



HEDWIG AND
ROBERT SAMUEL
FOUNDATION



ANNUAL REPORT **2020**

"Give youth a chance!"



Dear Reader,

The year 2020, with the corona pandemic looming right at the beginning, demanded everything from us as a foundation and especially as an educational institution. On the one hand, we wanted to continue our training activities despite the very difficult conditions, while protecting our employees and students on the other.

A detailed account on what this meant for our projects can be found in the respective country sections of this report. Just this much in advance: Like all educational institutions worldwide, we also had to change our teaching methods in our training centres within a very short time and instruct our students in digital learning. When we later returned to a restricted normality, we had to evaluate how we could teach as efficiently and yet as safely as possible and lead the batch to graduation. The situation was made more difficult by the massive financial hardships that the already vulnerable families of our students had to endure, many members of which lost their jobs due to the pandemic. In this respect as well, we as a foundation felt it was our duty to alleviate the greatest needs.

Nevertheless, we were also able to see the bright side of the situation. The use of virtual media has brought us closer together at an international level. Students from our centres in Costa Rica, India and Nicaragua made use of the new possibilities and exchanged ideas with each other via the internet platforms. Similar dialogues have taken place among trainers and at the level of country directors and division managers.

I would like to conclude with another positive image: The young woman on the cover of this annual report, Brithany Arroliga Lezama, 19, a graduate in Administrative Assistance at our centre in Costa Rica, is representative of the 275 graduates who successfully completed their technical education with us despite all the pandemic-related adversities. An encouraging sign in these uncertain times.

Sincerely

A handwritten signature in blue ink, which appears to read "Martin Barth". The signature is written in a cursive, slightly stylized font.

Martin Barth

President of the Board



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WHO WE ARE AND WHAT WE DO

About the Samuel Foundation

Hedwig and Robert Samuel Foundation was established in 1932 by a merchant couple from Düsseldorf of the same name. It is a non-profit foundation under private law which focuses on supporting economically disadvantaged young people in the area of technical education. It falls under the category of operating foundation. Since 1993, we have been initiating and implementing our own projects for technical education and have been mainly working in Central America and Asia. We also cooperate with other aid organisations at home and abroad. The head office of the foundation is located in Düsseldorf. The foundation has its own branches and centres for technical education in its project countries.

The foundation's activities are mainly financed through the income generated from the administration of its properties.



VISION – MISSION

OUR PRINCIPLES MAKE US STRONG

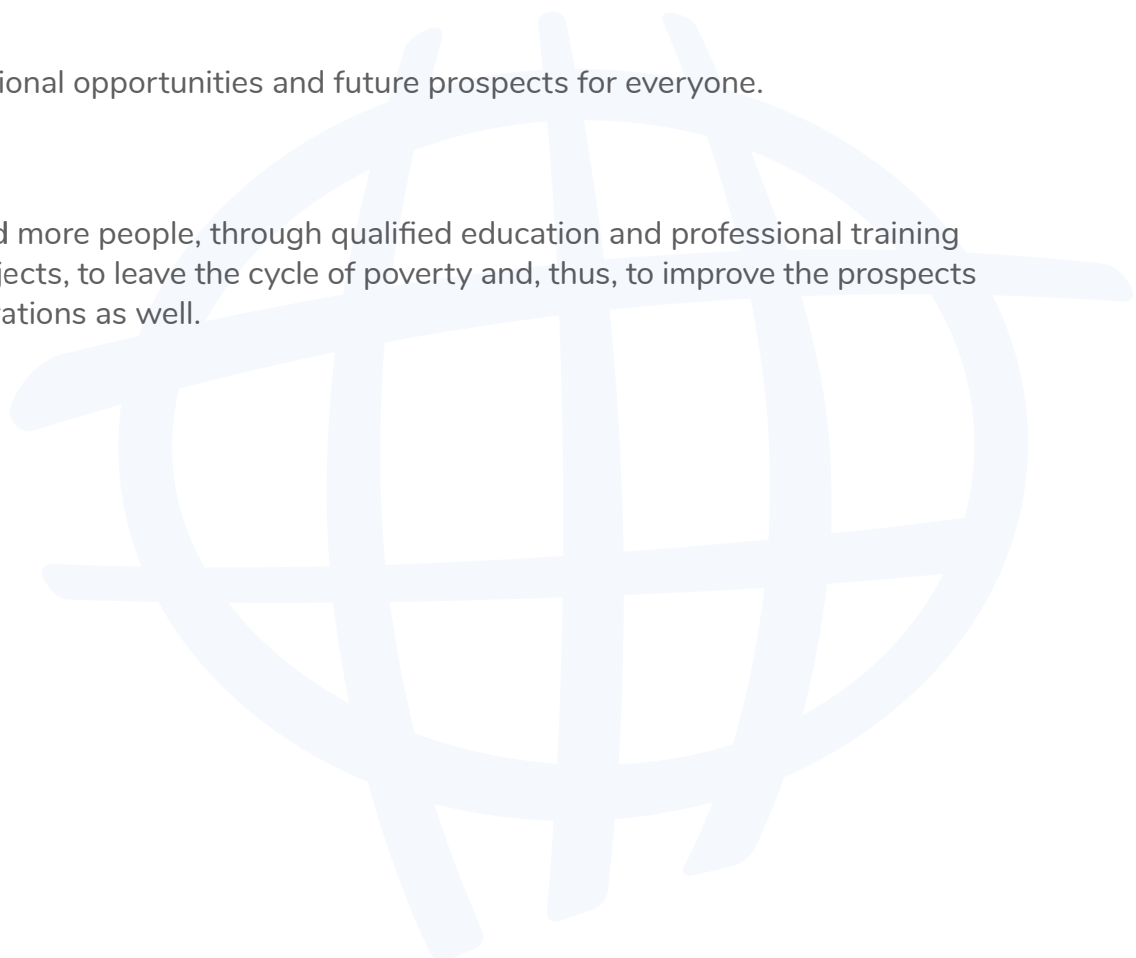
The thinking, strategic planning and concrete actions of the Hedwig and Robert Samuel Foundation are based on the following guiding principles.

OUR VISION

A world of fair educational opportunities and future prospects for everyone.

OUR MISSION

To empower more and more people, through qualified education and professional training in our centres and projects, to leave the cycle of poverty and, thus, to improve the prospects of the following generations as well.





ORGANISATIONAL STRUCTURE

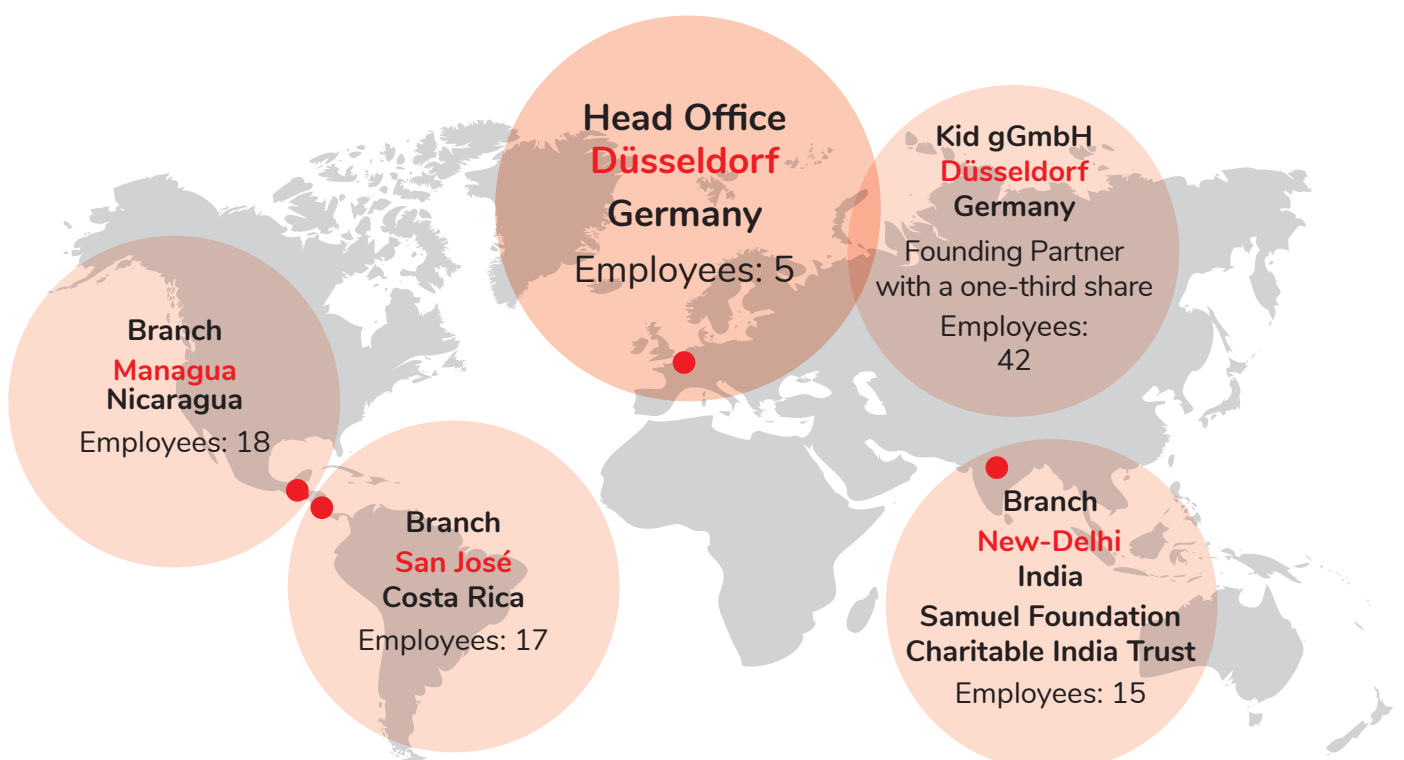
THE BOARD OF THE FOUNDATION INTRODUCES ITSELF.

From left to right.

Martin Barth, lawyer, he was appointed to the board in February 1984 and assumed the position of Managing Director of the Board in January 1990. Since April 1999, he has been President of the Board.

Karin Reuter, foreign language correspondent, has been an honorary member of the board since May 1999.

Michael Barth, construction engineer, has been an honorary member of the board since May 1999





OUR TRAINING APPROACH – HOLISTIC AND SUSTAINABLE

In our centres, we provide economically disadvantaged adolescents and young adults with the opportunity of receiving a professional and holistic technical education based on the model of the German dual system. The different programmes for technical education lead to professional qualifications. In addition to subject-specific theoretical and practical blocks, the full-time technical education includes compulsory English, computer, and personality development courses. These additional courses help to strengthen the students' self-confidence and motivation as well as prepare them ideally for the demands of the job market in their countries. The technical education is completed by a three-month mandatory apprenticeship in one of the companies or firms that cooperate with the foundation. Thanks to this cooperation network, we regularly succeed to place over 90% of our graduates in qualified employments.

The full-time technical education programmes are free of charge for the students. The vocational training courses offered by the foundation on a part-time basis are financed through the contributions of the participants, cooperating organisations or public institutions.

PREREQUISITES FOR RECEIVING A SCHOLARSHIP

In order to receive free technical education at one of the Samuel Foundation's training centres, applicants must meet the foundation's admission criteria in terms of economic need, age, and school-leaving qualifications and successfully complete a comprehensive application procedure.



OUR TECHNICAL EDUCATION PROGRAMMES AT A GLANCE

We consider the current demands and perspectives of the respective job markets in order to select and design technical education programmes.

Costa Rica | Nicaragua

- > Full-time technical education with professional qualification
 - >> Car Mechanics
 - >> Refrigeration and Air Conditioning Technology
 - >> Accounting Assistance
 - >> Administrative Assistance
- > Duration: 19 months including a three-month apprenticeship
- > Extra: Part-time vocational training courses

India

- > Full-time technical education in Dress Designing and Quality Supervision with professional qualification
- > Duration: 15 months including a three-month apprenticeship



ACHIEVING MORE WITH COOPERATION

The foundation has well-functioning networks in its project countries. We cooperate with private companies as well as with co-financing aid organisations and state institutions. The companies that cooperate with us offer students job-oriented internships at the end of their technical education, and many of them take them on in permanent positions once they have graduated. We work together with co-financing aid organisations in the field of vocational training, e.g. offering courses whose selection and design react flexibly to current economic developments in our project countries. We cooperate with national authorities and internationally active organisations, e.g. in the field of environmental protection and environmental sustainability programmes. Furthermore, we are supported by companies and organisations with equipment for the area of technical education and with financial means.

Please contact us if you are interested in a cooperation: info@samuel.de.

“The Samuel Foundation does an excellent job in the field of technical education, not only giving disadvantaged young people the opportunity to perform, but also giving them the chance to realise their dreams. I have been cooperating with the foundation since 2006 – the educational approach is excellent, and the trainers do everything to pave the way for young generations.”

S.P Bhardwaj | Senior Manager – Human Resources | Sahi Export Pvt Ltd, Noida, Uttar Pradesh, India



THE WORK OF THE FOUNDATION IN 2020 | AN OVERVIEW

Like all areas of public life, the work of the Samuel Foundation and its branches was also dominated by the Corona pandemic during the reporting year. The foundation's staff in all four countries were unable to work on site for long periods of time – nor was it possible to maintain the training operations in the three project countries as usual.

In the spring of 2020, the centres for technical education switched their teaching from face-to-face to online mode within a very short space of time. To this end, the foundation provided the students with the necessary know-how, supported them with technical equipment and made mobile data volumes available. The foundation's students in Costa Rica, India and Nicaragua were not technically prepared for this situation – especially in view of their and their families' precarious financial situation.

As the year progressed, the technical education in Central America was carried out in split groups in hybrid mode. It was also not possible to carry out the compulsory apprenticeship on schedule due to economic uncertainties, company closures or national lockdowns. Nevertheless, we were able to lead the 2019-2020 batch to a successful – albeit delayed – closure of their professional qualification in all three

project countries.

Unfortunately, due to lockdowns and the unpredictable situation in the project countries, it was not possible to start a new educational year in 2020. As a result, the foundation could not avoid a few layoffs in the international staff over the months of crisis.

The vocational training courses offered by the foundation in Nicaragua and Costa Rica were maintained despite the pandemic. In Nicaragua in particular, it was possible to offer more low-threshold courses of short duration, considering the precarious economic situation and the difficult labour market conditions in the country and thus, helping the participants to earn an additional income for themselves and their families.

In the area of property administration, the Samuel Foundation was able to move forward with the construction of an office building on part of the premises of its training centre in San José, Costa Rica, without any major delays. The property will be used to finance current and future projects in the region and to improve the foundation's capital yield situation, while at the same time helping to avoid the risk of exchange rate fluctuations. Although the shell of the building could not be completed by the end of 2020 as planned, due to supply



bottlenecks caused by the Coronavirus, the delays are so minimal that the general contractor can be expected to hand over the building by mid-2021.

GERMANY

In March and April 2020, Germany was hit by the first wave of the pandemic. Those who suffered the most during this first wave were the poorer sections of the population. Due to the closure of most food banks, the basic supply of food for needy and homeless people in many cities collapsed overnight. This was also the case in Düsseldorf. Therefore, the Samuel Foundation agreed to give financial support for the short term to an initiative of the Düsseldorf cultural centre zakk, in order to set up an alternative food distribution point. Thanks to this initiative, every day up to 100 needy people could be supplied with the necessary food throughout May and June until the reopening of the food banks.

The meeting of all country directors, which normally takes place annually in Düsseldorf, could not be effectuated in its usual form in 2020. In December, the participants used a virtual format to exchange with each other and to review the past year and plan for the coming one.

Since the foundation generates its funds mainly through the management of its own real estate properties, we have come through the pandemic quite well so far. Although we also made financial concessions to our shop tenants during the officially ordered lockdown, thanks to the good location of our properties there have been no business closures or further losses.

HEAD OFFICE

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President of the Board: Martin Barth



COSTA RICA

EDUCATIONAL SITUATION

- > 49% of the population under the age of 35 has a Secondary School Certificate
- > 21% has a professional education or a non-university vocational training
- > 28% has a university degree (mostly Bachelor's degree, only 2% have a Master's degree or higher)

(Source: OECD)



DEVELOPMENTS 2020 | COSTA RICA

THE COUNTRY

Before the pandemic, Costa Rica developed very positively in economic terms over a long period of time and is considered a role model in Central America regarding environmental and climate protection. The country aims at becoming completely climate neutral by 2050. Despite these ambitious goals and the long-lasting overall economic upswing, educational opportunities, income, and wealth are still very unevenly distributed. Poverty, lack of prospects, and youth unemployment are pressing problems, especially in the

constantly growing peripheral neighbourhoods of San José. Around half of the people under the age of 35 have neither a high-school diploma nor a professional qualification (upper secondary education). In the year under review, the economic consequences of the pandemic hit Costa Rica hard. In 2020, the gross domestic product of the country, which is heavily dependent on tourism, fell by 4.8%, and the unemployment rate rose from 12.4% to 20% (source: knoema).

Population **5,094,000**

Source: World Bank

Human Development Index

Rank 62 out of 189

Source: UNDP – United Nations Development Programme

COSTA RICA

Capital: San José

Population: 1,661,000

Source: INEC - National Institute of Statistics and Census



OUR WORK

Since 1996, economically disadvantaged young people have been given the opportunity to complete a high-quality technical education at the Samuel Foundation in San José and, thus, improve their prospects in a sustainable manner. In our Centre for Technical Education, we offer four programmes: Refrigeration and Air Conditioning Technology, Car Mechanics, Accounting Assistance, and Administrative Assistance.

At the beginning of 2020, both the training process of that year and the application process for the coming period were proceeding according to plan at our centre in Costa Rica. In mid-March, however, the government declared a Covid-related national state of emergency, under which all educational institutions nationwide were closed. Within a few days, our centre switched classes to online mode; all students received the necessary support and resources to participate in this teaching mode.

The already scheduled visit to our centre by the German President, Frank-Walter Steinmeier, in the company of the Costa Rican President, Carlos Alvarado Quesada, could not take place as part of the state visit of the former, since it had to be cancelled at short notice due to the pandemic.

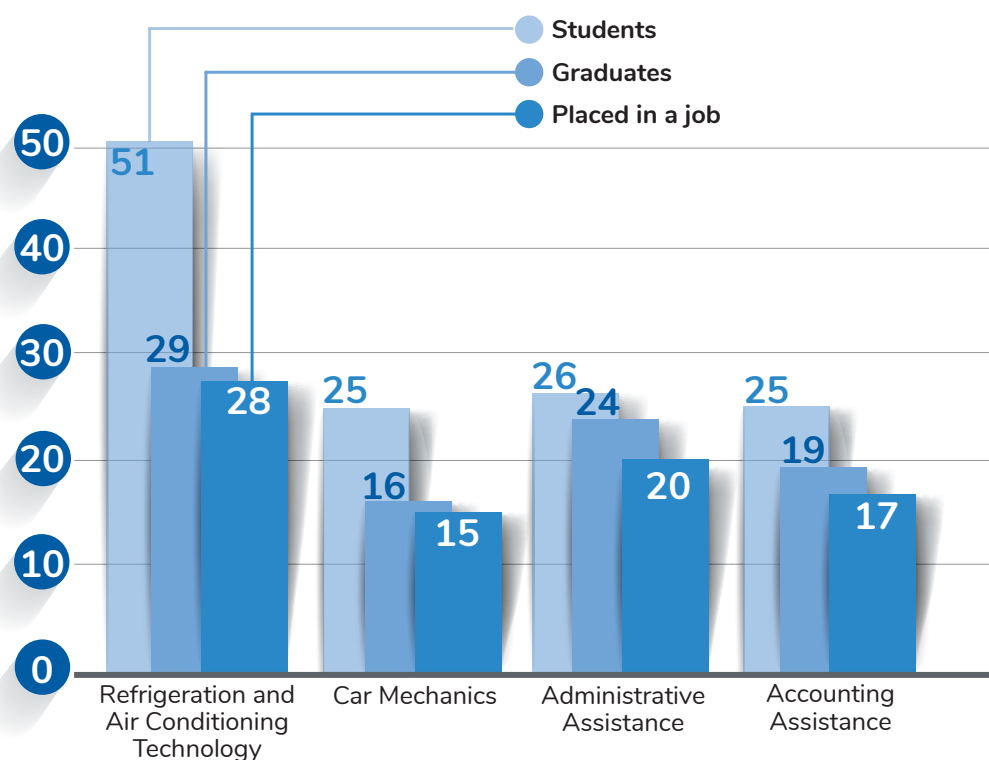
Although the scholarship holders for the new training period had already been determined, the start of the academic year scheduled for April could not take place as planned due to the infection rates in the country and was ultimately postponed to the beginning of 2021. As a result, a complete batch of students was suspended. Due to the constantly changing pandemic situation, the training process already in progress was continued partly in the form of hybrid lessons with 50% occupancy of classrooms or workshops, and partly completely online. The placement of the students in apprenticeships also became more difficult under these circumstances. Despite all obstacles, the technical education of this batch was successfully completed with a delay of just under three months.

The centre in San José was selected by the United Nations Development Programme to provide training for trainers from other organisations on the safe use of hydrocarbons as a natural and environmentally friendly refrigerant. In addition, various vocational training courses were held until mid-December in cooperation with Fundación Mujer, a local non-governmental organisation dedicated to promoting employment for women and men.



SUCCESS IN NUMBERS

In **Costa Rica**, 88 young adults (out of the 127 who originally started) successfully completed their 19-month technical education. After passing their exams, we were able to place 80 graduates, i.e., around 91%, in the primary labour market within six months. In addition, 88 participants completed one of the vocational training courses offered in our centre in Costa Rica.



A total of **91%** placed in a job.

Due to the pandemic, the diplomas for the 2019-2020 batch could not be awarded until February 2021.

Average starting salary of our graduates: 366,251 Colones (about 500 Euro)
 Minimum wage in Costa Rica: 317,916 Colones (about 445 Euro)

Before the outbreak of the pandemic, the German Ambassador to Costa Rica, Martina Nibbeling-Wrießnig, visited the Foundation's centre in San José.





Country Director:
Wilber Pérez



Director of Technical Education:
Karla Arguedas

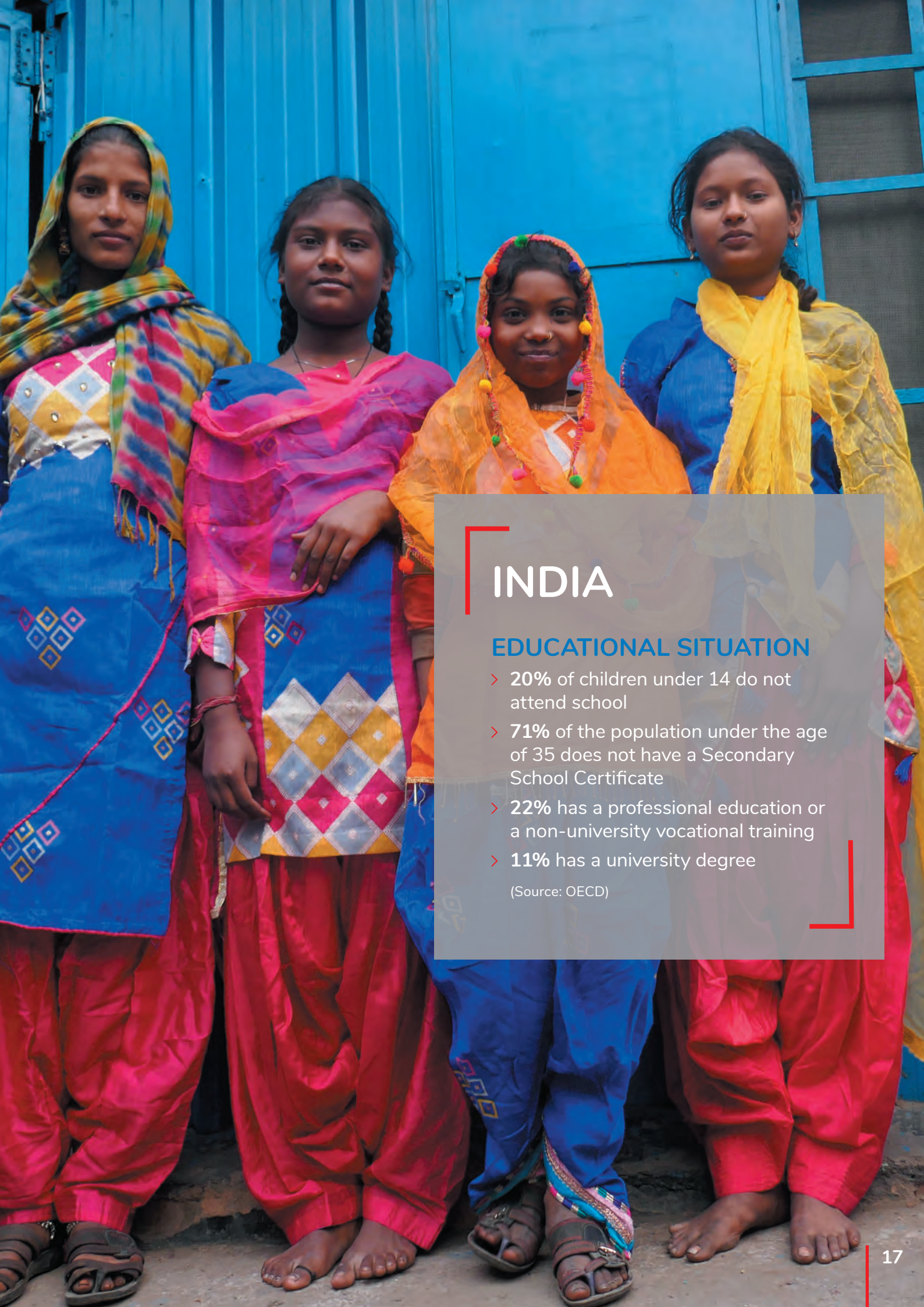


BRANCH IN COSTA RICA

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INDIA

EDUCATIONAL SITUATION

- > 20% of children under 14 do not attend school
- > 71% of the population under the age of 35 does not have a Secondary School Certificate
- > 22% has a professional education or a non-university vocational training
- > 11% has a university degree

(Source: OECD)



DEVELOPMENTS 2020 | INDIA

THE COUNTRY

It is estimated that more than 28 million people currently live in the Delhi metropolitan area. Despite the continued economic growth in India, still more than two million people in Delhi live in slums, without access to clean drinking water or sanitary facilities. Most of those affected have neither received an adequate education nor a professional training. Therefore, 70% of the Indians under the age of 35 have neither a high-school diploma nor a finished professional qualification (upper secondary education); early school dropout is very common.

Of our project countries, India was hit relatively late by the pandemic, but all the more severely. After the end of a 63-day national lockdown from the end of March, the government kept imposing very restrictive local measures. Public life in Delhi came to a standstill in most areas.

The textile industry, for which the foundation provides technical education in India, and which is an important branch of the economic development under regular conditions, also suffered a severe slump due to the falling demand from Europe and the USA and interrupted international flows of goods. Unemployment in the entire country skyrocketed, the gross domestic product fell by more than 8% (source: knoema).

Population: **1,380,000,000**

Source: World Bank

Human Development Index
Rank 131 out of 189

Source: United Nations Development Programme

INDIA

Capital: Delhi

Residents in the capital area: 16,800,000
(2011 census)



OUR WORK

Since 1993, the Samuel Foundation has devoted great efforts in India to allow young people to find a long-term exit from poverty and lack of prospects. At its two locations in Delhi, the foundation offers to 108 young people the opportunity to complete a technical education in the field of Dress Designing and Quality Supervision.

After a dynamic start to the year, all government and private educational institutions were closed by official order from March 15th due to the pandemic. Under these circumstances, our centres in Delhi were forced to continue teaching exclusively online. In addition to classes, all examinations were also conducted virtually from this point onwards, until the end of the year and beyond.

The professional apprenticeships planned for August also started late in December of that year. The strict lockdown in Delhi brought massive financial as well as emotional burdens for everyone. The inhabitants of some districts of Delhi were not even allowed to leave their houses to do their shopping and all family members of several of our students were without income in the meantime. Therefore, in addition to providing virtual classroom equipment such as smartphones and data packs, the foundation supported the affected

students and their families with food aid. Moreover, all students were offered psycho-social online support, which was actively used.

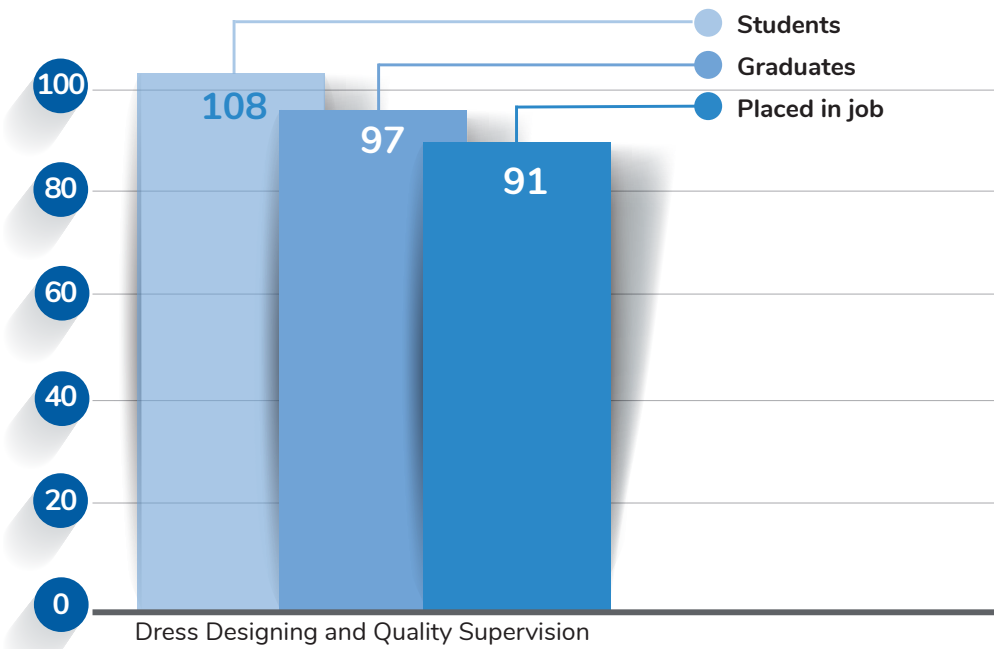
The selection process for the new training period, planned to start in April, had to be postponed due to the pandemic and was cancelled altogether later in the year. No new batch was able to start training at the foundation in 2020.

However, the staff of the centres in Delhi managed to lead its students to a successful graduation after a delay of almost four months.



SUCCESS IN NUMBERS

In India, 97 young adults (out of the 108 who originally started) successfully completed their 15-month training. After passing their exam, we were able to place 93% of the graduates in the primary labour market within four months.



A total of **93%** placed in a job.

Due to the pandemic, the diplomas for the 2019-2020 batch could not be awarded until April 2021.

Average starting salary of our graduates: 12,282 rupees (about 143 euros)
 Minimum wage in India: 11,417 rupees (about 133 euros)*

*Weighted average minimum wage recommended by the states where the foundation places its graduates.



At a professional photo shoot, the graduates of our technical education programme in „Dress Designing and Quality Control“ present their final projects.



Country Director: Neha Tewari



Training in Charge: Manojit Biswas



BRANCH IN INDIA

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NICARAGUA

EDUCATIONAL SITUATION

- > 63% of the corresponding age group has a Primary School Certificate
- > 23,4% has a Secondary School Certificate
- > 14,9% has completed a professional education (University or non-university)

(Source: UNESCO)

The statistics above are from 2009; unfortunately, more recent data are not available.



DEVELOPMENTS 2020 | NICARAGUA

THE COUNTRY

As the ranking of Nicaragua in the Human Development Index suggests, the country is one of the poorest in Latin America. More than 40% of the population live on less than US\$ 1 a day. The socio-political crisis that has been affecting Nicaragua since 2018 has led to a severe economic recession. The gross domestic product fell for the fourth year in a row. The unemployment rate – especially among young people – has risen further. In Nicaragua, there are hardly any government

guidelines on how to deal with the corona pandemic; there are also no reliable figures on the spread of the virus – the population is largely dependent on its own initiative to protect itself. In addition, the reporting year witnessed an increase in bureaucratic burden for the work of all non-governmental organisations – in particular for obtaining operating licenses and handling international payment transactions.

Population **6,624,000**

Source: World Bank

Human Development Index

Rank 128 von 189

Source: UNDP - United Nations Development Programme

NICARAGUA

Capital: Managua

Population: 1,542,000

Source: INIDE - National Information Institute for Development



OUR WORK

The Samuel Foundation has been working in the capital, Managua, since the early 1990s. In our Centre for Technical Education, we offer four programmes for young people: Air Conditioning Technology, Car Mechanics, Accounting Assistance, and Administrative Assistance.

In Nicaragua, the reporting year began with the application phase for the new training period according to plan. At the beginning of March, the students of the full-time training courses performed their obligatory social service – in the reporting year, again in the municipal zoo of Managua. Due to the extremely precarious financial situation of the zoo, the help of the „Samuelitos“, as the foundation’s students are affectionately called by the staff, was very welcomed.

At the end of March, due to the confusing pandemic situation throughout the country, the centre in Managua suspended face-to-face classes – like other private educational institutions did – for the protection of all students and the staff. Within a very short time, classes were switched to online mode; all students received the necessary support and resources to participate in this form of instruction. In addition, they received financial support to buy food. From August, thanks to a calming of

the situation, hybrid classes could again take place in small groups.

In Nicaragua as well, the students had to start their apprenticeship phase later than planned and amidst difficulties. Nevertheless, the employees of our centre managed to lead the students to a successful graduation with a two-month delay.

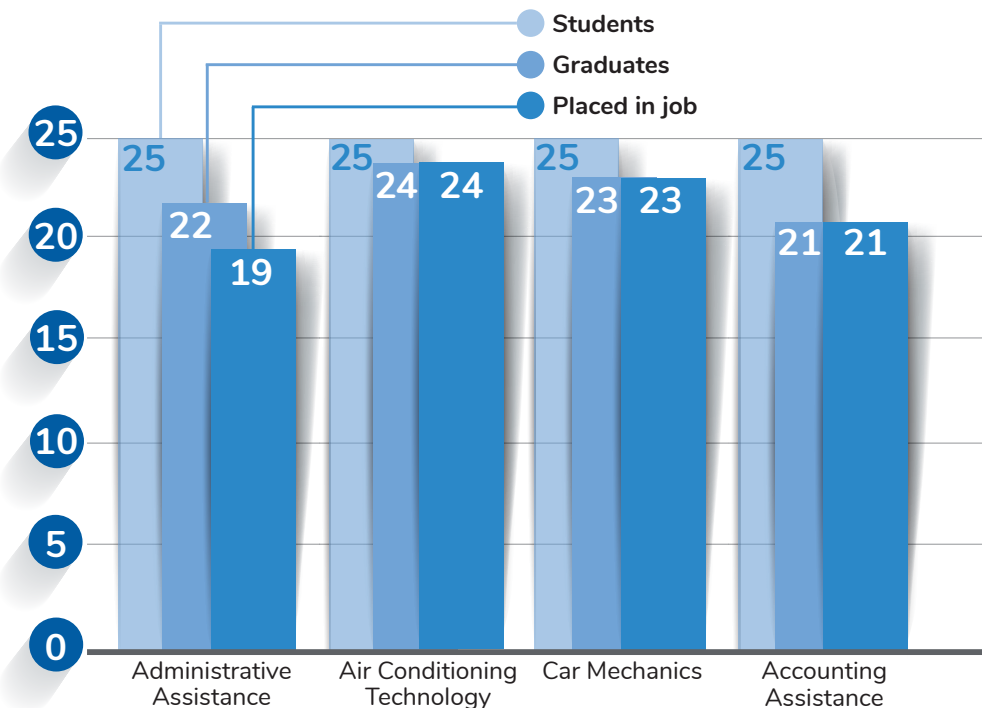
The offer of part-time vocational training courses, which the foundation initiated in 2019 due to the precarious economic situation in the country, could be maintained to a limited extent and met with lively interest. In the courses "Design and Manufacturing of Home Textiles" and "Repair and Maintenance of Motorcycles", which were carried out in the reporting year in cooperation with Terre des hommes Italy, participants were taught basic knowledge on self-employment, which should contribute to improving their families' income.



SUCCESS IN NUMBERS

In Nicaragua, 90 young adults (out of the 100 who originally started) successfully completed their 19-month training. After passing their exam, we were able to place 97% of the graduates in the primary labour market within six months. In addition, 90 participants completed one of the vocational training courses offered.

A total of **97%** placed in a job.



Due to the pandemic, the diplomas for the 2019-2020 batch could not be awarded until February 2021.

Average starting wage of our graduates: 8,212 Córdoba (about 212 Euro)
 Minimum wage in Nicaragua: 4,415 Córdoba (about 107 Euro)



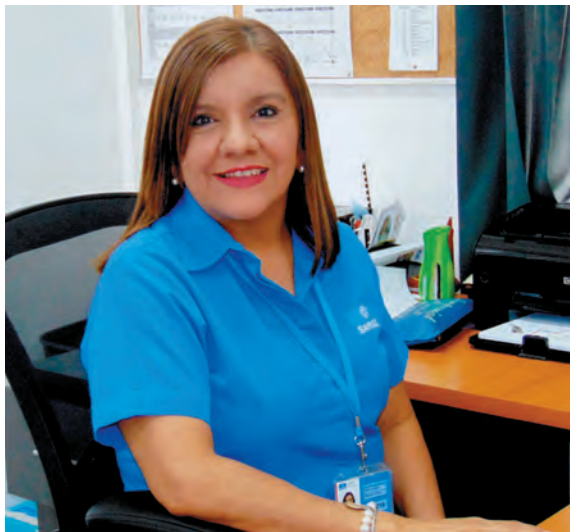
SUCCESS STORY

The technical education as an accounting assistant at the Samuel Foundation Managua opened the door for Sergio to be hired as an accounting analyst by a renowned bank, for which he currently works. This young man is the only employee without an academic degree in a place where normally only university-qualified staff is hired. This achievement makes him very proud! Sergio considers his technical education at the Samuel Foundation as one of the best decisions of his life. He concludes: „**When you seize and appreciate the opportunities that you are given, your life will change**”.

Sergio Gabriel Hidalgo, 24, graduate of the foundation's Centre for Technical Education in Managua, batch 2018-2019.



Administrative Manager:
Evelyn Miranda



Director of Technical Education:
Rafael Sobalvarro



BRANCH IN NICARAGUA

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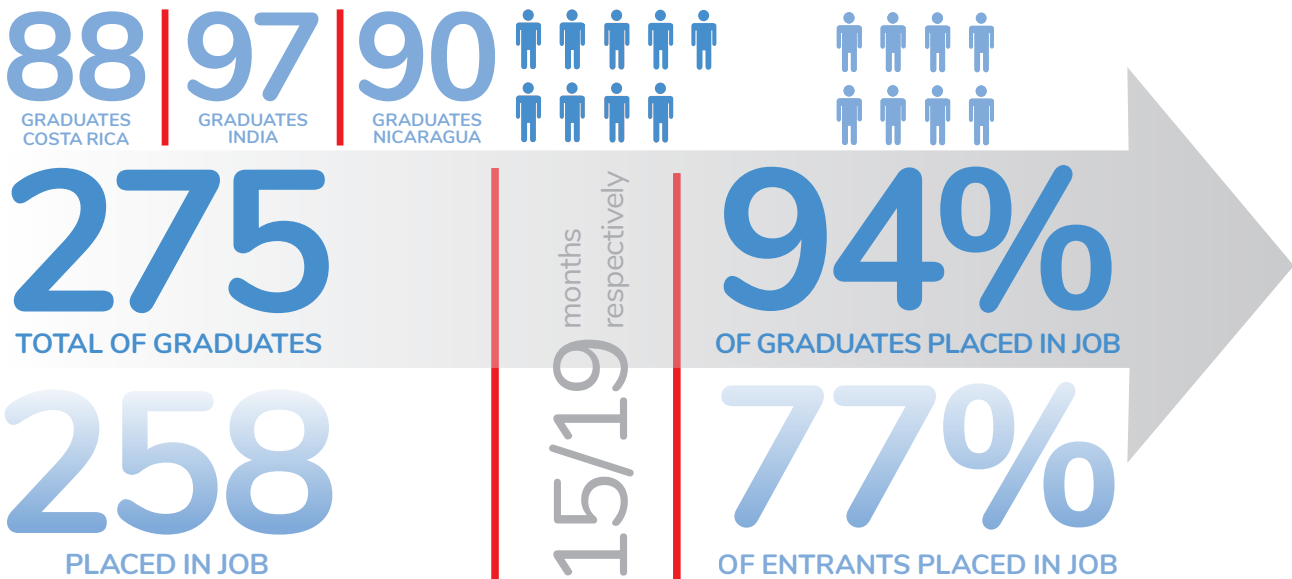


THE YEAR 2020 IN FIGURES | DATA | FACTS

GRADUATES 2020

In the reporting period, a total of 275 students successfully completed their full-time training with a duration of 15 and 19 months respectively. A total of 258 graduates from the full-time programmes were placed in permanent jobs or pursued advanced training courses. This figure represents 94% of those who successfully graduated and 77% of those who originally started the training.

Additionally, 88 students successfully concluded one of the evening courses offered during this period in Costa Rica and 90 participants completed a vocational training course in Nicaragua.

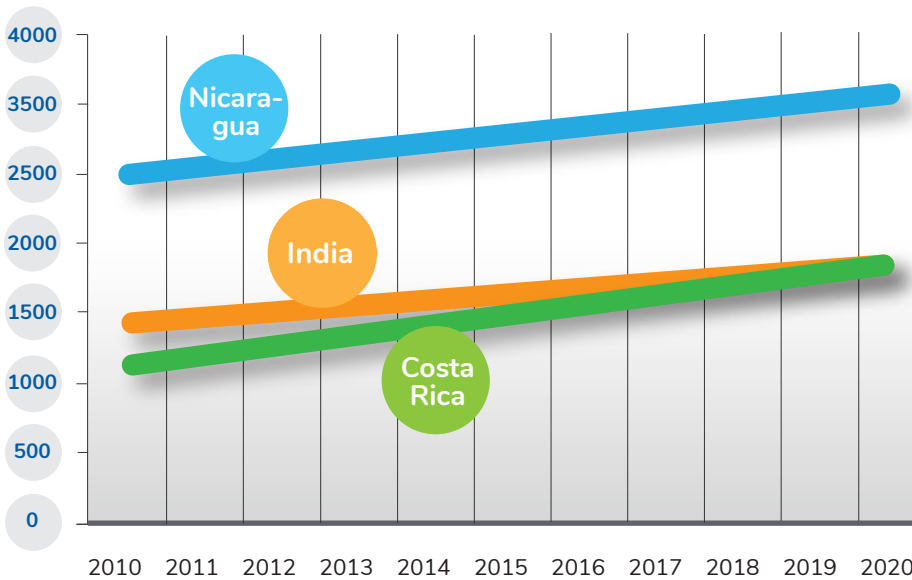


OVERVIEW OF THE DEVELOPMENT OF OUR GRADUATE FIGURES

Thanks to the Samuel Foundation’s educational work of almost three decades, we have been able to show many young people a sustainable and long-term way out of poverty. From the beginning of our activities in our project countries up to 2020, around 2,200 students in each India and Costa Rica, and more than 3,500 in Nicaragua have successfully completed their technical education.

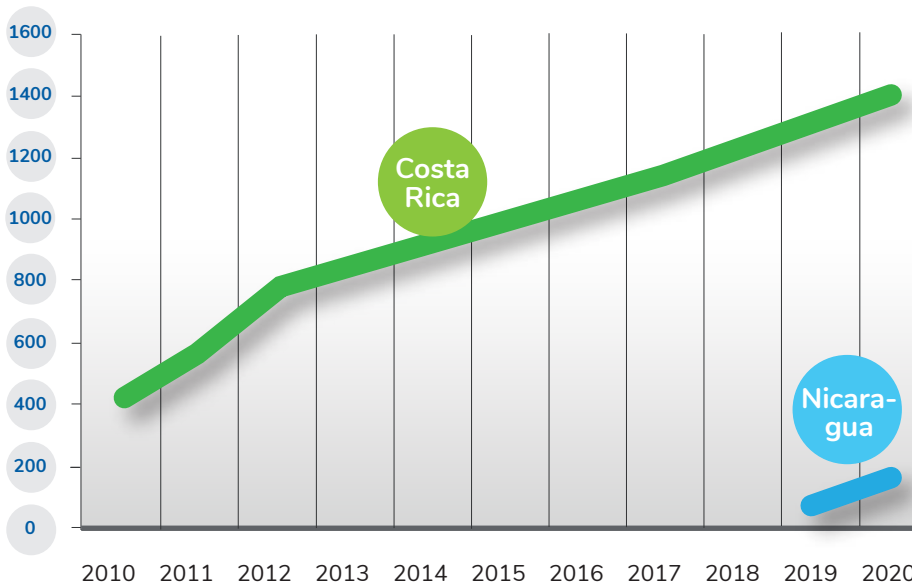
In the past ten years, around 1,040 students in Costa Rica, 1,100 in Nicaragua, and over 800 in India have successfully completed their full-time technical education. Since 2007 we have also been offering evening courses for vocational training in Costa Rica. In the last ten years, we have trained a total of approximately 1,430 participants in various courses of this modality. At our centre in Nicaragua, we have been offering vocational training courses since 2019.

Graduates from full-time technical education programmes over time (accumulated 2010-2020)



The starting figures are based on the number of successful graduates up to 2010.

Graduates from vocational training courses (accumulated 2010-2020)



The starting figures are based on the number of successful graduates up to 2010.

FINANCE | BALANCE SHEET AS OF 31.12.2020

ASSETS	
A. CAPITAL ASSETS	
I. Intangible assets	14.550 €
II. Tangible fixed assets	27.638.397 €
III. Financial assets	102.258 €
B. CURRENT ASSETS	
I. Inventories	3.706 €
II. Receivables and other assets	105.547 €
III. Cash in hand, bank balances and deferred income	1.902.760 €
TOTAL ASSETS	29.767.218 €

LIABILITIES	
A. EQUITY	
1. Foundation capital	20.090.107 €
2. Retained earnings	4.504.400 €
3. Profit carried forward	70.581 €
4. Annual surplus	690.118 €
B. ACCRUALS	53.660 €
C. LIABILITIES	4.358.352 €
TOTAL LIABILITIES	29.767.218 €

FINANCE | PROFIT AND LOSS ACCOUNT

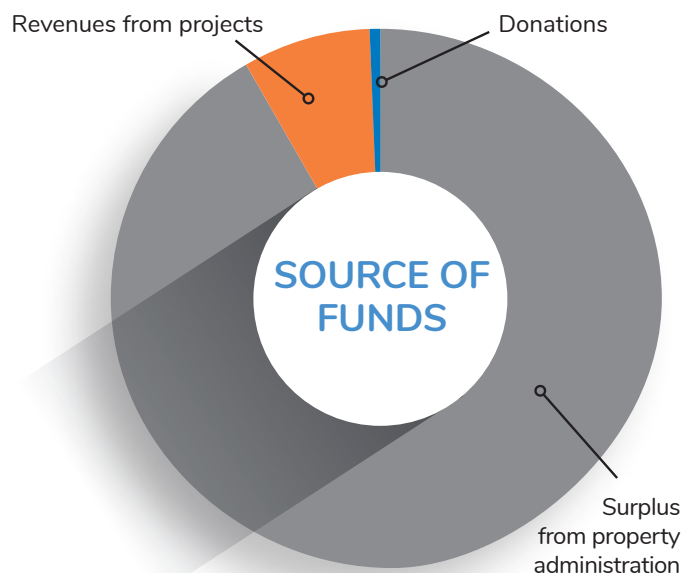
REVENUES 2020	
Surplus from property administration	2.059.097 €
Revenues from projects	174.548 €
Donations	10.683 €
TOTAL	2.244.328 €

EXPENDITURES 2020	
Expenditures project funding in Germany and abroad	1.092.506 €
Expenditures project supervision	203.033 €
Public relations and fundraising expenses	77.092 €
Administration expenses	115.739 €
Exchange rate conversion, interests and depreciation	65.840 €
TOTAL	1.554.210 €
ANNUAL SURPLUS	690.118 €

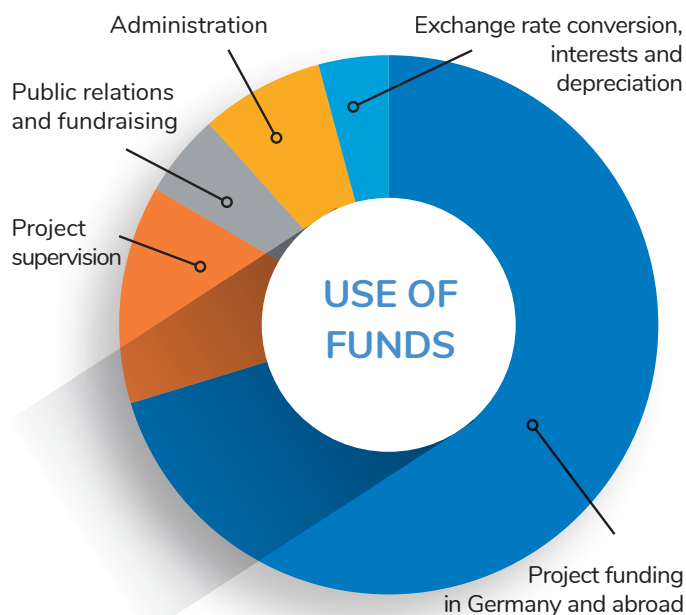
After the final results of the audit performed by the company Securia GmbH were obtained, the present balance sheet and income statement were issued with an unqualified audit opinion.

SOURCE OF FUNDS | USE OF FUNDS

Source of funds	in thousands €	in percent
Surplus property administration	2.059	91,7%
Revenues from projects	175	7,8%
Donations	11	0,5%
Total	2.244	100%



Use of funds	in thousands €	in percent
Project funding in Germany and abroad	1.093	70,3%
Project supervision	203	13,1%
Public relations and fundraising	77	5,0%
Administration	116	7,4%
Exchange rate conversion, interests and depreciation	66	4,2%
Total	1.554	100%



IMPRINT

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Daniela Schmidt, Johannes Stöckeler

Translation | Sheila Castillo

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2vision Advertising Agency, Solingen

Photo credits:

Hedwig and Robert Samuel Foundation, S. 4: 2vision@lovelyday12/AdobeStock.com, S. 11: istock.com/Manuel Velasco, S. 24: left, 2vision@Rafael/AdobeStock.com, right 2vision@robert lerich/AdobeStock.com. Photos used in this report that do not show masks are from before the start of the pandemic.



HEDWIG AND
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