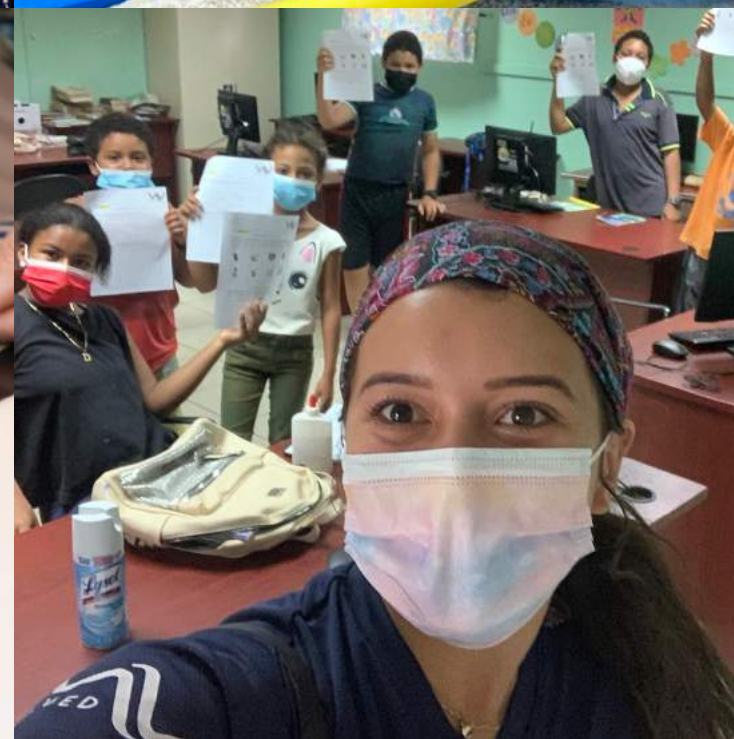
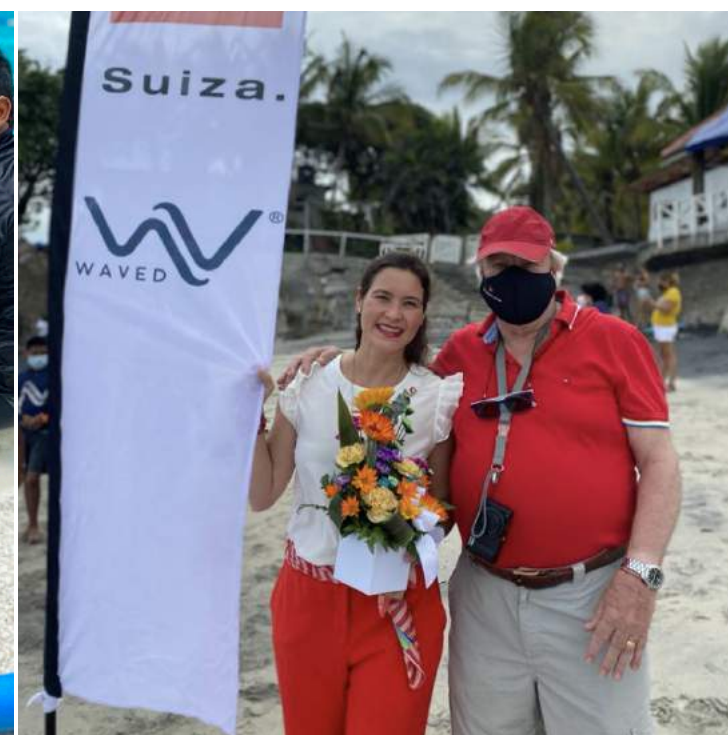




2021

ASOCIACIÓN WAVED ANNUAL REPORT 2021 AND PREVIEW 2022



MESSAGE FROM THE FOUNDER AND GENERAL DIRECTOR

Dear all,

On behalf of Waved, ‘Panama’s wave of education’, a fast-growing non-profit organization, it’s my pleasure to be sharing our 2021 results. Moreover, we will give you a preview of what we’ve planned for this current year 2022, especially our focus on the scalability of our program.

Thanks to a growing number of international donors and in order to provide our audience of existing and potential supporters with the best possible communication, this year’s annual report will be published in both, Spanish and English.

HISTORICAL HIGH IN FUNDRAISING THIS IS THE ENGLISH VERSION!

Following the release of our first operating and financial budget last year, we are extremely pleased to announce that **we have reached the target for social services goal of \$360K.** Considering the economic situation and temporary closure of schools, this is an outstanding performance by the entire Waved team and the companies and organizations who support ‘our wave’ for more equality in educational opportunities across Panama.

Having received more than \$500k in total donations (cash and in-kind), we have also reached an all-time high in fundraising. An important factor in achieving significantly more donations was the recognition of the DGI (Department of Taxation and Finance)

on March 26, 2021, which allows cash and in-kind donations to be deducted from income taxes.

Nevertheless, you’ll note that we have been too optimistic with our initial forecast on cash donations – something which we considered for this years’ budget.

In order to analyze last year’s financial results realistically, we’ve decided to not only compare our 2021 numbers with the previous year 2020, but to also include 2019 as ‘pre-Covid’ year.

THE TOP3 HIGHLIGHTS OF OUR SOCIAL IMPACT IN 2021 HAVE BEEN:

- Design, development and construction of a new school kitchen
- Design and development of a first Sportsground Project
- Launch of a new Talent Development Program

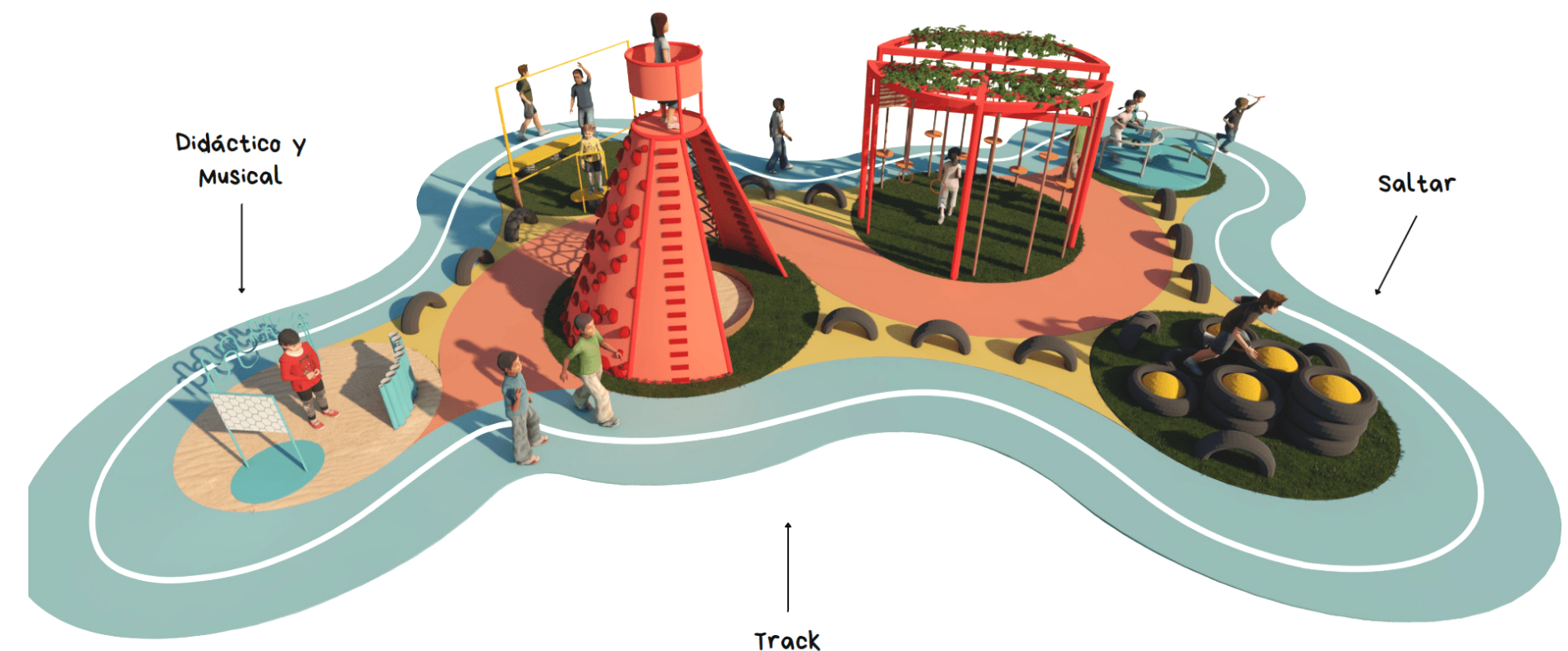
WHAT NEEDS TO IMPROVE THROUGHOUT 2022?

SCALABILITY AND EXPANSION

Besides continuous development and expansion of our operations during past years, since arriving in Panama in 2016, Waved’s first phase of establishing a **basic structure (2016-2019)** also included its legal registration as well as gaining experience in running a non-profit organization. Followed by two years of **consolidation (2020-2021)** to create a robust controlling system and understand the environment for a non-profit organization much better, 2022 marks the beginning of a third phase focusing on **scalability.**



INAUGURATION OF AN INDIGENOUS SCHOOL KITCHEN



DESIGN AND DEVELOPMENT OF A SPORTSGROUND PROJECT



DEVELOPMENT OF A NEW TALENT DEVELOPMENT PROGRAM

This implies that two of our existing programs will be prepared to run on a larger scale, with the possibility of replicating them outside their existing geographic context in the near future.

Also, with the expansion to a new 'Waved Spot' (locations where Waved is actively supporting the local communities) at the beginning of 2021 to San Carlos, this year we plan to expand our operations to the villages of Cambutal and Guánico in the Province of Los Santos.

On the other hand, it is important to note that in the process of reassessing all other activities at some point of time, some of them may be phased out in order to streamline strategy and focus.

FUNDRAISING

Although Waved has managed to raise considerably more funds compared to previous years, the increase in activities and its respective expansion to new locations requires long-term strategic financing. Therefore, in addition to reinforcing our existing national 'roadshows', another focus will lie on foreign sources which so far represent 20% of total cash donations received.

By clearly demonstrating that Waved has the potential to scale its program, we hope to attract more funding which in return will benefit many more students in the future.

It would be my pleasure to discuss with you in person how your donations will directly impact Panama's rural and indigenous students. I look forward to hearing from you!



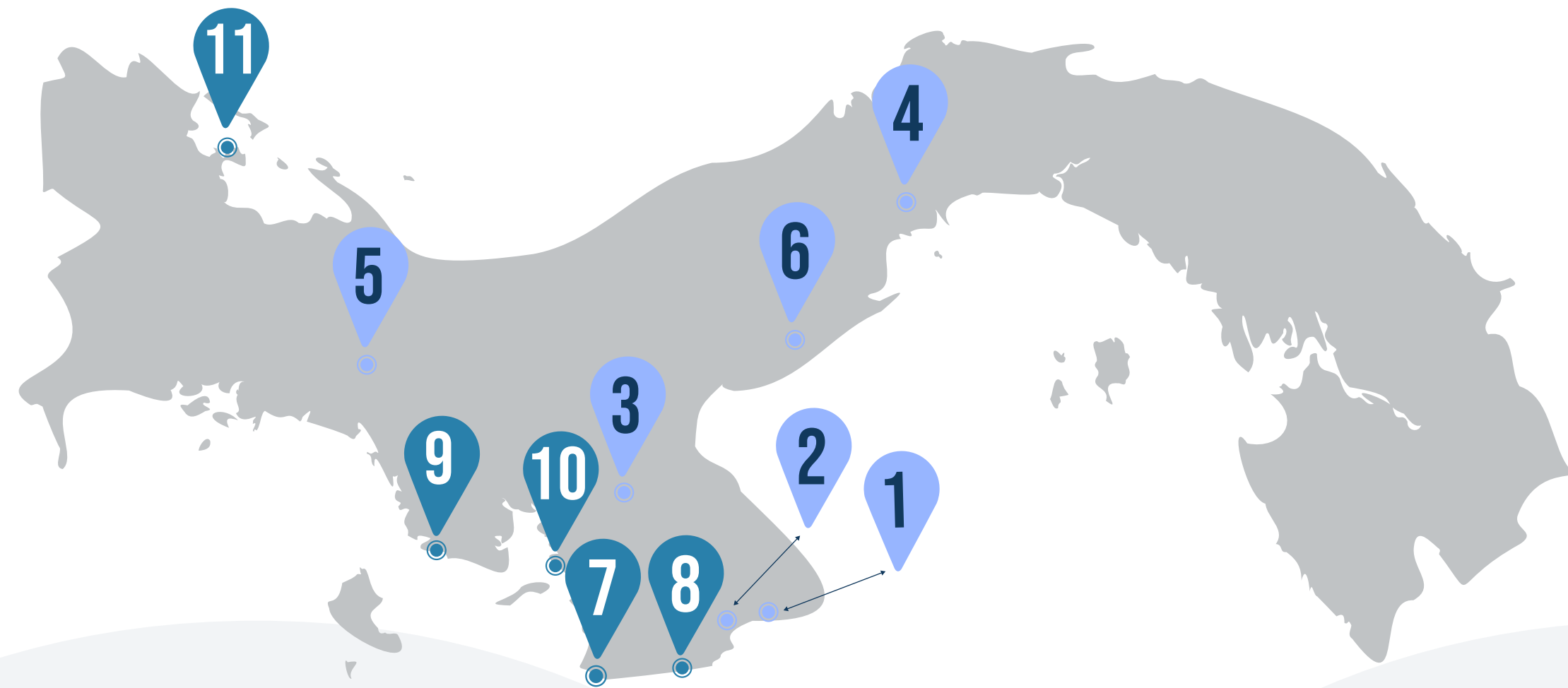
Bastian Barnbeck
Founder and Managing Director, Waved



2 WAVED SPOTS AND KEY INDICATORS

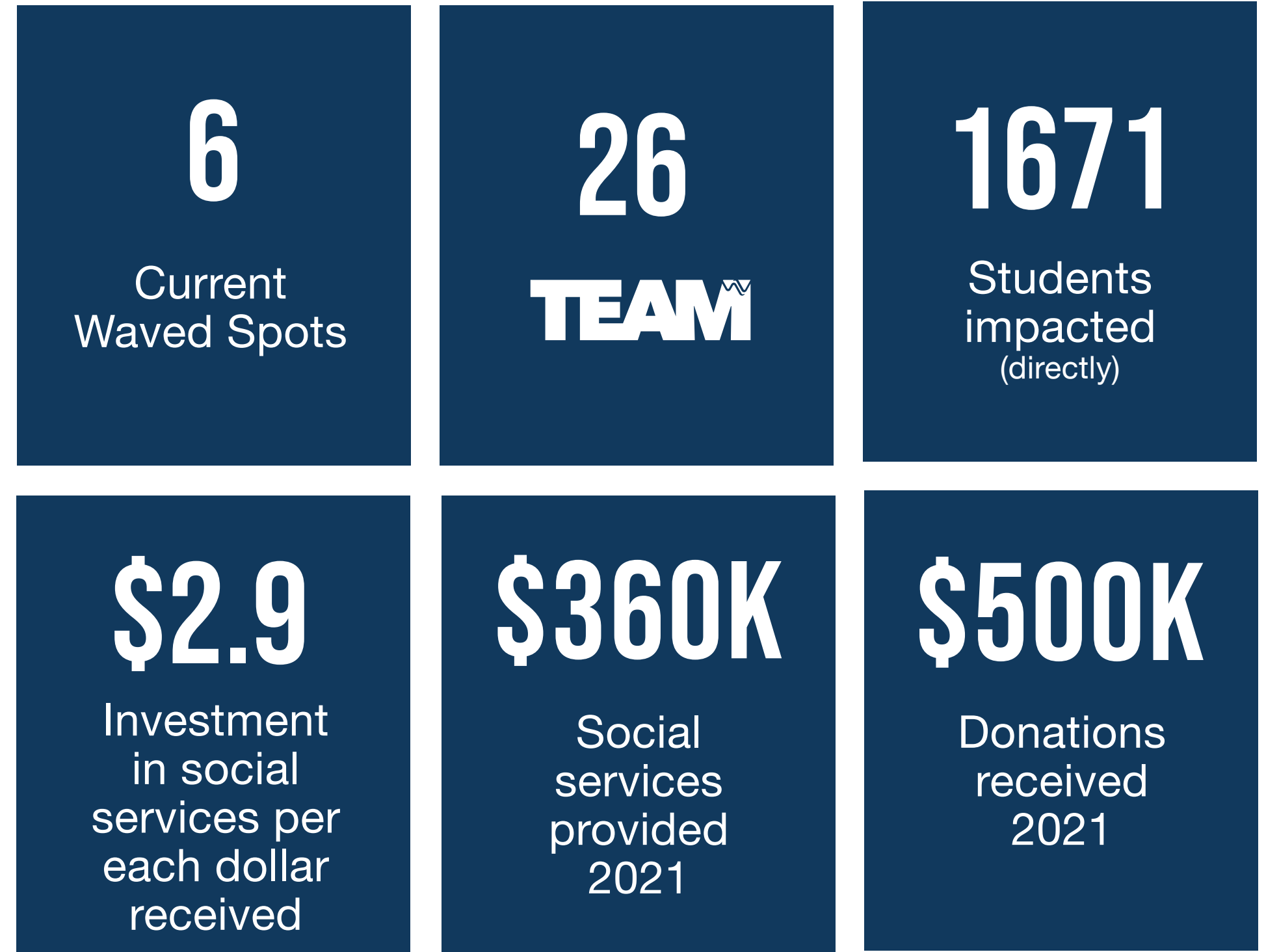
▶ A SCALABLE PROGRAM

with the intention to further expand and support local students across Panama



1 - Pedasí 2 - Cañas 3 - Pesé 4 - Boca La Caja 5 - Comarca Ngäbe Buglé 6 - San Carlos 7 - Cambutal
8 - Guanico 9 - Santa Catalina 10 - Morrillo 11 - Bocas del Toro

■ planned for 2022-2025



3 2021 SOCIAL IMPACT



1. DESIGN, DEVELOPMENT AND CONSTRUCTION OF A NEW SCHOOL KITCHEN IN HATO CHAMÍ, COMARCA NGÄBE BUGLÉ

Following the delivery of more than 500 food bags during 2020, the school principal has mentioned an urgent need to remodel the school kitchen. Following several visits and the design of architectural plans from scratch, we were able to reinaugurate the new the kitchen on November 19, 2021. In addition, the United Nations Environment Program has installed the first ever thermo solar system in a Panamanian public school to provide warm water.



Speaking of 2022, Waved remains committed to look for additional allies who will help provide the Hato Chamí School with food throughout the school year. Also, an additional solar energy system shall provide the new the kitchen area with light.

THE FOLLOWING COMPANIES AND ORGANIZATIONS HAVE SPONSORED THE NEW KITCHEN:

-  FUNDACIÓN MAPFRE
-  FRANZISKUS-HOSPITZ STIFTUNG
-  EMBAJADA DE LA REPÚBLICA POPULAR CHINA
-  INGENIERÍA Y CONSULTORÍA R&E
-  MINISTERIO DE OBRAS PÚBLICAS
-  TERMO SOLAR PANAMÁ

2. DESIGN AND DEVELOPMENT OF A FIRST “SPORTSGROUND PROJECT” FOR STUDENTS FROM MULTIGRADE SCHOOLS

A promising project with the potential to scale across many public schools around the country and thereby provide students with access to physical education – in collaboration with enthusiastic and talented students from the Isthmus University of Panama and the Landivar University of Guatemala. Although the idea of the sportsground project goes back to 2018, we’ve only started working on the concept in February 2021. Since then, a

team of 18 has conducted an initial analysis, underwent a so-called design thinking process and already started reaching out to potential suppliers. Due to the project’s complexity, high level of innovation, and depending on the financing, we envisage construction of the first two prototypes to take place in June and July 2022.

The final version of the sportsground will have the advantages of being easily replicable, consisting of recycled materials, requiring low maintenance, and meeting the expectation of the Ministry’s existing curriculum for physical education classes. Most important is to ensure students students rights to develop physical as well as mental abilities.

The project is supported by the Ministry of Education and we are pleased to develop a model which did not yet exist in Panama.



3 2021 SOCIAL IMPACT

3. DESIGN, DEVELOPMENT AND KICK-OFF OF A NEW TALENT DEVELOPMENT PROGRAM

Following more than 49 surf lessons throughout 2021, the first four talented student surfers were identified by Waved's Surf Coordinator, Nils Leonart. Thereby, it was necessary to come up with an initiative which would provide them with the necessary tools to further develop their talents.

In December, the Russian surfing champion and friend of Waved, Ana Choudnenko, has been appointed as first Coordinator of the Talent Development Program. It consists of bi-weekly activities, includes surfing and swimming lessons, skateboarding, general physical education. It also provides the students with a healthy meal after each practice.

In addition, in 2022 the students will participate in eight national junior surfing championships and as of March the students will be provided with individual academic support.

Similar to the Sportsground Project, this program can also be scaled across other current and new Waved Spots.



SURF TALENTS WITH THEIR COACH ANA CHOUDNENKO

ASOCIACIÓN WAVED BENEFITS - ANNUAL TOTAL REPORT PERIOD

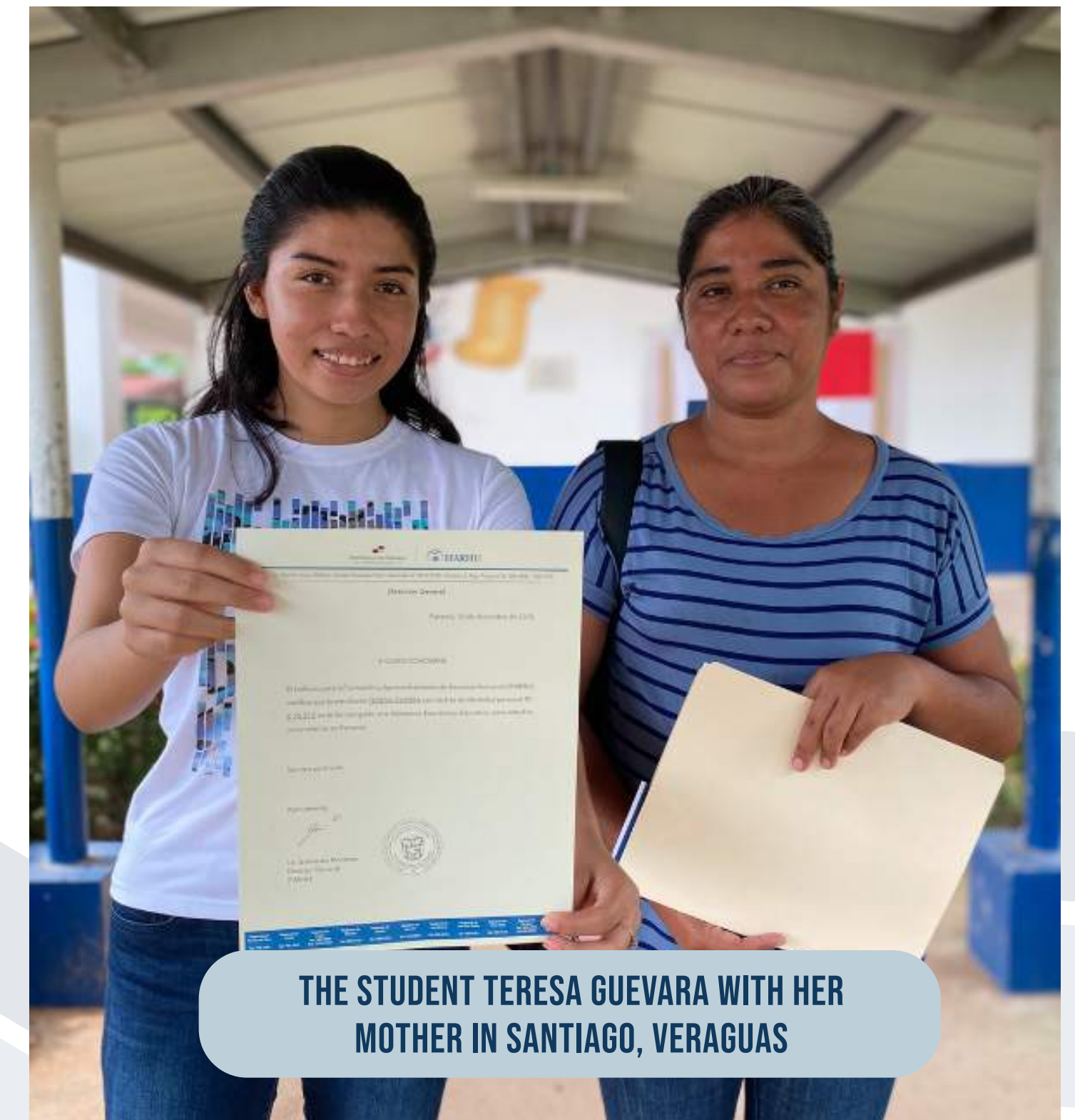
JANUARY - DECEMBER 2021 (IN UNITS AS SPECIFIED)

Type of Service	Unit	2021
		Year Total (actual)
Food+Nutrition	Dishes	95
Food+Nutrition	Bags	218
Infrastructure	Projects	4
English	Lessons	458
Surf & Swim	Surf Worksh.	49
Surf & Swim	Swim Worksh.	26
Talent Development	Scholarships *)	7
Talent Development	Seminar hours	70
Talent Development	Workshops	13

*) maximum number of scholarships during respective period

4. UNIVERSITY SCHOLARSHIPS SPONSORED BY IFARHU

Throughout Waved's 'Elige Tu Camino' event in 2020, five additional students have received scholarships which consist of a monthly financial support. Together with the three existing students from the first 'Elige Tu Camino' event in 2019, a total of seven students are currently benefiting, while one student is still waiting to receive her first payment by IFARHU (Institute for Training and Development of Human Resources).



THE STUDENT TERESA GUEVARA WITH HER MOTHER IN SANTIAGO, VERAGUAS

4 WAVED IN NUMBERS

1. TAX-DEDUCTIBLE DONATIONS

With the registration of Waved by the Directorate General of Revenue (DGI) on March 26, 2021, all in-kind and cash donations are tax deductible. In addition to generating a significant increase in donations throughout 2021, Waved believes that this milestone achievement will help generate crucial funding in the future.

2. RECEIVED DONATIONS VS. SOCIAL SERVICES

Since 2019 and regardless of all external circumstances, social impact generated by Waved has grown by more than 300%. Spending on Fund Raising continues to be a very important investment in order to generate more donations.

For each dollar which Waved has received, \$2.9 were invested into social services, underscoring the efficient use of donations received.

3. EXPANSION OF THE DONOR BASE AND ADDITIONAL LOCAL ALLIES

Although total donations have more than tripled since 2019, government donations remain much lower than initially anticipated. However, Waved maintains its focus on further expanding its donor base, including further funding from abroad. 2021 has shown that there is a great potential to achieve additional financial support from outside of the Panamanian borders.

Simultaneously, there will be a focus on developing existing and new local alliances.

ASOCIACIÓN WAVED DISTRIBUTION OF CONTRIBUTIONS AND EXPENSES

2019-2021 ACTUAL AND 2022 PLAN (IN \$1,000)

Line Item	2019	2020	2021			2022
	Year Total	Year Total	Year Total			Year Total
	actual	actual	Plan	actual (prel.)	Difference	Plan
Cash Contribution	\$43.4	\$24.4	\$211.1	\$130.3	-\$80.8	\$204.8
other Revenues	\$8.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Total Revenues in Cash	\$51.3	\$24.4	\$211.1	\$130.3	-\$80.8	\$204.8
Contribution in Kind	\$111.7	\$272.2	\$373.9	\$366.5	-\$7.4	\$338.7
Total Contribution	\$163.1	\$296.6	\$585.0	\$496.9	-\$88.1	\$543.5
Resources spent on Services	\$93.6	\$191.7	\$366.4	\$365.6	-\$0.8	\$434.1
Resources spent on Fund Raising	n.a.	\$69.1	\$150.9	\$80.7	-\$70.2	\$47.7
Resources spent on Administration	\$68.8	\$35.0	\$29.1	\$25.9	-\$8.7	\$46.8
Total Resources spent	\$162.4	\$295.8	\$546.5	\$472.2	-\$79.7	\$528.6
Share of Resources spent on						
Services	57.6%	64.8%	67.1%	77.4%		82.1%
of which share 'in kind'		94.2%		76.7%		72.3%
Fund Raising	n.a.	23.4%	27.6%	17.1%		9.0%
of which share 'in kind'		83.4%		87.6%		47.7%
Administration	42.4%	11.8%	5.3%	5.5%		8.9%
of which share 'in kind'		75.9%		60.2%		4.4%
Liquidity Position (End of Period)	\$0.6	\$0.8	\$39.7	\$25.4		\$40.3

5 PREVIEW 2022

In order to maximize the positive impact on youth, for the first time since 2016, Waved kicks-off its activities in January, instead of waiting for the start of the official school year in March. Still, the first weeks are also being used for a restructuring.

Connecting to the managing Director's words on page 1, the year 2022 marks the beginning of Waved's third growth phase, **'Scalability'** – thereby underlining the following changes:

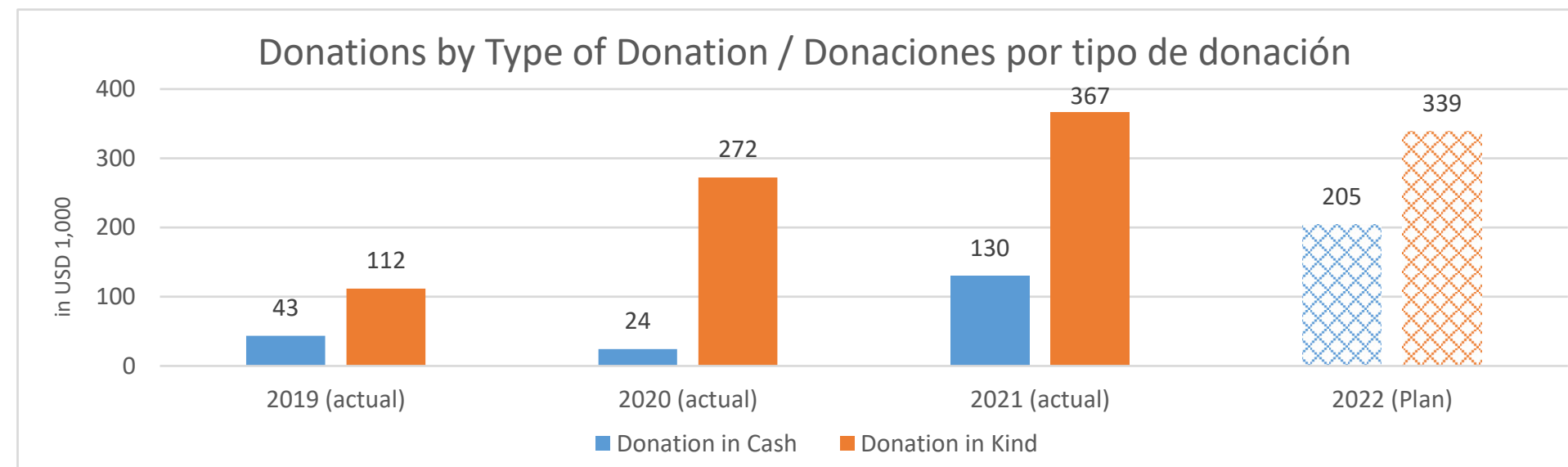
- ▶ The infrastructure team will join the 'Sportsground Project' and focus on assisting the university students from Isthmus in building and replicating at international schools.
- ▶ Professionalization of the 'Surf & Swim' program: As of March, the students of the surf program will be divided into two groups; (i) Beginners and (ii) Advanced – with the possibility of participating in certain national surfing championships.

- ▶ Continuous development of the Talent Development Program, which as of March will include bi-weekly English classes. Participants shall remain in the program until the completion of secondary school and will receive vocational guidance prior graduation.
- ▶ Continuation of the English program for schools that participate in either swimming or surfing activities.
- ▶ Support in providing food remains active for the Hato Chamí school in the Comarca Ngäbe Buglé, although at a decreasing level.

In 2022, Waved plans to expand its surf program to Guánico and Cambutal, both located in the Province of Los Santos. Since both villages are located fairly close to each other, students from both locations will participate together in bi-monthly classes. In addition, scouting visits are being scheduled for Santa Catalina/Veraguas in February and Bocas del Toro at the beginning of April.

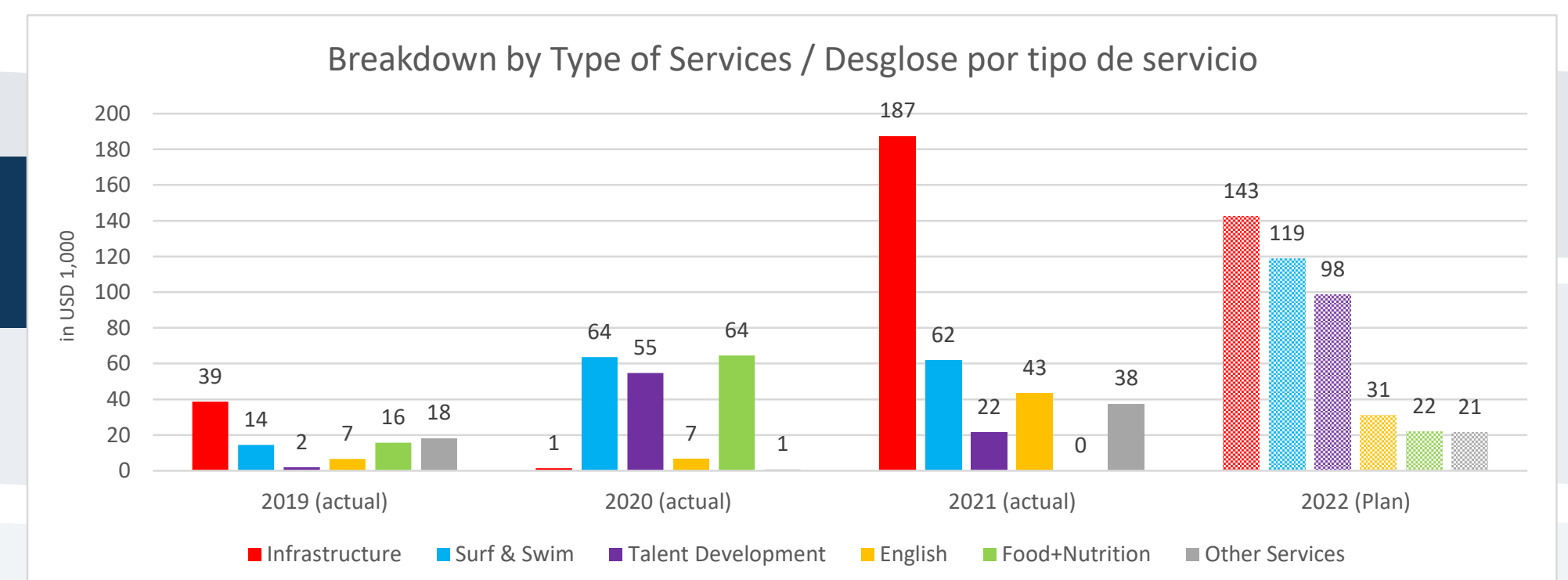
Waved's 2022 budget contains benefits worth \$435k, which represents a lower growth rate compared to recent years. The value is still well below actual demand, but in order to maintain quality standards and also taking into consideration the limited availability of financing, Waved tries to be more realistic this year.

For budgeting purposes Waved expects to generate \$205k donations in cash. Given the relationship network that Waved has been able to establish over the last few years, especially in the last two years, Waved feels confident to achieve its operational and financial objectives.



DONATIONS BY TYPE OF DONATION

BREAKDOWN BY TYPE OF SERVICES



6 “YOUR OPINION COUNTS” WITH HANS PRIEN, FINANCIAL CONTROLLER AT WAVED



Economist with an international background, based in Hamburg/Germany, a family person and socially engaged in various ways.

BEING LOCATED THAT FAR AWAY FROM PANAMA: WHAT MADE YOU TEAM UP WITH WAVED?

Well, it all started with Bastian’s request addressed to SES, a German non-profit organization contributing towards raising the standard of living abroad by assigning voluntary experts for temporary limited support.

As Bastian was looking for someone to help structuring Waved’s financials, his application was forwarded to me. Right from the first telephone call I got the feeling that our wave lengths might fit very well. Following clarification of tasks to be executed and short-term targets, cooperation started off with a three weeks working session in Pedasí, Los Santos at the beginning of 2019.

THEN, WHAT IS YOUR ROLE AT WAVED?

Despite not knowing how a foundation operates, I know pretty well that availability of resources, with money in particular, is always key to success. So it turned out in Bastian telling me about his activities up to then and presenting his ideas going forward, and me asking questions about financing and other resources, e.g. manpower required. Bastian’s basic idea about Waved (which did not change in substance since), turned into a (written) strategy, which then got translated into a **business plan** containing time schedule and numbers.

From then on, we remained in touch via weekly calls and emails to discuss add-ons to the business plan (additional locations to benefit, services to be provided). Also, besides supporting the management in **translating its strategy into a working plan** and to **monitor its implementation** by adding accounting data, another requirement to keep .

in mind when developing the business plan, is the **information to be provided to third parties**, with active or interested sponsors in particular

Back to my role: It is less of having responsibility of my own, but rather consulting type and support. Still, if you would like to have a title, then ‘Controller’ would probably be the best fit. But what is most important to me: This is a very challenging and rewarding task, particularly when noticing the progress Waved experienced in recent years.

SINCE YOU SEEM TO LIKE THE TASK, THEN WHY IS WAVED LOOKING FOR HIRING A COORDINADOR DE FINANZAS?

This is due to various reasons: (i) We feel responsible to maintain a high degree of resilience to protect Waved in case of unforeseeable events. One way to secure this is to put key know-how on more shoulders. (ii) One of the key bottlenecks I am facing is the language barrier (even though I am trying hard to catch up) and the geographical distance which of course would not exist when transferring these tasks to someone locally. (iii) Workload keeps increasing - whereas my family requests me to retire a little bit more – now that I have reached retirement age more than 10 years ago.

Of course, even when keeping away from day-to-day activities, I would be happy to continue staying in touch with Waved as sounding board if and when deemed useful. I am very proud of having had the opportunity to support, and I am very curious as to how Waved will further develop.

TEAM WAVED

BASTIAN BARNBECK
GABRIEL RODRIGUEZ
DRA. URSULA BARNBECK
HANS-SÖNKE PRIEN
MARCOS HENÁNDEZ
ALESSIA ALFU
KEYSI RUDAS
KAREN GONZÁLEZ
EMILY MIRANDA
LUCILLE CUEVA
STACEY CARROLL
ALESSA NÚÑEZ
ANA CHUDNENKO

JAY KASKIE
ERNESTO ALBERS
NILS LLEONART
MARTA HERRERA
ROMAIN BOULHIC
BRIAN CARROLL
RAMÓN MARTINEZ
JOSÉ LUIS AREÑO
SAMANTHA CLAUS
LUIS POZO
LORENA HARPER
EDUARDO PENTA
LOUIS VAN GOD

SURF COACH MARTA HERRERA
WITH STUDENTS FROM PEDASÍ



FOR DONATIONS:

- ▶ BENEFICIARY NAME: ASOCIACIÓN WAVED
- ▶ BENEFICIARY BANK: CREDICORP BANK
- ▶ BENEFICIARY ACCOUNT: 40-1033-0741 (CURRENT ACCOUNT - CUENTA CORRIENTE)

PANAMA CITY
PANAMA CO-WORKING CENTER, KENEX PLAZA, PISO 9
OBARRIO, PANAMA CITY

RESOLUTION NUMBER:
201-2400 DEL 26 DE MARZO DE 2021
RUC: 2504068-3-2019 D.V.20

+507 310-0197
INFO@GOWAVED.ORG
WWW.GOWAVED.ORG



GOWAVED