



SMILE IS A
FOUNDATION

ANNUAL
REPORT

2019

WWW.SMILEISAFoundation.ORG

A black and white photograph of a man with a beard and mustache, wearing a wide-brimmed hat, sunglasses, and a dark jacket over a striped shirt. He is smiling broadly, showing his teeth. The background is slightly out of focus, showing what appears to be a workshop or a storage area with various items on shelves and tables.

*Use your smile to change this
world, don't let this world
change your smile.*

Unknown

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LETTER FROM THE PRESIDENT

We present the report on the activities of the Smile is a Foundation in 2019, prepared with the hope of facing up to what we have been doing for more than nine years with confidence and serenity and with the emotion of being able to celebrate the tenth anniversary of the "Smile and See" Zimbabwe on next campaign.

We are very happy for the great reception that this project has had and still has, both for the doctors, volunteers and support staff who collaborate, and for the institutions, social and business fabric, partners and donors who support us to make this work possible.

Through Smile is a Foundation we are causing a remarkable improvement in health care in these areas, solving serious health problems, promoting the development of self-esteem and contributing to the generation of wealth through improved employability of the thousands of people who benefit from these projects.

Something that we believed was necessary was to continue growing, to continue to accompany these incredible results at an international level with national figures. Thus, in June we launched a project together with the Order of Malta Foundation, Periocentrum Clinics and the network of collaborating clinics.

This is the project "ProBoca el Cambio", through which specialized medical assistance is provided to people at risk of social exclusion, and with which we hope you will feel as proud as we do. This will allow us to know the impact of Smile is a Foundation in the future, not only medical, but also social and economic in the development of our closest environment as well.

As always, we continue trying to improve and develop improvements in all our activities, it is a priority for us, for responsibility, and also to be able to make decisions in the allocation of resources available to us. We learn from everything, from our own experience, from models of success, from references in the social field and from the people around us to continue improving Smile is a Foundation every day.

These are some of the many achievements that, with the daily work of the people who make up the Smile is a Foundation, we have reached in 2019. Thanks to all of them, as well as to the institutions and people who have contributed in some way to the development of these programs and initiatives.



DIEGO ROMERO FERRAGUT
President of the Foundation



SMILE IS A FOUNDATION

Since 2011 Smile is a Foundation promotes, organizes and coordinates humanitarian aid projects in the bio-health field, to improve the living conditions of the populations targeted by the cooperation actions.

Given the positive impact of these actions, we are trying to develop several projects also in Spain, to give coverage in the national and international field.

Our foundation is based on the support and dedication that volunteers, cooperators, partners and donors give, contributing time, knowledge and funds to carry out the solidarity projects.

The foundation is governed by a board of trustees, which ensures the fulfilment of the objectives set out annually, directing and coordinating the resources necessary to achieve these objectives.

The board of trustees of Smile is a Foundation is currently composed of

Diego Romero - Presidency
 Javier de Muguiro - Trustee
 Sergio Morante - Trustee
 Alberto Ortiz-Vigón - Trustee
 Juan Romero - Trustee
 Jesús Valderrábano - Trustee
 Miguel Megías - Secretary

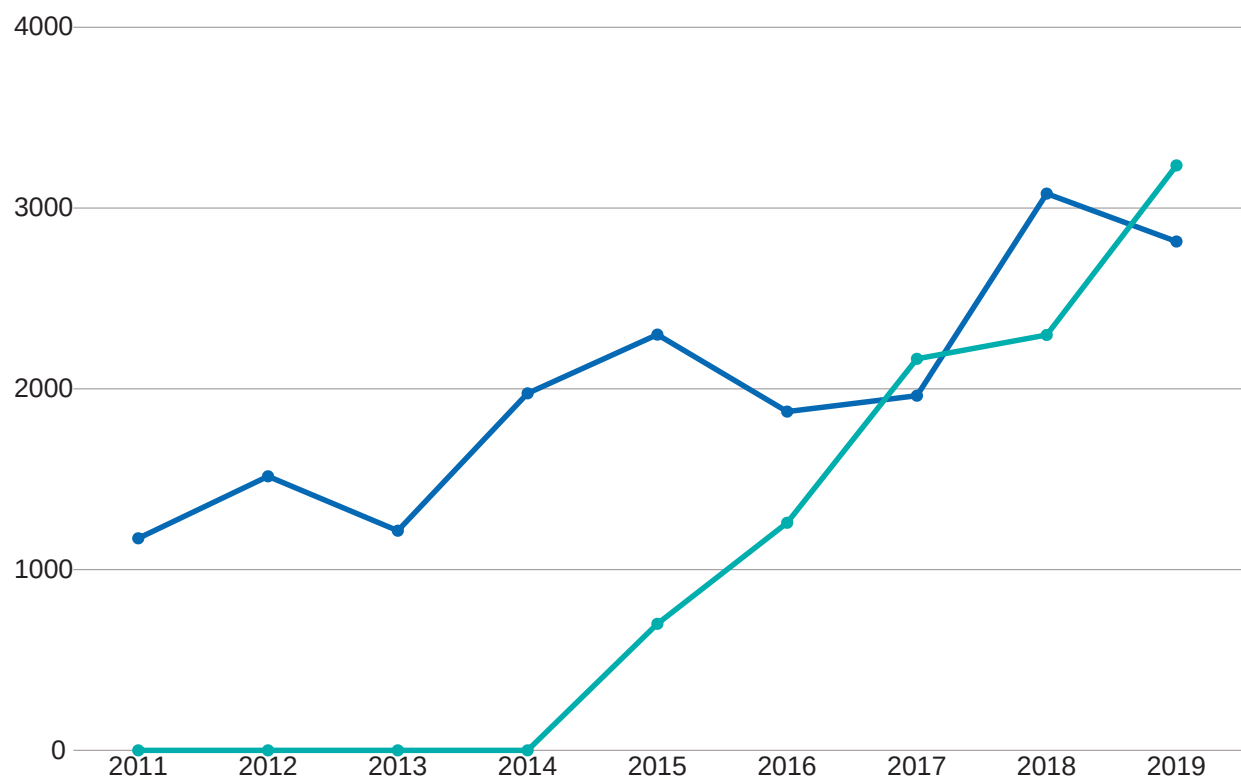
9 YEARS OF ILLUSION AND EFFORT

When this adventure began in 2011 it was difficult to foresee the figures that 9 years later accompany us, and confirm the importance of continuing to work, so that more and more patients can be treated, reinforcing the enthusiasm with which we face a new campaign every year.

In 2011 we were 14 cooperators, now we can proudly say that we have a team of more than 30 professionals, dentists, opticians and ophthalmologists, as well as volunteers who collaborate in the collection of patient data and in the logistic and coordination management.

DENTAL PATIENTS

OPTICS AND OPTOMETRY PATIENTS



The figures from this last campaign allow us to measure the scale of this project. In 2019, **2815 patients** have been treated in the **dental area**, of which **740 children** have also received preventive treatment in schools. Within this data, it is worth highlighting the **4398 dental treatments** carried out. And in the **optical and ophthalmological area**, **3236 patients** have been treated and **3343 glasses** have been delivered. These data help us to cover the needs that are being seen in the field, in both areas.

In November and December 2019, the 9th solidarity campaign of "**Smile and See**" project that took place in Zimbabwe, in the regions of Tsholotsho and Hwange in the west of the country.

With more than 16 million inhabitants, Zimbabwe has 0.1 doctors for every 1,000 inhabitants (WHO data), hence the importance of the actions of non-profit organisations to strengthen access to basic health services for the most disadvantaged populations.

Prior to the arrival of the doctors in the country, an important communication and diffusion work is carried out on the new campaign, so that the local population is prevented and knows when to come for treatment. Likewise, coordination is made with the schools to visit the necessary permits to be able to treat the minors.

The days begin with the assembly of the mobile clinics by the logistics team of Imvelo (collaborating partner in Zimbabwe).



Meanwhile, support staff pick up patients from nearby towns by bus and transport the medical team to the clinics.

The importance of coordinated work is evident when you visualize the long queues of patients who come to the mobile clinics every day.

The trust they place in us every year gives us the strength to face the long days with the greatest enthusiasm, being aware of the impact our efforts have on their health.

This year we have launched the project "**ProBoca el Cambio**", at a national level. Through this project, specialized medical assistance is provided to people at risk of social exclusion, and it will allow us to know the impact of Smile is a Foundation in the future, not only medical, but also social and economic in the development of our closest environment as well.

"SMILE AND SEE"
ZIMBABWE
PROJECT

- Cooperants Spain:
20 dentists
2 opticians
1 ophthalmologist
2 support persons
- Medical staff Zimbabwe:
4 doctors
4 nurses
3 people sterilization
3 people support optical area
- Logistics:
12 drivers
4 guides
12 cooperative and patient transport vehicles and buses
5 outpatient clinics
4 schools treated

"PROBOCA EL
CAMBIO"
SPAIN PROJECT

- Cooperants Spain:
5 dentists
2 teams of auxiliary personnel
3 support persons
- Logistics:
2 collaborating clinics
1 doctor first aid

9TH ZIMBABWE
CAMPAIGN -
DENTAL AREA

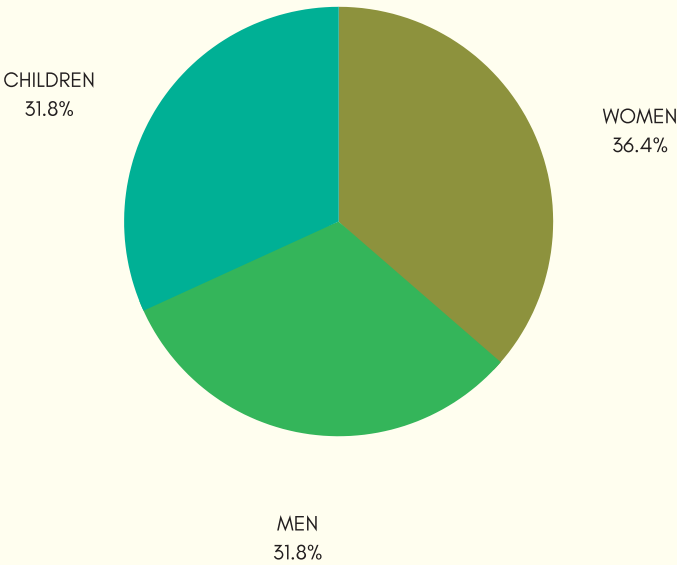
This area of the project aims to improve the oral health conditions of the local population, carrying out both **prevention and awareness campaigns on dental hygiene habits, as well as on the clinical treatment of oral pathologies.**

The most commonly used treatments are palliative, through the extraction of teeth in cases where the prognosis is unfavourable. When the diagnosis dictates it, restorative treatments are chosen, and in this campaign **3 oral surgeries** have also been carried out.

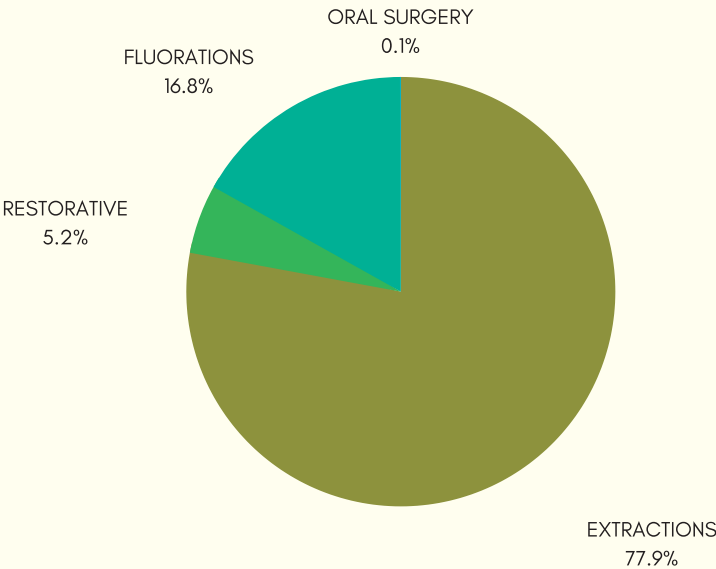
In order to prevent future pathologies, the area of prevention and training in hygiene habits is being expanded. To this end, **740 fluoridation treatments** have been carried out on students at four schools.

The SIF actions have a formative stamp since they transfer to the health personnel of the clinics and hospitals with which they collaborate, and to teachers in the schools where they work, the appropriate knowledge so that they can cover these needs in the long term.

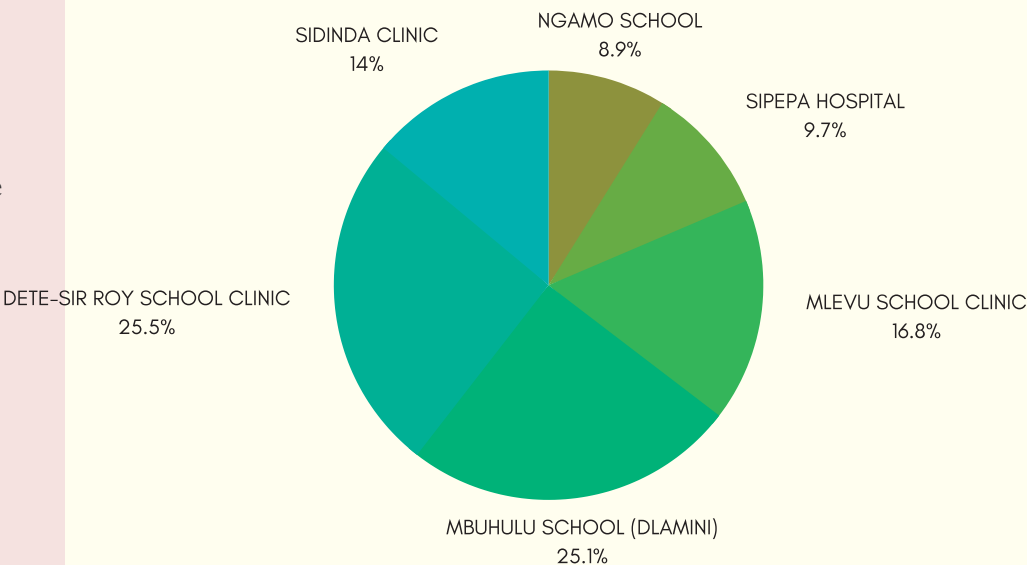
2815 PATIENTS

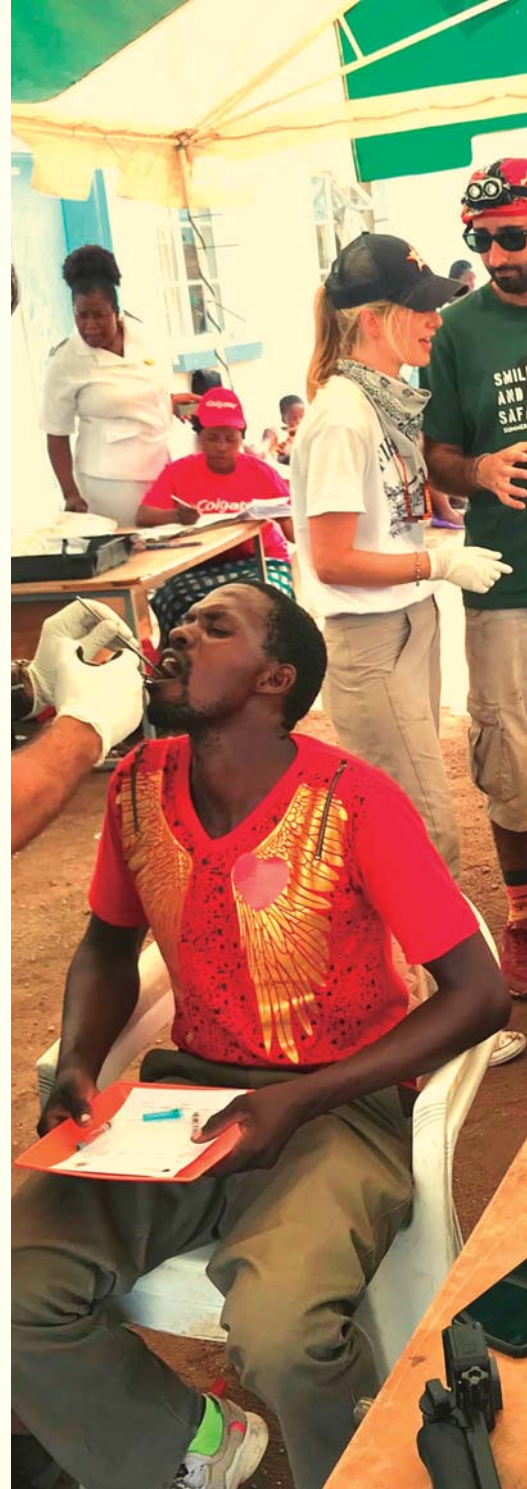


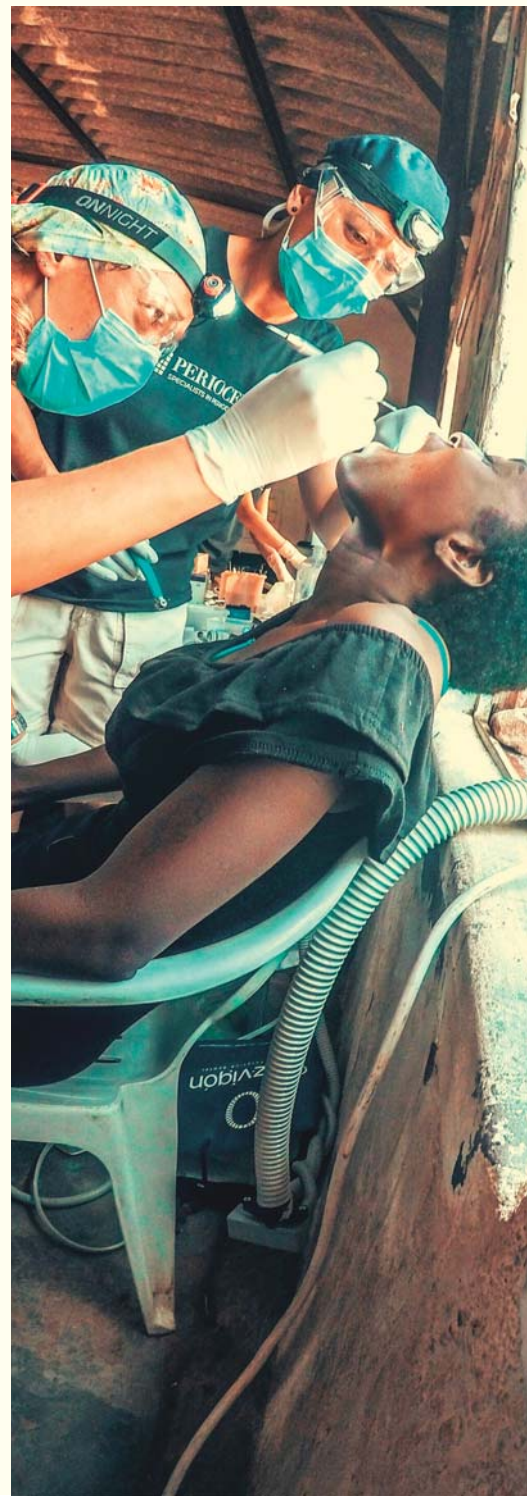
4398 DENTAL TREATMENTS



PATIENTS PER CLINIC/SCHOOL







COLABORA CON SMILE IS A FOUNDATION

3M Science. Applied to Life. SMILE IS A FOUNDATION

www.smileisafoundation.org



9TH ZIMBABWE CAMPAIGN - OPTICAL- OPHTHALMOLOGY AREA

The optical-ophthalmological area was born in 2015 to respond to an **urgent need for medical care in this area.**

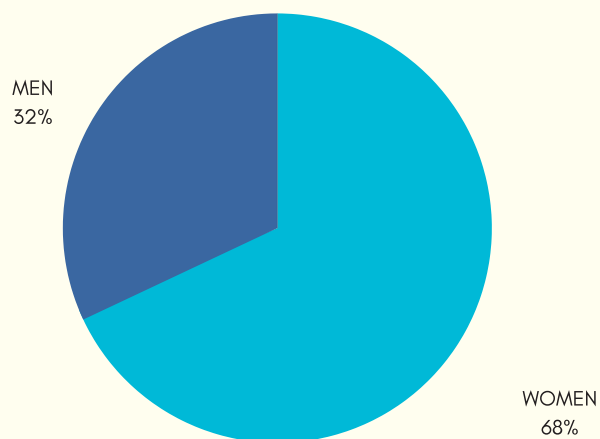
To this end, **eye examinations** are carried out to determine the degree of vision and to evaluate possible pathologies, such as conjunctivitis, cataracts, glaucoma or presbyopia. The project has a frontofocometer, a device that is used to remove the graduations from a pre-assembled glasses, and an auto-refractometer, that allows us to know the refraction of the eye to have more reliability of the work done.

In this campaign, **3236 patients** have been treated. **Presbyopia and myopia** are the eye anomalies most often treated.

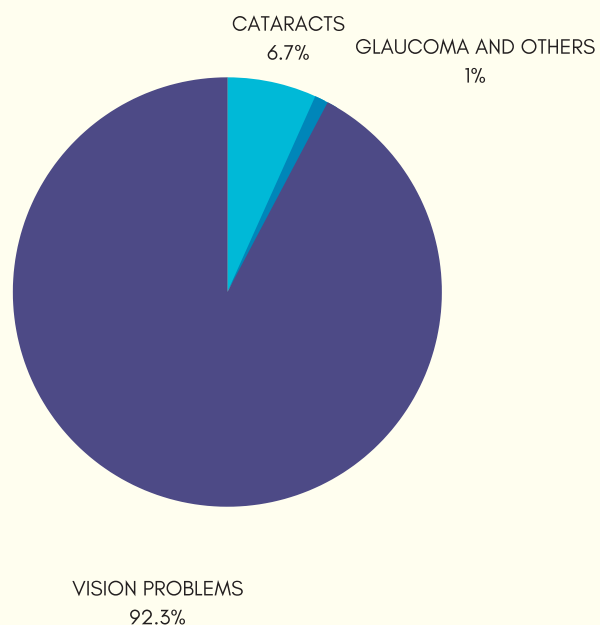
In 2019, **approximately 3,343 glasses**, 1,619 prescription glasses and 1,724 sunglasses were delivered.

The "Smile and See" project includes these two areas, and with these figures we conclude that average costs of 21 euros per patient and 18 euros per treatment are absorbed.

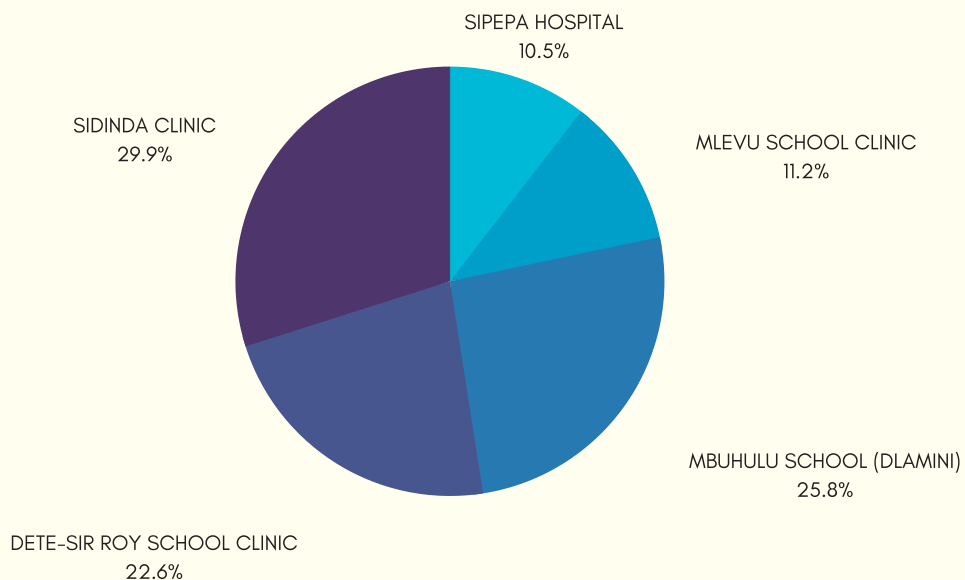
3236 PATIENTS



MAJOR DISEASES



PATIENTS PER CLINIC/SCHOOL





2ND CAMPAIGN ZIMBABWE - OPHTHALMOLOGY SURGERY

Since 2017, we have been financing cataract operations for patients previously diagnosed during field operations in the mobile clinics.

This project is made possible by funding from **Smile is a Foundation** and **D3 Foundation**, in collaboration with **Imvelo Safari Lodges** and **Council for the Blind**.

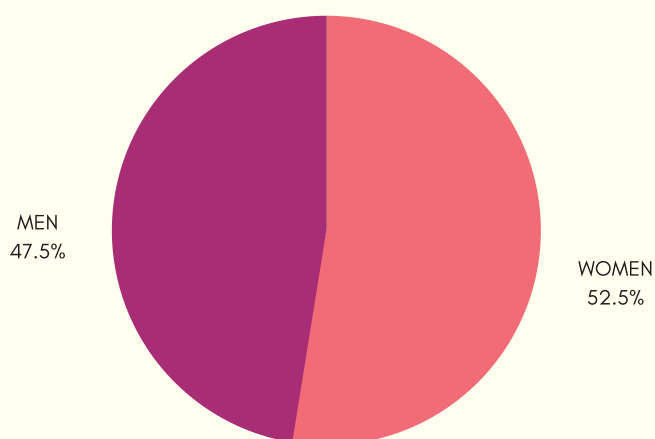
This year 198 people have benefited from this project. Of these **118 have undergone cataract surgery**, and 77 have received eye refraction services and subsidized prescription glasses.

Of this total, 3 people have been left pending, who for various personal reasons will be operated on in the next campaign.

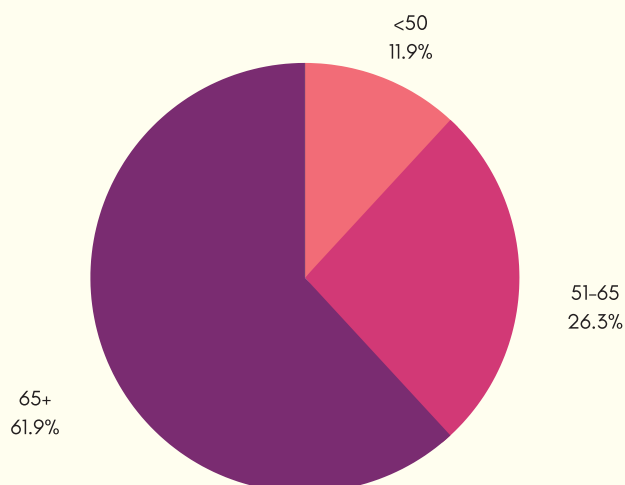
With a total budget of 9134 euros, and average costs of 77 euros per patient and 46 euros per treatment.

In addition to the **operations**, and thanks to all the institutions involved, **the team of medical and support staff, the vehicles to transport them to the medical care centres, surgery kits, generators, food and fuel**, among others, are also financed.

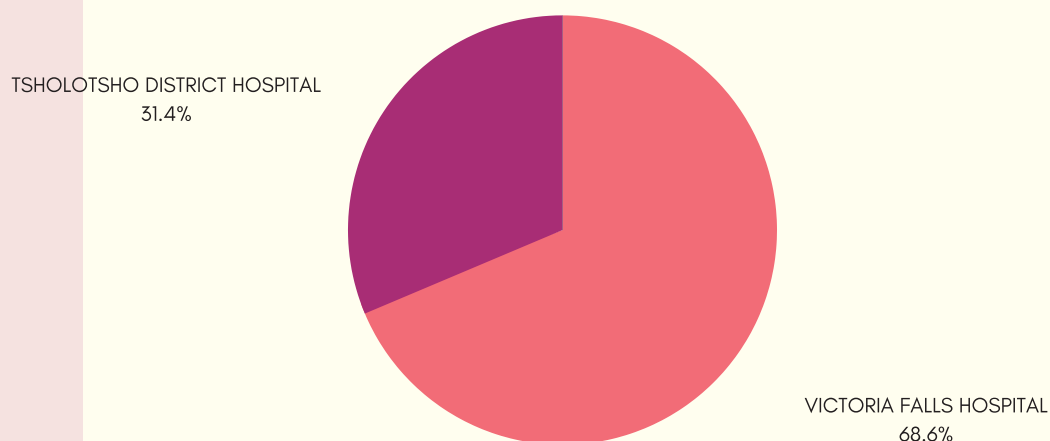
198 PATIENTS CARE FOR



118 PATIENTS OPERATED AGE



PATIENTS PER CLINIC/SCHOOL



PROGRESS IN NUMBERS



27 687

Since 2011, more than 27,000 patients have been treated. This figure makes us especially happy.

6169

In 2019, 6169 patients have been treated in dentistry, optics, optometry and ophthalmic surgery.



4398

This is the total number of dental treatments in this last campaign. Including 740 fluoridations and preventive treatments for school-age children.

158

This is the total number of patients operated on for cataracts in the two campaigns financed. This pathology is very common in Zimbabwe, due to the climatic characteristics of the area, the lack of protection and the various clinical pathologies to which it is usually added.

1ST CAMPAIGN "PROBOCA EL CAMBIO"

With "ProBoca el Cambio" Smile is the Foundation wants to contribute to end the differences and the social prejudices, providing **coverage and specialised medical care for people at risk of social exclusion** to help them improve their personal and working lives.

For this project to have the impact it deserves, Smile is a Foundation has a network of **collaborating clinics** that will attend to the greatest number of patients possible through the **Order of Malta Foundation** and according to clinical criteria. All this with the common objective of leaving a positive and lasting impression on the lives of these patients.

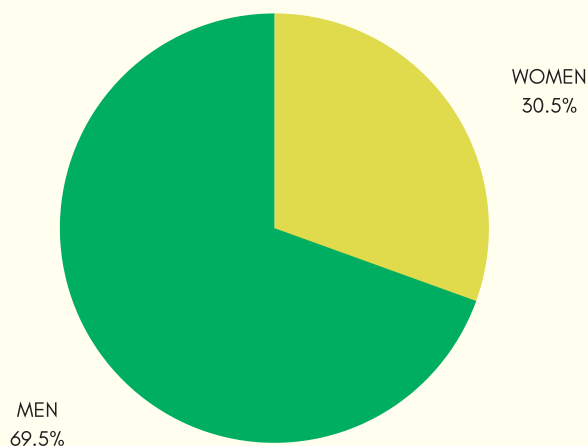
This year **59 patients** have been treated, receiving a total of **118 treatments**.

All of them have received **basic periodontal** treatments.

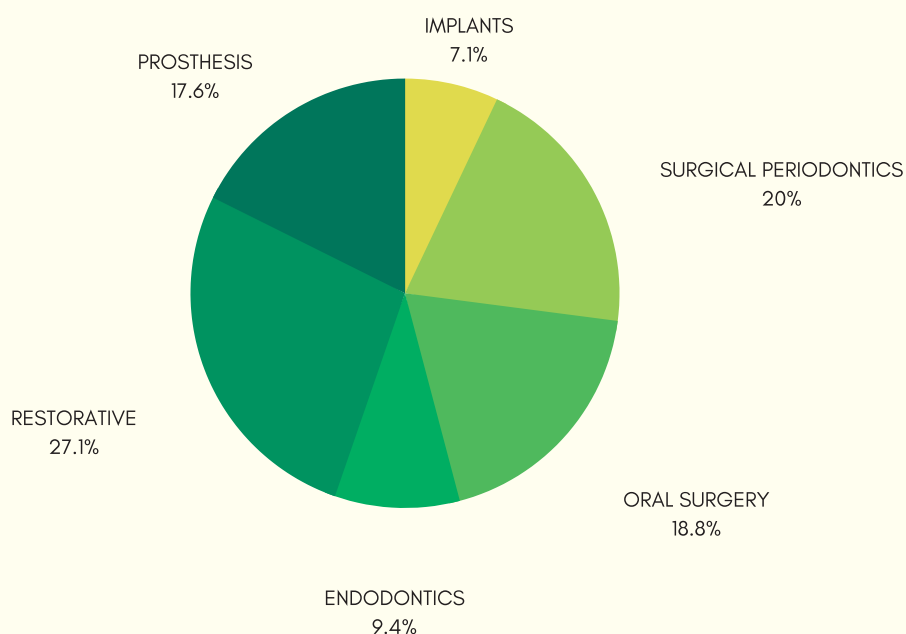
The average time dedicated to each patient is 4.4 hours. And the average economic cost of 231.13 euros per patient.

A data that makes us special illusion, is **the impact of the project** in the patients. All the people assisted are having positive repercussions, improvement of the quality of life and self-esteem, and thanks to this fact too, 3 of them have confirmed that they have recently got a job.

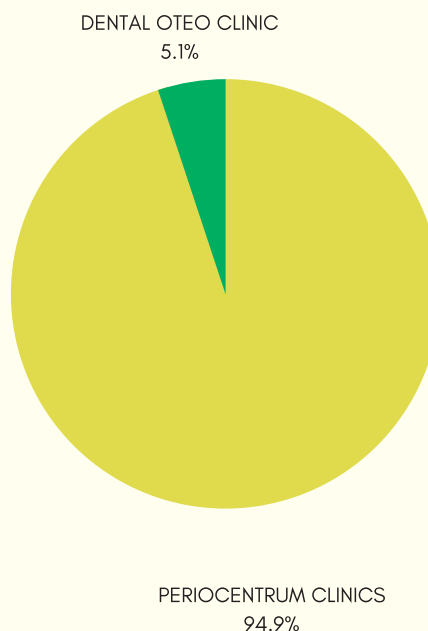
59 PATIENTS



118 TREATMENTS PERFORMED



PATIENTS PER CLINIC





TESTIMONIALS

PATIENT Y.

"Doctor, I went to the clinic and they treated me wonderfully without making any distinction as to my appearance. I felt like a millionaire."
He found a job.

PATIENT D.

"I was ashamed to smile, I covered my mouth with my hand. Now I am happy, I feel more confident and the best thing is that I have found a job taking care of an elderly person".

PATIENT C.

"Thank you very much, doctor, for sending me to the dentist. I have been treated with respect and affection and I have felt like one of them in the office. Thank goodness there are still good people in the world who remember us."
He lived on the street, found a job as a butcher.

PATIENT J.

This patient lives on the street and is a ex-heroin addict. The testimony is from a volunteer of the Order of Malta Foundation's *Cercanos* program.

"Last night at *Cercanos*, J. showed me his new mouth and he's delighted. Despite its apparent harshness, there came a moment when he was moved. Thank you very much for making this little miracle possible and others. They are delighted."
A.S. volunteer from *Cercanos*.

FUNDRAISING

The viability of solidarity projects is only possible with **solid funding** to meet the economic requirements they entail, hence the important role played by **partners and donors** who continue to contribute their resources year after year.

Being aware of this premise, from the board of trustees and the coordination area of the foundation, all the efforts are focused on the fact that the funds collected throughout the year are destined in the greatest possible percentage to the execution of the projects, **reducing the costs of structure** to the strictly necessary ones for the good operation of the entity.

Throughout the year **different initiatives** are carried out to raise funds, from campaigns through social networks, participation in competitions and solidarity awards from private entities, as well as fundraising through crowdfunding platforms.

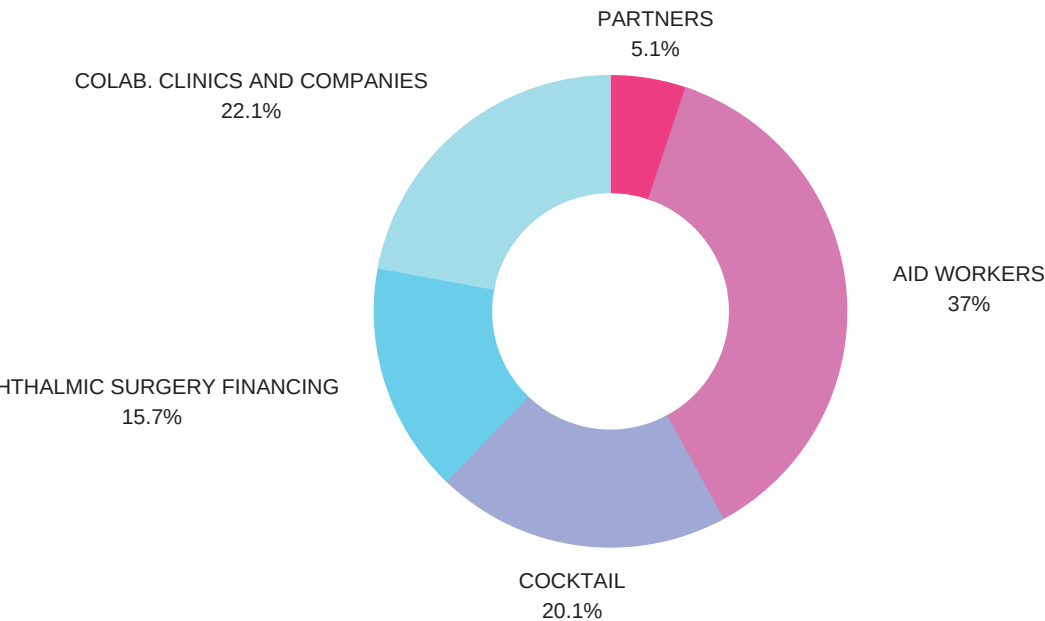
But without a doubt the most significant event is the **beneficial cocktail** that we hold every year, in which members, donors and cooperators meet to take stock of the year and raise funds.

The involvement of both individuals and companies is reflected in the numerous donations they make of products and services to be auctioned, and with which we manage, together with the tickets to the event, to give financial support to the foundation.

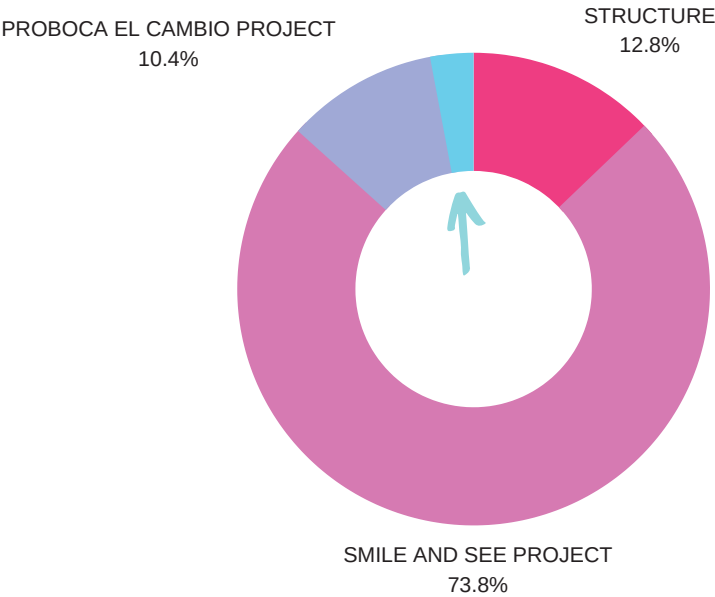


2019 IN FIGURES

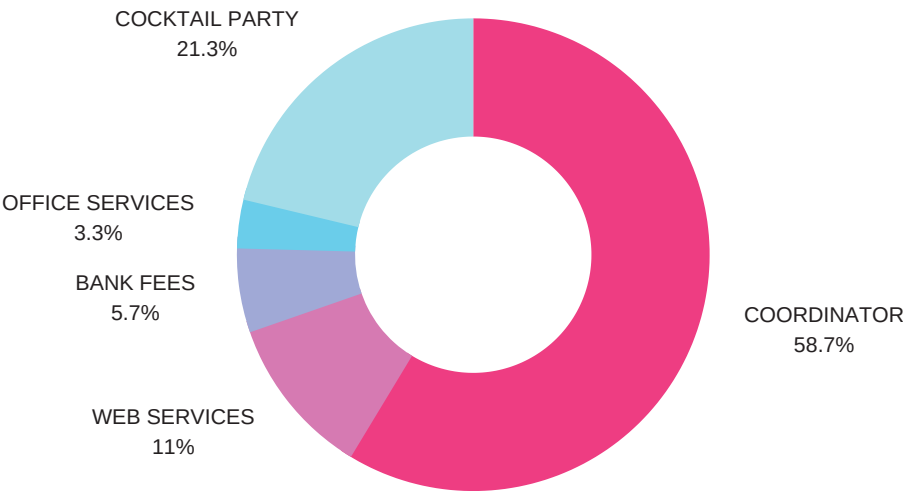
INCOMES 2019



EXPENSES 2019



STRUCTURAL EXPENSES BREAKDOWN



The foundation's annual income is divided between membership fees, contributions from donors, funds raised at the charity cocktail party, contributions from clinics and other companies, and contributions from aid workers travelling to Zimbabwe.

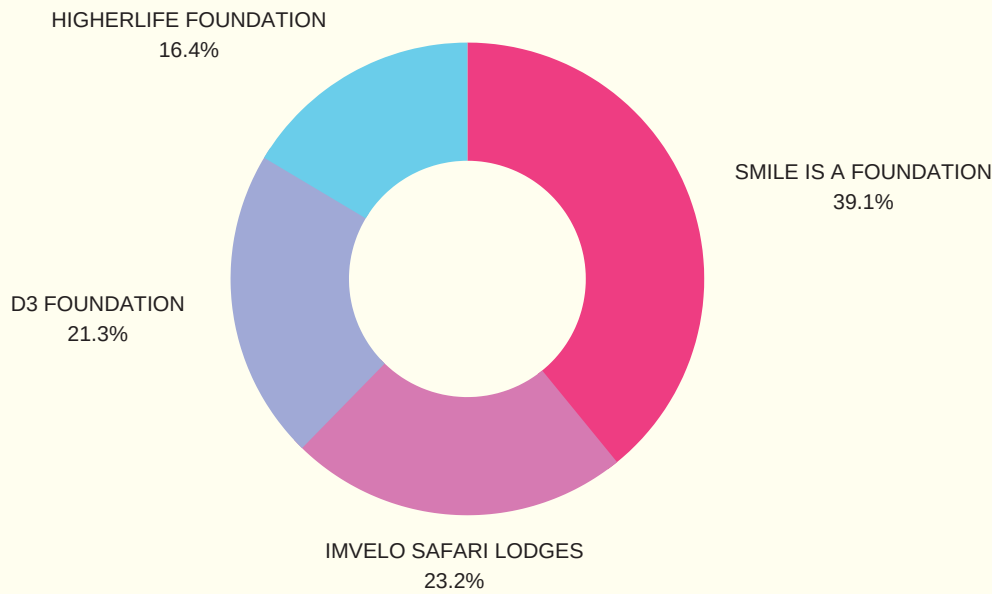
The diversity of income sources makes the projects viable and sustainable in the medium and long term.

Structural costs account for 12.8% of the foundation's total expenditure, compared with 73.8% of funds allocated to "Smile and See" project.

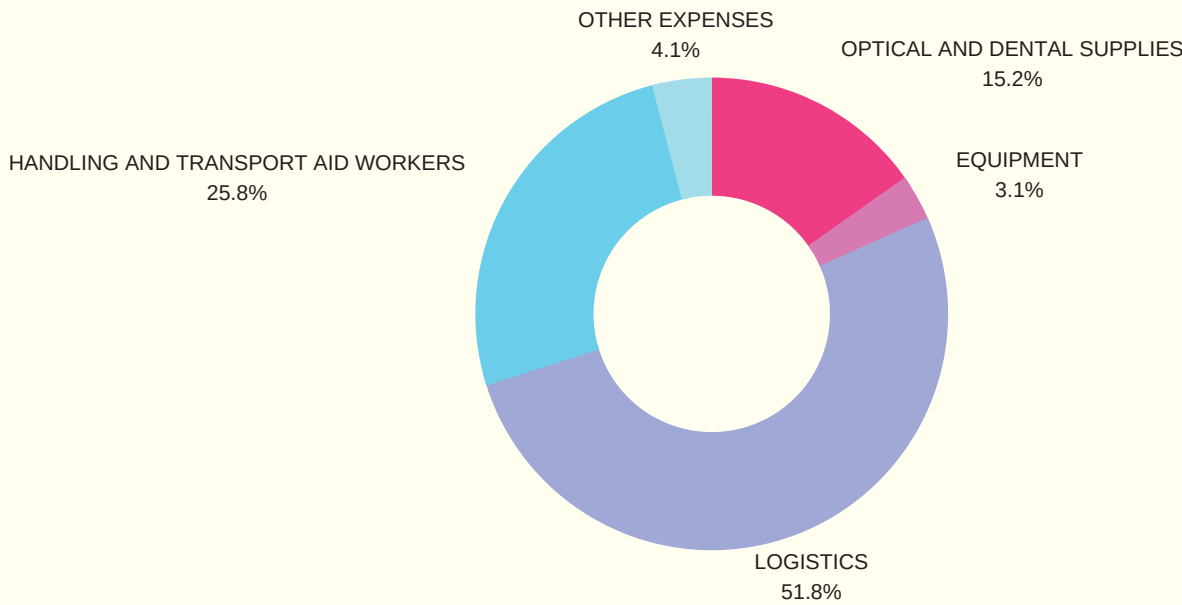
Funding for ophthalmic surgeries consumes 3% of the total.

As for structural expenses, the items destined to the personnel (coordinator), as well as the organization of the event to raise funds, suppose 80% of the annual expense.

"SMILE AND SEE" FUNDING



BREAKDOWN OF "SMILE AND SEE" EXPENSES

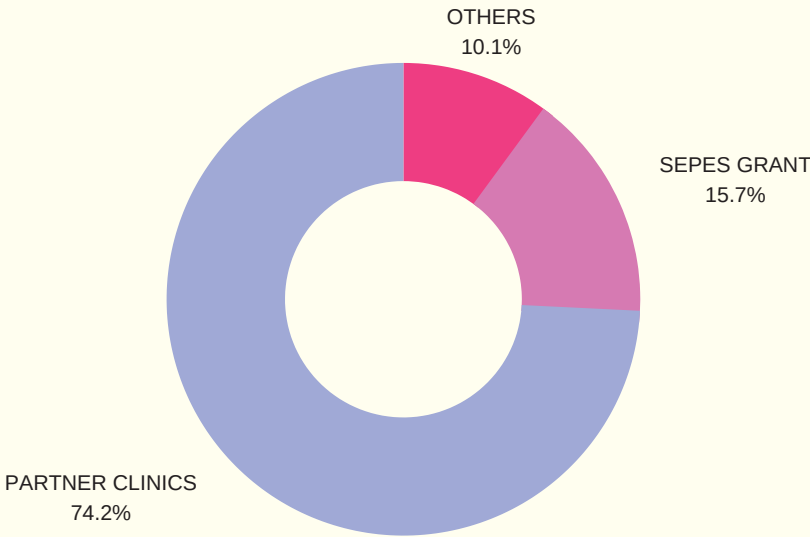


This campaign, Smile is a Foundation, has covered 39.1% of the "Smile and See" project thanks to the different donations. In collaboration with the D3 Foundation, Imvelo Safari Lodges and HigherLife Foundation, which account for 60.9% of the funding for the project.

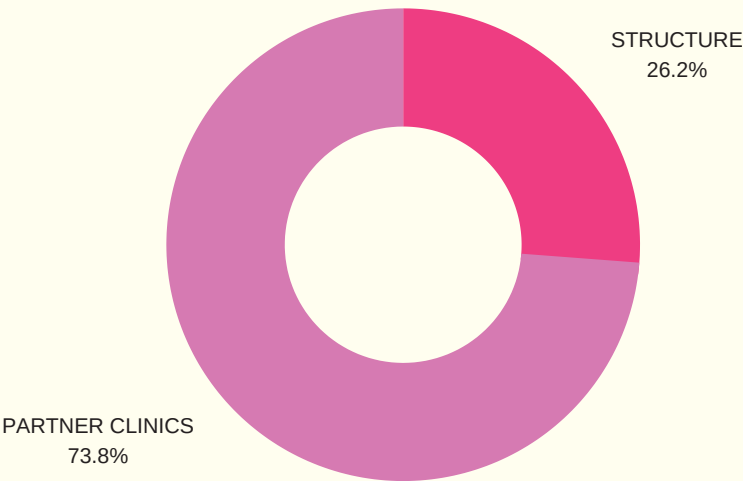
Within the breakdown of project expenses, 70.1% of the funds were allocated to logistics on the ground, transport, doctors and material for the mobile clinics, in order to cover the needs in the different locations where the activity was carried out.

The transfer of aid workers to Zimbabwe, as well as their maintenance, accounts for 25.8% of the funds. Depreciation of fixed assets, registration and expenses with respect to the Zimbabwean government, in addition to other expenses, account for 4.1% of the total.

"PROBOCA EL CAMBIO" FUNDING



BREAKDOWN OF "PROBOCA EL CAMBIO" EXPENSES



The viability of the project "ProBoca el Cambio" is based on the agreement through which the Order of Malta Foundation is the entity in charge of detecting the cases of greatest need for dental care, among the users who come to the St. John the Baptist Assistance Centre. These patients are then referred to the PerioCentrum Madrid clinic to begin treatment, and from there they are referred to the other solidarity clinics according to the needs of each case. Structural costs account for 26.2% compared to 73.8% for the rest of the costs required to cover the project.

It is worth noting the economic contribution of the clinics collaborating in this project, providing 74.2% of the total financing.



74%

PERCENTAGE OF FUNDS
ALLOCATED TO THE "SMILE AND
SEE" 2019 ZIMBABWE PROJECT

50%

PERCENTAGE OF INCOMES
RECEIVED FROM MEMBERS,
DONORS AND THROUGH THE 2019
BENEFICIAL COCKTAIL

COLLABORATORS



From Smile is a Foundation we would like to thank the collaboration of private entities, commercial houses, dental schools and other humanitarian foundations, which every year support us with the donation of products, services and funding.

Thanks to all of them and to the donations of cooperators and individuals, who send material for schools and clinics every year.

D3 Foundation

HIGHERLIFE
FOUNDATION
Raising Africa's Future Leaders through Education

IMVELO
SAFARI LODGES
CONNECTING PEOPLE AND NATURE



3M Science.
Applied to Life.™

ivoclar
vivadent
passion vision innovation

DE RIGO
WE SHARE THE VISION



OD **ORTOLANDENTAL**
ORTODONCIA & ODONTOLOGÍA

GM **GREEN**
MEDICAL

inibsa
DENTAL

proclinic

SDI | YOUR SMILE. OUR VISION.

Sun Planet



Thank you to all the
people who make this
projects grow year after
year.
Let's keep going!





SMILE IS A
FOUNDATION

COLLABORATE
FOR THEIR SMILE

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