



HEDWIG AND
ROBERT SAMUEL
FOUNDATION



ANNUAL REPORT

2022

"Give youth a chance."



Dear Reader,

2022 marked the 90th anniversary of the foundation's establishment. It was precisely on June 3, 1932 that the Hedwig and Robert Samuel Foundation was officially approved by the County President in Düsseldorf.

The successful businessman and tobacco merchant Robert Samuel had already stipulated the establishment of the foundation in his will in 1927, which his executors implemented after his early death in 1931 at the age of just 61. Robert Samuel had designated his office and commercial building on the prestigious Königsallee in Düsseldorf - the so-called Hohenzollernhaus - as the foundation's capital.

Mr and Mrs Samuel had chosen to support social institutions for the particularly disadvantaged as the purpose of the foundation. In doing so, they were following a tradition of wealthy Düsseldorf citizens to donate part of their fortune to charitable causes.

The foundation was established on the condition that the rental income from the Hohenzollernhaus should initially secure the livelihood of his wife Hedwig until her death. When Hedwig Samuel passed away in 1976 at the age of 83, the foundation's board of directors first decided to carry out a fundamental renovation of the building in order to sustainably improve the income situation.

This subsequently made it possible to expand the foundation's activities. Educational work for young people in the countries of the global South now became the focus of the foundation's activities.

Hedwig Samuel was my great-aunt. From her stories of travelling around the world with Robert Samuel at the end of the 1920s, I remember her distress at the almost hopeless living conditions, especially for the many young people in the poor regions of the world. Like Robert Samuel, she would have been delighted to see that more than 10,000 young people have now successfully completed their training in the Foundation's educational centres, giving them the chance of a better life.

Once again this year, almost 300 successful graduates received their diplomas with pride and joy.

Sincerely

A handwritten signature in blue ink that reads "Martin Barth". The signature is written in a cursive, slightly stylized font.

Martin Barth
President of the Board



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WHO WE ARE AND WHAT WE DO

ABOUT SAMUEL FOUNDATION

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



VISION - MISSION

OUR PRINCIPLES MAKE US STRONG

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

OUR VISION

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

OUR MISSION

To empower more and more people to leave the cycle of poverty through qualified education and professional training and, thus, also improve the prospects of the following generations.





ORGANISATIONAL STRUCTURE

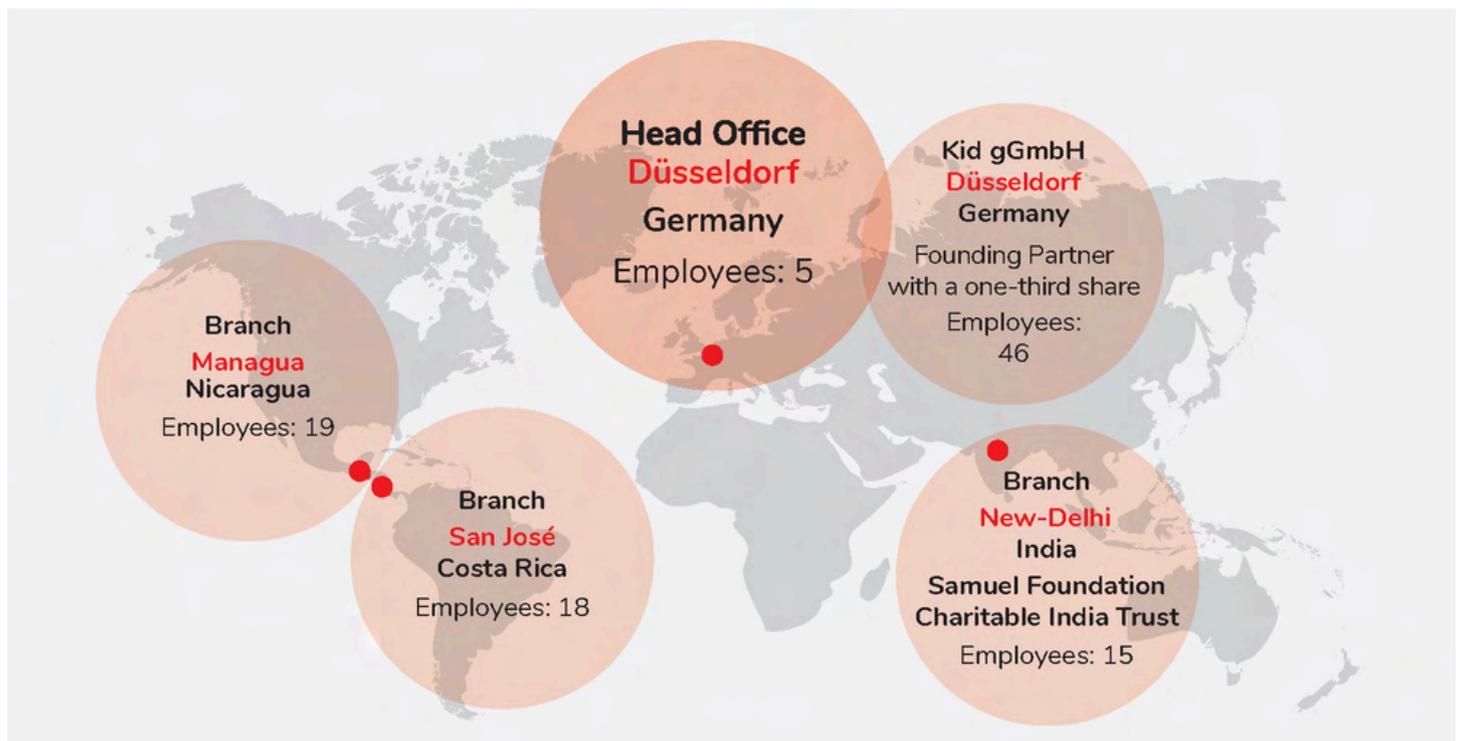
BOARD OF THE FOUNDATION

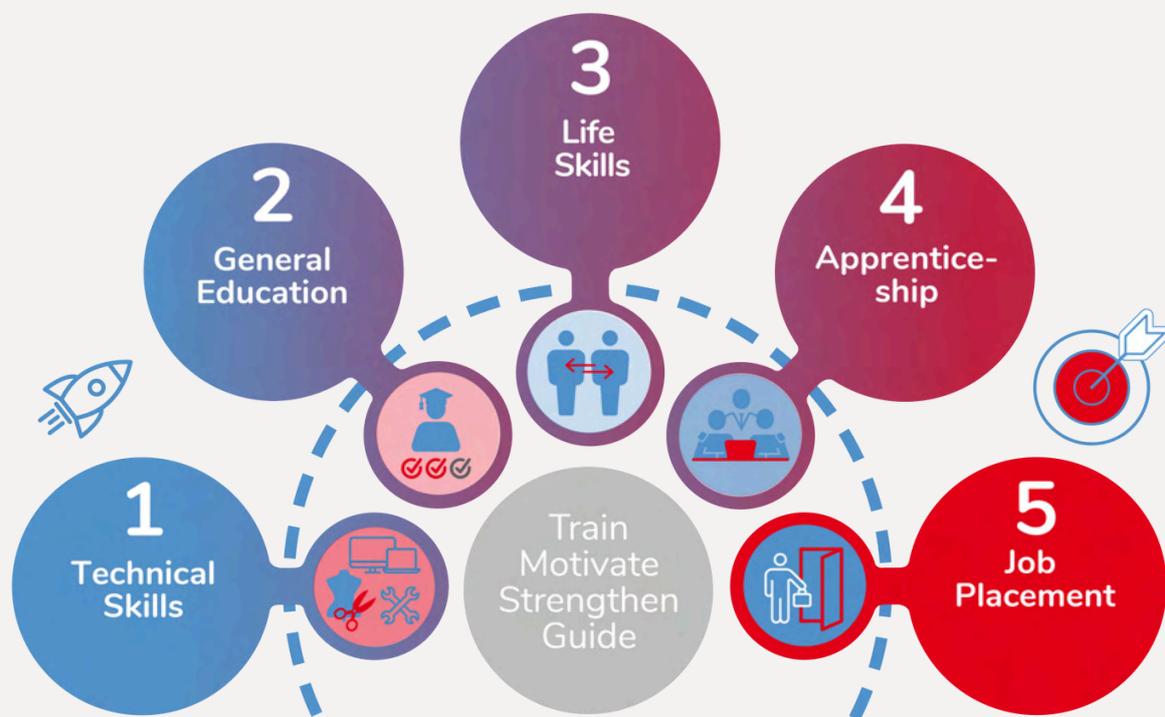
From left to right

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

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

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





OUR EDUCATIONAL APPROACH – HOLISTIC AND SUSTAINABLE

In our centres, we provide economically disadvantaged adolescents and young adults with the opportunity of receiving a professional and holistic technical education based on the model of the German dual system.

The dynamic developments of today's labour markets place high demands on all job applicants. Interdisciplinary thinking is becoming increasingly important. Therefore, we deliberately do not limit ourselves to teaching technical skills in our centres but rather focus on a holistic approach.

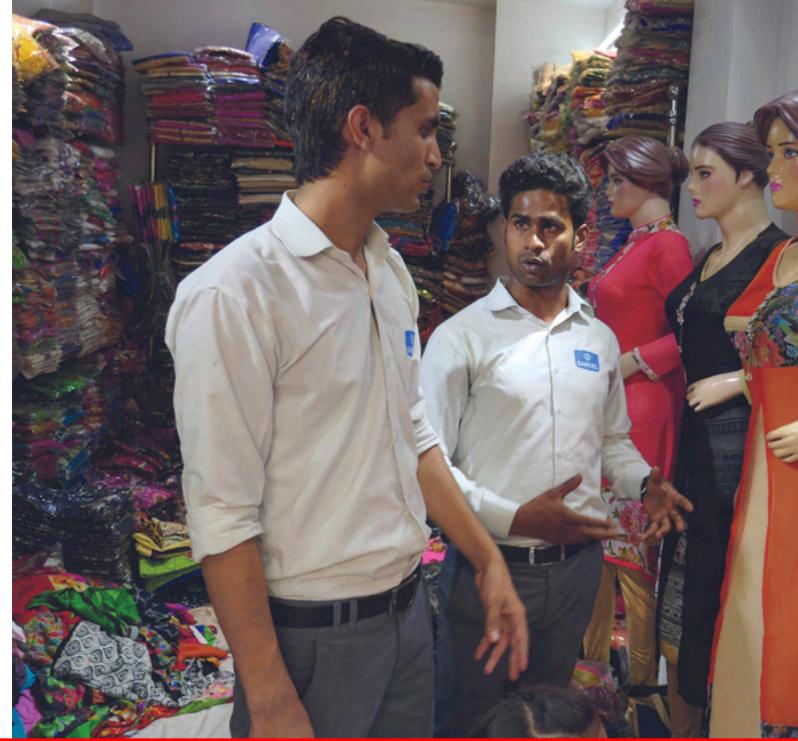
All the foundation's technical education programmes are designed for a duration of 15 or 19 months on a full-time basis, including a three-month company apprenticeship. During this time, our students acquire all the necessary competences to thrive in modern labour markets, to successfully shape their later professional lives, and react flexibly to new developments in the future. In teaching these so-called „key competencies for lifelong learning“, the foundation follows the recommendations of the European Union framework of reference, enables the students to fully participate in social life and successfully manage transitions on the labour market.

In addition to technical skills in theoretical and practical blocks, the full-time technical education includes the teaching of general education competencies in the areas of communication and language, English as a foreign/second language and digital skills. The curriculum is supplemented by a comprehensive personality training including employability. A three-month compulsory apprenticeship in a company or enterprise cooperating with the foundation completes the technical education.

However, our concept does not end here - we go one step further and actively place our graduates in qualified employment. Thanks to our large cooperation network, we regularly succeed in placing over 90% of our graduates in suitable companies.

This is how the foundation offers completely new perspectives for young people and the start of a better future.

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



OUR TECHNICAL EDUCATION PROGRAMMES

For more than 30 years, the foundation has been providing economically disadvantaged young people access to a qualified technical education for occupational fields in which skilled personnel are urgently needed. When selecting and designing its programmes, the foundation is always considering the demand and the prospects on the respective labour markets. In India, Costa Rica and Nicaragua, the Samuel Foundation provides training in its own centres with high quality standards and in close cooperation with authorities and companies. We are offering careers in the following fields.

Costa Rica | Nicaragua

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

India

- > Full-time technical education in Fashion Design & Management with professional qualification
- > Duration: 15 months including a three-month apprenticeship

PREREQUISITES FOR RECEIVING A SCHOLARSHIP

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



OUR WORK IN 2022 | AN OVERVIEW

In the Foundation's 90th anniversary year, our holistic training concept as well as many international encounters could be fully realised again for the first time since the pandemic - although with corresponding preventive measures in the first half of the year. However, cooperations, workshops and other activities finally took place again in direct dialogue. The participation of a representative of our Costa Rican branch in a congress of the "weltwärts" organisation in Mexico, the deployment of a volunteer to our Centre for Technical Education in San José via this very organisation and the resumption of our annual meeting of project and country managers in Düsseldorf, where we worked on future topics, deserve special mention.

Our branch in India in particular was very busy with its extensive extra-curricular programme, such as the annual Grooming Month and a photo shoot for the students in self-created Indian festive outfits, as well as many other social activities.

Based on the experience gained during the pandemic, the foundation has moved its entire IT infrastructure to the cloud so that it can easily

switch to online teaching and working from home, if the need arises again. A new, modern website was also created during this period.

The regular training activities in our three centres in Costa Rica, India and Nicaragua were not neglected either. In November and December, a total of 285 students successfully completed their 15 or 19 months of full-time technical education at the three centres.

Of these, a total of 270 graduates of the programmes were placed in permanent employment or further learning opportunities. This corresponds to 95% of those who successfully completed the programme and 80% of those who started training.

In addition, demand for our part-time vocational training courses also remained unbroken in 2022. In the reporting year, 317 participants successfully completed one of the evening courses offered in Costa Rica and 342 participants completed a vocational training course in Nicaragua.



OUR WORK 2022 | COSTA RICA

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

Apart from a few hygiene regulations and the initial obligation to wear masks, the training year in Costa Rica did not experience any further restrictions due to the pandemic. The new batch of 2022-2023 started as planned in April of the year with 125 students, and the course of lessons and the obligatory company apprenticeships of the outgoing batch as well as the graduation ceremony could be carried out as planned. The proud graduates received their diplomas in December.

After two years of interruption due to the pandemic, our centre in San José was able to welcome a young woman from Germany again for a year of volunteering from August 2022. She supported the local team in administrative matters and in organising community activities. The stay was organised through "weltwärts", the development volunteer service of the German Federal Ministry for Economic Cooperation and Development (BMZ).

In addition, our centre in San José took part in an international weltwärts congress on voluntary service in Mexico and deepened the long-standing contact with this partner.

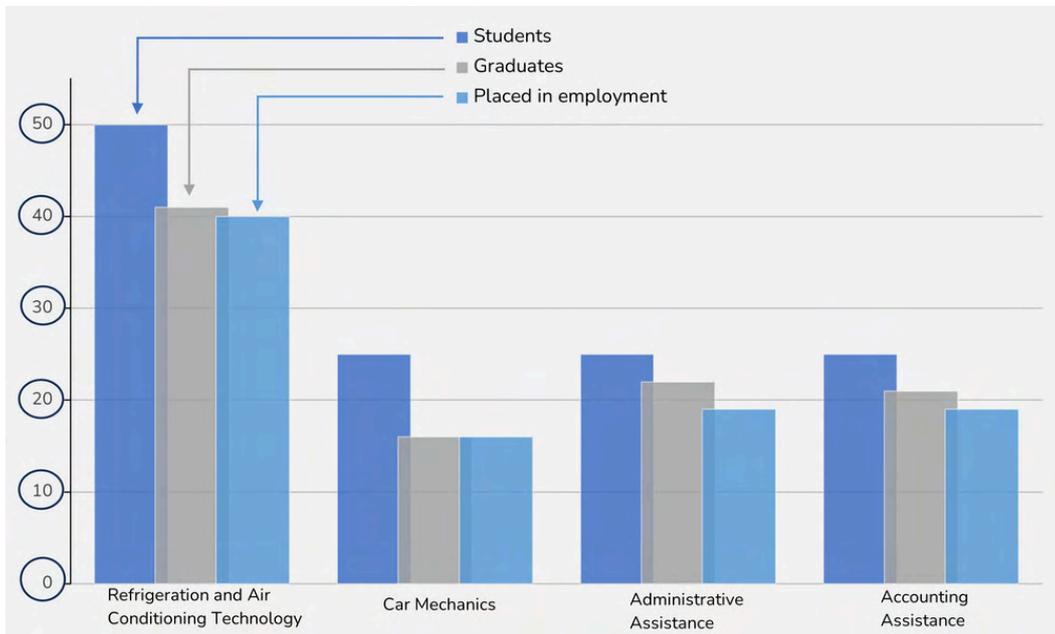
The part-time vocational training was continued - courses on handling refrigerants and coolants in particular were in high demand. Our centre's good networking and long-standing cooperation with other governmental and non-governmental organisations bore fruit here. For example, our centre organised a "train the trainer" course on the correct handling of refrigerants with more than 100 participants. This took place in cooperation with the Costa Rican Ministry of the Environment and the German GIZ (German Agency for International Cooperation) as part of the United Nations Development Programme. Another important partner in the area of vocational training is the "Fundación Mujer", a foundation that supports women and refugees locally and offers a selection of its courses through our foundation.

In terms of infrastructure, the centre's electrical installation was extensively modernised and investments were made in improved network technology.



SUCCESS IN NUMBERS | COSTA RICA

In Costa Rica, 100 young men and women (out of an initial 125) successfully completed their 19-month technical education. After passing their exams, we were able to place 94 graduates, i.e. 94%, into the primary labour market within six months. In addition, 317 participants completed one of the vocational training courses on offer in the reporting year.



A total of
94%
placed in
employment



OUR WORK 2022 | INDIA

The Samuel Foundation has been working in India since 1993 to give young people a long-term way out of poverty and lack of prospects. We currently offer 108 young adults the opportunity to complete a technical education in Fashion Design and Management at two locations in Delhi.

Our Centre for Technical Education in India was the last of our project countries to emerge from lockdown. At the end of February 2022, schools and training centres in Delhi were reopened under appropriate hygiene conditions after another wave of COVID and classes could take place face-to-face again. Unfortunately, severe heat in April to July again led to difficult teaching conditions and cancellations. Temperatures in Delhi remained above 40° Celsius for three months with a maximum of 47.8° Celsius, causing power lines to melt. In many places, the power grids were unable to cope with the high load caused by air conditioning systems, which meant that the electricity and water supply in the poorer parts of the city, where the Foundation's centres are located, was constantly interrupted. These difficult conditions pushed both teaching staff and students to their physical limits.

The situation eased towards August, allowing the new batch to begin their 15-month programme on the first of the month.

The graduation ceremony for the outgoing batch in November needed to be organised on a small scale.

Our centres in Delhi offer their students an extensive programme of extracurricular activities, which all participants enjoyed in the reporting year. In addition to a "Grooming Month" in March, during which the students were able to enjoy exclusive styling, numerous public holidays and other international days were celebrated with creative activities and a lot was learnt in the process. A photo competition was organised, grandparents were invited to Senior Citizen Day and a workshop on drug prevention was held.

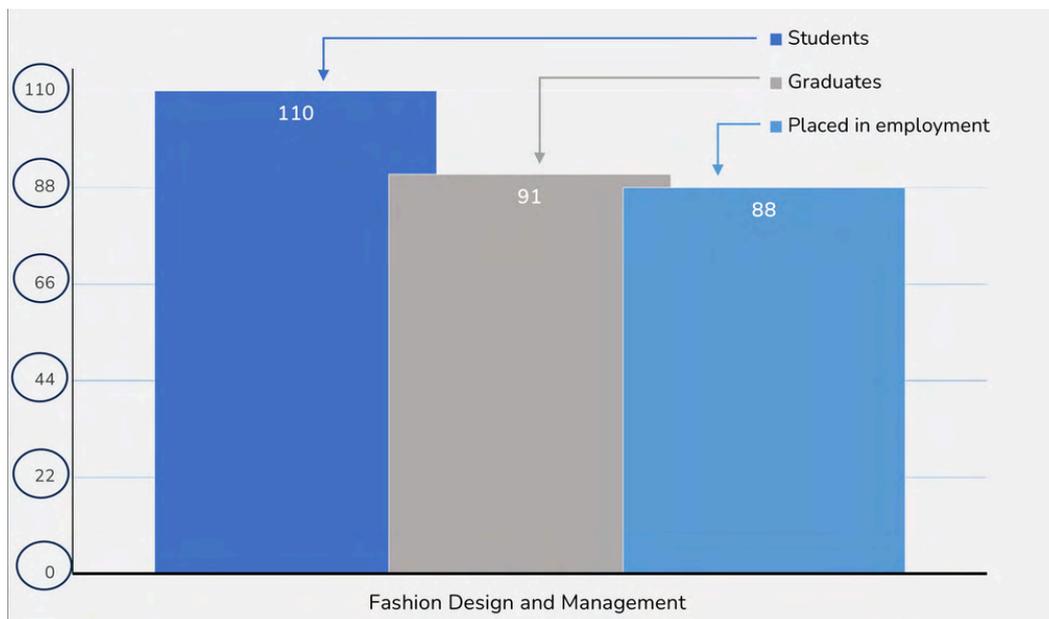
In December, the students organised a donation drive at a children's hospital to mark the foundation's 90th anniversary; the clothes sewn during the technical education programme were distributed to those in need.

Medical check-ups and, in individual cases, acute care for the students are also an important part of the foundation's programme, as all too often families do not have the necessary means to ensure that their children are cared for - this is where the foundation steps in to provide support.



SUCCESS IN NUMBERS | INDIA

In India, 91 young men and women (out of an initial 110) successfully completed their 15-month technical education. After passing their exams, we were able to place 88 graduates, i.e. around 97%, in the primary labour market within three months.



A total of
97%
placed in
employment



OUR WORK 2022 | NICARAGUA

The Samuel Foundation has been working in the capital, Managua, since the early 1990s. Interested young people can currently choose between four full-time programmes at our Centre for Technical Education: Refrigeration and Air Conditioning Technology, Car Mechanics, Accounting Assistance and Administrative Assistance.

In April, the 2022-2023 batch started as planned with 100 new students and the outgoing 2021-2022 batch also completed all modules and their company apprenticeship according to plan. The 94 successful graduates received their final diplomas in a festive ceremony.

The students at our centre in Managua were able to enjoy a number of external training courses in the reporting year. These were organised by cooperating companies, e.g. on the subject of hybrid technology for car mechanics. In addition, the Nicaraguan Ministry of the Environment MARENA organised a training course on environmental protection measures in refrigeration and air conditioning technology and the financial institution FINDE brought our students up to date on the topics of personal finance and business management.

The range of part-time vocational training courses was successfully continued in cooperation with our partner SwissContact (Swiss foundation for the implementation of international development cooperation). The courses "Design and Manufacturing of Home Textiles" and "Repair and Maintenance of Motorcycles" met with lively demand. In addition to technical skills, these courses teach basic knowledge for self-employment, which should help to improve family incomes.

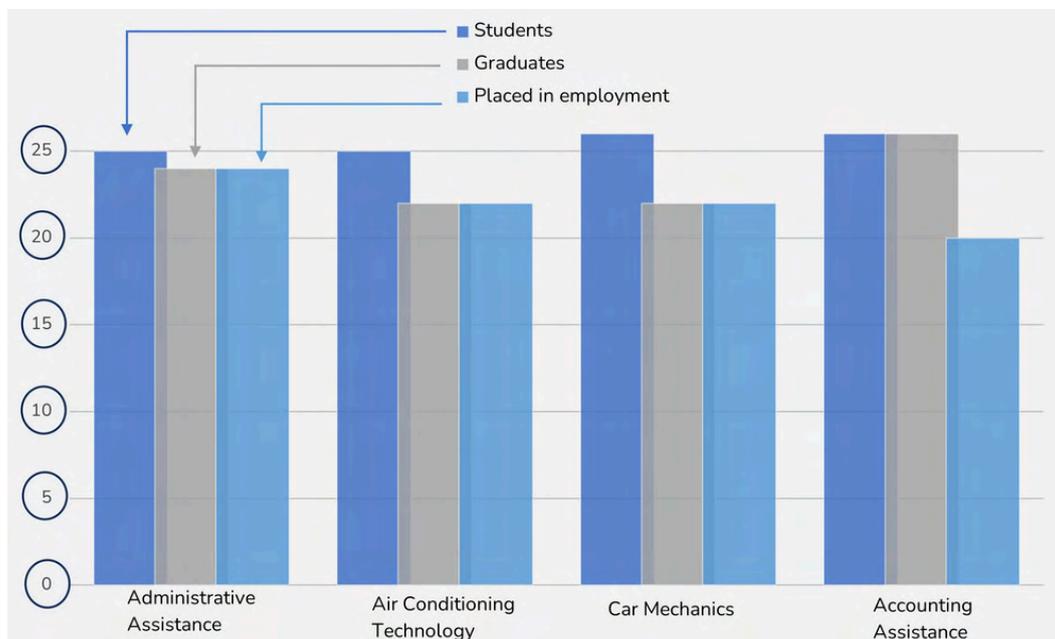
In May 2022, our centre received a generous donation of equipment and tools for the our workshops from MARENA. In December, the German Embassy in Managua donated around 25,000 euros for the purchase of 52 computers for the centre's two computer rooms. These generous donations helped to ensure that the technical education in both, the workshops and in the IT area, continues to meet the latest technological standards.

Infrastructural measures at our branch in Managua in the reporting year included investments in networking technology, Wi-Fi for students and faster internet.



SUCCESS IN NUMBERS | NICARAGUA

In Nicaragua, 94 young men and women (from an initial total of 102) successfully completed their 19-month technical education. After passing their exams, we were able to place 88 graduates, i.e. 94%, into the primary labour market within six months. In addition, 342 participants completed one of the vocational training courses on offer in the reporting year.



A total of
94%
placed in
employment

CONTACT DETAILS AT A GLANCE



President of the Board:
Martin Barth

HEAD OFFICE GERMANY

Hedwig und Robert Samuel Foundation
Königsallee 14
40212 Düsseldorf | Germany
Phone: +49 211 – 13 866 66
E-Mail: info@samuel.de



Legal Representative:
Wilber Pérez



Director of Technical
Education: Karla Arguedas

BRANCH COSTA RICA

Fundación Hedwig y Robert Samuel
Frente a Plaza San Gabriel | Calle Blancos
San José | 10803-Costa Rica
Phone: +506 2256 6080
E-Mail: info@samuel.cr



Country Director:
Neha Tewari



Training in Charge:
Asif-Ali Chaudhry

BRANCH INDIA

Samuel Foundation Charitable India Trust
C-5 1st Floor
Om Vihar | Uttam Nagar
Opposite Metro Pillar No. 700
New Delhi 110 059 | India
Phone: +91 11 4176 5453
E-Mail: info@samuel.in



Legal Representative:
Evelyn Miranda



Training in Charge:
Rina Villalta

BRANCH NICARAGUA

Fundación Hedwig y Robert Samuel
Unidad de Propósito | Avenida Principal
“Augusto César Sandino”
Contiguo a la Terminal de Buses 105
Managua | Nicaragua
Phone: +505 2263 1243
E-Mail: info@samuel.com.ni

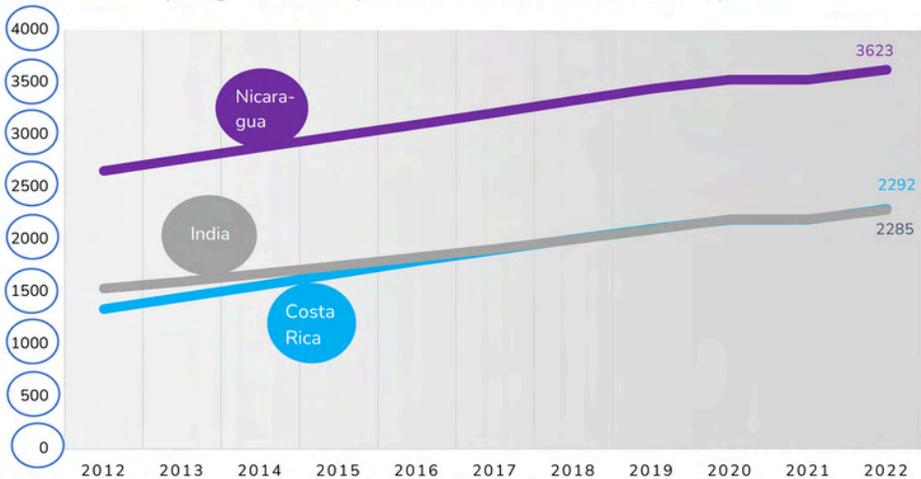
OVERVIEW OF THE DEVELOPMENT OF OUR GRADUATE FIGURES

Thanks to the Samuel Foundation’s educational work of three decades, we have been able to show many young people a sustainable and long-term way out of poverty. From the beginning of our activities in our project countries up to 2022, around 2,300 students in each India and Costa Rica, and more than 3,600 in Nicaragua have successfully completed their technical education.

In the past ten years, around 950 students in Costa Rica, 960 in Nicaragua, and 750 in India have successfully completed their full-time technical education.

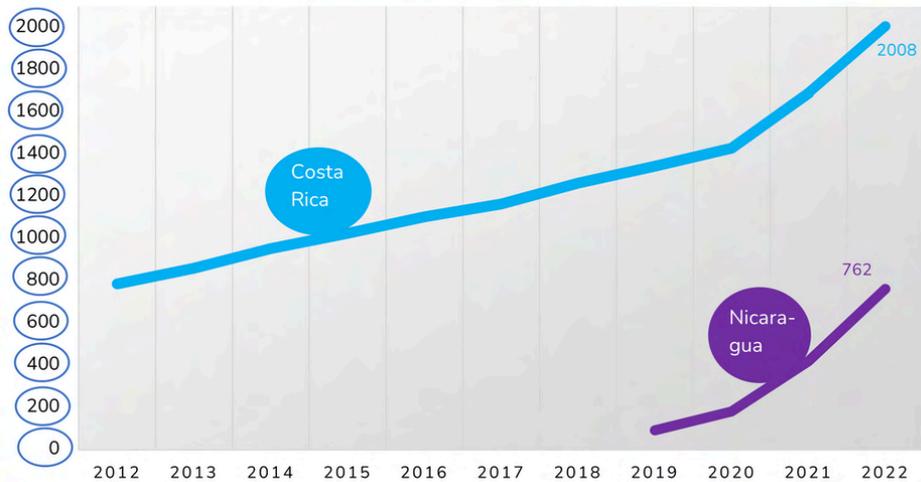
Since 2007 we have also been offering evening courses for vocational training in Costa Rica. In the last ten years, we have trained a total of approximately 1,370 participants in various courses of this modality, of which over 300 in 2022.. Our centre in Nicaragua has been offering vocational training courses since 2019. In total, more than 760 participants have already successfully completed vocational training here, 342 of them in 2022.

Graduates from full-time technical education programmes (accumulated 2012-2022)



The initial figures are based on the number of successful graduates up to 2012.

Graduates from vocational training courses (accumulated 2012-2022)



The initial figures are based on the number of successful graduates up to 2012.

FINANCE | BALANCE SHEET AS OF 31.12.2022

ASSETS	
A. CAPITAL ASSETS	
I. Intangible assets	33.571 €
II. Tangible fixed assets	28.767.158 €
III. Financial assets	102.258 €
B. CURRENT ASSETS	
I. Inventories	3.518 €
II. Receivables and other assets	248.864 €
III. Cash in hand, bank balances and deferred income	1.765.218 €
TOTAL ASSETS	30.920.587 €

LIABILITIES	
A. EQUITY	
1. Foundation capital	20.090.107 €
2. Retained earnings	5.190.700 €
3. Profit carried forward	910.224 €
4. Annual surplus	1.037.722 €
B. ACCRUALS, DEFERRED INCOME AND SPECIAL ITEMS	75.872 €
C. LIABILITIES	3.615.962 €
TOTAL LIABILITIES	30.920.587 €

FINANCE | PROFIT AND LOSS ACCOUNT 2022

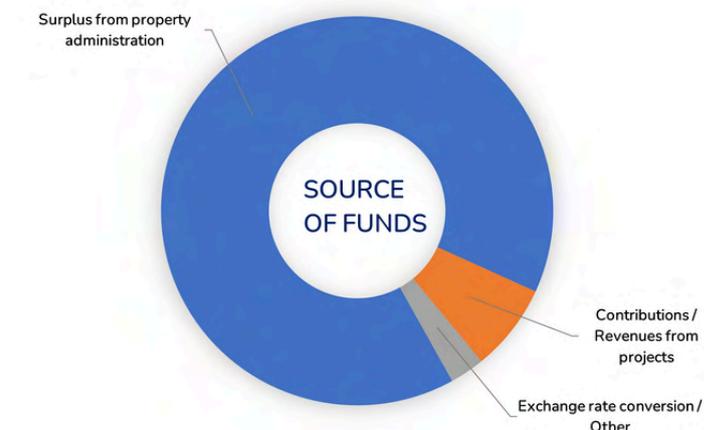
REVENUES 2022	
Surplus from property administration	2.411.979 €
Contributions Revenues from projects	195.076 €
Exchange rate conversion Other	76.879 €
TOTAL	2.683.933 €

EXPENDITURES 2022	
Expenditures project funding in Germany and abroad	1.123.582 €
Expenditures project supervision	279.169 €
Public relations Fundraising expenses	90.368 €
Administration expenses	132.418 €
Expenditures interests Depreciation	20.675 €
TOTAL	1.646.212 €
ANNUAL SURPLUS	1.037.721 €

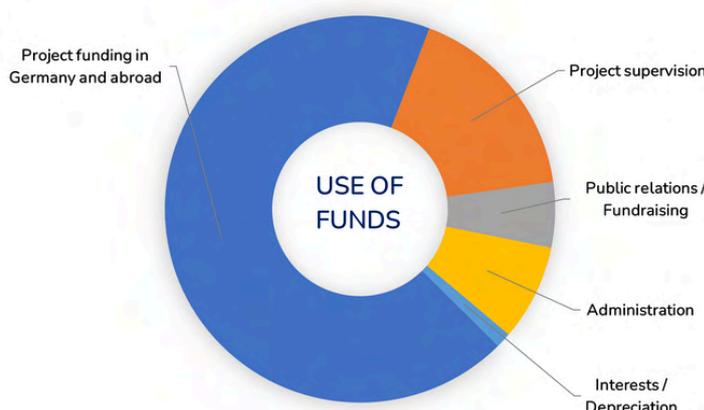
Following the final results of the audit by the auditing company Securia GmbH, the balance sheet and income statement were issued with an unqualified audit opinion.

FINANCE | SOURCE OF FUNDS | USE OF FUNDS

SOURCE OF FUNDS	in thousands €	in %
Surplus property administration	2.412	89,9%
Contributions Revenues from projects	195	7,3%
Exchange rate conversion Other	77	2,9%
TOTAL	2.684	100%



USE OF FUNDS	in thousands €	in %
Project funding in Germany and abroad	1.124	68,3%
Project supervision	279	17,0%
Public relations Fundraising	90	5,5%
Administration	132	8,0%
Interests Depreciation	21	1,3%
TOTAL	1.646	100%



IMPRINT

Publisher

Hedwig und Robert Samuel Foundation

Königsallee 14

40212 Düsseldorf | Germany

☎ +49 211 13 866 66 | info@samuel.de

www.samuel.de

Responsibility

Martin Barth, President of the Board of Directors

Editorial

Daniela Schmidt, Johannes Stöckeler

Design development

2vision Advertising Agency, Solingen

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