



# ANNUAL REPORT 2018

TGE

Transnational Giving Europe

## VISION

TGE envisions a generous Europe of secure and facilitated cross-border philanthropy

## MISSION

We aim to facilitate cross-border philanthropy in Europe by providing a secure and efficient solution to enable donors to give; to promote cross-border philanthropy through the exchange of information and best practices; to improve and extend the TGE Network to new countries as a trusted and practical service for a tax-effective philanthropy across Europe.

## VALUES

We are committed to:

- Promoting solidarity across European borders
- Transparency, integrity and non-discrimination
- Firm due diligence

# CONTENT

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|                                       |      |
|---------------------------------------|------|
| • Foreword                            | p.4  |
| • Enabling philanthropy across Europe | p.5  |
| • New TGE partners                    | p.6  |
| • Facts and figures in 2018           | p.7  |
| • Turnover analysis                   | p.7  |
| • Donations                           | p.8  |
| • Donors                              | p.9  |
| • Sectors                             | p.9  |
| • Annual meeting in Geneva            | p.10 |
| • TGE moments in 2018                 | p.11 |
| • Boosting cross-border philanthropy  | p.12 |
| • Financial Report                    | p.13 |

# FOREWORD

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The *Transnational Giving Europe* (TGE) Network was founded in 1998 to address the lack of fiscal harmonization within Europe, which to this day continues to prevent cross-border philanthropy from reaching its full potential across the continent. More than twenty years later, TGE remains the only practical solution for tax-effective donations all across Europe.

The TGE Network enables donors, both corporations and individuals, resident in one of the participating countries, to financially support non-profit organisations in other member countries while benefitting directly from the tax advantages provided for in the legislation of their country of residence.

Today, the TGE Network is widely known and well-established among the philanthropic circles. It now encompasses 21 leading European foundations and continues to grow each year, in terms of partners, beneficiaries, as well as donations.

As demonstrated in this report, the network channelled in 2018 the highest amount of donations since its creation. The challenge will be to keep this trend of steady growth that shows the increasing importance of cross-border giving in Europe and that highlights the need for constant improvement of our processes.

In 2018, the TGE Network also pursued its efforts to enhance the efficiency of its activities. We are particularly proud of the step taken to digitalize our internal application processes. We are confident the future will bring more exciting new opportunities for all partners to grow together as an ever stronger network as we embark on our next adventure: to bring cross-border online giving possibilities closer to European donors .

This Annual Report provides an overview of the TGE activities in 2018.

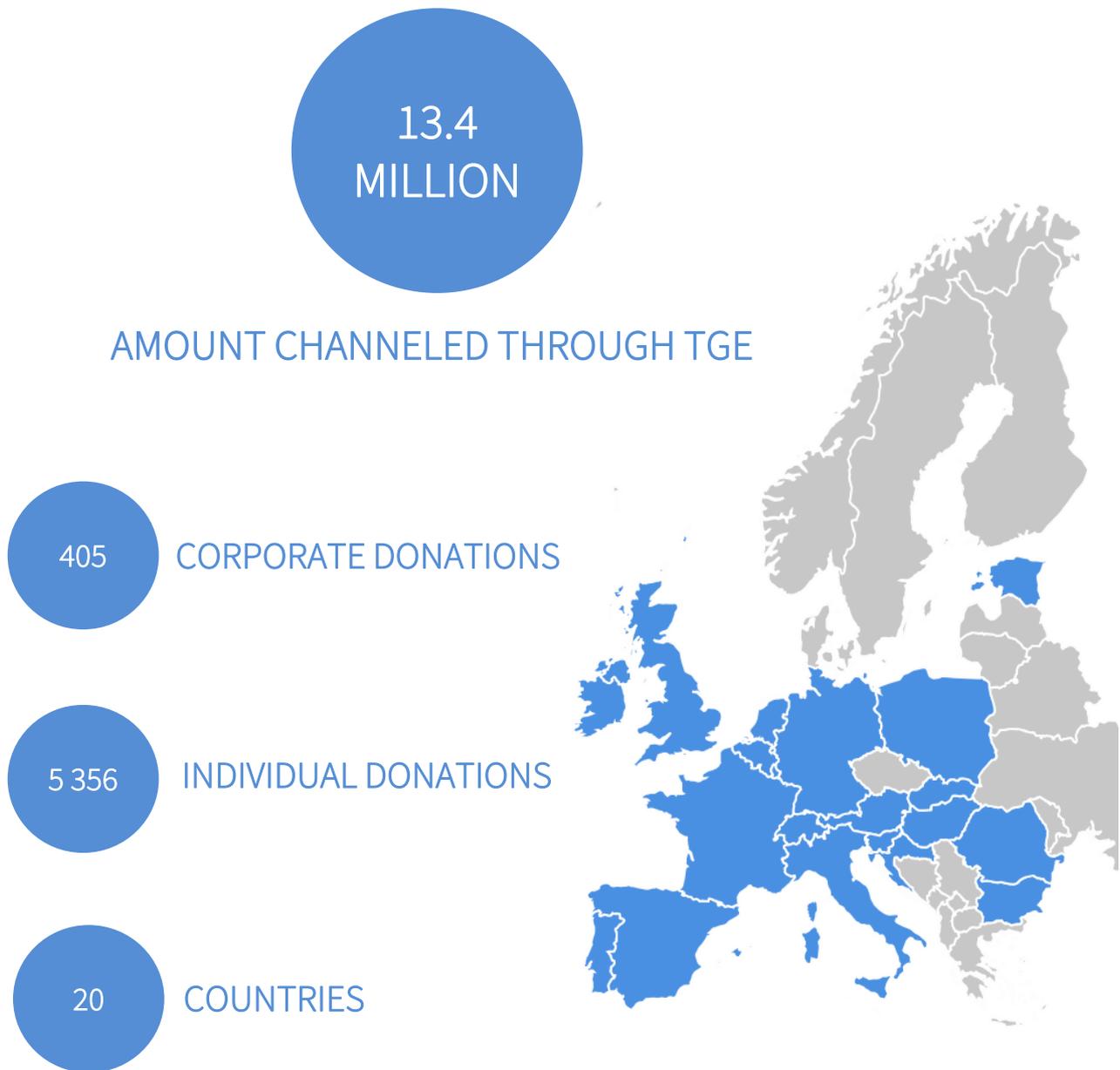
*The Transnational Giving Europe Network*

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# “ENABLING PHILANTHROPY ACROSS EUROPE”

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In 2018, TGE made it possible for **5 761** gifts and a total amount of **€ 13 419 332,53** to be transferred across **20** European countries, in order to support Education, Culture, International Development, Health, Social Matters, third sector initiatives, Environment or Religion.



# A NEW TGE PARTNER: ESTONIA

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Avatud Eesti Fond  
Open Estonia Foundation

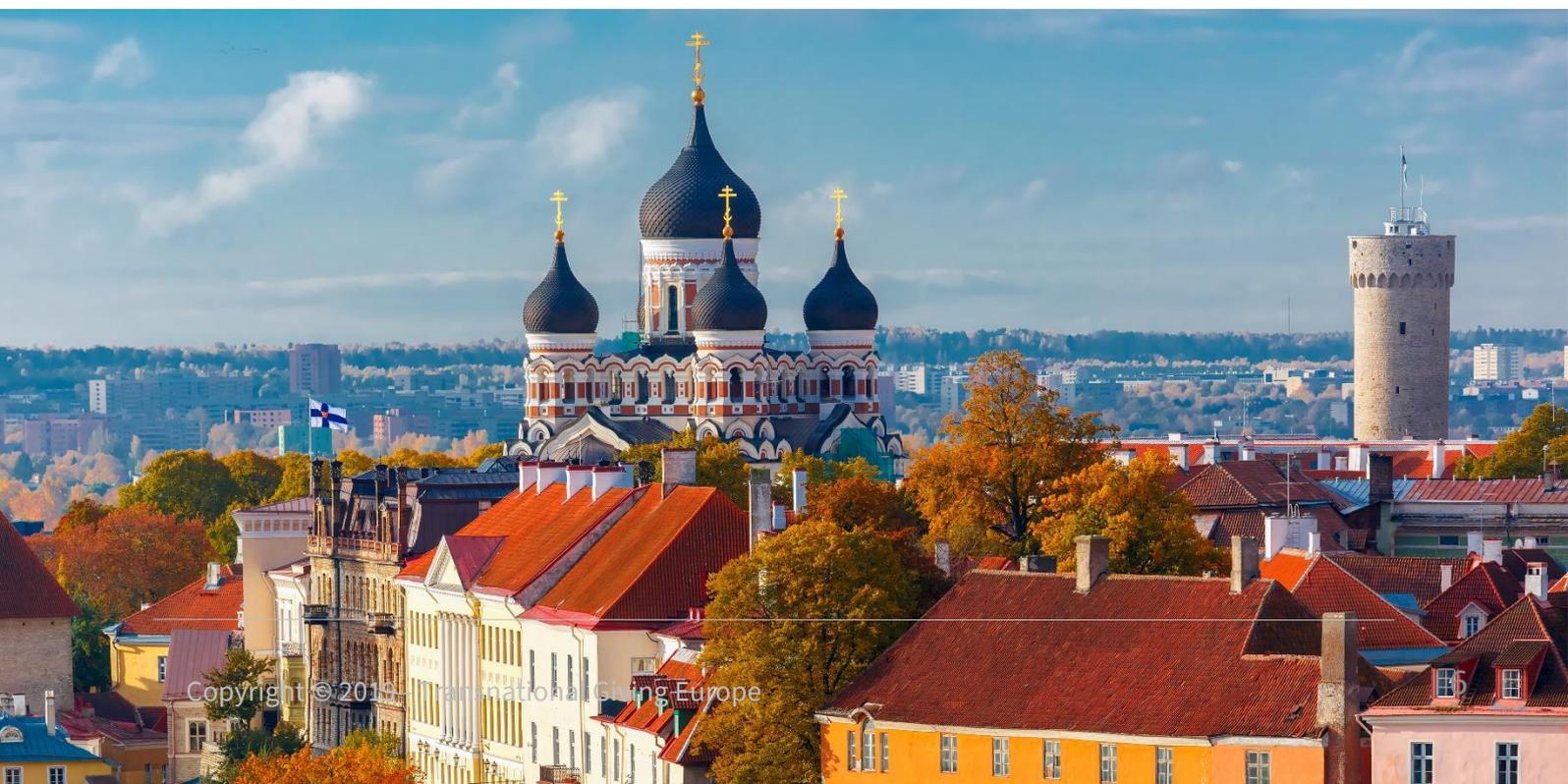
The Transnational Giving Europe Network keeps on expanding to enable greater European cross-border philanthropy.

We are happy to announce Transnational Giving Europe has extended to Estonia. Earlier this year, Open Estonia Foundation has joined our efforts in enabling European cross-border philanthropy.

The Open Estonia Foundation, established on 19th April 1990 with the support of philanthropist George Soros, encourages and supports developments in the Estonian society that advance openness in a world that is getting more complicated and unpredictable.

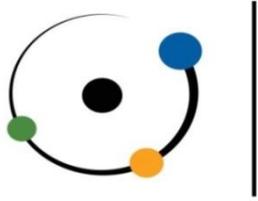
The Foundation achieves this by organizing events and by initiating programs as well as by supporting projects by other organizations. The Foundation cooperates with NGOs, civil activists, entrepreneurs, scientists, educators, artists, media, municipalities and government.

The Foundation wants to direct the public debate towards more openness and tolerance.



# A NEW TGE PARTNER: GREECE

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# HIGGS

In 2018, the TGE Network welcomed another new partner: “Higgs”. Donations to and from Greece are now possible.

HIGGS is the first Incubator & Accelerator for Non-Profit Organizations in Greece. It was founded in 2015, with the aim to reinforce the Non-Profits, through capacity building, in particular training, mentoring, networking and events. HIGGS is a hub of creativity and open dialogue, a meeting place of all interested parties, both literally and symbolically, that promotes collaboration and innovation in the Non-Profit sector.

It functions as a focal point for all Greek Non-Profits and a point of reference for foreign organizations that wish to connect with the Greek Non-Profit ecosystem. For this purpose, HIGGS collaborates with Non-profits, Foundations, Higher Education Organizations, local and international enterprises, etc. HIGGS is also an accredited member of the United Nations Information Center (UN DGC).

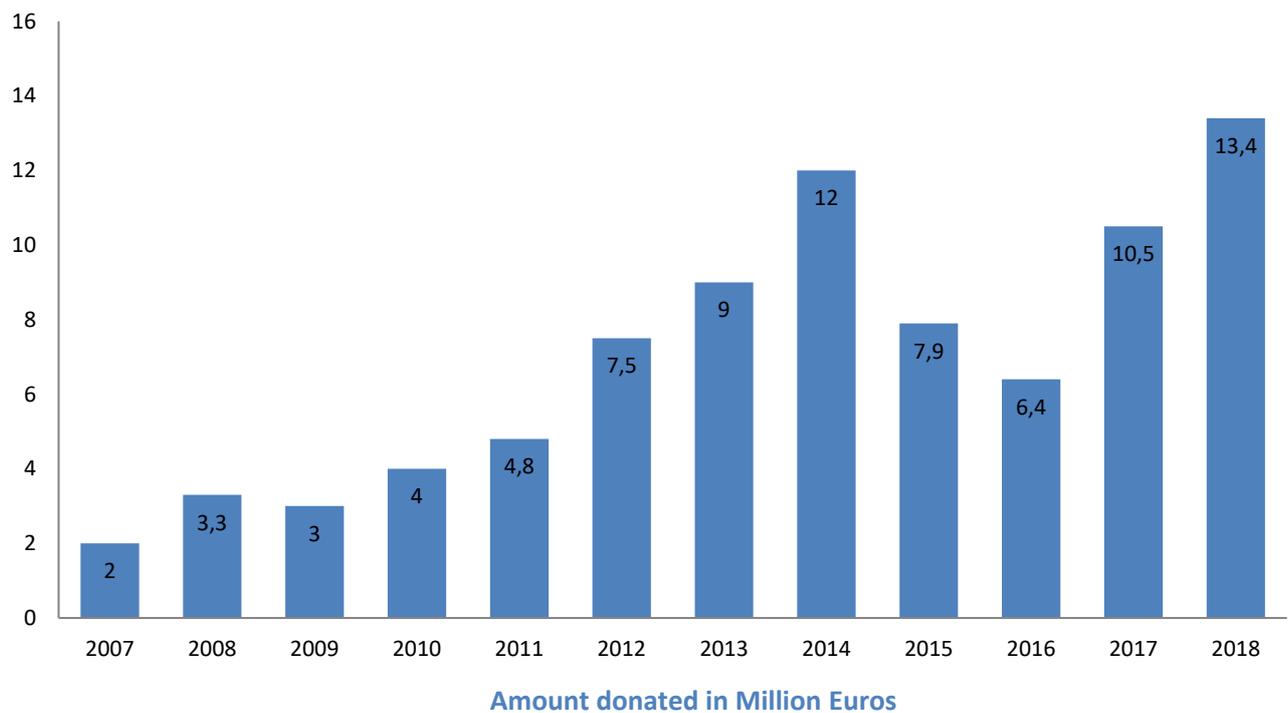
HIGGS’ team has supported more than 300 Non-Profits across Greece, helping them create 50 new job positions, secure funding of more than €2,000,000 and affect more than 150,000 beneficiaries, coming from a variety of vulnerable groups, such as: children, homeless, refugees, imprisoned, drug addicts, blind, mentally disabled, with mobile disabilities, patients, the elderly, animals, and the environment.



# FACTS & FIGURES IN 2018

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## Turnover Analysis



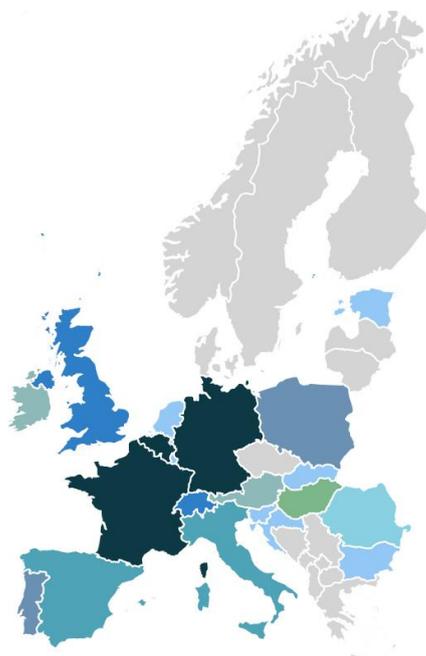
This chart shows the evolution of donations transferred through the Network since 2007. In 2018, TGE channeled the amount of € 13,4 million. This represents an increase of 27,6% with respect to 2017.

These numbers are an indication of the growing interest in cross-border giving and show the appreciation of European donors for the services provided by Transnational Giving Europe.

# Donations

## Where do donations come from?

### Amount donated



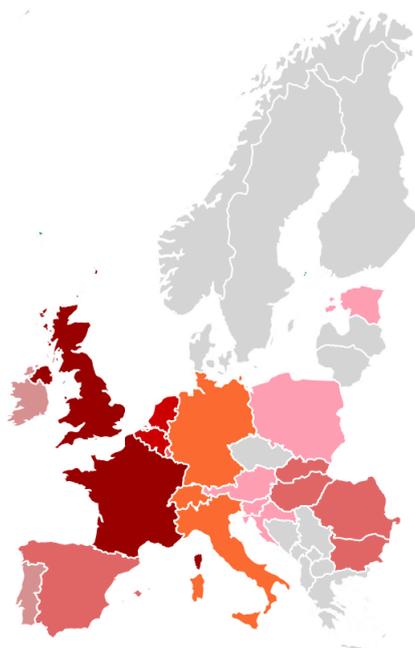
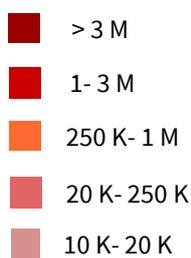
This map shows the origin of donations processed by TGE by amount donated.

In 2018, 3 countries donated over € 3 million each. Belgium comes in first place with a total of € 3,9 million, followed by France with € 3,07 million and Germany with € 3,06 million.

In 2018, we had 5,761 donations, of which 93 % were individuals and 7 % were corporate donations.

## Where do donations go to?

### Amount received

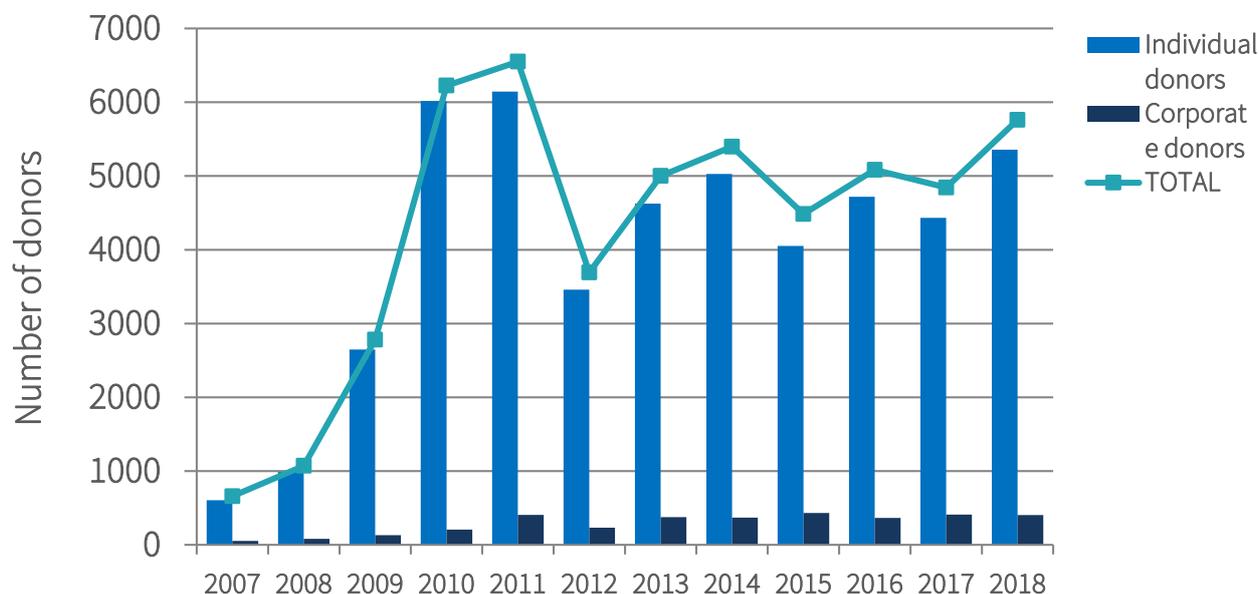


This map shows the redistribution of donations processed by TGE by amount received.

France received the largest amount in donations, with a record figure of € 4,3 million. The United Kingdom comes in second place with € 3,3 million, followed by Belgium and the Netherlands, with € 2,1 and € 1,6 million respectively.

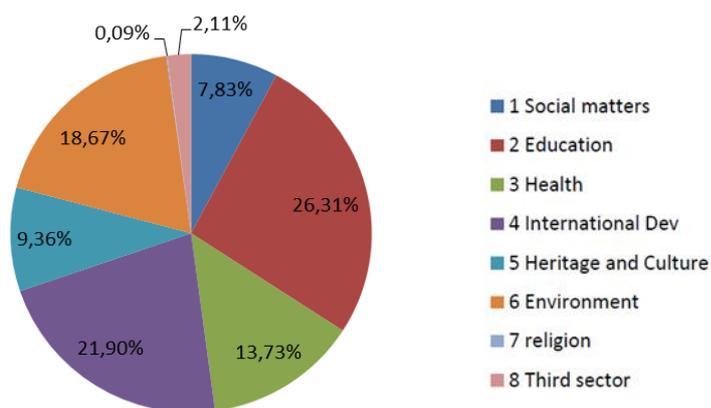
## Donors

Evolution of the number of individual and corporate donors



This chart shows the number of individual and corporate donors since 2007. Donations made by individuals are consistently more numerous than those of corporate donors. In 2018, TGE processed 5,761 donations of which 5,356 were gifts made by individuals and 405 were corporate donations.

## Sectors



TGE donations are distributed across 8 fields of action.

In 2018, the most popular sector remained Education, which represented 26,31 % of the total network donations, with € 3,5 million.

| SECTOR                      | PERCENTAGE | TOTAL          |
|-----------------------------|------------|----------------|
| 1 Social Matters            | 7,83%      | € 1.050.996,88 |
| 2 Education                 | 26,31%     | € 3.530.013,86 |
| 3 Health                    | 13,73%     | € 1.842.887,62 |
| 4 International Development | 21,90%     | € 2.938.678,96 |
| 5 Heritage and Culture      | 9,36%      | € 1.255.445,00 |
| 6 Environment               | 18,67%     | € 2.505.928,81 |
| 7 Religion                  | 0,09%      | € 11.791,87    |
| 8 Third sector              | 2,11%      | € 283.589,53   |

International Development came in second position, followed by Environment, which is gathering increasing support across Europe.

# ANNUAL MEETING IN GENEVA

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The 20 TGE partners gathered in Geneva, Switzerland, in October 2018 for the Annual Steering Committee meeting.

Among other topics, the digitalization of our application platform was discussed, along with the particularities of our national fiscal laws. The key take away of the meeting was the reinforced commitment of the TGE Network to offer excellent service to our users.

Additionally, the chair - Swiss Philanthropy Foundation - organized a well-attended public panel on philanthropy in Europe. The group also visited the remarkable Palais des Nations of the United Nations Office at Geneva (UNOG) and took part in an inspiring meeting with SDG Lab, a contributor to the implementation of the Sustainable Development Goals (SDGs).

For the first time, a meeting of the CEOs of the TGE partners was also organized alongside this event. The objective of the gathering was to explore current challenges and opportunities faced by the Network and to understand how each partner aligns with the interests of TGE. CEOs engaged in brainstorming activities and group discussions, which led to the definition of 5 key areas for action: 1) *Advocacy at EU-level*; 2) *Digitalization*; 3) *Guiding principles*; 4) *Joint initiatives*; 5) *Internal policy*. The CEOs gathering was a new development for TGE. In view of the success of the initiative, it was decided that the event should be repeated every two to three years.



# TGE MOMENTS IN 2018

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- **Conference Practical Philanthropy Across Europe** (May 18, 2018, Warsaw)  
An informal gathering of the most ambitious and leading performers in the field of philanthropy and fundraising with the aim of exchanging experience, ideas, inspiration and feedback. Transnational Giving Europe has been supporting this initiative since 2015. The conference took place in the beautiful Zachęta – National Gallery of Art in Warsaw.
- **Dutch Days @ ISTR 2018** (July 11, 2018, Amsterdam)  
During these days, experts from the Dutch Academic community chaired six round tables that addressed questions that are key to developing civil society and philanthropy. By taking the Netherlands as a point of reference, international speakers discussed the relevance of legal conditions, fiscal facilities, and collaboration structures as (pre)conditions for a thriving civil society. TGE was well represented by our network manager.
- **European Day of Foundations and Donors, Philanthropy House** (September 23 - October 1, 2018, Zadar)  
National Foundation for Civil Society Development (Nacionalna zaklada za razvoj civilnoga društva), together with the European Foundation for Philanthropy and Community Development, organized a series of philanthropy-themed events across Croatia on the occasion of the European Day of Foundations and Donors (1st October).
- **Lang Philanthropy Day VI** (October 25, 2018, Milan)  
In 2018, Fondazione Lang Italia organized the sixth edition of the Lang Philanthropy Day. This whole day was dedicated to the presentation of innovative tools that could shape a new kind of philanthropy: diversified, global, collaborative and more business-like, focused on intervention and investment models to produce a measurable impact, both at an economic and social level.



## FOCUS ON “THE”POTENTIAL OF CROSS-BORDER PHILANTHROPY” CONFERENCE (2018)

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Swiss Philanthropy Foundation, together with Transnational Giving Europe, organized on October 17, 2018 a conference dedicated to the potential of cross-border philanthropy in Geneva.

This public panel took place during the chairmanship of the TGE network in 2018 by Swiss Philanthropy Foundation.

The conference addressed the latest legal and technical advances made with regards to the implementation of cross-border philanthropy. It gathered more than 150 participants.

After an introduction from Mr. Pierre Maudet, President of the State Council of Geneva, the expert panel, with confirmed participation of representatives from Fondation de France, the Charities Aid Foundation (United Kingdom) and the King Baudouin Foundation (Belgium) presented the recent challenges and opportunities facing the sector, as well as the current state of fiscal affairs in Europe.

This was followed by a series of practical cases illustrating several beneficiaries’ and donors’ experiences with the solutions offered by the Transnational Giving Europe Network.

The success of the conference is a positive indicator for the dynamism of the European transnational generosity and the philanthropy sector.



# FINANCIAL STATEMENT

| INCOME  |  |                     |
|---|--|---------------------|
| Assets 01/01/2018                                   | End of 2017                              | € 134.998,25        |
| <b>Contributions to the Network</b>                 |  |                     |
|   | King Baudouin Foundation (1% 2017)       | *                   |
|   | Swiss Philanthropy Foundation (1 % 2017) | € 8.570,84          |
|   | Fondation de France (1 % 2017)           | € 17.147,65         |
|   | Charities Aid Foundation (1 % 2017)      | € 7.974,98          |
|   | Maecenata (1 % 2017)                     | € 17.465,24         |
|   | Carpathian Foundation Hungary (1 % 2017) | € 150,00            |
|   | Community Foundation Ireland (1 % 2017)  | € 150,08            |
|   | Fondazione Lang Europe Onlus (1 % 2017)  | € 733,21            |
|   | Empresa y Sociedad (1 % 2017)            | € 2.351,62          |
|   | King Baudouin Foundation (1 % 2018)      | € 22.264,70         |
|   | <b>Sub-Total</b>                         | <b>€ 76.808,32</b>  |
| <b>TOTAL INCOME</b>                                 |  | <b>€ 211.806,57</b> |
| EXPENSES  |  |                     |
| <b>Network's Operations</b>                         |  |                     |
| -   | Intern                                   | € 31.355,82         |
| -   | Annual Meeting                           | € 20.202,02         |
| -   | CEO Gathering                            | € 14.760,94         |
| -   | Travel costs                             | € 7.751,33          |
| -   | Accommodation                            | € 2.825,08          |
| -   | Digital Platform                         | € 37.510,00         |
| -   | <b>Sub-total</b>                         | <b>€ 114.405,19</b> |
| <b>Communication</b>                                |  |                     |
| -   | Social Media / Communication             | € 263,02            |
| -   | Website & IT                             | € 3.962,75          |
| -   | Internet                                 | € 147,18            |
| -   | <b>Sub-total</b>                         | <b>€ 4.372,95</b>   |
| <b>Promotional Activities</b>                       |  |                     |
| -   | TGE Promotion                            | € 3.630,00          |
| -   | <b>Sub-total</b>                         | <b>€ 3.630,00</b>   |
| <b>Various expenses</b>                             |  |                     |
| -   | Lunch and Restaurant Costs               | € 2.170,12          |
| -   | External support                         | € 3.178,19          |
| -   | Others                                   | € 287,60            |
| -   | <b>Sub-total</b>                         | <b>€ 5.635,91</b>   |
| <b>TOTAL EXPENSES</b>                               |  | <b>€ 128.044,05</b> |
| <b>ASSETS 31/12/2018</b>                            |  | <b>€ 83.762,52</b>  |
| * Amount already accounted for in the "end of 2017" |  |                     |





To Contact us:

[www.transnationalgiving.eu](http://www.transnationalgiving.eu)  
[info@transnationalgiving.eu](mailto:info@transnationalgiving.eu)

King Baudouin Foundation  
rue Brederodestraat 21  
1000 Brussels, Belgium  
+32-2-549 02 31