Celebrating 2020 accomplishments in Brazil

**Resource Mobilization**
- Increased Brazilian revenue in local currency (000) Year over Year (YoY):
  - 4,066 (49%) of the total revenue
  - 1,527 (25%) of sponsorship
  - 682 (13%) in donations
  - 2,253 corporate
  - 294 prize linked savings
- Acquisition of 2,740 (30% YoY) new Brazilian sponsors.
- Recognition as an organization that works to overcome extreme poverty.
- Greater digital visibility with livestreamings, events, influencers and the Doar Award.
- Alliances in the corporate segment and the World Food Programme WFP/UN.

**Social Development**
- Response to COVID-19 in food security with the delivery of 122,965 Compassion Kits in extreme poverty.
- Consolidation of Sustainable Social Transformation (SST), version 1.
- Publication of the Multidimensional Poverty Index of all Brazilian states by the Social Intelligence Center.
- Strategic alliance with PM4NGOs to strengthen project management and representativeness of PMD-PRO in Brazil.
- Reduction of 14 Local Partners (LPs) for sustainable growth, ending the year with 30 LPs.

**Personnel, Administration and Finance**
- Excellence management of all resources during the pandemic:
  - 100% of the productive team in home office
  - Organizational scanning (paperless office)
  - Online platforms with video conferencing
  - Results-oriented team engagement.
- Opening of the ChildFund Brasil Office - Children’s Fund in Sao Paulo.
- Microsoft Dynamics system consolidation (CRM/ERP).
- Integration of the Brazilian Human Resources area with the International WeConnect Platform.

**Operational Finance**

<table>
<thead>
<tr>
<th></th>
<th>INTERNATIONAL</th>
<th>BRAZIL</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>RS 000</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>a/a%</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Sponsorship</strong></td>
<td>21,149</td>
<td>7,709</td>
<td>28,858</td>
</tr>
<tr>
<td><strong>Donations</strong></td>
<td>58</td>
<td>1,174</td>
<td>1,232</td>
</tr>
<tr>
<td><strong>Gifts</strong></td>
<td>3,942</td>
<td>427</td>
<td>4,369</td>
</tr>
<tr>
<td><strong>Corporate</strong></td>
<td>1,064</td>
<td>2,253</td>
<td>3,319</td>
</tr>
<tr>
<td><strong>Tax Waiver</strong></td>
<td></td>
<td>850</td>
<td>850</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>26,215</td>
<td>12,431</td>
<td>38,646</td>
</tr>
<tr>
<td><strong>Social Management / Child-Sponsor</strong></td>
<td>24,157</td>
<td>8,323</td>
<td>32,480</td>
</tr>
<tr>
<td><strong>Expenses / Resource Mobilization</strong></td>
<td>2,111</td>
<td>3,036</td>
<td>5,147</td>
</tr>
<tr>
<td><strong>Result</strong></td>
<td>(53)</td>
<td>1,072</td>
<td>1,019</td>
</tr>
</tbody>
</table>

Sponsored Children: 31,142

- Brazil
  - Enrollments: 2,740 | 30
  - Cancellations: 1,639 | 53
  - Sponsored: 10,946 | 12

- International
  - December 2019: 23,440
  - December 2020: 20,196
  - Growth: (3,244)

- Resource Mobilization

- Food Security

- Protection

- Personnel, Administration and Finance

- Social Management / Child Sponsor

- Expenses / Resource Mobilization

- Result

- Enrollments

- Cancellations

- Sponsored

- Protection

- Food Security

- Resource Mobilization

- Social Management / Child Sponsor

- Expenses / Resource Mobilization

- Result

- Enrollments

- Cancellations

- Sponsored

- Response to COVID-19 in food security with the delivery of 122,965 Compassion Kits in extreme poverty.
- Consolidation of Sustainable Social Transformation (SST), version 1.
- Publication of the Multidimensional Poverty Index of all Brazilian states by the Social Intelligence Center.
- Strategic alliance with PM4NGOs to strengthen project management and representativeness of PMD-PRO in Brazil.
- Reduction of 14 Local Partners (LPs) for sustainable growth, ending the year with 30 LPs.

- Increased Brazilian revenue in local currency (000) Year over Year (YoY):
  - 4,066 (49%) of the total revenue
  - 1,527 (25%) of sponsorship
  - 682 (13%) in donations
  - 2,253 corporate
  - 294 prize linked savings

- Acquisition of 2,740 (30% YoY) new Brazilian sponsors.
- Recognition as an organization that works to overcome extreme poverty.
- Greater digital visibility with livestreamings, events, influencers and the Doar Award.
- Alliances in the corporate segment and the World Food Programme WFP/UN.

- Response to COVID-19 in food security with the delivery of 122,965 Compassion Kits in extreme poverty.
- Consolidation of Sustainable Social Transformation (SST), version 1.
- Publication of the Multidimensional Poverty Index of all Brazilian states by the Social Intelligence Center.
- Strategic alliance with PM4NGOs to strengthen project management and representativeness of PMD-PRO in Brazil.
- Reduction of 14 Local Partners (LPs) for sustainable growth, ending the year with 30 LPs.

- Increased Brazilian revenue in local currency (000) Year over Year (YoY):
  - 4,066 (49%) of the total revenue
  - 1,527 (25%) of sponsorship
  - 682 (13%) in donations
  - 2,253 corporate
  - 294 prize linked savings

- Acquisition of 2,740 (30% YoY) new Brazilian sponsors.
- Recognition as an organization that works to overcome extreme poverty.
- Greater digital visibility with livestreamings, events, influencers and the Doar Award.
- Alliances in the corporate segment and the World Food Programme WFP/UN.

- Response to COVID-19 in food security with the delivery of 122,965 Compassion Kits in extreme poverty.
- Consolidation of Sustainable Social Transformation (SST), version 1.
- Publication of the Multidimensional Poverty Index of all Brazilian states by the Social Intelligence Center.
- Strategic alliance with PM4NGOs to strengthen project management and representativeness of PMD-PRO in Brazil.
- Reduction of 14 Local Partners (LPs) for sustainable growth, ending the year with 30 LPs.

- Increased Brazilian revenue in local currency (000) Year over Year (YoY):
  - 4,066 (49%) of the total revenue
  - 1,527 (25%) of sponsorship
  - 682 (13%) in donations
  - 2,253 corporate
  - 294 prize linked savings

- Acquisition of 2,740 (30% YoY) new Brazilian sponsors.
- Recognition as an organization that works to overcome extreme poverty.
- Greater digital visibility with livestreamings, events, influencers and the Doar Award.
- Alliances in the corporate segment and the World Food Programme WFP/UN.