established any branch as at 31 December 2015.

2 Financial position

1. Ai You Foundation had total assets of RMB 316,592,384.07 as at 31 December 2015, of which cash at bank and on hand accounted for RMB 310,580,023.83, and receivables accounted for RMB 4,425,302.59 (including other receivables: RMB 4,425,302.59)
2. Ai You Foundation had total liabilities of RMB 7,073,714.79 as at 31 December 2015 that were all classified as current liabilities.
3. Ai You Foundation had total net assets of RMB 309,518,669.28 as at 31 December 2015 including limited net assets of RMB 73,720,387.19 and unlimited net assets of RMB 235,798,282.09.
4. The annual revenue of Ai You Foundation for the year ended 31 December 2015 was RMB 276,293,523.58, of which revenue from donation accounted for RMB 267,035,913.23, government grants accounted for RMB 1,000,000.00, investment income accounted for RMB 7,598,354.24 and other income accounted for RMB 659,256.11.
- The annual expenses of Ai You Foundation for the year ended 31 December 2015 were RMB 191,474,899.50 including expenditure related to donation of RMB 178,391,773.48 and general administrative expenses of RMB 13,083,126.02.
5. The expenditure related to donation of Ai You Foundation for the year ended 31 December 2015 was RMB 178,391,773.48, accounting for 79.39% of fund balance of the prior year, which was RMB 224,700,045.20; general administrative expenses comprised labour cost, administrative and office expenses and professional service expenses, amounting to RMB 13,083,126.02, 6.83% of the total expenses for the current year.

AI YOU FOUNDATION

SUPPLEMENTARY INFORMATION PROVIDED BY MANAGEMENT  
[English translation for reference only]

3 Financial related information of the Foundation

31 December 2015			
Name	Ai You Foundation		
Social credit code	531000005000210435		
Address	Room 2408, 24/F, Kun Tai International Building, B12 Chaowai Avenue, Chaoyang District, Beijing	Registration date	06 May 2008
Phone	+86 (10) 50948839	Zip code	100020
Legal person	Wang Bing	Main fund source	Revenue from donation
Deposit bank	Vantone Centre Branch of the CMBC		
Bank account	110908540910703		
Name of financial institution	Finance department	Phone	18611557220
Name of accountant	Zhang Qianqian	Full-time or part-time	Full-time
Name of agency bookkeeping institution	-	Name of chief executive of agency bookkeeping institution	-
Tax registration number	Jing Shui Zheng Zi No.110105500021043		
Branches and representative institutions with bank accounts and their deposit banks and corresponding bank accounts			
Entity	The foundation has no subordinate entities.		





ACKNOWLEDGEMENTS



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