



银杏基金会  
GINKGO FOUNDATION

# Ginkgo Foundation 2023 Annual Report



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3GOOD HEALTH AND WELL-BEING

11SUSTAINABLE CITIES AND COMMUNITIES



Leling, founded by WANG Yanrui, a 2013 Ginkgo Fellow, is one of the pioneers of community-based care services in China. Committed to promoting the service model for over a decade, Leling explores sustainable, profitable, and replicable services tailored to middle- and low-income seniors in local communities. As for now, the community-based care service model has gradually evolved as a "community-embedded" system, serving nearly 100,000 seniors. Additionally, Leling provides counseling services to support various institutions in Beijing, Inner Mongolia, Hebei, Guangdong, Shaanxi, and other regions.

4QUALITY EDUCATION

5GENDER EQUALITY



SUN Xuemei, a 2018 Ginkgo Fellow, launched the Girls Protection Fund with hundreds of female journalists and media fellows in China and later established the Beijing All In One Foundation. Through projects such as "Girls Protection" and "Embracing Puberty," SUN and her colleagues work to identify and defend children from sexual assaults, demystify and popularize sex education, and advocate for minors' benefits. Their work has positively impacted over 9.6 million children.

9INDUSTRIAL INNOVATION AND INFRASTRUCTURE

13CLIMATE ACTION



The "Climate-Friendly Rice Project" promoted by LIU Shangwen, a 2015 Ginkgo Fellow, is a technically innovative scale-up project to reduce greenhouse gas emission in rice fields and enhance food security. The program has already established a number of experimental plots and pilot bases in Heilongjiang, Hunan, Yunnan, Sichuan and Guangdong to explore solutions to decrease agricultural carbon emission, improve the resilience of vulnerable agricultural populations and fields in rural areas to adapt to climate change.

1NO POVERTY

3GOOD HEALTH AND WELL-BEING



A 2022 Ginkgo Fellow WANG Xiangni serves as the director of the Yunnan Jiaxin Centre. Under her leadership, the Centre has been a staunch advocate for the welfare of vulnerable children in Yunnan Province. Jiaxin's initiatives are strategically aligned with the Sustainable Development Goals, with a concerted focus on delivering excellence in education, enhanced health and well-being, gender equality, and social inclusivity. Jiaxin believes in universal child protection transcending identity or circumstance, with a vision to ensure that every child is cherished and nurtured as one of our own, empowering them to lead lives of prosperity and fulfillment.

3GOOD HEALTH AND WELL-BEING

4QUALITY EDUCATION



"WonderSir", established by CHEN Yiwei, a 2022 Ginkgo Fellow, empowers the rare disease community through scientific communication, capacity building, industry connections, and public advocacy, thus allowing "awareness" to eliminate "rareness" and contributing to the public service through scientific insights. Since its establishment, "WonderSir" has cooperated with dozens of clinical experts in rare diseases, supported nearly 100 patients, and published over 270 popular science articles with over 10 million readings. Now, "WonderSir" has grown to be one of the most influential education platforms in China for rare diseases.

15LIFE ON LAND

17PARTNERSHIPS FOR THE GOALS



The 2021 Ginkgo Fellow HUANG Qiaowen is the head of the Chinese Felid Conservation Alliance (CFCA) and works with her team to promote the preservation of 12 species of wild cats native to China. HUANG and the team focus on protection needs, conduct baseline surveys, provide local support for key priority areas, and advocate for social awareness and action in wild cat protection. The protective actions usually take place in areas with insufficient wild cat protection, including China's northern, northwest, and southwest borders.

4QUALITY EDUCATION

17PARTNERSHIPS FOR THE GOALS



The Stars Youth Development Center (hereafter STARS), established by a 2014 Ginkgo Fellow LIANG Haiguang, is an education non-profit aiming to bring the joy of reading to children in rural areas and thus change the landscape of reading in China. The goal is to promote and transform China's children's reading ecology. The Reading Promotion System of STARS builds upon establishing county-based reading promotion alliances, gathering principals and teachers who acknowledge the importance of reading for children. STARS works to facilitate children to read "better" by providing reading resources, co-constructing libraries in rural areas, building relevant capacity for teachers, and hosting reading activities on school campus.

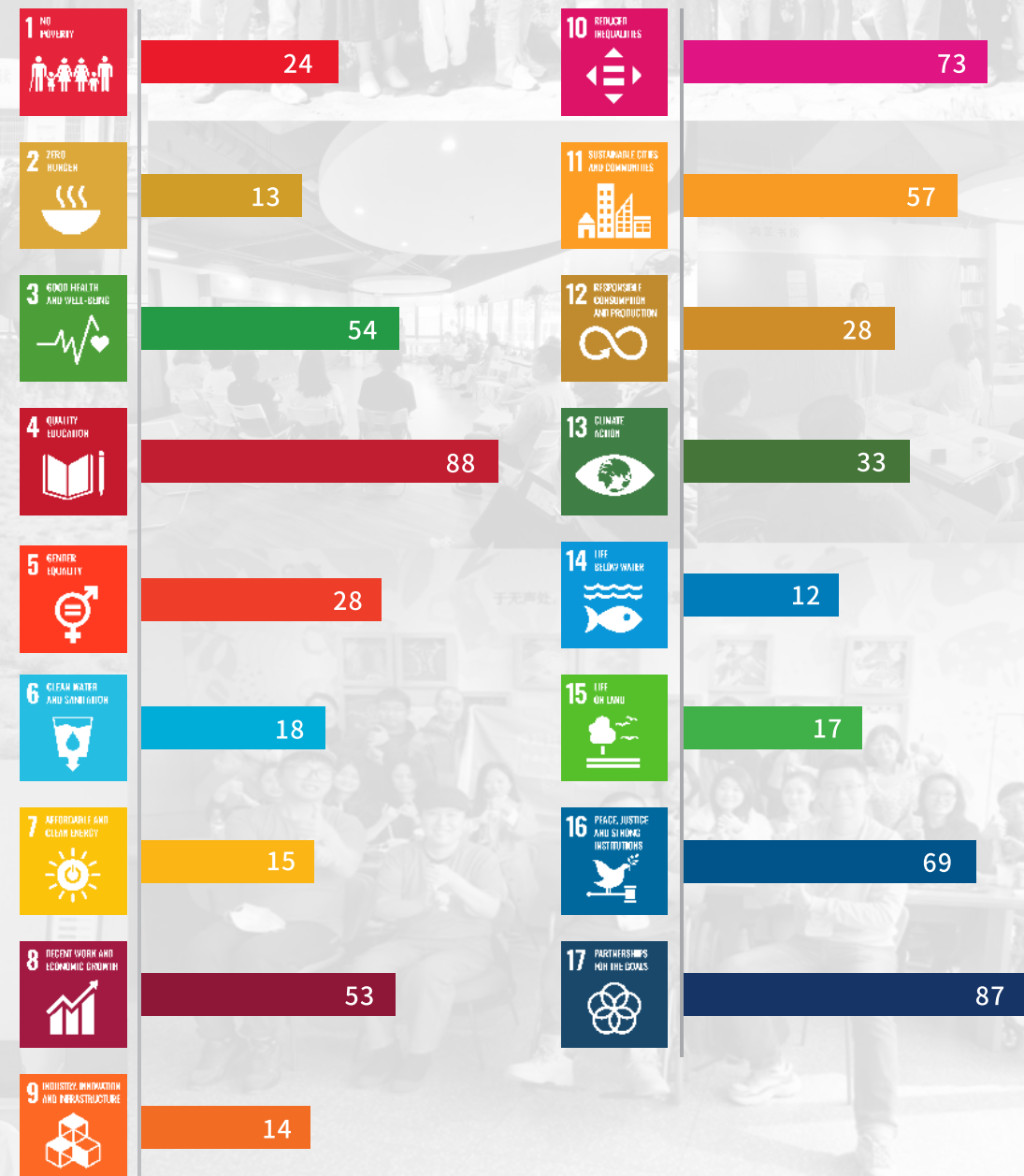
8DECENT WORK AND ECONOMIC GROWTH



WEI Xianglong, a 2016 Ginkgo Fellow, founded the Wutuwusheng Folk Art Workshop. The Workshop utilizes the traditional Bouyei crafts of Guizhou Province, such as dyeing, weaving, and embroidery through garment design and creative handicrafts. It operates as a social enterprise to inherit and develop intangible cultural heritage skills and local culture by conveying natural and handmade textures while creating employment for local women and youth. So far, WEI's work has been featured in China International Fashion Week, Beijing Design Week, and the China Central Television documentary "Wearing China," spreading the beauty of traditional clothing from a innovative perspective.

# Golbal perspective, grounded work

## Ginkgo Fellows making contributions to the United Nations Sustainable Development Goals around China



In 2023, the number of Ginkgo Fellows responding to 17 United Nations Sustainable Development Goals (SDGs) through actions (according to incomplete statistics from the Ginkgo Foundation)



# GINKGO FOUNDATION IN BRIEF

The Ginkgo Foundation was established in 2015 and registered with the Bureau of Civil Affairs in Beijing. It is a joint initiative between the Ginkgo Fellows, Narada Foundation, Zhejiang Dunhe Foundation, Xinhe Foundation and Nonprofit Research Center at Renmin University of China .

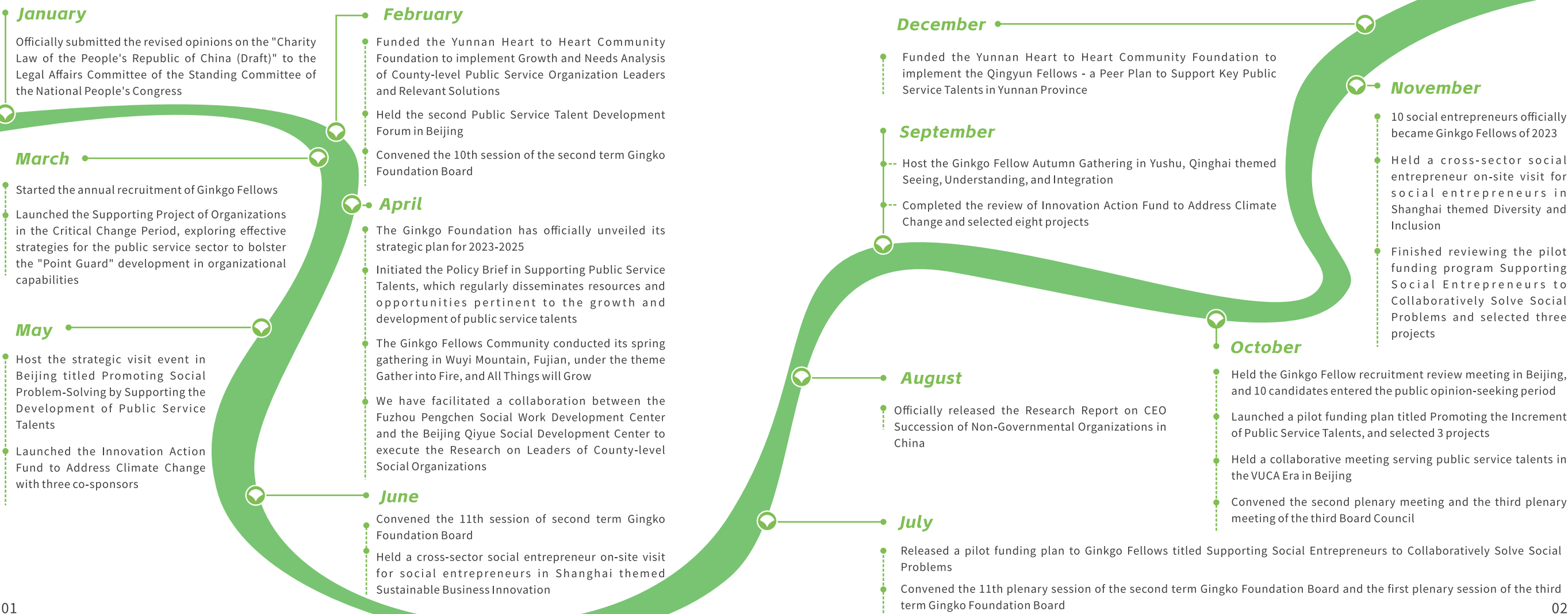
The Ginkgo Foundation strives to support the growth and development of key talents in the public service sectors who are world-minded, down-to-earth, and full of potential. To facilitate these social entrepreneurs' personal growth, assist them in overcoming obstacles, and enhance their professional impact, the Ginkgo Foundation cultivates leaders in tackling social problems and developing public services. We hope to work together with all sectors of society to promote positive social development.

## MISSION

We discover, bring together and inspire a diverse and vibrant community of social entrepreneurs who together, can collectively bring about positive social changes in China.

## VISION

We envision a world where everyone is able to live with freedom of choice and dignity.  
<https://www.ginkgofoundation.org/Home/EnIndex/enIndex.html>



# PREFACE

The origin of the Ginkgo Foundation is to support promising young people in China's social entrepreneurship who have the potential to bring impact and leadership in specific fields. We hope these youths will lead in particular areas to solve social problems, safeguard the core values while developing public service strategies, and form a joint influence in bringing social goods. Creating such synergy remains Ginkgo's fundamental principle as well as the basis of Ginkgo's current strategic planning (2023-2025).

As the inaugural year of the new strategy, the Ginkgo Foundation is guided by the strategic goal of "To retain and develop key talents in the public service sector;To enhance and rebuild Ginkgo's public value." To this end, we have initially formed a funding business system that can support the strategy and respond to the mission. We also hope to encourage more social entrepreneurs in the future to explore innovative solutions and promote collaborative actions by obtaining personal growth and making breakthroughs. Thus, we may puzzle out social problems and create public value efficaciously.

This year, the "Ginkgo Fellow Project" has made progress in implementing its business model. The Ginkgo Foundation has resumed providing general support for new partners and has established a support system based on three key dimensions: personal leadership, organizational leadership, and social impact. This approach effectively addresses the genuine needs of social entrepreneurs for self-development and uplifts their leadership. We are pleased to report that throughout the year, we have supported 114 Ginkgo Fellows and 272 key public service talents from Ginkgo fellow organizations. We have also been fortunate to be able to fund eight partner institutions to explore collaborative and innovative solutions to social problems.

In light of the urgent need raised by public service talents other than Ginkgo Fellows, the Ginkgo Foundation has taken the initiative to launch the "Extended Reach" business segment. After thorough background reviews and constructive multilateral research, we have decided to fund the Yunnan Heart to Heart Community Foundation to launch the Qingyun Fellow program for local public service talents in Yunnan. We also work with the Shanghai Youren Foundation to jointly launch the Beaking Cocoon Project for public service talents with disabilities and funded their need analysis for these talents in three regions and topic areas, as well as three pilot projects to recruit public service talents. "Investing in people" often encounters challenges as this effort requires a long-term commitment. Imagine the ginkgo trees that we plant today, a ginkgo forest will take time to form, but it will provide invaluable protection for water and soil, communities, and ecological diversity.

We would like to express our gratitude to all partners who have shown interest in, participated in, and supported the Ginkgo cause. Your trust, action, and patience are greatly appreciated. As we face challenges in the following decade, the Ginkgo Foundation is committed to working alongside every game changer to bring as much certainty as possible in an era of uncertainty, thus retaining the most valuable group of professionally young as well as mature talents who can consolidate the backbone of philanthropical deeds and defend our shared values, beliefs, and hopes. In this way, we could lay the foundation to creatively solve social problems and build long-term resilience for social ecology.

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## STRATEGIC DIAGRAM

### Strategic Goals 2023-2025 of Ginkgo Foundation:

To retain and develop key talents in the public service sector; To enhance and rebuild Ginkgo's public value



## STRATEGIC KEYWORDS

### STRENGTHENED SUPPORT

"Strengthened Support": The Ginkgo Fellow Project is dedicated to elevating its support mechanisms and evolving into a comprehensive system adept at meeting the dynamic requirements of social entrepreneurs. This initiative is in line with our strategic vision to cultivate a conducive environment for social entrepreneurs, enabling them to preserve their entrepreneurial identity and engage in collaborative efforts to address societal issues. Our commitment is to foster career advancement while enhancing influence and leadership within the sector.

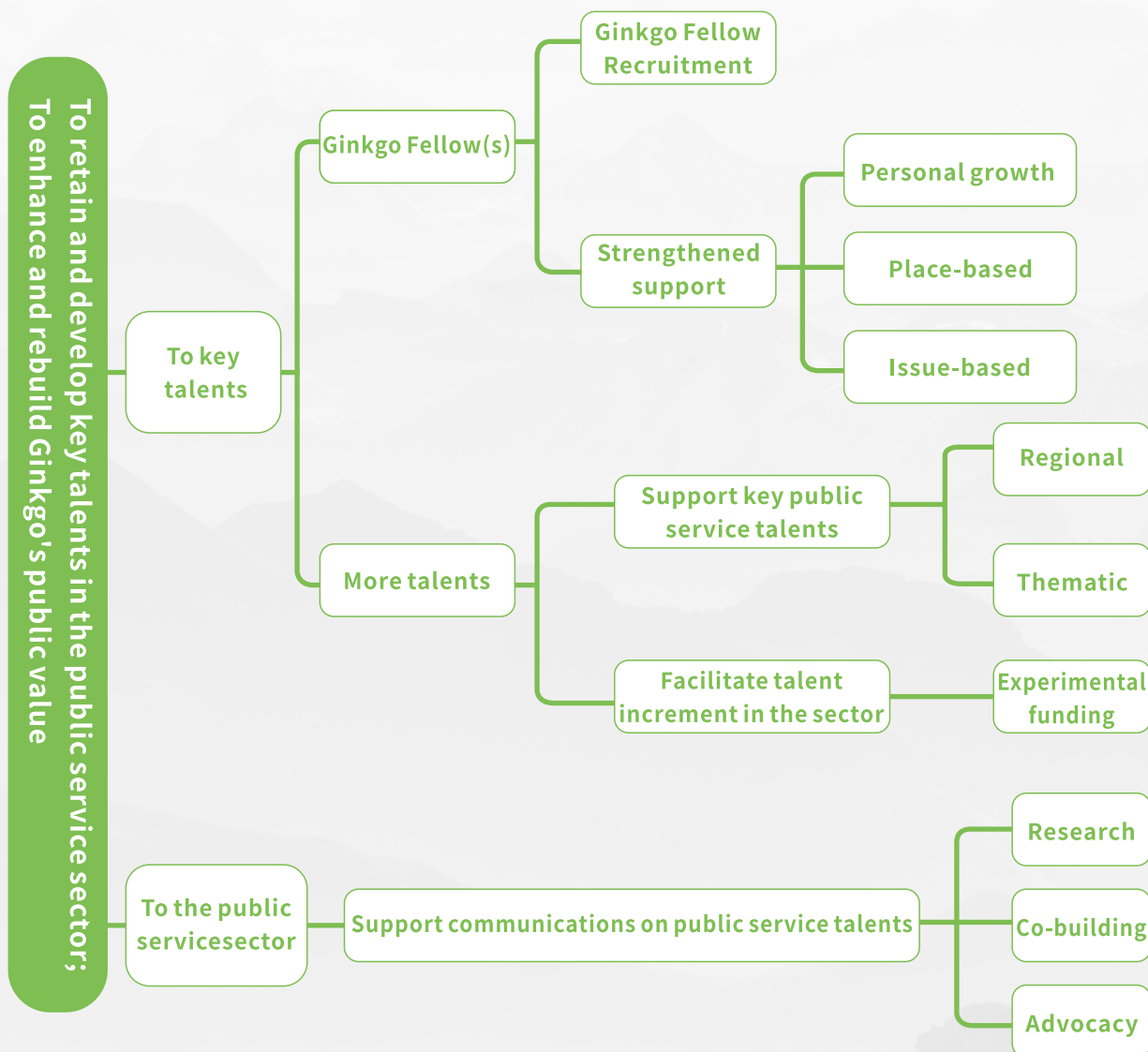
### EXTENDED REACH

"Extended Reach": In our effort to expand our reach, we focus on identifying and nurturing talent across various regions and sectors. We partner with hub organizations to create tailored support systems that address the unique needs of each region and topic. Our investment in talent support plans is designed to retain and develop the key public sector talents, addressing its pressing challenges and contributing to a robust public service ecosystem.

### PUBLIC ADVOCACY

"Public Advocacy": At the Ginkgo Foundation, we are passionate about sharing business methodologies and resources throughout the public service sector. We also embrace the philosophy of 'investing in people' and facilitate dialogue, support research, and encourage active involvement in policy development pertaining to public service talent support. Through these strategies, we aim to effectively nurture talent, thus fortifying industry infrastructure and driving developmental progress.

## LOG FRAME



## GINKGO FELLOW PROGRAM/PROJECT

The Ginkgo Fellow Project aims to foster the growth of emerging leaders in China’s public service sector. Our mission extends beyond addressing societal issues to cultivate foundational values and strategic guidance that positively influence the industry. We have developed an extensive talent support system to ensure Ginkgo Fellows are motivated while achieving significant milestones. We aspire to discover more Ginkgo Fellows with leading potential and release their leading potential.

Following in-depth research into the specific needs of our Ginkgo Fellows, we have devised a personalized support structure that prioritizes individual development, organizational efficiency, and career progression.

This year, our foundation has provided financial assistance and resources to 114 Ginkgo Fellows and 272 affiliated public service organizations.

As 2023 draws to a close, we take pride in our expansive network of 153 Ginkgo Fellows across 29 provinces, municipalities, and autonomous regions. Our fellows contribute to over ten thematic areas, demonstrating the breadth and impact of our initiative.

## SUPPORT SOCIAL ENTREPRENEURS’ PERSONAL DEVELOPMENT

Individual integrity and personal growth are fundamental for social entrepreneurs to promote solutions to social problems. Therefore, through special funding and professional support, the Ginkgo Project aims to help partners in the bottleneck stabilize their status and those in critical stages improve their leadership.

	PROJECT NAME	Summary	Annual review
To support social entrepreneurs' personal development	New Fellow Project	After systematic research, analysis and pilot projects, we have updated the support system for newly selected Ginkgo Fellows in 2023, including restarting general support, personal growth report and reflections, community support, cross-sector visits and leadership improvement, etc.	General funding support is provided to 2021 and 2022 Ginkgo Fellows.
	Coaching Project	In collaboration with the Youlin Youai coaching team, we provide accompaniment and support to social entrepreneurs. This partnership facilitates self-discovery, fosters independent growth, and aids in understanding relationships and envisioning the future.	Twenty esteemed Fellows from the Ginkgo program were privileged to receive individualized coaching from seasoned professionals. This personalized guidance provided them with timely and strategic support, addressing their personal circumstances, developmental objectives, career trajectories, and the removal of potential hindrances.
	Self-leading Project	In partnership with LMI China, a frontrunner in the leadership industry, we have introduced the "Effective Personal Productivity (EPP)" course. This initiative is designed to aid social entrepreneurs in enhancing their personal performance management, communication, and delegation skills, thereby facilitating significant improvements and breakthroughs.	Two pilot classes were conducted, facilitating the participation of 14 Ginkgo Fellows. These sessions were instrumental in enhancing their cognizance of management and leadership principles, as well as related competencies. The program also helped them concentrate on significant objectives pertaining to their individual career paths and organizational goals.
	Cross-sector Visits	In collaboration with Business Ecology, we assist social entrepreneurs in expanding their perspectives through cross-sector visits, which enable them to comprehend the logic and strategies employed in the business sector to address social issues. Additionally, they gain insights into the authentic systems of business organization management, research and development, innovation and operations.	The focal points of the second phase of the visit were "Sustainable Business Innovation" and "Diversity & Inclusion". A group of 32 social entrepreneurs, comprising Ginkgo Fellows, Xinhe Partners, and members from the Effective Philanthropy Multiplier, embarked on a journey to visit premier business organizations and innovative institutions. This initiative aimed to broaden their perspectives and foster a greater number of social connections.
	Breakthrough Scholarship	Through strategic financial support, we empower social entrepreneurs to engage proactively in structured learning, thereby amplifying opportunities for pivotal growth and personal breakthroughs.	Four Ginkgo Fellows were the recipients of funding. The study plan they worked on encompasses both academic education and the enhancement of professional competencies, both of which are intimately tied to their career progression.
	Community Support	A community of social entrepreneurs that is diverse, inclusive, and cooperative serves not only as a platform for mutual support and companionship among its members, but also as a beacon of high-quality public life that surpasses institutional boundaries and challenges. It stands as a testament to the practice of network leadership and collective influence.	Through a combination of on-site activities, collaborative funding, and developmental strategies, we foster an environment of peer support, cultivate a sense of community, and enhance trust and cooperation. A significant number of Ginkgo Fellows have expressed that the benefits derived from this community increase in value with the duration of their participation.



## Ginkgo Fellow(s) Recruiting new talents



(Group photo of 2023 Ginkgo Fellows. From front to back and from left to right: first row, TIAN Qian, JI Xun, LI Qiang; second row, MA Tao, GE Huichao, XIAO Yuhong, LIANG Tiantian; third row, Gunri Lhamo, ZHANG Yaohua, HUANG Haojie)

This year, 101 candidates entered the first round of the Ginkgo Fellows recruitment process, including recommendation applications, preliminary inspections, background investigations, on-site visits, review meetings, institutional compliance diagnosis, and public display. Ten social entrepreneurs were selected as 2023 Ginkgo Fellows and will receive general and systemic support for at least three years.

## GINKGO FELLOW COMMUNITY

The Ginkgo Fellow Community is committed to fostering robust partnerships through our bi-annual offline gatherings. These events serve as a dynamic platform for enhancing partner visibility, stimulating dialogue, and bolstering mutual support. Our discussions are centered on community affairs and collaborative opportunities, aiming to catalyze collective actions and forge a unified influence. Our Collaborative Fund is strategically designed to reinforce the sense of connection among partners, providing a supportive environment for navigating personal and professional growth.

The essence of our community's vibrancy and value lies in the high-caliber engagement of our members. The community's sustained development is a direct result of our partners' dedication to voluntary service and shared stewardship. We extend heartfelt thanks to the Ginkgo Fellow Community Volunteer Working Groups for their exceptional dedication, insight, and vigor. The enrichment and advancement experienced by each Ginkgo Fellow is a direct reflection of your significant contributions.

April 2023, group photo at the spring gathering of the Ginkgo Fellow Community

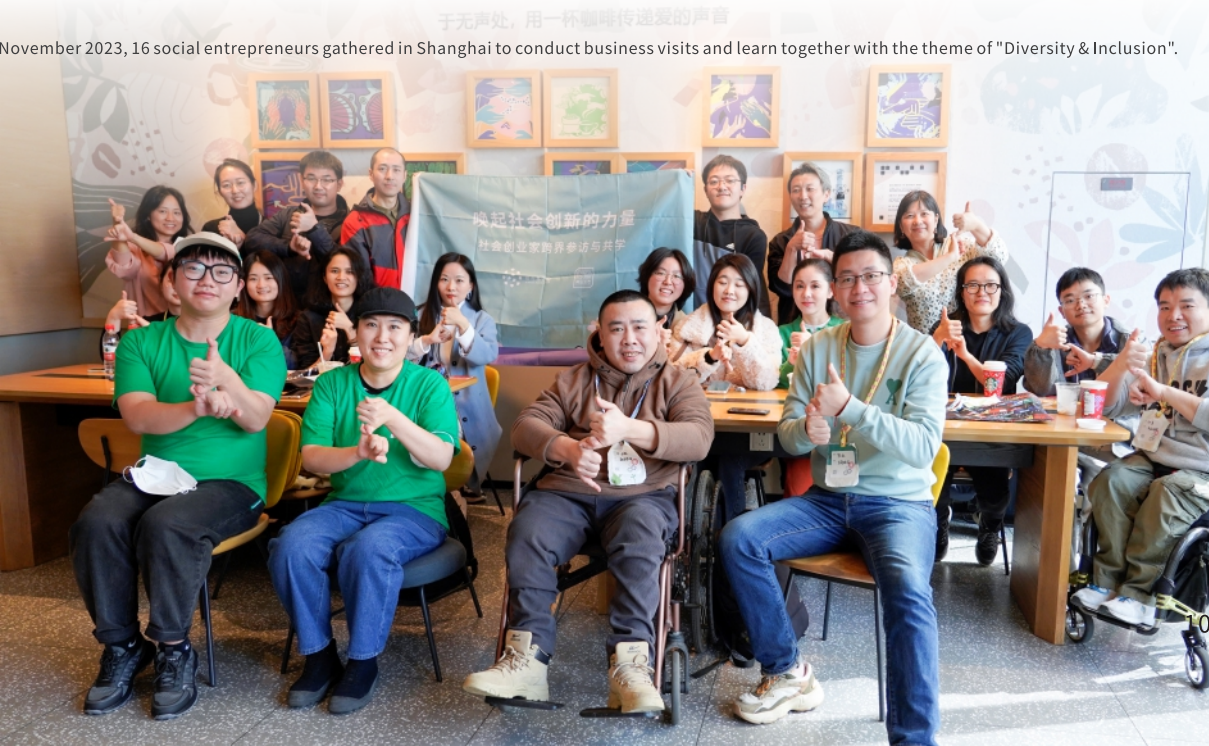


## 2023 Ginkgo Fellow Volunteer Working Groups

The 11th Ginkgo Fellow Council	SONG Hui; XIN Yin; DING Li; Tseri Dolma; JIANG Fei; JIANG Jiajia; HE/HUO Jixian
The 11th Ginkgo Community Board of Supervisors	QIAN Yang; HAN Han; CHEN Du
The 9th Ginkgo Fellow Collaborative Fund Working Group	ZHAN Min; LIU Hong; WANG Yiou; WANG Yu; ZHANG Lihong
The 3rd Ginkgo Fellow Community Guidelines Group	MAO Da; ZHAN Min; CHEN Zhijun; SUN Haiyan; HAO Nan
The 6th Ginkgo Fellow Community Night Talk Group	LI Hong; HUO Weiya; MEI Ruo
The 2nd Ginkgo Fellowship Recruitment Working Group	For the sake of impartiality, the names of the volunteers will not be listed for now.

## The 11th Installment of the Ginkgo Fellow Collaborative Fund 2023

No.	Type	Project Name	Number of Participatory Fellows
1	Collaborative Fund	Host in Yunnan - Alliance for the Establishment of Practicum Bases for Ethnic Minority Villages in Yunnan	4
2		Plan to Enhance Collaborative Institutional Capabilities on Migrant Population-related Issue	4
3		Ginkgo Fellows Work to Promote the Ecology of Reading Education in Baoshan	2
4		Walking Together - Co-creation of Community Service Guidelines for Adults with Mental Disabilities	2
5		Intellectual Property Risk Identification and Management Guide for Public Service Organizations 1.0	3
6		Six-Color Illustration Story Project	2
7		Nirvana Project for Public Service Talents	2
8		Improve the urban integration and self-growth capacity of ethnic minority youths	2
9	Happening Project	Healing in the Forest - In-depth Exchange for Ginkgo Fellows	3



November 2023, 16 social entrepreneurs gathered in Shanghai to conduct business visits and learn together with the theme of "Diversity & Inclusion".





Group photo of the offline workshop of the Ginkgo Fellows Coaching Project in August 2023 @Beijing Fenghuangling Nature Park

"I extend my sincere gratitude to Ginkgo for their support in my completion of the one-and-a-half-year study and certification process to become an internationally certified facilitator. This accomplishment is pivotal for my professional development and is equally significant for enhancing Shandao's collaborative service capabilities. I eagerly anticipate the organizational growth of Shandao and all its partners. I foresee increased collaboration in addressing social issues, fostering greater participation, dialogue, and co-creation, and facilitating profound organizational and societal transformations."

—CHEN Zhijun, recipient of the 2022 Breakthrough Scholarship and co-founder of Shandao

"The course empowers public service leaders to overcome inherent limitations swiftly, translating their understanding into actionable practices and forming habits. Utilizing a comprehensive and unique system of goal management tools through spaced repetition, they can achieve efficient productivity and concentrate on significant objectives related to their personal careers and organizational goals. The course also enhances their capacity to support and develop their teams. Upon receiving this support, participants gain increased confidence in their personal career trajectories and in managing their organizations."

—Excerpt from "Evaluation Report of the First Experimental Class of the Effective Personal Productivity (EPP) Course"

"I had the privilege of guiding nine leaders from public service organizations nationwide through the EPP leadership course. The course has been immensely beneficial for all the participants. It has ignited a surge of inner strength and determination, provided clarity on future objectives, and fostered a sense of encouragement from continuous progress in the field of public service. The decision to lead this class ranks among my most rewarding choices in 2023."

—LMI China Leadership Coach, The Second Ginkgo EPP Experimental Class Coach JIANG Huihua

"My engagement in charitable work spans nearly two decades, and this opportunity marks the first instance of my involvement in a systematic and long-term personal support practice. Amidst the hustle of my commitments, this process has afforded me the opportunity to introspect and reflect on my journey. During challenging moments, when I grapple with pressure or feel overwhelmed, the rarity of receiving support becomes apparent. However, the energy derived from these instances is substantial. The one-on-one coaching has not only provided personal support but also enabled me to envision a wider landscape."

—DING Li, participant of the second Ginkgo Coaching Project and 2022 Ginkgo Fellow

"My interaction with the Ginkgo Fellows has allowed me to understand and appreciate their presence more intimately, both as individuals and as a collective. In the current climate of division, it is indeed a rarity to find a group of individuals who can stand in solidarity, mirror each other's experiences, and form comrade-ships."

—GAO Rui, 2022 Ginkgo Fellow

## SUPPORT SOCIAL ENTREPRENEURS ON EFFECTIVE ORGANIZATION DEVELOPMENT

The specialized survey conducted for Ginkgo Fellows reveals that one significant barrier preventing social entrepreneurs from effectively addressing social issues is organizational challenges. Key requirements encompass, but are not limited to, "effective organizational development", "supporting my team", and "talent development and retention". Consequently, the Ginkgo Fellow Project offers a comprehensive suite of support strategies tailored to the critical needs of the Ginkgo Fellows and their organizations. This initiative serves as an exploratory measure to identify effective strategies for the public service industry to bolster the development of "Point Guard" organizational capabilities.

	Project name	Summary	Annual Review
To support social entrepreneurs' organizational development	Supporting Project of Organizations in the Critical Change Period	In collaboration with Syn Run Consulting, the Ginkgo Foundation provides robust support such as a series of workshops and consulting services to guide organizations in achieving essential co-creation, development, and evolution across various domains, including strategic development, change management, organizational growth, and the construction of human resources systems.	The Ginkgo Foundation has provided one-on-one professional services to four fellow organizations undergoing change. These services are designed to help these organizations, which are dedicated to addressing social issues, navigate the challenges of organizational development. The aim is to enable them to efficiently and innovatively tackle key societal concerns such as social aging, biodiversity conservation, and disability integration.
	Core Team Development Project (Yanling Project)	In collaboration with Moderate Consultancy and the Narada Foundation, the Ginkgo Foundation aims to bolster the capabilities of the core teams within public service organizations. This is achieved by facilitating collective participation in courses, thereby enhancing communication effectiveness and fostering a collaborative learning environment.	The Ginkgo Foundation has provided support to seven public service organizations, including three Ginkgo fellow organizations, with the aim of enhancing their organizational capabilities. We have assisted the core management teams in mastering systematic thinking and tools essential for the coordinated development of strategy, organization, and talent. This lays the groundwork for the continuous enhancement of organizational capabilities. Guided by actual needs, we strive to foster collective consensus and effectiveness in achieving key objectives.
	Support for Key Public Service Talents	Cooperate with That Spark and Narada Foundation to support key talents of public service organizations in capacity building through the development and implementation of special courses.	The Ginkgo Foundation has extended support to 161 key talents across 35 fellow organizations. It has offered tailored courses and coaching assistance for three categories of key individuals, encompassing backbone talents and news managers.





Group photo of the first camp of Yanling Project

“With the invaluable assistance of Syn Run Consulting, we have been able to navigate the myriad challenges that arose during the crucial phases of topic development and team transitions. We have delved into and identified a number of practical solutions. I extend my heartfelt gratitude for the specialized support program for organizational change; it has been immensely beneficial. I eagerly anticipate our continued growth and collaboration in the forthcoming year.”

——**MA Tao, 2023 Ginkgo Fellow, Secretary General of the Illness Challenge Foundation, participant of the Supporting Project of Organizations in the Critical Change Period**

“For a cohort of relatively established, action-oriented organizations operating at a certain scale within the public service sector, there is a prevalent need for the formulation and execution of management structures and mechanisms. Additionally, there is a requirement for bolstering the awareness and capacity building of mid-level managers. However, limitations stemming from a lack of team experience, capabilities, and skills pose a significant hurdle. This is also the central impediment to business transformation.”

——**Excerpt from "Report on Ginkgo Fellows' Supporting Project of Organizations in the Critical Change Period"**

“Thanks to the support from Moderate Consultancy, coupled with the concerted efforts of our team and the backing of our peers, the organizational state fostered by Dayu community has reached its zenith in three years. My personal state has also seen a marked improvement - transitioning from a solitary leadership role to a key decision-making position within a core group of three. We have established methodologies for the development of core partners and the assimilation of new team members. I find myself in a more mature state, better equipped to navigate the complexities of organizational evolution, than when I initially broached the subject in 2019.”

——**HE Jia, 2022 Ginkgo Fellow, co-founder of Dayu Community Design Center, participant of the Yanling Project Phase II**

“As I reflect on the significance of my role as a director, I recognize that autonomy has been a constant presence. There was a period of considerable anxiety, but I now find myself embracing this role, viewing it as an opportunity to generate value for the organization. Among the more profound transformations is my increased willingness to invest time in people, coupled with a heightened focus on self-awareness and introspection.”

——**YUN Hong, a member of 2018 Ginkgo Fellow HAN Han's team China Blue, participant in the Bootcamp for New Directors Phase I**

“The Supporting Project of Backbone Talents, a collaborative endeavor between That Spark and the Ginkgo Foundation, exemplifies a micro-level practice of multi-party collaboration. This collaboration, characterized by individual investment, organizational focus, and targeted support, is designed to create shared value. Together, we have crafted and observed the evolution of a robust, self-motivated, high-performing team. This experience has reinforced our belief in the steady development of the organization’s talent echelon. Particularly, the precise support and effective activation of the three key talent categories within the echelon - grassroots, mid-level, and new directors - generate immense potential energy. This energy plays a pivotal role in enhancing the organizational performance, creating value, and fostering collaborative impact.”

——**That Spark, partner of the Supporting Project of Backbone Talents**

## SUPPORT SOCIAL ENTREPRENEURS TO EXERT THEIR LEADERSHIP

The Ginkgo Foundation holds the conviction that social entrepreneurs possess the capability to not only effectively manage and grow their own institutions and ventures, but also to exhibit a wider vision and proactive engagement in industry development and social problem resolution. This paradigm and its influence form a crucial foundation for the "leadership" demonstrated by Ginkgo Fellows.

Consequently, the Ginkgo Foundation’s focus this year is on bolstering social entrepreneurs in their collective efforts to address social issues, while concurrently initiating an exploration of business models through a series of experimental funding initiatives. In the face of the uncertainties presented by the VUCA (Volatile, Uncertain, Complex, Ambiguous) era, we extend our support to our partners, enabling them to respond to emergencies in a timely and effective manner.

	Project Name	Summary	Annual Review
To Support Social Entrepreneurs to Exert Their Leadership	Funding Social Entrepreneurs to Respond to Social Emergencies	Through fast and flexible funding, the Ginkgo Foundation supports social entrepreneurs in their keen understanding of social issues and their quick response to crises.	The Ginkgo Foundation has funded two Ginkgo fellow organizations in their response to urgent social issues and key challenges.
	Funding Social Entrepreneurs to Collaboratively Solve Social Problems	Through funding and other means, the Ginkgo Foundation supports social entrepreneurs, including Ginkgo Fellows, to foster collaboration across organizations, fields, and departments, uniting networks of different stakeholders. The foundation encourages the consensus-based exploration of collaborative solutions to social issues, thus promoting resolution of social problems and effectively responds to societal needs.	The Ginkgo Foundation has funded 7 exploratory practices to collaboratively resolve social problems conducted by 8 Ginkgo fellows.
	Funding for Innovative Actions for Climate Change	In collaboration with the Harmony Community Foundation, Friends of Nature Foundation and the Green Sunshine Environmental Foundation to establish the Innovation Action Fund to Address Climate Change to support social entrepreneurs and organizations to respond to urgent climate issues with innovative and interdisciplinary solutions.	The Ginkgo Foundation has funded projects of 7 institutions (including 3 Ginkgo fellow institutions) in different topic areas, covering the exploratory solutions to climate change in rural communities, urban migrant communities, grassland pastoral areas, southwest ethnic minority communities, people with disabilities etc.





November 2023, the Guangzhou Shandao Social Work Center and the Ginkgo Foundation co-host a sharing session on inter-organizational actions in Shenzhen.

### Overview of experimental funding programs for social entrepreneurs to collaborate in solving social problems

No.	Name of Collaborative Actions	Key Organizations/Individuals	Participatory Organizations /Individuals
1	Cross-organizational Strategic Planning for Addressing Plastic Pollution Project	Tianjin Xi Qing District Zero Waste Hub Shenzhen Zero Waste	Plastic Free China, All-China Environment Federation, etc.
2	Project Jiafen	Shanghai Aifen I-fine Consultancy	Tianjin Xi Qing District Zero Waste Hub
3	Project Zhulan- Employer DEI Practice Improvement Project	Beijing Wusheng Technology Ltd.	Beijing Geng Foundation
4	Youth and Children's Mental Health Service Network	Guangdong Rici Foundation	
5	LeLINK Elderly Care Booster Incubation project	Beijing Leling Community-based Care Services Center	
6	Employer Change in Disability-Inclusive Employment Collaborative Action (Continuum of 2022)	Beijing Geng Foundation	
7	Issue Network Cooperation Development Plan	Guangzhou Shandao Social Work Center	

### CASE

#### "Employer Change in Disability-Inclusive Employment" Collaborative Action Partner: Beijing Geng Foundation

This collaborative initiative was spearheaded by the Beijing Geng Foundation (henceforth referred to as the Geng Foundation), where Ginkgo Fellow LI Hong serves as a pivotal figure. The primary objective of this initiative is to "facilitate the sustained augmentation of inclusive employment from the employer's perspective". This endeavor represents a cross-organizational collaborative effort, engaging a diverse array of stakeholders to forge consensus on key issues and action strategies, thereby propelling the initiative forward.

In April 2022, the State Council of P.R.China issued the "Three-Year Action Plan for Promoting Employment of People with Disabilities (2022-2024)", setting forth an ambitious objective of generating 1 million new employment opportunities for individuals with disabilities. Focusing on the mentally disabled group, which is arguably the most disadvantaged among all employment groups, it becomes evident that sustaining their employment is a challenge without the backing of a comprehensive social system. Their employment prospects are hindered by three primary obstacles: a deficiency in pre-vocational education support, a scarcity of job opportunities, and a lack of adequate service support.

From the perspective of the Geng Foundation, the three major challenges are integral to the reform of disability employment. However, alterations on the employer's side, such as expanding job opportunities and enhancing enterprise acceptance, represent the "revenue-generating" aspect of promoting the resolution of disability employment issues. These changes also

serve as the fundamental starting point for eradicating discrimination. Despite their importance, these aspects currently receive insufficient attention in the realm of social innovation and are confronted with numerous challenges.

Commencing at the close of 2022, the Geng Foundation has taken the lead in promoting scanning initiatives, conducting one-on-one institutional interviews, and facilitating two collaborative action workshops in the realm of disability-inclusive employment. Gradually, eight organizations have been selected based on their willingness to concentrate on employer-side changes in disability-inclusive employment. These organizations engage in discussions and strive to reach a consensus on the objectives and promotional strategies for collaborative actions over a span of 3-5 years.

In the course of its exploration, the Geng Foundation has discerned that collaborative actions necessitate the support and cooperation of all pertinent parties. While this presents an opportunity for advancement, it simultaneously poses a challenge for collaboration. Partners vary in their circumstances, organizational objectives, visions, and resource availability. The Geng Foundation aspires to deepen mutual understanding, trust, and recognition through these lightweight sharing and exchange activities, which is a consensus shared by all. Building on this foundation, all participants can formulate genuine and effective coordinated actions, aligned with consensus goals and strategies for the next 3-5 years.



Employer Collaborative Workshop on Inclusive Employment 202307@Beijing



Employer Collaborative Workshop on Inclusive Employment  
202305@Beijing



# EXTENDED REACH TO MORE PUBLIC SERVICE TALENTS

Over the past decade, the public service sector has seen significant growth in the establishment of municipal, state, and county charity organizations. Notably, approximately 80% of these are registered at the county level. This growth has been driven by a cadre of socially-minded entrepreneurs who are actively addressing and resolving societal issues. However, these individuals and organizations often encounter challenges related to operational space, resource allocation, professional development, and personal growth. Despite the need for systemic support, hub organizations within relevant regions and thematic areas often find themselves unable to provide the necessary assistance.

In response to this, the Ginkgo Foundation has undertaken the task of identifying suitable hub organizations across various regions and topics. The foundation collaborates with these organizations to conduct needs analysis and jointly develop support projects. Through the funding of talent support programs in these specific regions and thematic areas, the Ginkgo Foundation aims to bolster more frontline public service practitioners. This approach is to strengthen and nurture the core public service talents, thereby laying a solid foundation for addressing social issues within the region and thematic areas.

In addition to supporting existing public service talents, the Ginkgo Foundation has recognized a deficit in the increment of such talents. To address this, the Ginkgo Foundation has launched an experimental funding plan titled Promoting the Increment of Public Service Talents. This initiative aims to encourage more individuals to engage with and contribute to public service endeavors, thereby fostering a positive influx of talent into the sector. Ultimately, the Ginkgo Foundation seeks to explore and expand the potential for attracting more talent to this field.

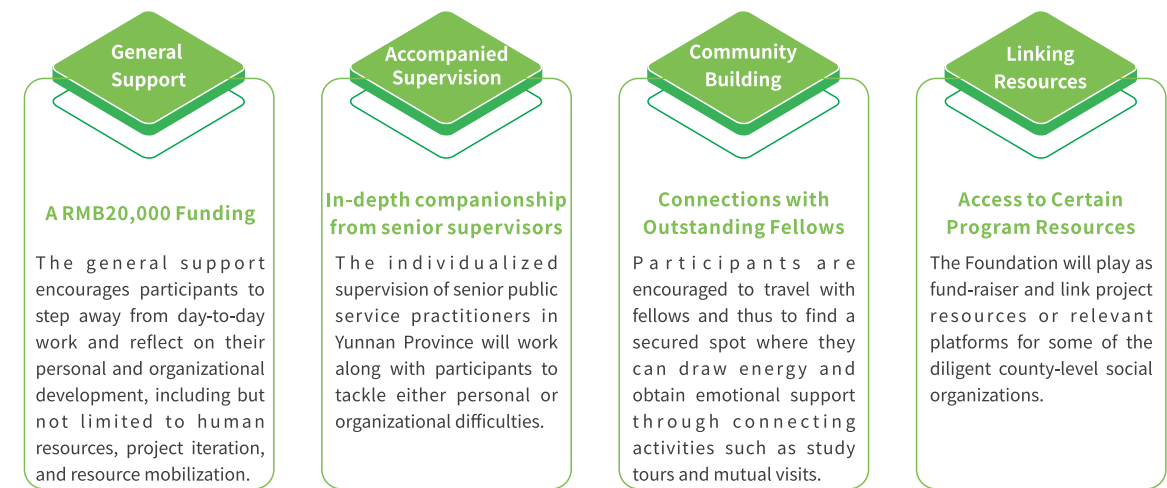
Perspectives	Funded Projects	Collaborators	Summary
Place-based	Growth and Needs Analysis of County-level Public Service Organization Leaders and Relevant Solutions	Yunnan Heart to Heart Community Foundation	The project employs individual interviews, focus group discussions, collaborative co-creation workshops, and expert demonstrations to conduct research and analysis. The focus is on the obstacles, challenges, and needs encountered by leaders of county-level public service organizations during their growth and development. The findings are compiled into a research report and countermeasure plans, providing a reference for demand analysis and suggested solutions to aid Heart to Heart Community Foundation's public service talents support in Yunnan counties.
	Research on Leaders of County-level Social Organizations	Beijing Qiyue Social Development Center Fuzhou Peng Chen Social Work Development Center	The project delves into the developmental bottlenecks faced by county-level social organizations leaders in Fujian province, analyzing the challenges and developmental needs essential for the benign growth of individuals as well as organizations. These insights will serve as a road map for future initiatives aimed at supporting the development of leaders within county-level social organizations.
	Qingyun Fellows - a Peer Plan to Support Key Public Service Talents in Yunnan Province	Yunnan Heart to Heart Community Foundation	Through a comprehensive approach encompassing general support, supervision, accompanied supervisions, and study tours, the project aims to identify, influence, and support a cadre of key public service talents local to Yunnan. The goal is to enhance their philanthropic vision and resilience in facing challenges, while simultaneously fostering their progress in project iteration, team governance, and identity recognition. These efforts are designed to help the talents overcome personal growth bottlenecks and navigate the charity industry with increased confidence and determination.
Issue-based	Breaking-the-Cocoon Project — Project for Developing Key Public Service Talents with Disabilities	Shanghai Youren Foundation	The initiative focuses on enhancing the self-awareness of individuals with disabilities, cultivating the establishment and maintenance of disability-related organizations, and bolstering research capabilities in the relevant field. This approach ensures that individuals with disabilities can actively participate in the development of plans and policies.
	Baseline Research on Supporting Cross-topic Social Organizations to Respond to Climate Change	Beijing HeYi Green Foundation	Through a comprehensive review of the current understanding and practices of Chinese public service organizations regarding climate change, the project aims to develop a clear picture of how these issues are understood and addressed across various public service topics. This information serves as a valuable reference for funders and relevant partners in formulating their funding strategies.
Key Public Service Talent: Industry Increment	Green Fellows: Internship Program for Youths	Beijing HeYi Green Foundation	The initiative anticipates an increase in youth awareness of public service organizations. By offering opportunities for young individuals to gain a deep understanding of, and participate in, environmental public service during their academic years, it opens up the possibility for more students to consider a career in the public service sector.
	The Facilitators Classroom - Empowering Young Individuals in the Social Work Field	Beijing Social Work Development Center for Facilitators	The project aims to offer professional learning and practicum opportunities in social work for young individuals who are interested in public service but lack the necessary resources. The goal is to nurture these individuals into social work professionals who are committed to the public service sector and the social development. This approach empowers those who are disadvantaged to help others as well as themselves, thus ensuring that the public service sector, particularly grassroots public service organizations, has a steady supply of talent.
	1% Committed Income Support System and Community Project	Shanghai Charity Box Consulting	The initiative aims to engage individuals who might not typically be involved in charity work in considering effective donation. It also motivates youths with a passion for the public service sector to contribute 1% of their income towards supporting charity projects in China that are designed to effectively serve disadvantaged groups. By doing this, these individuals have the opportunity to become more deeply involved in public service endeavors.

## CASE

### Qingyun Fellows - a peer plan to support key public service talents in Yunnan province

Qingyun Fellows - a peer plan to support key public service talents in Yunnan province - is a project by the Yunnan Heart to Heart Community Foundation, supported by the Ginkgo Foundation. It aims to enhance county-level public service talent and foster a provincial public service ecosystem in Yunnan. The project encourages exceptional county-level practitioners to support each other through general support, in-depth supervision, community building, and resource integration. It seeks to broaden partners' public service perspective, enhance resilience, promote team governance, project iteration, diversified funding, and identity recognition. This initiative assists participants in overcoming personal bottlenecks, enabling them to navigate the public service sector with increased confidence.

#### Project Support System



### Breaking-the-Cocoon Project — Project for Developing Key Public Service Talents with Disabilities

The Breaking-the-Cocoon Project —Project for Developing Key Public Service Talents with Disabilities is a pivotal initiative in China's relevant field. Supported by the Ginkgo Foundation and implemented by the Shanghai Youren Foundation, this project aims to foster the development of key public service talents among individuals with disabilities. The term Breaking-the-Cocoon symbolizes the transformative journey of these individuals, from isolation and restriction within organizations or institutions, to breakthrough and rebirth.

While individuality, commitment, and publicity intertwine with problem-oriented projects, the inner passion and kindness of human being has prompted us to recognize the need to address the balance between individuals and organizations, the trade-off between rights and welfare, and the relationship between support internal and external to the community. The project seeks to identify, connect with, and inspire young practitioners with disabilities while accompanying them in their journey. It involves them in the formulation of disability-related development plans and policies, encouraging them to confront social issues and generate collective impact. This aligns with Ginkgo Foundation's mission and derives from the 18-year community experience of the One Plus One Disability Group.

The project employs a multi-faceted approach, including online learning, in-person research, group discussions, and small grants, to enhance the subjective consciousness of people with disabilities and the establishment and maintenance of disability organizations. Through these efforts, it is hoped that fellows from diverse regions and disability categories can learn from each other, broaden their perspectives, and grow together. By championing disability in the name of charity, practicing equality, and collaborating with colleagues in the charity industry, the project aims to build a more inclusive society.

# PUBLIC SERVICE SECTOR SUPPORT AND ADVOCACY

The Ginkgo Foundation holds a firm belief in the inherent value of individuals and aspires for increased stakeholder engagement in the growth and development of public service talents, thereby fostering greater collaboration and synergy. While the Ginkgo Foundation provides direct support to public service talents, it simultaneously promotes the concept of "Investing in People" through inter-sectoral partnerships. This includes supporting idea exchanges, research initiatives, and policy-making related to bolstering public service talents.

## PARTICIPATE IN THE REVISION OF CHARITY LAW

Following the public consultation on the revised draft of the Charity Law of the People's Republic of China, the Ginkgo Foundation undertook a detailed study of the proposed amendments. The foundation actively participated in relevant conferences organized by esteemed institutions such as the Beijing Jiye Evergreen Social Organization Service Center and the China Association Non-profit Organization. During these seminars, the Ginkgo Foundation compiled a comprehensive set of opinions and suggestions on the revision of the Charity Law, drawing from the perspectives of various stakeholders. These recommendations were formally submitted to the Legislative Affairs Committee of the Standing Committee of the National People's Congress.



As a social organization with a long-standing commitment to nurturing talent in the charity sector and fostering industry growth, the Ginkgo Foundation emphasizes the importance of societal participation in the development of public service talent. The Foundation also advocated for comprehensive training and incentives for public service talent, integrating societal forces into the sector and encouraging the cultivation of philanthropic professionals, as well as promoting research in philanthropic theories.

## PUBLIC SERVICE TALENT SUPPORT/TALENT DEVELOPMENT BRIEF

The Ginkgo Foundation acknowledges the necessity for public service practitioners to have access to information on opportunities and resources that foster their growth and development. As the central hub committed to nurturing talent within the public service sector, the Ginkgo Foundation regularly disseminates briefings to facilitate access to resources for public service talents. This year, the Policy Brief in Supporting Public Service Talents released a total of 14 issues, featuring 183 pieces of resource information to support public welfare talent, and garnered a cumulative 17,000+ readership .



## THAT SPARK DIALOGUE

The career progression of public welfare actors often presents numerous challenges. Each breakthrough serves as a source of support and inspiration for peers facing similar situations. In partnership with That Spark, the Ginkgo Foundation launched the Moments of Inspiration series, addressing topics such as Special Series for Managers and Individuals in the Era. The series, comprising seven online dialogues and two workshops, has reached 10,000+ readers, with live broadcasts attracting 5,000+ audience.



## SUPPORT FOCUSED RESEARCH ON PUBLIC SERVICE TALENTS



This year, the Ginkgo Foundation has backed several research initiatives. It supported the Moderate Consultancy and China Development Brief in a study on CEO transitions within public service organizations, aided That Spark in research on talent support knowledge graph in the public service sector, and assisted the Beijing Zhiyu Zhishan Cultural Institute in a study on public service leadership. Some of these research findings have been made publicly available.





COMMUNICATE THE SPIRIT OF SOCIAL ENTREPRENEURSHIP

In collaboration with professional entities and individuals, the Ginkgo Foundation persistently communicates the ethos of social entrepreneurship through public narratives. Utilizing mediums such as text, video, and audio, the foundation addresses a variety of issues. In sharing the experiences and insights of social entrepreneurs, it simultaneously conveys a message of hope and resilience.



August 2023, the Ginkgo Foundation co-initiated the workshop titled "Co-living in Difference - DEI Building under the Corporate ESG Framework" with Team Longxing.



November 2023, "Uncommon Common People" documents JIANG Nengjie working on the spot of left-behind children's daily life.



November 2023, "Uncommon Common People" documents HE Jia joining the opening event of the 2023 Xinhua Road Community Conference titled "The Land of Shared Success"



See the Actions - Action Stories of Social Entrepreneurs







**ZHAO Yilan**

Honorary Board Chair, Board Member

Honorary Board Chair, Board Member, Ginkgo Foundation  
Master of Arts in Education, University of Washington



**YANG Dan**

Board Chair

Deputy Secretary General, Narada Foundation



**LV Chao**

Board Member

Founder and Director, NPI  
Host of "LV Chao talks public service sector"



**LI Congliang**

Board Member

MBA, Wharton, University of Pennsylvania  
Founder, Kaizhi Capital



**LIU Bin**

Deputy Board Chair

2014 Ginkgo Fellow  
Secretary General, XinHe Foundation



**ZHANG Boju**

Secretary General

2014 Ginkgo Fellow  
Secretary General, Ginkgo Foundation



**LIAO Jin**

Board Member

2014 Ginkgo Fellow  
Secretary General, Shanxi Chunshan Education Foundation  
Founder, Board Member, Shanxi Chunshan NGO Center  
China National Certified Therapist, Second Level



**LI Hong**

Board Member

2017 Ginkgo Fellow  
Beijing Haidian Rongai Rongle Family Support Center For  
Persons with Intellectual and Developmental Disabilities  
Beijing Geng Foundation For Disabled People



**PENG Yanni**

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Deputy Board Chair, Woqi Foundation



**ZHU Jiangang**

Board Supervisor

Professor, Doctoral Supervisor, Zhou Enlai  
School of Government, Nankai University



## TEAM LEARNING



February: Discussed strategies to support public service talent with peer organizations



February: Host Annual Goal Workshop and exchanged with the Support Team of the Beijing Society of Entrepreneurs and Ecology (SEE) Foundation



May: Host visits of 10+ fellow organizations to the Ginkgo Foundation and conducted strategic discussions



August: Studied the courses titled Logical Framework Based on Social Issues with Beijing Starbucks Foundation



## AUDIT REPORT

### 审计报告

中通审字[2024] 20号

北京市银杏公益基金会：

#### 一、审计意见

我们审计了北京市银杏公益基金会（以下简称“银杏基金会”）的财务报表，包括2023年12月31日的资产负债表，2023年度的业务活动表和现金流量表以及财务报表附注。

我们认为，后附的财务报表在所有重大方面按照《民间非营利组织会计制度》的规定编制，公允反映了银杏基金会2023年12月31日的财务状况以及2023年度的业务活动成果和现金流量。

#### 二、形成审计意见的基础

我们按照中国注册会计师审计准则的规定执行了审计工作。审计报告的“注册会计师对财务报表审计的责任”部分进一步阐述了我们在这些准则下的责任。按照中国注册会计师职业道德守则，我们独立于银杏基金会，并履行了职业道德方面的其他责任。我们相信，我们获取的审计证据是充分、适当的，为发表审计意见提供了基础。

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#### 三、管理层和治理层对财务报表的责任

银杏基金会管理层（以下简称管理层）负责按照《民间非营利组织会计制度》的规定编制财务报表，使其实现公允反映，并设计、执行和维护必要的内部控制，以使财务报表不存在由于舞弊或错误导致的重大错报。

在编制财务报表时，管理层负责评估银杏基金会的持续运营能力，披露与持续运营相关的事项（如适用），并运用持续运营假设，除非管理层计划清算银杏基金会、终止运营或别无其他现实的选择。治理层负责监督银杏基金会的财务报告过程。

#### 四、注册会计师对财务报表审计的责任

我们的目标是对财务报表整体是否不存在由于舞弊或错误导致的重大错报获取合理保证，并出具包含审计意见的审计报告。合理保证是高水平的保证，但并不能保证按照审计准则执行的审计在某一重大错报存在时总能发现。错报可能由舞弊或错误所导致，如果合理预期错报单独或汇总起来可能影响财务报表使用者依据财务报表作出的经济决策，则通常认为错报是重大的。在按照审计准则执行审计的过程中，我们运用职业判断，并保持职业怀疑。同时，我们也执行以下工作：

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(1) 识别和评估由于舞弊或错误导致的财务报表重大错报风险；设计和实施审计程序以应对这些风险，并获取充分、适当的审计证据，作为发表审计意见的基础。由于舞弊可能涉及串通、伪造、故意遗漏、虚假陈述或凌驾于内部控制之上，未能发现由于舞弊导致的重大错报的风险高于未能发现由于错误导致的重大错报的风险。

(2) 了解与审计相关的内部控制，以设计恰当的审计程序，但目的并非对内部控制的有效性发表意见。

(3) 评价管理层选用会计政策的恰当性和作出会计估计及相关披露的合理性。

(4) 对管理层使用持续经营假设的恰当性得出结论。同时，根据获取的审计证据，就可能导致对银杏基金会持续运营能力产生重大疑虑的事项或情况是否存在重大不确定性得出结论。如果我们得出结论认为存在重大不确定性，审计准则要求我们在审计报告中提请报表使用者注意财务报表中的相关披露；如果披露不充分，我们应当发表非无保留意见。我们的结论基于截至审计报告日可获得的信息。然而，未来的事项或情况可能导致银杏基金会不能持续运营。

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(5) 评价财务报表的总体列报、结构和内容（包括披露），并评价财务报表是否公允反映相关交易和事项。

我们与治理层就计划的审计范围、时间安排和重大审计发现等事项进行沟通，包括沟通我们在审计中识别出的值得关注的内部控制缺陷。



中通会计师事务所  
有限责任公司  
中国·北京

中国注册会计师：

中国注册会计师：

2024年3月1日



## BALANCE SHEET

December 31, 2023

Private Non-profit Organization

Prepared by: Ginkgo Foundation

Currency: RMB Yuan

Assets	Line No.	Opening balance	Closing balance	Liabilities and net assets	Line No.	Opening balance	Closing balance
Current assets:				Current liabilities:			
Cash at bank and on hand	1	7,242,465.01	7,154,391.75	Short-term loans	61	0.00	0.00
Short-term investments	2	3,000,000.00	2,850,000.00	Accounts payable	62	36,243.22	48,225.76
Accounts receivable	3	30,000.00	50,000.00	Accrued payroll	63	0.00	0.00
Prepayments	4	0.00	0.00	Taxes payable	65	12,063.94	14,476.11
Inventories	8	0.00	0.00	Advances from customers	66	0.00	0.00
Deferred expenses	9	0.00	105,032.40	Accrued expenses	71	0.00	0.00
Long-term debt investments due within one year	15	0.00	0.00	Accrued liabilities	72	0.00	0.00
Other current assets	18	0.00	0.00	Long-term liabilities due within one year	74	0.00	0.00
Total current assets	20	10,272,465.01	10,159,424.15	Other current liabilities	78	0.00	0.00
				Total current liabilities	80	48,307.16	62,701.87
Long-term investments:							
Long-term equity investments	21	0.00	0.00	Long-term liabilities:			
Long-term debt investments	24	0.00	0.00	Long-term loans	81	0.00	0.00
Total long-term investments	30	0.00	0.00	Long-term payable	84	0.00	0.00
Fixed assets:				Other long-term liabilities	88	0.00	0.00
Fixed assets-cost	31	38,577.04	38,577.04	Total long-term liabilities	90	0.00	0.00
Less: accumulated depreciation	32	19,244.61	28,328.65				
Fixed assets-net value	33	19,332.43	10,248.39	Fiduciary agent liabilities:			
Construction in progress	34	0.00	0.00	Fiduciary agent liabilities	91	0.00	0.00
Cultural assets	35	0.00	0.00	Total liabilities	100	48,307.16	62,701.87
Disposal of fixed assets	38	0.00	0.00				
Total fixed assets	40	19,332.43	10,248.39				
				Net assets			
Intangible assets:				Unrestricted net assets	101	8,810,957.10	8,890,814.29
Intangible assets	41	0.00	0.00	Restricted net assets	105	1,432,533.18	1,216,156.38
				Total net assets	110	10,243,490.28	10,106,970.67
Fiduciary agent assets:							
Fiduciary agent assets	51	0.00	0.00				
Total assets	60	10,291,797.44	10,169,672.54	Total liabilities and net assets	120	10,291,797.44	10,169,672.54

Person in charge: YANG Dan

Reviewed by: ZHANG Boju

Prepared by: XIAO Li



BUSINESS ACTIVITY TABLE

2023 Fiscal Year				Private Non-profit Organization			
Prepared by: Ginkgo Foundation				Currency: RMB Yuan			
Item	Line No.	Last Year			Current Year		
		Non-restricted	Restricted	Total	Non-restricted	Restricted	Total
I. Income							
Including: Donation income	1	1,000,000.00	6,468,346.00	7,468,346.00	100,000.00	9,071,250.28	9,171,250.28
Membership income	2	0.00	0.00	0.00	0.00	0.00	0.00
Services income	3	0.00	0.00	0.00	0.00	0.00	0.00
Sales of product	4	0.00	0.00	0.00	0.00	0.00	0.00
Government grants	5	0.00	0.00	0.00	0.00	0.00	0.00
Investments income	6	391,893.26	0.00	391,893.26	107,703.80	0.00	107,703.80
Other income	9	10,776.98	0.00	10,776.98	19,316.21	0.00	19,316.21
Total income	11	1,402,670.24	6,468,346.00	7,871,016.24	227,020.01	9,071,250.28	9,298,270.29
II. Expenses							
i. Business activity cost	12	6,731,043.40	0.00	6,731,043.40	8,997,298.23	0.00	8,997,298.23
ii. General and administrative expenses	21	253,796.47	0.00	253,796.47	436,075.69	0.00	436,075.69
iii. Fundraising cost	24	951.16	0.00	951.16	1,415.98	0.00	1,415.98
iv. Other expenses	28	0.00	0.00	0.00	0.00	0.00	0.00
Total expenses	35	6,985,791.03	0.00	6,985,791.03	9,434,789.90	0.00	9,434,789.90
III. Restricted net assets are transferred to non-restricted net assets	40	6,378,469.41	-6,378,469.41	—	9,287,627.08	-9,287,627.08	—
IV. Variation in net assets (if it is the net assets reduction amount, fill by using “-”)	45	795,348.62	89,876.59	885,225.21	79,857.19	-216,376.80	-136,519.61
Person in charge: YANG Dan				Reviewed by: ZHANG Boju		Prepared by: XIAO Li	

CASH FLOW STATEMENT

2023 Fiscal Year		Private Non-profit Organization	
Prepared by: Ginkgo Foundation		Currency: RMB Yuan	
Item	Line No.	Last Year	Current Year
I. Cash flows from business activities			
Cash received from donations	1	7,468,346.00	9,171,250.28
Cash received from membership income	2	0.00	0.00
Cash received from rendering of services	3	0.00	0.00
Cash received from sale of goods	4	0.00	0.00
Cash received from government grants	5	0.00	0.00
Other cash received relating to business activities	8	795,396.45	113,757.73
Sub-total of cash inflows	13	8,263,742.45	9,285,008.01
Cash paid for donation or subsidies	14	4,246,066.32	6,782,172.37
Cash paid to and for employees	15	2,683,890.45	2,486,457.88
Cash paid for goods and services	16	0.00	0.00
Other cash paid relating to business activities	19	840,476.22	362,154.82
Sub-total of cash outflows	23	7,770,432.99	9,630,785.07
Net cash flows from business activities	24	493,309.46	-345,777.06
II. Cash flows from investing activities			
Cash received from disposal of investments	25	16,700,000.00	14,150,000.00
Cash received from returns of investments	26	391,893.26	107,703.80
Cash received from disposal of fixed assets and intangible assets	27	0.00	0.00
Other cash received relating to investing activities	30	0.00	0.00
Sub-total of cash inflows	34	17,091,893.26	14,257,703.80
Cash paid to acquire fixed assets and intangible assets	35	18,702.11	0.00
Cash paid to acquire investments	36	13,700,000.00	14,000,000.00
Other cash paid relating to investing activities	39	0.00	0.00
Sub-total of cash outflow	43	13,718,702.11	14,000,000.00
Net cash flows from investing activities	44	3,373,191.15	257,703.80
III. Cash flows from financing activities			
Cash received from borrowings	45	0.00	0.00
Other cash received relating to financing activities	48	0.00	0.00
Sub-total of cash outflow	50	0.00	0.00
Cash repayments of amounts borrowed	51	0.00	0.00
Cash repayments for interest expenses	52	0.00	0.00
Other cash repayments relating to financing activities	55	0.00	0.00
Sub-total of cash outflows	58	0.00	0.00
Net cash flows from financing activities	59	0.00	0.00
IV. Effects of foreign exchange rate changes on cash	60	0.00	0.00
V. Net increase in cash and cash equivalents	61	3,866,500.61	-88,073.26
Person in charge: YANG Dan		Reviewed by: ZHANG Boju	
		Prepared by: XIAO Li	

# ACKNOWLEDGEMENTS



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