

Annual Financial Report 2017



Contents

SECTION	PAGE
Acronyms & Abbreviations	3
Organisation Information	4
Summary of Significant Accounting Policies	5
CONSOLIDATED RESULTS	
Executive Summary	6
The 2017 Snapshot	7
Top 10 Donors	8
Unrestricted Funds	8
Consolidated Financial Statements 2017	9
Training Business Results	12
Training Businesses by Program: Financial Reports	
Training Business Financial Statements 2017	
Financial Sustainability	16
HEADQUARTERS & FRIENDS PHNOM PENH	
Snapshot Summary	17
FI Headquarters Financial Statements 2017	18
MITH SAMLANH	
Snapshot Summary	22
Mith Samlanh Financial Statements 2017	23
FRIENDS SIEM REAP	
Snapshot Summary	28
Friends Siem Reap Financial Statements 2017	29
FRIENDS LAOS	
Snapshot Summary	34
Friends Laos Financial Statements 2017	35
FRIENDS THAILAND	
Snapshot Summary	40
Friends Thailand Financial Statements 2017	41
FRIENDS INDONESIA	
Snapshot Summary	46
Friends Indonesia Financial Statements 2017	47
Annual Budget 2018	
Annual Budget 2018	51

Acronyms & Abbreviations

3PC	Partnership Program for the Protection of Children
Aran	Aranyaprathet
DfAT	Australian Department of Foreign Affairs & Trade
EU	European Union
FI	Friends-International
FnS	Friends 'n' Stuff
GFATM	Global Fund Fight Against Aids, Tuberculosis & Malaria
HBP	Home-Based Production
HQ	Headquarters
IEC	Information, Education, Communication (Materials)
MS	Mith Samlanh
NCHADs	National Centre for HIV/AIDs, Dermatology, and Sexually Transmitted Diseases
NGO	Non-Governmental Organisation
TREE	Training Restaurants for Employment & Entrepreneurship
UNICEF	United Nations Children's Fund

Organisation Information (at 31 Dec 2017)

Board of Directors

Wilfried Schneider - Chairperson
Len Coster - Treasurer Michael Gilmore – Member
Vivian Gee - Member Tamo Wagener – Member

Honorary Members

Denis Marot Winston Mc Colgan

Executive Director / Founder

Sebastien Marot

Management Team

Ampor Sam-Oeun - Programs International Coordinator, Deputy Director
Sebastien Le Mouellic – Social Service Quality International Coordinator, Deputy Director

David Hunn - Partnerships International Coordinator
James Sutherland - Communications International Coordinator
Kanchan Kapoor – Budgeting Technical Coordinator
Khemreth Vann - ChildSafe Citizens and Agent Technical Coordinator
Marko Ivkovic - Human Resources International Coordinator
Nikolai Schwarz – Head of Social Business
Phalla Von - Finance International Coordinator
Valerie Sfeir - International ChildSafe Movement Coordinator

Ari Widodo- Program Director - Friends Indonesia
Ketsone Philaphandet - Program Director - Friends Laos
Maneth Tho – Program Director – Friends Siem Reap, Cambodia
Map Somaya – Program Director – Mith Samlanh Phnom Penh, Cambodia
Orawan Saowapat – Program Director - Friends Thailand

Auditors

KPMG Cambodia Ltd
NPK Auditors & Consultancy Co., Ltd
BFA Office Company Limited-Thailand
DRS. Sjarifuddin Chan Registered Public Accountants – Indonesia
[Audited financial statements are available on our website]

Registered Office

Operational Headquarters: #89B, Street 103, PO Box 597, Phnom Penh, Cambodia
Legal Headquarters: Friends-International France, 29 Rue Vaneau 75007, Paris, France

Registration

Prefecture De Police, Paris, France. 19 July 1995
W751121526

Summary of Significant Accounting Policies

Friends adopts the following accounting policies in the preparation of its financial statements.

Basis of Preparation

The financial statements are expressed in the presentational currency - the US\$ and are prepared in accordance with a modified cash basis of accounting. Under this basis of accounting, income is recognized when funds are received rather than when they are 'earned' and expenditure is recognized when payments are made rather than when they are incurred, except for the following treatment:

- Advances are initially recognized as a current asset in the Balance Sheet, until liquidation with supporting documents, at which point they are recognized as expenses in the Statement of Income and Expenses.
- Deposits to suppliers, loans to staff and other advances are recorded as Accounts Receivables in the Balance Sheet until these balances are settled.
- Salary tax payable withheld from staff salaries are recorded as Income Tax Payable in the Balance Sheet until payments have been made to relevant tax authorities
- The costs of fixed assets are charged to expenses upon acquisition. For control and management purposes, a fixed asset register is maintained.

Foreign Currency Translation

FI executes transactions primarily in local currency of each program office. Functional currencies are as follows:

	PRIMARY CURRENCY	SECONDARY CURRENCY
Cambodia	US\$	KHR (Khmer Riel)
Laos	LAK (Lao Kip)	US\$
Thailand	THB (Thai Baht)	N/A
Indonesia	IDR (Indonesian Rupiah)	N/A

In 2017 each program office maintained its records in their primary currency. Transactions in currencies other than the primary currency are converted into the primary currency at the rate of exchange prevailing on the transaction dates. Exchange differences are recognized in the Statement of Income and Expenses.

Executive Summary

2017 was a stable step towards recovery for Friends, after the most financially challenging year in Friends' history in 2016. Friends' dynamism and resilience were evident considering the enormous cutbacks in spending through vast downsizing and project closures. The significantly reduced expenses, enabled Friends to continue operations at a minimum. However, and predictably, the country programs that struggled the most in 2016, had least difficulties in 2017, such as Mith Samlanh. In contrast, the country programs that were least impacted by the severe 2016 financial troubles, suffered more in 2017, such as Friends Laos.

The aftermath of 2016's project closures, downscaling, and staff redundancies was essentially that every category of expense in almost all country programs was reduced. Friends' total expenses reduced by a considerable 18% (\$1.38m), to a humble \$6.4m - comparable to that of 2013. Personnel costs reduced by 15% (or \$613K), after all severance disbursements were paid in 2016, and the number of staff continued to decrease by 5% (28 persons). Direct costs reduced by 17%, with the largest reduction in food for beneficiaries (\$63K), especially in Phnom Penh, Siem Reap and Vientiane. This cost reduction was a direct impact from the shutting down of 2 remedial education classes, *Camp Sabay Sabay* rehabilitation centre, 3 decentralised vocational training centres, and the reduced number of children and youth residing in all transitional housing. Indirect costs were reduced by 32%; partially due to the lack of new projects requiring renovations as well as from saving on rents and utilities as a direct consequence of the closure of the aforementioned centres. Any areas or programs where expenses observed an increase were due to fully secured funds and the associated project targets and objectives, such as the promotion of and placement of the ChildSafe Movement awareness campaigns at Headquarters, and sub-grants supporting 3PC partners.

Friends' total income reduced by 4% (\$266K) to almost \$7m. Donor funding increased by 3% (\$113K) in 2017, while training business income decreased by 10%, causing the overall drop. Of the total \$7m income, approx. \$3.5m was in renewed donor grants. 16% (\$590,000) of restricted funding was acquired through new grants with thanks to the following donors: Fondation Next, iF Foundation, Credit Suisse, the Government of Czech Republic, Dining for Women, Department of Children & Youth (Royal Thai Government), EXO Foundation, Lombard Odier, Microsoft Philanthropies, Planeterra International Foundation, Responsible Travel and Smart Axiatra.



The subdued funding crisis was evident foremost in the use of Unrestricted Funds (Page 08). There was a 65% reduction in funding gaps (from \$941K to \$333K). Though Mith Samlanh was in a significantly better position, Friends Laos struggled immensely, needing additional support of \$120K (36% of total gaps).

Training business spending comprised of 43% of total expenses, against social services at 48%. Administration costs remained low at 6% and Grants & Fundraising even lower at 1%. Friends provided small grants to ChildSafe Alliance external partners amounting to \$382,000 (13%), with support from UNICEF, Swiss Philanthropy Foundation and the Planeterra International Foundation.

Training Business income decreased by 10% from 2016 (2016: 7% increase), however the surplus beyond cost recovery increased by 63%. This can be attributed to; the closure of initiatives generating losses (all Thailand initiatives and Makphet training restaurant's hiatus); many initiatives achieving cost recovery and surplus, by reducing costs, and Marum training restaurant becoming gainful after many years in deficit. Program sustainability ratios doubled from 6% to 12% accredited to the increased net profit and reduced social service costs.

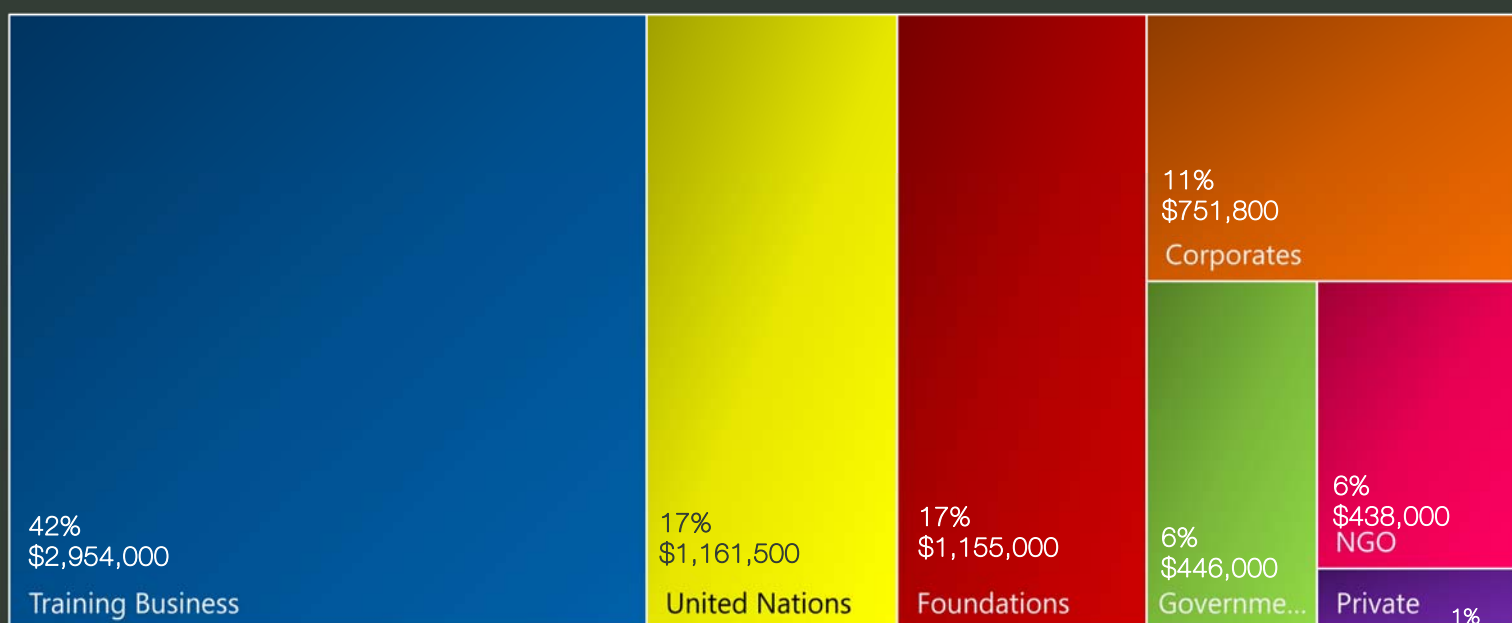
The 2018 projected minimal budget remains at a modest \$7m, of which training business costs are expected at \$2.5m, and pre-supported ChildSafe Alliance sub-grants at \$750K.

While programmatic costs remain at a manageable level, it is essential for Friends to elevate and expand its income and sources of income. To achieve this, Friends is taking the next necessary steps in investing in its future security.

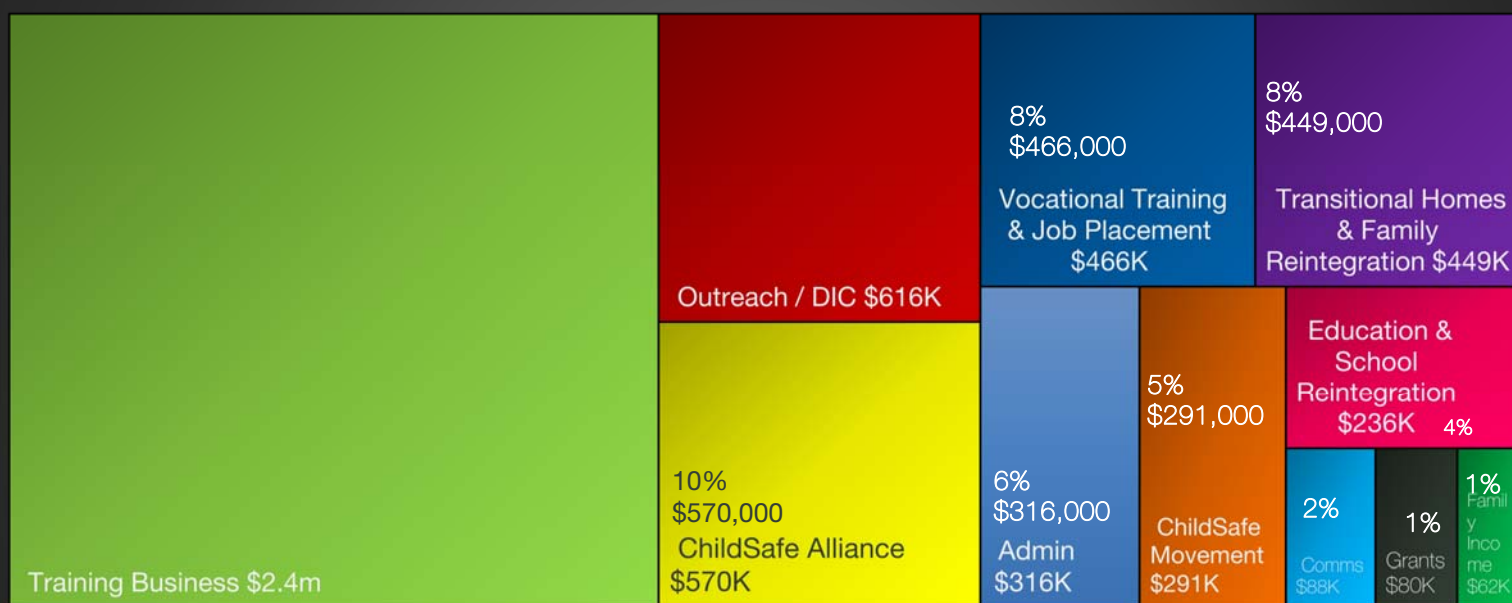
The 2017 Snapshot

	2017		2016
Number of Staff (31 Dec)	524	↻ -5%	552
Total Income	\$6,997,413	↻ -4%	\$7,263,325
Total Expenses	\$6,396,653	↻ -18%	\$7,775,678
Administration Costs [%]	\$316,141 [6%]	↻ -2%	\$321,656 [4%]
# of Training Businesses	26	↻ -16%	31

OUR INCOME SOURCES



OUR EXPENSES



Top 10 Donors

#	DONOR NAME	2017 INCOME	2016 INCOME
1	UNICEF (Cambodia & Thailand)	\$1,161,522	\$1,059,717
2	WISE Sarl (Eric Barthelmé, Swiss Philanthropy Foundation, Fondation NEXT)	\$404,567	\$165,959
3	Fossil Foundation	\$400,000	\$320,000
4	GFATM / NCHADS	\$366,955	\$116,070
5	Fondation Juniclair	\$162,525	\$173,979
6	Save the Children	\$138,607	\$23,953
7	Gisela Foundation	\$122,064	\$129,464
8	iF Foundation	\$106,379	\$0
9	Caritas Australia	\$95,920	\$71,441
10	Teresa Orr & Orr Family Foundation	\$90,000	\$100,000

Unrestricted Funds

Friends struggles to build its unrestricted funds to ensure no activities are obstructed due to lack of funding. These unrestricted funds have allowed for the below activities to continue almost unhindered in 2017. These funds are comprised of: private donations, training business reserves and other miscellaneous income.

PROJECT	HQ	Mith Samlanh	Friends Siem Reap	Friends Laos	Friends Thailand	Friends Indonesia	TOTAL 2017	TOTAL 2016
Education & School		\$12,424					\$12,424	\$93,834
Family Income Generation				\$4,139		\$5,582	\$9,721	\$21,426
Outreach / Drop in Centres		\$37,589		\$4,969	\$3,344	\$4,720	\$50,622	\$351,102
Transitional Homes & Family		\$17,450		\$7,790			\$25,241	\$200,309
Safe Migration					\$7,140		\$7,140	\$0
Vocational Training & Jobs	\$648	\$21,652					\$22,300	\$74,278
ChildSafe Alliance	\$4,966						\$4,966	\$25,897
ChildSafe Movement	\$246			\$1,121		\$898	\$2,265	\$5,693
Administration				\$6,881		\$1,000	\$7,881	\$22,287
Core Program costs	\$9,364			\$11,243	\$504	\$2,059	\$23,169	\$130,885
Training Businesses	\$324		\$84,000	\$83,563			\$167,887	\$0
Fundraising							\$0	\$16,006
TOTAL 2017	\$15,548	\$89,115	\$84,000	\$119,706	\$10,988	\$14,259	\$333,615	
TOTAL 2016	\$65,186	\$681,255	\$128,589	\$49,629	\$16,244	\$815		\$941,717

Consolidated Financial Statements

Income Statement

For the year ending 31 Dec 2017

Friends-International & Mith Samlanh

INCOME	2017 (US\$)	2016 (US\$)
Training Income	2,563,543	2,871,085
Donor Funding	4,039,103	3,926,028
Private Donations	308,918	352,779
Consultancy	5,120	39,921
Other Income	38,948	36,897
Franchise Income	41,782	36,614
TOTAL INCOME	6,997,413	7,263,325
EXPENSES	2017 (US\$)	2016 (US\$)
PERSONNEL		
International Staff	740,060	938,811
National Staff	2,570,081	2,970,724
Health Insurance	84,411	89,174
Consultancies / Professional fees	59,373	54,513
Overtime	27,283	52,718
Miscellaneous	33,983	22,705
	3,515,190	4,128,645
DIRECT COSTS		
Hygiene Costs	19,016	12,148
Medical Costs	33,144	70,838
IEC Materials	3,474	3,979
Clothing for beneficiaries	5,652	8,600
Non-Formal Education materials	14,471	17,603
Food/Drink for Beneficiaries	148,878	212,266
Family Support	9,360	22,200
Harm Reduction Materials	70,435	76,023
Centre Supplies	16,224	25,359
Other Activity Costs	16,932	6,312
Family Reintegration Travel	31,094	30,173
Recreational Activity Support	11,832	10,078
Outreach Materials	2,958	5,018
School Reintegration Support	26,584	45,698
Vocational Training Materials	39,010	67,292
Placement Support	42,553	61,878
ChildSafe Materials	76,894	36,711
Foster Care Families	63,431	56,444
Staff Uniforms	6,716	4,202
Family Income Generation Support	23,364	24,552
	662,021	797,373
EQUIPMENT/ASSETS		
IT/Computers	14,167	24,551

EXPENSES	2017 (US\$)	2016 (US\$)
Vehicles	6,430	1,450
Furniture/Fittings	5,187	6,462
Vocational Training Equipment	3,091	27,958
Miscellaneous	5,945	9,992
	34,819	70,413
INDIRECT COSTS		
Communications	41,707	54,212
Transport/Gasoline	76,869	116,332
Maintenance/Renovations	71,239	187,057
Office Supplies	59,024	75,957
Rent	241,187	317,624
Utilities	112,948	135,123
External Audits	39,413	32,132
Vehicle/Building Insurance	22,314	16,771
Advertising Marketing	24,826	35,663
Miscellaneous	47,651	111,008
	737,178	1,081,878
CAPACITY BUILDING/ MONITORING & EVALUATION/ COORDINATION		
Travel Costs	101,148	128,864
Staff Training	7,024	13,902
Workshops/ Research/Assessments	29,616	41,026
Board Meetings/ Conferences	11,696	10,743
	149,484	194,536
OTHER INCOME GENERATION COSTS		
Cost of Income Generation	804,804	998,002
Outlet Supplies	43,398	53,732
Staff Food costs	52,947	66,416
Training Staff/Student Uniforms	13,026	17,019
Miscellaneous	1,695	3,880
	915,871	1,139,050
CHILDSAFE ALLIANCE- SUB-GRANTS		
Damnok Toek (DT)	92,412	73,281
Komar Rikreay (KMR)	41,359	40,874
M'lop Tapang (MT)	161,345	142,854
Samathapheap Khnom Organisation (SKO)	20,000	14,778
Association Mondiale des Amis De l'Enfance (AMADE)	0	536
Transcultural Psychosocial Organisation (TPO)	30,134	20,248
M'lop Russey Organisation (MRO)	0	973
Children in Families (CIF)	0	5,000
Cambodia Children's Trust (CCT)	27,427	27,540
Krousar Thmey (KT)	3,280	37,699
LinkAge (Yangon)	6,132	0
	382,089	363,783
TOTAL EXPENSES	6,396,653	7,775,678
NET INCOME	600,760	-512,353
Retained funds b/f	3,585,275	4,081,851
EQUITY	4,186,035	3,569,498

Statement of Financial Position

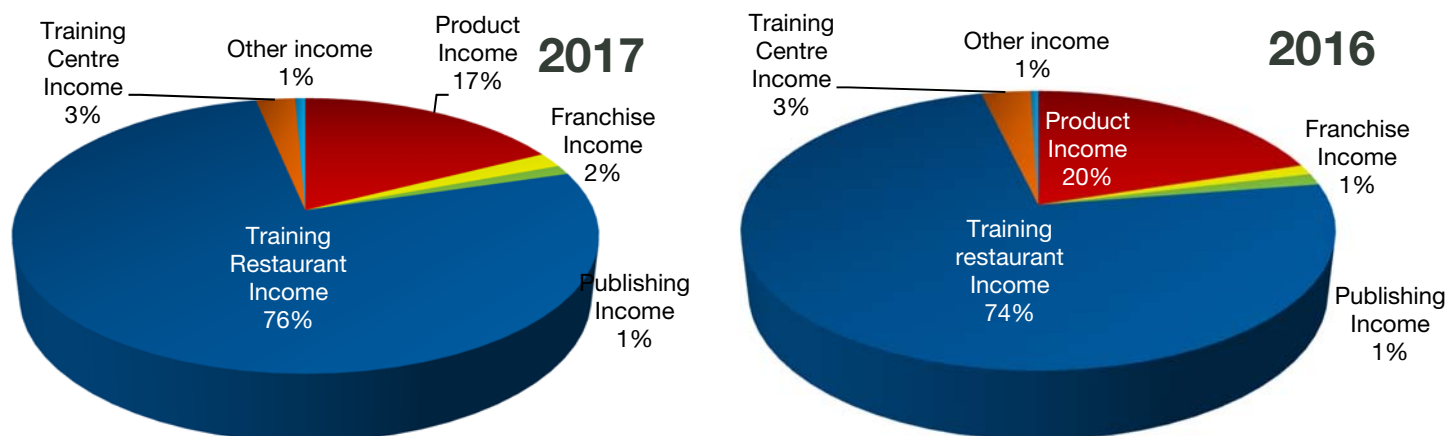
as at 31 Dec 2017

Friends-International & Mith Samlanh

CURRENT ASSETS		2017 (US\$)	2016 (US\$)
Non-Current Assets			
	Land & Buildings	2,826,900	2,826,900
Current Assets			
	Cash & Bank	1,413,305	885,567
	Project Advances	5,508	4,498
	Sub-Contractee Advances	8,760	-5,564
	Prepayments	17,000	35,700
Accounts Receivable			
	Accounts Receivables	103,894	74,209
	Staff Loans	15,826	6,343
	Health Insurance	1,450	4,515
	Guarantee Deposit	29,210	31,463
TOTAL ASSETS		4,421,853	3,863,630
LIABILITIES			
Current Liabilities			
	Accounts Payables	223,297	285,738
	Tax Payable	9,188	6,414
	Withholding Tax	2,340	884
	Social Security Payable	993	1,096
TOTAL LIABILITIES		235,818	294,132
EQUITY		4,186,035	3,569,498

Training Business Results

Income Composition



6 training restaurants generated 76% of the total business income with \$2.1m. Friends the Restaurant alone contributed 33%, while both the Phnom Penh training restaurants collectively generated 67% to the income. The Siem Reap training restaurants (Marum and Nyum Nyum caretaker training restaurant) contributed 24%, and the 2 Laos training restaurants brought in 10% of the total income. Friends Training Restaurant had the highest *true surplus at 16% of its income. Marum training restaurant made its first surplus since inception at 10% of its income. Makphet training restaurant was closed for 9 months in 2017, whilst awaiting government-supported relocation. The TREE franchise brought in a surplus of \$81,000 from income of over \$261K. TREE income were from 8 TREE restaurants; Friends, Romdeng, Khaiphaen, Sandan, Marum, Bahir Zaf for all of 2017 and from Makphet and Sanon for 3 months in 2017.

* Nyum Nyum restaurant was donor supported, therefore showing a higher profit margin

RESTAURANTS							
	TREE Franchise	Makphet	Khaiphaen	Marum	Nyum Nyum	Friends	Romdeng
INCOME							
Franchise Income	261,701	0	0	0	0	0	0
Publishing Income	0	0	0	160	0	175	0
Training Restaurant Income	0	70,759	136,708	490,389	13,994	767,441	651,332
Other income	0	330	679	825	0	2,187	2,962
Total Income	261,701	71,089	137,387	491,374	13,994	769,803	654,294
EXPENSES							
Cost of Income Generation	0	21,357	42,088	171,809	10,356	241,847	179,676
Personnel	152,177	36,251	56,792	127,480	0	224,546	205,973
Running Costs	9,434	14,779	39,344	94,708	157	96,886	98,115
Travel Costs	19,226	0	0	0	0	0	0
Equipment	95	0	149	1,440	0	3,372	2,773
Franchise Fee	0	7,076	14,685	49,048	0	76,744	65,133
Total Expenses	180,932	79,463	153,058	444,485	10,512	643,394	551,670
SURPLUS							
	80,770	-8,374	-15,671	46,889	3,482	126,409	102,624

Friends 'n' Stuff outlets in Phnom Penh continue to generate the largest surplus at 43% of their income. Friends 'n' Stuff in Siem Reap maintains a \$20K surplus at 20% of its income (2016: 15%). The Vientiane Friends 'n' Stuff outlet operated for 3 months and is awaiting government-supported relocation with Makphet restaurant. All Friends 'n' Stuff outlets in Bangkok were closed in 2017, and deficits were written off. The collective Friends 'n' Stuff outlets brought in \$480K in income and surplus income of \$202K; amounting to 42% of income.

FRIENDS 'n' STUFF	FnS in Vientiane	FnS in Luang Prabang	FnS in Siem Reap	FnS in Bangkok	FnS in Workshop	FnS in Phnom Penh
INCOME						
Product Income	9,163	3,436	101,995	3,792	94,145	375,269
Publishing Income	160	245	6,223	30	0	8,145
Other income	1	0	0	0	1,785	5,527
Total Income	9,324	3,681	108,219	3,822	95,930	388,941
EXPENSES						
Cost of Income	393	1,511	40,890	1,426	28,318	150,408
Personnel	1,644	1,219	39,103	4,449	54,811	51,331
Running Costs	814	30	6,805	525	2,909	19,701
Equipment	0	0	75	0	53	785
Total Expenses	2,851	2,760	86,873	6,399	86,091	222,225
SURPLUS	6,474	921	21,346	-2,577	9,838	166,716

The number of decentralised Vocational Trainings decreased due to severe funding shortages. The remaining workshops collectively generated over \$82K in income and surplus of over \$17K.

VOCATIONAL TRAINING WORKSHOPS	Mechanics Vientiane	Sewing Workshop Siem Reap	Sewing Training Siem Reap	Phka Kravan - Beauty Salon Siem Reap	Mechanics Siem Reap	Cut Sok Dara - Barber Siem Reap	Nailbar Phnom Penh	Mechanics Phnom Penh	Electricity - Phnom Penh	Training Centre Phnom Penh
INCOME										
Training Centre Income	3,645	23,005	7,546	7,848	7,476	445	15,359	5,003	5,870	5,753
Other income	0	0	0	123	0	0	0	0	0	0
Total Revenues	3,645	23,005	7,546	7,971	7,476	445	15,359	5,003	5,870	5,753
EXPENSES										
Cost of Income	1,488	9,619	148	2,151	3,464	0	1,906	3,945	4,817	3,926
Personnel	2,096	17,524	0	1,991	0	0	3,370	0	0	0
Running Costs	257	2,705	33	193	75	0	4,363	5	318	0
Equipment	0	131	0	0	0	0	368	0	0	0
Total Expenses	3,841	29,979	180	4,335	3,539	0	10,007	3,949	5,135	3,926
SURPLUS	-196	-6,974	7,366	3,636	3,937	445	5,353	1,053	735	1,826

Training Businesses by Program - Financial Reports

	FI HQ	Friends Lao PDR	Friends Siem Reap	Friends Bangkok	Mith Samlanh	CONSOLIDATED*
INCOME						
Product Income	146,331	12,599	82,359	3,792	373,453	487,802
Franchise Income	261,701	0	0	0	0	49,015
Publishing Income	15,156	4,493	5,947	30	15,646	31,230
Training Restaurant Income	0	207,467	504,383	3,473	1,417,270	2,132,594
Training Centre Income	0	3,645	39,199	0	29,521	72,365
Other income	6,678	1,010	825	0	10,269	18,782
Total Income	429,866	229,214	632,714	7,295	1,846,159	2,791,787
EXPENSES						
Cost of Income Generation	82,580	68,500	211,946	4,080	586,321	812,653
Personnel	261,934	98,001	186,099	13,077	485,220	1,044,331
Running Costs	21,905	55,707	104,008	1,486	211,670	394,777
Travel Costs	20,797	0	0	0	0	20,797
Equipment	148	149	1,646	0	6,204	8,147
Franchise Fee	0	21,761	49,048	0	141,877	0
Total Expenses	387,364	244,119	552,747	18,643	1,431,292	2,280,704
SURPLUS	42,503	-14,906	79,967	-11,347	414,867	511,083
Program Support Cost	-191,607	0	-53,205	0	-119,995	-175,567
Internal Funding Income	0	80,000	84,000	25,240	0	0
Opening Balance	198,241	-57,869	-83,371	-13,893	121,999	165,108
NET FUND BALANCE	49,137	7,226	27,391	0	416,870	500,624

* Inter-sales and purchases have been eliminated

Consolidated Training Businesses

Income Statement for the year ended 31 Dec 2017 Friends-International & Mith Samlanh

	2017	2016
INCOME		
Product Income	487,802	627,531
Franchise Income	49,015	36,614
Publishing Income	31,230	41,531
Training Restaurant Income	2,132,594	2,313,896
Training Centre Income	72,365	100,702
Other income	18,782	15,595
Total Income	2,791,787	3,135,869
EXPENSES		
Cost of Income Generation	812,653	1,051,308
Personnel	1,044,331	1,157,062
Running Costs	394,777	545,628
Travel Costs	20,797	51,503
Equipment	8,147	17,090
Total Expenses	2,280,704	2,822,590
SURPLUS	511,083	313,279
Program Support	-175,567	-630,563
Opening Balance	165,108	485,527
NET FUND BALANCE	500,624	168,242

As a non-profit organisation, Friends does not have shareholders and does not distribute dividends. The primary purpose of its training activities is education, vocational training and employment opportunities for young people and caregivers in a customer-facing environment, enhancing the training provided. Supplementary income generated by the training activities supports Friends' mission by reducing funding gaps in subsequent years.

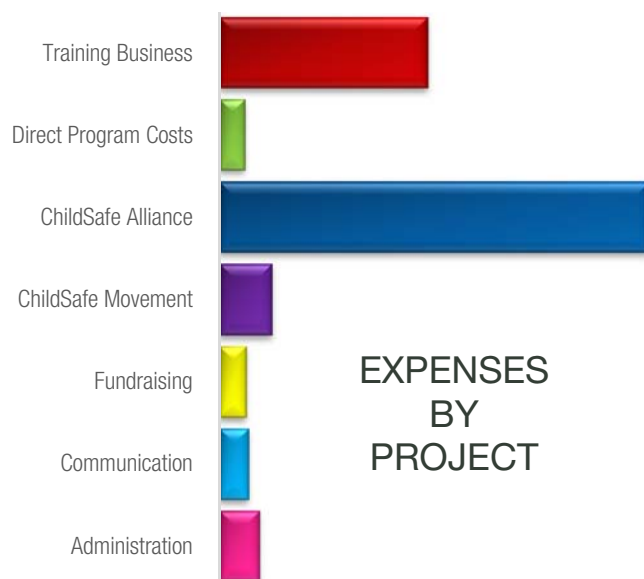
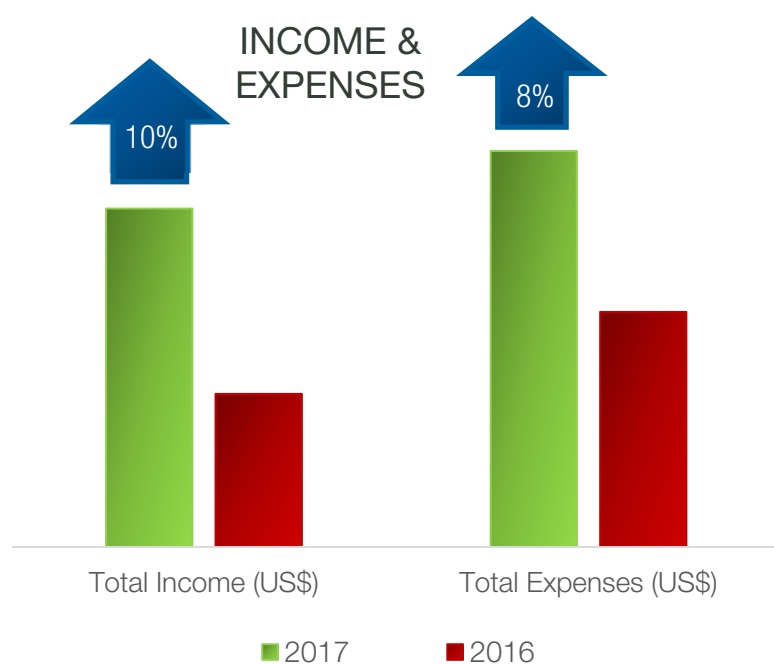
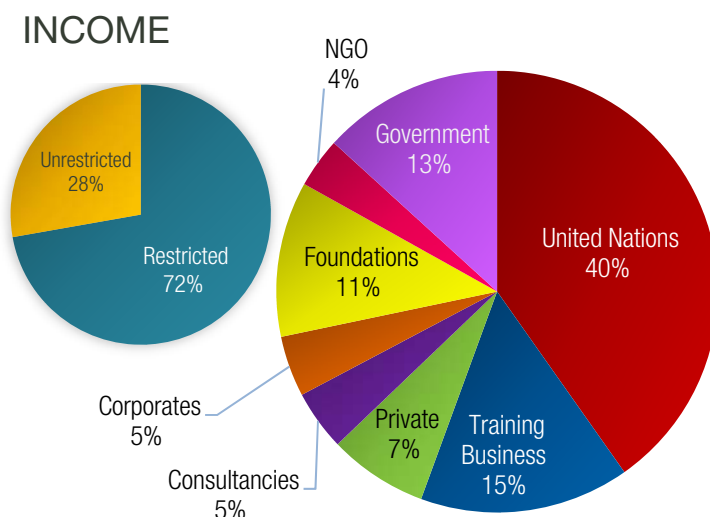
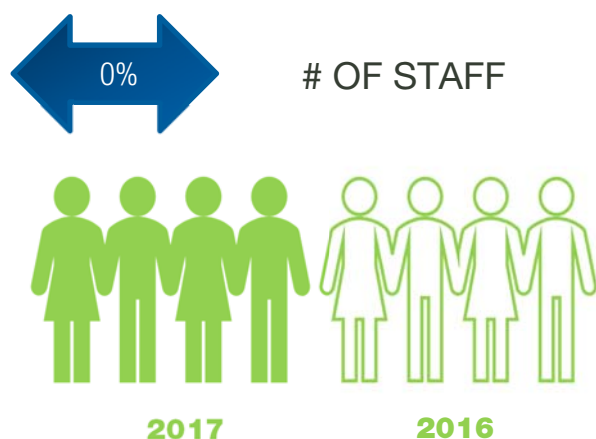
Financial Sustainability

Financial sustainability is the degree to which Training Business Income is generated to absorb the full cost of activities, which is an important strategic objective for Friends; to meet the needs of its beneficiaries in the long-term.

		HQ		Mith Samlanh		Siem Reap		Lao PDR		Thailand		Indonesia		Total	
Ratio Type	Explanation	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
Standard Sustainability	<i>Training Business Income available as a percentage of total expenditure</i>	15%	18%	65%	56%	56%	47%	36%	47%	2%	2%	0%	0%	44%	40%
Training Business Sustainability	<i>The sustainability of the collective training businesses</i>	111%	97%	129%	125%	114%	102%	94%	86%	39%	65%	0%	0%	122%	111%
Social Program Sustainability	<i>Training Business surplus available to support the social services (programmatic) expenditures</i>	2%	-1%	30%	21%	14%	2%	-4%	-17%	-3%	-1%	0%	0%	12%	6%
Donor Dependency 100%	<i>Friends' dependency rate on funding sources other than its training businesses</i>	98%	101%	70%	79%	86%	98%	104%	117%	103%	101%	100%	100%	88%	94%
		\$2.4m	\$2.2m	\$980K	\$1.5m	\$490K	\$675k	\$420K	\$475k	\$353K	\$575k	\$98K	\$124K	\$3.6m	\$4.6m

HQ & Friends Phnom Penh

	2017	2016
Number of Staff (31 Dec)	80	80
Total Income (US\$)	2,765,687	2,510,640
Total Expenses (US\$)	2,844,876	2,623,332
Administrative Costs	5%	5%
Training Businesses	5	5



Financial Statements

Income Statement for the year ending 31 December 2017 Headquarters & Friends Phnom Penh, Cambodia

INCOME	2017 (US\$)	2016 (US\$)
Training Income	161,487	195,806
Donor Funding	2,219,673	1,861,847
<i>Earned Donor Income</i>	<i>1,909,149</i>	<i>1,799,745</i>
<i>Unearned Donor Income</i>	<i>310,524</i>	<i>62,102</i>
Private Donations	73,152	72,853
Consultancy	45	29,548
Other Income	10,167	3,525
Internal Funding	46,694	85,831
Franchise Income	254,468	261,230
TOTAL INCOME	2,765,687	2,510,640
EXPENSES	2017 (US\$)	2016 (US\$)
PERSONNEL		
International Staff	716,768	813,828
National Staff	376,710	377,519
Health Insurance	12,982	13,998
Consultancies/Professional fees	26,482	29,955
Severance / Indemnities	3,000	0
Miscellaneous	8,824	12,689
	1,144,767	1,247,989
DIRECT COSTS		
Hygiene Costs	584	1,222
Medical Costs	1,259	2,574
IEC Materials	158	1,507
Food/Drink for Beneficiaries	2,737	1,260
Family Support	1,105	657
ChildSafe Campaigns & Materials	64,514	6,605
Miscellaneous	6,111	6,410
	76,468	20,236
EQUIPMENT / ASSETS		
IT / Computers	3,744	3,549
Vehicles	0	580
Furniture / Fittings	0	0
Miscellaneous	491	1,387
	4,235	5,515
INDIRECT COSTS		
Communications	20,818	17,828
Transport / Gasoline	9,913	10,138

EXPENSES	2017 (US\$)	2016 (US\$)
Maintenance/Renovations	2,298	2,595
Office Supplies	7,751	13,050
Rent & Utilities	27,184	28,260
External Audits	6,601	6,270
Advertising/Marketing	9,689	23,527
Miscellaneous	10,791	20,506
	95,046	122,174
CAPACITY BUILDING/ MONITORING & EVALUATION/ COORDINATION		
Travel Costs	74,278	108,663
Staff Training	1,203	5,530
Workshops/ Research/Assessments	14,048	11,329
Board Meetings/ Conferences	10,899	7,405
	100,427	132,928
OTHER INCOME GENERATION COSTS		
Cost of Income Generation	82,782	65,088
Miscellaneous	206	100
	82,988	65,188
PROGRAM SUPPORT		
Peuan Mit (Lao PDR)	119,706	7,500
Kaliyan Mith (Siem Reap)	247,415	181,835
Teman Baik (Indonesia)	4,000	0
Peuan Peuan (Thailand)	44,623	46,774
Mith Samlanh	543,113	429,410
	958,857	665,519
CYTI ALLIANCE NETWORK - SUB-GRANTS		
Damnok Toek (DT)	92,412	73,281
Komar Rikreay (KMR)	41,359	40,874
M'lop Tapang (MT)	161,345	142,854
Samathapheap Khnom Organisation (SKO)	20,000	14,778
Association Mondiale des Amis De l'Enfance	0	536
Transcultural Psychosocial Organisation (TPO)	30,134	20,248
M'lop Russey Organisation (MRO)	0	973
Children in Families (CIF)	0	5,000
Cambodia Children's Trust (CCT)	27,427	27,540
Krousar Thmey (KT)	3,280	37,699
Linkage (Yangon)	6,132	0
	382,089	363,783
TOTAL EXPENSES	2,844,876	2,623,332
NET INCOME	-79,190	-112,692
Retained funds b/f	690,882	803,574
EQUITY	611,692	690,882

Statement of Financial Position as at 31 Dec 2017

Headquarters & Friends Phnom Penh, Cambodia

CURRENT ASSETS		2017 (US\$)	2016 (US\$)
Current Assets			
	Cash & Bank	495,011	467,951
	Project Advances	3,458	2,020
	Sub-Contractee Advances	9,907	-10,286
	Prepayments	442	0
Accounts Receivable			
	Program Loans	162,400	167,311
	Funding Receivables	35,739	171,333
	Business Receivables	99,504	161,104
	Staff Loans	8,438	2,360
	Health Insurance	1,450	4,515
	Guarantee Deposit	1,050	700
	Miscellaneous	17,320	22,430
TOTAL ASSETS		834,720	989,438
LIABILITIES			
Current Liabilities			
	Funding Payables	156,216	287,430
	Business Payables	0	1,521
	Tax Payable	6,217	1,544
	Miscellaneous	59,199	8,061
	Withholding Tax	1,396	0
TOTAL LIABILITIES		223,027	298,556
EQUITY		611,692	690,882

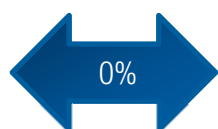
Statement of Changes in Equity as at 31 Dec 2017

Headquarters & Friends Phnom Penh, Cambodia

#	FUND ACCOUNT	TYPE	OPENING	INCOME	EXPENSES	SUB CONTRACTS	ELIMINATION	CLOSING
1	Friends "n" Stuff	<i>Training & Employment</i>	-36,356	54,690	94,195	0	0	-75,861
2	Workshop	<i>Training & Employment</i>	-38,712	95,930	86,091	0	0	-28,874
3	Friends Consulting	<i>Training & Employment</i>	4,361	2,389	1,273	0	0	5,477
4	Friends Publishing	<i>Training & Employment</i>	-32,502	15,156	24,872	0	0	-42,219
5	TREE Alliance	<i>Training & Employment</i>	301,451	257,618	180,932	191,607	-4,083	190,614
6	ChildSafe Alliance	Consultancy	21,928	2,000	4,966	0	0	18,962
7	Mith Samlanh	Consultancy	0	120,000	120,000	0	0	0
8	Arab Gulf Fund (AGFund)	Donor	4,277	9,982	14,259	0	0	0
9	CosmoQueen	Donor	265	0	265	0	0	0
10	EXO Foundation	Donor	0	1,500	0	0	0	1,500
11	Fondation de l'Orangerie	Donor	16,168	12,309	26,965	0	0	1,512
13	Fossil Foundation	Donor	-6,818	75,000	68,182	0	0	0
14	GFATM	Donor	28,932	366,955	54,326	230,962	0	110,599
15	Lombard Odier	Donor	0	19,316	15,382	0	0	3,934
16	Microsoft Philanthropies	Donor	0	1,904	2,150	0	0	-246
17	Orr Family Foundation	Donor	48,870	0	48,870	0	0	0
18	Philanthropy Advisors	Donor	15,276	-6,070	9,206	0	0	0
19	Planetera International Foundation	Donor	0	10,215	0	6,132	4,083	0
20	Save the Children	Donor	7,171	87,120	85,164	0	0	9,127
21	Swiss Philanthropy Foundation	Donor	24,273	107,770	15,939	109,918	0	6,185
22	Teresa Orr	Donor	0	90,000	135	0	0	89,865
23	Terre Des Hommes Netherlands	Donor	7,400	14,366	7,804	13,962	0	0
25	Tides Foundation Grant	Donor	180,250	0	180,250	0	0	0
26	Tourism Cares	Donor	1,756	3,300	5,056	0	0	0
28	UNICEF Cambodia	Donor	11,404	1,115,258	383,761	735,825	0	7,077
30	Fondation NEXT	Donor	0	197,728	21,087	0	0	176,641
31	FI General Reserves	Private	131,487	111,250	52,799	52,540	0	137,399
			690,882	2,765,687	1,503,930	1,340,946	0	611,692

Mith Samlanh

	2017	2016
Number of Staff (31 Dec)	233	233
Total Income (US\$)	3,259,133	3,240,261
Total Expenses (US\$)	2,826,385	3,500,846
Administrative Costs	4%	3%
Training Businesses	8	11



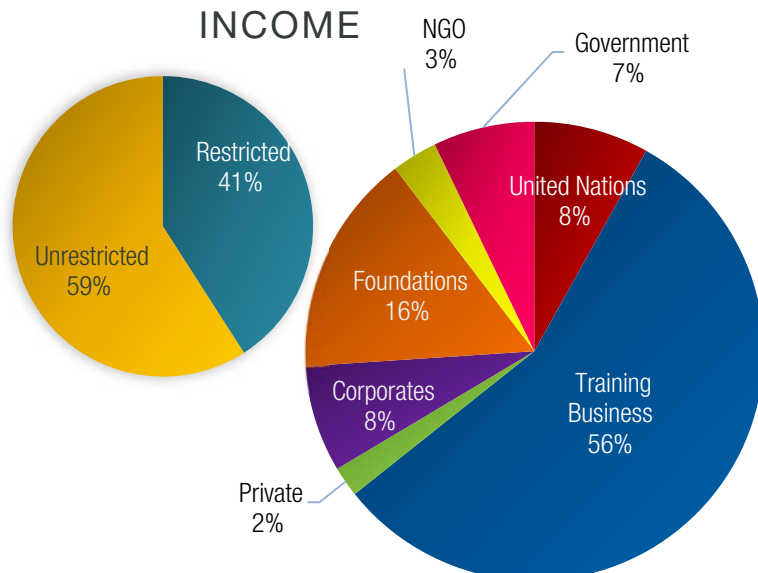
OF STAFF



2017

2016

INCOME



INCOME & EXPENSES

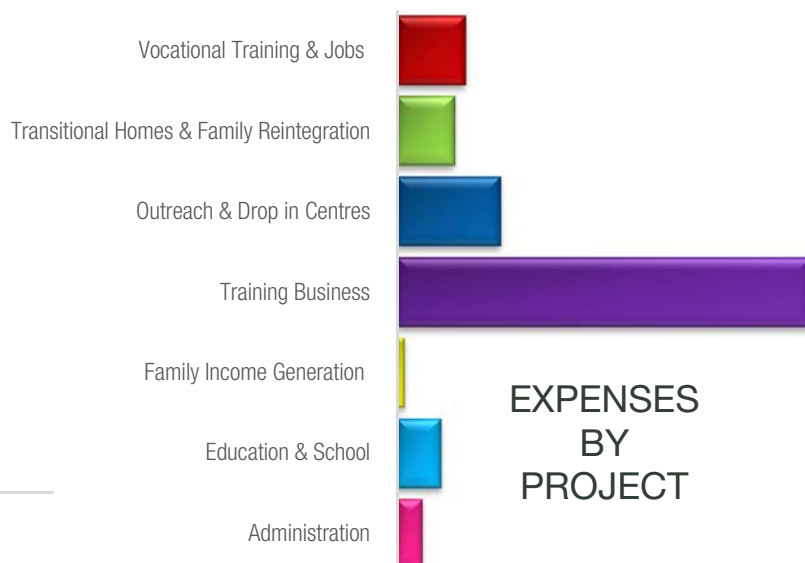


Total Income (US\$)



Total Expenses (US\$)

■ 2017 ■ 2016

EXPENSES
BY
PROJECT

Financial Statements

Income Statement for the year ended 31 Dec 2017 Mith Samlanh, Phnom Penh, Cambodia

INCOME	2017 (US\$)	2016 (US\$)
Training Income	1,820,956	1,938,807
Donor Funding	1,383,833	1,226,800
<i>Earned Donor Income</i>	<i>1,196,001</i>	<i>964,871</i>
<i>Unearned Donor Income</i>	<i>187,831</i>	<i>261,929</i>
Private Donations	38,485	59,629
Consultancy	605	468
Other Income	15,254	14,557
TOTAL INCOME	3,259,133	3,240,261
EXPENSES	2017 (US\$)	2016 (US\$)
PERSONNEL		
National Staff	1,175,812	1,449,672
Health Insurance	32,431	35,064
Consultancies/Professional fees	138,039	174,040
Miscellaneous	23,103	28,210
	1,369,385	1,686,985
DIRECT COSTS		
Hygiene Costs	4,284	3,181
Medical Costs	23,524	54,189
IEC Materials	2,855	1,664
Clothing for Beneficiaries	2,053	5,397
Non-Formal Education materials	13,022	16,480
Food/Drink for Beneficiaries	82,418	116,776
Family Support	4,606	14,100
Harm Reduction Materials	70,435	76,023
Centre Supplies	8,707	16,240
Other Activity Costs	11,198	0
Family Reintegration Travel	24,148	22,579
Recreational Activity Support	5,192	3,760
Outreach Materials	1,676	3,932
School Reintegration Support	11,925	23,266
Vocational Training Materials	33,311	56,522
Placement Support	25,886	38,968
ChildSafe Materials	0	0
Foster Care Families	35,149	28,230
Staff Uniforms	1,210	2,109
Family Income Generation Support	12,313	11,742

	373,913	495,157
EXPENSES	2017 (US\$)	2016 (US\$)
EQUIPMENT/ASSETS		
IT/Computers	5,943	12,923
Vehicles	4,230	870
Furniture/Fittings	990	2,759
Vocational Training Equipment	2,877	8,188
Miscellaneous	2,966	4,087
	17,006	28,826
INDIRECT COSTS		
Communications	5,695	18,104
Transport/Gasoline	30,760	46,213
Maintenance/Renovations	45,256	46,502
Office Supplies	41,502	49,362
Rent & Utilities	135,849	183,329
External Audits	7,590	8,097
Advertising/Marketing	7,923	5,156
Miscellaneous	37,701	79,054
	312,275	435,817
CAPACITY BUILDING / MONITORING & EVALUATION		
Staff Training	3,804	4,402
Board Meetings/ Conferences	26	316
	3,830	4,718
OTHER INCOME GENERATION COSTS		
Cost of Income Generation	571,807	670,120
Outlet Supplies	10,580	6,751
Franchise Fees	141,877	150,051
Staff Food costs	22,989	22,421
Training Staff / Student Uniforms	2,722	0
	749,975	849,342
TOTAL EXPENSES	2,826,385	3,500,846
NET INCOME	432,748	-260,585
Retained funds b/f	2,889,016	3,149,600
EQUITY	3,321,764	2,889,016

Statement of Financial Position as at 31 Dec 2017

Mith Samlanh, Phnom Penh, Cambodia

NON-CURRENT ASSETS		2017 (US\$)	2016 (US\$)
	Land & Buildings	2,826,900	2,826,900
CURRENT ASSETS			
Current Assets			
	Cash & Bank	634,196	185,329
	Prepayments	8	0
Accounts Receivable			
	Accounts Receivables	28,156	114,180
	Staff Loans	2,520	0
	Guarantee Deposit	2,397	2,127
TOTAL ASSETS		3,494,178	3,128,537
LIABILITIES			
Current Liabilities			
	Funding Payables	0	56,183
	Tax Payable	2,258	3,537
	Miscellaneous	35,156	159,623
	Program Loans	0	20,178
Long-Term Liabilities			
	Program Loan	135,000	0
TOTAL LIABILITIES		172,414	239,521
EQUITY		3,321,764	2,889,016

Statement of Changes in Equity as at 31 Dec 2017

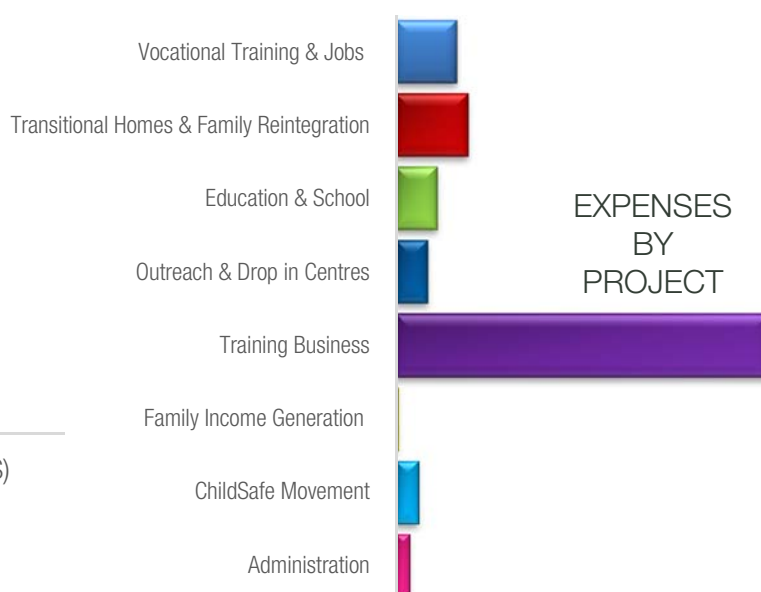
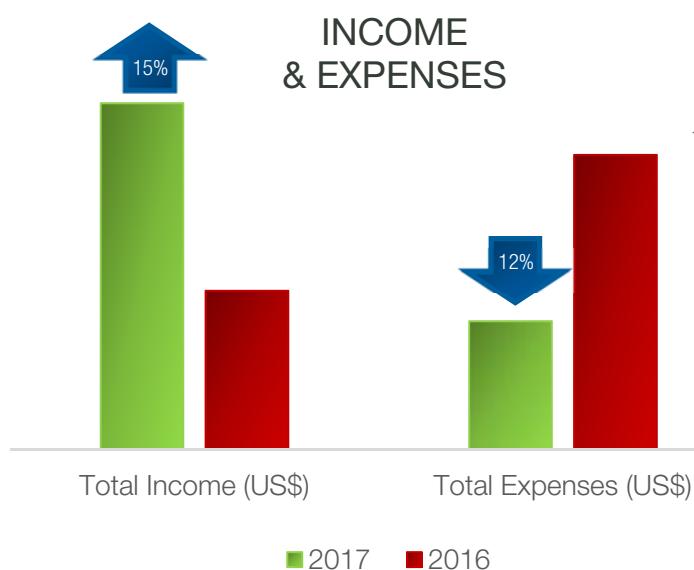
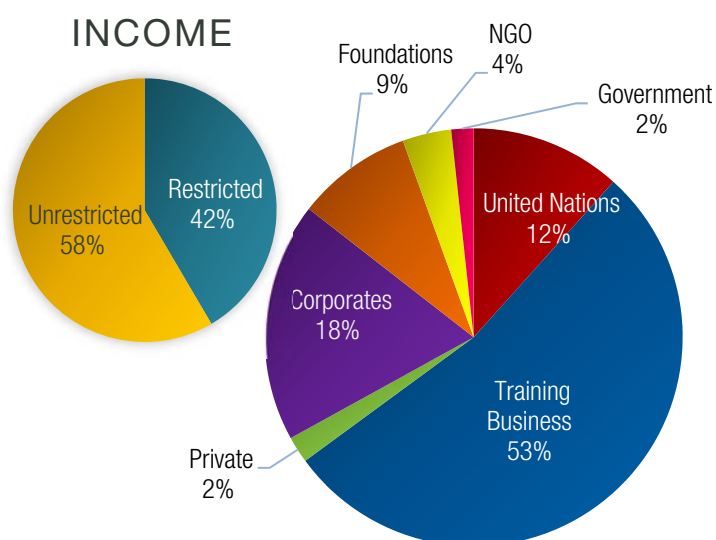
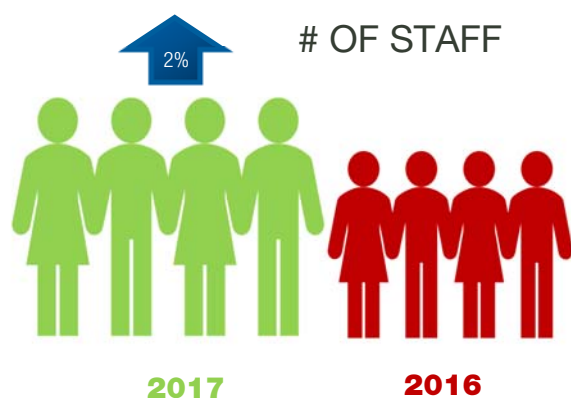
Mith Samlanh, Phnom Penh, Cambodia

#	FUND ACCOUNT	TYPE	OPENING	INCOME	EXPENSES	TRANSFER	CLOSING
1	Best of Friends Cookbook	<i>Training & Employment</i>	2,301	7,425	0	-1,579	8,146
2	Friends "n" Stuff Romdeng	<i>Training & Employment</i>	4,648	51,975	40,853	-2,731	13,039
3	Friends "n" Stuff St.13	<i>Training & Employment</i>	24,516	259,039	62,850	-40,194	180,511
4	Friends Training Restaurant	<i>Training & Employment</i>	52,382	768,300	642,532	-39,022	139,128
5	Home Base Production	<i>Training & Employment</i>	219	68,597	109,582	2,323	-38,443
6	Romdeng Training Restaurant	<i>Training & Employment</i>	31,784	654,294	565,244	-18,788	102,046
7	Training Centre	<i>Training & Employment</i>	6,149	22,015	14,599	-1,123	12,443
8	Amadeus Asia	<i>Donor</i>	2,920	7,500	6,801	0	3,619
9	Comic Relief	<i>Donor</i>	2,078	3,951	6,029	0	0
10	DanChurchAid	<i>Donor</i>	0	57,420	57,420	0	0
11	Dining for Women	<i>Donor</i>	0	50,000	40,149	0	9,851
12	Eric Barthelmé	<i>Donor</i>	8,113	46,797	54,911	0	0
13	FI / Firetree Foundation	<i>Donor</i>	85,659	40,000	94,216	0	31,442
14	FI/ NCHADS / GFATM	<i>Donor</i>	3,292	232,662	230,962	0	4,991
15	Fondation ELLE	<i>Donor</i>	16,976	11,758	21,627	0	7,107
16	Fondation NEXT	<i>Donor</i>	0	52,272	14,591	0	37,681
17	Fossil Foundation	<i>Donor</i>	-32,590	145,000	112,410	0	0
18	Friends Deutschland	<i>Donor</i>	0	17,378	17,378	0	0
19	Gisela Foundation	<i>Donor</i>	0	77,000	77,000	0	0
20	iF Foundation	<i>Donor</i>	0	50,219	2,813	0	47,406

#	FUND ACCOUNT	TYPE	OPENING	INCOME	EXPENSES	TRANSFER	CLOSING
21	Intrepid Foundation	<i>Donor</i>	0	9,482	9,482	0	0
22	Junclair Foundation	<i>Donor</i>	103,294	162,525	109,635	0	156,184
23	Microsoft Philanthropies	<i>Donor</i>	0	7,376	5,630	0	1,746
24	Riverview Children's Foundation	<i>Donor</i>	15,654	14,767	15,676	0	14,745
25	Secours Catholique / Caritas France	<i>Donor</i>	0	26,388	26,388	0	0
26	SIPAR	<i>Donor</i>	0	21,268	16,900	-1,974	2,393
27	Smart Axiatra	<i>Donor</i>	0	13,646	13,646	0	0
28	Swiss Philanthropy Foundation	<i>Donor</i>	38,228	56,877	51,714	0	43,392
29	The Australian Embassy (DfAT)	<i>Donor</i>	748	0	0	0	748
30	The Mercury Phoenix Trust	<i>Donor</i>	11,925	0	11,925	0	0
31	UNICEF Cambodia	<i>Donor</i>	-4,118	264,030	260,100	0	-188
32	Weyerhaeuser Family Foundation	<i>Donor</i>	0	25,000	25,000	0	0
33	Cambodia Children Support Foundation	<i>Private</i>	0	11,269	11,269	0	0
34	General Reserves	<i>Private</i>	112,508	16,315	97,052	103,089	134,859
35	MS Land Funds	<i>Private</i>	2,402,329	6,589	0	0	2,408,918
	TOTAL		2,889,016	3,259,133	2,826,385	0	3,321,764

Friends Siem Reap

	2017	2016
Number of Staff (31 Dec)	124	122
Total Income (US\$)	1,329,819	1,151,443
Total Expenses (US\$)	1,122,438	1,280,731
Administrative Costs	2%	2%
Training Businesses	9	8



Financial Statements

Income Statement for the year ending 31 December 2017 Friends Siem Reap, Cambodia

INCOME	2017 (US\$)	2016 (US\$)
Training Income	623,362	556,624
Donor Funding	581,977	476,305
<i>Earned Donor Income</i>	<i>492,087</i>	<i>408,202</i>
<i>Unearned Donor Income</i>	<i>89,890</i>	<i>68,103</i>
Private Donations	29,799	60,768
Other Income	10,335	6,672
Internal Funding	84,346	51,075
TOTAL INCOME	1,329,819	1,151,443
EXPENSES	2017 (US\$)	2016 (US\$)
PERSONNEL		
International Staff	14,435	76,750
National Staff	480,207	491,315
Health Insurance	15,092	18,878
Miscellaneous	5,810	8,500
	515,544	595,443
DIRECT COSTS		
Hygiene Costs	5,103	2,818
Medical Costs	2,574	3,641
IEC Materials	0	175
Clothing for Beneficiaries	533	537
Non-Formal Education materials	455	304
Food/Drink for Beneficiaries	32,018	45,655
Family Support	2,009	3,081
Centre Supplies	1,070	2,515
Other Activity Costs	691	348
Family Reintegration Travel	4,199	4,051
Recreational Activity Support	3,566	3,181
Outreach Materials	29	0
School Reintegration Support	5,376	3,280
Vocational Training Materials	2,933	5,635
Placement Support	9,817	16,212
ChildSafe Materials	4,375	4,457
Foster Care Families	27,778	27,651
Staff Uniforms	684	190
Family Income Generation Support	6,699	3,177
	109,908	126,909

EXPENSES	2017 (US\$)	2016 (US\$)
EQUIPMENT / ASSETS		
IT/Computers	819	3,243
Vehicles	2,200	0
Furniture/Fittings	2,073	2,124
Vocational Training Equipment	0	5,307
Miscellaneous	1,011	3,184
	6,103	13,858
INDIRECT COSTS		
Communications	5,824	6,342
Transport/Gasoline	18,890	34,094
Maintenance/Renovations	12,565	53,827
Office Supplies	2,163	4,644
Rent & Utilities	91,013	89,249
External Audits	6,070	5,520
Advertising/Marketing	6,470	5,887
Miscellaneous	10,724	10,985
	153,719	210,548
CAPACITY BUILDING / MONITORING & EVALUATION / COORDINATION		
Travel Costs	2,820	526
Staff Training	1,225	1,759
Workshops/ Research/ Assessments	618	0
	4,663	2,285
OTHER INCOME GENERATION COSTS		
Cost of Income Generation	217,294	217,441
Outlet Supplies	23,347	25,823
Franchise Fees	49,048	42,677
Staff Food costs	20,544	20,612
Training Staff / Student Uniforms	8,084	8,498
Miscellaneous	398	355
	318,715	315,406
PROGRAM SUPPORT		
Headquarter Support Costs	13,786	16,283
	13,786	16,283
TOTAL EXPENSES	1,122,438	1,280,731
NET INCOME	207,381	-129,288
Retained funds b/f	-73,623	55,665
EQUITY	133,757	-73,623

Statement of Financial Position as at 31 Dec 2017

Friends Siem Reap, Cambodia

CURRENT ASSETS		2017 (US\$)	2016 (US\$)
Current Assets			
	Cash & Bank	141,760	59,250
	Project Advances	2,050	739
Accounts Receivable			
	Funding Receivables	263	28
	Staff Loans	950	900
	Guarantee Deposit	16,430	15,930
	Miscellaneous	12,429	3,963
TOTAL ASSETS		173,882	80,810
LIABILITIES			
Current Liabilities			
	Funding Payables	883	15,013
	Tax Payable	576	721
	Miscellaneous	37,947	64,709
	Withholding Tax Payable	718	657
	Program Loans	0	73,333
TOTAL LIABILITIES		40,125	154,433
EQUITY		133,757	-73,623

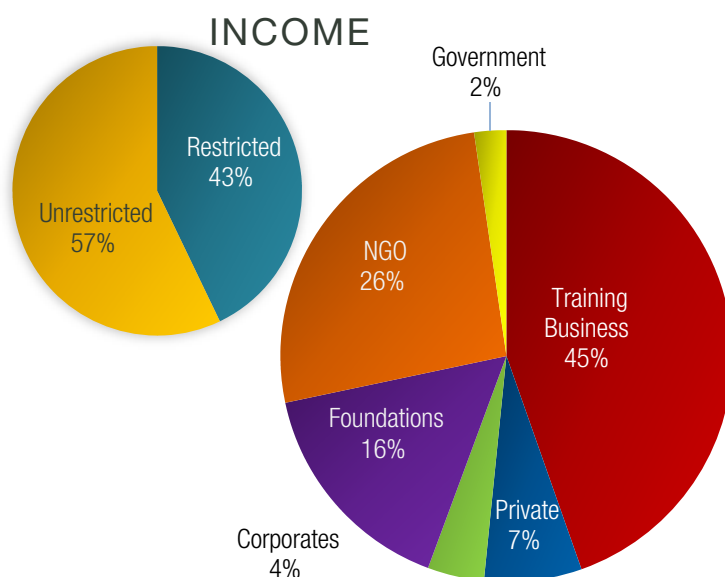
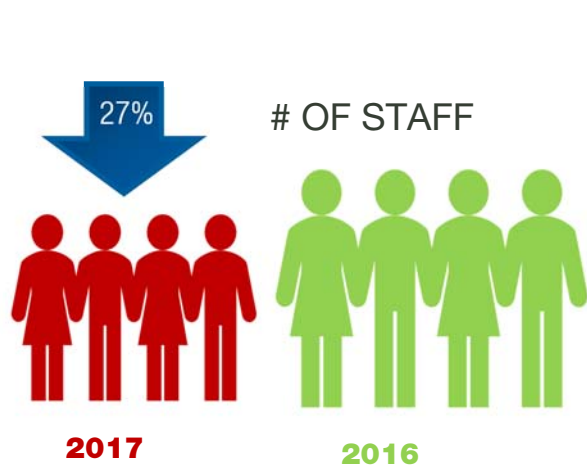
Statement of Changes in Equity as at 31 Dec 2017 - Friends Siem Reap

#	FUND ACCOUNT	TYPE	OPENING	INCOME	EXPENSES	TRANSFER	CLOSING
1	Friends "n" Stuff KMSR	<i>Training & Employment</i>	-17,394	29,130	41,664	21,501	-8,427
2	Friends "n" Stuff Marum	<i>Training & Employment</i>	32,703	57,588	22,133	-53,134	15,025
3	Cut Sok Dara Barber Vocational Training	<i>Training & Employment</i>	0	445	0	0	445
4	Marum Training Restaurant	<i>Training & Employment</i>	-129,766	575,214	443,818	-666	963
5	Mechanics Vocational Training	<i>Training & Employment</i>	11,717	5,378	3,539	-3,589	9,966
6	Nyum Nyum Training Restaurant	<i>Training & Employment</i>	-81	13,994	10,512	0	3,401
7	Phka Kravan Vocational Training	<i>Training & Employment</i>	6,593	7,971	4,249	-10,086	229
8	Sewing Vocational Training	<i>Training & Employment</i>	94	2,993	180	-2,907	0
9	Sewing Workshop	<i>Training & Employment</i>	12,763	15,693	26,708	4,041	5,790
10	Cambodia Children Support Foundation	<i>Donor</i>	0	22,538	16,491	-30	6,017
11	Comic Relief	<i>Donor</i>	3,282	3,300	6,582	0	0
12	Fondation de l'Orangerie	<i>Donor</i>	16,392	13,776	29,934	-233	0
13	Fossil Foundation	<i>Donor</i>	-37,115	180,000	141,689	-1,196	0
14	Geneva Canton	<i>Donor</i>	12,120	23,003	15,876	0	19,247
15	Gisela Foundation	<i>Donor</i>	0	19,992	12,997	-138	6,857
16	IF Foundation	<i>Donor</i>	0	46,406	15,085	-4,479	26,842
17	Intrepid Foundation	<i>Donor</i>	0	30,782	15,041	-15	15,726
18	Microsoft Philanthropies	<i>Donor</i>	0	720	720	0	0
19	Orr Family Foundation	<i>Donor</i>	35,616	0	34,725	-891	0

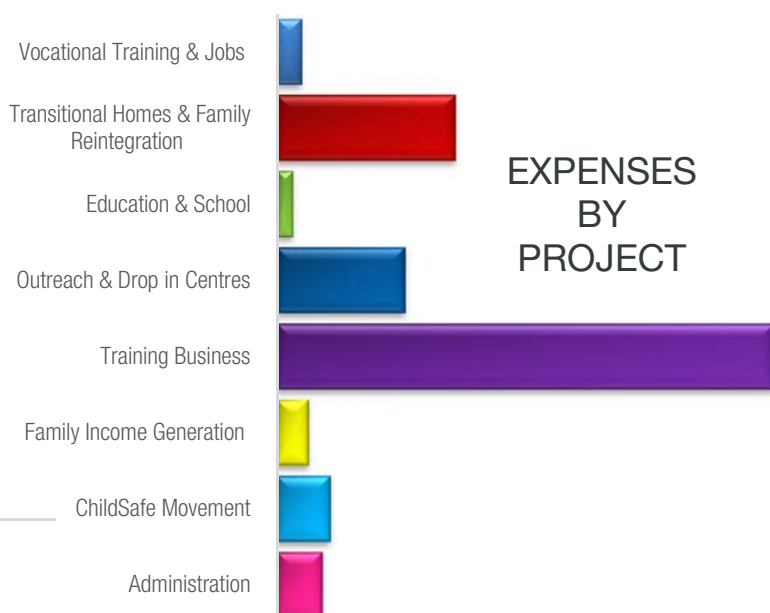
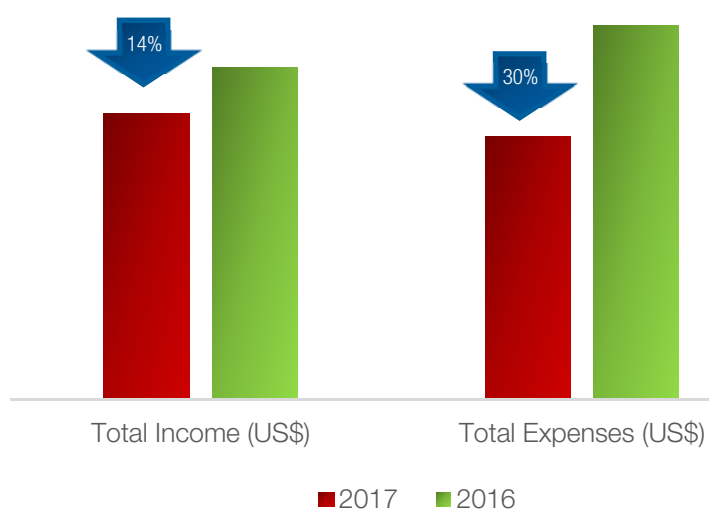
#	FUND ACCOUNT	TYPE	OPENING	INCOME	EXPENSES	TRANSFER	CLOSING
20	Paul Newfield	<i>Donor</i>	42,743	0	28,253	-29	14,460
21	Philanthropy Advisors	<i>Donor</i>	0	6,070	6,070	0	0
22	Responsible Travel	<i>Donor</i>	0	1,350	1,080	0	270
23	Save The Children	<i>Donor</i>	-1,677	47,608	40,473	-673	4,784
24	Smart Axiatra	<i>Donor</i>	0	10,000	9,983	-17	0
25	Terres des Hommes Netherlands / FI	<i>Donor</i>	-75	2,575	2,500	0	0
26	Tourism Cares	<i>Donor</i>	0	4,000	489	0	3,511
27	UNICEF Cambodia	<i>Donor</i>	2,246	155,013	160,388	-527	-3,656
28	Victoria Hwang	<i>Donor</i>	-11,750	11,750	0	0	0
29	World Childhood Foundation	<i>Donor</i>	0	26,983	26,904	-79	0
30	General Reserves	<i>Reserves</i>	-52,033	15,548	4,355	53,147	12,307
	TOTAL		-73,623	1,329,819	1,122,438	0	133,757

Friends Laos

	2017	2016
Number of Staff (31 Dec)	56	77
Total Income (US\$)	688,806	798,054
Total Expenses (US\$)	634,388	899,899
Administrative Costs	5%	3%
Training Businesses	4	6



INCOME & EXPENSES



Financial Statements

Income Statement for the year ending 31 Dec 2017 Friends Vientiane & Luang Prabang, Laos

INCOME	2017 (US\$)	2016 (US\$)	2017 (KIP)	2016 (KIP)
Training Income	90,151	283,097	721,207,680	2,264,772,000
Donor Funding	333,743	354,867	2,669,941,497	2,838,932,456
<i>Earned Donor Income</i>	<i>294,238</i>	<i>355,163</i>	<i>2,353,904,685</i>	<i>2,841,303,283</i>
<i>Unearned Donor Income</i>	<i>39,505</i>	<i>-296</i>	<i>316,036,813</i>	<i>-2,370,828</i>
Private Donations	142,713	151,789	1,141,705,925	1,214,315,429
Other Income	1,158	801	9,264,284	6,411,583
Internal Funding	121,041	7,500	968,331,822	60,000,000
TOTAL INCOME	688,806	798,054	5,510,451,208	6,384,431,467
EXPENSES	2017 (US\$)	2016 (US\$)	2017 (KIP)	2016 (KIP)
PERSONNEL				
International Staff	0	24,233	0	193,866,591
National Staff	308,675	367,789	2,469,399,617	2,942,313,116
Health Insurance	13,880	11,873	111,043,395	94,987,130
Miscellaneous	14,588	10,218	116,705,765	81,746,804
	337,144	414,114	2,697,148,777	3,312,913,641
DIRECT COSTS				
Hygiene costs	8,147	4,013	65,174,378	32,103,500
Medical costs	3,826	8,368	30,606,000	66,945,000
IEC Material	0	201	0	1,605,000
Clothing for Beneficiaries	1,686	2,550	13,485,000	20,399,000
Non-Formal Education materials	583	371	4,665,000	2,964,000
Food/Drink for Beneficiaries	28,210	44,849	225,676,500	358,791,500
Family/Support	884	2,612	7,074,000	20,896,000
Centre Supplies	5,726	5,836	45,810,036	46,690,000
Other Activity Costs	1,472	1,565	11,778,500	12,517,500
Family Reintegration Travel	2,242	2,437	17,937,500	19,495,000
Recreational Activity Support	2,402	2,330	19,212,500	18,642,000
Outreach Materials	203	0	1,625,000	0
School Reintegration Support	3,567	10,439	28,532,000	83,514,000
Vocational Training Materials	361	2,287	2,890,000	18,297,000
Placement Support	2,812	2,701	22,497,000	21,611,000
ChildSafe Materials	2,442	960	19,532,259	7,681,000
Foster Care Families	459	563	3,675,000	4,500,000
Staff Uniforms	1,351	0	10,810,000	0
Family Income Generation Support	759	1,036	6,074,000	8,290,000

EXPENSES	2017 (US\$)	2016 (US\$)	2017 (KIP)	2016 (KIP)
	67,132	93,118	537,054,673	744,941,500
EQUIPMENT/ASSETS				
IT/Computers	2,336	2,474	18,690,000	19,790,000
Furniture/Fittings	1,885	954	15,083,516	7,635,000
Vocational Training Equipment	0	1,060	0	8,480,000
Miscellaneous	1,154	548	9,234,024	4,382,000
	5,376	5,036	43,007,540	40,287,000
INDIRECT COSTS				
Communications	4,287	6,056	34,296,500	48,451,000
Transport/Gasoline	5,369	9,119	42,949,000	72,952,000
Maintenance/Renovations	6,951	10,038	55,611,000	80,303,500
Office Supplies	2,173	2,203	17,381,177	17,621,500
Rent & Utilities	40,981	75,983	327,849,950	607,862,548
External Audits	12,655	4,566	101,242,062	36,527,625
Advertising/Marketing	236	190	1,886,240	1,519,400
Miscellaneous	7,186	14,212	57,484,794	113,698,676
	79,838	122,367	638,700,722	978,936,249
CAPACITY BUILDING / MONITORING & EVALUATION / COORDINATION				
Travel Costs	10,556	5,839	84,447,094	46,713,187
Staff Training	632	731	5,054,500	5,844,500
Workshops/ Research/ Assessments	6,808	1,415	54,466,283	11,318,000
	17,996	7,984	143,967,877	63,875,687
OTHER INCOME GENERATION COSTS				
Cost of Income Generation	69,727	156,790	557,815,455	1,254,318,114
Outlet Supplies	8,274	20,372	66,194,500	162,974,500
Franchise Fees	21,761	31,888	174,091,113	255,103,900
Staff Food costs	8,568	22,670	68,546,172	181,360,436
Training Staff / Student Uniforms	2,163	7,677	17,307,000	61,416,000
Miscellaneous	599	1,026	4,789,742	8,210,971
	111,093	240,423	888,743,982	1,923,383,921
PROGRAM SUPPORT				
Headquarter Support Costs	15,810	16,857	126,476,680	134,852,815
	15,810	16,857	126,476,680	134,852,815
TOTAL EXPENSES	634,388	899,899	5,075,100,251	7,199,190,813
NET INCOME	54,419	-101,845	435,350,957	-814,759,346
Retained funds b/f	-20,022	81,823	-160,178,818	654,580,528
EQUITY	34,397	-20,022	275,172,139	-160,178,818

Statement of Financial Position as at 31 Dec 2017

Friends Vientiane & Luang Prabang, Laos

CURRENT ASSETS		2017 (US\$)	2016 (US\$)	2017 (KIP)	2016 (KIP)
Current Assets					
	Cash & Bank	62,935	65,443	503,481,453	523,543,674
	Prepayments	16,550	35,700	132,400,000	285,600,000
Accounts Receivable					
	Accounts Receivables	23,952	9,875	191,620,329	78,994,609
	Staff Loans	1,688	563	13,500,000	4,500,000
	Miscellaneous	58	3,581	461,720	28,644,480
TOTAL ASSETS		105,183	115,160	841,463,502	921,282,763
LIABILITIES					
Current Liabilities					
	Accounts Payables	60,826	35,633	486,604,364	285,059,070
	Miscellaneous	9,961	5,008	79,687,000	40,067,832
	Program Loans	0	94,542	0	756,334,679
TOTAL LIABILITIES		70,786	135,183	566,291,364	1,081,461,581
EQUITY		34,397	-20,022	275,172,139	-160,178,818

Statement of Changes in Equity as at 31 Dec 2017

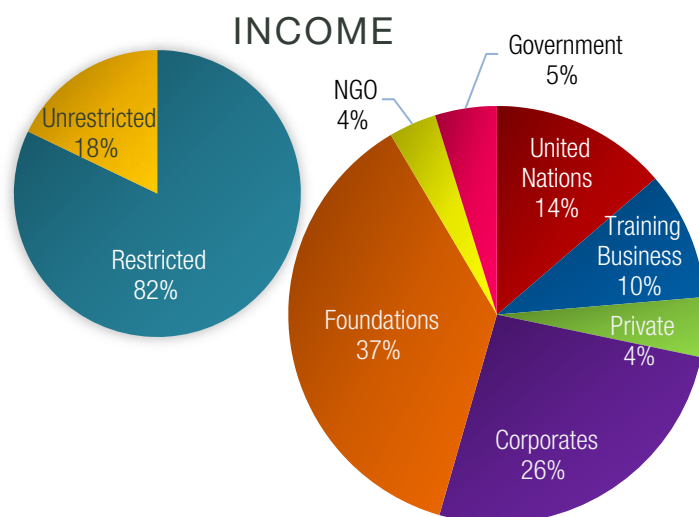
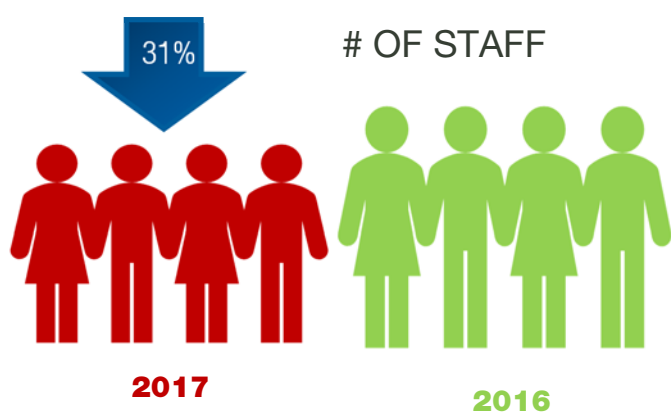
Friends Vientiane & Luang Prabang, Laos

#	FUND ACCOUNT (KIP)	TYPE	OPENING	INCOME	EXPENSES	TRANSFER	CLOSING
1	Friends “n” Stuff Khaiphaen	<i>Training & Employment</i>	-36,295,054	29,446,000	22,081,000	0	-28,930,054
2	Friends “n” Stuff Makphet	<i>Training & Employment</i>	-25,299,467	73,743,500	22,805,187	850,000	26,488,846
3	From Honeybees to Pepperwood	<i>Training & Employment</i>	179,876,089	32,700,000	17,167,600	0	195,408,489
4	Khaiphaen Training Restaurant	<i>Training & Employment</i>	200,924,414	1,099,097,126	1,223,967,591	-500,000	75,553,950
5	Makphet Training Restaurant	<i>Training & Employment</i>	-654,472,952	1,206,675,956	635,703,805	2,038,000	-81,462,802
6	Mechanics Vocational Training	<i>Training & Employment</i>	-127,682,109	21,290,000	30,730,000	7,870,000	-129,252,109
7	Aide et Action	<i>Donor</i>	0	405,200,140	403,409,984	-1,790,157	0
8	Amadeus Asia	<i>Donor</i>	1,922,000	0	1,922,000	0	0
9	Association Amies	<i>Donor</i>	42,740,000	28,188,000	70,928,000	0	0
10	Caritas Australia	<i>Donor</i>	15,738,546	767,359,611	611,498,793	-1,370,000	170,229,363
11	Czech Official Development Assistance	<i>Donor</i>	0	82,348,700	81,889,776	-458,924	0
12	European Union	<i>Donor</i>	364,800,381	0	469,871,937	-5,633,000	-110,704,556
13	Friends France	<i>Donor</i>	4,931,278	77,808,335	82,738,509	-1,103	0
14	Gisela Foundation	<i>Donor</i>	0	122,859,440	122,109,403	-750,037	0
15	Intrepid Foundation	<i>Donor</i>	0	196,112,926	188,400,281	-145	7,712,500
16	Kadoorie Foundation	<i>Donor</i>	-72,223,461	419,751,367	344,120,873	-3,407,033	0
17	Responsible Travel	<i>Donor</i>	0	24,283,812	14,617,348	0	9,666,464
18	Save the Children	<i>Donor</i>	-1,419,527	31,032,500	29,821,054	208,081	0
19	Small Steps Project	<i>Donor</i>	0	233,366,964	99,106,845	-270,000	133,990,119
20	Spellbrook Foundation	<i>Donor</i>	203,580,731	237,400,325	252,909,989	-285,135	187,785,932
21	The Australian Embassy	<i>Donor</i>	0	44,229,378	44,229,378	0	0
22	Nakalath Tour Company	<i>Private</i>	0	3,082,000	3,082,000	0	0
23	Peuan Mit Reserves	<i>Private</i>	-262,548,138	385,749,582	308,014,898	3,499,452	-181,314,003
24	Travel Indochina	<i>Private</i>	5,248,453	-11,274,453	-6,026,000	1	0
	TOTAL		-160,178,818	5,510,451,208	5,075,100,251	0	275,172,139

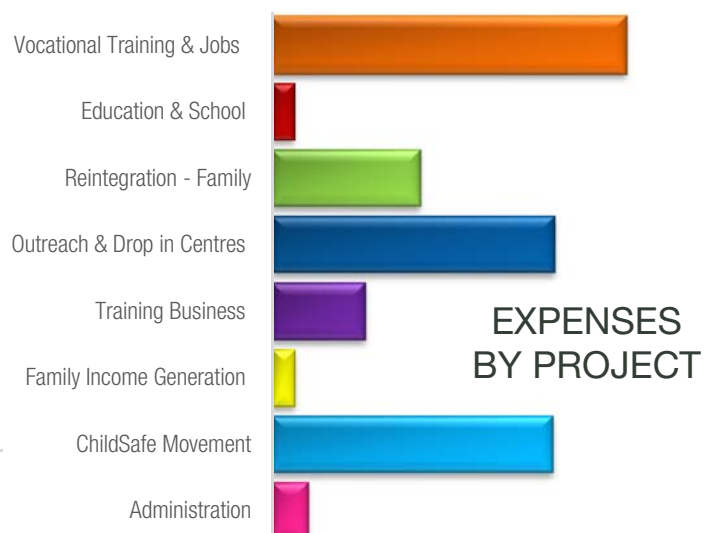
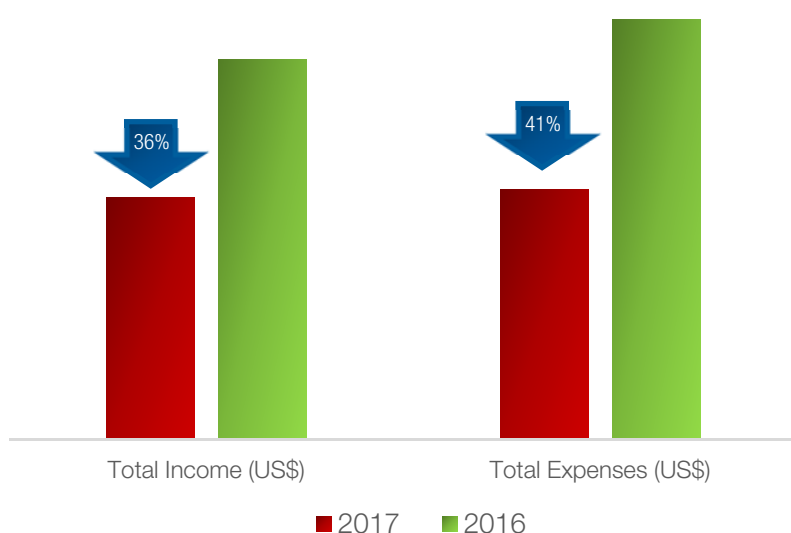
#	FUND ACCOUNT (US\$)	TYPE	OPENING	INCOME	EXPENSES	TRANSFER	CLOSING
1	Friends “n” Stuff Khaiphaen	<i>Training & Employment</i>	-4,537	3,681	2,760	0	-3,616
2	Friends “n” Stuff Makphet	<i>Training & Employment</i>	-3,162	9,218	2,851	106	3,311
3	From Honeybees to Pepperwood	<i>Training & Employment</i>	22,485	4,088	2,146	0	24,426
4	Khaiphaen Training Restaurant	<i>Training & Employment</i>	25,116	137,387	152,996	-63	9,444
5	Makphet Training Restaurant	<i>Training & Employment</i>	-81,809	150,834	79,463	255	-10,183
6	Mechanics Vocational Training	<i>Training & Employment</i>	-15,960	2,661	3,841	984	-16,157
7	Aide et Action	<i>Donor</i>	0	50,650	50,426	-224	0
8	Amadeus Asia	<i>Donor</i>	240	0	240	0	0
9	Association Amies	<i>Donor</i>	5,343	3,524	8,866	0	0
10	Caritas Australia	<i>Donor</i>	1,967	95,920	76,437	-171	21,279
11	Czech Official Development Assistance	<i>Donor</i>	0	10,294	10,236	-57	0
12	European Union	<i>Donor</i>	45,600	0	58,734	-704	-13,838
13	Friends France	<i>Donor</i>	616	9,726	10,342	0	0
14	Gisela Foundation	<i>Donor</i>	0	15,357	15,264	-94	0
15	Intrepid Foundation	<i>Donor</i>	0	24,514	23,550	0	964
16	Kadoorie Foundation	<i>Donor</i>	-9,028	52,469	43,015	-426	0
17	Responsible Travel	<i>Donor</i>	0	3,035	1,827	0	1,208
18	Save the Children	<i>Donor</i>	-177	3,879	3,728	26	0
19	Small Steps Project	<i>Donor</i>	0	29,171	12,388	-34	16,749
20	Spellbrook Foundation	<i>Donor</i>	25,448	29,675	31,614	-36	23,473
21	The Australian Embassy	<i>Donor</i>	0	5,529	5,529	0	0
22	Nakalath Tour Company	<i>Private</i>	0	385	385	0	0
23	Peuan Mit Reserves	<i>Private</i>	-32,819	48,219	38,502	437	-22,664
24	Travel Indochina	<i>Private</i>	656	-1,409	-753	0	0
	TOTAL		-20,022	688,806	634,388	0	34,397

Friends Thailand

	2017	2016
Number of Staff (31 Dec)	20	29
Total Income (US\$)	337,623	529,999
Total Expenses (US\$)	348,522	586,665
Administrative Costs	3%	5%
Training Businesses	0	1



INCOME & EXPENSES



Financial Statements

Income Statement for the year ending 31 Dec 2017 Friends Bangkok & Aranyaprathet, Thailand

INCOME	2017 (US\$)	2016 (US\$)	2017 (TH฿)	2016 (TH฿)
Training Income	8,360	12,059	292,616	422,064
Donor Funding	288,394	503,461	10,093,787	17,621,142
<i>Earned Donor Income</i>	<i>259,771</i>	<i>460,097</i>	<i>9,092,001</i>	<i>16,103,408</i>
<i>Unearned Donor Income</i>	<i>28,622</i>	<i>43,364</i>	<i>1,001,786</i>	<i>1,517,734</i>
Private Donations	1,294	2,739	45,300	95,874
Consultancy	4,470	9,905	156,448	346,665
Other Income	1,286	1,835	45,007	64,219
Internal Funding	33,819	0	1,183,660	0
TOTAL INCOME	337,623	529,999	11,816,819	18,549,964
EXPENSES	2017 (US\$)	2016 (US\$)	2017 (TH฿)	2016 (TH฿)
PERSONNEL				
International Staff	8,857	24,000	310,000	840,000
National Staff	171,818	232,909	6,013,639	8,151,813
Health Insurance	4,883	6,397	170,898	223,899
Overtime	0	5,678	0	198,725
Miscellaneous	20,792	14,063	727,725	492,210
	206,350	283,047	7,222,262	9,906,647
DIRECT COSTS				
Hygiene costs	894	755	31,283	26,409
Medical costs	1,701	1,479	59,548	51,766
IEC Material	461	161	16,144	5,618
Clothing for Beneficiaries	1,317	54	46,104	1,904
Non-Formal Education materials	411	358	14,377	12,528
Food/Drink for Beneficiaries	1,649	959	57,730	33,562
Family/Support	1,095	1,599	38,324	55,952
Centre Supplies	720	768	25,214	26,880
Other Activity Costs	1,484	1,881	51,954	65,835
Family Reintegration Travel	504	506	17,656	17,715
Recreational Activity Support	150	179	5,261	6,275
Outreach Materials	792	545	27,703	19,075
School Reintegration Support	4,737	7,246	165,802	253,593
Vocational Training Materials	1,043	1,909	36,492	66,823
Placement Support	743	1,180	25,988	41,287
ChildSafe Materials	5,103	24,493	178,592	857,263
Foster Care Families	45	0	1,567	0

EXPENSES	2017 (US\$)	2016 (US\$)	2017 (TH฿)	2016 (TH฿)
Staff Uniforms	317	0	11,106	0
Family Income Generation Support	1,366	3,770	47,793	131,936
	24,532	47,841	858,636	1,674,419
EQUIPMENT/ASSETS				
IT/Computers	1,324	931	46,350	32,570
Furniture/Fittings	112	401	3,910	14,045
Vocational Training Equipment	214	12,779	7,490	447,251
Miscellaneous	223	1,322	7,800	46,258
	1,873	15,432	65,550	540,124
INDIRECT COSTS				
Communications	3,450	4,187	120,752	146,550
Transport/Gasoline	8,842	13,646	309,462	477,596
Maintenance/Renovations	1,969	70,316	68,905	2,461,070
Office Supplies	3,286	4,021	115,025	140,740
Rent & Utilities	53,542	64,090	1,873,971	2,243,143
External Audits	5,343	5,286	187,000	185,000
Advertising/Marketing	373	903	13,072	31,608
Miscellaneous	1,880	2,634	65,790	92,192
	78,685	165,083	2,753,978	5,777,899
CAPACITY BUILDING/ MONITORING & EVALUATION / COORDINATION				
Travel Costs	13,027	9,304	455,944	325,639
Staff Training	160	1,443	5,594	50,496
Workshops/ Research/ Assessments	8,281	29,302	289,846	1,025,570
	21,468	40,049	751,384	1,401,705
OTHER INCOME GENERATION COSTS				
Cost of Income Generation	3,968	3,870	138,882	135,456
Outlet Supplies	1,197	787	41,905	27,532
Staff Food costs	845	713	29,586	24,964
Training Staff / Student Uniforms	57	844	1,983	29,549
Miscellaneous	493	2,400	17,255	83,985
	6,560	8,614	229,609	301,486
PROGRAM SUPPORT				
Headquarter Support Costs	9,053	26,600	316,848	931,010
	9,053	26,600	316,848	931,010
TOTAL EXPENSES	348,522	586,665	12,198,267	20,533,290
NET INCOME	-10,899	-56,666	-381,448	-1,983,325
Retained funds b/f	89,902	146,568	3,146,554	5,129,879
EQUITY	79,003	89,902	2,765,105	3,146,554

Statement of Financial Position as at 31 Dec 2017

Friends Bangkok & Aranyaprathet, Thailand

CURRENT ASSETS		2017 (US\$)	2016 (US\$)	2017 (TH฿)	2016 (TH฿)
Current Assets					
	Cash & Bank	65,100	87,121	2,278,494	3,049,247
	Project Advances	0	872	0	30,516
Accounts Receivable					
	Accounts Receivables	25,867	435	905,346	15,223
	Guarantee Deposits	8,563	12,706	299,700	444,700
	Miscellaneous	0	50	0	1,747
TOTAL ASSETS		99,530	101,184	3,486,541	3,541,433
LIABILITIES					
Current Liabilities					
	Accounts Payables	19,500	9,255	682,493	323,915
	Tax Payable	81	613	2,822	21,442
	Miscellaneous	0	93	0	3,246
	Withholding Tax	226	226	7,903	7,926
	Social Security Payable	721	1,096	25,218	38,350
TOTAL LIABILITIES		20,527	11,282	718,435	394,879
EQUITY		79,003	89,902	2,765,105	3,146,554

Statement of Changes in Equity as at 31 Dec 2017

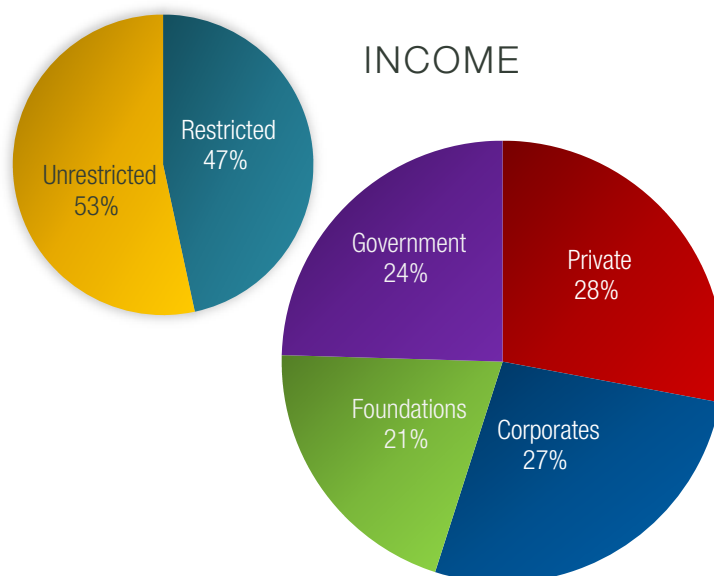
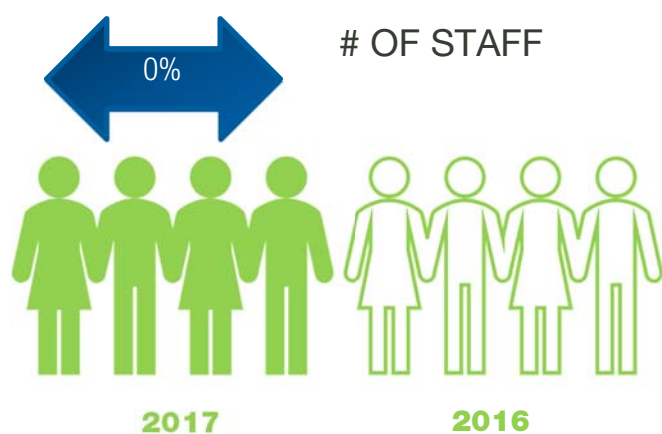
Friends Bangkok & Aranyaprathet, Thailand

#	FUND ACCOUNT (TH฿)	TYPE	OPENING (฿)	INCOME (฿)	EXPENSE (฿)	TRANSFER (฿)	CLOSING (฿)
1	Friends “n” Stuff 49	<i>Training & Employment</i>	-177,587	38,671	148,382	287,298	0
2	Friends “n” Stuff Khanun	<i>Training & Employment</i>	0	710,212	223,965	-486,248	0
3	Friends “n” Stuff Phra Athit	<i>Training & Employment</i>	-198,950	0	0	198,950	0
4	Home Based Production (Aranyaprathet)	<i>Training & Employment</i>	-43,153	0	0	43,153	0
5	Khanun Training Restaurant	<i>Training & Employment</i>	0	428,527	428,527	0	0
6	ANZ Women's Group	<i>Donor</i>	94,844	0	0	0	94,844
7	Bank of America Merrill Lynch (via CAF)	<i>Donor</i>	184,459	0	184,459	0	0
8	Credit Suisse	<i>Donor</i>	0	2,577,000	1,463,172	0	1,113,828
9	Damnok Toek	<i>Donor</i>	29,083	157,427	186,510	0	0
10	Department of Children & Youth (Royal Thai Government)	<i>Donor</i>	0	567,664	714,138	0	-146,474
11	Deutsche Bank	<i>Donor</i>	1,058,917	0	680,855	0	378,062
12	EPIC Foundation	<i>Donor</i>	186,768	2,109,358	2,296,126	0	0
13	EXO Foundation	<i>Donor</i>	0	119,963	84,650	0	35,313
14	Fondation De l'Orangerie	<i>Donor</i>	222,758	0	222,758	0	0
15	Gisela Foundation	<i>Donor</i>	243,239	340,000	168,930	0	414,310
16	IKANO	<i>Donor</i>	622,724	0	622,724	0	0
17	Intermarché (Friends France)	<i>Donor</i>	214,279	389,300	554,427	0	49,152
18	Lloyd George Asia Foundation	<i>Donor</i>	0	671,296	439,539	0	231,758
19	Responsible Travel	<i>Donor</i>	0	6,672	6,672	0	0
20	Terres des Hommes Netherlands	<i>Donor</i>	0	278,230	278,230	0	0
21	UNICEF Thailand	<i>Donor</i>	108,991	1,619,229	1,326,061	0	402,159
22	World Childhood Foundation	<i>Donor</i>	342,580	1,257,649	1,573,548	0	26,681
23	General Reserves	<i>Private</i>	99,082	545,622	436,079	-43,153	165,472
24	VISA	<i>Private</i>	158,518	0	158,518	0	0
	FUND BALANCE		3,146,554	11,816,819	12,198,267	0	2,765,105

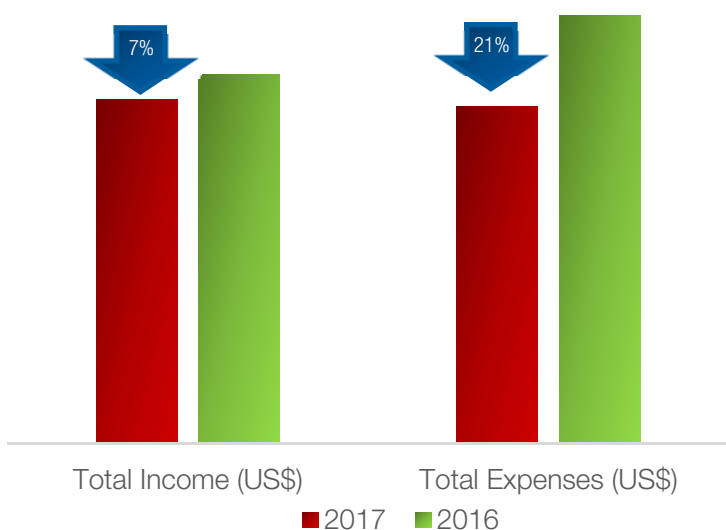
#	FUND ACCOUNT (US\$)	TYPE	OPENING (\$)	INCOME (\$)	EXPENSE (\$)	TRANSFER (\$)	CLOSING (\$)
1	Friends "n" Stuff 49	<i>Training & Employment</i>	-5,074	1,105	4,239	8,209	0
2	Friends "n" Stuff Khanun	<i>Training & Employment</i>	0	20,292	6,399	-13,893	0
3	Friends "n" Stuff Phra Athit	<i>Training & Employment</i>	-5,684	0	0	5,684	0
4	Home Based Production (Aranyaprathet)	<i>Training & Employment</i>	-1,233	0	0	1,233	0
5	Khanun Training Restaurant	<i>Training & Employment</i>	0	12,244	12,244	0	0
6	ANZ Women's Group	<i>Donor</i>	2,710	0	0	0	2,710
7	Bank of America Merrill Lynch (via CAF)	<i>Donor</i>	5,270	0	5,270	0	0
8	Credit Suisse	<i>Donor</i>	0	73,629	41,805	0	31,824
9	Damnok Toek	<i>Donor</i>	831	4,498	5,329	0	0
10	Department of Children & Youth (Royal Thai Government)	<i>Donor</i>	0	16,219	20,404	0	-4,185
11	Deutsche Bank	<i>Donor</i>	30,255	0	19,453	0	10,802
12	EPIC Foundation	<i>Donor</i>	5,336	60,267	65,604	0	0
13	EXO Foundation	<i>Donor</i>	0	3,428	2,419	0	1,009
14	Fondation De l'Orangerie	<i>Donor</i>	6,365	0	6,365	0	0
15	Gisela Foundation	<i>Donor</i>	6,950	9,714	4,827	0	11,837
16	IKANO	<i>Donor</i>	17,792	0	17,792	0	0
17	Intermarché (Friends France)	<i>Donor</i>	6,122	11,123	15,841	0	1,404
18	Lloyd George Asia Foundation	<i>Donor</i>	0	19,180	12,558	0	6,622
19	Responsible Travel	<i>Donor</i>	0	191	191	0	0
20	Terres des Hommes Netherlands	<i>Donor</i>	0	7,949	7,949	0	0
21	UNICEF Thailand	<i>Donor</i>	3,114	46,264	37,887	0	11,490
22	World Childhood Foundation	<i>Donor</i>	9,788	35,933	44,959	0	762
23	General Reserves	<i>Private</i>	2,831	15,589	12,459	-1,233	4,728
24	VISA	<i>Private</i>	4,529	0	4,529	0	0
	FUND BALANCE		89,902	337,623	348,522	0	79,003

Friends Indonesia

	2017	2016
Number of Staff (31 Dec)	11	11
Total Income (US\$)	99,706	106,961
Total Expenses (US\$)	97,678	124,051
Administrative Costs	8%	3%
Training Businesses	0	0



INCOME & EXPENSES



Financial Statements

Income Statement for the year ending 31 Dec 2017 Friends Jakarta, Indonesia

INCOME	2017 (US\$)	2016 (US\$)	2017 (IDR)	2016 (IDR)
Donor Funding	71,830	101,495	933,784,817	1,319,432,928
<i>Earned Donor Income</i>	<i>66,449</i>	<i>79,441</i>	<i>863,835,119</i>	<i>1,032,728,822</i>
<i>Unearned Donor Income</i>	<i>5,381</i>	<i>22,054</i>	<i>69,949,698</i>	<i>286,704,106</i>
Private Donations	23,474	5,000	305,167,556	65,000,000
Other Income	402	466	5,222,985	6,061,860
Internal Funding	4,000	0	52,000,000	0
TOTAL INCOME	99,706	106,961	1,296,175,358	1,390,494,788
EXPENSES	2017 (US\$)	2016 (US\$)	2017 (IDR)	2016 (IDR)
PERSONNEL				
Staff Salaries	56,858	51,520	739,154,906	669,764,400
Health Insurance	5,142	2,964	66,844,251	38,533,237
Miscellaneous	0	407	0	5,296,700
	62,000	54,892	805,999,157	713,594,338
DIRECT COSTS				
Hygiene costs	4	161	55,300	2,088,125
Medical costs	259	586	3,371,100	7,614,350
IEC Material	0	272	0	3,536,100
Clothing for Beneficiaries	21	62	270,000	800,000
Non-Formal Education materials	0	90	0	1,175,000
Food/Drink for Beneficiaries	1,846	2,767	23,994,450	35,971,650
Family Support	318	151	4,128,900	1,968,400
Other Activity Costs	925	1,186	12,030,900	15,424,300
Family Reintegration Travel	0	600	0	7,794,000
Recreational Activity Support	522	249	6,781,800	3,234,375
Outreach Materials	179	266	2,329,000	3,457,100
School Reintegration Support	336	247	4,362,900	3,210,000
Vocational Training Support	315	938	4,090,000	12,195,000
Placement Support	3,099	2,817	40,281,500	36,615,100
ChildSafe Materials	462	195	6,000,000	2,540,700
Staff Uniforms	214	558	2,783,400	7,250,000
Family Income Generation Support	1,570	2,969	20,414,500	38,593,800

EXPENSES	2017 (US\$)	2016 (US\$)	2017 (IDR)	2016 (IDR)
	10,069	14,113	130,893,750	183,468,000
EQUIPMENT/ASSETS				
IT/Computers	0	1,432	0	18,620,000
Furniture/Fittings	127	223	1,645,200	2,899,000
Miscellaneous	99	90	1,289,500	1,174,000
	226	1,746	2,934,700	22,693,000
INDIRECT COSTS				
Communications	1,633	1,694	21,228,632	22,021,682
Transport/Gasoline	3,097	3,123	40,258,300	40,603,300
Maintenance/Renovations	2,200	3,779	28,593,900	49,127,350
Office Supplies	2,150	2,677	27,951,518	34,798,310
Rent & Utilities	5,565	11,836	72,350,932	153,862,700
External Audits	1,154	2,393	15,000,000	31,104,680
Miscellaneous	352	618	4,571,121	8,032,056
	16,150	26,119	209,954,403	339,550,077
CAPACITY BUILDING / MONITORING & EVALUATION / COORDINATION				
Travel Costs	550	4,531	7,148,875	58,904,660
Staff Training	0	38	0	498,000
Board Meetings	550	2,003	7,148,875	26,036,510
	1,100	6,572	14,297,750	85,439,170
PROGRAM SUPPORT				
Headquarter Support Costs	8,133	20,609	105,730,000	267,919,546
	8,133	20,609	105,730,000	267,919,546
TOTAL EXPENSES	97,678	124,051	1,269,809,760	1,612,664,132
NET INCOME	2,028	-17,090	26,365,598	-222,169,344
Retained funds b/f	4,541	21,631	59,029,262	281,198,606
EQUITY	6,569	4,541	85,394,860	59,029,262

Statement of Financial Position as at 31 Dec 2017

Friends Jakarta, Indonesia

CURRENT ASSETS		2017 (US\$)	2016 (US\$)	2017 (IDR)	2016 (IDR)
Current Assets					
	Cash & Bank	14,303	20,474	185,939,217	266,161,828
	Project Advances	0	867	0	11,266,000
Accounts Receivable					
	Funding Receivables	6,487	0	84,325,590	0
	Staff Loan Receivables	2,231	2,520	29,000,000	32,764,000
	Guarantee Deposits	769	0	10,000,000	0
TOTAL ASSETS		23,790	23,861	309,264,807	310,191,828
LIABILITIES					
Current Liabilities					
	Funding Payables	16,892	19,055	219,600,086	247,718,086
	Tax Payable	56	0	723,810	0
	Social Security Payable	273	0	3,546,050	0
	Miscellaneous	0	265	0	3,444,480
TOTAL LIABILITIES		17,221	19,320	223,869,946	251,162,566
EQUITY		6,569	4,541	85,394,860	59,029,262

Statement Changes in Equity as at 31 Dec 2017

Friends Jakarta, Indonesia

#	FUND ACCOUNT (IDR)	TYPE	OPENING (IDR)	INCOME (IDR)	EXPENSES (IDR)	TRANSFERS (IDR)	CLOSING (IDR)
1	Friends Switzerland / Geneva Canton	<i>Donor</i>	0	317,867,000	259,360,325	0	58,506,675
2	Friends Switzerland / SGS Company	<i>Donor</i>	-99,185,269	329,575,000	230,389,731	0	0
3	Responsible Travel	<i>Donor</i>	0	20,150,000	7,565,510	0	12,584,490
5	Symphasis Foundation	<i>Donor</i>	68,924,264	266,192,817	366,519,552	0	-31,402,471
6	Allan Murray Jones	<i>Private</i>	0	199,283,506	199,283,506	0	0
7	Sovia (Private Donor)	<i>Private</i>	0	40,000,000	40,000,000	0	0
8	Teman Baik Reserves	<i>Private</i>	89,290,267	123,107,035	166,691,135	0	45,706,167
	TOTAL		59,029,262	1,296,175,358	1,269,809,760	0	85,394,860

#	FUND ACCOUNT (US\$)	TYPE	OPENING (US\$)	INCOME (US\$)	EXPENSES (US\$)	TRANSFERS (US\$)	CLOSING (US\$)
1	Friends Switzerland / Geneva Canton	<i>Donor</i>	0	24,451	19,951	0	4,501
2	Friends Switzerland / SGS Company	<i>Donor</i>	-7,630	25,352	17,722	0	0
3	Responsible Travel	<i>Donor</i>	0	1,550	582	0	968
4	Symphasis Foundation	<i>Donor</i>	5,302	20,476	28,194	0	-2,416
5	Allan Murray Jones	<i>Private</i>	0	15,330	15,330	0	0
6	Sovia (Private Donor)	<i>Private</i>	0	3,077	3,077	0	0
7	Teman Baik Reserves	<i>Private</i>	6,868	9,470	12,822	0	3,516
	TOTAL		4,541	99,706	97,678	0	6,569

Annual Budget 2018

PROJECT	Headquarters	Friends Phnom Penh	Friends Siem Reap	Friends Poipet	Friends Thailand	Friends Vientiane	Friends Luang Prabang	Friends Indonesia	Mith Samlanh	GRAND TOTAL [unconsolidated]
Outreach & Drop in Centres	0	63,094	90,260	23,410	52,864	72,916	0	33,139	343,329	679,012
Transitional Homes & Family Reintegration	0	0	165,749	3,900	912	114,814	20,448	0	189,217	495,040
Education & School Reintegration	0	0	68,691	3,750		24,000	0	0	165,186	261,627
Vocational Training & Employment	0	0	237,276	8,620	43,115	88,790	0	14,104	294,400	686,305
ChildSafe Movement	49,537	57,846	44,326	9,536	77,651	14,690	0	7,360	0	260,946
Safe Migration	0	0	0	0	21,558	0	0	0	0	21,558
Child Protection in Shelters	0	0	0	0	19,755	0	0	0	0	19,755
Futures Factory	257,662	0	0	0		0	0	0	0	257,662
Training Business	451,210	0	303,330	0	64,142	81,633	85,837	0	1,500,000	2,486,151
Core Costs	436,546	2,698	90,184	20,142	43,589	57,537	0	37,313	289,104	977,113
Communications	88,360	0	0	0		0	0	0	0	88,360
Grants & Fundraising	123,294	0	0	0		0	0	0	0	123,294
Administration	185,854	0	24,000	6,936	20,442	31,279	0	8,419	84,252	361,182
ChildSafe Alliance & Sub-grants	23,879	748,551	0	0	0	0	0	0	0	772,430
GRAND TOTAL	1,616,342	872,189	1,023,816	76,294	344,027	485,659	106,285	100,335	2,865,488	US\$7,490,434