Dear Friends of LUTW Canada,

Light Up the World is a charitable organization that, through sustainable energy, brings economic and social freedom to people who are energy poor. Thus equipped they can break the chains of energy poverty, improve their lives through increasing freedom and pass along a deeper heritage to their children. Thank you for the support and encouragement that you provided to us in the 2019 year!

I have been the Executive Director of Light Up the World for 6 months now and continue to be amazed at the work done by the organization over the past twenty years of its existence. Outgoing Executive Director, Christoph Schultz left the organization in very good shape irrespective of the difficulties imposed by the Covid 19 shutdown. Yet the work of the organization proceeds apace.

As a member of the international development community, we strongly believe in working toward the United Nations’ Sustainable Development Goals (SDGs) by 2030 with particular attention to goal number seven which is to “ensure access to affordable, reliable, sustainable and modern energy for all.”

I am encouraged by the partners we have worked with and the projects LUTW accomplished last year. We successfully accomplished 13 projects and 15 off-grid facilities benefiting 1300 people in Peru and Guatemala! Our partners helped us accomplish these goals, we could not have done it without them! Our corporate partners include Enbridge, Wooree and the Nexans Foundation, and our academic partners were NAIT, SAIT, Rundle College, Algonquin College and University of Calgary’s Engineering and Sustainable Energy Development Graduate programs. Our general volunteer projects were also successful in our 2019 year and we continue to be grateful for our individual supporters and funders!
Our Training and Education group saw some great advances with the development of new training manuals and curricula for two courses aimed at training Peruvians in design and installation of PV systems.

Our Social Enterprise gained momentum providing families with access to 212 lanterns and “pay as you go”, off-grid solar systems. We also opened two new satellite offices in Huancavelica and Cusco, to help us reach more last-mile homeowners. The Social enterprise was very successful in the 2019 financial year and became a focal point for LUTW in 2020.

My hope is that as you read the 2019 Annual Report, you are inspired to continue to build the momentum we have and that you will continue to partner with as we work towards reaching the last-mile!

Gratefully,

Murray Lytle
Executive Director
What we do

LUTW is a registered Canadian charity, headquartered in Calgary, Alberta since 1997. For nearly a quarter-century we have worked at eliminating energy poverty in off-grid communities and creating opportunities for people to benefit from life-changing technologies.

It is the vision of LUTW to achieve a world where everyone has access to sustainable energy, which improves the quality of life of people living in remote communities by empowering them with affordable, sustainable and clean energy.

1. TRAINING & EDUCATION
   We offer training programs for off-grid PV solar systems with the aim of improving the quality and safety of installations and education programs that aim to create a broader understanding of PV technology and energy.

2. PROJECTS
   We design and install appropriate PV solar systems for off-grid facilities such as schools, health posts and community centers.

3. SOCIAL ENTERPRISE
   Through last-mile distribution, promotion and microfinance, we offer high quality products that convert energy to freedom.
TRAINING & EDUCATION

ADVANCES IN 2019

1. Developed new manuals and training curriculums for two courses aimed at training Peruvians in design and installation of PV systems.

2. There are a large number of small-scale PV systems installed with a lack of trained experts. LUTW carried out business and market research for feasibility of training courses.

3. In 2019 LUTW got approval and support to create an operational plan for 2020 pilot project for courses and workshops.
PROJECTS

13 PROJECTS:
- 5x Primary Schools
- 4x Preschools
- 3x Community Centers
- 2x Health Posts
- 1x Secondary Schools

1300 BENEFICIARIES!
With the help and support of our Corporate, Academic and Volunteer funding and participation, we were able to subsidize 15 off-grid facilities

LUTW worked with locally trained technicians, local authorities and community members to make sure our community development is sustainable.
OFF-GRID lanterns and PV solar home systems were sold to last-mile homeowners. These were distributed with Pay-As-You-Go financing. We saw a low return and retrieval rate with 90%+ customers paying on time.

AGENTS worked with LUTW to distribute, sell and collect payments within our social enterprise operations. We opened 2 new satellite offices in Huancavelica and Cusco.

Our Social Enterprise team grew our operations in the 2019 year and 2020 will be off to a great start!
# Light Up the World

## Consolidated Statement of Financial Position

December 31, 2019, with comparative information for 2018

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$204,276</td>
<td>$167,307</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>12,803</td>
<td>33,326</td>
</tr>
<tr>
<td>Goods and services tax recoverable</td>
<td>1,264</td>
<td>1,099</td>
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<tr>
<td>Prepaid expenses</td>
<td>4,497</td>
<td>7,109</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>222,840</strong></td>
<td><strong>208,841</strong></td>
</tr>
<tr>
<td>Equipment (note 3)</td>
<td>691</td>
<td>939</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>223,531</strong></td>
<td><strong>209,780</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities and Net Assets (Deficiency)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current liabilities:</td>
<td></td>
<td></td>
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<tr>
<td>Accounts payable and accrued liabilities (note 4)</td>
<td>$47,787</td>
<td>$46,169</td>
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<tr>
<td>Deferred contributions (note 5)</td>
<td>174,972</td>
<td>77,877</td>
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<tr>
<td><strong>Total Current Liabilities</strong></td>
<td><strong>222,759</strong></td>
<td><strong>124,046</strong></td>
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<tr>
<td>Loan Payable (note 9)</td>
<td>$15,000</td>
<td>$–</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>237,759</strong></td>
<td><strong>124,046</strong></td>
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<tr>
<td>(Deficiency) net assets</td>
<td>(14,228)</td>
<td>85,734</td>
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<tr>
<td>Commitments (note 6)</td>
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<td></td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>223,531</strong></td>
<td><strong>209,780</strong></td>
</tr>
</tbody>
</table>
# LIGHT UP THE WORLD

Consolidated Statement of Operations

Year ended December 31, 2019, with comparative information for 2018

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>$ 826,519</td>
<td>$ 905,835</td>
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<tr>
<td>Training, events and other</td>
<td>49,460</td>
<td>18,589</td>
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<tr>
<td>Rental income</td>
<td>500</td>
<td>507</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td>876,479</td>
<td>924,931</td>
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<td><strong>Expenses:</strong></td>
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<td></td>
</tr>
<tr>
<td>Programs</td>
<td>451,112</td>
<td>538,726</td>
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<tr>
<td>Administration</td>
<td>98,079</td>
<td>71,004</td>
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<tr>
<td>Fundraising</td>
<td>88,912</td>
<td>44,491</td>
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<tr>
<td>Development education</td>
<td>200,163</td>
<td>60,497</td>
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<tr>
<td>Social Enterprise</td>
<td>138,175</td>
<td>92,044</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>976,441</td>
<td>806,762</td>
</tr>
<tr>
<td><strong>(Deficiency) excess of revenues over expenses</strong></td>
<td>$(99,962)</td>
<td>$118,169</td>
</tr>
</tbody>
</table>

See accompanying notes to consolidated financial statements.
THANK YOU!

Algonquin College
Beakerhead
Biotalent
BluEarth Renewables
Bow Valley College
Butterfly Effect Foundation
Calgary Climbing Centre
Calgary Flames Foundation
Calgary Public Library
Capital Power
Canary
Cory Nespor Design
Creative Coaching
Crystal Services
Crestview Group
Daniel Family Foundation
Elevate Auctions
Enbridge
Eden United Church Women
Fig Tree Foundation
Government of Alberta
Global Affairs Canada
Hillside Winery
Hotel Arts
Helena Wilde
John F. Ross
JRG Family Fund
Junior Achievement
Leukemia & Lymphoma Society
Lee Global Education Award
Makers4Good
Nathalie Boisvert Artist
Nexans Foundation
Northern Alberta Institute of Technology
Patrick Fuller Foundation
Pelee Island Winery
POLARIS
Rundle College
Scotiabank Calgary Marathon
SkyFire Energy
Solas Energy Consulting
Southern Alberta Institute of Technology
Steve O’Gorman
St.Stephen’s Anglican Church
Studio Bell
Suncor Community Initiative program
SX Family Fund
Tetra Tech
Texas Tech University
TransAlta
United Way of Calgary and Area
United Way, Toronto & York Region
University of Calgary
Wooree
2019 Board of Directors

Jean-Claude Fouere
Dean Luciuk
Christine Oudijk
Glenn Beaumont
Paul Varga
Glenn Parry
Bill Meeker
Lynn Haight
Lennina PavonCardoso
Sue Bohaichuk
Sherry Kully

2019 Staff and Interns

Christoph Schultz
Tara Collins
Danielle Denis-Lalonde
Lourdes Niehaus
Ana Robert
Stephany Codd
Chris Jensen
Alex Jahp
Milagros del Carmen Huaman
Tom Griffith

Mesner Osman Luis Minaya
Flor Maria Rivera Valdez
Diana Conrado
Yanira Portella
Ruairi Mcloughlin
Aaron Cohen
Ruth Lopez Machacca
Andres Clavier
Jillian Davies
Alexander Stokoe

Visionary Founder: Dr. Dave Irvine-Halliday

ANNUAL REPORT 2019