



fundación educación
SWISS SCHOLARSHIPS FOR LATIN AMERICA

Annual Report 2018

We Empower Talent for Change



Compromiso de Honor, UVG, Guatemala

guatemala ●

el salvador ●



Scholars and local committee, El Salvador



Scholars and local committee, Colombia

colombia ●



Scholars and local committee, Perú

perú ●

Fundación Educación –
Eine schweizerische Stiftung zur Ausbildungsförderung in Lateinamerika

Fundación Educación –
A Swiss Foundation for Scholarships in Latin America

Fundación Educación –
Fundación Suiza para el Fomento de la Formación Profesional en América Latina

Dear Donors and Friends of Fundación Educación

On behalf of the Board of Fundación Educación I hope that you are doing very well and I would like to wish you continued fulfillment, success, health and also that little bit of luck that should never be underestimated!

Once again, I am very pleased to be able to give you a brief review and outlook of our activities and the milestones we have achieved.

But first: muchísimas gracias!

First of all, however, I would like to take this opportunity to thank you very much for your interest and the much appreciated support of Fundación Educación. The Foundation Board in Switzerland, our local committees in our four countries and, last but not least, our scholarship holders and alumni in Perú, Colombia, El Salvador and Guatemala appreciate this very much!

We are in the process of implementing our visions step by step. This is only possible with a highly motivated team, a target-oriented use of forces and resources and a strong base of donors. Therefore, I would be very grateful if we could continue to deepen our contact with you in this year. I would also like to thank you for occasional recommendations to additional interested persons. We look forward to new contacts and are always available for questions and suggestions.

Review

Milestones 2018

We look back on the past year with great satisfaction. For instance, we achieved the following milestones:

- continuous growth of our program in all our target countries (Perú, Colombia, El Salvador and Guatemala);
- over 1,200 scholarships granted, of which we have over 1,000 alumni who are successfully active in their countries;
- we were able to extend the cooperation with two important strategic partners until 2022 and 2024, respectively;
- acquisition of two further strategic partners in Switzerland. In the meantime, 11 private individuals, foundations and companies have joined this strategically important circle of donors;
- acquisition of a strategic partner in Guatemala and increased efforts of the local committee for local fund raising;
- existing and potential donors as well as members of our Board paid regular visits to our target countries;
- two successful networking events with both the Embassies of Guatemala (in Zurich) and El Salvador (in Berlin);
- gradual refinement of our «best practices» in all our target countries;
- continuous implementation of our «Vision 2025» as well as of our «digital strategy».

Outlook

What has happened so far and outlook for 2019

In this new year, too, we have ambitious plans.

Regular visits of our donors

We were particularly pleased that in January and February of this year three representatives of three strategic partners visited our country programs in Colombia, Perú and Guatemala. On this initiative, Isabel and Franz Stirnimann (Vice-President, and long-standing member of the Foundation Board, respectively) also decided to travel to Colombia and Perú to accompany these donors on site.

The feedback from these donors was consistently positive. You can find their travel reports on our website, www.fundacion-educacion.org. Such testimonials from donors are undoubtedly the most beautiful compliment an organization like ours can receive!

I would therefore like to invite you to visit our website. On this website you will not only find these worth reading articles, video messages and travel reports, but also many additional interesting and useful information and data about our program.

It goes without saying that we would be very pleased if you would also visit our country programs in due course. If you are planning to visit one of our destination countries, please do not hesitate to contact us. We are looking forward to your feedback and are happy to support you in organizing your journey and stay!



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Milestones in 2019

In 2019, our focus will also be on the following:

- further growth in all country programs;
- extension of cooperation with existing strategic partners;
- acquisition of at least two additional strategic partners (annual target);
- successive expansion of our «Circle of Friends»;
- further increase in repayments from the «Compromiso de Honor» in all target countries;
- further strengthening of our local alumni associations;
- further realisation of the goals of our «Vision 2025».

25th Anniversary – Save the Date, October 7

This year, Fundación Educación celebrates its 25th anniversary. This is an excellent reason to celebrate this milestone among our strategic partners and friends of our foundation.

As is customary for such events, we also place it under the motto of one of our target countries. After the successful events for Colombia and Guatemala, this time it is Perú's turn. Analogous to last year's events, we will also try to ensure that scholars or alumni of Fundación Educación are present – because they are the true «Raison d'être» for our foundation!

So make sure you reserve the evening of October 7 now. We will send you the corresponding invitation during the late summer. Needless to say, we would be delighted to welcome you in Zurich in large numbers!

Change of bank details

Finally, I would like to draw your attention to the fact that we have decided to change our bank account from Bank Vontobel to St.Galler Kantonalbank. At this point, we owe the latter a big thank you for their great care and support as of this year! The data now valid are listed on the last page of this annual report.



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Closing words and thanks

As with any organization, the long-term success of our foundation activities is influenced by two factors in particular: the commitment and performance of the team and the financial resources available.

As you know from personal contacts or from this report, we are very ambitious and have set ourselves some important milestones for the coming years. About two years ago, the Foundation Board defined a «Vision 2025», the implementation of which we are working on step by step.

The Foundation Board in Switzerland on the one hand and the local committees in our target countries on the other are responsible for achieving our goals. In this respect, it is my pleasure to report that in Switzerland as well as in Perú, Colombia, El Salvador and Guatemala we can rely on highly committed, motivated and cooperative teams! Therefore, I am looking forward to continue working with all these dedicated friends and take the opportunity to thank each individual team member for his commitment with all my heart - a great commitment that, nota bene, is almost exclusively made pro bono!

Last but not least, our entire foundation activity is only possible thanks to your trust, your financial support and your recommen-

dations. It is therefore important to me to express our heartfelt thanks to all of you – dear strategic partners and friends of Fundación Educación – on behalf of all of us: Foundation Board, local committees, scholarship holders and educational institutions!

Thanks to you, our program has continued to grow over the years, thanks to you the financial basis of our foundation has been further strengthened, thanks to you we have learned a lot over the years and thanks to you we have been able to establish and successively deepen contacts with many new donors.

With this in mind, I am already looking forward to further deepening our contact with you and new potential donors so that we can report to all of you on the achievement of further milestones!

In the long term, the implementation of our guiding principle - «We Empower Talent for Change» - will remain our primary task. Together with you, we can realize this vision. Muchísimas gracias por todo y hasta luego!

St. Gallen, May 2019

Ricardo Cordero on behalf of the Foundation Board



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We Empower Talent for Change

What we stand for

Latin America is characterized by great social contrasts and barriers to mobility.

Fundación Educación aims at creating new opportunities by providing scholarships to young and promising talents from low-income families so that these can study at one of the leading local colleges or universities.

By granting scholarships, we aim at giving these young talented women and men the opportunity to become highly educated and responsible leaders in the field of economy, business administration and technology – either as managers of private enterprises or as entrepreneurs.

Hence, our program contributes to strengthen the middle-class. This is essential for the economic and social development in Latin America, and, thus, for fostering social mobility and political stability.

Who we are

We are a Swiss foundation with more than 25 years of track record.

Since its establishment in 1993, our foundation has admitted 1,200 scholarship holders to its program. Of these, more than 1,000 alumni are already working successfully in their careers and are thus contributing to the future of their country. In 2018 we supported over 230 scholars. We currently support 200 scholarship holders.

Fundación Educación operates in Perú, Colombia, El Salvador and Guatemala. In these countries we cooperate very closely with our local committees as well as with a small number of leading colleges and universities. The latter are responsible for the selection of potential scholars and for furnishing our local committees with the respective dossiers of candidates. Once these candidates have been interviewed by the local committees, the remaining selection of dossiers is forwarded to the Foundation Board in Switzerland for final review and approval.

Before a scholarship is granted, candidates have to meet some essential preconditions. Among other things, we expect them to provide us with an excellent academic track record, and to be persons with a strong sense of responsibility. Additionally, we expect our scholars to be proactive, and to show a high degree of social responsibility and persistence.

Further, we expect from our scholars and alumni a willingness to put their talent to work for the economic and social development as well as changes in their country.

Finally, with the «Compromiso de Honor», our scholars enter the moral obligation to repay their scholarship once they have graduated, and in accordance with their economic possibilities. All these payments are exclusively used to grant further scholarships.



Facts and Figures

(as of December 2018)

Educational Statistics (all amounts in USD)	Perú	Colombia	El Salvador	Guatemala	Total
Start of country program	1994	1996	2006	2007	
Successful graduates since start of country program	679	192	108	30	1,009
Scholars 2017	89	44	22	16	171
New scholars 2018	36	12	4	9	61
Graduates 2018	47	11	14	2	74
Leavers 2018	7	2	2	0	11
Scholars 2018	71	43	10	23	147
Number of payers of the «Compromiso de Honor» 2018	213*	12	19	17	261*
Total scholarship investments 2018	351,658**	162,635	80,350	113,048	707,691
Repayments from the «Compromiso de Honor» 2018	165,164	4,030	9,066	458	178,718
Repayments from the «Compromiso de Honor» since start	2,011,828	94,033	44,428	4,460	2,154,749

* includes 71 payers from Universidad de Lima

** USD 212'037 (Perú) financed by the foundation

Key figures

(consolidated, all amounts in USD)

Scholars 2018	232
Successful graduates since start	1,009
% of scholars who completed studies successfully since start	95%
% of scholars who immediately after graduation found employment	96%
% of scholars who after graduation work in their country	94%
% of donation that directly benefits the beneficiaries	94%
Average cost per scholar per year	4,500
Average cost for full-time study	21,000
Average budget for scholarships per year	approx. 740,000
Current costs of local committees (related to scholarships)	approx. 41,000
Repayments of scholarships through the «Compromiso de Honor» since start	approx. 2.2 million



Perú

The country program of Perú exists since 1994 and is active at three partner universities and colleges in Lima. Meanwhile, its alumni network includes more than 680 members. Due to the size of this program the support of our scholars, the management of the alumni network and, in particular, the control of reimbursements stemming from the «Compromiso de Honor», is performed by a full-time secretariat.

Local Committee

- Jorge Gruenberg / entrepreneur, President
- Juan Mulder / entrepreneur, Vice President
- Bertha Aspillaga / Director
- Pedro Crisóstomo / assistant professor, consultant, alumni of Fundación Educación
- Claudine Gruenberg / entrepreneur
- Paul Mulder / entrepreneur
- Nancy Vega / entrepreneur, alumni of Fundación Educación
- Carmen Rosa Rojas Montoya / Assistant

Key figures 2018 and «Compromiso de Honor»

University or College	Scholars 31.12.2017	New Scholars	Graduates	Leavers	Scholars 31.12.2018	Number of payers of the «Compromiso de Honor»
Instituto Superior Tecnológico (TECSUP)	29	14	20	3	20	63
Pontificia Universidad Católica del Perú (PUCP)	44	20	22	4	38	82
Universidad de Ingeniería y Tecnología (UTEC)	16	2	5	0	13	9
Total	89	36	47	7	71	213*

* includes 71 payers from the Universidad de Lima.

Over 40% of the budget 2018 stems from repayments through the «Compromiso de Honor» .

Success Stories from Perú

Yeny Benavides Campos, Industrial Engineer, PUCP

2016 was a very gratifying year, because thanks to the support of Fundación Educación I achieved one of my main objectives: to become a professional with solid knowledge and values. Currently, I work as an analyst in the area of continuous improvement of an airport services company. In this position, I apply engineering tools that allow me to optimize resources and I participate in improvement projects aimed at ensuring quality service to all customers. I am convinced that every day is a learning experience and an opportunity to put into practice the knowledge and skills acquired at university.

For the next few years, I am committed to continuing my efforts to achieve greater personal and professional development. Likewise, I commit myself to reimburse the whole amount of the educational help I have received, so that based on my contribution other students of scarce economic resources like me will be able to develop their skills.



Jorge Alvaro Espinoza Otayza, Student of Engineering Geology, PUCP

Jorge is enthusiastic about his field of study: it is varied, exciting and helps to meet people's needs. It is also highly relevant due to the continuing global demand for minerals and the fact that Perú is a commodity country.

Already awarded several times for his academic achievements, he had a great success in 2018: he won the PAIN 2018 research prize, which is awarded to PUCP students for outstanding scientific achievements. He thus won a research grant for his geological investigations of rocks in the North of Perú.

After an internship with a mining company he intends to write his thesis and graduate as one of the best of his faculty.

His special thanks goes to Fundación Educación, where he has found a family of like-minded people who are promoting their own education, not least in an effort to make a contribution to the development of society.



Colombia

The country program of Colombia exists since 1996 and has established partnerships with two academic institutions. Meanwhile, over 190 alumni are members of the alumni association CESE, the «Corporación Educación Suiza-EAFIT». Among others, this association is in charge of organizing and controlling the reimbursements via the «Compromiso de Honor».

Local Committee

- Dr. Alirio Jaramillo / entrepreneur, President
- Sandra Valencia / Responsible for Scholarship holders and Secretary
- Norckzia Navarro de Ortiz / Responsible for Scholarship holders
- Ing. Octavio Peláez / alumni of Fundación Educación
- Juan Esteban Arroyave / alumni of Fundación Educación, Responsible for the CESE program

Key figures 2018 and «Compromiso de Honor»

University or College	Scholars 31.12.2017	New Scholars	Graduates	Leavers	Scholars 31.12.2018	Number of payers of the «Compromiso de Honor»
Escuela de Administración, Finanzas, Investigación y Tecnología (EAFIT)	36	0	7	2	27	12
Instituto Pedro Justo Berrío	8	12	4	0	16	0
Total	44	12	11	2	43	12

Success Stories of Colombia

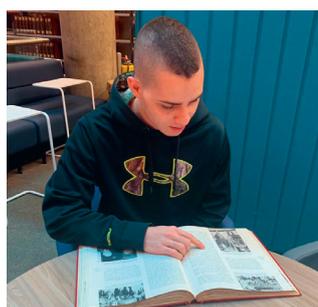
Santiago López Duque, student of Production Engineering, EAFIT

It would not have been possible for me to study at a university as renowned as EAFIT without the support of Fundación Educación.

Studying at EAFIT has also enabled me to obtain numerous additional qualifications and international certifications (e.g. Black Belt in LEAN SIX SIGMA), which I have taken whenever possible. Above all, my family and I have experienced the inestimable value of an excellent education.

I am currently working on my invention EASYWHEEL, which I developed as part of an ecological innovation competition organized by the company EPM. I have developed a new wheel layering that will make a change of wheel more efficient and ecological in the future. After finishing fifth among 110 participants in the competition, but not receiving an investment grant, I am now looking for partners to support me in the further development of a prototype.

Just as the Fundación Educación scholarship has shaped my life, I would like to shape the lives of other young people in the future through my own contributions to the Compromiso de Honor.



Juan José Loaiza Arango, student of Business Administration, EAFIT

I attended the Liceo Manuel Uribe Angel, where I graduated in 2015.

At EAFIT I have worked as a teaching assistant in subjects such as accounting fundamentals and financial analysis, since teaching is one of my passions that I would like to devote part of my time to. I have also had the opportunity to support administrative aspects of the University, such as academic monitoring.

The support I received from Fundación Educación means absolutely everything to me. It gave me the motivation to grow and develop as a person and in my profession. It gave me the privilege to achieve my goals, because this support was like the last missing step to reach the top.

To all of you I only have words of gratitude for the beautiful work you are doing for all of us.



El Salvador

The country program of El Salvador was launched in 2006, supported by earmarked funding from private donors. It is active at three educational institutions throughout the country. Since the program was launched, more than 110 scholars have successfully completed their studies.

Local Committee

- Nick Bienz / entrepreneur, President
- Mirna de Halimbourg / Director
- Camila Palomo / entrepreneur
- María Eugenia Tamayo de Valdez / entrepreneur, Voluntary

Key figures 2018 and «Compromiso de Honor»

University or College	Scholars 31.12.2017	New Scholars	Graduates	Leavers	Scholars 31.12.2018	Number of payers of the «Compromiso de Honor»
Escuela Superior de Economía y Negocios (ESEN)	6	1	3	0	4	7
Instituto Tecnológico Centroamericano (ITCA)	2	3	2	1	2	5
Universidad Don Bosco (UDB)	14	0	9	1	4	7
Total	22	4	14	2	10	19

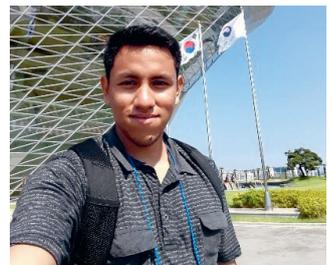
Success Stories from El Salvador

Julio Arévalo, Student of Telecommunication Engineering, UDB

I've always had a passion for technology. When I started my studies, I focused on finishing my degree and helping my family once I got a job.

I got a scholarship from Fundación Educación, which also gave me the opportunity to learn English and work part-time at the university as an instructor. I managed to travel to Panamá to present a research article that I had written in my penultimate year of my degree.

In my final year, thanks to my academic performance and English proficiency, I obtained a scholarship from the South Korean government to take an IT technology course. A thought that has a profound meaning for me says: «Sooner or later, discipline will defeat intelligence.»



Omar Ayala, student of Industrial Engineering, ITCA

I spent my childhood at the Benjamin Bloom Hospital because of hemophilia, an hereditary disease characterized by a blood clotting defect.

The doctors said that I would not have a normal life. I couldn't play with the children from the neighborhood and I did not have an adequate education since I spent more time in the hospital than at home, although in the hospital they gave us classes.

When I was 11 years old, I was tested negative for hemophilia. I felt very grateful and started to give everything for the school, achieving first places and receiving an award for my excellent performance at graduation.

Thanks to God and to Fundación Educación, who gave me a scholarship based on my grades, since my family did not have the money to finance my studies, I can now continue to give everything to achieve a successful future. I would like to conclude with the following sentence: «Realism is for pessimists. An optimist creates his own reality.»



Guatemala

The country program of Guatemala was established in 2007 with a generous donation from a well-known Swiss entrepreneur. It cooperates with two universities, one of which has an additional campus on the Altiplano alongside the campus in the capital. Since the program was launched, 30 scholarship holders have successfully completed their studies.

Local Committee

- Philippe Berberat / lic. oec. HSG, President
- Cristina Novales / Director
- Kurt Schneider / Swisscontact
- Diana Canella / entrepreneur

Key figures 2018 and «Compromiso de Honor»

University or College	Scholars 31.12.2017	New Scholars	Graduates	Leavers	Scholars 31.12.2018	Number of payers of the «Compromiso de Honor»
Universidad Francisco Marroquín (UFM)	7	5	2	0	10	8
Universidad del Valle de Guatemala (UVG)	9	4	0	0	13	9
Total	16	9	2	0	23	17

Success Stories from Guatemala

Juan Diego Siqué Martínez, student of Computer Science, UFM

Juan Diego's passion for his career leads him to have an excellent academic performance and to excel in the diverse projects he has been able to carry out as part of his studies. Last year, together with his team at UFM, they designed a remote-controlled vehicle that can be operated from any device. The idea behind this was to study more about artificial intelligence and to develop autonomous transport methods that would revolutionize the Guatemalan road system. This year, he is contributing with one of his professors to develop an autonomous database system that will allow the registration of proposals and government plans of the presidential candidates in the country.



Pablo Roberto Prado, student of Mechatronic Engineering, UVG

For Pablo Roberto the scholarship has meant the opportunity to achieve dreams and goals that he would not have been able without the support provided by Fundación Educación. In 2018, Pablo and his team at UVG won first place in the Innovation and Technology contest that takes place every year at the university. The innovative product they designed was a helmet for motorcyclists with a protective glass that allows greater visibility when it rains. An innovative product that caught the attention of some investors. Because of his leadership he was elected to the position of Treasurer of the Association of Students of Mechatronics Engineering of UVG.



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The Foundation Board

- Dr. oec. HSG Ricardo Cordero
President & Responsible for Country Programs El Salvador and Guatemala (ricardo.cordero@fundacion-educacion.org)
- Dr. iur. HSG Isabel Stirnimann
Vice President, Responsible for Projects (isabel.stirnimann@fundacion-educacion.org)
- lic. oec. HSG Marcus Stadelmann
Responsible for Country Program Perú (marcus.stadelmann@gmail.com)
- Dr. rer. pol. Ivan Adamovich
Responsible for Country Program Colombia (adamovich@blueemail.ch)
- Dr. oec. HSG Steffen Tolle
Responsible for Finances (steffen@tolle.ch)
- Prof. Dr. phil. Yvette Sánchez
Responsible for contacts to HSG and Circle of Friends (yvette.sanchez@unisg.ch)
- Dr. oec. HSG Franz X. Stirnimann
Responsible for Networking Events (fxstirnimann@bluewin.ch)
- Ueli Frei
Responsible for Best Practices (ujfrei@gmail.com)

Mrs. lic. rer. pol. Úrsula Arenas Meier (info@fundacion-educacion.org) manages the foundation's office on a fully voluntary basis.

The Patronage Committee

The Patronage Committee grants support to the Foundation Board by establishing valuable contacts to potential donors.

The Patronage Committee is composed as follows:

- Prof. Dr. Bruno Gehrig
- Prof. Dr. Peter Nobel
- Dr. Gerhard Schwarz

Our most sincere «Muchas Gracias» to you!

We thank you all – strategic partners, donors and friends of our foundation – for your support and the trust placed in our foundation's work.

We highly appreciate this and are confident that thanks to our joint commitment we not only release a great potential, but also contribute to the development of the countries in which we are active.

Currently, the average cost for a scholarship amounts to USD 4,500 per student per year or USD 21,000 for a full-time course of study.

With this sum you can sustainably change the life of a young talent!

Your contribution also creates the basis for granting scholarships for more such youth to follow in the same path, therewith improving the possibilities for many future student generations.

We would be delighted if we could welcome you to our circle of donors in due course.

Donation account:

**St.Galler Kantonalbank AG, St. Leonhardstrasse 25, 9001 St.Gallen, Schweiz
IBAN CH04 0078 1623 1701 1200 3 (CHF)
IBAN CH58 0078 1623 1701 1200 1 (USD)**