



educate girls

**Annual Report
2018-19**

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FROM THE EXECUTIVE DIRECTOR

Dear Friends,

I think there is only one word that can sum up this year for us, and that is **audacious!** We were encouraged to dream big and were rewarded with new partnerships that will catapult us into our next 5 years of growth and our inspiring ambition to address 40% of India's out of school girl problem by enrolling a staggering 1.6 million into the classrooms.

There is no denying the fact that the results of our Development Impact Bond (DIB) program in Bhilwara (Rajasthan) that were announced last year, gave us a new confidence to create such a bold plan. We have stepped into this plan armed with clear evidence that our model works to improve both girls enrollment into schools and children's learning

outcomes. And our evidence also shows us that longer term commitments of flexible funding can drive transformational results for girls in some of the most remote villages in India. This knowledge has helped us to garner support from new and longstanding donors alike, who have made the biggest and most long-term commitments that we have ever received.

As soon as we launched our expansion plan, we received backing with a match grant commitment from Educate A Child (EAC), a global programme of the Education Above All Foundation, to anchor fund this expansion. EAC has been one of our strongest partners since 2012 and we are very grateful for their continued support. Their partnership

continues to provide Educate Girls with stability that allows us to focus on the one thing that matters the most – impact. Soon after, other partners came on board quite rapidly with multi-year commitments and finally as we moved into 2019, we got the news that we have become an Audacious Project. This gave us access to a big pool of collaborative funding that unlocked EAC's match grant. I have always expressed that a non-profit is only as good as the resources it has. With this we take a big leap forward in reaching the most marginalized communities and ensuring that no girl or boy is left behind.

The theme for Educate Girls this year and what underpins our expansion plan has been the key insight we have gained into where to find a majority of India's out of school girls. Through extensive research, testing, machine learning backed advanced analytics we have developed a predictive model that demonstrates that just 5% of India's villages, i.e. 35,000 villages, hold up to 40% of the total out of school girl population. Between 2019 – 2024, Educate Girls will scale its operations to 35,000 of these highest incidence villages, all of which are concentrated in just four states i.e. Rajasthan, Madhya Pradesh, Uttar Pradesh, and Bihar and attempt to enroll 1.6 million out of school girls.

We have been fortunate to receive unwavering support from the governments of Rajasthan and Madhya Pradesh. And their continued support has enabled us to expand to over 1,900 more villages - both organically and by partnering with like-minded grassroots organizations to deliver the core program. Educate Girls also partnered with UNICEF to conduct a digitized door-to-door survey across 6,000 villages that reached about half a million households and identified thousands of out of school girls.

We also concluded our Adolescent Girls Program (AGP) pilot project and are now in the process of scaling it up from its current 81 to over 900

villages. This is an extremely important next step for us, as we seek to prepare girls for the transition to secondary school and the journey to completing their 10th grade.

This exciting year for us, coincided with an important year for education in India as the final consultations on the New Education Policy have been submitted. We look forward with anticipation to working alongside the Government on their ambitious strategy to transform education across the country. We have seen a new commitment to provide 12 years of free schooling to every child, and a policy that is built on renewed energy, innovation and we hope for a passion to ensure equality for girls at every level.

What is it going to take to achieve our audacious goal? Well it is going to take our incredible team of Team Balika volunteers and staff, and a new wave of recruits who we hope to inspire to join our mission. It is going to take advanced technology and data insights combined with deep community understanding and relationships. And it is going to take support from all our donors and partners.

We stand committed to influencing people to think and act differently, to champion our cause and help us in advancing girls' education.

We cannot thank you all enough for your enduring support and your company on our journey – and we look forward to 2020 with renewed vigor!

Warm Regards,
Safeena Husain

The background of the entire page is a photograph of three young girls from India, smiling broadly. They are wearing light-colored school uniforms. The girl on the left has a nose ring and her hair is in a bun. The girl in the middle has a nose ring and short hair. The girl on the right has a blue headband and her hair is in a bun. They are standing in front of a colorful mural with Hindi text and a bird.

ABOUT US

Established in 2007, Educate Girls' is a non-profit that focusses on mobilising communities for girls' education in India's rural and educationally backward areas.

Strongly aligned with the 'Right to Education Act' or the 'Samagra Siksha', Educate Girls is committed to the Government's vision to improve access to primary education for children, especially young girls.

Educate Girls currently operates successfully in over 14,000 villages in Rajasthan and Madhya Pradesh. By leveraging the Government's existing investment in schools and by engaging with a huge base of community volunteers, Educate Girls helps to identify, enroll and retain out-of-school girls and to improve foundational skills in literacy and numeracy for all children (both girls and boys). This helps deliver measurable results to a large number of children and avoids parallel delivery of services.

VISION

We aim to achieve behavioural, social and economic transformation for all girls towards an India where all children have equal opportunities to access quality education.

MISSION

We leverage existing community and Government resources to ensure that all girls are in school and learning well.

GOAL

Our goal is to improve access and quality of education for over 15 million children cumulatively by 2024.

OUR MODEL

We leverage existing Government and community resources to achieve:



Increased
ENROLLMENT



Increased
RETENTION



Improved
LEARNING OUTCOMES



CREATE COMMUNITY OWNERSHIP
Cadre of village-based volunteers (Team Balika)



IDENTIFY OUT-OF-SCHOOL GIRLS
Using technology for Door-to-door survey & profiling



ADDRESS MINDSETS FOR BEHAVIOUR CHANGE
Counsel parents via home visits



MOBILISE COMMUNITIES
Conduct village meetings and rally influencers



SUPPORT SCHOOL GOVERNANCE AND INFRASTRUCTURE DEVELOPMENT



ENSURE FOUNDATIONAL LITERACY AND NUMERACY SKILLS FOR CHILDREN
Using remedial teaching tools and techniques



IMPART LIFE SKILLS TRAINING



educate girls

has been named
as an

Audacious Project

THE AUDACIOUS PROJECT

At the TED conference held in Vancouver in April 2019, Educate Girls was announced as one of the 8 Audacious projects of 2019. This makes Educate Girls the first Asian and the only Indian non-profit ever to have been chosen as an Audacious idea!

Educate Girls' Audacious Idea: What if we could empower more than one million girls to enter the classroom?

When girls get an education, their lives improve – as do the lives of their families and communities. Educate Girls has a bold plan to enroll 1.6 million out of school girls in India by 2024, by going door-to-door in 35,000 villages and working to change collective mindsets.

What is The Audacious Project?

It is a first-of-its-kind coalition of leading organizations and individuals that surfaces and funds critical projects with the potential to create global change.



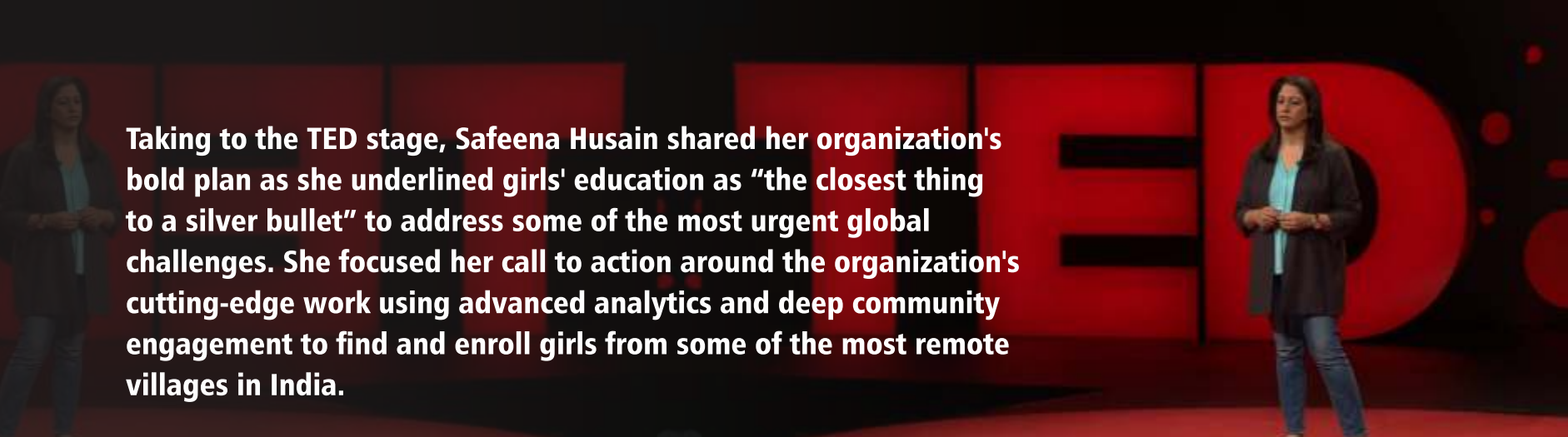
Invite the world's
change-makers to dream
like they've never dreamed
before



Select ideas that are truly bold
and truly actionable, with the
potential to affect millions
of lives



Present them to the public, inspiring
groups of donors and supporters
to come together and get them
launched

A photograph of Safeena Husain speaking at a TED event. She is standing on a red stage in front of a large red TED logo. She is wearing a dark jacket over a light blue top and jeans. The background is dark with the red TED logo and some red circular accents.

Taking to the TED stage, Safeena Husain shared her organization's bold plan as she underlined girls' education as “the closest thing to a silver bullet” to address some of the most urgent global challenges. She focused her call to action around the organization's cutting-edge work using advanced analytics and deep community engagement to find and enroll girls from some of the most remote villages in India.

-Safeena Husain @ TED2019

“There are countless proven economic and societal benefits associated with educating girls, including improving the likelihood that they will avoid early marriage, have smaller and healthier families, educate their own girls – and continue the positive cycle. Educate Girls is taking a smart, data-driven approach to a systemic problem. With fewer barriers, we're excited to see Educate Girls significantly reduce India's elementary education gender gap over the next five years.”

~Anna Verghese, Executive Director of The Audacious Project

“Girls' education is the most important investment we can all make to change things around us. We are extremely pleased to partner with The Audacious Project. This partnership is going to help us register over one million out-of-school girls for school and ensure they find their way into the classroom – a place where they truly belong.”

~Safeena Husain, Founder and Executive Director of Educate Girls

The Audacious Project was launched in April 2018, with a mission to foster "collaborative philanthropy for bold ideas." Housed at TED and operated with support from The Bridgespan Group, The Audacious Project brings together some of the most respected organizations and individuals in philanthropy—the Skoll Foundation, Virgin Unite, Dalio Foundation, Scott Cook and Signe Ostby of the Valhalla Charitable Foundation, ELMA Foundation, Children's Investment Fund Foundation, and more. The Audacious Project surfaces and funds critical projects with the potential to create global change. By removing barriers associated with funding, The Audacious Project empowers social entrepreneurs to dream boldly and take on the world's biggest and most urgent challenges.

IMPLEMENTING THE AUDACIOUS IDEA

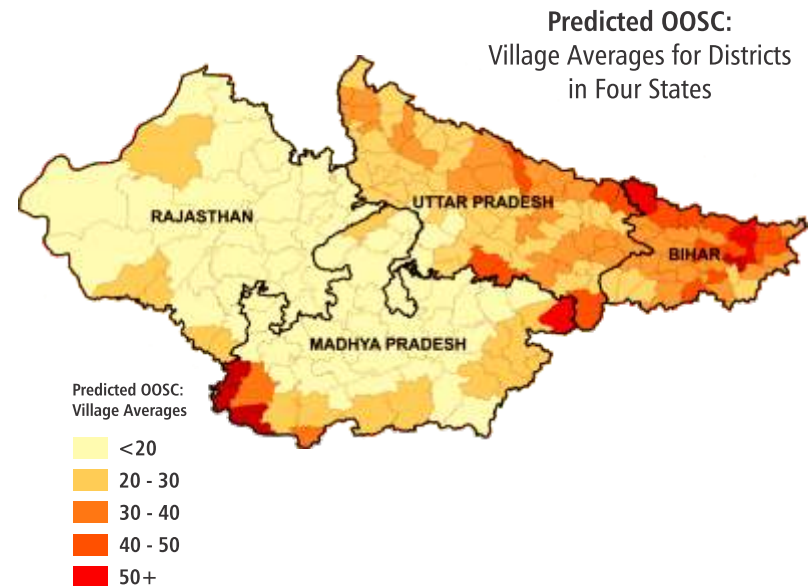
Data Driven Approach To A Systemic Problem

To implement the big idea, Educate Girls has built a predictive model that shows just 5% of the total 650,000 villages in India (which is 35,000 villages) are home to 40% of the out-of-school girl (OOSG) population — a staggering 1.6 million girls. Most of these villages are concentrated in the states of Rajasthan, Madhya Pradesh, Uttar Pradesh and Bihar.

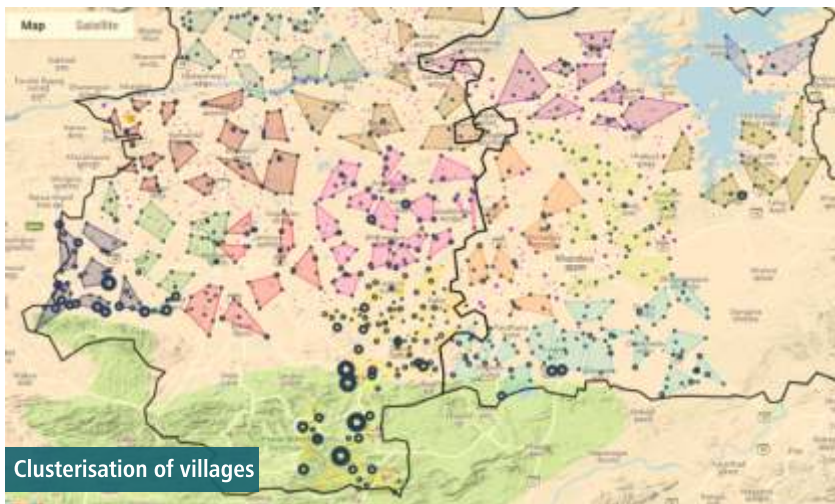
With an aim to achieve our Audacious goal by 2024, Educate Girls partnered with data analytics experts at IDinsight to combine available secondary data sources along with its own door-to-door survey data from the states of Rajasthan and Madhya Pradesh.

Using innovative advanced analytic techniques, we were successful in building a predictive model to identify **'hotspots or high incidence villages'** with a high concentration of OOSGs. The analysis revealed 200+ socio-economic variables that were highly correlated to the number of OOSGs in the geography.

This has changed the DNA of the organization -instead of going for 100% geographical saturation mode of operation in an educationally backward district, we are now moving towards precision targeting of high incidence villages. This approach will enable us to reach more out of school girls with the same resources in an expeditious manner.



The heat-map demonstrates the trend of how out-of-school girls tend to concentrate across 'hotspot' villages in the four high-incidence rate states in India - namely, Rajasthan, Madhya Pradesh, Uttar Pradesh and Bihar.



The predictions are also used to group villages into clusters by OOSG prevalence. This will help Educate Girls to:

- Reach 47-57% more OOSGs in Rajasthan and Madhya Pradesh at approximately the same cost as current program.
- Optimize resources better by enhancing operational efficiency, saving time and resources.
- Enable better planning and preparedness for the actual door-to-door survey.
- Assist in identifying newer geographies for expansion

Through a close partnership with State Education Ministries, Educate Girls will train over 35,000 village-based volunteers to find and enroll these 1.5 million out-of-school girls over the next five years. It will further work to ensure that they stay in school and are learning well.

EXPECTED IMPACT (2019-24)



Enrollment of upto **1.5 million** out-of-school girls



Retain **90%** of all enrolled girls



Improvement in Learning Outcomes for over **900,000** girls and boys



Development of more than **70,000+** adolescent girls with Life Skills Training



Benefit over **15 million** children by supporting school governance and infrastructure development



Sita and Geeta
Enrolled in Grade 6 in 2014
Passed Grade 10 in 2019

“

My Education is My Greatest Investment.

It gives me the ability to read, write and to understand. It is an asset that will continue to grow and can never be robbed from me.

”



“

My Education Gives Me Confidence

It inspires me to have goals in life.
I don't think I would ever dare to
pursue my dreams had
I not been educated.

”

Suhani
Enrolled in Grade 6 in 2015
Passed Grade 9 in 2019

EXPANSION

Educate Girls scaled-up its operations to the Khandwa district of Madhya Pradesh reaching out to 1100+ villages. 135 staff members were recruited and inducted between December 2018 and March 2019.

Several recruitment events were conducted to identify and engage potential village-based volunteers (called Team Balika). Around 900 Team Balika were recruited, inducted and trained to carry out Educate Girls' program model.



Team Balika training for Gyan Ka Pitara (GKP)



Team Balika training for conducting door-to-door survey



Staff training for conducting door-to-door survey



Door-to-Door Survey, Khandwa (Madhya Pradesh)



DOOR-TO-DOOR SURVEYS

116,496 out-of-school girls were identified during the door-to-door survey conducted by Educate Girls across the villages in Khandwa. The survey reached out to 119,083 households.

PARTNERSHIPS

United Nations Children's Fund (UNICEF)

Educate Girls partnered with UNICEF to conduct a digitized door-to-door survey in Rajasthan and Madhya Pradesh. In Udaipur, Salumber, Sirohi and Jalore districts of Rajasthan, the survey reached out to 476,561 households identifying 491,500 out-of-school girls in age groups of 5-14 across 3,184 villages.

408,068 out-of-school girls in the age groups of 5-14 were identified during the door-to-door survey in Alirajpur, Barwani and Jhabua districts of Madhya Pradesh. The survey reached out to 370,281 households across 2,035 villages. The survey was digitized in Jhabua and Alirajpur.



Gram Bharti Mahila Mandal (GBMM)

Educate Girls has extended its partnership with GBMM to implement its program model in 3 blocks of Shivpuri district of Madhya Pradesh. They conducted the door-to-door survey across 123 villages in Narwar block identifying 1,257 out-of-school-girls in the age groups of 6-14. The survey reached out to 54,480 households.



Sampark Samaj Seva Sanstha

Educate Girls has extended its partnership with Sampark to implement its program model in 5 blocks of Khargone district of Madhya Pradesh. They conducted the door-to-door survey across 115 villages in Bhagwanpura block identifying 7,076 out-of-school-girls in the age groups of 6-14. The survey reached out to 72,515 households.



ADOLESCENT GIRLS PROGRAM

The Educate Girls' Adolescent Girls Program (AGP) launched in 2017-18 aiming to increase enrollment, retention and quality education for marginalized adolescent girls in rural India.

Under the AGP, 64 adolescent girls were enrolled in schools and 285 in Rajasthan State Open School – the school of distance learning. Several activities were conducted for sensitization and capacity-building, more than 6,000 adolescent girls participated in the Adolescent Girls Forum (Kishori Samuh) across 72 villages. 'He For She' camp sensitized more than 2,500 villagers and spoke about the issues pertaining to adolescent girls' education.



International Day of Education celebrations



An activity under the 'He for She' campaign



Activities under the 'He for She' campaign to promote gender sensitivity

VOLUNTEER ENGAGEMENT

Educate Girls provided training to 287 Team Balika to enhance their employability skills in areas like tailoring, dairy and poultry management, data entry, digital literacy, bee keeping, nursery management and more. These trainings were provided in partnership with IL&FS (Infrastructure Leasing & Financial Services), Ajeevika Bureau, Mass infotech, Harish Chandra Charitable Trust, Lal Bahadur Shastri Shiksha Samiti, Krishi Vigyan Kendra ,BVG India Ltd., Pratham, Uddan Academy, Common Service Centre, RSETI (BOI & ICICI), Hindustan Latex Family Planning and Promotion Trust (HLFPPT).

Aspiration mapping with over 5,600 Team Balika was completed and volunteer engagement orientation was given to over 1,200 Team Balika.



Team Balika being trained in Bee Keeping and Azola by Sr. Scientist and Head of Krishi Vigyan Kendra (Bundi)



Team Balika being trained in Data Entry Operations at IL & FS (Sirohi)



Team Balika receiving training from Krishi Vigyan Kendra (Indian Council of Agricultural Research)

IT ASSET PORTAL

IT asset portal is an in-house developed web-application that acts as a repository of IT assets across all districts and departments. This portal collects data like procurement details, cost, warranty period, software and its validity. It also helps in repair and management of IT devices along with log reports of the changes made. The portal contains data of over 8,000 hardware, more than 1,300 software entries have been made and over 1,700 users are accessing information through this portal.



Priyanka
Enrolled in Grade 6 in 2014
Studying in Grade 11 in 2019

“
**My Education Is The
Gateway To A Better Life**

It gives me the knowledge and skills needed to be financially independent and pull my family out of poverty. It gives me the ability to make informed choices that will improve the quality of my life.

”

“

Our Education Empowers Us

We wonder where we would be and who we would be without it. Our education allows us to be in charge of our present and our future.

”



Heera and Neelam

Enrolled in Grade 6 in 2015

Heera is in Grade 8 and

Neelam is preparing for Grade 10 exams in 2019



WE WERE AT...

- SKOLL World Forum 2018 in Oxford, UK
- International Fundraising Congress – Asia in Bangkok
- SHEROES Summit in Bangalore
- TEDx Bangalore Salon in Bangalore
- IIT-IIT Conference on Designing for National Scale in Mumbai
- Philanthropy for Better Cities Forum in Hong Kong
- Marshall Institute Lecture series at London School of Economics in London
- Saïd Business School to deliver a lecture on 'Innovative Finance Instruments' in UK
- AVPN India Summit & Policy Forum in New Delhi
- 10th Sankalp Global Summit in Mumbai
- 26th - IMC Ladies' Wing Jankidevi Bajaj Puraskar in Mumbai
- A Round table conference on 'Knowledge Session on Impact Investing' hosted by CIFF in New Delhi
- Global Education and Skills Forum in Dubai
- ET Prime Women Leadership Awards

Safeena Husain at the
ET Prime Women Leadership Awards, 2019

EVENTS

11th FOUNDATION DAY ANNIVERSARY CELEBRATION

Educate Girls celebrated its 11th Foundation Day anniversary in January 2019 across all operational districts, cluster-wise. 8,900 Team Balika (village-based volunteers), 3,180 guests which included staff members, PRIs, community and SMC members, Government officials and school children attended the events spread across 16 districts.



IN THE NEWS

TED

Alliance
For philanthropy and social investment worldwide

skoll
FOUNDATION



QRIUS

BROOKINGS

London
Business
School

IDinsight
DATA. DECISIONS. DEVELOPMENT.

ET Prime



INDIA
LEADERS
FOR
SOCIAL
SECTOR

Forbes

THE CHRONICLE OF
PHILANTHROPY



Maya
Enrolled in Grade 2 in 2013
Studying in Grade 8 in 2019

“

My Education Has Been Life Changing

I can already see that my thoughts and actions are not the same as my mother and my grandmother. I know my life story will be very different as compared to theirs; it will be a bright one!

”



“

My Education Is My Strength

It gives me the power to say ‘I Can’ when everybody around tells me otherwise. It also gives me courage to stand up for my rights and makes me less vulnerable.

”

Kamakshi
Enrolled in Grade 6 in 2014
Passed Grade 9 in 2019

A FATHER SELLS HIS GOATS TO SECURE A BRIGHTER FUTURE FOR HIS CHILDREN!



11- year old Divya* was identified as an out-of-school girl during the Educate Girls' door-to-door survey. Educate Girls' village-based volunteer, Lakshman went to speak to her parents for her enrollment. Upon questioning Divya's drop-out, her parents said that she was falling sick and hence must stay at home. They did not explain her illness but insisted on keeping her home. He was baffled and told them that if she was fit enough to do household chores, she can definitely go to school.

Like most parents in the village, Divya's parents also wanted an excuse to keep her at home for an extra helping hand in chores. They hesitated but with Lakshman constantly discussing the benefits of education, they agreed to send her to school. Finally, Divya was enrolled in Grade 2!

Lakshman also teaches at school using the Educate Girls' remedial learning kit "Gyan Ka Pitara". He and the school teacher paid special attention towards Divya and made sure she was making friends and studying well. To garner interest in studies for her, they recited poems and made all the students play interactive games. The GKP kit has several tools and activities that make learning fun for children. Lakshman leveraged all these activities to make Divya more involved in school.

Seeing Divya do so well in school, her father sold a few of his goats to save up for all his children's education! He says, "It will be a little difficult for us to manage the expenses but seeing Divya and her siblings study well makes all of it worth! I want them to become educated human beings who would do something for the development of our village."

**Name change to protect the identity of the minor*

BROTHERS HELP EDUCATE GIRLS TO SEND THEIR SISTER TO SCHOOL

There's a huge population in 9-year old Suha's village that migrates to cities in search of employment. Due to their constant mobility, they are unable to send their children to school.

When Suha's parents moved out of their village for better employment opportunities, she was forced to discontinue school. She was identified as an out-of-school girl during the door-to-door survey. When Educate Girls' Field Coordinator Mani went to their house, she discovered that all of Suha's siblings were enrolled in school and college.

"The boys need someone to cook for them, right? She is the eldest daughter and therefore must take care of her brothers and younger siblings' needs. Anyway, she has to get married in a few years and do the same work she's already doing, so there's no point in sending her to school now.", said Suha's mother in a firm tone.

Mani was really upset to hear about the biased behaviour of Suha's family towards her. Since her efforts to convince them failed, she addressed this problem to her brothers. Mani discovered that her brothers had in fact tried to speak to their father earlier, but their requests too fell on deaf ears. "Let's once again speak to your parents, this time all of us together", suggested Mani to her brothers.

This time with the help of Mani, Suha's brothers gave examples of girls in their vicinity and how education has helped them become successful and further explained the value of education. With their combined efforts, after 2 months, Suha's parents finally agreed and she was enrolled in Grade 4.

"Girls are not sent to school in our village thinking that they will not obey their parents in future and will leave behind all traditions. The mindset will take some time to change. I had questioned my parents when Suha wasn't sent to school, but they always rationalised their decision by saying that somebody has to look after the house. When Educate Girls approached us, I saw a new hope and together we helped Suha get into school", says Suha's elder brother.

"If you met her you wouldn't be able to tell that Suha has had a gap in education. She has really come to speed all thanks to her interest, her brothers' support and the play-based teaching curriculum of Educate Girls", Mani signs off.

**Name change to protect the identity of the minor*



Financial Statement

INCOME & EXPENDITURE

DONATIONS AND GRANTS RECEIVED

609,520,377 INR

OTHER INCOME

4,252,674 INR

TOTAL REVENUE (I + II)

613,773,051 INR

TOTAL EXPENSES

540,362,820 INR

Balance Sheet as at 31st March, 2019

	Particulars	Year ended	Year ended
		31 March 2019	31 March 2018
		Amount (INR)	Amount (INR)
I.	OWN FUNDS & LIABILITIES		
1	Own Funds		
	(a) Reserves and Surplus	198,261,406	124,851,175
2	Non-Current Liabilities		
	(a) Long term provisions	10,221,043	6,336,747
3	Current Liabilities		
	(a) Other Current Liabilities	23,919,592	18,012,150
	(b) Short-Term Provisions	1,586,086	834,915
	Total	233,988,127	150,034,987
II.	ASSETS		
1	Non-Current Assets		
	(a) Fixed Assets		
	(i) Tangible Assets	15,431,914	10,737,025
	(b) Long term loans and advances	5,705,843	8,724,474
2	Current Assets		
	(a) Cash and Cash Equivalents	211,058,933	129,894,313
	(b) Short Term Loans & Advances	1,146,813	641,769
	© Other Current Assets	644,624	37,406
	Total	233,988,127	150,034,987

Audited by:

For Deloitte Haskins & Sells LLP
Firm Registration No: 117366W/W-100018
Chartered Accountants

Joe Pretto
Partner
Membership No: 77491

For and on behalf of the Board of Directors FEGG:

Luis Miranda
Director

Ujwal Thakar
Director

Statement of Income and Expenditure for the year ended 31st March, 2019

	Particulars	Year ended 31 March 2019	Year ended 31 March 2018
		Amount (INR)	Amount (INR)
	INCOME		
I	Donations	609,520,377	415,744,185
II	Other Income	4,252,674	4,415,358
III	TOTAL INCOME	613,773,051	420,159,543
IV	EXPENDITURE		
	a) Program Expenses	214,287,499	228,405,365
	b) Employee Benefit Expenses	293,536,577	243,959,884
	c) Other Expenses	23,398,901	45,680,335
	d) Depreciation and Amortization Expenses	9,139,843	6,989,401
V	TOTAL EXPENDITURE	540,362,820	525,034,984
VI	SURPLUS/(DEFICIT) FOR THE YEAR	73,410,231	(104,875,441)

Audited by:

For Deloitte Haskins & Sells LLP
Firm Registration No: 117366W/W-100018
Chartered Accountants

Joe Pretto
Partner
Membership No: 77491

For and on behalf of the Board of Directors FEGG:

Luis Miranda
Director

Ujwal Thakar
Director



educate girls

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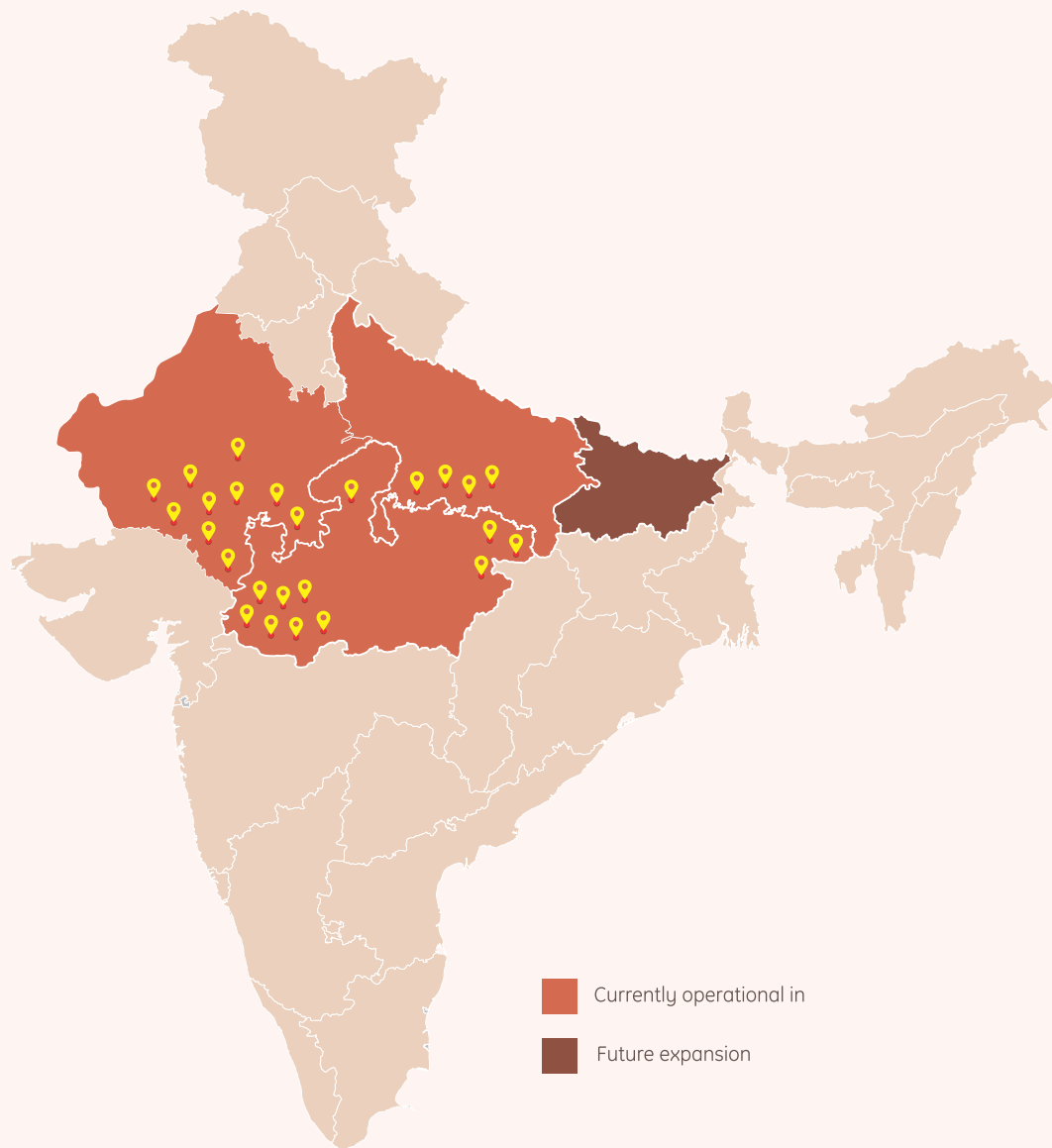
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 [educate-girls](https://www.linkedin.com/company/educate-girls)

Educate Girls is a project of 'Foundation to Educate Girls Globally' (FEGG) in India

FEGG is registered under section 8 of the Indian Companies Act, 2013



Map not to Scale