



naria

Tecnología + humana



Sustainability Report 2023

2023



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Organization

Mission

We develop comprehensive solutions to begin digitalizing the Social Aid Sector, promoting social and environmental well-being.

Vision

Contributing to a more supportive, sustainable, and efficient society through technology.

Purpose

Generating a positive impact on the quality of life and social inclusion of people, food security, and environmental protection.

Values

Transparency, Inclusion, Security, and Technology.

Legal Structure

At the heart of Naria lies a legal framework supporting its mission to drive positive change on our planet and in people's lives. Comprised of a team of 16 individuals, Naria is dedicated to conceiving and developing innovative projects aimed at creating value while pursuing a tangible impact on environmental sustainability and human well-being.

Our diverse and multidisciplinary team focuses on conceiving and implementing technological initiatives addressing some of society's most pressing challenges: combating hunger, reducing food waste, and digitalizing the social welfare sector. Through people-centered solutions, each project we undertake strives for a more sustainable and equitable future. Beyond numbers and outcomes, we place people at the core of everything we do, prioritizing the creation of technology that is more humane and accessible for all.

In close collaboration with our work at Naria is Mundo 21 Foundation. This entity shares our vision and focuses on developing awareness projects that directly impact the education and social inclusion of the most vulnerable communities. We recognize food as a fundamental right, and through Mundo 21 Foundation, we channel our efforts to ensure that no one is left behind on the path to a more sustainable future. The synergy between Naria and Mundo 21 Foundation allows us to tackle social challenges more closely, working together to create a world where all individuals can thrive.

Statement from the CEO

Kilian Zaragozá



Looking back at the exciting year of 2023, I feel a profound sense of gratitude and satisfaction for the journey we have taken together. This year has been a pivotal chapter in Naria's history, marked by the consolidation of our efforts and, above all, by the transformative impact we have achieved at the intersection of technology, food security, and the digitalization of the Social Aid Sector.

We have faced significant challenges, there is no doubt about that. With our determination and conviction in our mission, we have navigated them through teamwork. We have shown that technology, when shaped with empathy and a people-centered approach, can be a powerful force for change.

In a world where uncertainties are the norm, we have built strong bridges with key players in the food industry and the social sector, proving that collaboration is the cornerstone for overcoming any obstacle. Our partnerships with major stakeholders have elevated our food security and social inclusion initiatives to new heights. Without losing sight of the projects, the digitalization of Social Entities and foundations. This year, we have witnessed the direct impact of our collaborations on people's lives, providing better tools and more efficient models.

On the horizon, I see a future full of possibilities. We will continue to build upon the solid foundations we have established in this year of consolidation and progress. Our commitment to technology will remain the guiding light that steers our efforts, reminding us constantly that behind every line of code and every project are human beings with dreams and aspirations.

Social Sphere: Digitalizing the Social Aid Sector

This year, more than ever, we have devoted ourselves to our mission of achieving tangible societal impact through the digitalization of the Social Aid Sector. Our approach goes beyond merely implementing technology; **we have also made significant strides** in humanizing it and ensuring that it serves a specific social purpose.

Our new projects have been designed with a people-centered perspective, recognizing the needs and aspirations of those we aim to assist—social aid organizations. We have worked closely with them to better **understand** their challenges and to design technological solutions that effectively fit their specific contexts.

Moreover, we have been exploring new ways to empower **their volunteers with digital skills**, not only providing technical training but also fostering an empathetic approach in their aid work. Since 2019, we have been implementing systems that support the digitalization of the Social Aid Sector, particularly in dignifying food aid and social inclusion efforts. Now, we are applying this experience and technology to other areas to continue generating impact through our activities.

Business Scope: Technology More Human

Nobody Without their Daily Ration

The "No One Without Their Daily Ration" system digitalizes the collection and distribution of food donations, promoting social inclusion for those experiencing food insecurity. Through a digital platform accessible from any device without the need for downloads, individuals can donate to social entities and food banks participating in the project. They can track the status of their donation in real-time using blockchain technology and discover metrics of impact, such as how many people their contribution will help or the carbon footprint reduced by digitalizing the system. **It's a sustainable and supportive way to transform food donations.**

Donation Collection and Distribution Management Platform

In 2023, we expanded our digital donation platform beyond food aid, fostering solidarity for a variety of causes. From healthcare emergencies to programs supporting individuals and families affected by Alzheimer's, our platform has been the focal point of campaigns utilizing tablets, donation kiosks, and web portals to collect blockchain-traced donations. This evolution has allowed us to channel solidarity precisely, transparently, and traceably, ensuring each contribution has a direct and significant impact where it's most needed. Our integration of blockchain guarantees security and transparency at every step, providing donors with the assurance that their aid is always safeguarded. By the end of 2023, we achieved €590,000 in donations for our partners through our donation tool.

In our food projects, we've generated aid capacity equivalent to 175,000 kilograms of food, providing over 78,000 meals. Additionally, these efforts have contributed to saving 500 kilograms of CO2 emissions.

Food Surplus Management Platform

Throughout this year, we facilitated the connection of a total of **185,000 kilograms** of surplus food fit for consumption through our surplus management platform. This effort has not only helped mitigate food waste but has also had a direct impact in combating food insecurity. Thanks to this initiative, we've been able to provide more than **435,000 meals** to families in vulnerable situations.

Furthermore, it's important to highlight that this process has not only had social benefits but also environmental ones. By preventing these consumable surplus foods from going to waste, **we've saved over 450 tons of CO2 emissions in the process.**

Hub of Services and Solutions

In 2023, we advanced in deepening our impact through collaborative digitalization projects for Social Aid Sector entities and social aid. From institutions to NGOs, foundations, and food banks, our focus has been on uniting the social purpose of legal entities, committed individuals, and Social Aid Sector entities into strategic collaborations. This approach has enabled us to achieve shared objectives and promote efficiency. The essence of these projects lies in their ability to connect diverse stakeholders, including government agencies, to maximize social impact.

We particularly highlight collaborations with organizations like **CODESPA and United Way, whose projects drive social change and enhance the quality of life for vulnerable communities.**

Highlighted Projects of 2023

Launch of the Surplus Management Platform

In 2022, we identified a growing and concerning issue: one-third of the food produced ends up in waste while over **6 million people suffer from food insecurity in Spain**. Additionally, food losses lead to the waste of other resources such as land, water, and energy, resulting in unnecessary CO2 emissions that contribute to global warming and climate change. We decided to leverage our platform to connect surplus food fit for consumption with people in need, empowering Social Entities to continue supporting vulnerable groups through a digital, sustainable, and secure framework. We developed the solution throughout 2022 and began implementing it with food and social agents in 2023.

Our primary goal with this initiative is to optimize surplus management in the food industry, reducing waste and ensuring that resources used in food production are utilized efficiently. This aligns with our mission to use blockchain technology to promote sustainability and solidarity. **The digital platform represents a significant step** in our journey towards sustainability and the promotion of technological solutions that benefit communities and the planet. We are establishing a direct and effective connection between surplus resources from food companies and social aid organizations that can benefit from them.

The tool allows companies to notify surplus food donations so that various affiliated Social Entities can utilize and distribute them among their beneficiary families. **These transactions are traced using blockchain technology**, providing traceability to the processes and generating metrics that facilitate resource management and decision-making to reduce food waste.



Food donations transported to Social Entities and managed via the Naria platform by a client at a catering production center

Project with CODESPA and A+FAMILIAS

Titled "**Dignifying Social Assistance through Blockchain and Digital Transformation of Social Entities Management**," in 2023 we developed a project aimed at setting a benchmark in the delivery and management of social assistance. With the support of CODESPA and the association A+Familias, we addressed the enhancement of Social Entities management models and the digitalization of their services, focusing on increasing efficiency and optimizing processes in collaboration with other organizations.

CODESPA is an NGO with a distinguished **37-year track record in international development cooperation**, creating employment opportunities in poverty contexts where breaking the cycle is challenging without external assistance. On the other hand, the A+Familias Project was established in November 2020 as an unprecedented citizen response to the emergency caused by COVID-19 lockdowns since March 2020. **They support over 2,100 families with nearly €300,000 in grocery baskets** and Carrefour gift cards. These organizations, experienced in collaborative social projects and deeply committed to process improvement, have successfully developed a series of digital tools in collaboration with Naria, with the following objectives:

- **Enhance support and attention** to vulnerable families through efficient coordination among NGOs and other Social Entities facilitated by a technological platform.
- **Boost economic aid through conditional cash transfer** procedures and the use of Blockchain technology to ensure traceability.
- **Reduce the digital divide and enable more families** to access Information and Communication Technologies (ICTs) through online training and the use of a chatbot for assistance, among other measures.
- **Expand new services to vulnerable families** and enhance their knowledge through online training in financial health or nutrition, among other aspects.
- **Strengthen the measurement** of social interventions' impact through digitalization, traceability, and reliable, real-time data.

From Naria, we have supported the project through the development of a **multi-device technological platform (web version)** aimed at enhancing the impact of social intervention services and conditional economic assistance directed to vulnerable families in Spain. Our goal has been to transform Social Entities towards a digital culture that improves service delivery with enhanced efficiency in processes, transparency, and results-oriented management through social impact measurement and management.

CODESPA has benefited from our support through the development of measurement and management dashboards for volunteer activities, focusing particularly on training, attention, and program monitoring. The organization has implemented **innovative digital strategies**, including the comprehensive digitalization of A+Familias activities. This digital platform not only streamlines internal processes but also strengthens the connection between volunteers and the communities they serve.

This innovative model drives operational efficiency, ensuring greater transparency and traceability in aid actions. **It has bolstered operational processes, donor trust, and contributed to a more significant and measurable social impact within organizations.**



Closing Event of the DGES Project in Madrid by CODESPA, A+Familias, and Naria, where the implications and impact of the project were assessed.

Project with United Way

In partnership with United Way, a prominent foundation committed to promoting corporate volunteering and corporate social responsibility, we have enthusiastically worked to advance their noble mission. Since its inception, United Way has been dedicated to strengthening communities and enriching lives through collaboration among businesses, organizations, and dedicated volunteers. **Our collaboration has focused on effectively expanding their reach and increasing impact in promoting positive change through our technology.**

"IMPACT TECH" is a digital transformation project centered around three pillars: the internal digital transformation of United Way Spain, **the optimization of our projects with new technological tools,** and effective external communication of the organization. It includes a specific plan to maximize the impact of corporate volunteering and transform it into a talent generation mechanism, aiming to incentivize corporate social engagement. IMPACT TECH involved collaboration with several companies, including Naria, and various organizations and entities already part of our ecosystem. **We have developed a digital social assistance platform for the benefit of United Way and its ecosystem,** aiming to enhance efficiency, transparency, and social impact management through measurement and management of social impact, thereby optimizing organizational efficiency. **The project is based on 4.0 digitalization technology,** developed from our platform and incorporating core services supporting horizontal processes such as blockchain traceability, user and profile parameterization, transparency management, and information consolidation, among others.

IMPACT TECH significantly boosted the digital update of United Way Spain Foundation and crucially strengthened relationships with its ecosystem of companies, institutions, Social Entities, and a network of specialists collaborating with the organization. It also added significant value to their corporate volunteering coordination efforts, aligning closely with United Way's mission of uniting forces for community impact.



Presentation image of the "IMPACT TECH" project by United Way

B Corp Certification

In 2023, we initiated the process of **B Corp certification**, a global standard that recognizes purpose-driven companies. This initiative reflects our commitment to social and environmental responsibility, as well as transparency and good corporate governance.

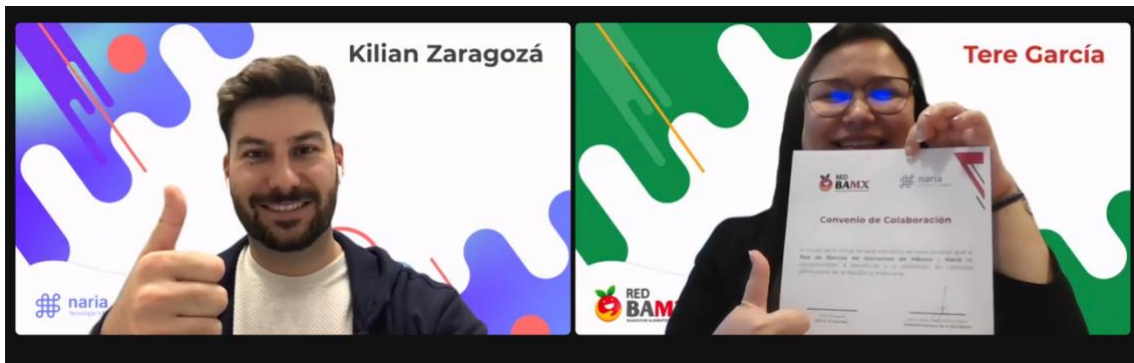
B Corp certification represents the highest global standard in terms of social and environmental performance, as well as public transparency. We align with this standard to ensure that our business practices meet best practices across social, environmental, and corporate governance areas. **This verification process allows us to measure and assess our impact on society and the environment**, ensuring that we meet the highest expectations for sustainability and corporate responsibility. We are committed to working

diligently to achieve and maintain this recognition, as it serves as the foundation of our commitment to a more sustainable and ethical future.

Expansion into Latin America: Mexico

We have expanded beyond our borders to digitalize and enhance the Social Aid Sector in other regions, launching our digital platform in Latin America. **We have established a new strategic collaboration with the Network of Food Banks in Mexico (Red BAMX)** with our mission to use blockchain technology to promote sustainability and solidarity.

This alliance with Red BAMX aims primarily to combat hunger and food waste, focusing on supporting those suffering from poverty and food scarcity in Mexico. **Through our technology, we facilitate social inclusion for those in need of food assistance and aim to improve the efficiency of the food donation system in the country.**



Virtual Signing of the Agreement with BAMX between Kilian Zaragoza, CEO of Naria, and María Teresa García Plata, General Director of Red BAMX in 2023

Furthermore, this initiative is not limited to Mexico alone. As part of our international expansion strategy, we are exporting our technology to other regions where we can contribute to improving food security and donation efficiency.

Innovation

Throughout this year, we have firmly committed to innovation as a driver of change in the fight against food waste. Our strategic alliance with **CAPSA VIDA** has marked a milestone in the quest for efficient solutions. Through an open innovation approach, we have successfully merged knowledge and resources with other corporations, creating powerful synergies with a common purpose: transforming surpluses into solidarity.



“La Granja Summit” event with CAPSA VIDA team.

This collaboration has generated a platform for exchange and cooperation, enabling Social Entities and Food Banks to access digitalization and innovation processes. This platform has not only facilitated the adoption of new technologies but has also been a pioneer in integrating blockchain. **This addition has optimized and streamlined operations within the Social Aid Sector, ensuring greater transparency, traceability, and effectiveness at every step of the chain.**

In 2023, we partnered with the National Centre for Food Technology and Safety (CNTA) and the technological center Ainia, **recognized hubs for research and development in our country, thereby strengthening our knowledge network** towards promoting a new food reality and more sustainable systems.

Simultaneously, we continued to develop our collaboration with the KM ZERO Hub, an innovation ecosystem dedicated to finding novel solutions to contemporary challenges in food, focusing particularly on the urgent need to provide healthy diets from food systems that respect the limits of our planet. **We are committed to the comprehensive transformation of the food chain**, from production and distribution to consumption and reuse, aiming to build a future where sustainability and solidarity are the norm.

In the academic sphere, we have actively participated in the **ToNoWaste project (Towards a New Zero Food Waste Mindset Based on Holistic Assessment)**. This project, funded by the Horizon Europe Programme and coordinated by Universitat Jaume I, represents a significant step in our mission to address food waste and promote a holistic approach to food sustainability.



Meeting on Food Waste of the "ToNoWaste" Research Project at Las Naves.

“Caduca el Desperdicio” (Food Waste Expires)

In November, we hosted our inaugural event, "End Waste," a significant milestone in this year's sustainable commitments calendar. **Bringing together distinguished representatives from the Ministry of Agriculture, Fisheries and Food, CAPSA FOOD, AECOC, CNTA Madrid, Fundación Altius, and KM Zero**, this gathering emerged as a pivotal meeting point in the quest for comprehensive solutions against food waste.

This gathering not only provided a platform for constructive dialogue but also served as a beacon of consensus. Discussions on future regulations regarding food waste took center stage, enriched by the diversity of perspectives represented by these renowned entities.

The fundamental premise was clear: the solution to this global challenge inexorably lies in collaboration among all stakeholders. **From idea exchange to proposing concrete solutions based on collaboration, the diversity of knowledge and experiences** present at this event laid the groundwork for cohesion and mutual understanding. Identifying joint solutions and formulating collaborative strategies were the fruits of this convergence of dedicated minds.



"End Waste Event" with José Miguel Herrero (Ministry of Agriculture, Fisheries and Food) at WorkCafé Santander (Madrid)

Acknowledgements

- Finalists of Scale the Impact by Social Nest Foundation
- Finalists of Entrepreneurs CEEI Awards
- Finalists of Mediterranean Awards 2023
- Finalists of NTT Data Foundation eAwards
- Finalists of Regiostars 2023 by the European Commission
- "Best Social Impact Startup" Award at The Gap in Between 2023 (Social Nest)
- Missions Award from the City Council of Valencia, 2023
- Winner of the "Young Initiative" Award at the Agro Awards by Periódico Las Provincias and Banco Santander 2023
- Mention in the Observatory of Mass Consumption by Institut Cerdà as one of the most innovative practices of 2023
- Mention in the "Study of the state of the art in AGTECH and FOODTECH sectors in Ibero-America" by the Ibero-American General Secretariat

Communication and Collaborations

Alliances and communication are essential to achieving important objectives and goals. We seek to collaborate with both public and private entities to leverage their experience, knowledge, and community to accomplish more. Efficient communication amplifies impact by engaging stakeholders, raising awareness, and fostering collective action. Together, these tools enhance our ability to create positive and lasting changes in our society and environment. **Below, we highlight some of the projects with which we are aligned and pooling efforts to generate benefits for society.**

Some of the Stakeholder Groups

Engaged Public and Private Sectors

- VÄCKA
- TRADES S.A.
- Eurest
- CAPSA FOOD
- RISI
- Platos Tradicionales
- Gourmet Catering & Espacios
- Bancos de Alimentos
- Fundación Áurea
- Universitat Politècnica de València
- SECOT
- Universitat Jaume I
- Cruz Roja
- Cáritas
- Acción contra el Hambre
- Ápice Grupo
- Fundación Mundo 21

Associations

- AINIA
- Centro Nacional de Tecnología y Seguridad Alimentaria (CNTA)
- AECOC
- FIAB – PTF4LS
- Food & Agritech Europe (FATE)

Agreements

- NARANJASYFRUTAS.COM
- Valencia Hotel and Catering Business Federation

Impact Projects

- Alliance for Zero Child Poverty Countrywide by the Government of Spain
- KM Zero Food Innovation Hub
- Scale the Impact (Social Nest Foundation)
- CAPSA Vida

Communication

In line with our communication strategy, we have structured our presence through four fundamental channels: **our website, social media platforms, newsletters, and proactive engagement with the press.** This ensures comprehensive and effective dissemination of our vision and proposals.

- **Media:** We have increased our visibility in press, radio, and television, achieving coverage in established media outlets such as TVE, El País, El Español, and Expansión, as well as internationally on France 24. We have reached over 75 press appearances with corresponding distributions, all referenced on: naria.digital/hemeroteca.
- **Social Networks:** We have increased our community by approximately 25% on LinkedIn, our primary communication channel, and none of our accounts have decreased since we launched the project in 2019.
- **Web:** Our websites, naria.digital and nadiesinsuraciondiaria.es, have reached over 10,000 new users this year.
- **Newsletter:** In March 2023, we launched a new communication channel through an email newsletter about Naria, which has built a community of 700 users with an open rate close to 50%.

Transparency Portal

2023 has been the year of significant advancement for our company in our pursuit of sustainability and accountability, highlighted by the implementation of the Transparency Portal. We have established a dashboard that sets new standards in disclosing internal information and Naria's achievements. **Through this portal, we transparently and accessibly share the foundations of our organization, from objectives to tangible outcomes, reaffirming our commitment to responsibility and trust.**

We believe transparency is crucial for strengthening our relationship with our community. Therefore, we invite you to explore this portal, where essential aspects of our projects are presented comprehensively, especially those related to donations channeled into the social aid sector. With this initiative, we aim to empower everyone connected with Naria to actively participate in our shared mission. This year marks an exciting chapter in our journey towards sustainability, and we extend our gratitude to our community and partners for being part of this vision towards an informed and sustainable future.

- <https://naria.gitbook.io/transparencia/>

Transforming through External Impact

We identify 5 areas of local and regional impact from the Naria project: on society, in the Food Industry, in Social Entities, among beneficiaries, and environmentally.

- **Impact on Society:** Increased social awareness regarding hunger and food insecurity issues, aiming to raise awareness about donation from an early age and efficient use of food resources.
- **Impact on Food Industry:** Leveraging digitalization processes and promoting Corporate Social Responsibility **within the food industry, from producers to retail sectors (supermarkets)**. Promoting awareness among food agents to combat food waste through social and digital actions.
- **Impact on Social Aid Sector:** Boosting capacity for assistance through digital tools, connecting entities with other societal agents, and advocating for the dignity of beneficiaries. **Entities are adapting to digital models to enhance their skills** and relationships within the business and public ecosystems via our platform.
- **Impact on Beneficiaries:** Initiatives like "Nadie Sin Su Ración Diaria" enable disadvantaged citizens to obtain food from supermarkets, avoiding queues at food distribution centers. **Providing stable and balanced daily nutrition through wallet cards**. This technology also extends help to other disadvantaged groups:
 - Low-income families facing food insecurity (Food Banks)
 - Vulnerable children (Red Cross)
 - Individuals with Alzheimer's and their families (AFAV)
 - People in need of healthcare (Farmamundi)
 - Local entrepreneurs and social enterprises to create dignified businesses and employment opportunities for vulnerable communities (CODESPA)
 - Volunteering teams, more digitally skilled and competent through our tools.

- **Environmental Impact:** The digitalization of processes eliminates the carbon footprint associated with the traditional food donation system (road transportation of food) and reduces food waste by efficiently utilizing resources employed in food production and avoiding emissions linked to the disposal of food waste.
- **Private companies:** enhance their connection with the Social Aid Sector thanks to our tools. From facilitating the secure and digital channeling of Corporate Social Responsibility (CSR) programs to efficiently managing their resources, whether through digital donations converted into prepaid cards or by distributing surplus food to food aid organizations.

This has allowed us to achieve, by the end of 2023, an external impact of:

- Over **€1,300,000** in donations distributed through our solutions.
- More than **1,100 tons of food** donated with our solutions.
- Over **530,000** meals generated.
- More than **500 tons of CO2** saved from the atmosphere thanks to the digitalization of processes and resource optimization.
- And over **260,000 people** helped with our solutions.

Social Impacts

People

We highlight our commitment to team care and personnel maintenance, reflected in the increase of our staff to a new **historic high of 17 members**. We recognize the fundamental value of human capital, as they drive our initiatives and achieve our goals. Our priority has been to create an inclusive work environment, providing support and professional development opportunities. This dedication to the well-being and growth of our team reflects our commitment to the sustainable success of our organization.

We strive for a balanced impact between local talent and talent from other regions, as evidenced by the geographical diversity of our team. **We have employees from Castellón, Barcelona, Madrid, Valencia, as well as Ecuador, Mexico, and Argentina**. We value the richness this cultural and geographical diversity brings to our team, fostering a collaborative and mutually learning environment. Additionally, it is important to note that the majority of our employees reside in Castellón, thus strengthening our commitment to the local community.



Part of the Naria team in 2023

Multiplying through technology

In our constant pursuit to merge **technology and humanity** for a positive impact, our project has embarked on a mission to digitalize the social aid sector, creating a bridge between technology and solidarity.

A fundamental aspect of our approach is **close collaboration with the Social Aid Sector**. Together, we share a common goal: to strengthen social aid and extend its reach. Through solid partnerships, we have managed **to interconnect various entities and agents of society**, creating an interconnected network of solidarity and shared resources.

In addition to interconnection, our technology has also focused on empowering individuals involved in Social Entities and Food Banks. We recognize the importance of **digital skills in today's world** and, therefore, we are committed to the training, transformation, and empowerment of these agents. We provide **these individuals with the necessary** tools to navigate the digital environment, optimize operations, and deliver more effective aid.



Training sessions for the volunteer team of Cruz Roja Castellón and Vila-Real

Thanks to our digital tools, **we have facilitated the optimization of operations, enabling more efficient resource management and more effective aid distribution**. Training in digital skills has been key to empowering teams, allowing them to navigate the digital environment confidently and use technologies to enhance their work.

Solidarity Contributions

We highlight the solidarity commitment of our team, reflected in their volunteer work with the Fundación Mundo 21 throughout the year. They have dedicated their knowledge and time to various projects, such as **fundraising in different campaigns, supporting the development of the new website**, and participating in operational tasks when necessary. These efforts are encouraged by Naria to involve the team in projects that protect community well-being and have a positive societal impact.

Naria provides financial support to the Fundación Mundo 21 for projects and developments that promote its vision. This financial collaboration allows us to **actively contribute to initiatives that generate a positive impact** on the community and the environment. We work hand in hand with the foundation to drive innovative projects that address significant social challenges.

The Naria team has been actively involved in supporting the Foundation through **1,133 hours of corporate volunteering** dedicated to various activities. From web design and development, communication, or administration to donation fundraising, our staff has given their time and skills to contribute to the success of the Foundation's projects and programs.



Involvement of Fundación Mundo 21 in the Rototom Sunsplash 2023 festival

Economic impacts

Created Economic Value

Based on our first annual report, it is crucial to highlight Naria's economic development since its foundation in 2019. Naria has experienced continuous and significant growth in the economic realm. We began in 2019 with company construction and the creation of our first Minimum Viable Products (MVPs). In 2020, our inaugural operational year, we focused on realizing our first project **"Nobody Without Their Daily Ration," thus establishing our initial objectives**. Despite the impact of COVID-19, the company managed to surpass €70,000 in revenue.

In 2021, our efforts were directed towards scaling the company, consolidating our operations, and making our initial project profitable. This period was pivotal in laying the foundations of our company and establishing a strong market position, doubling our revenue compared to the previous year. Our recurring revenue began to materialize, enabling us to expand both our project and our team. By the end of 2020, we conducted our **first round of private investment (€352,000), complemented by additional funding in the form of soft loans from ENISA (€195,000) and the Valencian Institute of Finance of the Valencian Government (IVF) (€232,500)**.

Thanks to this financing, we continued to grow and scale the project, expanding our team and resources, and exploring avenues for **improvement and technological** development to broaden our portfolio of solutions.

In late 2021 and throughout 2022, we achieved significant project milestones by developing the Naria Platform, **an innovative process digitalization solution for the social aid sector**. This platform positioned us as the comprehensive 360-degree digitalization solution for the Social Aid Sector, creating a Technology Services Hub for sector agents.

In 2022, we made a strategic investment in technology, which expanded our expertise and allowed us to export our solutions to new markets. **This decision enabled us to diversify our product** and service offerings while maintaining financial stability and experiencing notable growth in our technological solution and corporate structure.

The year 2023 marked the realization of various projects, justifying the growth and development of the company in this sustainability report. During this period, we invested over €1.5 million in technology, **demonstrating our commitment to innovation and sustainable growth**. We achieved a positive EBITDA with revenue exceeding half a million euros, showcasing our ability to generate income profitably and sustainably, thereby laying the groundwork for continuous growth in the future.

Highlights of 2023

- Achieved financial stability with the first year of positive EBITDA after 4 years of activity.
- Capitalized on the year of R&D investment in 2022 through new solutions and responses to the needs of the social sector.
- Significantly advanced to become the 360-degree digitalization solution for the Social Aid Sector.

Environmental Impacts

Internal: Electricity Consumption in the Office

Sustainability is at the core of our operations, and we are committed to more efficient energy management. Over the past year, we have taken significant steps to reduce our electricity consumption. By adopting energy-efficient LED lighting in our facilities and implementing automatic control systems, we successfully reduced our lighting consumption by 25%. Additionally, we have encouraged our employees to turn off equipment and lights when not in use, fostering a culture of conscious consumption.

Internal: Water Consumption

Sustainability is at the core of our operations, and we are committed to more efficient energy management. Over the past year, we have taken significant steps to reduce our electricity consumption. By adopting energy-efficient LED lighting in our facilities and implementing automatic control systems, **we successfully reduced our lighting consumption by 25%**. Additionally, we have encouraged our employees to turn off equipment and lights when not in use, fostering a culture of conscious consumption.

Internal: Recycling

In our effort to promote sustainable practices, we have installed waste separation bins in our offices. This initiative aims to raise environmental awareness among our team and actively contribute to reducing our ecological footprint. **By facilitating proper waste separation**, we are taking another step towards a more environmentally friendly workplace committed to sustainability.

Decrease in Office Consumption

The downward trend in resource consumption in our office is a testament to our continuous efforts towards sustainability. **With a 7.4% decrease in electricity consumption over the past year and a significant 53% reduction in water consumption**, we have surpassed our expectations in pursuing more efficient and responsible practices. These achievements reflect the effectiveness of measures implemented, such as the installation of consumption reduction systems and **promoting awareness among staff**.

	Electricity Consumption	Water Consumption
2022	5400 KWh	32 m ³
2023	5000 KWh	15 m ³

External: Reduction of Carbon Footprint through Digitalization

The digitalization of processes on our platform has significantly reduced the carbon footprint of our collaborators and clients, as mentioned throughout the projects in this report.

Objectives for 2024

Social Sphere

Our commitment is to continue supporting the Social Aid Sector with our knowledge and tools. We have gained a deep understanding of their needs and have the capacity to optimize and improve processes for entities at national and international levels, impacting the beneficiaries connected to these organizations. **We will continue working with the voucher card model and developing new projects for the efficient recovery and distribution of food fit for consumption to families most in need**, embracing a mixed model for food aid distribution. Additionally, we will offer solutions that support the digitalization of the social aid sector through modules that enhance operations, including volunteer management, beneficiary care, training, workshops, project management, fundraising, among other solutions.

Environmental Sphere

We commit to enhancing our clients' operations towards more sustainable models, minimizing **their carbon footprint through our surplus management system, which combats waste and increases food resources for Social Entities and Food Banks**. To amplify our impact, we will continue collaborating to advance comprehensive surplus food

management, both consumable and non-consumable items. The latter will be allocated to animal feed or to produce biogas or biodiesel, through collaboration with a leading multinational in waste management, thus promoting integrated collaboration in sustainability.

Internally, **we will focus on being more mindful of our office and transportation consumption**, aiming to reduce our environmental impact for the second consecutive year. We are dedicated to environmental stewardship and actively contributing to a more sustainable future for all.

Economic Sphere

Continuing with the strategy defined in 2023, our growth objectives include increasing the number of users in Spain and replicating our solutions in other markets, adapting both techniques and business models. **This will enable us to acquire greater knowledge of social and business needs in the geographical areas where we aim to expand.** We aspire to significant growth, aiming to multiply our revenue to over one million euros. This increase will strengthen our operations and expand our social and environmental impact, solidifying our position as the comprehensive 360-degree digitalization solution for the Social Aid Sector.

In "Nobody Without Their Daily Ration", we aim to maintain revenue stability and control operational costs to continue making the tool profitable. **We also plan to replicate our activities outside of Spain and scale up additional projects.** This is an opportune moment, as the Food Loss and Waste Prevention Law will come into effect by late 2024. Through our "Hub of Services and Solutions," we will continue developing and scaling our roadmap to sustain the company's profitability.

The success achieved in large-scale projects in 2023 motivates us to continue replicating our solutions, given the margins and profitability these projects generate.

Annex

Naria's Involvement in Sustainable Development Goals (SDGs)



End Poverty

Goal 1: End poverty in all its forms everywhere

- Projects to dignify and socially include the distribution of food aid, based on voucher cards.
- Strengthening the aid capacity of Social Entities.
- Digitalization and training of entities to improve their social assistance processes.



Zero Hunger

Goal 2: End hunger

- Support through our solutions by providing more food aid to entities (food surpluses).
- Our solutions provide more security and efficiency to entity processes, resulting in better management of food aid.
- New digital models and tools for food aid fundraising for Social Entities.



Good Health and Well-being

Goal 3: Ensure healthy lives and promote well-being for all ages

- Protection of food security through our projects and solutions.
- Fundraising campaigns in projects focused on child nutrition.
- Social inclusion and dignity through voucher card initiatives.



Reduced Inequalities

Goal 10: Reduce inequality within and among countries

- Projects to dignify the distribution of food aid.
- Strengthening the aid capacity of Social Entities.
- Digitalization and training of entities to improve their social assistance processes.



Sustainable Cities and Communities

Goal 11: Make cities and human settlements inclusive, safe, resilient, and sustainable

- Development of more efficient resource management systems and utilization.
- Collaboration with academic institutions such as Universidad Politécnica de Valencia and Universitat Jaume I on food waste reduction projects.



Responsible Consumption and Production

Goal 12: Ensure sustainable consumption and production patterns

- Collaborative projects to combat waste with companies, entities, and institutions.
- Awareness raising in the food chain through events and webinars on combating waste.
- Efficient, conscious, and responsible management of food and non-food resources through our platform.



Climate Action

Goal 13: Take urgent action to combat climate change and its impacts

- Elimination of carbon footprint from obsolete processes and systems through digitalization.
- Utilization of food resources, avoiding their waste and the emissions associated with their destruction.



Partnerships for the Goals

Goal 17: Revitalize the global partnership for sustainable development

- Collaborative projects contributing to carbon footprint reduction.
- Direct connection of companies with food aid distribution entities.
- Collaboration with academic institutions such as Universidad Politécnica de Valencia and Universitat Jaume I on food waste reduction projects.