

KOPERNIK

ANNUAL REPORT 2015



EMPOWERING WOMEN

We've trained more than 400 women to introduce and sell technologies to families in remote communities across Indonesia.



SERVING FAMILIES

We've partnered with organisations in the Asia-Pacific to give families in remote communities access to simple technologies which serve their most pressing needs.



HELPING IN EMERGENCIES

We've responded to three emergency responses in the Asia region, including an earthquake and firestorm.



HELPING CHILDREN & MOTHERS

We've made simple technologies available through schools and health clinics, to provide a healthy environment for students, and for mothers during childbirth.

PEOPLE REACHED

SINCE 2010, WE'VE CONNECTED SIMPLE,
LIFE-CHANGING TECHNOLOGY WITH:

320,690

PEOPLE

IN **24** COUNTRIES

INCLUDING

113,762

PEOPLE IN 2015 ALONE



(as many people as the Great Lawn in Central Park holds!)



THE BEST TECHNOLOGY



“

Kopernik works with **the best technology** designed for the developing world, bridging the gap between technology producers and the people who need these technologies the most. We work with simple innovations that are affordable, durable, easy to use and maintain, eco-friendly, money-saving, and life-changing for families in the last mile.

”

IN 2015 WE:

DISTRIBUTED

27,197

UNITS OF TECHNOLOGY

WORKED WITH

30

TECHNOLOGIES, INCLUDING SOLAR LANTERNS, SOLAR HOME SYSTEMS, WATER FILTERS, CLEAN COOKSTOVES, CLEAN BIRTH KITS & EDUCATIONAL TOYS

PROFILED

8

TECHNOLOGY INNOVATORS IN OUR INVENTOR STORIES SERIES

EMPOWERING WOMEN

Kopernik has been working with Indonesian women since 2011 to make clean energy technology available to remote communities through our Wonder Women program.

We train women to sell simple solar lanterns, water filters and clean cookstoves in their communities. The women earn a margin on every sale, boosting their income to support their families and themselves.

WONDER WOMEN IN INDONESIA



WESTERN INDONESIA

(BOJONEGORO, TUBAN, & NORTH ACEH)

153

wonder women participated in training and mentoring to develop their business skills to confidently sell technologies in their communities.



INTRODUCING TAS MANTAP



IMPACT STORY: THE WONDER WOMEN OF GUGUS BARAT 1 - NORTH ACEH, INDONESIA

64%

average increase in women's income directly from selling technologies.

57%

of women are spending their extra income on household needs, followed by an improvement in the quantity and quality of food for their family (27%) and buying new household assets (18%).



WONDER WOMEN WESTERN INDONESIA PORTAL

EASTERN INDONESIA

(EAST NUSA TENGGARA & WEST NUSA TENGGARA)

219

women and 32 men participated in the program as micro-social entrepreneurs (MSEs), making life-changing technology available in the most disadvantaged regions of Indonesia.



IMPACT STORY: MAMA LUKU - LARANTUKA, EAST FLORES, INDONESIA



WONDER WOMEN EASTERN INDONESIA: MAMA ROVINA

67%

of MSEs use their extra income for general household needs, to go on pilgrimage (53%) and to have an emergency fund (47%).

7,594

people in one of the poorest provinces of Indonesia are now enjoying a better quality of life by using solar lights, water filters and clean cookstoves.



WONDER WOMEN EASTERN INDONESIA PORTAL



WONDER WOMEN INDONESIA RECOGNITION IN 2015



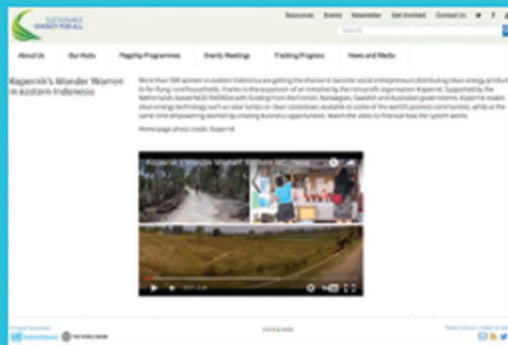
Kopernik has been chosen as the Indonesian winner of the IIX-N-Peace Innovation Challenge, a joint initiative by the N-Peace Network, United Nations Development Program (UNDP), and Impact Investment Exchange Asia (IIX).

FEATURED BLOG



[WOMEN FOR RESULTS: IBU INSPIRASI](#)

FEATURED BLOG



[KOPERNIK'S WONDER WOMEN IN EASTERN INDONESIA](#)

MEDIA



[ACCESSIBLE ENERGY'S IMPORTANCE IN DEVELOPMENT](#)

BLOG



[A NOTE FROM NEW YORK](#)



SERVING FAMILIES

Kopernik partners with local organisations, primarily in the Asia-Pacific region, to give families access to simple technologies which meet their most pressing needs.

We mobilise philanthropic funds to cover the upfront costs of sending technologies to remote communities. As the products are sold, local partners repay the revenue to Kopernik, and the funds are reinvested in more technology to help more people.

29

organisations partnered with us to introduce life-changing technologies to the communities they serve, and make the technologies affordable and accessible to families in the last mile.



IMPACT ASSESSMENT: LIGHT UP SULAWESI, INDONESIA

The lantern is very useful for me. I use it when I go out at night. I can use it to go and visit my friends whose home is far away. I lend them my lantern to charge their mobile phone too because they don't have electricity in their house, **Muhammad Amin**





HELPING IN EMERGENCIES

Kopernik connects simple technology with evacuation centres and with families, to help communities recover and rebuild from natural disasters.

NEPAL EARTHQUAKE

We worked with our local partner, [Empower Generation](#), to connect **1,340 d.Light solar lanterns** and **500 Tulip Table Top Water Filters** with earthquake survivors throughout Dhading, Nuwakot and Chitwan districts. There were four phases of this project, phase one to three were funded by individual donors, while phase four was funded by Japan Airlines.



PROJECT REPORT: NEPAL EARTHQUAKE EMERGENCY RESPONSE PHASE FOUR



PROJECT REPORT: ROHINGYA REFUGEES EMERGENCY RESPONSE

ROHINGYA REFUGEES

We provided **10 Nazava Bening XL Water Filters** to our local partner, [TAGANA Aceh](#), for use in the kitchen where they prepare food for the Rohingya refugee community, who live in temporary shelters in Aceh, Indonesia. The kitchen provides thousands of meals every day and requires a large volume of water to function.

KALIMANTAN FIRE

We worked with [OuTrop](#) in October 2015, to connect **3,600 N95 Particulate Respirators**, **3,000 units of Rohto Eye Flush** to the families living in and around Palangkaraya city and **8 sets of firefighting equipment** to the frontline fire squads in the area.



PROJECT REPORT: KALIMANTAN EMERGENCY RESPONSE

HELPING MOTHERS & CHILDREN

By connecting simple technologies with schools and health clinics, we help to provide a brighter, safer, healthier environment for study and childbirth.

In 2015:

580

Nazava water filters reached remote communities in Sabu Island, Indonesia and Bobonaro, Timor-Leste through our [Drink Up](#) projects.

876

d.light solar lights reached schools, clinics and community halls in six countries through our [Light Up](#) and [Switch On](#) projects.

699

educational toys reached students in schools in Banggai Laut in Central Sulawesi, Bangli District in Bali, and Paser Regency in East Kalimantan through our [Make Science Fun](#) projects.

4,250

JANMA Clean Birth Kits reached Bangladesh and India through our [Make Childbirth Safer](#) projects.

“



PROJECT REPORT: DRINK UP SABU ISLAND, INDONESIA

We used to drink unboiled water, because it's not easy to find firewood for cooking. Now, after using the water filter, we can drink clean, healthy water without boiling it first. We're not afraid of diarrhea anymore!

Yulius Haba, Sabu Island

”



LAST MILE CONSULTING

Kopernik provides professional advisory services to corporations, multilateral agencies and foundations through our Last Mile Consulting division. Consulting revenue funds Kopernik's work connecting simple technology with last mile communities to reduce poverty.

In 2015:

8

multinational corporations, multilateral agencies, social enterprises, and international organisations engaged Kopernik's Last Mile Consulting (LMC) team.



CSR CONSULTANCY - SOLAR LIGHTS TO VILLAGES WITH PHILIPS

In South Sulawesi, Kopernik assisted Philips Lighting Indonesia to give 13,000 people in nine villages access to solar lights.

Children of Romang Tangaya village can now study at night. And midwives in Belawa village can also serve their community members during the night. People in Belawa have started praying together in the local mosques at night. Access to energy has provided more opportunities for the communities to enhance productivity and engage in social activities.



M&E CONSULTANCY - MOBILE-ACQUIRED DATA TOOLS WITH ACIAR

In partnership with PT Collins Higgins Consulting, Kopernik assisted the Australian Centre for International Agricultural Research (ACIAR) to select suitable digital data collection apps to be used in their projects in order to improve the efficiency of project monitoring and data analysis.

Kopernik delivered the results of the assessment to assist ACIAR in selecting a suitable digital data collection tool to meet their needs. The suitable tool identified through this pilot testing would allow ACIAR to faster access to project data and information to evaluate projects it has invested in.



DISTRIBUTION MODEL TESTING - HOUSEHOLD HEALTH PRODUCTS IN INDONESIA

Kopernik's LMC collaborated with a world-class innovation team to develop a distribution model for a new household product to improve health.

LMC also supported the implementation of a distribution model and collected comprehensive data that led to a deeper understanding of market behavior and reassessment of the distribution model. The data-driven suggestions were crucial for the client to identify necessary improvements.



TECHNICAL ADVISORY- RURAL DISTRIBUTION MODEL IN MYANMAR

Kopernik serves as a technical advisor to Mercy Corps and UNDP Myanmar for the rural distribution and promotion of clean cookstoves and solar lights.

Through regular field missions to Myanmar, Kopernik shares lessons learned from its own distribution experiences in Indonesia and serves as a thought-partner to solve implementation challenges that emerge as the project rolls out. The project is on target to distribute and sell 6,000 units of stoves and 900 units of solar lights by the middle of 2016.

OUTREACH

IN 2015 THE KOPERNIK TEAM:

SPOKE AT:



INTERNATIONAL EVENTS, SHARING INSIGHTS FROM KOPERNIK'S SIX YEARS SERVING THE LAST MILE

PARTICIPATED IN:



EVENTS IN BALI, SUPPORTING OUR LOCAL UBUD COMMUNITY

FEATURED IN:



NEWSPAPERS, MAGAZINES, RADIO BROADCASTS, TV PROGRAMS, AND ONLINE PUBLICATIONS

SERVED:



CUSTOMERS AT OUR FLAGSHIP TECH KIOSK UBUD TECHNOLOGY SHOWROOM AND STORE

SUPPORT

WE COULDN'T HAVE DONE THIS WITHOUT SUPPORT FROM:



MONTHLY TIPPING POINT DONORS, WHO HELP FUND PROJECTS FASTER, SENDING TECHNOLOGY TO THE LAST MILE SOONER



VOLUNTEERS, FELLOWS & INTERNS



35 LOCAL PARTNERS

SERVING FAMILIES

Asosiasi Pedagang Kaki Lima
CDC Balaghat
CRDT
CV Roas Mitra Nusantara
DEEPAM Trust
ESSMART India
HADEER
Ikaw-Ako
Institut Mosintuwu
ISWR
Laila and Amar School & College for Girls (LAMS)
Malaulalo Conservation & Tourism Association
MFLF
PKBM Anak Jalanan Papua
Ray of Hope Africa
Reaching Out for the Needy
Spandan Samaj Seva Samiti
Topu Honis Shelter Home
Uma Mahon Salele
Yasumat
Yayasan Puter Indonesia

EMPOWERING WOMEN

HAKLI
Indonesia Heritage Foundation
PEKKA
Yayasan Satu Visi
Yayasan Masyarakat Peduli NTB

HELPING IN EMERGENCIES

Empower Generation
OuTrop
TAGANA Aceh

HELPING CHILDREN & MOTHERS

CleanBirth.org
HOPE Foundation for Women and Children of Bangladesh
House of Blessings
SDN 12 Semalah Primary School, Kapuas Hulu Regency, West Kalimantan
Sevamob India
The Enabler Foundation



THE K-TEAM

79

**FULL-TIME TEAM MEMBERS ACROSS
KOPERNIK HQ, KOPERNIK JAPAN, AND SIX
FIELD OFFICES AS OF DECEMBER 2015.**

BOARD & ADVISORY BOARD MEMBERS

Abigail Schwartz, Adam Kilgour, Andrea Woodhouse, David Madden, Edward Rees, Guy Janssen, Julia Cheng, Lisa Witter, Nigel Snoad, Nina Gidwaney, Osamu Kaneda, Richard Manning, Sanjay Gandhi, Scott Guggenheim, Sir Tim Lankester, Taku Sugimoto.

YAYASAN KOPERNIK* BOARD MEMBERS

Rezal Kusumaatmadja, Tri Mumpuni, Andy Pradjaputra, Aji Hermawan.

* Yayasan Kopernik is an Indonesian foundation which implements Kopernik's mission in Indonesia.

FINANCIALS

REVENUE	2014	2015
Donations & Grants]*		
Individual	145,448	151,205
Corporations]**	167,633	369,141
Foundations and Government	882,331	996,825
In-kind donations]***	96,190	79,896
Subtotal	1,291,602	1,597,067
Others		
Consultancy/Honorarium	191,224	814,349
Technology Sales	211,050	296,415
Miscellaneous	631	1,532
Subtotal	402,905	1,112,296
Revenue Total	1,694,507	2,709,363
EXPENSES		
Projects		
Technology incl. shipping	270,130	387,045
Salaries & Related	437,710	548,016
Travel cost	140,510	314,748
Professional Fees		47,834
Other project cost	82,842	127,774
Subtotal	931,192	1,425,417
Advocacy & Fundraising		
Advocacy & Fundraising	80,226	129,827
Subtotal	80,226	129,827
Operations Support		
Salaries & Related	93,272	115,620
Office costs	87,448	93,308
Internet & Comm & Post	33,428	40,032
Bank Fees	7,041	7,696
Audit & Legal & Tax	28,466	37,752
Miscellaneous	285	6,432
Subtotal	249,940	312,840
Expenses Total	1,261,358	1,868,084
Changes in Net Assets]****	433,149	841,279

All figures in USD. Consolidated financial figures for 2015 are for the entire Kopernik Group and have not yet been audited.
]* based on the 2014 Audit, a grant amount from ENERGIA pledged and previously reported under 2014, had to be shifted to the following years in line with the corresponding project activities

]** an amount previously reported under Grant from Corporations in 2014 was reclassified to Grant from Foundation.

]*** Includes Australian Volunteers for International Development (AVID) in 2015

]**** Includes USD300,000 of technology consigned to resellers, as stock in warehouse and in transit; USD72,000 prepaid office rent, and USD150,000 cash and cash equivalents

THANK YOU TO OUR MAJOR PARTNERS

