

ANNUAL REPORT

(Translation of the Estonian original)

Beginning of the reporting period:	01.01.2018
End of the reporting period:	31.12.2018
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Management Report

Let's Do It! World is an international movement that tackles environmental and social problems related to mismanaged waste by mobilizing and crowd-sourcing millions of positive and action minded people; using innovative technological solutions to map, pick up, sort, and deal with waste globally; and assembling a plan to keep the planet clean.

Let's Do It! World has made a commitment to mobilize technology-empowered citizen activism to deal with waste.

The actions, partners and funds of the Let's Do It! World movement are coordinated by the Let's Do It Foundation (LDIF) in Estonia and supported by the Clean World Foundation in the United States of America.

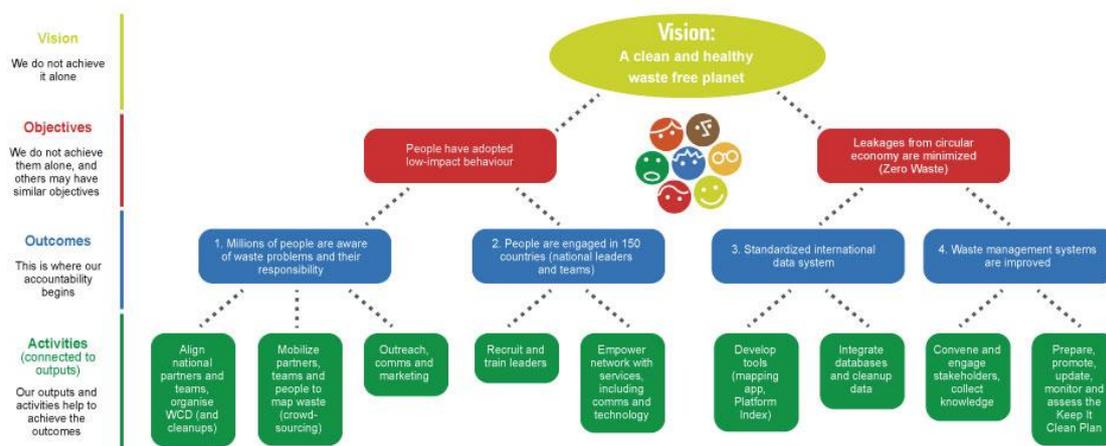
This is an overview of year 2018 of Let's Do It Foundation to show how we were doing in achieving the vision of a clean and healthy planet, both in text and numbers.

Background of the Let's Do It Foundation

In short, we started with one country, 50 000 people and 10 000 tons of collected waste in 2008 and ended with 157 countries, 18 million people and 88 500 tons collected waste on September 15, 2018. In ten years, we have cleaned more than once in 169 countries, mobilized 36 million people, collected hundreds of thousands of tons of waste. We have done this with a smart usage of technology to systematically map the waste with World Cleanup application and to visualise waste hotspots on World Waste Platform. Since 2017, Let's Do It Foundation has invested in the sustainability of its civic actions to maintain the momentum and minimize waste and leakages – the Keep It Clean Plan.

The Theory of Change

Year 2018 was an exceptional year for the Let's Do It World movement and for the Let's Do It Foundation. We organized the biggest peaceful civic action against waste, World Cleanup Day, 15 September 2018. But we started the year by putting together our organisational Theory of Change. Let's Do It Foundation has developed a clear, concise and convincing explanation of what we do, what impact we aim to have and how we believe we will have it. This Theory of Change is a basis of our work and a prerequisite for impact assessment – did we achieve what we wanted and did this change emerged because of us (or despite of us).



The objectives of Let's Do It Foundation to achieve this vision:

1. Low-impact behaviour (or lifestyle)
2. Leakages from circular economy are minimized (Zero Waste)

The intermediate outcomes:

- 1.1 People see waste, are aware of waste related problems and their own responsibility
- 1.2 People (and institutions) are engaged in 150 countries with national leaders and teams (cleanup advocates)
- 2.1 Standardized international data system focused on waste information
- 2.2 Countries have improved waste management systems (sustained community impact)

The activities/outputs to achieve these outcomes:

- 1.1.1 Align partners and national teams, organize WCD (and cleanups)
- 1.1.2 Mobilize partners, teams and people to map waste (crowd-sourcing)
- 1.1.3 Outreach, communication and marketing
- 1.2.1 Recruit and train leaders
- 1.2.2 Empower network with services, including communication and technology
- 2.1.1 Develop tools (mapping app, Platform, Index)
- 2.2.1 Integrate databases and cleanup data
- 2.2.1 Convene and engage stakeholders, collect knowledge
- 2.2.2 Prepare, promote, update, monitor and assess the Keep It Clean Plan

Every activity that we planned for 2018 was directly driven from the objectives and outcomes that we wanted to achieve by the end of the year.

Align partners and national teams to organize World Cleanup Day

17.8 million people across 157 countries and territories came together for the biggest waste collection day in human history on 15 September – World Cleanup Day 2018. This was a shared effort of thousands of organisers and leaders who raised awareness and created lasting change in their neighbourhoods. World Cleanup Day began on the small island of Fiji

and travelled around the world before ending in American Samoa. Millions of people joined together to act for change, many amidst storms, unrest and other very severe challenges.

It was also a call-to-action to political leaders, policy makers and businesses to shift from a waste-creating and waste-tolerating society into an efficient and resource-conscious one. Political leaders in most of the countries supported the action, and thousands of organisations globally invited their members and employees to volunteer for a day.



See the pictures from around the globe here:

<https://www.flickr.com/photos/letsdoitworld/albums>

The cleanups lasted for 36 hours. 11 countries and territories had to postpone their actions due to extreme weather conditions, but by now most of the cleanups have been conducted. More than 15 countries were hit by 6 different tropical cyclones. Five teams organised their cleanups despite ongoing wars, conflicts or unrest. People in Canada organised clean-ups with -10 degrees C and in Iran, with +48 degrees C. But they all participated with joy and happiness.

The Indonesia cleanup, organised by a 29-year-old leader, had the record of getting 7.6 million people out to clean. Followed by Pakistan with 3 million, and the United States with 1.5 million. Kosovo holds the record of mobilising the biggest percentage of the population – 10%, followed by Kyrgyzstan with 7%.

In addition to getting as many people taking action, we were aiming to get as much as public attention on the event. LDIF set up a World Cleanup Day headquarters on September 15 to coordinate the event, to support national teams and launch the Keep It Clean plan.

The Headquarters coordinated the entire project over 48 hours, including:

- getting visual materials, stories, facts and figures
- story creation for the global media
- a 24h broadcast covering the project and giving overview about the global waste problem.

A total of 380 volunteers worked in the World Cleanup Day Headquarters in Tallinn.



The 24-hour, non-stop live World Clean Up show covered the day's activities from all over the world - from New Zealand to Hawaii. The show was hosted by Irish TV presenter and producer Colm Flynn and TV presenter Zihlo Ndlovu from Zimbabwe, and was broadcast live from Tallinn, Estonia.

The World Cleanup Day Live Show was aired via the World Cleanup Day website and via Facebook and YouTube channels. All the video content is available on YouTube and free for media to use.



See the interviews:

<https://www.youtube.com/watch?v=9WmdKREq7IQ&list=PLsVwtjMerCDeDZo2RnQEWLJXLw-IFit-M>

See the broadcast from HQ: <https://www.youtube.com/watch?v=FLY0SZCb-gY&list=PLsVwtjMerCDfDekhM9u9QGn4rLLkpRqJG>

Develop tools and mobilize partners, teams and people to map waste

The activities of LDIF has always had, including World Cleanup Day project, a strong technological component. LDIF has been developing global waste mapping software – the World Cleanup app and the World Waste Platform – to visualize the nature and scale of the litter problem and the Waste Index to visualize the status of the waste situation in each country.

One of our tenants while preparing for the event was to make the best use of technology to show the world how online actions can create positive offline impact. Using technology, citizen science, the best professionals and our worldwide volunteer base, the movement was mapping the world's waste, creating the World Waste Platform. The boundaries between the digital and physical worlds are blurring and by adding smart tech and engineering ingenuity to motivated volunteer power, we can solve the trash blindness together.

With help of technology, we will gather the detailed information about waste which is fundamental to the Keep It Clean Plan.

World Cleanup app: Mobile application for iOS and Android platforms to engage citizens to collect mismanaged waste data simply by taking picture and identifying the type of waste. Location is set automatically, and every report made available in the global map.

Technologies: React Native, Node, couchDB, npm, TypeScript.



In 2018, around 3300 people were engaged in mapping with World Cleanup app. In total, trash points were mapped in 151 countries using various mapping applications, incl. World Cleanup app. The most suitable application for waste mapping was chosen by national teams based on their previous experience combined with the best available solution in the specific market.

Through waste mapping process we gained better understanding of where the problem areas were, and the quantities of waste involved. The information collected was used for awareness raising in communities, and preparing for the World Cleanup Day in September 15, 2018. Through mapping we got the first global dataset that will in the future enable us to see the big picture and look for integral solutions.

Let's Do It's World Cleanup App has been recognised by a prestigious international award, in the World Summit Awards (WSA) 2018. WSA is an international competition which aims to select and promote the world's best startup companies in digital content and innovative applications. The World Cleanup App won the Award in the category of Environment & Green Energy.

WSA has a non-monetary award system with a focus on sustainable knowledge transfer through a worldwide network, including:

- participation in the WSA Global Congress;
- access to valuable networks of developers, experts, and industry leaders worldwide;
- interaction with world-renowned sponsors and partners;
- workshops shaped specially to suit the winners' needs, and numerous promotional opportunities within the WSA channels.

Let's Do It Foundation together with partners is aiming to make the waste visible by creating World Waste Platform – open-sourced global waste database that makes waste analytics possible across large number of related databases.

The World Waste Platform's main goals are to make mismanaged waste (including illegal dumping and littering) visible around the globe, and to show the evolution of waste management around the world. World Waste Platform is a single page application that aggregates data about mismanaged waste dumpsites from different sources and outputs them on a map. Data is presented on a map with the possibility to get detailed information about each report. World Waste Platform is available here: www.opendata.letsdoitworld.org

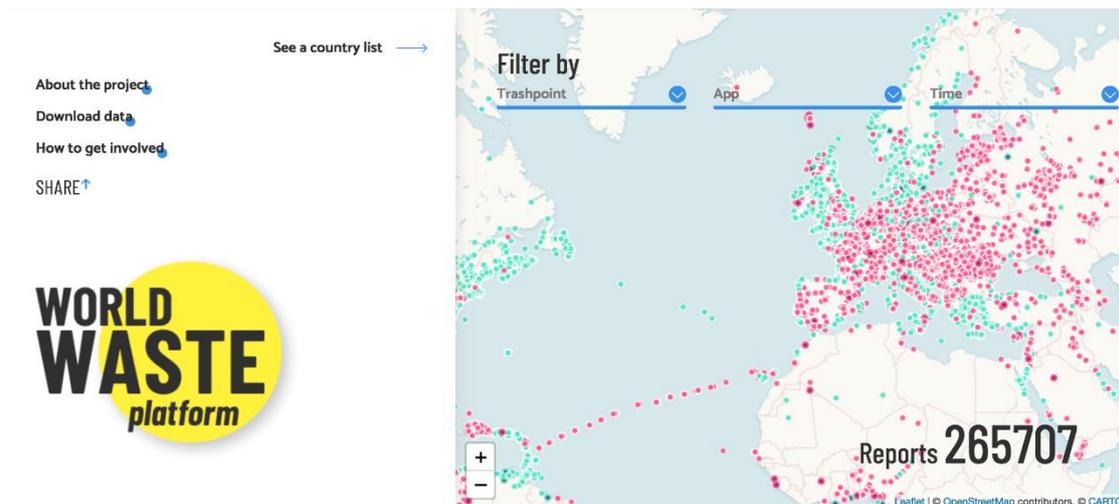
In July 2018, new version of the platform was released, including functionalities:

- Source based filtering and possibility to see user's own trash points on the map;
- Visualization of every single trash point on the map;
- Data can be downloaded;

All data on the platform is open sourced, code can be accessed in GitHub.

In 2018, World Waste Platform page achieved 38 678 views.

Technologies, services: ReactJs, HTML5, CartoDb, NodeJS, Azure



Outreach, communication and marketing

Let's Do It Foundation set an objective for 2018 to have media outreach that equals or exceeds the amount of people taking action on World Cleanup Day.

According to the media monitoring report prepared by Meedius International, World Cleanup Day's potential reach was 113.8 billion contacts. That is 160% more than for the previous period. The main coverage was around 15 September.

Media and social media mentions increased over 400% compared to previous period. For example, World Cleanup Day gained 2.5 million impressions with media reach around 15 million. In period of September 7th-23rd, World Cleanup Day had 345 mentions (incl. social media posts, news articles) in Estonian media.

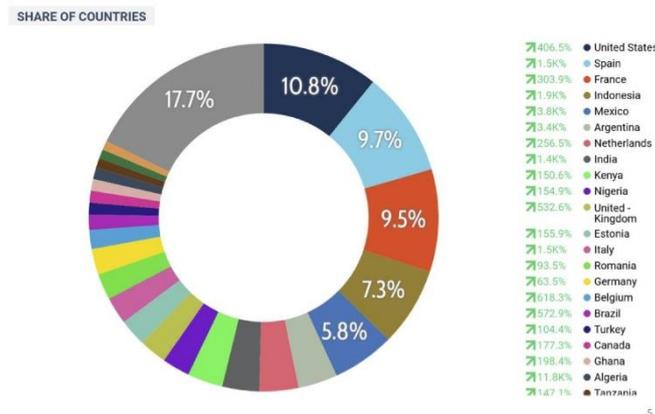
Key Figures OF The Campaign



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The countries with the largest media coverage were **The United States, Spain, France, Indonesia, Mexico, Belgium, UK, Brazil** and others.

Share of Coverage by Countries



5

See the full global communication report here:
<https://www.dropbox.com/s/6c2jxiw0ubicn51/WorldCleanupDayCampaignReport.pdf?dl=0>

Recruit and train leaders

Let's Do It Foundation has active network in 169 countries and territories. The goal was to find leaders and mobilise the teams to participate in at least 150 countries. As a result, 157 countries participated in World Cleanup Day.

LDIF has recruited and empowered the leaders, providing them with support and know-how, adequate IT-solutions, supporting them to map waste, recruit volunteers, coordinate teams, etc. LDIF set up regional centres to build up a regional ambassadors' network to support the national leaders; share information, know-how, and contacts, and help build up long-term partnerships with relevant stakeholders.

LDIF had 30 full-time employees and around 200 volunteers in its headquarters, 5 regional ambassadors, 18 mentors, and leaders in 158 countries with teams to work towards World Cleanup Day. More than 30 000 volunteers participated in the preparatory work.



Empower network with services, including communication and technology

The communications and marketing team of Let’s Do It Foundation prepared together with the advertising agency Zavod BBDO adaptable set of materials with World Cleanup Day branding and the four-phase marketing campaign was launched in January 2018.

1. See It – with a focus on paying attention to waste as a global problem
2. Map It – with a focus on introducing the World Cleanup App and inviting people to join in with waste mapping worldwide.
3. Bag it – with a focus on inviting people worldwide to participate in World Cleanup Day.
4. Learn – with a focus on introducing innovative ways of recycling and keeping the world clean.



Convene and stakeholders, knowledge



engage collect

Global and cooperation stakeholders

partnerships with various

stakeholders have always been the core of Let’s Do It Foundation’s activities. In 2018 the

number of partners and supporters peaked. World Cleanup Day had thousands of organisations contributing either by volunteer work and their knowledge, pro bono products and services or funding. Following picture illustrates only a small part of organisations Let's Do It Foundation worked with in 2018.



The full list of supporters is available at www.letsdoitworld.org

Compared to 2017, the budget of Let's Do It Foundation did not increase, staying at 1 million euros. However, in 2018, non-monetary expenses grew significantly (work hours, goods, services). Let's Do It Foundation continued to look for potential funders internationally. In May 2018, we received a 3-year impact grant for 500 000 USD from the Coca-Cola Foundation which added 200 000 USD to our annual budget.

The main funders in 2018 continued to be the Estonian Ministry of Foreign Affairs (development and humanitarian aid fund), the Ministry of Environment and the State Council EV100 department. Important non-monetary funders were Europark, DHL Estonia and PricewaterhouseCoopers. More than 80 organizations have also contributed to LDI operations, with a number of products and services.

Prepare, promote, update, monitor and assess the Keep It Clean Plan

In order for the Let's Do It! World network to have a clear understanding of how the waste management systems globally need improvement, a group of renowned researchers and experts, led by Enzo Favoino, came together in 2018 and worked under the wing of LDIF to prepare a clear set of guidelines, titled the 'Keep It Clean Plan', which was released on 16 September 2018.

The plan embeds the principles of the 'Zero Waste' strategy and concludes with recommended actions for businesses, governments, citizens and NGOs, to implement specific steps to deal with the global mismanaged waste crisis.

With the Keep It Clean Plan we aim to provide people, communities, organisations and governments with an action plan, how we can keep our planet waste-free after World Cleanup Day, complementing each other's efforts and actions.

We need to turn linear models into circular ones, hence maximising reuse, repair, refurbishment, recycling, composting, and whatever keeps the value of materials. We not only have to minimize the need for disposal but also reduce the demand for new primary raw materials, making production and consumption patterns and lifestyles sustainable.

The Keep It Clean Plan, therefore, aims that one day the word “waste” is something from the embarrassing time when we couldn’t sustainably use our resources.

In the Keep It Clean Plan, you’ll find a global vision, and operational examples to act locally. There are short-term actions and long-term ones, and activities to be considered and taken at various levels of responsibility.

The Keep It Clean Plan consists of two parts:

1. A Keep It Clean Plan Roadmap, which consists of two pages of general guidelines for civil society, entrepreneurs, and governments, to keep our planet clean.
2. The Keep It Clean Plan full version, which contains more detailed guidelines for waste management on different levels, and how to move from vision to practice.



WORLD CLEANUP DAY 2019

Keep It Clean Roadmap

Our ecosystems are being ravaged by waste and pollution. We must keep our beaches, woods, seas, rivers, countryside and city streets clean – only then can our environment once again regain its health and beauty.

To do this, we need a systemic shift in our approach to resources – drastically reducing the amount of waste created, and preserving all resources at their highest quality by reusing what we can, and recycling or composting everything else.

We also need a collective consensus on creating a healthy waste-free environment for all. We must shift our perspectives, and treat all waste as a precious resource – just like nature does. It's only waste when it's wasted.

But how to create a world without waste?

This will require a collective effort from all levels of society – revising our policies, planning, decision-making, supply and packaging of goods, and business models, while simultaneously transforming public attitudes and behaviours across all generations.

GOVERNMENTS (local & national)

Immediate actions	Long-term actions
<p>PLAN AND MEASURE. Make or renew your waste management (WM) strategy, and set goals, priorities, and deadlines. For example a National WM Act, National WM Plan, or local WM programme.</p> <ul style="list-style-type: none"> • Prioritise waste reduction. Set targets for the amount of waste produced, ban unnecessary items like many single-use plastics, and redesign products to be durable, repairable, and re-usable. • Outline how to better manage any waste produced. E.g. by making separate collections of different waste types compulsory and ensuring recycling takes place as close as possible to where the waste is produced. • RESPONSIBILITIES. Define roles and responsibilities of local governments and companies. E.g., introduce Extended Producer Responsibility (EPR) schemes for industry and businesses to fund separate collections and recycling, and define whether recycling targets must be met at regional or municipal level. 	<ul style="list-style-type: none"> • BRING IN RULES. Once you have a strategy, support this with regulations defining permitting powers and procedures, waste accounting procedures, monitoring programmes, etc. • MONEY. Make sure goals set in the plan have funding, e.g. for prevention measures, awareness raising, reuse activities, waste collection infrastructure, incentives for local businesses to become less wasteful or for people to implement local recycling and composting activities. The economic benefits of better management of resources, reduced collection and disposal costs, jobs created in the new system will pay off! • CONSEQUENCES. Plan in enforcement and policing - what will you do if local authorities do not meet the targets? What will the penalties be for littering? • SUPPORT THE FLOW. Support the development of markets for recycled materials, e.g. promote Green Public Procurement, and give priority to recycled products. • NURTURE. Trust the creativity of businesses, and create a favourable environment that nurtures waste-savvy innovations. • RETHINKING THE CYCLE. Promote Extended Producer Responsibility (EPR) as a way to finance better management of waste items like packaging and electricals, and to support redesign of products by industries, in order to minimise the use of hard-to-recycle materials. Promote Deposit-Refund Systems (DRS) as the best way to ensure materials are preserved! • KNOWLEDGE. Support lifelong learning and research to build knowledge and skills for resource use and waste management.

BUSINESSES

Immediate actions	Long-term actions
<ul style="list-style-type: none"> • RETHINK. Recognise waste as a resource, and an opportunity to increase profitability – recycling and composting reduces disposal costs, and triggers new business opportunities. • EDUCATE. Teach the customer – is your product recyclable? How and where should it be disposed of? • BE A PIONEER. Deposit schemes (e.g. putting a small deposit on drinks containers to ensure take-back) can be launched even if no national scheme is in place. • WRAP IT SMART. Always opt for less packaging, smarter packaging, and reusable packaging. The same goes for product! • STAY SAFE. Compost can only be used in agriculture if not polluted by other waste. Recycling may require specific safeguards for workers. Some plastics include harmful substances – making them unsuitable e.g. for food packaging or toys. • THE AFTERLIFE. What will happen to your product after use? Recyclable packaging in an area with no recycling collections may end up as litter. If compostable plastics end up in landfill they emit methane as they biodegrade. 	<ul style="list-style-type: none"> • INSPIRE OTHERS. Create new markets based around innovative, reusable or resource-savvy products. • RETHINK BUSINESS MODELS. Do more with less – e.g. create lending services, selling the use of an item, not the item itself. • RETHINK RESOURCES. Use recycled materials rather than virgin resources – the possibilities for recycled glass, plastics, paper and metals are huge. Composted organics are a great replacement for peat or mineral fertilisers. <p><i>“If it can't be reused, recycled, composted or redesigned, then industry shouldn't be producing it.”</i> Paul Cornett, one of the founders of the zero waste movement.</p>

CIVIL SOCIETY

Immediate actions	Long-term actions
<ul style="list-style-type: none"> • TEACH NEW HABITS. Raise awareness and change attitudes, especially among young people – “reuse is cool!” Find one great example at: www.bit.ly/2MSku3Z. • HIGHLIGHT. Point out wasteful design flaws in goods, and run waste audits to encourage re-design and green purchasing. • GET LOCAL. Create, support and connect with local solutions in your community. See an inspiring example at: www.bit.ly/2epflans. 	<ul style="list-style-type: none"> • EDUCATE. Promote permanent education and research with resource management at the core. • PRaise. Highlight best practice – either your own or others'; e.g. national awards for areas recycling the most, or wasting the least. Acknowledge governments' and businesses' efforts. • CARE. Make sure governments and businesses hold their promises. • COOPERATION. Work with local municipalities to achieve goals.

INDIVIDUALS

Immediate actions	Long-term actions
<ul style="list-style-type: none"> • REFUSE. Avoid single use items. • REDUCE. Only buy things if strictly needed, and choose less packaging. • REUSE. Buy second-hand items, or if new – choose products built to last. • RECYCLE. Recycle what you can, and choose products made from recycled materials. • KNOW YOUR HOOD. Find out what recycling and reuse options are near you. • COMPOST. Find a way to compost your organic waste. • LET YOUR MONEY TALK. Vote with your wallet – buy less wasteful products, and demand more of them from producers! • ASSESS. Do a personal waste audit, to see where to improve. • SPREAD IT! Spread good ideas, and involve family and friends. 	<ul style="list-style-type: none"> • BORROW. Create informal networks to lend out items. • BE A LEADER. No way to recycle? Consider starting a small recycling business yourself. • STAY SMART. Educate yourself about the issues and solutions.

Let's do it!   

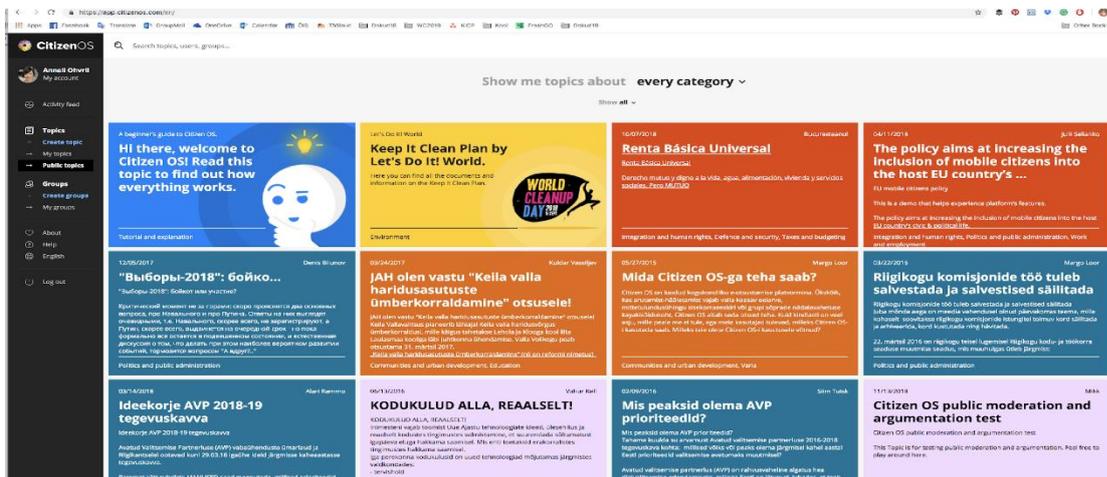
www.letsdoitworld.org www.worldcleanupday.org

The Keep It Clean Plan is published for reading on LDIF web site:

<https://www.letsdoitworld.org/keepitclean/>

The Keep It Clean Plan is published for commenting, adding stories, good practice and case studies on the Citizen OS platform:

<https://app.citizenos.com/en/keepitcleanplan>



Screenshot of Citizen OS first page with KICP.

The Let's Do It! movement is looking to work in cooperation with country and community leaders, as well as with partners, to develop further country-based roadmaps towards better waste management systems and policies, thus engaging public and private sectors as well as local communities.

Conclusion

In 2018, Let's Do It Foundation continued with the same management and administration as previously. Programmatic teams were responsible for the implementation of the activity plan of the Let's Do It Foundation, supported by 6 technical teams. In total, around 30 people worked either full time or provided expert services in 2018.

Let's Do It Foundation achieved all its goals for 2018 – organise World Cleanup Day and grow its network of countries. In 2019, the FOUNDATION plans to continue with introducing and implementing the Keep It Clean Plan as well as to develop further the World Waste Platform. New directions will include more focus on education for sustainable development and cooperation with international organisations to develop better waste management systems. In the opinion of the Management Board, the Foundation is sustainable to continue its operations.

Statement of revenue and expenses

(In Euros)

	2018	2017	Note
Revenue			
Grants and donations	1 047 511	1 018 584	8
Revenue from commercial activities	21 092	14 830	9
Other income	47 416	2 242	
Total revenues	1 116 019	1 035 656	
Expenses			
Direct cost of projects financed by government grants	-901 706	-524 925	10
Donation and sponsorship	-33 018	0	11
Administrative expenses	-163 217	-184 440	12
Labour expenses	-1 169	-11 956	13
Other expenses	-1 019	-706	
Total expenses	-1 100 129	-722 027	
Surplus/(deficit) from operations	15 890	313 629	
Interest income	1	4	
Interest expense	-1 305	-10	
Other financial income and expense	-2 526	208	
Net surplus/(deficit) for the period	12 060	313 831	

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Statement of Cash Flows

(In Euros)

	2018	2017	Note
Cash flows from operating activities			
Net surplus/(deficit) from operations	15 890	313 629	
Changes in receivables and prepayments related to operating activities	26 868	-53 902	2
Changes in payables and prepayments related to operating activities	7 855	60 734	6,7
Interest received	1	4	
Total cash flows from operating activities	50 614	320 465	
Cash flows from investing activities			
Purchase of property, plant and equipment and intangible assets	-108 451	-413 896	4
Total cash flows from investing activities	-108 451	-413 896	
Cash flows from financing activities			
Loans received	276 050	251 257	
Repayment of loans received	-211 050	-151 257	
Interest paid	-1 305	-10	
Total cash flows from financing activities	63 695	99 990	
Total cash flows	5 858	6 559	
Cash and cash equivalents at beginning of period	6 770	3	
Change in cash and cash equivalents	5 858	6 559	
Effect of exchange rate changes on cash and cash equivalents	-2 526	208	
Cash and cash equivalents at end of period	10 102	6 770	

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Statement of Changes in Net Assets

(In Euros)

	Accumulated surpluses/deficits from previous period	Total net assets
31.12.2016	17 676	17 676
Net surplus for the period	313 831	313 831
31.12.2017	331 507	331 507
Net surplus for the period	12 060	12 060
31.12.2018	343 567	343 567

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Notes to the financial statements

Note 1: Accounting policies

General information

The 2018 financial statements of the foundation have been prepared in accordance with Estonian financial reporting standard which main requirements are prescribed in the Accounting Act and supplemented by the guidelines issued by the Accounting Standards Board.

The statement of revenue and expenses is prepared using the ASBG 14 in the Annex profit report schema.

The financial statements have been prepared in euros.

Financial assets

Financial assets are cash and cash equivalents, short-term financial investments, receivables from customers and other short and long-term receivables. Financial assets are initially recognised at amortised cost, being the fair value of the consideration given for the financial asset. The amortised cost of short-term receivables normally equals their original invoice amount. Financial assets are derecognized from the balance sheet when the rights to receive cash flows from assets have expired or have been transferred with all risks and rewards of ownership.

Cash

Cash and cash equivalents include cash in hand and bank account balances. Cash flows from operations in the cash flow statement are presented under the indirect method. Cash flows from investing and financing activities are presented under the direct method.

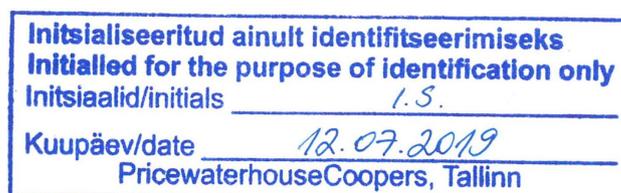
Foreign currency transactions and assets and liabilities denominated in a foreign currency

Foreign currency transactions are recorded in the official the currency exchange rates of Estonia prevailing at the transaction date. Reimbursement of expenses in foreign currency, which are based on the expense report, are based on currency exchange rates of the commercial banks.

Gains and losses from the foreign currency transactions are recorded in the statement of revenue and expenses as the revenue and expense of the period.

Receivables and prepayments

Receivables and prepayments are measured at amortised cost (equal to nominal value less any impairment). Receivables are derecognized from the balance sheet when the rights to receive cash flows from assets have expired or have been transferred with all risks and rewards of ownership. Receivables and prepayments are carried at amortized cost (i.e. original invoice amount less repayments and provisions made for impairment of these receivables). The carrying amount of the receivable is reduced by this amount indirectly through an allowance account. In this case, each customer's uncollectible claims are assessed separately, based on known information about the customer's solvency. The carrying amount of receivables is reduced by the amount of doubtful receivables and impairment losses are recognised as Administrative expenses in the statement of revenue and expenses. The collection of the receivables that have previously been written down is accounted for as a reversal of the cost of impairment of the receivables.



Property, plant and equipment and intangible assets

Property, plant and equipment and intangible assets are intangible assets what the foundation intends to use for a longer period than one year. Intangible assets are recognized in the balance sheet only if the object is controlled by the foundation, or is likely that the foundation will gain economic benefits in the future use of economic benefits or the acquisition cost of the intangible asset can be estimated reliably. An intangible asset is initially recognized and also carried in the balance sheet at cost less any accumulated amortization and any accumulated impairment losses.

The software created by the foundation is at the development phase and is recognized as unfinished intangible asset, therefore the asset is not amortized. At each balance sheet date the management of the foundation evaluates whether there are signs that may indicate to impairment of assets. If there is any indication of the impairment, the asset is written down and losses are recognized as the expense of the reporting period.

Financial liabilities

All financial liabilities (supplier payables, borrowings, accrued expenses and other short and long-term borrowings) are initially recorded at their acquisition cost, which includes all expenses directly related to the acquisition. The amortised cost of current financial liabilities normally equals their nominal value, therefore current financial liabilities are stated in the balance sheet in their redemption value. A financial liability is classified as current when it is due within 12 months after the balance sheet date or when the foundation does not have an unconditional right to defer the payment for longer than 12 months after the balance sheet date. Payables that are due within twelve months after the balance sheet date are recorded as long-term payables. Financial liabilities are removed from the balance sheet when they are invoiced, terminated or expired.

Provisions and contingent liabilities

Possible obligations that have arisen as a result of events that occurred before the balance sheet date and whose time of settlement or amount are not certain are recorded in the balance sheet as provisions. Provisions are recognized based on management's estimates regarding the amount and timing of the expected outflows. Other possible or present obligations arising from past events but whose settlement is not probable or the amount of which cannot be measured with sufficient reliability are disclosed as contingent liabilities in the notes to the financial statements.

Government grants

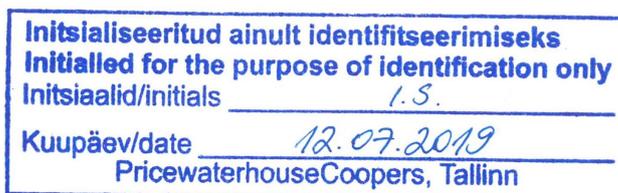
The foundation has adopted the principles of ASBG 14 and ASBG 12 in accounting government grants.

Non-specific purpose government grants are grants that are usable in determined area, but are without definite purpose and not related to any specific project. Income for those grants is recognised at the time when a donation or grant becomes receivable.

Specific purpose donations and government grants are assistance that is usable for purchase of predetermined assets or finance definite projects.

The Foundation has received government grants, which are recognised as income when the grant becomes receivable or any principal conditions related to grant have been fulfilled. Grants received before the revenue recognition criteria are satisfied are recognised as a liability on the balance sheet.

Donations and grants, which by their nature are contributions to foundation net assets are recognized as changes in net assets in the balance sheet and in the statement of changes in net assets.



Revenue

Revenue from the sale of goods is measured at fair value of the consideration received or receivable, taking into account the amount of any discounts and volume rebates granted. Revenue from rendering of services is recorded upon rendering the service.

Related parties

The foundation considers the founders, members, management and their companies or other organizations with material ownership interest or under their material influence as related parties.

Note 2: Receivables and prepayments

(In Euros)

	31.12.2018	Within 12 months	Note
Trade receivable	1 260	1 260	
Receivables from customers	1 260	1 260	
Receivables from related parties	1 682	1 682	14
Tax prepayments and receivables	747	747	3
Prepayments	1 650	1 650	
Deferred expenses	1 650	1 650	
Grant receivables	37 746	37 746	7
Total receivables and prepayments	43 085	43 085	

	31.12.2017	Within 12 months	Note
Receivables from related parties	4 447	4 447	14
Tax prepayments and receivables	114	114	3
Prepayments	5 392	5 392	
Deferred expenses	12	12	
Other prepaid expenses	5 380	5 380	
Grant receivables	60 000	60 000	7
Total receivables and prepayments	69 953	69 953	

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Note 3: Tax prepayments and liabilities

(In Euros)

	31.12.2018		31.12.2017	
	Tax prepayments	Tax liabilities	Tax prepayments	Tax liabilities
Personal income tax	0	2 784	0	2 075
Social security tax	0	5 751	0	3 584
Contributions to mandatory funded pension	0	151	0	61
Unemployment insurance tax	0	12	0	153
Interest	0	66	0	114
Prepayment account balance	747	0	114	0
Total tax prepayments and liabilities	747	8 764	114	5 987

See also note 2 and 6.

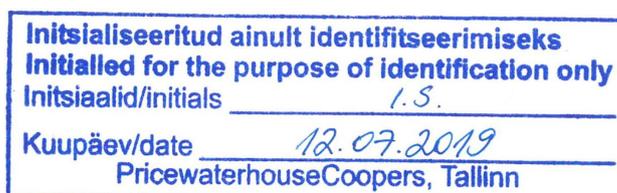
Note 4: Intangible assets

In Euros)

	Unfinished projects and prepayments	Total
31.12.2016		
Cost	98 828	98 828
Accumulated depreciation	0	0
Carrying amount	98 828	98 828
Acquisitions and additions	413 896	413 896
31.12.2017		
Cost	512 724	512 724
Accumulated depreciation	0	0
Carrying amount	512 724	512 724
Acquisitions and additions	108 451	108 451
31.12.2018		
Cost	621 175	621 175
Accumulated depreciation	0	0
Carrying amount	621 175	621 175

The Foundation develops the following software items:

- Voting and textual software application CitizenOS
- Mobile application World Cleanup for mapping trash
- World Waste Platform



The voting and textual software application initiated in 2014. The project is funded by the Open Society Fund of the EMP Grants through the Open Estonia Foundation and private individuals. The software solution for mapping trash and the waste information is funded by Estonian Ministry of Environmental Affairs and private individuals.

See also note 7.

Note 5: Loan liabilities

(in Euros)

	31.12.2018	Allocation by remaining maturity			Interest rate	Base currency	Due date	Note
		Within 12 months	1-5 years	Over 5 years				
Current loans								
Credit institutions	75 000	75 000			3%	EUR	01.02.2019	
Total current loans	75 000	75 000						
Non-current loans								
From founding members	90 000	0	90 000		0%	EUR	01.01.2020	14
Non-current loans total	90 000	0	90 000					
Loan-commitments total	165 000	75 000	90 000					

	31.12.2017	Allocation by remaining maturity			Interest rate	Base currency	Due date	Note
		Within 12 months	1-5 years	Over 5 years				
Non-current loans								
From founding members	100 000	0	100 000		0%	EUR	01.01.2020	14
Non-current loans total	100 000	0	100 000					
Loan-commitments total	100 000	0	100 000					

Note 6: Payables and prepayments

(In Euros)

	31.12.2018	Within 12 months	Note
Trade payables	145 610	145 610	
Payables to employees	3 681	3 681	
Tax payables	8 764	8 764	3
Other payables	7 740	7 740	
Other accrued expenses	7 740	7 740	
Total payables and prepayments	165 795	165 795	

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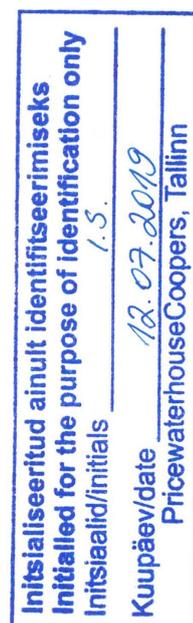
	31.12.2017	Within 12 months	Note
Trade payables	145 147	145 147	
Payables to employees	899	899	
Tax payables	5 987	5 987	3
Other payables	5 907	5 907	
Other accrued expenses	5 907	5 907	
Total payables and prepayments	157 940	157 940	

Note 7: Government grants, donations and other assistance

(In Euros)

Assets at cost

	31.12.2016	Received	Revenue	31.12.2017
Grants for acquisition of non-current assets				
Grants from members	0	64 022	-62 022	0
Estonian Ministry of Environmental Affairs	0	349 874	-349 874	0
Total grants for acquisition of assets	0	413 896	-413 896	0
Grants for operations				
Ministry of Foreign Affairs of Estonia	76 493	60 000	-196 493	-60 000
Estonian Ministry of Environmental Affairs	0	147 373	-147 373	0
Government Office	0	60 000	-60 000	0
Enterprise Estonia	0	20 272	-20 272	0
Archimedes SA	0	40 836	-40 836	0
Grants from members	0	124 189	-124 189	0
Latvijas Transatlantiska	0	525	-525	0
Total grants for operations	76 493	453 195	-589 688	-60 000
Total grants	76 493	867 091	-1 003 584	-60 000
	31.12.2017	Received	Revenue	31.12.2018
Grants for acquisition of non-current assets				
Grants from members	0	108 451	-108 451	0
Total grants for acquisition of assets	0	108 451	-108 451	0
Grants for operations				
Ministry of Foreign Affairs of Estonia	-60 000	90 000	-30 000	0
Estonian Ministry of Environmental Affairs	0	602 350	-602 350	0
Enterprise Estonia	0	30 000	-30 000	0
Archimedes SA	0	6 134	-6 134	0
SA National Foundation of Civil Society	0	1 000	-1 000	0



Coca- Cola Foundation	0	168 492	-206 238	-37 746
Grants from members	0	34 575	-34 575	0
Total grants for operations	-60 000	932 551	-910 297	-37 746
Total grants	-60 000	1 041 002	-1 018 748	-37 746

In 2017, the foundation reflected financing of eligible expenses made to the project with funding from the Estonian Ministry of Foreign Affairs in the amount of EUR 60 000 as a receivable in the balance sheet and as income for financing operating expenses in the statement of revenue and expenses. The amount was received in 2018.

In 2018, the foundation reflected financing of eligible expenses made to the project with funding from the Coca Cola Foundation in the amount of EUR 37 746 as a receivable in the balance sheet and as income for financing operating expenses in the statement of revenue and expenses. The amount was received in 2019.

See also note 2 and 8.

Note 8: Grants and donations

(In Euros)

	2018	2017	Note
Grants recorded as fixed assets	108 451	413 896	7
Non-specific-purpose donations and other assistance	28 763	15 000	
Government grants recorded as revenue	910 297	589 688	7
Total grants and donations	1 047 511	1 018 584	

Note 9: Revenue from commercial activities

(In Euros)

	2018	2017
Income from advertising services	18 562	10 830
Income from consultation services	350	4 000
Income from participation fees	800	0
Other income	1 380	0
Total other income	21 092	14 830

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Note 10: Direct expenses of projects funded with grants and transfers

(In Euros)

	2018	2017	Note
Communication and campaign expenses	142 522	205 414	
IT expenses	365 697	71 156	
Conference and training costs	94 047	91 914	
Transportation and travel expenses	20 737	17 888	
Project management remuneration costs	71 213	73 219	13
Project management expenses	133 005	41 524	
Administration expenses	54 597	8 292	
Other project related expenses	19 888	15 518	
Total direct expenses of projects funded with government grants	901 706	524 925	

Note 11: Granted donations and sponsorships

(In Euros)

	2018	2017
Estonian Public Broadcasting	33 018	0
Total of granted donations and sponsorships	33 018	0

The Foundation granted a dedicated grant to the Estonian Public Broadcasting for the production of live broadcast and recording production at World Cleanup Day 2018, which was produced between 14 September and 16 September 2018.

Note 12: Administrative expenses

(In Euros)

	2018	2017
Leases	183	554
Miscellaneous office expenses	0	511
Training expenses	2 670	0
Local taxes	511	0
Postal and shipping expenses	8 769	10 830
Organizational expenses	9 625	39 477
Marketing expenses	11 892	13 222
Transportation and accommodation expenses	59 111	89 539
IT expenses	66 231	22 219
Legal expenses	0	3 715
Other	4 225	4 373
Total miscellaneous operating expenses	163 217	184 440

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Note 13: Labour expenses

(In Euros)

	2018	2017	Note
Wage and salary expense	54 282	66 305	
Social security taxes	18 100	22 218	
Total labour expense	72 382	88 523	
Thereof disclosed as direct expenses of projects financed by government grants	71 213	73 219	10
Average number of employees in full time equivalent units	3	3	

In 2017, from the total labour cost, 11 956 euros was recognized as a direct labour cost in the statement on revenues and expenses, 73 219 euros in direct expenses of projects funded with government grants and 3 348 euros as capitalized material asset expenses.

In 2018, from the total labour cost, 1 169 euros was recognized as a direct labour cost in the statement of revenue and expenses and 71 213 euros in direct expenses of projects funded with government grants.

Note 14: Related parties

(In Euros)

Number of members by the end of the financial year	31.12.2018	31.12.2017
	Number of private person members	6

Related party balances according to groups

	31.12.2018		31.12.2017	
	Receivables	Liabilities	Receivables	Liabilities
Founding members	0	91 610	0	100 000
Members of the executive and higher management and individuals with a significant participation and companies under their control or significant influence	1 682	1 000	4 447	0

2018	Purchases	Loans received	Repayment of loans received
Founders and members	0	46 450	56 450
Members of the executive and higher management and individuals with a significant participation and companies under their control or significant influence	30 450	0	0

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2017	Purchases	Loans received	Repayment of loans received
Founders and members	0	105 557	5 557
Members of the executive and higher management and individuals with a significant participation and companies under their control or significant influence	9 000	2 000	2000

Purchases and sales

	2018	2017
	Purchases	Purchases
Ingver Marketing OÜ	6 870	9 000
Firtsbuddy OÜ	5 280	0
Creative World OÜ	18 300	0

Remuneration and other significant benefits granted for members of management and supervisory boards		
	2018	2017
Remuneration	19 139	18 045

In 2017, project marketing services were purchased from Ingver Marketing in the amount of 9 000 EUR.

In 2018, project marketing services were purchased from related parties in the amount of 30 450 EUR.

Grants received from founding members:

2017: 188 211 euros

2018: 143 031 euros

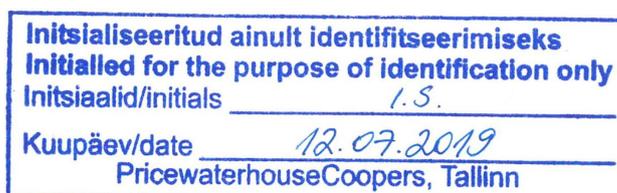
Receivables from related parties are advances for business related expenses. In 2018 and 2017, no allowance has been recorded for receivables from related parties. Additional information is disclosed in note 2.

Loans received are non-interest bearing.

Based on the management board member contracts of the foundation, the members of management board are not entitled to potential benefits on termination of their contracts.

Note 15: Going concern

As at 31 December 2018, the foundation's current liabilities exceed the foundation's current assets in the amount of 187 608 Euros. Foundation's financial statements are based on the assumption of being a going concern, as the management believes that, as of December 31, 2018, negative working capital would not cause economic difficulties and insolvency to the foundation. In 2019 additional financing has been obtained, which allows for the fulfilment of short-term liabilities. In addition, daily work is done to find additional resources.



MANAGEMENT CONFIRMATION

The signing Teeme Ära Foundation 2018 annual report on the 12th of July 2019.

A handwritten signature in blue ink, appearing to read 'M. Vares', is positioned above a horizontal line.

Member of the management board
Merili Vares



INDEPENDENT AUDITOR'S REVIEW REPORT

(Translation of the Estonian original)*

To the Supervisory Board of Teeme Ära SA

We have reviewed the accompanying financial statements of Teeme Ära SA (the Foundation), which comprise the balance sheet as of 31 December 2018 and the statement of revenue and expenses, statement of cash flows and statement of changes in net assets for the year then ended, and the notes to the financial statements, which include a summary of significant accounting policies and other explanatory information.

Management Board's responsibility for the financial statements

Management Board is responsible for the preparation and fair presentation of these financial statements in accordance with the Estonian financial reporting standard and for such internal control as the Management Board determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's responsibility

Our responsibility is to express a conclusion on the accompanying financial statements. We conducted our review in accordance with International Standard on Review Engagements (ISRE) (Estonia) 2400 (Revised), Engagements to Review Historical Financial Statements. ISRE (Estonia) 2400 (Revised) requires us to conclude whether anything has come to our attention that causes us to believe that the financial statements, taken as a whole, are not prepared in all material respects in accordance with the applicable financial reporting framework. This Standard also requires us to comply with relevant ethical requirements.

A review of financial statements in accordance with ISRE (Estonia) 2400 (Revised) is a limited assurance engagement. The practitioner performs procedures, primarily consisting of making inquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

The procedures performed in a review are substantially less than those performed in an audit conducted in accordance with International Standards on Auditing. Accordingly, we do not express an audit opinion on these financial statements.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying financial statements do not present fairly, in all material respects, the financial position of the Foundation as of 31 December 2018, and its financial performance and cash flows for the year then ended in accordance with the Estonian financial reporting standards.



Emphasis of matter

We draw attention to the circumstance that as at 31 December 2018 current liabilities of the Foundation exceeded current assets by EUR 187,608. Going concern of the Foundation is directly relied on project-based government grants and financing by the Supervisory Board of the Foundation. Management Board has disclosed the Foundation's plan for further actions in Note 15 of the financial statements to continue as a going concern. Our conclusion is not qualified in respect of this matter.

AS PricewaterhouseCoopers

A handwritten signature in blue ink, appearing to read 'Janno Hermanson', is written over a light blue circular scribble.

Janno Hermanson
Auditor's Certificate No.570

12 July 2019

** This version of our report is a translation from the original, which was prepared in Estonian. All possible care has been taken to ensure that the translation is an accurate representation of the original. However, in all matters of interpretation of information, views or opinions, the original language version of our report takes precedence over this translation.*