

KOPERNIK ANNUAL REPORT 2014



Kopernik connects simple technology with last mile communities to reduce poverty. We do this by:



EMPOWERING WOMEN

We've trained more than 300 women to introduce and sell technologies to families in remote communities across Indonesia



SERVING FAMILIES

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



HELPING IN EMERGENCIES

We've responded to five major disasters in the Asia-Pacific region, including an earthquake, tsunami, typhoon, volcanic eruptions, and floods.



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:

233,634

PEOPLE

IN **21** COUNTRIES

INCLUDING

71,802

PEOPLE IN 2014 ALONE



Or about as many people as an Olympic stadium 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 2014 WE:

DISTRIBUTED



UNITS OF TECHNOLOGY

WORKED WITH



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

PROFILED



TECHNOLOGY INNOVATORS IN OUR INVENTOR STORIES SERIES

EMPOWERING WOMEN

Kopernik helps Indonesian women to become clean energy micro-social entrepreneurs through our Wonder Woman Indonesia initiative.

We're expanding energy access and opportunities for women by training women to sell life-changing solar lights, water filters and clean cookstoves in remote villages across Indonesia.



WESTERN INDONESIA IN 2014 BOJONEGORO, TUBAN & NORTH ACEH

94

women became Tech Agents, participating in training and mentoring to develop their business skills and confidently sell technologies in their communities.



IMPACT STORY: ANA NURHAYATI- EAST JAVA



WONDER WOMEN WESTERN INDONESIA VIDEO

30%

average increase in women's income directly from selling technologies, earning a commission on every sale.

58%

of women are spending their extra income on food for their families, followed by education (40%) and expanding their businesses (30%).



WONDER WOMEN WESTERN INDONESIA PORTAL

EASTERN INDONESIA IN 2014

EAST NUSA TENGGARA

76

women made life-changing technology available in one of the poorest regions of Indonesia, as Tech Agents and through Tech Kiosks: small, family-run shops selling simple technology alongside everyday goods.



KOPERNIK'S WONDER WOMEN: MEET IBU KIMILIA



IMPACT STORY: LIBERTINA RIWU - EAST NUSA TENGGARA



WONDER WOMEN EASTERN INDONESIA PORTAL



WONDER WOMEN INDONESIA RECOGNITION IN 2014



We received a UNFCCC Momentum for Change Lighthouse Activity Award, in the 'Women for Results' category, recognising innovative and transformative solutions that address climate change and wider economic and social challenges.

VIDEO



[MOMENTUM FOR CHANGE: WOMEN FOR RESULTS](#)

MEDIA



[THE JAKARTA POST: COOKING WITH BAN KI-MOON](#)

BLOG



[INNOVATION & INSPIRATION, PERUVIAN-STYLE](#)

BLOG



[DREAMS DO COME TRUE: FROM ADONARA TO PERU](#)

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.

In 2014:

14

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.



Now, we don't have to worry about affording a
SOLAR LIGHTS CHANGE LIVES IN THE PHILIPPINES

RE



IMPACT ASSESSMENT: SWITCH ON KALIMANTAN

My household used to use two kerosene lamps every night prior to purchasing the d.light solar light. But now, I don't need my kerosene lamps anymore. I save up to Rp.110,000 (approximately US\$10) per month on kerosene, which I use to buy rice, and fuel for my husband's boat, **Ibu Leny**

”

HELPING IN EMERGENCIES

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



We responded to the January 2014 Sinabung Volcano eruption, sending **205 Nazava Bening XL water filters** and **48 d.light S300 solar lanterns** to evacuation centres in North Sumatra, Indonesia.

PROJECT REPORT



[SINABUNG VOLCANO EMERGENCY RESPONSE PHASE TWO](#)



We completed distribution of **solar lanterns and water filters** to families affected by Typhoon Haiyan in the Philippines, **helping more than 6,000 people** to recover, rebuild and prepare for future emergencies.

VIDEO



[KOPERNIK'S PHILIPPINES TYPHOON EMERGENCY RESPONSE: ONE YEAR ON](#)



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 2014:

800

Nazava Bening XL water filters reached remote schools across eight Indonesian provinces through our [Drink Up Indonesia](#) project.

319

educational toys reached students in isolated Indonesian schools through our [Make Science Fun](#) projects.

612

d.light S300 solar lanterns reached schools, clinics and community halls in Negros Occidental, the Philippines, in partnership with Japan Airlines.

241

d.light S2 solar lanterns reached students on Atauro Island, Timor-Leste through our [Lights for a Brighter Future](#) project.

78%

of students at the schools which received water filters through our [Drink Up Indonesia](#) program are now drinking more water at school each day.



DRINK UP INDONESIA! A VISIT TO NORTHEASTERN BALI

1,000

JANMA Clean Birth Kits reached clinics in southern Laos through our [Make Childbirth Safer in Laos](#) project.



[PROJECT REPORT: LIGHTS FOR A BRIGHTER FUTURE](#)

Before I started using the S2 solar light, I was using candles which I had to buy everyday for \$0.50 cents. After using the solar light, now I can save money and buy pencils, books and other school supplies.

Francelino de Sousa, Timor-Leste



[PROJECT: MAKE SCIENCE FUN: PHASE FOUR](#)

The students were enthusiastic and eager to learn. They mastered the microscopes quickly and started drawing what they saw... When the lesson ended we all concluded this was a great way to practice what is studied.

Annelous Bekkers, Manager,
Yayasan Cempaka Putih



STRATEGIC INITIATIVES

IMPACT TRACKER TECHNOLOGY

In 2014, Kopernik conducted extensive research into impact tracker technology (ITT) to find affordable ways to report real-time, large-scale data on social impact - and share our conclusions with other non-profit organisations and social enterprises.



42

digital data collections apps, SMS communication platforms, geospatial mapping tools and remote sensors reviewed and featured in Kopernik's [Impact Tracker Technology catalogue](#).

3

[webinars](#) held, featuring ITT developers and organisations using their tools to collect data, communicate with clients and measure impact.

4

events in Bali, Jakarta and Singapore to introduce the ITT catalogue to nonprofit organisations, social enterprises, and multilateral agencies working in Southeast Asia.

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 2014:

13

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





MACEDONIA & MONTENEGRO

CLIENT: UNDP Montenegro/Macedonia
PROJECT: Supported the next phase strategy of an innovation hub/lab.



MADAGASCAR

CLIENT: Fondation Tany Meva, a Malagasy conservation organisation
PROJECT: Sourced technologies and provided technical support for a series of Tech Fairs in southwest Madagascar.



JAPAN

CLIENT: A multinational electronics company.
PROJECT: Organised and hosted field visits to Indonesia for company staff and assisted in prototype development and testing of a household electronics product.



MYANMAR

CLIENT: UNDP
PROJECT: Conducted a feasibility study to assess the potential of introducing affordable technologies to vulnerable communities, resulting in a 15 month pilot program.



INDONESIA

CLIENT: Difter, a Norwegian investment group.
PROJECT: Established a clean cookstove distribution network, recruiting local partners and sales agents to sell fuel-efficient Prime cookstoves.



INDONESIA

CLIENT: A multinational consumer goods company.
PROJECT: Played an instrumental role in testing of household health products and distribution channels.



INDONESIA

CLIENT: GIZ
PROJECT: Conducted research on inclusive businesses in Indonesia



INDONESIA

CLIENT: A Mongolian company.
PROJECT: Conducted prototype testing of water filters and disinfection devices among rural households in Bali.



INDONESIA

CLIENT: Panasonic
PROJECT: Organised on-the-ground implementation of a rural electrification CSR campaign in East Nusa Tenggara province.



INDONESIA

CLIENT: Endeava, a German business consultancy.
PROJECT: Investigated innovative business practices in the Indonesian tourism sector and produced three case studies on inclusive businesses.

OUTREACH

IN 2014 THE KOPERNIK TEAM:

SPOKE AT:



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

PARTICIPATED IN:



EVENTS IN JAPAN

HOSTED:



VISITORS AT KOPERNIK HQ

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

27 LOCAL PARTNERS

EMPOWERING WOMEN

PEKKA East Flores
Indonesia Heritage Foundation
Semai Benih Bangsa

SERVING FAMILIES

Yayasan Puter Indonesia
PELITA Sumba
YASUMAT
Indian Society for Wildlife Research
Deepam Trust
CDC Balaghat
SOS Burkina Faso
Ray of Hope Africa
Reaching out for the Needy
Roman Luan
Move Forward
Mae Fah Luang Foundation
Institut Mosintuwu

HELPING IN EMERGENCIES

PKPA
Rotary Club of Bacolod North

HELPING CHILDREN & MOTHERS

Long Kali 19 Primary School
Songan 6 Primary School
POSDAYA
Roman Luan
Cleanbirth.org
Rotary Club of Bacolod North

ICCO PARTNERS

Yayasan Daya Pertiwi
Yayasan Mitra
SpekHAM



THE K-TEAM

65

**FULL-TIME TEAM MEMBERS ACROSS
KOPERNIK HQ, KOPERNIK JAPAN, AND SIX
FIELD OFFICES AS OF DECEMBER 2014**

BOARD & ADVISORY BOARD MEMBERS

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

YAYASAN KOPERNIK* BOARD MEMBERS

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

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

FINANCIALS

REVENUE	2013	2014
DONATIONS & GRANTS		
Individual	171,601	145,448
Corporations)*	694,816	677,633
Foundations and Government)**	156,391	818,887
In-kind donations)***	83,028	96,190
SUBTOTAL	1,105,836	1,738,158
OTHERS		
Consultancy/Honorarium	133,584	281,224
Technology Sales	72,156	141,050
Miscellaneous	294	631
SUBTOTAL	206,035	422,905
REVENUE TOTAL	1,311,871	2,161,063
EXPENSES		
PROJECTS		
Technology incl. shipping	166,861	200,130
Salaries and related	253,051	437,710
Travel cost	118,198	140,510
Other project cost	57,768	82,842
SUBTOTAL	595,879	861,192

PR & FUNDRAISING

PR & Fundraising	59,286	80,226
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SUBTOTAL	59,286	80,226
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OPERATIONS SUPPORT

Salaries and related	74,659	93,272
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Office costs	40,400	87,448
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Internet & Comm & Post	25,162	33,428
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Bank Fees	8,486	7,041
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Professional Fees	34,236	28,466
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Miscellaneous	555	285
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SUBTOTAL	183,496	249,940
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EXPENSES TOTAL	838,662	1,191,358
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CHANGES IN NET ASSETS	473,209	969,705
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All figures in USD. Consolidated financial figures for 2014 are for the entire Kopernik Group and have not yet been audited.

† Including an amount of USD600,000 pledged in 2014 and received in 2015 from ExxonMobil Foundation

†** Including an accrued amount of USD459,823 pledged in 2014 from ENERGIA

†*** Including Australian Volunteers for International Development in 2014

†**** including USD1,059,823 as grants receivable; USD200,000 of technology consigned to resellers, as stock in warehouse and in transit; USD90,000 prepaid office rent; and USD150,000 cash and cash equivalents.

THANK YOU TO OUR MAJOR PARTNERS



*Photos provided by Ben Laksana, Willow Paule & Laura Surroca for Kopernik

*Photo of Maracanã stadium by Leandro Neumann Cluffo