



Chapter One

We founded Worldreader in 2010 with-- we hoped-- a big idea: Books for All. We'd seen how e-books were exploding in popularity in the US and Europe, and we figured that we could use e-readers to bring digital books to the poorest people of the world. The cheaper and more prevalent e-books became, we reasoned, the bigger the impact Worldreader could have, eventually providing all children with the books they needed to improve their lives. We had no idea how long it'd take, but we figured we'd apply our own skills in business, technology, and education; pull together a few friends; and have a go at changing the world.

Man, were we naive.

Now, two years later, we've had more impact than we could possibly have imagined, and we see that the opportunity is much larger than we'd ever dreamed. But we've also had to work harder than we'd ever realized, pulling together manufacturers, publishers, governments, educators, logistics companies, and funders from around the world.

Incredibly to us, Worldreader now touches the lives of 10,000 children in Ghana, Kenya, Uganda, Rwanda, and Tanzania, and Worldreader Mobile gets books to an additional 500,000 people per month across Asia, India, and Africa. We have digitized and electronically published hundreds of African titles-- from Ghanaian history textbooks to Kenyan storybooks-- and provide access to some of the best-loved US and European literature. Our funders and partners are among the

best-known foundations and agencies in the world. Our staff of over 40 full-timers and volunteers spans four continents. With the time we spend on the phone, all we can say is: thank goodness Skype is free.

And we're just getting started. We have set our sights on touching the lives of millions more children using digital books, and in the process serving as a catalyst so that many others can do the same. Just as mobile phones have leapfrogged landline phones in the developing world, our work can help digital books leapfrog physical books, putting them directly into the hands of the world's neediest people.

This, our first Annual Report, is merely the first chapter in what will be a very long and satisfying story. It is also a deeply felt thank-you to all of those who have believed in us and helped bring so many books to so many in the developing world. We're thrilled to write this book together, and thank you for making Chapter One such an enormous success.

Books for all.

With many thanks,

David Risher Co-Founder

Jours wicklisher Osh Me Duce Colin McElwee Co-Founder

Our Story



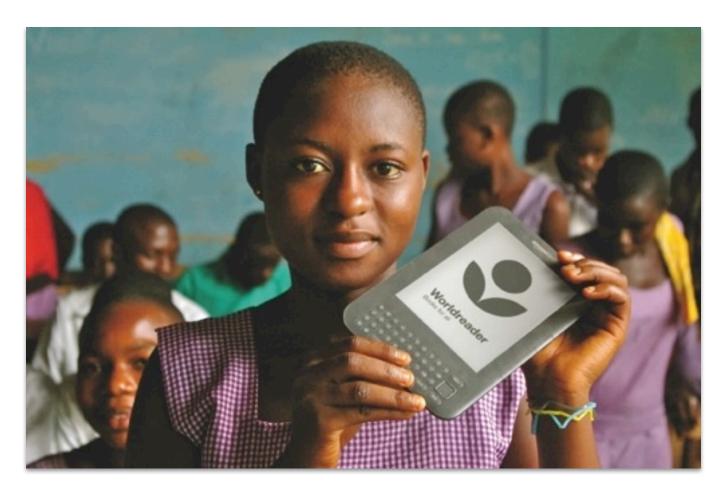
Every day, 200 million children wake up in homes or go to school with nearly no books.

This is nuts. UNESCO reports that there are one-quarter of a billion schoolchildren in sub-Saharan Africa who have inadequate access to books of any kind (SACMEQ II Research Study). Fifty percent (50%) of schools in sub-Saharan Africa have few, or no books at all. More than half of the children in the SACMEQ II study are forced to share textbooks with other students or attend a school in which only the teachers have textbooks. Over half of the schools in the study did not have a library. And fully one-third of the world's population remains illiterate.

Children without books learn less and are exposed to fewer of the world's ideas. Just having access to a library of books boosted a child's education by an average of 3.2 years (University of Nevada.) Societies without educated children won't prosper. **We can't let this continue.**



Our Story



We Unlock the Potential of Millions of Children

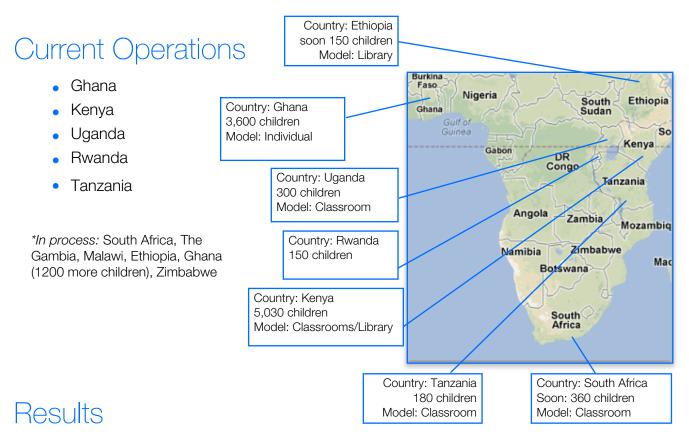
Books change everything. Literacy and education are critical drivers of prosperity and societal well-being. Strong and demonstrable linkages show the tangible effect that literacy has to improve livelihoods and income, stop inter-generational poverty, improve social mobility and gender equality, enhance nutrition, reduce child mortality, aid in the suppression of infectious diseases, improve sanitation and create individual and social advancement.

Worldreader began with this concern in mind: how do we create an opportunity for every child in the developing world to have the books they need to improve their lives? We found the solution in innovation, deploying technology in new ways and in new collaborative efforts across industries and borders. Today, Worldreader is changing the way the developing world reads via the power of e-readers and digital books.

Worldreader employs the mobile phone network to instantaneously deliver thousands of local and international e-books onto lightweight, durable, low-power e-readers and mobile phones for children and adults in sub-Saharan Africa and across India and Asia... for less cost, using less paper and less fuel, and with fewer logistical barriers than traditional printed media.

In its first two years, Worldreader has reached nearly 10,000 children with over 250,000 e-books in five African countries. These children now read more, read better, and they're creating a culture of reading in their communities. We will have sent over 500,000 e-books by mid-2013, and **we aim to reach 1 million children across the world by 2015.**

Our Work to Date



Worldreader gauges its impact by measuring the number of books read before and after deployment, by testing students' reading ability, and continuously evaluating our own ability to scale. Longer term, we look for increased community involvement in reading, and ultimately increased literacy rates beyond UN-predicted levels.

In 2012, Worldreader shared the results of the largest external measurement of impact, the USAID-funded report from ILC Africa, which studied the ongoing impact of the Worldreader iREAD pilot program in Ghana. This study found:

- A dramatic increase in children's access to books: Students with e-readers carried an average of 107 books each. Prior to the e-reader program, the average primary school household owned 3 books.
- Increased performance on standardized tests: Reading scores of primary school students who received e-readers increased by 7.6% in a short 7-month period versus the control classrooms.
- Increased resources for teachers: The e-readers allowed teachers to conduct research, create lessons, and design reading comprehension assessments. Teachers reported significantly reduced workloads and more time to develop lessons.
- Increased enthusiasm towards reading: Students downloaded over 6,000 free books during the course of the study, in addition to the local and international textbooks and storybooks provided by Worldreader. For every 2 books we provided, students downloaded 1 additional piece of content.

Going Far Beyond E-Readers

Millions of people in the developing world now have access to a library of e-books using a device 80% already own: their mobile phone. With our technology collaborator biNu, we have developed Worldreader Mobile, a cloud-based application on which 500,000 unique users now read an average of 50 book-pages each month-- over 24 million pages in all.

Why e-books?



Digital technology sharply lowers the cost and complexity of delivering books.

E-readers are a portable library that never closes.

Poor infrastructure in the developing world has made distribution of the printed book prohibitive. Worldreader's basic idea is to help the developing world leapfrog over paper books, in the same way it has leapfrogged over physical landlines via mobile phone technology.

For over 500 years the knowledge of the world has largely been trapped in books that make it only to small corners of the planet, creating a vast inequity of access to the world's knowledge.

Today, however, it's possible to beam data from anywhere in the world. And it's possible to put that data on a device that will last a month with no charge.

Worldreader combines these digital technologies, the ubiquitous mobile phone networks, and economies of scale to provide kids with immediate access to hundreds of thousands of local textbooks, storybooks, and international literature, in English and in local languages.

As we make reading accessible, easier and less expensive, the world will read more, and read better.



The Year at a Glance

December 2011 Baseline: 900 children reached, 61,000 e-books delivered, in Ghana and Kenya

Q1 2012

- 1,200 children reached
- 95,000 e-books delivered
- Deployments in Ghana, Kenya and Uganda
- Expanding to Rwanda
- 1,200 books in the library including books from Ghana, Kenya, Zimbabwe, Nigeria, South Africa, Zambia
- Attendance at World Economic Forum, Ethiopia

Q3 2012

- Nearly 10,000 children signed up for ereaders through Q1 2013
- 220,000 e-books delivered
- DHL becomes Worldreader champion
- Worldreader Kit Sponsorship in Tanzania
- USAID, World Vision, AusAID "All Children Reading" Grand Challenge Award
- Amazon donates \$400,000 of e-readers
- Ghana repair office opens

Q2 2012

- 2,850 children reached
- 190,000 e-books delivered
- Deployments to Ghana, Kenya, Uganda, and Rwanda
- Worldreader Mobile is on 4mm feature phones in Africa, India, and Asia: with 300,000 unique readers per month
- San Francisco office opens, Sutherland Gold PR Agency becomes Worldreader champion

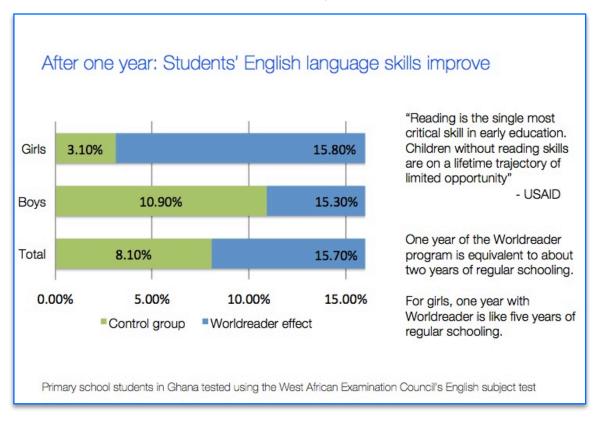
Q4 2012

- New offices open in Ghana and Kenya
- Large-scale (1000+) deployments in Ghana, and to Kenya
- "Donate" button on Amazon home page
- Worldreader awarded joint Nokia/ UNESCO 12 month mobile research study
- 500,000 readers average reading 24 million book pages per month on Worldreader Mobile



Our Largest External Study

Results & Impact



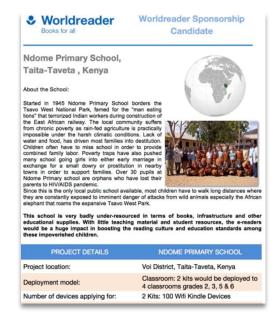
Taking books home	Since students could prepare for classes, they were familiar with topics, making it easier and faster for teachers to explain concepts.
Affecting whole families	Since study participants have an average of 5 siblings, the e-reader's reach potentially extended to many people beyond the device's owner.
Improved self- expression	Through the e-readers' dictionary capabilities, students have increased their vocabulary and improved their spelling. In terms of writing, students have improved their sentence constructions, and in terms of listening, students perform better in dictation exercises. Teachers also observed that students express themselves more analytically than before.
Increased engagement with reading	A majority of students expressed that they never became bored of the e-reader.

More on our results at: www.worldreader.org/learnings



First Worldreader Kit Sponsorships

This new program, matching Worldreader Kit* candidates with ready donors, will double Kit deployments year-over-year. More at: http://www.worldreader.org/partner-with-us/



* Kit: 50 e-readers, 5,000 e-books, and all necessary accessories and training in one turn-key package, delivered to schools in Sub-Saharan Africa

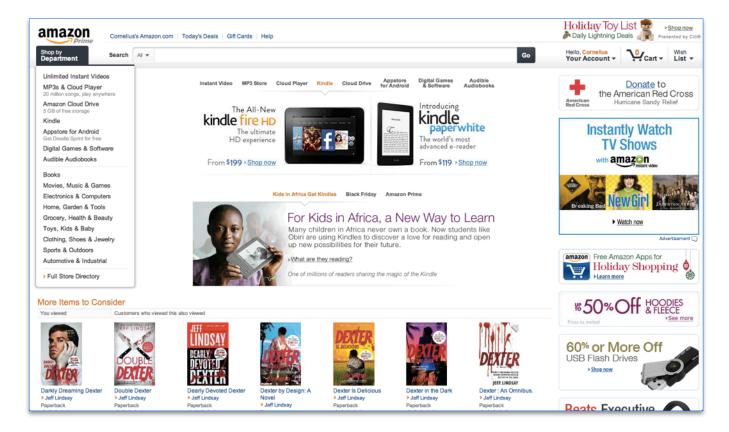
\$300,000 "All Children Reading" Prize Awarded

This joint USAID, World Vision, & AusAID grant greatly expands Worldreader's presence in Ghana, and allows for even deeper monitoring and evaluation.



Major New Amazon Support

Worldreader "Donate" button on Amazon.com's home page December, 2012



New Worldreader Mobile

Worldreader app home

biNu home screen



Worldreader book text

Thanks to our partnership with biNu, the Worldreader Mobile e-reading application is in the default position on the home page of every biNu-supported phone. We sit proudly next to Google, Facebook and Twitter. This functionality is currently installed on almost **4 million phones** across sub-Saharan Africa, India and Asia, and is growing fast.

Worldreader book titles

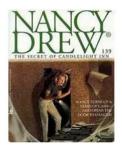
What's Hot on Worldreader

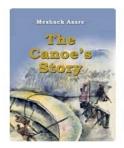
Over 1,200 of the Best African and International Books

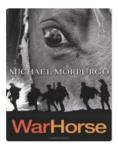
Donating printed books to Africa is relatively easy, but getting them to their destinations is expensive.

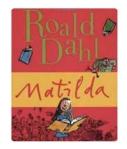
Once Worldreader deals with the problem of getting e-readers into the hands of children, it is painless getting more books to them. Once they're there, there's no hurdle. That one e-reader can open a whole world."

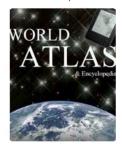
> ~Carolyn Reidy, President and CEO, Simon & Schuster New York Times, 9/6/12

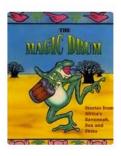






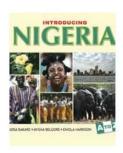


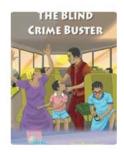












For more information on Worldreader Books visit http://www.worldreader.org/our-books/.

From Leading Global Publishers























































ROSETTABOOKS

Adwinsa

Publications



























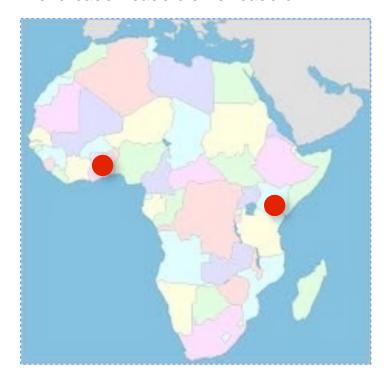




Dramatic Expansion

December 2011

Worldreader readers on e-readers



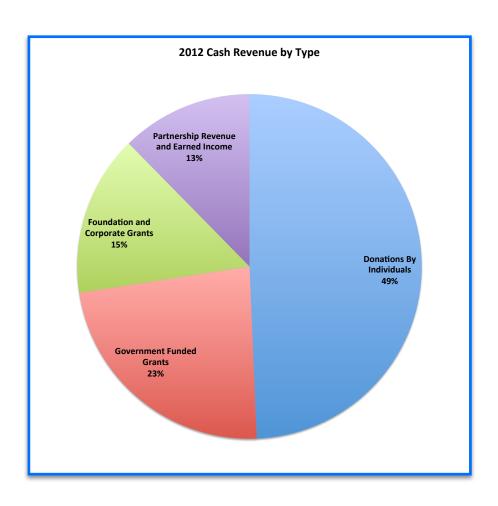
December 2012

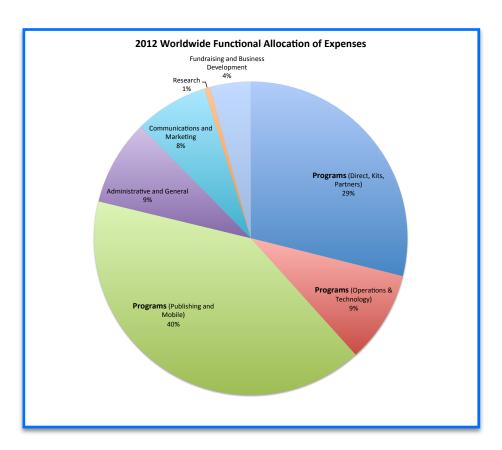
Worldreader readers on e-readers and mobile phones



= 1000 readers

2012 Financial Summary





2012 Financial Summary

Financial statements consolidate unaudited 2012 revenues and expenses from Worldreader's entities worldwide, including the 501c3 (U.S.), Fundación (Spain), and African entities.

Fiscal Year ending December 31, 2012

Worldwide Support and Revenue Donations By Individuals Government Funded Grants Foundation and Corporate Grants Partnership Revenue and Earned Income Total Worldwide Cash Revenue Donated e-Readers and Other Goods and Content Donated Professional Services Total Worldwide Revenue	\$ \$ \$ \$	678,832 319,485 207,920 169,975 1,376,212 1,414,205 43,366 2,833,783
Worldwide Expenses Donated e-Readers and Other Goods and Content Purchased e-Readers Salaries Travel and Meetings Communication & Marketing Facilities and Equipment General Operations Legal & Accounting Services Donated Professional Services Total Worldwide Expenses	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,414,205 294,315 674,276 161,131 83,694 61,136 62,641 47,637 43,366 2,842,401
Worldwide Balance Sheet December 31, 2012 Assets Cash and Cash Equivalents Accounts Receivable Total Current Assets		469,092 56,625 525,717
Liabilities Accrued and Retained Salaries Restricted Grants & Payables Total Liabilities Net Assets		60,019 20,239 80,258 445,459
Total Liabilities and Net Assets		525,717

Governance



In the United States, Worldreader is organized as a WA State 501(c)3 Non-Profit Corporation, EIN 27-2092468. In addition, the organization is registered in the State of California, where it conducts much of its day-to-day operations.

David Risher | Board Chair

Co-Founder and CEO of Worldreader. David served as an executive at Microsoft Corporation and oversaw the development and marketing of Microsoft Access and Microsoft Investor, then served as Amazon's first Senior Vice President for US Retail where he helped grow the company from a small bookstore into the world's largest internet retailer. He is a Draper Richards Kaplan Social Entrepreneur and a Microsoft Alumni Integral Fellow, and serves on the Advisory Board of Barcelona's ESADE Business School.

Colin McElwee | Board Secretary

Co-Founder and Managing Director of Worldreader. Colin was the first director of marketing at ESADE Business School in Barcelona, where he helped establish the school's reputation as a world-class business education provider. Prior to that, he served as economist for several Brussels-based lobbies to the European Commission, and later worked in global marketing in the consumer goods sector for Scottish & Newcastle PLC.

Charles Brighton | Co-Founder & Co-CEO, Brighton Jones LLC

Charles Brighton co-founded Brighton Jones, LLC in 1999, and serves as its Co-Chief Executive Officer. Mr. Brighton has more than 20 years of experience working with individuals on a broad range of wealth management issues, including portfolio design, implementation of investment best practices, philanthropy, family dynamics, estate, tax and insurance planning.

Anne Marie Burgoyne | Portfolio Director, Draper Richards Kaplan Foundation

Anne Marie Burgoyne identifies grantees and leads the DRK Foundation's learning community. Before joining Draper Richards Kaplan, she was the executive director of United Cerebral Palsy of the Golden Gate, where she supervised a successful financial and operational turnaround and program merger.

Harrison Miller | Managing Director, Summit Partners

Harrison Miller is a Managing Director at Summit Partners. He co-heads the firm's venture capital activities in North America, Europe, and Asia, and focuses primarily on the technology and healthcare and life sciences sectors. From 1998 to 2003, he was employed at Amazon, where he led the creation of an enterprise services business that became the firm's most profitable segment in fiscal year 2002.

Peter Spiro | Microsoft Technical Fellow

Peter Spiro, a recipient of the Microsoft Career Achievement Award, was instrumental in establishing Microsoft's competitive position in the commercial database industry, and continues to define the company's future storage platform. He is a co-founder of the nonprofit group Social Endeavors along with former Microsoft executives Paul Flessner and Rob Short.

Worldreader Team



The Worldreader team currently consists of 43 staff members across offices in San Francisco (California), Barcelona (Spain), Accra (Ghana) and Nairobi (Kenya).

Samuel Alomenu

Lisa Andracke

Beatrice Ani-Asamoah

Jennifer Baljko

Fatos Berisha

Nadja Borovac

Joseph Botwey

Nancy Brown

Jessica Buster

Tanja Commike

Natalie Huerzo

Emily Kunze

Kimberlee Johnson

Neil Johnston

Sharon Langevin

Zev Lowe

Lesley Mensah

Colin McElwee

David Mimila

Clara Miralles Codorniu

Susan Moody

Stacie Moore

Joan Mwachi-Amolo

Elena Nikolova

Martine James Omondi

Alex Polzin

Perisa Raznatovic

David Risher

Sara Rhyne

Alison Rich

Monica Salgado

Michael Sam

Michael Smith

Nicole Stanbridge

Alex Sulzenberger

Dana Swenson

Mary Robb D. Teague

Tina Tam

Julie Trell

Julia Valencoso de Celis

Heidi Williams

Elizabeth Wood

Danielle Zacarias

Financial Support

through December 31, 2012



The generosity of our donors and grantors makes it possible for us to provide e-readers and digital books to children and adults around the world. From all of us at Worldreader, our heartfelt thanks.

\$100,000-\$1,000,000

Butterfield & Robinson
Foundation
David Risher
Draper Richards Kaplan
Foundation
Jeff Bezos
Shel Kaphan & Ericka Lock
Social Endeavors Foundation
USAID/World Vision/AusAID

\$15,000 - \$99,999

Anonymous
Charles & Lori Brighton
Harrison Miller & Clare McCamy
Jason & Jamie Kilar
JP Morgan Chase Foundation
McCall MacBain Foundation
Microsoft Alumni Foundation
Socorro & Dylan Cunningham
Spotlight Foundation
Vodafone Americas Foundation

\$5,000 - \$14,999

Anonymous

Brad Chase Christopher & Sandi Payne Clif Bar Family Foundation Duff & Sue Sanderson E Ink Corporation Eric and Marcela Broussard Fundación Caja Ingenieros Greg & Lauri Nakamoto Jeff and Liesl Wilke Jenifer Jacobi Joel Spiegel & Karen van Dusen Larry & Sue Pidgeon Larry Hitchon & Dana Reid Maryam Mohit & Erik Blachford Matthew & Donna Bellew Moshi Foundation Peter Spiro Rudy and Rupa Gadre Susan & Eric Benson

\$1,000 - \$4,999

Barbara Mensch

Barbara Sawyer Brad & Rachel Greenwald Brian Skinner Craig & Susan Bruya Dan Rose Danny Shader Dave Schappell Dave Thompson & Judy Jesiolowski **David Montgomery** David Zapolsky Diane Zoi Doug Boake Ed Bland & Rebecca Young Eolake Stobblehouse Frants Nielsen Gregory Hart Henry Ferrara John and Karen Mitchell Jon & Caren McCormack Jose Ignacio Zabaleta Joseph Errante Juhee Nahar Katherine Miller KC Gies Keith & Victoria Griffith Kim Rachmeler Lauren Bricker Lisa Lewis Marcia Clark Michael Ehrenberg Mike & Cari Sundermeyer Pat & Cathy Hopf Peter Bladin & Donna Lou Private Education Endowment Foundation Richard Ward Scion Advisors Shane & Autumn Igo Steve & Mary Orth Steve and Heather Murch Tod Nielson Travis Thaxton Two Herons Foundation

\$500 - \$999

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Wendy Netten

\$200 - \$499

Abigail and Andrew Sinwell

Adri Cart Amy Horne Andre Cechella Andrew Stone Asim Bhansali Bart Swanson Belma Borovac

Bob & Mary Kate Davidson

Brandon Clark Brolota S. Owens Carl Hinrichsen Carlos Prieto Carol Mackey Carol Risher

Chris & Isabel Marino Colleen Tracey Cornelius McCarthy **David Marcus** Dean Chereskin **Deming Pratt Beyer** Donna Clark

Edward Saxton Ellen Perry Eric J. Wikstrom Evan Ashkin Heidi Williams Isabel Mariscal Isabel Prieto James Ambach James Mallick Jane Slade Janice Grant

Jennifer Baliko Jerome Sherman Joe Goffman

John & Martha Stewart Jonathan Robelia

Jose Blakeley Juan Luis Prieto

Julie Trell Kate Bui

Katherine Bialas Kevin Gamble Kevin Johnson Lacy Asbill

Leonard Kawall & Mary Ellen

Heinen Leora Henkin Lily Wang Louis Kim Lucile Frost Lukasz Niedzielski

Luz Rooney

Margot Zimmerman

Martha & John Stewart

Martha Rowen Mary Massa

Michael & Suzanne Swift

Michael Davidson Mo Manning Nadja Borovac Nelda Hill

Niels & Pat Sundermeyer

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Todd Dixon Tom Weiland Tony Marx Tracev Kozmetsky Varun Vaswani

Virginia Blum Wiedmaier

Wilfrido Loor William Jue Zev Lowe

\$100 - \$199

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Antonio Delgado Planas Antonio Fernandez Barak Kassar Barbara Hummel Beth Massa

Bill & Gina Cressey Blaire Baker Bonnie Dinchiiska **Brittany Bottorff** Bruce Kershenbaum Caleb Mason Carrington Madden

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Edward Bialas Elizabeth Wood Eric Wikstrom

Fernando & Aarthi Soler

Filip Genov Gabriel Goffman Gary Woodroffe Gour Lentell Guillermo Olaizola Hilary Wllson Isah Kollere Jaime Carvajal James Ward Jerome Bette Jim Anderson Joe Goffman Johann Marin

John Mather John Vinkemulder Jon Gallagher Josh Allen Joy Perry Judi Brooks Julie Rose Julie Zimmerman Karen & John Mitchell

Karvn Thomas Katharina Kraft Katherine Layman Katherine Miller Ken Sundermeyer Kenneth Froewiss Kevin Wilmot Krishna Kayala

\$100 - \$199 (cont'd)

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Laurin Wittig
Leslie Bobb
Leslie Fleuranges
Linda Hause
Lindsey Merrill
Lisa Ryland
Lorea Canales
Lynn Dicton
Maggie Langston
Margaret Eskridge
Margot L. Zimmerman

Maria Morodo Mark Risher

Mary Annette & Bob Hall

Matthew Doud
Melissa Morse
Michael Findling
Michael Hayward
Michael Howard
Michael Stewart
Mike Gethright
Mike Sundermeyer
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Robert Laidlaw

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Rocky & Lisa Ryland

Roni Palter

Roy Vore

Samar Alnammari

Sara Benson

Sharon Perl

Stephen Gentuso

Steve Landau

Stu Kennedy Susan Morey Suzanne Swift Tammy Oler Tara Moon Terrie Davis Thomas Wendt Todd Robinson Varun Vaswani Verena Grotz Vinicius Cipullo Wayne C. R. Burnett William Smith

...and many additional generous donors at every level. Please visit worldreader.org/donors

Our Fundraisers



These remarkable individuals have collectively raised over \$300,000 for Worldreader by hosting special events or by using the Stayclassy online fundraising platform:

Aaron Fulkerson

Alicia Li and SF Biz Acadamy

Amee Sanghvi
Anne Kreft
Carl Hinrichsen
Cintli Chacon
Clara Lomas
Deborah Steinthal
Duff & Sue Sanderson
Elena Nikolova

Enrique Falcon

Harrison Miller & Clare McCamy

Jessica Rivas John Frager John Hurley Julie Trell Katie Chapman Khalil Alnammari Louis & Melinda Kim Luisa Lombera Lukasz Niedzielski Magdalena Kura Maggie Robb Mary Granger

Mike & Cari Sundermeyer

Nadja Borovac Nicholas Wallat Oriol Roda Patrick David Paul Flessner Peter Spiro

Mauricio Prieto

Rob Short & Emer Dooley Roger Parkinson

Sarah W. Risher Shamil Hargovan

Shel Kaphan & Ericka Lock Susan & Eric Benson

Susan Hurley
Susan Moody

Susan Moody Tony Pham

Tracy & Jim Sweeney
The people at JCUDSA

Special Thanks to: TEAM ESADE's individual and team fundraiser(s) for being the first!

Our Kit Partners



These remarkable individuals and organizations have contributed over \$240,000 to bring Worldreader to schools of their choice through the Worldreader Kits program:

African Leadership. Inc.
Christian Relief Fund
Crossroads United Methodist
Church
Dillon Lerach
Dr. Robert Ouko Memorial
Community Library
Frank Connelly

Kansas2Kenya

Star Lerach
Thanks Be To God Foundation
The Gordon Family
The Kilgoris Project
The Leacock Foundation
The Osborne Family

Lesley and Bill King

Mary Pope Osborne

Ready For Reading

The Rosemary Pencil Foundation in partnership with Children in the Wilderness

For more information on how to partner with Worldreader, visit worldreader.org/partner-with-us

^{**}A special thank you to Jon McCormack of The Kilgoris Project, for the many wonderful photos of some truly special children.

Our Partners



These remarkable organizations have contributed over \$1.4MM in goods and services to Worldreader to bring more books to all in the developing world:

Amazon.com
Ashesi University
Benjamin Franklin International
School
biNu Pty Ltd.
Box.com
Brighton-Jones LLC
Caselli Associates
DHL USA
Easy Promos

Ecoband Networks

eDreams
Dropbox
FC Barcelona
F. Robert Stein
Hulu
iHub Nairobi
Lab126
Lincoln Community School
Magic Epub
mEdge

Merck Sharp & Dohme (Australia) Pty Limited Movenpick Hotel, Accra PalominoDB Rassak Experience Sutherland Gold The Internet Archive Thesis Products Wildfire Writers Project of Ghana

