



Annual Report

2021/22

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Dear Reader,

Over the past two years, Aid Pioneers has made a huge leap toward the “next level.” We may have changed our logo and professionalized the organization; however, we are still Aid Pioneers. That means that we are still committed to empowering local changemakers, enabling the private sector to invest in sustainable development projects, and opening the doors to engaging with the pressing problems of our time to our fellow citizens by encouraging their participation.

We have kept our innovative approach but have expanded our operations towards sustainable development. Aid Pioneers was born when we started flying needed donations from Germany to local NGOs in Beirut and using unused storage capacities on passenger flights. We took action again after the Wellington oil tanker explosion in Sierra Leone and by shipping medical devices to Lebanon in 2021. In 2022 and moving into 2023, we supply frontline hospitals in Ukraine with critical medical equipment.

Through our emergency responses, we provided life-saving relief in the short term. Yet, we realized we wanted to make a long-lasting, sustainable impact beyond emergency response. While in these countries, we worked alongside CBOs serving their communities more reliably than foreign agents who cannot leverage the same local trust and expertise. We realized that we didn't only want to be the “firefighter” when disaster strikes.

We realized that to have a genuinely sustainable impact, we needed to remain in these communities beyond emergencies and continue our cooperation by quickly mobilizing resources of the private sector. To achieve this goal, we set out to help the most effective local organizations by scaling their work, enabling them to reach even more people. By doing so, we seek to contrast the conventional development organizations' approach; we implement our interventions bottom-up, not top-down. Moreover, we are committed to scaling local ideas that can impact communities for generations.

To do this, we rely on the commitment of about forty active volunteers and over 54 partners and donors that commit their resources to empower local communities across the globe. Our volunteers commit their free time after work or study, putting their strengths and skills to advance our mission. Our strategic partners commit their storage capacities, know-how, and time to a common cause. Our donors believe in our vision and provide the financial resources to make our ideas fly. Aid Pioneers brings together the strengths of all these parties to make a change, to scale impact.

Our leap forward in 2022 is an outcome of the commitment of our volunteers, partners, and donors. Still, it can also significantly be traced back to Altenburg Foundation and STROER SE, which have joined our mission as seed funders and mentors. We are incredibly grateful for their commitment to our organization and cause and their guidance as we progress in the development of Aid Pioneers.

The Board



Sophie Heigel, Alexis Broschek (l.) and Julian Adler (r.)



EVOLUTION OF AID PIONEERS



2020

August

Aid Pioneers is founded in response to the Beirut Blast. We start using empty capacities on commercial flights to transport donations.

December

Our model of sourcing donations in Germany and efficiently transporting them to regions where they have a higher impact is expanded to North Iraq and Greece.

2021

September

We transport high-impact donations (medical equipment) to Rafik Hariri Hospital in Beirut, Lebanon. Aid Pioneers starts focusing more on the donations' sustainability.

June

We start our first long-term cooperation with one NGO - Uman Tok. Aid Pioneers changes their philosophy towards entering long-term relationships with partners to scale them sustainably.

November

We send medical goods to provide essential relief to the victims of the tanker explosion in Freetown, Sierra Leone.

December

We sign our agreement with Datarella, making Aid Pioneers the implementing partner for their tool Track & Trust. Aid Pioneers starts venturing into the tech and development area, conscious that we need to harness the potential of new technologies to increase the efficiency and security of our operations.

2022

February

We send the first aid transport to Ukraine one week after Russia attacked Ukraine. We will continue to raise over 200.000€ in cash donations for the Ukraine project and send over 429 tons of food.

May

The Altenburg Foundation and STROER SE start supporting Aid Pioneers. Hence, for the first time in its history, Aid Pioneers can fully employ someone to manage its operations. By the end of 2022, we will have two full- and two part-time members!

June

We conclude our scholarship campaign in Lebanon that allowed >350 children to attend school. However, as we have pledged to engage with organizations, the education team now focuses on building partnerships with local education providers. By the end of 2022, we will have partnered with four education providers in different countries.

November

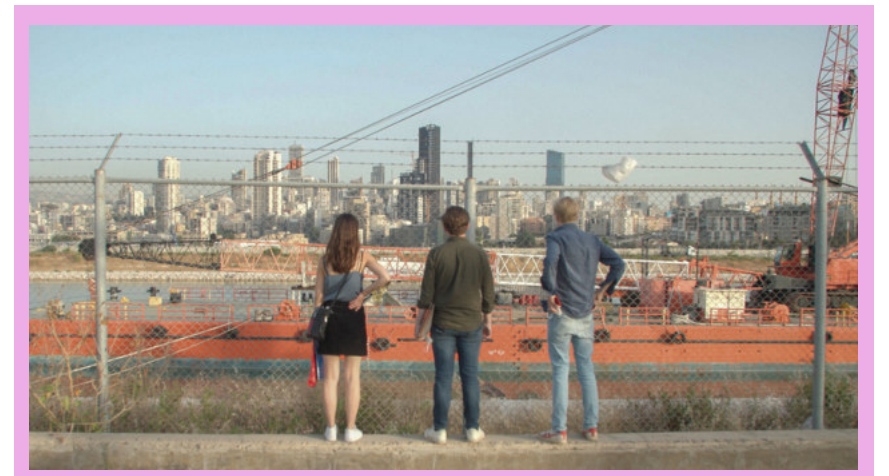
Our biggest-ever shipment, the first project C.U.R.E. sea-freight container containing medical goods worth around 350.000€, arrives in Ukraine and is distributed to frontline hospitals. In 2023, goods worth over €4 million will follow.

VISION

We envision a future of sustainable, local development in which community-based organizations (CBOs) are placed in the driver's seat. Rather than being responsive to external requirements, we believe CBOs in low- and middle-income countries should be empowered to serve their communities—and they can guide us on how to support them.

Through our projects, we have seen that many early-stage CBOs working in medical procurement, gender equality, and education are often held back by structural barriers that require upfront investment—whether a missing classroom, solar panels to redirect electricity costs, or sewing machines to increase pad production capacity. The missing link is finding grants and sources of support that directly support their next needed step. Still, often cut out of global support networks, CBOs are limited in their ability to take a forward step toward a sustainable future. In parallel, the global private sector can often fund or donate its resources but cannot identify impactful ideas without an intermediary institution.

Our work allows us to advocate further for the bottom-up approach to development, a practice we aim to see as the norm in the future. To facilitate this, Aid Pioneers acts as a bridge between local ideas and global supporters, thus empowering CBOs to scale and reach more people with their resources.



MISSION

"We build internal capacities & global networks"

Aid Pioneers acts as a bridge through a bottom-up approach: we identify the most effective local ideas, understand their barriers to scale, and assemble global supporters' resources into chains of support.



Figure 1: The Aid Pioneers Approach

At Aid Pioneers, we have seen that the most effective CBOs in Africa and the Middle East will leverage local expertise to determine how best to serve their communities. Our partner CBOs are already well-trusted by their communities, but they lack the critical resources to achieve scale in the long term. So, once we collectively identify the areas inhibiting our partners' growth, we plan to address them by collaborating on projects and developing their capacities to absorb additional resources from the global private sector. We establish logistical supply chains, fund initial project stages, and support our local partners to reach more people.

We have witnessed how our collaboration is best supplemented by building relationships between our local partners and the global private sector. This allows international supporters to get involved directly and meaningfully. In pursuit of sustainability beyond our partnership, we work to secure CBOs the funding, services, and other resources they need to sustainably expand their reach and impact in the long run. We simultaneously support donors to foster and contribute to projects and relationships with partner organizations.

As such, Aid Pioneers employs an approach that makes us different, encourages our partners to be different, and changes the face of development cooperation; one empowered local idea at a time.

By supporting, rather than imposing on, CBOs, we aim to tread a new path in development cooperation that empowers those most affected by poverty to help themselves and those with resources to learn about and partner with effective local organizations. In doing so, we demonstrate, as a group of young people, that everyone can have an impact—an impact that can sustainably grow in the communities we ought to be listening to.

AID PIONEERS IN NUMBERS



CASH DONATIONS
€470k



473 TONS
OF GOODS SENT



PROJECTS IN
8
COUNTRIES



VALUE OF GOODS
SENT
€ 924k



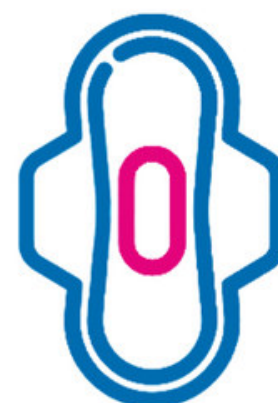
OVER
90
VOLUNTEERS



€ 55k
SCHOOL
EQUIPMENT SENT



PARTNERED
WITH
24 CBOs



19k MENSTRUAL
KITS DISTRIBUTED



>30
CORPORATE
PARTNERS



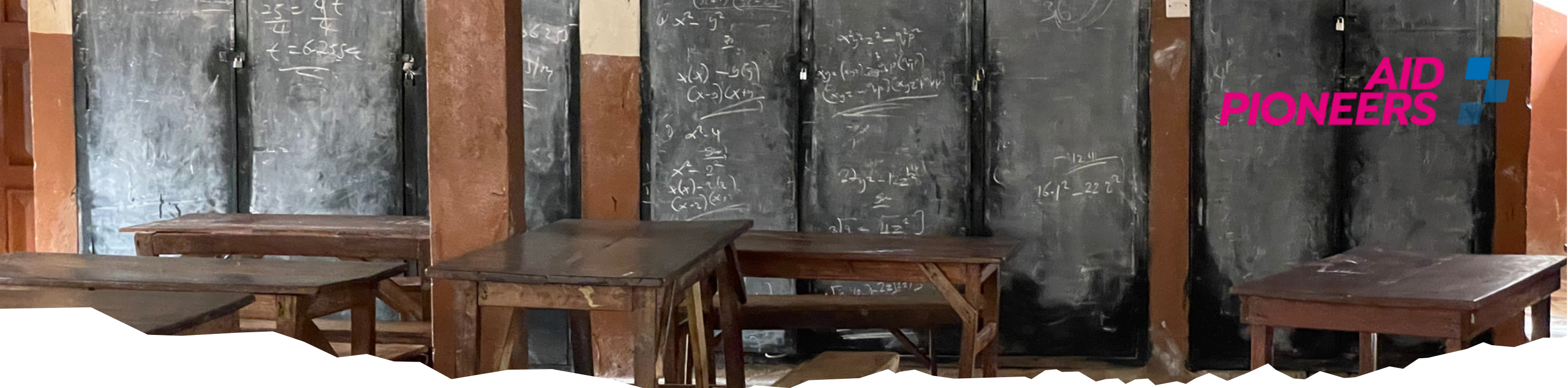
21 NATIONALITIES
AMONG OUR
VOLUNTEERS



over **35k**
LIVES REACHED



50 HOURS
CHARITY EVENTS



METHODOLOGY

The operations of the impact measurement department at Aid Pioneers ensure accountability and traceability of impact through monitoring and evaluation (M&E). Our mission is to increase social return through a factual and data-driven approach. More precisely, we implement impact measurement tools into the project lifecycle, drive the adoption of the Theory of Change (ToC) framework and define a framework to collect key performance indicators (KPIs) across the various interventions Aid Pioneers is engaged in.

The KPIs present a framework to synthesize the information and create tangible insights across all Aid Pioneers' interventions. They are defined across the education, medical procurement, emergency response, and menstrual hygiene sectors. This year, a particular focus was placed on standardizing the data collection process by ensuring the quality of data collected and the inclusion of local partners within the process.

Therefore, we developed a methodology to define KPIs across the sectors, measuring the impact or outcomes uniquely attributed to our mission. Our focus is on standardizing the data collection process, ensuring data quality, and including local partners. We developed five cross-organizational KPIs applicable to each sector and project.

KEY PERFORMANCE INDICATORS:

- | | | | | |
|----------------------------------------------------|---------------------------|-------------------------------|--------------|-----------------------------------|
| 1 | 2 | 3 | 4 | 5 |
| Lives reached
(directly and indirectly) | Freed-up
money | Number of
partners | Costs | Key utilities
supplied |

How were these five categories created? First, we individually mapped both category and sector-specific indicators. This approach allows for a flexible adoption of the indicators to each sector's requirements while ensuring standardization. The project leads, in cooperation with the partner NGOs, then collected the data for each project for 2021 and 2022. We opted for this level of granularity for the data collection to allow for a detailed overview of each project. The reported numbers are summed up across all projects for each sector. The five categories defined above are aggregated across all the sectors and provide insights into Aid Pioneers' overall achievements for the years.

For example, through the donations of laptops for the Ghobeiry School and TAS and donations for the installment of solar panels for P4T, the education sector reached a total of 3429 people in 2022. Continuing the process across all sectors yields the total number of people reached in 2022, as the table **Lives Reached - 2022** illustrates.

The aggregated value is considered a lower bound, or a conservative estimate, as data is difficult to collect for some projects. Especially for many of the emergency response projects, it is not possible to reliably identify the number of people reached. Instead of including unreliable numbers, Aid Pioneers excludes the values for projects in which the data cannot be obtained or does not meet the standard of accuracy required by Aid Pioneers.



EDUCATION

Education is crucial in leveling the playing field in a world of drastically increasing inequalities. Especially depriving displaced people of their universal basic right to education entails depriving them of the possibility of gaining skills they need to build their future. Knowing that we are expecting about 1.2 billion climate refugees by 2050 alone calls for rapid development of solutions to give those on the move a real chance to have a future. Today, of the 7.1 million refugee children under UNHCR's mandate, the majority cannot attend school.

In accordance with Sustainable Development Goal (SDG) 4, we are dedicated to delivering quality education for all. After concluding the "back to school campaign", our first education project that secured access to education for 358 children in Lebanon 2021/2022, we have directed our focus towards community-based organizations (CBOs) providing education.

We dedicate our strengths to the provision of education for the most marginalised, those who are not included in state provision - refugees in low- and middle-income countries.

We work with CBOs in Lebanon and Uganda that are mostly refugee-led and provide early childhood, primary and secondary education to refugee populations. Our partners provide digital skills training to their students, which, especially in places where the labor market is not accessible for refugees, can be a key driver to enter geographically-unbound employment opportunities in the evermore expanding virtual sphere.

In response to our partners' challenges, we have devised a support toolkit to serve our partners holistically. Our overarching aim in education is to foster quality education for all. We define quality education as education that builds the necessary skills to find meaningful employment and offers relevant support to access employment or tertiary education opportunities.

EDUCATION SUPPORT TOOLKIT



Infrastructural support

We support the CBO with the necessary infrastructural resources for effective teaching. We ensure that the school has a sufficient number of high-quality laptops and, if required, the necessary data packages to use online learning resources. In addition, we address the problem of a reliable power supply by installing solar cells and batteries.



Capacity building for digital skill training

We recruit strategic partners for our CBOs that are able to deliver teacher training in different computer-based skills. This ensures that the CBO is self-sufficient in its operations in the long run and is able to deliver digital education classes, such as coding, web development, or other internationally sought-after skills.



Employment links

We build the necessary connections between those seeking employees and those being able to deliver remotely.



Funding support

The CBOs we support are agile organizations that support their communities holistically. Many of them have built social businesses that serve to create livelihoods for their communities and, in some cases, even finance education programs. We support our partners to build sustainable funding streams by scaling their social businesses. We further connect the CBOs to foundations, individuals, and other institutions to secure stable funding streams.

EDUCATION KPIs

€ 55k
IN GOODS SENT

85 LAPTOPS
SENT

3177 LIVES
REACHED



GENDER EQUALITY

Gender equality is a necessary foundation for a peaceful, prosperous, and sustainable world. But even though equality amongst all genders is a fundamental human right, the world is far from being just. Worldwide, nearly 1 in 4 girls between the ages of 15 and 19 are neither employed nor in education or training – compared to 1 in 10 boys.

A crucial angle to fight for gender equality is addressing Period Poverty. The term Period Poverty refers to the social taboo regarding menstruation and the lack of access to menstrual products, education, hygiene facilities, and waste management, affecting an estimated 500 million people worldwide.

Period Poverty hinders many young girls from attending school while menstruating; an estimated 1 in 10 girls in Sub-Saharan Africa misses school during their menstrual cycle.

Aligned with SDG 5, we promote the achievement of equal rights for all genders, which materializes in projects seeking to create equal opportunities for women and girls. Our CBO partners specialize in menstrual health topics and the fight against Sexual and Gender-Based Violence (SGBV).

For instance, we work with the Rwandan Certa Foundation, which is committed to combating gender-based violence against women and girls across the country by representing survivors, educating the community, and providing a platform for legal initiatives that offer legal support to survivors of sexual and gender-based violence in Rwanda. Aid Pioneers supports the Certa Foundation in growing their reach to educate communities in Rwanda and expand their ability to support victims holistically.

On the menstrual health side, we work with partners such as Uman Tok (Sierra Leone), Wing Woman (Lebanon), and Smart Girls Foundation (Uganda), local producers of reusable menstrual health kits, and P4T, a school and vocational training center looking to build a production site for reusable pads and distribute them in the local refugee settlement.

We firmly believe in the potential that reusable menstrual health kits hold to enable women worldwide to live dignified lives. Our toolkit is thus comprised of four work streams, looking to support our partners holistically.

GENDER EQUALITY SUPPORT TOOLKIT



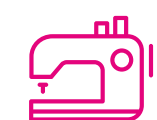
Build supply chains for cotton flannel

While cotton flannel is the key ingredient of menstrual hygiene kits, there are no major African producers wherefore all cotton flannel needs to be imported. Aid Pioneers, therefore, works to ship high-quality flannel at fair prices to our partners. In the long term, however, our goal is to establish a flannel production facility in Africa.



Consult and provide infrastructural support to CBOs

We advise our partners on cost-cutting, supply chain, and sales. We also provide interest-free loans, finance solar systems, or send sewing machines. In addition, we help our partners to establish connections to local and international NGOs that buy the kits and then distribute them.



Create production sites

Production sites are sources of reusable pads and, beyond this, provide vocational training and revenue-generation opportunities. Many CBOs are looking to start producing pads locally but lack the knowledge and working capital to do so, which we support through our knowledge and funding networks.



Ensure the conduction of educational workshops

To ensure that the kits can be used properly, our partner CBOs conduct educational workshops to address the stigma on topics of sexuality and menstruation. We are currently exploring whether it would be possible to build a network of different African partners to support our local partners in conducting these workshops on a larger scale, for example, through an app.

Gender Equality KPIs

€ 37k
IN GOODS SENT

ENABLED THE
PRODUCTION OF
19400 PADS

SENT
2.3 TONS
OF FLANNEL



MEDICAL PROCUREMENT

In accordance with SDG 3, we aim to promote health and well-being globally through our medical procurement sector. Good health is fundamental to human development. If we speak about reducing inequalities, we must address public health - especially publicly accessible healthcare facilities in low- and middle-income countries.

Aid Pioneers is committed to ensuring that multiple healthcare facilities in Sierra Leone, Lebanon, and Ukraine receive the medical supplies and equipment they need to provide life-saving support. By being active in crisis areas such as Ukraine, we further ensure that frontline hospitals can give life-saving medical care.

Our medical procurement sector was formed in the wake of the Wellington Fire Explosion in Freetown, Sierra Leone, which killed 144 individuals and is estimated to have injured as many as 400.

Within weeks, our team delivered over 140K EUR or 850 KG of medical supplies to equip physicians on the ground with the equipment needed to fit up an emergency burn unit and provide life-saving support. In the year since that initial intervention, we sent three additional shipments to Sierra Leone, two shipments worth over 466K EUR to Ukraine, and secured over 2,3M EUR worth of medical supplies expected to be delivered to Ukrainian frontline hospitals in early 2023.

In response to our partners' challenges, we devised a support toolkit to serve our partners holistically. Our overarching goal in the medical sector is to equip highly effective medical institutions with the supplies they need to provide life-saving services to more people.

MEDICAL PROCUREMENT SUPPORT TOOLKIT



Sourcing medical supplies

We find surplus medical supplies in high-income countries and match them with the needs of hospitals in lower-income regions with critical supply shortages.



Networking

We have developed a strong network of pharmaceutical associations, medical supply warehouses, and other institutions that are able to provide large quantities of high-quality equipment and consumables at low or no-cost.



Needs identification and vetting process

In low-income countries, namely Ukraine and Sierra Leone, we have identified the hospitals best equipped to deploy additional resources and developed a robust needs identification and vetting process.

MEDICAL PROCUREMENT KPIs

€ 655 K IN
GOODS SENT

OVER 12K LIVES
REACHED

10 PROJECTS &
13 PARTNERS

KEY PROJECT: UKRAINE



Our largest project to date has been the one in Ukraine. As soon as the war started, we immediately sent 25 truckloads of the most needed humanitarian relief items, such as 400 tons of food, clothes, and sandbags. As the war progressed, however, we realized that medical goods were a more sustainable way of supporting Ukraine. This was when we started our collaboration with Project C.U.R.E., Flexport, Project 22, and United Help Ukraine (UHU). Since then, we have shipped medical consumables from the United States to the 22 Ukrainian front-line hospitals receiving the majority of the wounded from the war. More importantly, by forming partnerships with a range of extraordinary organizations (such as Project C.U.R.E.), we built a new project that is both cost-efficient and scalable.

An in-depth insight into the workings of the Ukraine Project:

Our Ukrainian partner, Project 22, used data from the Ukrainian Ministry of Health to identify the 22 front-line hospitals we partner with. Already ill-equipped in pre-war times, these hospitals were now often unable to deal with the large numbers of patients they received. This pertains particularly to mass casualty events (such as a rocket attack), which can instantly lead to hundreds of injured patients. Patients often die in the first days after such events simply due to a lack of medical supplies (such as IV equipment or anaesthesia). Together with the Ukrainian Medical Association, Project 22 compiled a list of about 300 items needed to treat patients in these critical five days after a mass casualty event until the patients can be evacuated or supplies from other hospitals arrive.

Tracking the stocks of these hospitals, Project 22 ensures that all hospitals are constantly resupplied to treat all admitted patients. Using this data, Aid Pioneers sends exactly the medical consumables to the hospitals that Project 22 lists. To do so, we teamed up with the American non-profit Project C.U.R.E. and the shipping company Flexport.

C.U.R.E. is the world's largest distributor of donated medical supplies and allows our medical team to choose from over 20,000 different medical items in their seven warehouses in the U.S. These are then packed into 40-foot containers and shipped to Lviv, Ukraine, by our partners Flexport, from where Project 22 organizes the delivery to front-line hospitals.

Our Ukrainian partners estimate that with every container we send, about 2,200 life-saving treatments can be conducted. Therefore, although every container sent contains medical items worth 330,000 - 370,000 EUR, the costs incurred by Aid Pioneers are less than 20,000 EUR.

“In other words, every donation that we have received for this project allows us to deliver 20-times its value in medical supplies.”

To date, we have been able to fund nine 40-foot containers, the first of which arrived in Lviv in early December. We hope this project's leverage will convince more partners and donors to join in and help us ship even more medical supplies to those Ukrainian hospitals. Together with our donors and partners, we can deliver aid that can tip the scales between life and death.



KEY PROJECT: SOLAR FUND

About 1.6 billion people in the Global South are entirely cut off from electricity. Similarly, local grassroots NGOs and small businesses cannot access a stable electricity supply. The consequences of this energy shortage can be observed in three dimensions: Productivity, poverty, and pollution. For example, according to Moyo, B. (2012), manufacturing companies in the Middle East and North Africa are frequently cut off from electricity, on average 9.9 hours per day which causes their output to decrease by 4.21%. To avoid power cuts, many small businesses and NGOs are forced to source energy from off-grid generators that cost between three and six times the electricity from the official grid. But these diesel-powered generators are not only costly but also pose a great danger to the environment and significant health risks. Diesel exhaust contains more than 40 toxic air pollutants, including various carcinogens, but also harmful environmental pollutants, such as nitrogen oxides, which are the primary ozone-depleting emissions.

Several of our partners experience these problems, preventing them from realizing their full potential. One of these organizations was Tuyoor al Amal: a refugee-run school in Tripoli in the north of Lebanon, where mainly Syrian refugees are taught. If you want to read more about their work, please turn to page 11 in this report. Without the solar panels, Tuyoor al Amal spends an average of 310 € per month on generators to produce the electricity needed to provide computer classes, lights, and heating. Also, Tuyoor al Amal's 2,400 students are constantly exposed to the hazardous emissions of the generator on the school's premises.

At the same time, the solar panels and batteries to meet Tuyoor al Amal's needs cost "only" 9,700€ (rounded). In other words: If Tuyoor al Amal were to use the 310€ they currently spend on diesel for generators to buy solar panels, they would have a reliable, emission-free electricity supply at no further cost after ca. 2 ½ years. Nevertheless, Tuyoor al Amal cannot afford the corresponding upfront investment and thus cannot install solar panels. Here, Aid Pioneers comes into play, supporting local off-grid organizations by financing solar panels. Aid Pioneers provides the upfront financing in full – ca. 50% as a grant and 50% as an interest-free loan. For instance, the project modalities for Tuyoor al Amal (which are to be implemented at the beginning of 2023) foresee that:

1

AP provides 5100€ as a grant, 4600€ would be extended as an interest-free loan over a period of 18 months.

2

From month 1 to month 10, Tuyoor al Amal repays 280€/month, from month 11 to month 18, TAS repays 230€/month.

That is, Tuyoor al Amal has immediate monthly savings and enjoys a stable electricity supply for their teaching. After only 18 months, they will have fully repaid the loan and can then reap the benefits of having a budgetary increase of 310€/month in the long run, which – in tandem with a stable electricity supply – is a real game changer for organizations in uncertain environments with significant inflation and economic instability. The repayment model also implies that Tuyoor al Amal pays the money back to Aid Pioneers, who uses this money to finance solar panels for other CBOs, leveraging donations by using donation money several times.



KEY PROJECT: TUYOOR AL AMAL



Tuyoor Al Amal is a refugee-led organization in Tripoli, Lebanon. Founded in 2013, today, Tuyoor al Amal runs schools in two locations providing education from kindergarten through baccalaureate level to around 2,500 children. Mustafa, the founder of the schools, is a known and respected member of his community, striving to boost his community's prospects in an outright hostile environment.

Mustafa is one of the estimated 1.5M Syrian refugees living in Lebanon, of which 90% live in extreme poverty. The number is unknown, as in 2015, Lebanon forbade UNHCR from officially registering Syrians. As a consequence of the animosities against Syrians, most lack legal residency - a UNHCR survey yielded that only 10% of households had a secure legal status for all their members. 4 out of 10 minors are out of school, as many bureaucratic requirements bar those having fled to register for schooling.

Due to the hectic circumstances of leaving one's home country due to war, many have not taken birth certificates. Another issue many refugees and their families face is that few can pay the fees for sending their children to school in a humanitarian crisis. However, the figure of 60% of children in school is highly age-dependent. Narrowing the focus on secondary education only, it can be estimated that only 3% of Syrians in Lebanon attend secondary school. The fact that Lebanon is currently in the midst of a political, social, and economic crisis exacerbates the situation of Syrians in Lebanon.

In a context in which the host population, currently accommodating the highest amounts of refugees per capita, is itself in need of humanitarian assistance, little support towards a refugee population can be expected.

In this context, Mustafa has created a harbor of safety for 2,500 children of all ages. He has not only built two schools that provide these children with an officially recognized degree, he thinks ahead: Mustafa wants to intensify English classes, create a digital skills curriculum and train the children in soft skills to ensure they build the confidence needed to enter a (foreign) labor market.

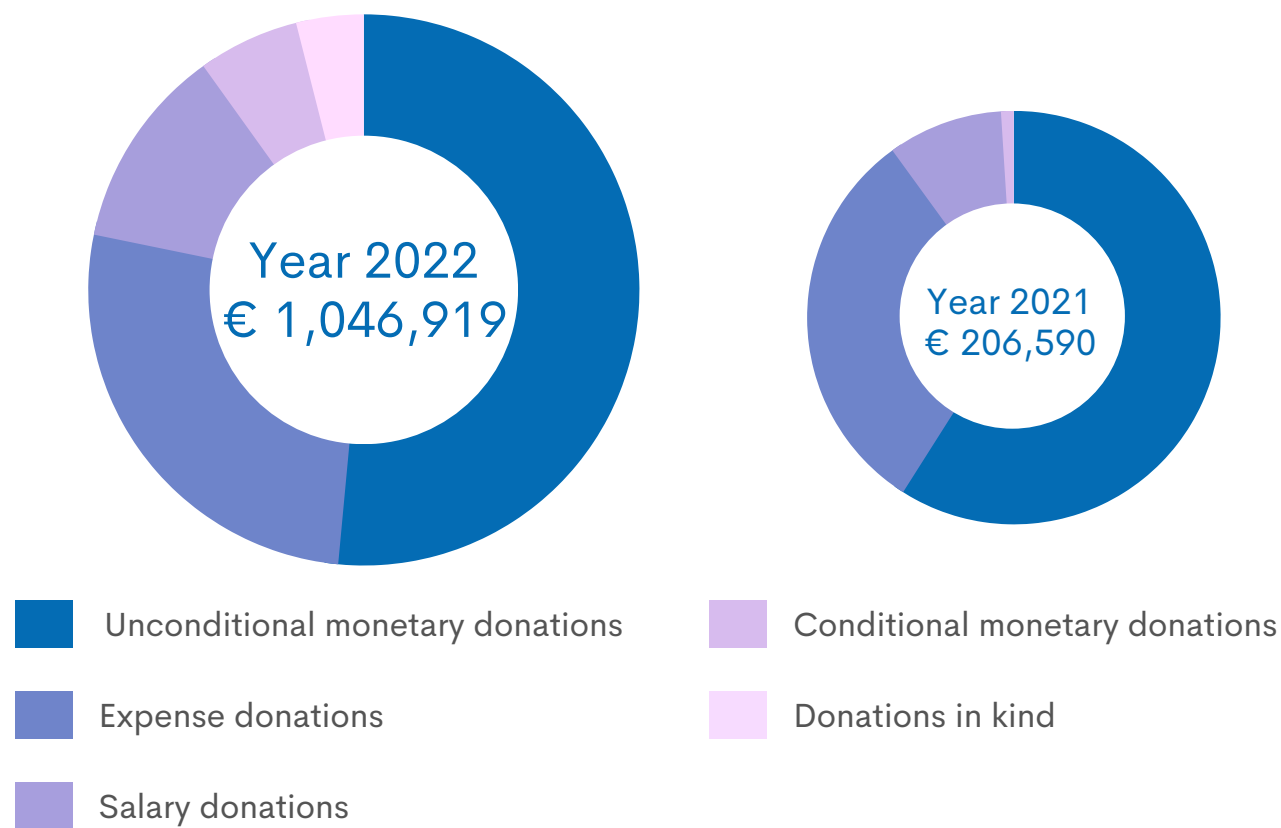
On the side, Mustafa has opened a bakery that is now supplying the school's students with bread at a reduced price, combating food insecurity and offering an entrepreneurship education opportunity to his students. We have been working with Mustafa to procure thirty laptops, as his school currently lacks digital devices for heavy software. As these have arrived, we are looking into equipping his schools with more solar energy to power printers, projectors, laptops, lights, and charge devices. We are also setting up strategic partnerships with an external organization to deliver digital skills training and an employability class, the outcomes of which we will hopefully be able to report on further into 2023.



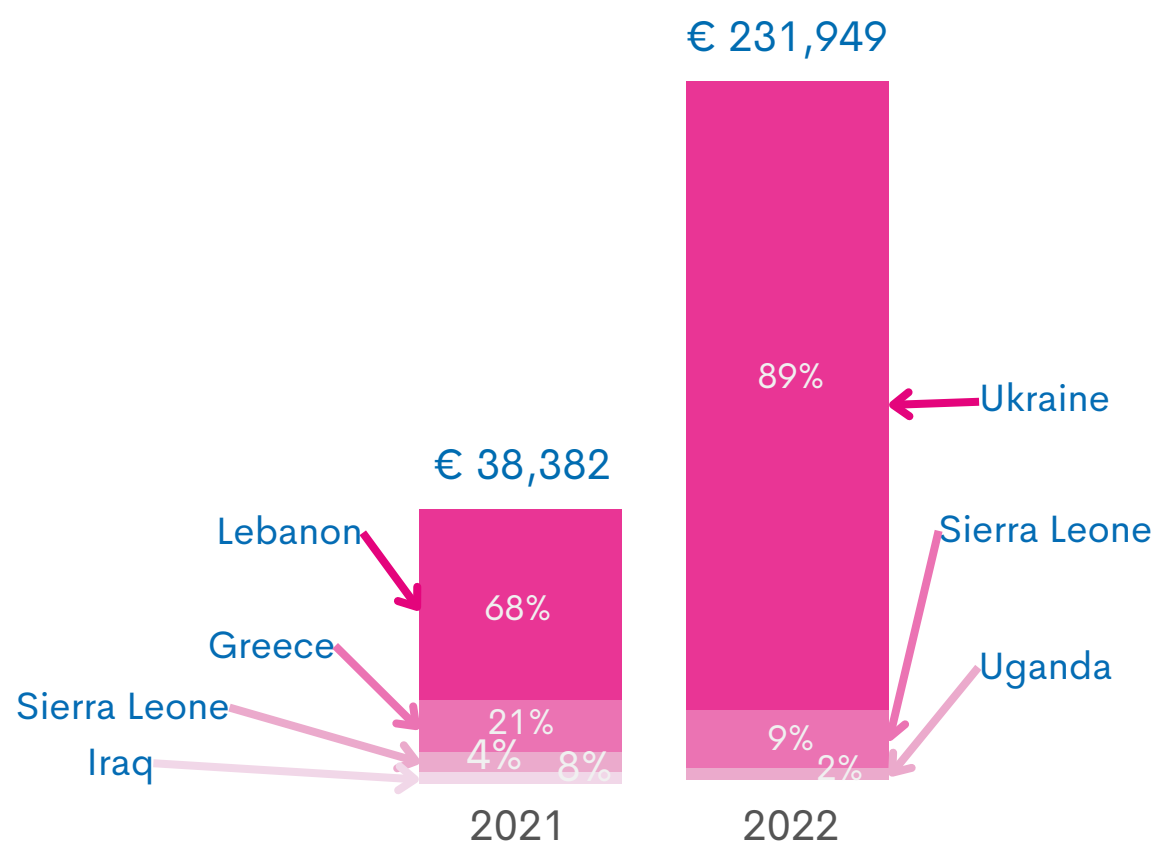
Financials in EUR	Total 2022	Total 2021
Contributions	3,280.00	8,304.52
Income - AP Lebanon	1,500.00	292.25
Income - AP Ukraine	0.00	0.00
Income - AP Greece	0.00	3,012.25
Other income non-profit sector	1,000.00	5,000.02
Membership fees	780.00	0.00
Donations	1,046,918.55	206,590.33
Unconditional monetary donations against donations receipt	8,874.58	30,699.35
Unconditional monetary donations without donations receipt	27,983.39	34,078.45
Conditional monetary donations - AP Lebanon	100.00	11,210.00
Conditional monetary donations - AP Sierra Leone	10,000.00	8,000.00
Conditional monetary donations - AP Ukraine	272,181.45	0.00
Donations in kind against donation receipt	0.00	62,659.53
Donations in kind without donation receipt	543,620.13	58,709.00
Expense donation against donation receipt	5,348.24	1,234.00
Expense donation without donation receipt	53,810.76	0.00
Donations received for salary expenses	125,000.00	0.00
Total revenue from non-profit sector (Ideeller Bereich)	1,050,198.55	214,894.85
Personnel expenses	(55,646.35)	0.00
Salaries	(36,170.86)	0.00
Social security expenses	(18,225.15)	0.00
Travel expenses	(1,250.34)	0.00
Other expenses non-profit sector	(837,690.07)	(159,456.18)
Expenses - AP Lebanon	(1,000.00)	(26,055.48)
Expenses - AP Sierra Leone	(21,040.55)	(2,942.00)
Expenses - AP Ukraine	(206,120.61)	0.00
Expenses - AP Uganda	(3,787.50)	0.00
Expenses - AP Greece	0.00	(7,891.78)
Expenses - AP Northern Iraq	0.00	(1,492.41)
Expenses - miscellaneous	(271.60)	(1,713.73)
Insurances and other contributions	(2,680.68)	0.00
Charges for late repayments	(10.00)	0.00
Outgoing donations in kind	(543,620.13)	(118,126.78)
Outgoing expense donation	(59,159.00)	(1,234.00)
Total expenses of non-profit sector	(893,336.42)	(159,456.18)
Other economic activity	420.00	4,021.63
Revenue as a small business according to §19 (1) UStG	420.00	4,021.63
General costs of association operations	(3,513.63)	(986.60)
Maintenance costs for hardware and software	(119.88)	0.00
Postage	(1.60)	(89.75)
Incidental costs of monetary transactions	(616.71)	(208.66)
Other charges	(5.93)	(8.91)
Advertising costs	(1,467.47)	(283.76)
Hospitality costs	(59.20)	0.00
Office supplies	0.00	(43.95)
Telephone	(0.00)	(5.00)
Legal and consulting fees	(695.44)	(346.57)
Other operating supplies	(547.40)	0.00
A: Net result of non-profit sector	156,862.13	55,438.67
B: Net result of asset management	0.00	0.00
C: Net result of special-purpose operations	0.00	0.00
D: Net result of economic business operations	(3,093.63)	3,035.03
Result of sales tax accounts	0.00	0.00
Net result for the year	153,768.50	58,473.70

AP's growth in the past year is also reflected in its financial reporting figures. On both the revenue/donations and expense/distribution sides, AidPioneers has risen to new levels of scale, allowing the organization to meet its founding purpose on a global scale. Most notably, AP's financial impact increased fivefold to over €1 million in 2022 compared to 2021. Most of this amount was achieved through the mobilization of donations in kind, followed by conditional and unconditional monetary donations.

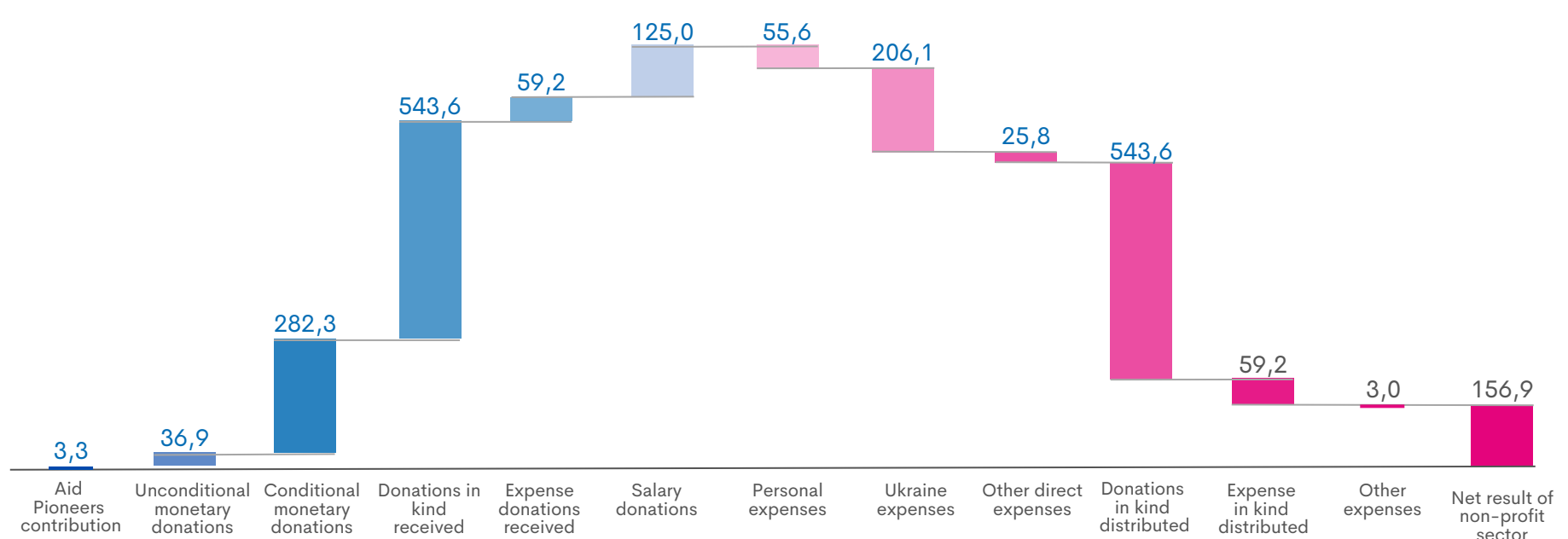
Breakdown of donations by type in 2022 and 2021



Direct financial project expenditures per country in 2021 and 2022 (excl. value of in-kind donations, etc.)



Aid Pioneers financial inflows and outflows in 2023 (in '000 euros)





GLOBAL PARTNERS

Project Partners

Our project partners jointly implemented projects with us by donating their services and goods.



Salary Donations

Our financial supporters fund the majority of our overheads, thereby enabling our work and high donations efficiency.



Organisational Partners

These partners enable us to do better work by strengthening our internal capacities to serve our CBO partners.





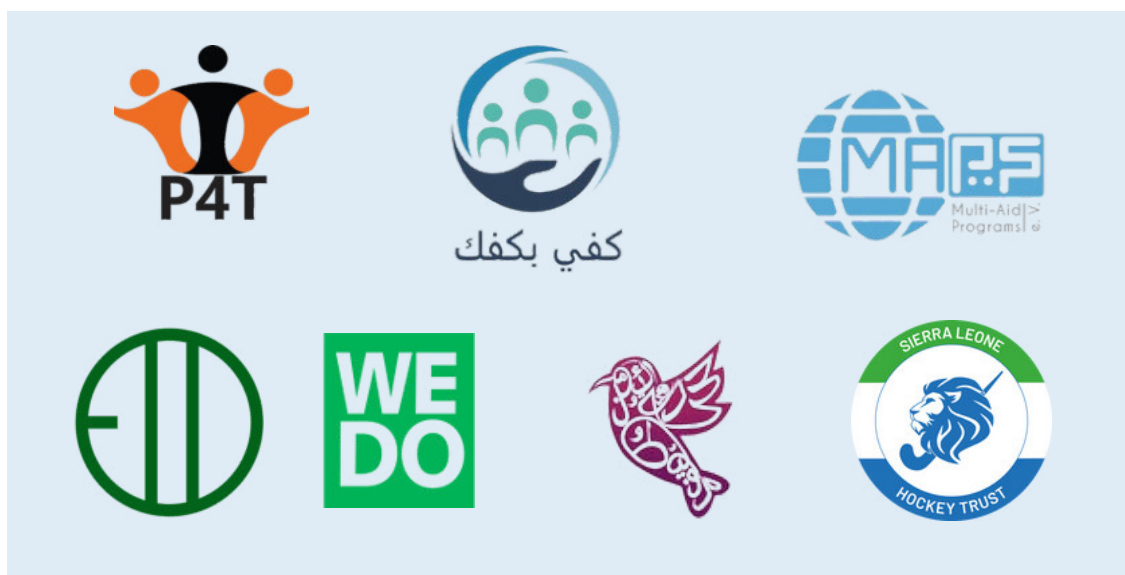
CBO PARTNERS

The bottom-up approach is at the heart of Aid Pioneers' approach to project work. We support CBOs to achieve their vision, and they are the ones delivering concrete project outcomes. Thus, the impact we report in this annual review is the outcome of our teamwork with the CBOs taking the inputs provided by Aid Pioneers to create an impact in their communities.

Gender Equality



Education



Medical Procurement



OTHER PARTNERS





TESTIMONIALS BY PARTNERS

Uman Tok

Sierra Leone



"Uman Tok Sierra Leone is a fully registered national Sierra Leonean NGO focusing on the girl child. We grew as a response to the increase in teenage pregnancy and the direct correlation between girls entering puberty and dropping out of school after the Ebola epidemic in Sierra Leone. It was found that 20% of girls in primary schools had missed school because they didn't have menstrual hygiene supplies. These concerns became a focus for us as part of our larger vision to make it possible for all children to go to school and complete their education.

At Uman Tok our mission is to reverse the cycle of poverty among women and girls by raising awareness among children about the unique challenges of adolescents. We envision a well-informed, gender-equal world where children reach their full potential by staying in school with a heightened knowledge of sexual and reproductive health education and access to affordable, sustainable menstrual hygiene options.

In Sierra Leone, providing programs that will lead to sustainable empowerment comes with many obstacles. Luckily, we were connected to Aid Pioneers in the middle of the COVID-19 pandemic through a mutual organization as we were in the unfortunate position of having an order of 10,000 reusable menstrual hygiene kits to reach girls in immediate need but could not access enough flannel material in Sierra Leone. Cotton flannel is an integral part of our Days for Girls sustainable menstrual hygiene pads, which we produce at cost recovery and, heightened by the impact of the pandemic on shipping and logistics, is very hard to find in our local markets.

With Aid Pioneers, we were able to find innovative solutions to our needs due to their effective global resource links and willingness to listen and be guided by our local knowledge and expertise. They also went above and beyond our memorandum of understanding when it came to a devastating fuel explosion that rocked Sierra Leone, which put major pressure on hospitals and the health system, which did not have a single burn unit in the country. Having already set up logistical systems between us at Uman Tok and Europe, Aid Pioneers, within days, mobilized critical medical equipment, including medicines which complemented the government's efforts and was recognized by the Mayor of Freetown and the heads of the largest hospitals in the country.

It is rare to find partners willing to address existing needs, to be led by those on the ground, and to carefully set a balance between finding sustainable solutions whilst also not damaging or replacing what locals can do. Aid Pioneers have given us the opportunity to remain in the driver's seat, as a small but growing NGO, to reach over 10,000 girls, enhance our operations by donating essential equipment and help our country in a crisis.

We continue to say Tenki Plenti (thank you very much in Krio) for the unparalleled support we have received from Aid Pioneers and look forward to a continued collaboration to keep girls in education and women in the workplace and enhance gender equality in Sierra Leone."



TESTIMONIALS BY PARTNERS

Altenburg Foundation

London

The Altenburg Foundation is a family-run foundation dedicated to supporting entrepreneurs and non-governmental organizations (NGOs) in their efforts to positively impact their communities within the areas of education and integration. We value collaborating with like-minded others and are pleased to have formed a partnership with Aid Pioneers, an organization that impressed us with its passionate and tireless approach to helping efficiently in emergency situations. When the founders of Aid Pioneers decided to take their meaningful work to the next level by dedicating their full-time efforts in early 2022, the Altenburg Foundation, in collaboration with Stroer SE, provided support and assistance to aid in the growth and development of the organization.

Currently, we are working closely with Aid Pioneers to identify local community-based organizations (CBOs) in the Middle East and Africa, as we share their concept of addressing existing needs and finding sustainable solutions while remaining guided by those on the ground.

By supporting the growth of the Aid Pioneers platform, we are able to further our foundation's goal of empowering CBOs to scale and reach more people with their resources.

We are inspired by the engaged and talented young people at Aid Pioneers and their ability to attract a significant number of highly educated volunteers. Moreover, we are excited about Aid Pioneers' vision of connecting local ideas with global supporters and look forward to continuing our collaboration in the future to help them achieve their plans for 2023, including identifying efficient grassroots NGOs and empowering them to reach their full potential.

The Altenburg
Foundation

BACKGROUND INFORMATION

Since May 2022, the Altenburg Foundation, in cooperation with Ströer SE, funds two full-time positions and other overheads at Aid Pioneers. The growth Aid Pioneers has seen in projects and in realized donations was only made possible through their generous seed funding commitment for three years in total.



IN 2023, WE NEED YOU

As we reflect on our progress from 2022 and look forward to 2023, Aid Pioneers seeks to:

1 Increase our capacity to serve CBOs by adding services and increasing our efficiency.

2 Empower further young people to engage with global issues and local solutions.

3 Grow our corporate partner network to direct CSR efforts towards local projects.

For our 2023 goals, we seek your support to **find new community-based organizations, lead and join new projects with Aid Pioneers** and **offer your institution's resources—whether in-kind donations or long-term CSR support—towards our existing projects** that are seeking sponsorship. So, how can you get involved?

1 Point us towards CBOs that would benefit from our support!

If you represent or know of local community-based organizations that fit what Aid Pioneers is looking for, please reach out to us. We are always eager to learn from local CBOs and consider adding them to our network of support as a partner.

2 Take initiative and join Aid Pioneers!

We take pride in empowering a group of young people to make an impact for CBOs, leveraging their belief in local ideas and their skills as students and working professionals. We support our project leads and volunteers closely by teaching them the AP approach, thus empowering them to execute meaningful projects with partner organizations while developing their leadership skills.

If you wish to lead a project with AP, support one of our organizations or pitch a new project – even if it expands to a region we have not yet worked in – we are excited to accompany you on your path of becoming an Aid Pioneer.

3 Offer your resources to Aid Pioneers' partner organizations!

We leverage our corporate partners' in-kind, financial, and employee-hour donations to support CBOs. During our cooperation with various CBOs, we have scaled their activities and prepared them to absorb additional funding. Our partnerships demonstrate the legitimacy and evidence of impact created by local organizations. Furthermore, we jointly approach donors to test the case for sponsorship. In particular, we are targeting institutions inspired by the prospect of partnering directly with CBOs through their CSR activities. This allows them to find transparency and accountability in their CSR activities in line with their missions. If you want to engage your company's resources or foundation to support CBOs in low- and middle-income countries, reach out to us!

POWER BEHIND THE PROJECTS



Siona Sharma

"Deciding to join AP was a turning point for me. I'd spent the last few years working on projects with global health institutions, both government agencies and foundations, and before transitioning to my next job, I decided my three months could be best spent learning how AP, as a nimble organization with a clear purpose, fits into my field. Several months later, I'm still here--supporting Rwandan lawyers to teach students about their sexual and reproductive rights and asking our central strategic question: what does the future of AP hold? It fits within a larger question for all of us, that of how we can most effectively enable our partner organizations to grow and why we are well-placed to offer our support. Beyond sticking around for the people, who've become some of my favorite people to both think and share life with, I stay at AP because this is the question that follows me as I pave my own path in global health and law, and if we can figure it out, I'm hopeful that we can change the face of this field and demonstrate what it means for local organizations to demand and steer the support they need (rather than the other way around)."

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