

Annual Financial Report 2018



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Acronyms & Abbreviations

3PC	Partnership Program for the Protection of Children
DIC	Drop-in-Centre
EU	European Union
FI	Friends-International
FnS	Friends 'N' Stuff
GFATM	Global Fund Fight Against Aids, Tuberculosis & Malaria
HQ	Headquarters
IEC	Information, Education, Communication (Materials)
M&E	Monitoring & Evaluation
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
UNODC	United Nations Office on Drugs and Crime
UNVTF	United Nations Voluntary Trust Fund

Organisation Information (at 31 Dec 2018)

Board of Directors

Len Coster - Chairperson
Vivian Gee - Member Michael Gilmore – 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

Clarissa Elakis - International ChildSafe Movement Coordinator
David Hunn - Partnerships International Coordinator
James Sutherland - Communications International Coordinator
Kanchan Kapoor – Financial Quality Coordinator
Khemreth Vann - ChildSafe Citizens and Agents Technical Coordinator
Marko Ivkovic - Human Resources International Coordinator
Nikolai Schwarz – Head of Social Business
Phalla Von - Finance International 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
PricewaterhouseCoopers (Lao) Sole Company Ltd
D I A International Audit Co., Ltd
Achmad, Rasyid, Hisbullah & Jerry 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 Statement of Financial Position, until liquidation with supporting documents, at which point they are recognized as expenses in the Income Statement.
- Deposits to suppliers, loans to staff and other advances are recorded as Accounts Receivables in the Statement of Financial Position until these balances are settled.
- Salary tax payable withheld from staff salaries are recorded as Income Tax Payable in the Statement of Financial Position 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.

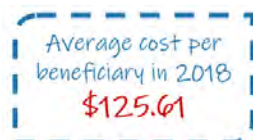
Foreign Currency Translation

Friends 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

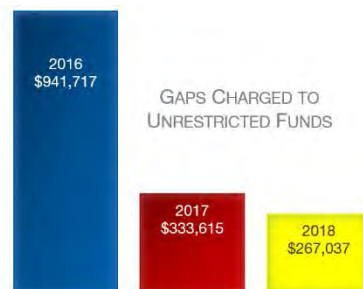
In 2018 each program office maintained its records in their primary currency. Transactions in currencies other than the primary currency are converted into the primary currency at the rate of exchange prevailing on the transaction dates. Exchange differences are recognized in the Income Statement.

Executive Summary



In 2018 Friends continued to recuperate, evident in the number of beneficiaries reached: **51,834**, a 23% increase from 2017. Though the 2018 financial results were moderately improved, income levels are still below that achieved in 2015, before the financial crisis faced in 2016.

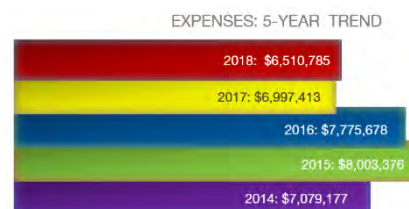
Total funding gaps were reduced by 20%. Friends Laos' financial situation improved drastically, as predicted, with gaps of \$21K compared to \$120K in 2017. Mith Samlanh gaps were akin to 2017, at \$84K. Friends Indonesia, struggled the most with a 34% gap in their total budget needs. Regardless, the total funding gaps allocated to unrestricted funds were \$267K, down from \$942K in 2016.



Consolidated income increased by only 1% (\$95,711), attributable to increased consultancy income and donor funding. Training and Franchise revenues decreased by \$12K. Though UNICEF remains the top funder of Friends, 2018 saw many new supporters including: Czech Republic Embassy, Fondation PSA, Luxembourg Development Cooperation, UNICEF Indonesia, United Nations Women's Guild of Vienna and UNODC (UNVTF). Friends also acquired numerous consultancy contracts, particularly in Thailand and Indonesia, including with Chulalongkorn University, Mahidol University, Plan Thailand, Star Fish Foundation, and UNICEF Indonesia for Child Safeguarding Trainings in Papua. Friends also received a threefold increase in unrestricted donations amounting to \$924K, of which almost \$200K was private donations from individuals.



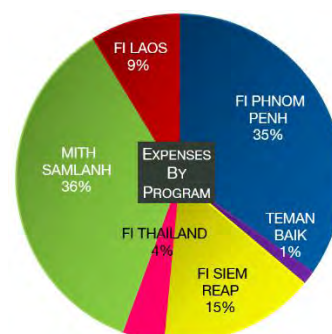
Consolidated expenses only increased by 2% (\$114,132). The most significant increase was in construction and building works for the Futures Factory, launching in quarter 2 of 2019 in Phnom Penh, Cambodia. Most other categories of costs reduced, except for personnel (1% / \$48K increase). Sub-grants to ChildSafe Alliance partners remained the same as 2017 [\$384K], however 2 new funded implementing partners joined the alliance: Children's Future International and



Korsang. Sub-grants were funded by UNICEF Cambodia, GFATM / NCHADS, Firetree Asia Foundation and UNODC (UNVTF). Overall expenses comprised of 42% for training business (2017: 37%), 50% for Social Services costs (2017: 55%) and 8% for Administration, Fundraising and Communications costs (2017: idem).



The highest proportion of expenses were at Mith Samlanh (36%), with 86% of expenses just in Cambodia, approximately corresponding with the 70% of beneficiaries reached in Cambodia. The Phnom Penh Futures Factory investment comprised just 3% of the total expenses.



Consolidated training business income* reduced by 6% (\$158K), and surplus income reduced by 27% (138K). Friends 'N' Stuff increased revenues by 6% (\$29K), however, Vocational Training Restaurant income reduced by 4% and franchise revenues were half that of 2017 due to the decline in TREE partners. This resulted in a 7% shrinkage in surplus income. Total social services financial sustainability reduced from 12% to 9%, and social business sustainability reduced from 122% to 116% [see page 16].

The 2019 projected minimum budget stands at \$8.3m (an increase of \$0.8m from 2018 projection). An estimated \$773K will be distributed ChildSafe Alliance partners with the support of the European Union, UNICEF Cambodia and GFATM / NCHADS. This represents a 101% increase from 2018.

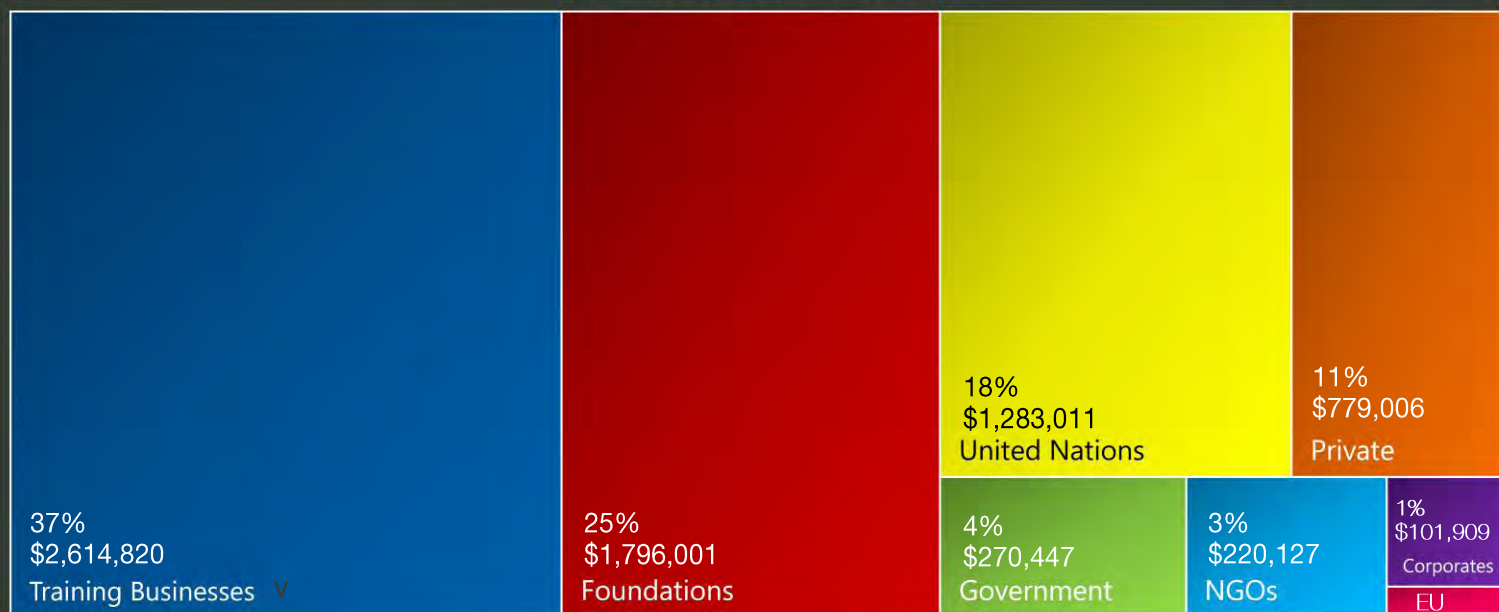
2019 holds new and exciting developments for Friends; The Futures Factory, the ChildSafe Academy and Let's Eat! Phnom Penh are just some of the upcoming projects in the 2019 pipeline.

**Refers to the training business financial statements [page 15] before consolidation with programs.*

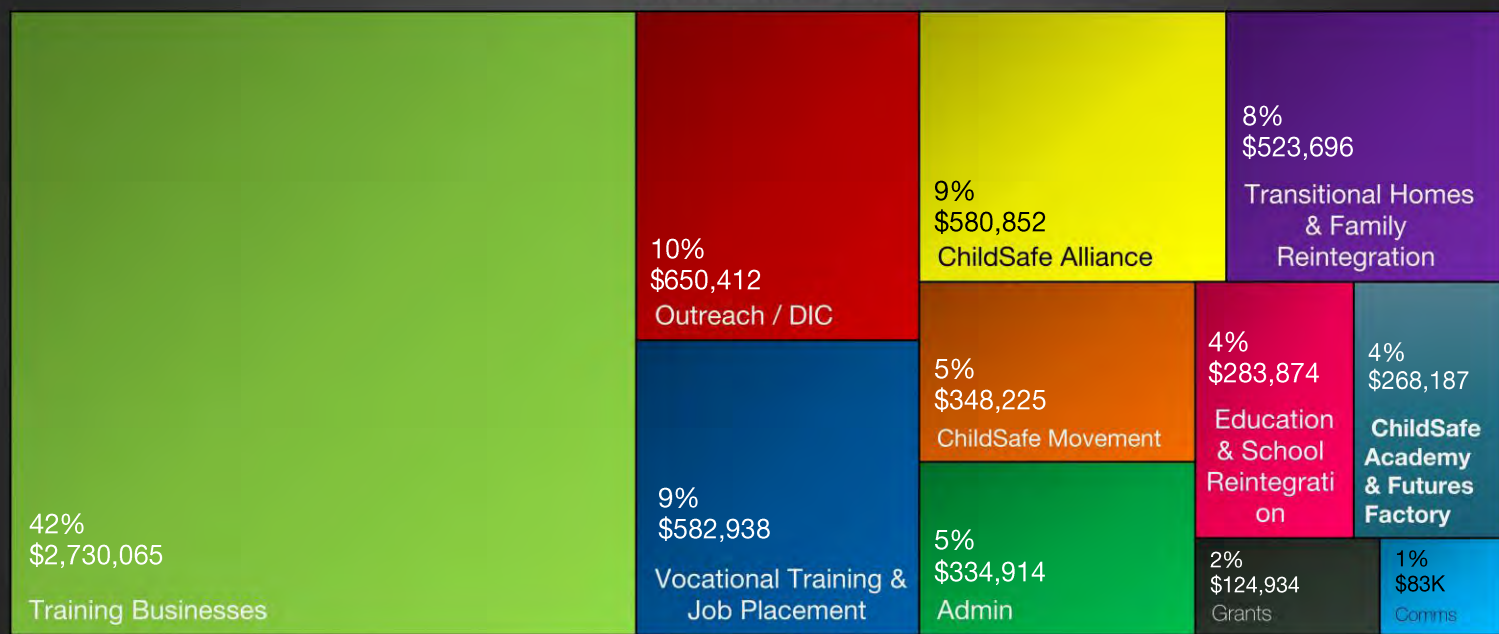
The 2018 Snapshot

	2018		2017
Number of Staff (31 Dec)	515	↻ -2%	524
Total Income (US\$)	\$7,093,630	↗ 1%	\$6,997,413
Total Expenses (US\$)	\$6,511,774	↗ 2%	\$6,396,653
Administration Costs	5%	↻ -1%	6%

INCOME SOURCES



EXPENSES



Top 10 Donors

#	DONOR NAME	2018	2017
1	UNICEF (Cambodia, Thailand, Laos, Indonesia)	\$1,243,038	\$1,161,522
2	WISE Sàrl (Swiss Philanthropy Foundation, Fondation NEXT, Mrs. Victoria Maltby)	\$540,666	\$404,567
3	Private donor	\$301,417	\$90,000
4	Tides Foundation	\$250,000	\$0
5	Fondation Juniclaire	\$242,927	\$162,525
6	Fossil Foundation	\$200,000	\$400,000
7	GFATM / NCHADS	\$142,312	\$366,955
8	Gisela Foundation	\$130,496	\$122,064
9	Epic Foundation	\$130,202	\$60,267
10	Caritas Australia	\$109,445	\$95,920

Unrestricted Funds

Friends perpetually aims 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 2018. These funds are comprised of private donations, consultancy income, training business reserves and other miscellaneous income.

PROJECT	HQ	Friends Phnom Penh	Mith Samlanh	Friends Siem Reap	Friends Laos	Friends Thailand	Friends Indonesia	TOTAL 2018	TOTAL 2017
Education & School	\$0	\$0	\$14,105	\$1,181	\$0	\$0	\$0	\$15,286	\$12,424
Family Income Generation	\$0	\$0	\$0	\$0	\$280	\$0	\$0	\$280	\$9,721
Outreach / Drop in Centres	\$0	\$3,102	\$27,278	\$11,579	\$2,679	\$479	\$0	\$45,117	\$50,622
Transitional Homes & Family	\$0	\$0	\$26,747	\$21,635	\$2,926	\$0	\$0	\$51,308	\$25,241
Safe Migration	\$0	\$0	\$0	\$0	\$0	\$338	\$0	\$338	\$7,140
Vocational Training & Jobs	\$0	\$0	\$15,463	\$19,922	\$4,895	\$0	\$0	\$40,280	\$22,300
ChildSafe Alliance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,966
ChildSafe Movement	\$0	\$8,818	\$0	\$323	\$1,127	\$643	\$0	\$10,911	\$2,265
Administration	\$0	\$0	\$0	\$1,359	\$4,939	\$85	\$0	\$6,383	\$7,881
Core Program costs	\$0	\$0	\$0	\$14,264	\$4,330	\$2,616	\$36,505	\$57,715	\$23,169
Training Businesses	\$0	\$0	\$0	\$0	\$0	\$39,418	\$0	\$39,418	\$167,887
Fundraising	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL 2018	\$0	\$11,920	\$83,593	\$70,263	\$21,176	\$43,580	\$36,505	\$267,037	
TOTAL 2017	\$15,548	\$0	\$89,115	\$84,000	\$119,706	\$10,988	\$14,259		\$333,615

Consolidated Financial Statements

Income Statement

for the year ending 31 Dec 2018

Friends-International & Mith Samlanh

INCOME	2018 (US\$)	2017 (US\$)
Training Income	2,568,980	2,563,543
Donor Funding	4,284,102	4,039,103
Private Donations	104,197	308,918
Consultancy	74,681	5,120
Other Income	36,426	38,948
Franchise Revenue	24,738	41,782
TOTAL INCOME	7,093,124	6,997,413
EXPENSES	2018	2017
PERSONNEL		
International Staff	751,478	740,060
National Staff	2,486,529	2,570,081
Health Insurance	94,711	84,411
Consultancies/Professional fees	166,209	59,373
Overtime	17,561	27,283
Miscellaneous	46,333	33,983
	3,562,822	3,515,190
DIRECT COSTS		
Hygiene Costs	24,609	19,016
Medical Costs	41,677	33,144
IEC Materials	5,064	3,474
Clothing for beneficiaries	4,128	5,652
Non-Formal Education materials	20,733	14,471
Food/Drink for Beneficiaries	151,429	148,878
Family Support	11,858	9,360
Harm Reduction Materials	8,557	70,435
Centre Supplies	22,460	16,224
Other Activity Costs	19,388	16,932
Family Reintegration Travel	21,043	31,094
Recreational Activity Support	16,725	11,832
Outreach Materials	1,956	2,958
School Reintegration Support	50,864	26,584
Vocational Training Materials	40,828	39,010
Placement Support	39,087	42,553
ChildSafe Materials	36,893	76,894
Foster Care Families	64,707	63,431
Staff Uniforms	1,938	6,716
Family Income Generation Support	25,423	23,364
	609,366	662,021
EQUIPMENT/ASSETS		
IT/Computers	11,770	14,167

EXPENSES	2018	2017
Vehicles	0	6,430
Furniture/Fittings	11,170	8,277
Construction & Building Works	168,301	0
Miscellaneous	3,875	5,945
	195,116	34,819
INDIRECT COSTS		
Communications	44,500	41,707
Transport/Gasoline	76,376	76,869
Maintenance/Renovations	79,222	71,239
Office Supplies	53,010	59,024
Rent	227,531	241,187
Utilities	109,219	112,948
External Audits	27,533	39,413
Vehicle/Building Insurance	10,810	22,314
Advertising Marketing	26,547	24,826
Fundraising Costs	2,819	0
Miscellaneous	65,617	47,651
	723,184	737,178
CAPACITY BUILDING / M&E / COORDINATION		
Travel Costs	103,694	101,148
Staff Training	6,518	7,024
Workshops/ Research/Assessments	31,124	29,616
Board/ Adcom Meetings/ Conferences	11,412	11,696
	152,747	149,484
OTHER INCOME GENERATION COSTS		
Cost of Income Generation	779,003	804,804
Outlet Supplies	45,360	43,398
Staff Food costs	47,202	52,947
Training Uniforms	11,438	13,026
Miscellaneous	722	1,695
	883,725	915,871
CHILDSAFE ALLIANCE- SUB-GRANTS		
Damnok Toek (DT)	84,942	92,412
Komar Rikreay (KMR)	31,040	41,359
M'lop Tapang (MT)	123,050	161,345
Samathapheap Khnom Organisation (SKO)	15,926	20,000
Transcultural Psychosocial Organisation (TPO)	19,492	30,134
Cambodia Children's Trust (CCT)	25,482	27,427
Krousar Thmey (KT)	12,000	3,280
LinkAge (Yangon)	0	6,132
Children's Future International (CFI)	26,033	0
Korsang (KS)	44,260	0
Counterspace	1,600	0
	383,825	382,089
TOTAL EXPENSES	6,510,785	6,396,653
NET INCOME	582,339	600,760
Retained funds b/f	4,186,035	3,585,275
Restated (exchange rate differences)	4,185,566	0
EQUITY	4,767,905	4,186,035

Statement of Financial Position

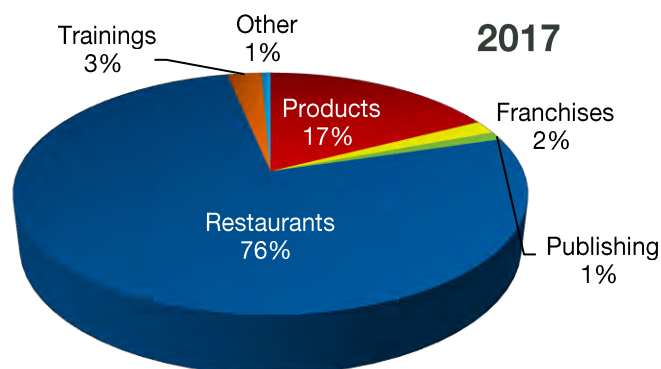
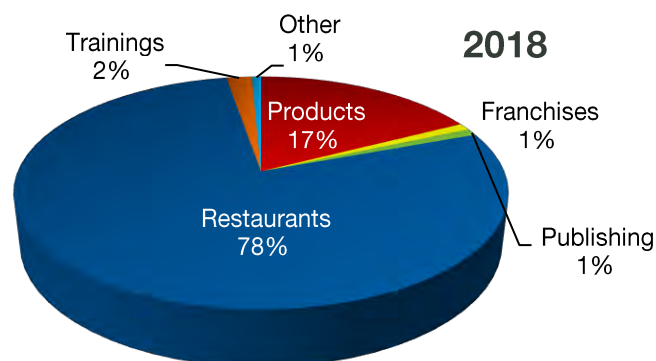
as at 31 Dec 2018

Friends-International & Mith Samlanh

CURRENT ASSETS		2018 (US\$)	2017 (US\$)
Non-Current Assets			
	Land & Buildings	2,826,900	2,826,900
Current Assets			
	Cash & Bank	1,859,364	1,413,305
	Project Advances	5,454	5,508
	Sub-Contractee Advances	9,786	8,760
	Prepayments	6,762	17,000
Accounts Receivable			
	Accounts Receivables	97,772	103,894
	Staff Loans	20,875	15,826
	Health Insurance	8,722	1,450
	Guarantee Deposit	26,798	29,210
TOTAL ASSETS		4,862,434	4,421,853
LIABILITIES			
Current Liabilities			
	Accounts Payables	81,933	223,297
	Tax Payable	9,544	9,188
	Withholding Tax	2,493	2,340
	Social Security Payable	559	993
TOTAL LIABILITIES		94,529	235,818
EQUITY		4,767,905	4,186,035

Training Business Results

Income Composition



The Training Restaurants

In September 2018, a new TREE restaurant for caregivers was launched in Vientiane; "Let's Eat!", replicating the Siem Reap pilot project. The Let's Eat! eatery was launched with the support of the Luxembourg Development Cooperation and WISE and is generating an average of \$640 per month. Makphet in Vientiane remained temporarily non-operational, whilst awaiting government-supported relocation. Khaiphaen in Luang Prabang increased its revenues by 11%, however, net income reduced also by 11%, due to increased running costs [increased costs for student and staff uniforms and marketing], despite some donor support from The Intrepid Foundation / Geckos Pty Ltd.

In 2017, Marum in Siem Reap, received an injection of support from HQ of \$84,000 to relieve prior year losses, allowing Marum to thrive in 2018. Though Marum's income was steady [1% increase], the surplus income generated increased by 22%. Let's

Eat! in Siem Reap generated an average of \$823 per month, down by 29% from 2017.

Friends the Restaurant, training youth in Phnom Penh since 2001, continues to generate the most income [gross and net] though it saw a reduction by 4% in 2018. Romdeng in Phnom Penh increased income by 4% but reduced surplus income by 7%. The two Phnom Penh hospitality training venues will be joined by a new Let's Eat! training venue in 2019, located in the new Futures Factory, thanks to the support of The Intrepid Foundation.

The TREE social franchise generated a surplus of \$45K, down from \$81K in 2017. From \$229K income, \$24,454 was earned from our projects run by independent external partners; Sandan in Preah Sihanouk, Cambodia and LinkAge in Yangon, Myanmar.

RESTAURANTS									
	TREE	Makphet Restaurant	Khaiphaen Restaurant	Marum Restaurant	Let's Eat! Siem Reap	Let's Eat! Vientiane	Friends The Restaurant	Romdeng Restaurant	Consolidated TREE
REVENUE									
Franchise Revenues	229,113	0	0	0	0	0	0	0	24,454
Restaurant Income	0	0	152,046	495,513	9,884	2,627	712,672	679,826	2,052,567
Other Income	3,600	-33	150	630	96		813	3,468	8,723
Total Revenues	232,713	-33	152,196	496,143	9,980	2,627	713,484	683,293	2,085,745
EXPENSES									
Cost of Sales	0	0	47,785	175,184	6,155	2,936	203,352	191,383	626,795
Personnel	151,611	0	54,073	116,225	0	0	217,209	212,852	751,970
Running Costs	21,623	5	47,379	97,709	505	51	92,560	114,763	374,595
Travel Costs	14,183	0	0	0	0	0	0	0	14,183
Equipment	0	0	979	355	220	0	1,839	1,023	4,416
Franchise Fee	0	0	15,868	49,551	0	0	71,261	67,979	0
Total Expenses	187,417	5	166,083	439,024	6,881	2,987	586,221	588,000	1,771,959
SURPLUS	45,296	-38	-13,887	57,118	3,100	-360	127,263	95,294	313,786

Friends 'N' Stuff

In 2018, the "Friends 'N' Stuff" social franchise was being formalised in Phnom Penh and will be extended to Siem Reap in 2019. Much like the TREE franchise, the fees will formally enable the HQ FnS team to provide technical support in branding, marketing, sales, communications, quality control, and production skills for youth and caregivers. Formalising this partnership enhances accountability and responsibility through reporting on achievements. The franchise revenues and fees have been eliminated in the consolidation.

Seven Friends 'N' Stuff outlets contributed 17% to the total income generation, and 16% of surplus income [compared to 84% contribution by training restaurants]. Compared to 2017 there was a significant reduction in surplus income of 65%. In

Phnom Penh, the flagship FnS store was temporarily relocated due to the Futures Factory renovation works. This may account for the 16% reduction in income generated. The surplus income of \$70,441 is a 60% reduction from 2017. Without the franchise fees paid, the reduction would have still been a significant 41%. Two FnS outlets in Siem Reap collectively saw a reduction in surplus income of 73% from 2017, due to increases in production staff and the sewing production centre rental fees. Siem Reap FnS product revenues remained stable. Very little changed in FnS in Laos with only a 2% increase in product and publishing revenues and 1% increase in surplus income. FnS in Vientiane still awaits the Makphet training restaurant re-launch to boost its income generation.

FRIENDS 'N' STUFF	FnS in Laos	FnS in Siem Reap	FnS in Phnom Penh	FnS in HQ	Consolidated
REVENUE					
Product Income	14,252	108,496	318,651	146,000	463,271
Publishing Income	3,188	0	12,790	9,908	24,813
Franchise Income	0	0	0	47,515	0
Other income	0	455	1,379	9,908	10,202
Total Revenues	17,440	108,951	332,820	213,331	498,286
EXPENSES					
Cost of Sales	6,637	36,281	134,716	84,653	135,547
Personnel	1,106	53,534	52,945	142,843	250,429
Running Costs	231	13,179	27,169	11,966	52,545
Equipment	0	170	33	0	203
Travel Costs	0	0	0	1,574	1,574
Franchise fees	0	0	47,515	0	0
Total Expenses	7,975	103,164	262,378	241,036	440,298
SURPLUS	9,465	5,788	70,441	-27,705	57,989

Vocational Trainings

While all decentralised Vocational Trainings receive much needed contributions from donors, some VTs still financially struggled in Phnom Penh. The Phnom Penh VTs self-funded the teacher salaries and various running costs, causing an overall loss of \$9K [2017 income surplus: \$11,609].

VOCATIONAL TRAINING WORKSHOPS	Vientiane	Siem Reap			Phnom Penh								TOTAL
	Mechanics	Beauty	Mechanics	Barber	Electricity	Nailbar	Beauty	Cooking	Barber	Mechanics	Sewing	Welding	
REVENUE													
Training Income	3,959	7,391	7,745	438	10,115	11,342	129	720	221	5,055	1,760	5,049	53,924
Total Revenues	3,959	7,391	7,745	438	10,115	11,342	129	720	221	5,055	1,760	5,049	53,924
EXPENSES													
Cost of Sales	0	1,569	5,559	0	5,061	1,354	0	401	0	3,858	468	4,640	22,909
Personnel	0	2,005	0	0	3,192	4,620	0	0	0	6,475	2,506	6,238	25,035
Running Costs	0	204	86	71	364	3,983	0	0	0	12	0	0	4,720
Equipment	0	0	0	0	98	0	0	0	0	0	0	0	98
Total Expenses	0	3,778	5,645	71	8,715	9,957	0	401	0	10,345	2,974	10,878	52,763
SURPLUS	3,959	3,613	2,100	367	1,400	1,385	129	319	221	-5,289	-1,214	-5,829	1,161

Training Businesses by Program - Financial Reports

	FI HQ	Friends Lao PDR	Friends Slem Reap	Mith Samlanh	CONSOLIDATED
SALES REVENUE					
Product Sales	146,000	13,895	107,132	317,803	460,703
Franchise Revenues	276,628	0	0	0	24,454
Publishing Sales	9,908	3,188	0	12,771	24,794
Restaurant Sales	0	154,673	505,397	1,392,498	2,052,567
Training Centre Sales	0	3,959	15,573	32,722	52,255
Other income	13,508	117	1,181	5,659	18,926
Total Revenues	446,044	175,832	629,284	1,761,453	2,633,698
EXPENSES					
Cost of Sales	84,653	57,358	224,749	545,232	785,252
Personnel	294,454	55,179	171,764	506,036	1,027,434
Running Costs	33,589	47,310	110,389	236,349	427,636
Travel Costs	15,756	0	0	0	15,756
Equipment	0	979	745	2,961	4,685
Franchise Fee	0	15,868	49,551	186,755	0
Total Expenses	428,452	176,693	557,199	1,477,333	2,260,763
NET PROFIT	17,591	-861	72,085	284,120	372,935
Program Support Cost	-11,811	0	-357	-83,593	-95,762
Opening Balance	49,137	7,226	27,391	416,870	500,624
NET FUND BALANCE	54,917	6,365	99,118	617,397	777,793

* Inter-sales and purchases have been eliminated

Consolidated Training Businesses

Income Statement for the year ended 31 Dec 2018 Friends-International & Mith Samlanh

	2018	2017
REVENUES		
Product Sales	460,703	487,802
Franchise Revenues	24,454	49,015
Publishing Sales	24,794	31,230
Restaurant Sales	2,052,567	2,132,594
Training Centre Sales	52,255	72,365
Other income	18,926	18,782
Total Revenues	2,633,698	2,791,787
EXPENSES		
Cost of Sales	785,252	812,653
Personnel	1,027,434	1,044,331
Running Costs	427,636	394,777
Travel Costs	15,756	20,797
Equipment	4,685	8,147
Total Expenses	2,260,763	2,280,705
NET PROFIT	372,935	511,083
Program Support	-95,762	-175,567
Opening Balance	500,624	165,108
NET FUND BALANCE	777,798	500,624

As a non-profit organisation, Friends does not have shareholders and nor distributes 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.

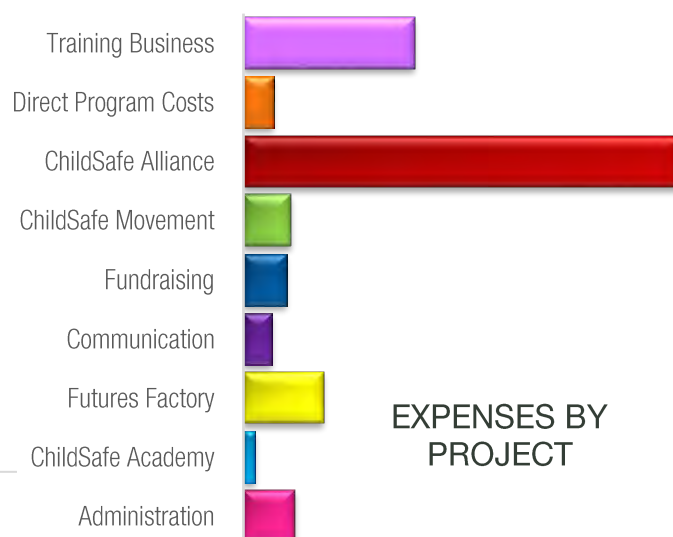
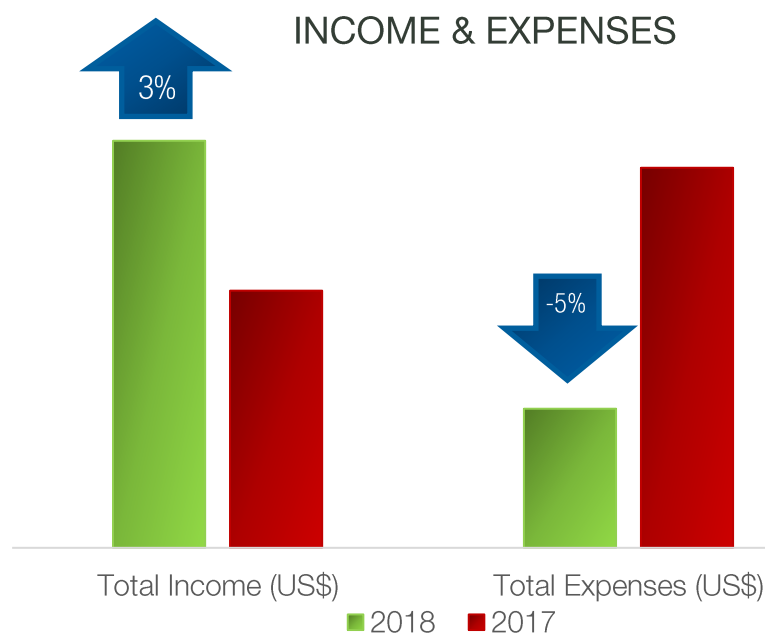
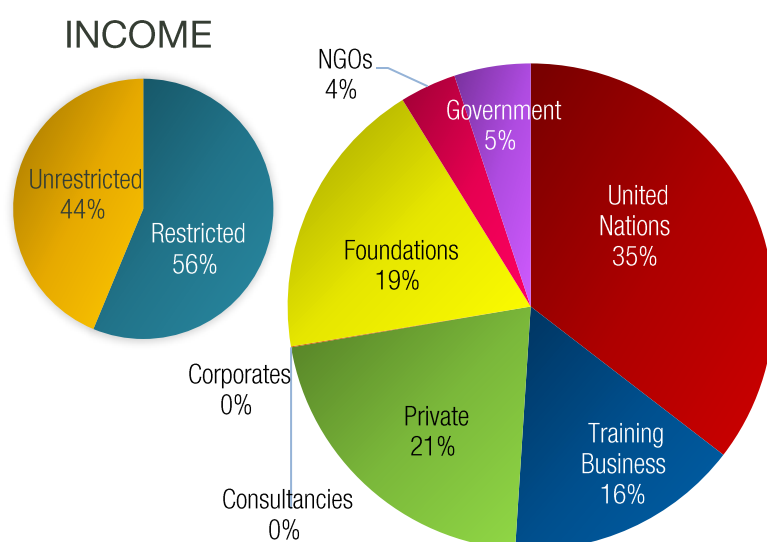
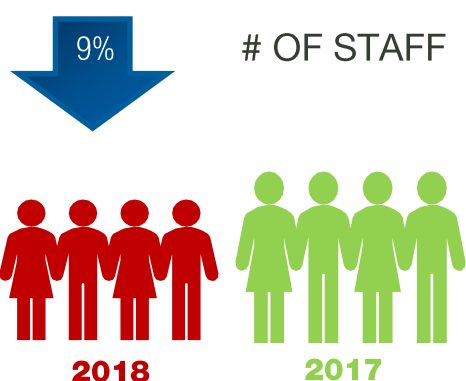
Financial Sustainability

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.

Ratio Type	Explanation	HQ		Mith Samlanh		Siem Reap		Lao PDR		Thailand		Indonesia		Total	
		2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
Standard Sustainability Sales Revenue Total Expenses	<i>Sales revenue available as a percentage of total expenditure</i>	17%	15%	64%	65%	53%	56%	26%	36%	0%	2%	0%	0%	40%	44%
Social Business Sustainability Sales Revenue Business Expenses	<i>The sustainability of the collective businesses</i>	104%	111%	119%	129%	113%	114%	100%	94%	0%	39%	0%	0%	116%	122%
Social Program Sustainability Business Net Surplus Program Expenses	<i>Business net surplus available to support the social services (programmatic) expenditures</i>	1%	2%	22%	30%	11%	14%	0%	-4%	0%	-3%	0%	0%	9%	12%
Donor Dependency 100% - Social Program Sustainability	<i>Friends' dependency rate on funding sources other than its social businesses</i>	99%	98%	78%	70%	89%	86%	100%	104%	100%	103%	100%	100%	91%	88%
		\$2.2m	\$2.4m	\$996K	\$980K	\$566K	\$490K	\$503K	\$420K	\$318K	\$353K	\$107K	\$98K	\$3.7m	\$3.6m

HQ & Friends Phnom Penh

	2018	2017
Number of Staff (31 Dec)	73	80
Total Income (US\$)	2,862,261	2,765,687
Total Expenses (US\$)	2,689,630	2,844,876
Administrative Costs	6%	5%



Financial Statements

Income Statement

for the year ending 31 December 2018

Headquarters & Friends Phnom Penh, Cambodia

INCOME	2018 (US\$)	2017 (US\$)
Training Income	203,423	161,487
Donor Funding	2,278,521	2,219,673
<i>Earned Donor Income</i>	<i>1,540,923</i>	<i>1,909,149</i>
<i>Unearned Donor Income</i>	<i>737,598</i>	<i>310,524</i>
Private Donations	59,420	73,152
Consultancy	23,591	45
Other Income	6,261	10,167
Internal Funding	61,933	46,694
Franchise Revenue	229,113	254,468
TOTAL INCOME	2,862,261	2,765,687
EXPENSES	2018 (US\$)	2017 (US\$)
PERSONNEL		
International Staff	668,698	716,768
National Staff	326,175	376,710
Health Insurance	11,704	12,982
Consultancies/Professional fees	141,014	26,482
Severance / Indemnities	12,836	3,000
Miscellaneous	9,464	8,824
	1,169,893	1,144,767
DIRECT COSTS		
Hygiene Costs	67	584
Medical Costs	9,104	1,259
IEC Materials	150	158
Food/Drink for Beneficiaries	1,491	2,737
Family Support	529	1,105
ChildSafe Campaigns & Materials	8,584	64,514
Miscellaneous	961	6,111
	20,887	76,468
EQUIPMENT/ASSETS		
IT/Computers	3,444	3,744
Vehicles	0	0
Furniture/Fittings	330	0
Construction & Building Works	168,301	0
Miscellaneous	40	491
	172,115	4,235
INDIRECT COSTS		

EXPENSES	2018 (US\$)	2017 (US\$)
Communications	16,620	20,818
Transport/Gasoline	7,664	9,913
Maintenance/Renovations	1,660	2,298
Office Supplies	7,462	7,751
Rent & Utilities	27,379	27,184
External Audits	7,491	6,601
Advertising/Marketing	6,817	9,689
Fundraising Costs	2,819	0
Miscellaneous	25,847	10,791
	103,758	95,046
CAPACITY BUILDING / M&E / COORDINATION		
Travel Costs	53,179	74,278
Staff Training	121	1,203
Workshops/ Research/Assessments	18,646	14,048
Board Meetings/ Conferences	9,052	10,899
	80,997	100,427
OTHER INCOME GENERATION COSTS		
Cost of Income Generation	86,916	82,782
Miscellaneous	301	206
	87,217	82,988
PROGRAM SUPPORT		
Peuan Mit (Lao PDR)	15,967	119,706
Kaliyan Mith (Siem Reap)	205,000	247,415
Teman Baik (Indonesia)	12,969	4,000
Peuan Peuan (Thailand)	17,836	44,623
Mith Samlanh	419,167	543,113
	670,939	958,857
CYTI ALLIANCE NETWORK - SUB-GRANTS		
Damnok Toek (DT)	84,942	92,412
Komar Rikreay (KMR)	31,040	41,359
M'lop Tapang (MT)	123,050	161,345
Samathapheap Khnom Organisation (SKO)	15,926	20,000
Transcultural Psychosocial Organisation (TPO)	19,492	30,134
Cambodia Children's Trust (CCT)	25,482	27,427
Krousar Thmey (KT)	12,000	3,280
LinkAge (Yangon)	0	6,132
Children's Future International (CFI)	26,033	0
Korsang (KS)	44,260	0
Counterspace	1,600	0
	383,825	382,089
TOTAL EXPENSES	2,689,630	2,844,876
NET INCOME	172,632	-79,190
Retained funds b/f	611,692	690,882
EQUITY	784,324	611,692

Statement of Financial Position

as at 31 Dec 2018

Headquarters & Friends Phnom Penh, Cambodia

CURRENT ASSETS		2018 (US\$)	2017 (US\$)
Current Assets			
	Cash & Bank	668,214	495,011
	Project Advances	0	3,458
	Sub-Contractee Advances	350	9,907
	Prepayments	11,045	442
Accounts Receivable			
	Program Loans	39,000	162,400
	Funding Receivables	34,154	35,739
	Business Receivables	89,051	99,504
	Staff Loans	13,748	8,438
	Health Insurance	3,047	1,450
	Guarantee Deposit	1,050	1,050
	Miscellaneous	12,582	17,320
TOTAL ASSETS		872,240	834,720
LIABILITIES			
Current Liabilities			
	Funding Payables	62,695	156,216
	Business Payables	95	0
	Tax Payable	6,473	6,217
	Miscellaneous	11,049	59,199
	Withholding Tax	1,560	1,396
	Unearned Revenue	6,044	0
TOTAL LIABILITIES		87,916	223,027
EQUITY		784,324	611,692

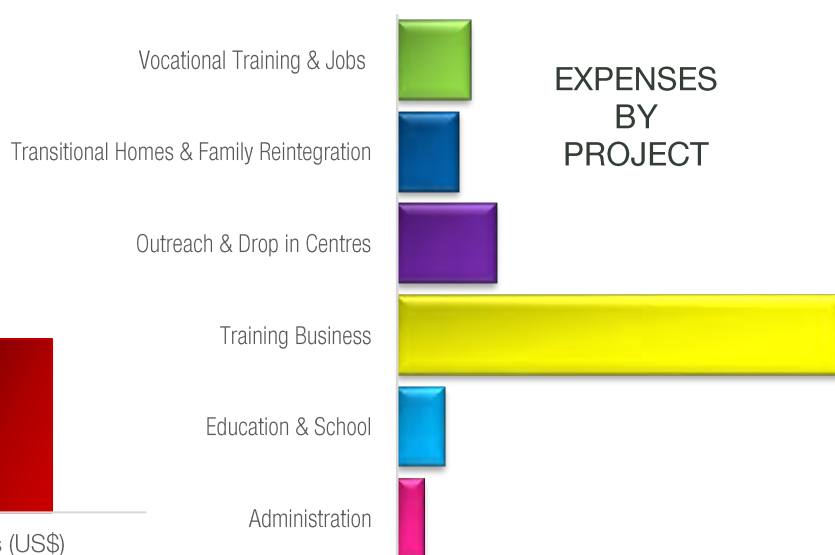
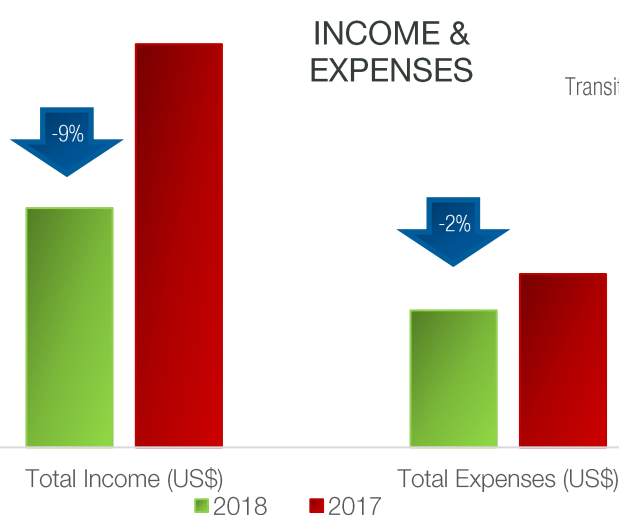
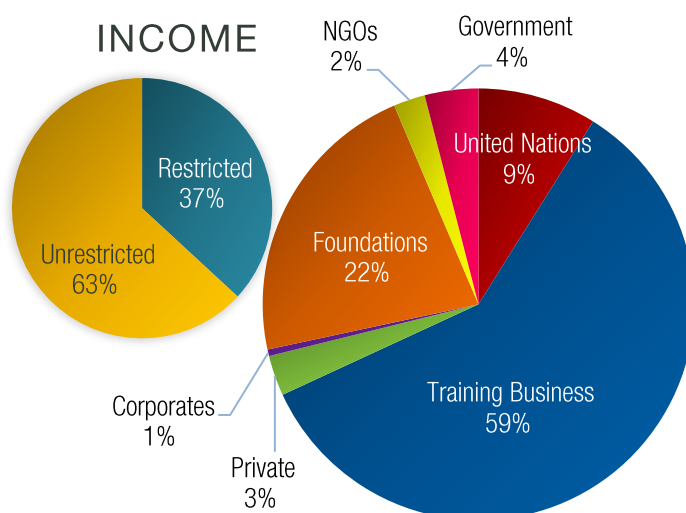
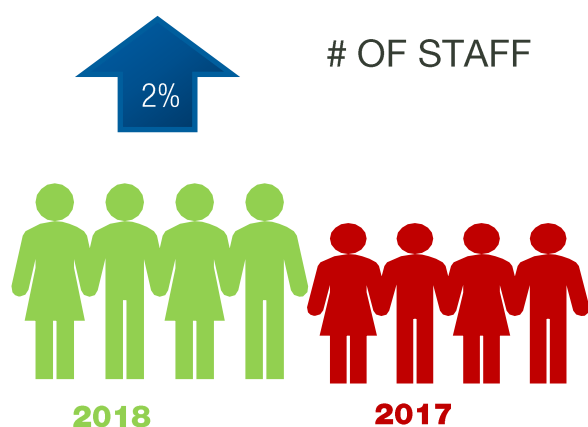
Statement of Changes in Equity

as at 31 Dec 2018
Headquarters & Friends Phnom Penh, Cambodia

#	FUND ACCOUNT	TYPE	OPENING	INCOME	EXPENSES	SUB- CONTRACT	IO TRANSFER	CLOSING
1	Friends N Stuff	<i>Training & Employment</i>	-141,477	213,331	241,036	0	0	-169,182
2	TREE Alliance	<i>Training & Employment</i>	190,614	232,713	187,417	0	11,811	224,099
3	DAK Foundation	<i>Donor</i>	0	50,000	678	0	0	49,322
4	Epic Foundation	<i>Donor</i>	0	34,906	0			34,906
5	EXO Foundation	<i>Donor</i>	1,500	0	0	0	0	1,500
6	Firetree Asia Foundation	<i>Donor</i>	0	10,000	0	10,000	0	0
7	Fondation de l'Orangerie	<i>Donor</i>	1,512	0	1,512	0	0	0
8	Fossil Foundation	<i>Donor</i>	0	36,883	36,883	0	0	0
9	Gisela Foundation	<i>Donor</i>	0	9,996	3,561	0	0	6,435
10	GFATM / NCHADS	<i>Donor</i>	110,599	143,883	51,655	34,260	123,767	44,800
11	Intrepid Foundation	<i>Donor</i>	0	36,000	0		32,400	3,600
12	Lombard Odier	<i>Donor</i>	3,934	0	3,934	0	0	0
13	Michael Gilmore	<i>Private</i>	0	0	1,085	0	0	-1,085
14	Microsoft Philanthropies	<i>Donor</i>	-246	1,746	1,500	0	0	0
15	Mith Samlanh	<i>Donor</i>	0	111,408	111,408	0		0
16	Save the Children	<i>Donor</i>	9,127	-4,007	5,120	0	0	0
17	Swiss Philanthropy Foundation (WISE)	<i>Donor</i>	6,185	0	6,185	0	0	0
18	Teresa Orr	<i>Donor</i>	89,865	195,047	195,754	0	0	89,158
19	Tom Sargent (Tides Foundation)	<i>Donor</i>	0	250,000	238,647	0	11,353	0
20	UNICEF Cambodia	<i>Donor</i>	7,077	1,014,377	202,912	337,965	468,000	12,577
21	US Embassy	<i>Donor</i>	0	1,600	0	1,600	0	0
22	Fondation NEXT (WISE)	<i>Donor</i>	176,641	359,978	282,275	0	0	254,344
23	General Reserves	<i>Private</i>	156,361	164,402	63,303	0	23,608	233,852
			611,692	2,862,261	1,634,866	383,825	670,939	784,324

Mith Samlanh

	2018	2017
Number of Staff (31 Dec)	237	233
Total Income (US\$)	2,950,517	3,259,133
Total Expenses (US\$)	2,757,890	2,826,385
Administrative Costs	4%	4%



Financial Statements

Income Statement

for the year ended 31 Dec 2018

Mith Samlanh, Phnom Penh, Cambodia

INCOME	2018 (US\$)	2017 (US\$)
Training Income	1,740,685	1,820,956
Donor Funding	1,160,600	1,383,833
<i>Earned Donor Income</i>	<i>1,037,732</i>	<i>1,196,001</i>
<i>Unearned Donor Income</i>	<i>122,868</i>	<i>187,831</i>
Private Donations	28,746	38,485
Consultancy	305	605
Other Income	20,181	15,254
TOTAL INCOME	2,950,517	3,259,133
EXPENSES	2018 (US\$)	2017 (US\$)
PERSONNEL		
National Staff	1,193,414	1,175,812
Health Insurance	41,847	32,431
Consultancies/Professional fees	133,476	138,039
Miscellaneous	16,289	23,103
	1,385,025	1,369,385
DIRECT COSTS		
Hygiene Costs	1,739	4,284
Medical Costs	15,630	23,524
IEC Materials	1,620	2,855
Clothing for Beneficiaries	560	2,053
Non-Formal Education materials	17,895	13,022
Food/Drink for Beneficiaries	72,730	82,418
Family Support	6,723	4,606
Harm Reduction Materials	8,524	70,435
Centre Supplies	11,528	8,707
Other Activity Costs	13,645	11,198
Family Reintegration Travel	16,866	24,148
Recreational Activity Support	3,205	5,192
Outreach Materials	738	1,676
School Reintegration Support	17,378	11,925
Vocational Training Materials	31,682	33,311
Placement Support	30,295	25,886
Foster Care Families	44,138	35,149
Staff Uniforms	290	1,210

EXPENSES	2018 (US\$)	2017 (US\$)
Family Income Generation Support	10,060	12,313
	305,246	373,913
EQUIPMENT/ASSETS		
IT/Computers	1,758	5,943
Vehicles	0	4,230
Furniture/Fittings	240	990
Vocational Training Equipment	1,093	2,877
Miscellaneous	2,193	2,966
	5,284	17,006
INDIRECT COSTS		
Communications	13,870	5,695
Transport/Gasoline	31,222	30,760
Maintenance/Renovations	46,227	45,256
Office Supplies	36,625	41,502
Rent & Utilities	144,578	135,849
External Audits	8,212	7,590
Advertising/Marketing	11,051	7,923
Miscellaneous	26,511	37,701
	318,297	312,275
CAPACITY BUILDING/ M&E / COORDINATION		
Staff Training	1,745	3,804
Board Meetings/ Conferences	1,430	26
	3,175	3,830
OTHER INCOME GENERATION COSTS		
Cost of Income Generation	530,221	571,807
Outlet Supplies	6,212	10,580
Franchise Fees	186,755	141,877
Staff Food costs	17,276	22,989
Training Uniforms	399	2,722
	740,863	749,975
TOTAL EXPENSES	2,757,890	2,826,385
NET INCOME	192,627	432,748
Retained funds b/f	3,321,764	2,889,016
EQUITY	3,514,391	3,321,764

Statement of Financial Position

as at 31 Dec 2018

Mith Samlanh, Phnom Penh, Cambodia

NON-CURRENT ASSETS		2018 (US\$)	2017 (US\$)
	Land & Buildings	2,826,900	2,826,900
CURRENT ASSETS			
Current Assets			
	Cash & Bank	693,232	634,196
	Prepayments	1,005	8
Accounts Receivable			
	Funding Receivables	29,003	540
	Training Receivables	25,355	27,616
	Staff Loans	1,970	2,520
	Guarantee Deposit	2,567	2,397
	Miscellaneous	5,675	0
TOTAL ASSETS		3,585,707	3,494,178
LIABILITIES			
Current Liabilities			
	Tax Payable	2,151	2,258
	Miscellaneous	39,165	35,156
	Program Loans	30,000	0
Long-Term Liabilities			
	Program Loan	0	135,000
TOTAL LIABILITIES		71,316	172,414
EQUITY		3,514,391	3,321,764

Statement of Changes in Equity

as at 31 Dec 2018

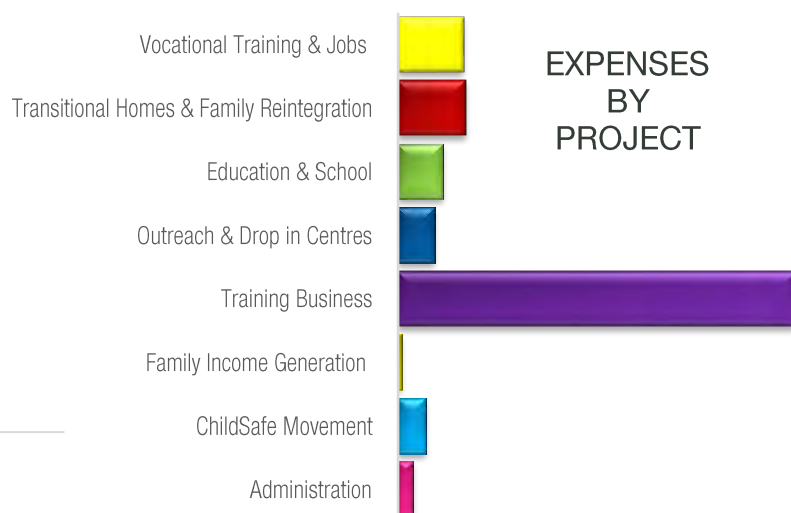
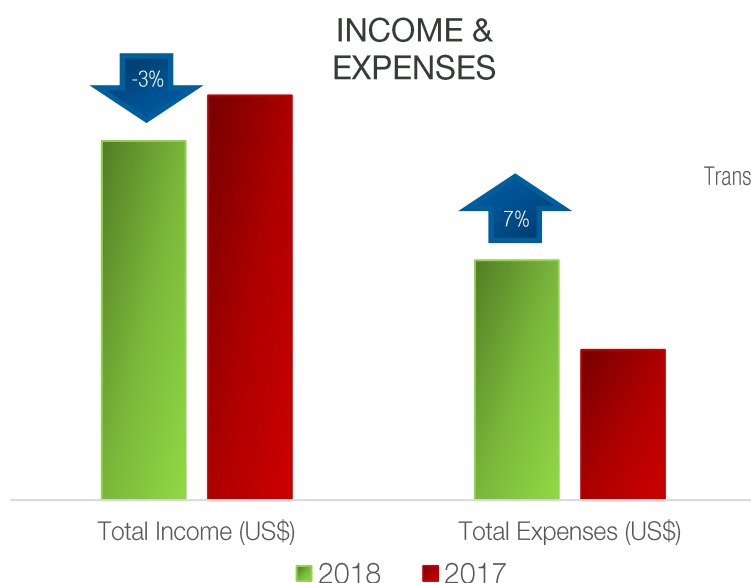
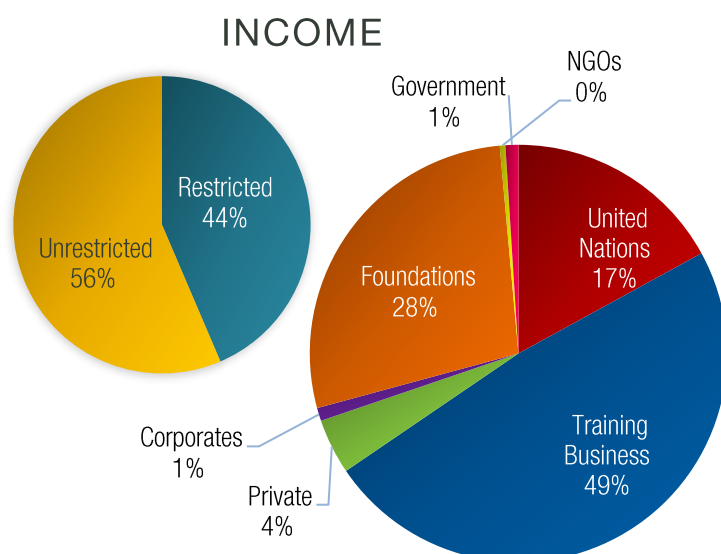
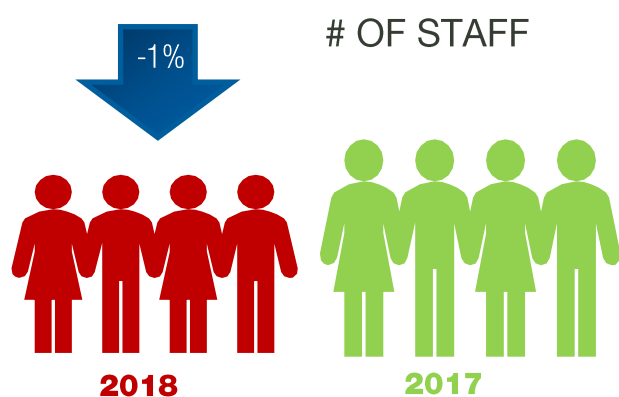
Mith Samlanh, Phnom Penh, Cambodia

#	FUND ACCOUNT	TYPE	OPENING	INCOME	EXPENSES	TRANSFER	CLOSING
1	Best of Friends Cook Book	<i>Training & Employment</i>	8,146	6,338	1,029	-1,539	11,917
2	Friends N Stuff Romdeng	<i>Training & Employment</i>	13,039	47,566	45,735	-1,713	13,156
3	Friends N Stuff St.13	<i>Training & Employment</i>	180,511	203,197	155,096	-26,775	201,837
4	Friends the Training Restaurant	<i>Training & Employment</i>	139,128	713,484	572,867	-44,050	235,696
5	Home Base Production	<i>Training & Employment</i>	-38,443	68,198	53,298	777	-22,766
6	Romdeng Training Restaurant	<i>Training & Employment</i>	102,046	683,293	587,439	-23,496	174,404
7	Training Centre	<i>Training & Employment</i>	12,443	24,366	34,846	1,202	3,165
8	Amadeus Asia	<i>Donor</i>	3,619	7,500	7,154	0	3,965
9	DanChurchAid	<i>Donor</i>	0	56,630	56,630	0	0
10	Dining for Women	<i>Donor</i>	9,851	0	9,851	0	0
11	Epic Foundation	<i>Donor</i>	0	47,648	38,921	0	8,727
12	FI / Firetree Asia Foundation	<i>Donor</i>	31,442	0	31,442	0	0
13	FI/ NCHADS / GFATM	<i>Donor</i>	4,991	118,464	122,197	0	1,259
14	Fondation ELLE	<i>Donor</i>	7,107	11,330	18,437	0	0
15	Fondation Junclair	<i>Donor</i>	156,184	242,927	179,662	0	219,449
16	Fondation NEXT (WISE)	<i>Donor</i>	37,681	0	82,701	0	-45,020
17	Fossil Foundation	<i>Donor</i>	0	93,591	93,591	0	0
18	Friends Deutschland	<i>Donor</i>	0	28,837	48	0	28,789
19	Friends France	<i>Donor</i>	0	11,561	11,561	0	0
20	Gisela Foundation	<i>Donor</i>	0	77,000	77,000	0	0

#	FUND ACCOUNT	TYPE	OPENING	INCOME	EXPENSES	TRANSFER	CLOSING
21	Global Development Group	<i>Donor</i>	0	10,319	9,117	0	1,203
22	IF Foundation	<i>Donor</i>	47,406	54,639	58,187	0	43,858
23	Intrepid Foundation	<i>Donor</i>	0	42,941	10,557	0	32,384
24	Microsoft Philanthropies	<i>Donor</i>	1,746	-1,746	0	0	0
25	Fondation PSA	<i>Donor</i>	0	2,294	1,470	0	824
26	Riverview Children's Foundation	<i>Donor</i>	14,745	10,913	14,745	0	10,913
27	SIPAR	<i>Donor</i>	2,393	13,201	13,484	0	2,110
28	Smart Axiata	<i>Donor</i>	0	8,862	5,203	0	3,659
29	Swiss Philanthropy Fund (WISE)	<i>Donor</i>	43,392	0	43,392	0	0
30	Teresa Orr	<i>Donor</i>	0	25,000	25,000	0	0
31	The Australian Embassy (DFAT-Aid)	<i>Donor</i>	748	0	0	0	748
32	UNICEF Cambodia	<i>Donor</i>	-188	263,188	263,000	0	0
33	United Nations Women's Guild of Vienna	<i>Donor</i>	0	10,500	10,500	0	0
34	Weyerhaeuser Family Foundation	<i>Donor</i>	0	25,000	25,000	0	0
35	General Reserves	<i>Private</i>	134,859	32,911	98,730	95,593	164,634
36	MS Land Funds	<i>Private</i>	2,408,918	10,564	0	0	2,419,482
	TOTAL		3,321,764	2,950,517	2,757,890	0	3,514,391

Friends Siem Reap

	2018	2017
Number of Staff (31 Dec)	123	124
Total Income (US\$)	1,292,701	1,329,819
Total Expenses (US\$)	1,195,484	1,122,438
Administrative Costs	2%	2%



Financial Statements

Income Statement

for the year ending 31 December 2018
Friends Siem Reap & Poipet, Cambodia

INCOME	2018 (US\$)	2017 (US\$)
Training Income	625,218	623,362
Donor Funding	640,305	581,977
<i>Earned Donor Income</i>	<i>615,024</i>	<i>492,087</i>
<i>Unearned Donor Income</i>	<i>25,281</i>	<i>89,890</i>
Private Donations	9,995	29,799
Consultancy	0	0
Other Income	1,748	10,335
Internal Funding	15,435	84,346
TOTAL INCOME	1,292,701	1,329,819
EXPENSES	2018 (US\$)	2017 (US\$)
PERSONNEL		
International Staff	19,989	14,435
National Staff	504,300	480,207
Health Insurance	19,664	15,092
Miscellaneous	5,511	5,810
	549,464	515,544
DIRECT COSTS		
Hygiene Costs	4,798	5,103
Medical Costs	5,253	2,574
IEC Materials	746	0
Clothing for Beneficiaries	886	533
Non-Formal Education materials	663	455
Food/Drink for Beneficiaries	37,069	32,018
Family Support	1,774	2,009
Harm Reduction Materials	0	0
Centre Supplies	3,121	1,070
Other Activity Costs	3,078	691
Family Reintegration Travel	1,958	4,199
Recreational Activity Support	1,605	3,566
Outreach Materials	476	29
School Reintegration Support	18,976	5,376
Vocational Training Materials	2,727	2,933
Placement Support	1,898	9,817
ChildSafe Materials	6,859	4,375

EXPENSES	2018 (US\$)	2017 (US\$)
Foster Care Families	18,457	27,778
Staff Uniforms	0	684
Family Income Generation Support	9,771	6,699
	120,114	109,908
EQUIPMENT/ASSETS		
IT/Computers	2,400	819
Vehicles	0	2,200
Furniture/Fittings	2,430	2,073
Vocational Training Equipment	170	0
Miscellaneous	299	1,011
	5,299	6,103
INDIRECT COSTS		
Communications	6,087	5,824
Transport/Gasoline	19,887	18,890
Maintenance/Renovations	14,999	12,565
Office Supplies	1,928	2,163
Rent & Utilities	98,085	91,013
External Audits	6,955	6,070
Advertising/Marketing	6,521	6,470
Miscellaneous	12,637	10,724
	167,099	153,719
CAPACITY BUILDING/ M&E / COORDINATION		
Travel Costs	1,889	2,820
Staff Training	1,080	1,225
Workshops/ Research/ Assessments	346	618
	3,316	4,663
OTHER INCOME GENERATION COSTS		
Cost of Income Generation	227,259	217,294
Outlet Supplies	29,358	23,347
Franchise Fees	49,551	49,048
Staff Food costs	20,034	20,544
Training Uniforms	8,038	8,084
Miscellaneous	411	398
	334,652	318,715
PROGRAM SUPPORT		
Headquarter Support Costs	15,539	13,786
	15,539	13,786
TOTAL EXPENSES	1,195,484	1,122,438
NET INCOME	97,217	207,381
Retained funds b/f	133,757	-73,623
EQUITY	230,974	133,757

Statement of Financial Position

as at 31 Dec 2018

Friends Siem Reap & Poipet, Cambodia

CURRENT ASSETS		2018 (US\$)	2017 (US\$)
Current Assets			
	Cash & Bank	205,485	141,760
	Project Advances	1,203	2,050
Accounts Receivable			
	Funding Receivables	19,047	263
	Staff Loans	700	950
	Guarantee Deposit	17,249	16,430
	Miscellaneous	2,370	12,429
TOTAL ASSETS		246,054	173,882
LIABILITIES			
Current Liabilities			
	Funding Payables	537	883
	Business Payables	9,858	0
	Tax Payable	454	576
	Miscellaneous	3,510	37,947
	Withholding Tax Payable	720	718
TOTAL LIABILITIES		15,079	40,125
EQUITY		230,974	133,757

Statement of Changes in Equity

as at 31 Dec 2018

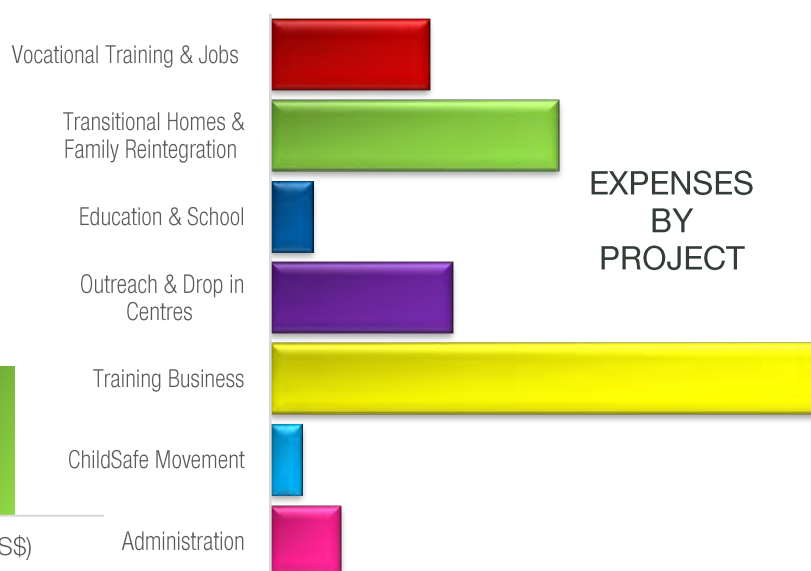
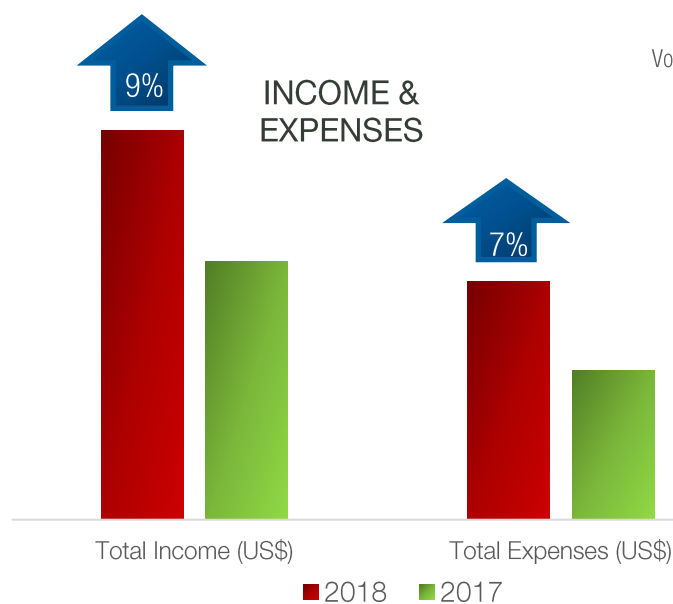
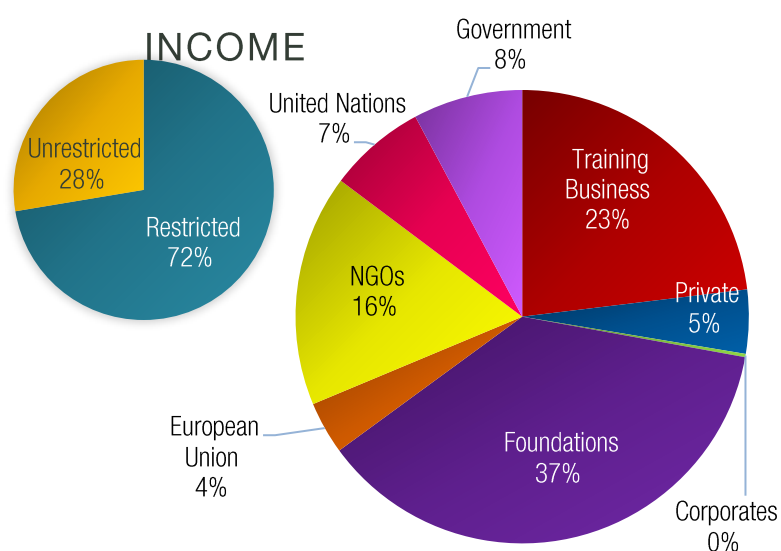
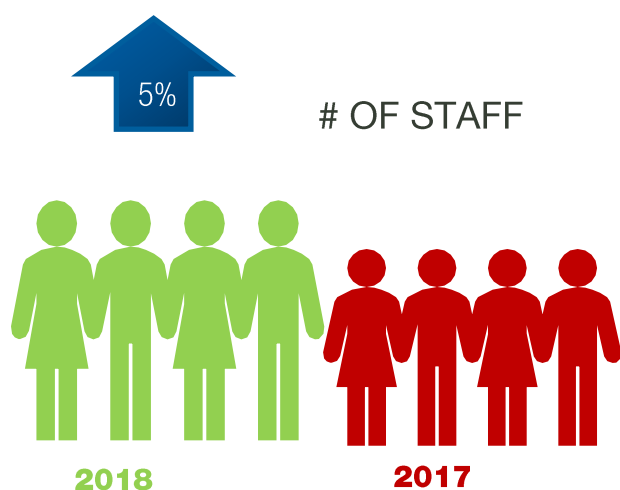
Friends Siem Reap & Poipet, Cambodia

#	FUND ACCOUNT	TYPE	OPENING	INCOME	EXPENSES	TRANSFER	CLOSING
1	Friends N Stuff KMSR	<i>Training & Employment</i>	12,387	106,968	103,521	1,983	17,817
2	Marum Training Restaurant	<i>Training & Employment</i>	963	496,143	437,731	-1,293	58,081
3	Let's Eat! Training Restaurant	<i>Training & Employment</i>	3,401	9,980	6,881	0	6,500
4	Phka Kravan Training	<i>Training & Employment</i>	229	7,391	3,778	0	3,842
5	Mechanics Training	<i>Training & Employment</i>	9,966	5,480	5,645	2,266	12,066
6	Hair Barber Training	<i>Training & Employment</i>	445	438	0	-71	812
7	Cambodian Children Support Fund	<i>Donor</i>	6,017	0	5,968	-49	0
8	Damnok Toek	<i>Donor</i>	0	4,476	4,476		0
9	Epic Foundation	<i>Donor</i>	0	47,648	47,648	0	0
10	Fondation Raja	<i>Donor</i>	0	13,596	7,034	-45	6,517
11	Fossil Foundation	<i>Donor</i>	0	69,525	55,166	-370	13,990
12	Gecko/Intrepid Foundation	<i>Donor</i>	15,726	16,301	29,479	-85	2,462
13	Geneva Canton	<i>Donor</i>	19,247	12,918	22,487	0	9,678
14	Gisela Foundation	<i>Donor</i>	6,857	40,882	37,959	-158	9,622
15	IF Foundation	<i>Donor</i>	26,842	46,797	36,112	-25	37,502
16	Lloyd George Asia Foundation	<i>Donor</i>	0	19,985	16,471	-52	3,463
17	Paul Newfield	<i>Donor</i>	14,460	0	14,456	-5	0
18	Responsible Travels	<i>Donor</i>	270	0	270	0	0
19	Save The Children (USAID)	<i>Donor</i>	4,784	160	4,893	-51	0
20	Smart Axiata	<i>Donor</i>	0	6,750	4,996	-25	1,729
21	Teresa Orr	<i>Donor</i>	0	46,475	46,125	-350	0
22	Tourism Cares	<i>Donor</i>	3,511	4,000	7,507	-4	0

#	FUND ACCOUNT	TYPE	OPENING	INCOME	EXPENSES	TRANSFER	CLOSING
23	UNICEF Cambodia	<i>Donor</i>	-3,656	208,656	203,852	-1,148	0
24	UNVTF Secretariat (UNODC)	<i>Donor</i>	0	11,472	5,537		5,934
25	WISE	<i>Donor</i>	0	70,000	48,440	-145	21,415
26	World Childhood Foundation	<i>Donor</i>	0	34,384	34,384	0	0
27	Angkor Hospital for Children	<i>Private</i>	0	1,000	2,000	0	-1,000
28	Save Haven	<i>Private</i>	0	2,300	2,300	0	0
29	General Reserves	<i>Reserves</i>	12,307	8,977	367	-374	20,543
	TOTAL		133,757	1,292,701	1,195,484	0	230,974

Friends Laos

	2018	2017
Number of Staff (31 Dec)	59	56
Total Income (US\$)	754,239	688,806
Total Expenses (US\$)	678,874	634,388
Administrative Costs	5%	5%



Financial Statements

Income Statement

for the year ending 31 Dec 2018

Friends Vientiane & Luang Prabang, Laos

INCOME	2018 (US\$)	2017 (US\$)	2018 (KIP)	2017 (KIP)
Training Income	173,909	90,151	1,391,272,870	721,207,680
Donor Funding	561,361	333,743	4,490,885,858	2,669,941,497
<i>Earned Donor Income</i>	<i>496,389</i>	<i>294,238</i>	<i>3,971,112,546</i>	<i>2,353,904,685</i>
<i>Unearned Donor Income</i>	<i>64,972</i>	<i>39,505</i>	<i>519,773,312</i>	<i>316,036,813</i>
Private Donations	1,637	142,713	13,093,580	1,141,705,925
Other Income	967	1,158	7,737,414	9,264,284
Internal Funding	16,366	121,041	130,925,557	968,331,822
TOTAL INCOME	754,239	688,806	6,033,915,279	5,510,451,208
EXPENSES	2018 (US\$)	2017 (US\$)	2018 (KIP)	2017 (KIP)
PERSONNEL				
International Staff	18,346	0	146,770,399	0
National Staff	289,624	308,675	2,316,992,079	2,469,399,617
Health Insurance	13,668	13,880	109,345,460	111,043,395
Miscellaneous	3,469	14,588	27,752,500	116,705,765
	325,108	337,144	2,600,860,439	2,697,148,777
DIRECT COSTS				
Hygiene costs	17,638	8,147	141,105,000	65,174,378
Medical costs	10,575	3,826	84,602,000	30,606,000
IEC Material	249	0	1,989,000	0
Clothing for Beneficiaries	2,596	1,686	20,764,000	13,485,000
Non-Formal Education materials	1,778	583	14,220,000	4,665,000
Food/Drink for Beneficiaries	38,595	28,210	308,759,500	225,676,500
Family/Support	1,928	884	15,424,500	7,074,000
Harm Reduction Materials	34	0	270,000	0
Centre Supplies	7,810	5,726	62,481,500	45,810,036
Other Activity Costs	1,307	1,472	10,456,000	11,778,500
Family Reintegration Travel	2,219	2,242	17,748,000	17,937,500
Recreational Activity Support	3,195	2,402	25,558,500	19,212,500
Outreach Materials	504	203	4,034,000	1,625,000
School Reintegration Support	13,443	3,567	107,545,000	28,532,000
Vocational Training Materials	4,310	361	34,478,162	2,890,000
Placement Support	3,220	2,812	25,760,000	22,497,000
ChildSafe Materials	153	2,442	1,220,000	19,532,259
Foster Care Families	2,112	459	16,899,500	3,675,000
Staff Uniforms	193	1,351	1,540,000	10,810,000

EXPENSES	2018 (US\$)	2017 (US\$)	2018 (KIP)	2017 (KIP)
Family Income Generation Support	2,941	759	23,529,000	6,074,000
	114,798	67,132	918,383,662	537,054,673
EQUIPMENT/ASSETS				
IT/Computers	2,971	2,336	23,767,500	18,690,000
Vehicles	0	0	0	0
Furniture/Fittings	6,315	1,885	50,522,000	15,083,516
Vocational Training Equipment	463	0	3,700,000	0
Miscellaneous	949	1,154	7,591,000	9,234,024
	10,698	5,376	85,580,500	43,007,540
INDIRECT COSTS				
Communications	4,314	4,287	34,514,000	34,296,500
Transport/Gasoline	9,014	5,369	72,115,500	42,949,000
Maintenance/Renovations	15,002	6,951	120,016,925	55,611,000
Office Supplies	4,061	2,173	32,488,000	17,381,177
Rent & Utilities	35,133	40,981	281,060,397	327,849,950
External Audits	1,868	12,655	14,943,477	101,242,062
Advertising/Marketing	1,092	236	8,738,389	1,886,240
Miscellaneous	9,278	7,186	74,225,209	57,484,794
	79,763	79,838	638,101,896	638,700,722
CAPACITY BUILDING/ MONITORING & EVALUATION/ COORDINATION				
Travel Costs	13,840	10,556	110,717,399	84,447,094
Staff Training	3,276	632	26,204,500	5,054,500
Workshops/ Research/ Assessments	972	6,808	7,774,100	54,466,283
	18,087	17,996	144,695,999	143,967,877
OTHER INCOME GENERATION COSTS				
Cost of Income Generation	61,129	69,727	489,034,831	557,815,455
Outlet Supplies	9,789	8,274	78,314,610	66,194,500
Franchise Fees	15,868	21,761	126,941,623	174,091,113
Staff Food costs	9,891	8,568	79,131,027	68,546,172
Training Uniforms	3,002	2,163	24,013,500	17,307,000
Miscellaneous	10	599	83,000	4,789,742
	99,690	111,093	797,518,591	888,743,982
PROGRAM SUPPORT				
Headquarter Support Costs	30,732	15,810	245,854,791	126,476,680
	30,732	15,810	245,854,791	126,476,680
TOTAL EXPENSES	678,874	634,388	5,430,995,877	5,075,100,251
NET INCOME	75,365	54,419	602,919,401	435,350,957
Retained funds b/f	34,397	-20,022	275,172,139	-160,178,818
EQUITY	109,761	34,397	878,091,540	275,172,139

Statement of Financial Position

as at 31 Dec 2018

Friends Vientiane & Luang Prabang, Laos

CURRENT ASSETS		2018 (US\$)	2017 (US\$)	2018 (KIP)	2017 (KIP)
Current Assets					
	Cash & Bank	137,761	62,935	1,102,088,338	503,481,453
	Prepayments	5,757	16,550	46,057,500	132,400,000
Accounts Receivable					
	Funding Receivables	0	13,892	0	111,138,177
	Training Receivables	7,179	10,060	57,428,768	80,482,152
	Staff Loans	2,000	1,688	16,000,000	13,500,000
	Guarantee Deposits	3,481	0	27,846,800	0
	Miscellaneous	0	58	0	461,720
TOTAL ASSETS		156,178	105,183	1,249,421,406	841,463,502
LIABILITIES					
Current Liabilities					
	Funding Payables	0	33,426	0	267,404,364
	Training Payables	31,397	0	251,173,997	0
	Tax Payable	0	0	0	0
	Miscellaneous	6,249	9,961	49,995,868	79,687,000
	Program Loans	8,770	27,400	70,160,000	219,200,000
TOTAL LIABILITIES		46,416	70,786	371,329,865	566,291,364
EQUITY		109,761	34,397	878,091,540	275,172,139

Statement of Changes in Equity

as at 31 Dec 2018

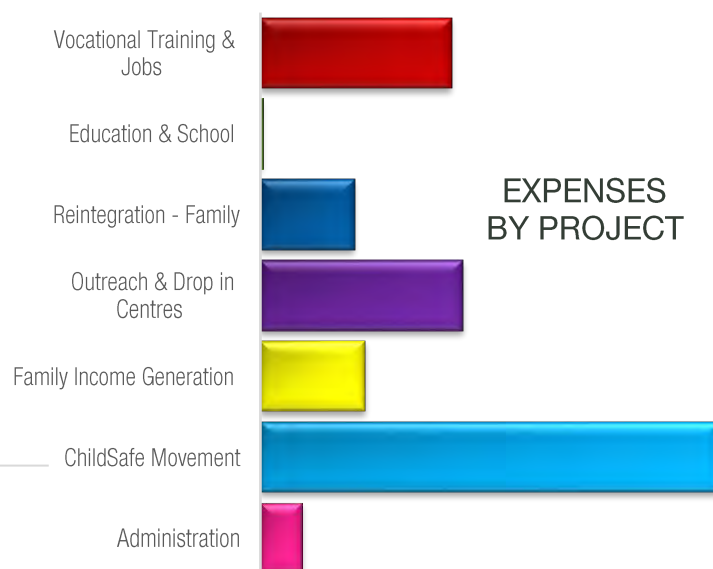
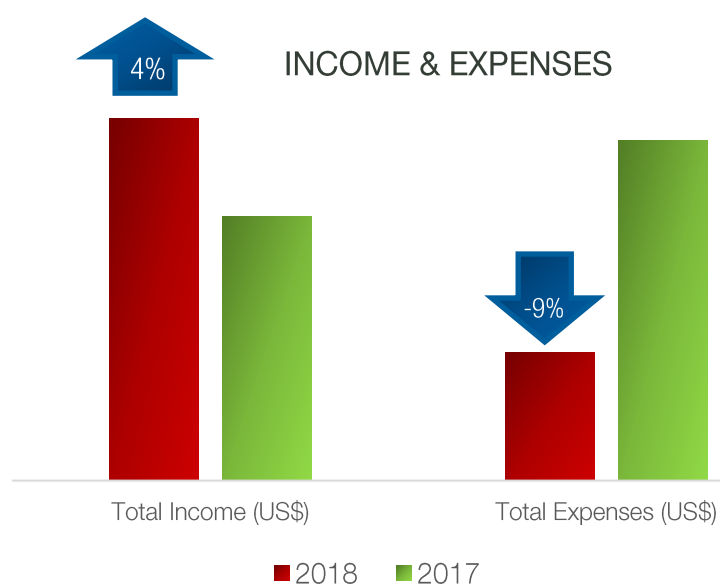
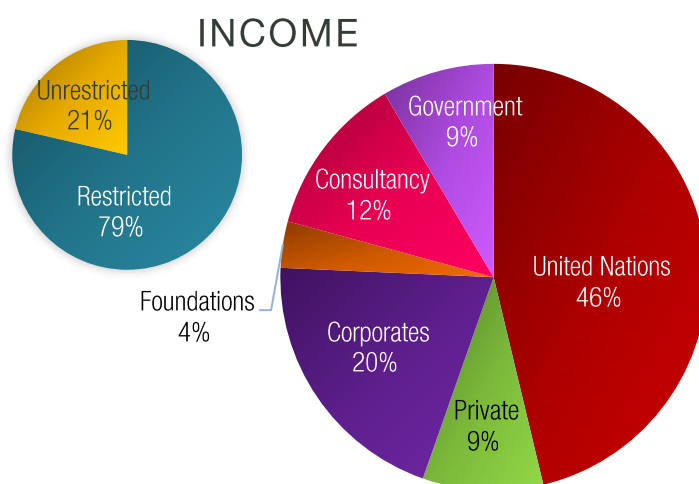
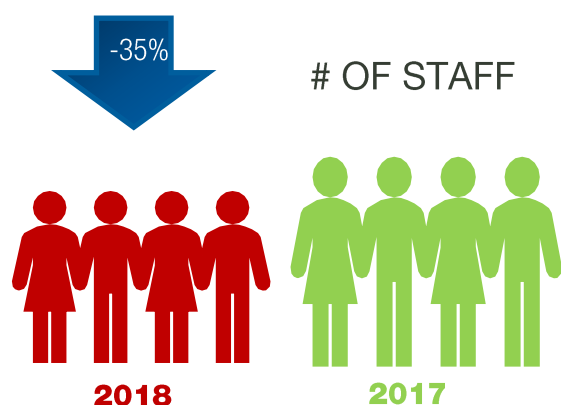
Friends Vientiane & Luang Prabang, Laos

#	FUND ACCOUNT (KIP)	TYPE	OPENING K	INCOME K	EXPENSES K	TRANSFER K	CLOSING K
1	Friends N Stuff Khaiphaen	<i>Training & Employment</i>	-28,930,054	25,809,000	32,715,500	0	-35,836,554
2	Friends N Stuff Makphet	<i>Training & Employment</i>	26,488,846	84,734,200	18,596,000	3,469,000	96,096,046
3	Khaiphaen Training Restaurant	<i>Training & Employment</i>	75,553,950	1,217,569,084	1,325,810,217	-2,855,000	-35,542,183
4	Lao Cookbook	<i>Training & Employment</i>	195,408,489	25,505,000	12,485,952	0	208,427,537
5	Let's Eat Training Restaurant	<i>Training & Employment</i>	0	18,980,000	23,899,937	2,036,000	-2,883,937
6	Makphet Training Restaurant	<i>Training & Employment</i>	-81,462,802	-264,000	37,655	0	-81,764,457
7	Mechanics Vocational Training	<i>Training & Employment</i>	-129,252,109	20,140,500	0	11,535,000	-97,576,609
8	Amie(s)	<i>Donor</i>	0	68,334,000	68,285,000	-49,000	0
9	Caritas Australia	<i>Donor</i>	170,229,363	875,556,375	813,053,387	-3,902,034	228,830,317
10	Czech Republic Embassy	<i>Donor</i>	0	180,814,116	180,749,000	-65,116	0
11	European Union	<i>Donor</i>	-110,704,556	226,469,204	0	-115,764,648	0
12	Friends France	<i>Donor</i>	0	152,800,736	152,686,710	-114,026	0
13	Gisela Foundation	<i>Donor</i>	0	124,061,908	124,049,555	-12,353	0
14	Intrepid Foundation / Geckos Pty Ltd	<i>Donor</i>	7,712,500	213,633,944	131,244,789	-137	90,101,518
15	Kadoorie Foundation	<i>Donor</i>	0	567,710,656	502,648,967	-4,395,000	60,666,689
16	Luxembourg Development Cooperation	<i>Donor</i>	0	290,483,294	83,071,200	0	207,412,094
17	Responsible Travel	<i>Donor</i>	9,666,464	14,087,600	29,807,235	-2,952,730	-9,005,900
18	Small Steps Project	<i>Donor</i>	133,990,119	122,271,942	352,053,926	-2,744,619	-98,536,484
19	Spellbrook Foundation	<i>Donor</i>	187,785,932	225,600,655	289,134,532	0	124,252,055
20	Teresa Orr	<i>Donor</i>	0	124,125,000	124,124,967	-33	0
21	UNICEF Laos	<i>Donor</i>	0	419,430,127	418,876,367	-553,760	0
22	WISE Sàrl	<i>Donor</i>	0	885,506,300	553,157,858	-1,047,500	331,300,942
23	General Reserves	<i>Reserves</i>	-181,314,003	150,555,637	194,507,124	117,415,956	-107,849,534
	TOTAL		275,172,139	6,033,915,279	5,430,995,877	0	878,091,540

#	FUND ACCOUNT (US\$)	TYPE	OPENING \$	INCOME \$	EXPENSES \$	TRANSFER \$	CLOSING \$
1	Friends N Stuff Khaiphaen	<i>Training & Employment</i>	-3,616	3,226	4,089	0	-4,480
2	Friends N Stuff Makphet	<i>Training & Employment</i>	3,311	10,592	2,325	434	12,012
3	Khaiphaen Training Restaurant	<i>Training & Employment</i>	9,444	152,196	165,726	-357	-4,443
4	Lao Cookbook	<i>Training & Employment</i>	24,426	3,188	1,561	0	26,053
5	Let's Eat Training Restaurant	<i>Training & Employment</i>	0	2,373	2,987	255	-360
6	Makphet Training Restaurant	<i>Training & Employment</i>	-10,183	-33	5	0	-10,221
7	Mechanics Vocational Training	<i>Training & Employment</i>	-16,157	2,518	0	1,442	-12,197
8	Amie(s)	<i>Donor</i>	0	8,542	8,536	-6	0
9	Caritas Australia	<i>Donor</i>	21,279	109,445	101,632	-488	28,604
10	Czech Republic Embassy	<i>Donor</i>	0	22,602	22,594	-8	0
11	European Union	<i>Donor</i>	-13,838	28,309	0	-14,471	0
12	Friends France	<i>Donor</i>	0	19,100	19,086	-14	0
13	Gisela Foundation	<i>Donor</i>	0	15,508	15,506	-2	0
14	Intrepid Foundation / Geckos Pty Ltd	<i>Donor</i>	964	26,704	16,406	0	11,263
15	Kadoorie Foundation	<i>Donor</i>	0	70,964	62,831	-549	7,583
16	Luxembourg Development Cooperation	<i>Donor</i>	0	36,310	10,384	0	25,927
17	Responsible Travel	<i>Donor</i>	1,208	1,761	3,726	-369	-1,126
18	Small Steps Project	<i>Donor</i>	16,749	15,284	44,007	-343	-12,317
19	Spellbrook Foundation	<i>Donor</i>	23,473	28,200	36,142	0	15,532
20	Teresa Orr	<i>Donor</i>	0	15,516	15,516	0	0
21	UNICEF Laos	<i>Donor</i>	0	52,429	52,360	-69	0
22	WISE Sàrl	<i>Donor</i>	0	110,688	69,145	-131	41,413
23	General Reserves	<i>Reserves</i>	-22,664	18,819	24,313	14,677	-13,481
	TOTAL		34,397	754,239	678,874	0	109,761

Friends Thailand

	2018	2017
Number of Staff (31 Dec)	13	20
Total Income (US\$)	351,701	337,623
Total Expenses (US\$)	318,302	348,522
Administrative Costs	4%	3%



Financial Statements

Income Statement for the year ending 31 Dec 2018 Friends Bangkok, Thailand

INCOME	2018 (US\$)	2017 (US\$)	2018 (TH฿)	2017 (TH฿)
Training Income	0	8,360	0	292,616
Donor Funding	273,662	288,394	9,578,185	10,093,787
<i>Earned Donor Income</i>	<i>245,772</i>	<i>259,771</i>	<i>8,602,022</i>	<i>9,092,001</i>
<i>Unearned Donor Income</i>	<i>27,890</i>	<i>28,622</i>	<i>976,164</i>	<i>1,001,786</i>
Private Donations	3,978	1,294	139,234	45,300
Consultancy	50,737	4,470	1,775,807	156,448
Other Income	6,941	1,286	242,927	45,007
Internal Funding	16,383	33,819	573,394	1,183,660
TOTAL INCOME	351,701	337,623	12,309,547	11,816,819
EXPENSES	2018 (US\$)	2017 (US\$)	2018 (TH฿)	2016 (TH฿)
PERSONNEL				
International Staff	38,685	8,857	1,353,965	310,000
National Staff	119,891	171,818	4,196,183	6,013,639
Health Insurance	3,501	4,883	122,522	170,898
Overtime	0	0	0	0
Miscellaneous	25,091	20,792	878,180	727,725
	187,167	206,350	6,550,850	7,222,262
DIRECT COSTS				
Hygiene costs	363	894	12,711	31,283
Medical costs	845	1,701	29,577	59,548
IEC Material	960	461	33,584	16,144
Clothing for Beneficiaries	58	1,317	2,036	46,104
Non-Formal Education materials	398	411	13,928	14,377
Food/Drink for Beneficiaries	713	1,649	24,968	57,730
Family/Support	662	1,095	23,164	38,324
Harm Reduction Materials	0	0	0	0
Centre Supplies	0	720	0	25,214
Other Activity Costs	1,198	1,484	41,933	51,954
Family Reintegration Travel	0	504	0	17,656
Recreational Activity Support	7,715	150	270,038	5,261
Outreach Materials	168	792	5,880	27,703
School Reintegration Support	792	4,737	27,735	165,802
Vocational Training Materials	1,958	1,043	68,545	36,492
Placement Support	3,672	743	128,514	25,988
ChildSafe Materials	20,870	5,103	730,438	178,592
Foster Care Families	0	45	0	1,567

EXPENSES	2018 (US\$)	2017 (US\$)	2018 (TH฿)	2016 (TH฿)
Staff Uniforms	695	317	24,339	11,106
Family Income Generation Support	2,617	1,366	91,588	47,793
	43,685	24,532	1,528,975	858,636
EQUIPMENT/ASSETS				
IT/Computers	568	1,324	19,890	46,350
Vehicles	0	0	0	0
Furniture/Fittings	0	112	0	3,910
Vocational Training Equipment	0	214	0	7,490
Miscellaneous	0	223	0	7,800
	568	1,873	19,890	65,550
INDIRECT COSTS				
Communications	1,911	3,450	66,888	120,752
Transport/Gasoline	6,178	8,842	216,232	309,462
Maintenance/Renovations	69	1,969	2,409	68,905
Office Supplies	1,376	3,286	48,176	115,025
Rent & Utilities	23,057	53,542	807,007	1,873,971
External Audits	1,936	5,343	67,750	187,000
Advertising/Marketing	0	373	0	13,072
Miscellaneous	1,262	1,880	44,164	65,790
	35,789	78,685	1,252,627	2,753,978
CAPACITY BUILDING/ MONITORING & EVALUATION/ COORDINATION				
Travel Costs	17,768	13,027	621,877	455,944
Staff Training	296	160	10,369	5,594
Workshops/ Research/ Assessments	12,000	8,281	420,013	289,846
	30,065	21,468	1,052,259	751,384
OTHER INCOME GENERATION COSTS				
Cost of Income Generation	0	3,968	0	138,882
Outlet Supplies	0	1,197	0	41,905
Franchise Fees	0	0	0	0
Staff Food costs	0	845	0	29,586
Training Uniforms	0	57	0	1,983
Miscellaneous	0	493	0	17,255
	0	6,560	0	229,609
PROGRAM SUPPORT				
Peuan Peuan (Poipet)	14,175	0	496,120	0
Headquarter Support Costs	6,853	9,053	239,849	316,848
	21,028	9,053	735,969	316,848
TOTAL EXPENSES	318,302	348,522	11,140,569	12,198,267
NET INCOME	33,399	-10,899	1,168,977	-381,448
Retained funds b/f	79,003	89,902	2,765,105	3,146,554
EQUITY	112,402	79,003	3,934,082	2,765,105

Statement of Financial Position

as at 31 Dec 2018

Friends Bangkok, Thailand

CURRENT ASSETS		2018 (US\$)	2017 (US\$)	2018 (TH฿)	2017 (TH฿)
Current Assets					
	Cash & Bank	115,298	65,100	4,035,435	2,278,494
	Project Advances	749	0	26,200	0
Accounts Receivable					
	Funding Receivables	1,174	416	41,076	14,547
	Business Receivables	0	25,451	0	890,799
	Guarantee Deposits	1,737	8,563	60,800	299,700
	Miscellaneous	1,036	0	36,260	0
TOTAL ASSETS		119,993	99,530	4,199,771	3,483,541
LIABILITIES					
Current Liabilities					
	Funding Payables	5,673	19,013	198,558	665,450
	Business Payables	0	487	0	17,043
	Tax Payable	402	81	14,055	2,822
	Miscellaneous	745	0	26,069	0
	Withholding Tax	213	226	7,457	7,903
	Social Security Payable	559	721	19,550	25,218
TOTAL LIABILITIES		7,591	20,527	265,689	718,435
EQUITY		112,402	79,003	3,934,083	2,765,105

Statement of Changes in Equity

as at 31 Dec 2018

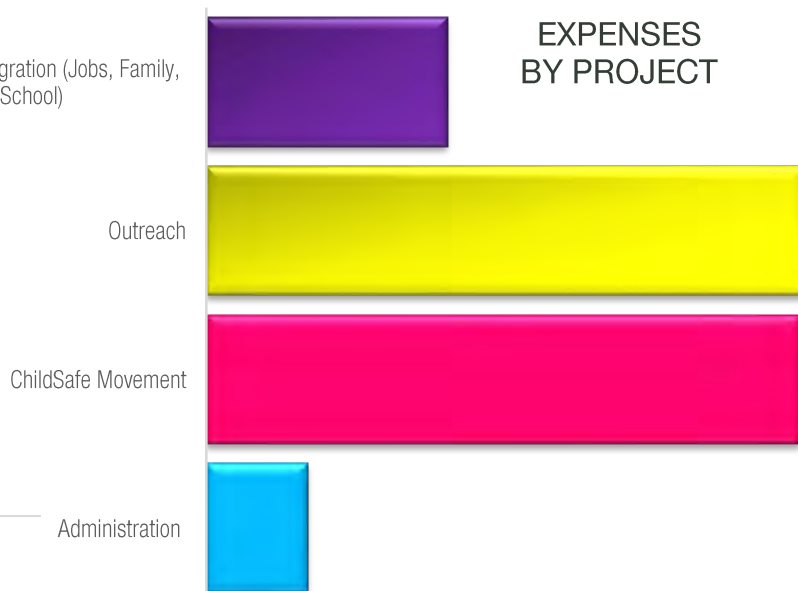
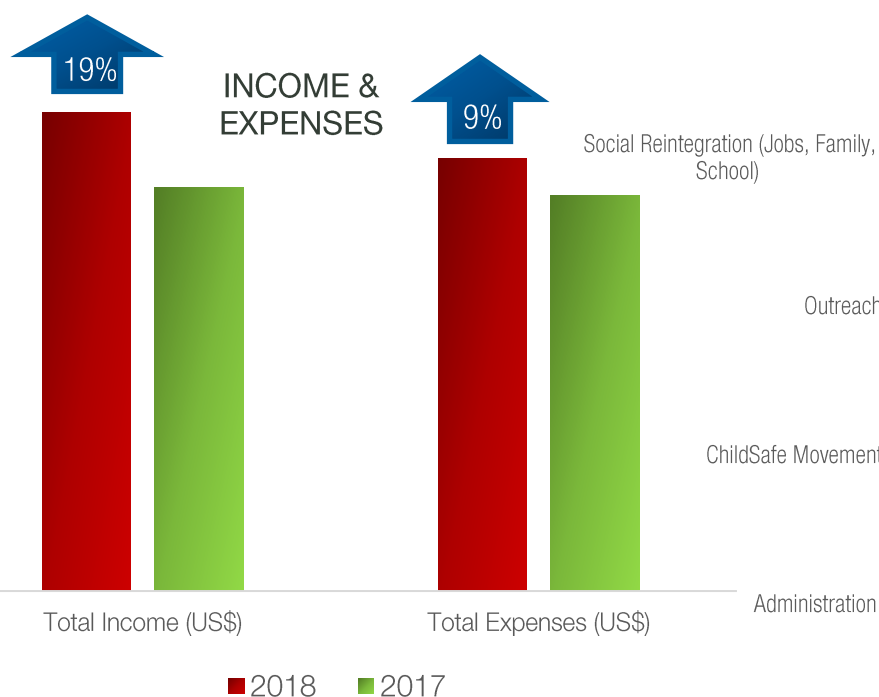
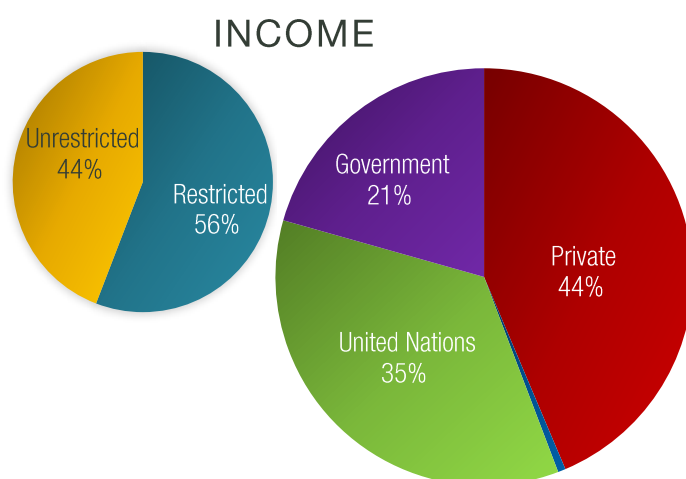
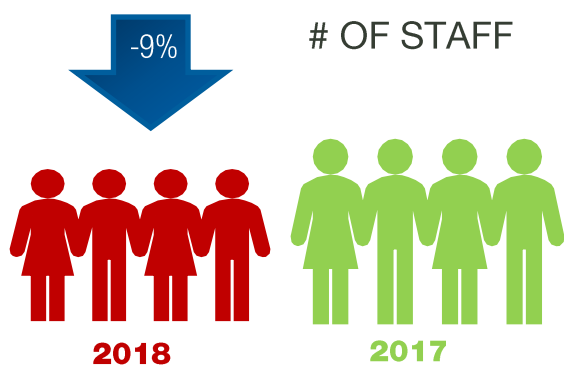
Friends Bangkok, Thailand

#	FUND ACCOUNT	TYPE	OPENING (฿)	INCOME (฿)	EXPENSE (฿)	TRANSFER (฿)	CLOSING (฿)
1	Chulalongkorn University	<i>Consultancy</i>	0	112,664	8,390	-104,274	0
2	Mahidol University	<i>Consultancy</i>	0	399,117	414,376	0	-15,259
3	Plan International	<i>Consultancy</i>	0	837,851	837,851	0	0
4	Star Fish Foundation	<i>Consultancy</i>	0	157,080	17,494	-139,586	0
5	ANZ Women's Group	<i>Donor</i>	94,844	0	94,844	0	0
6	Credit Suisse	<i>Donor</i>	1,113,828	2,500,564	1,944,974	-21,557	1,647,861
7	Department of Children & Youth (Royal Thai Government)	<i>Donor</i>	-146,474	1,051,460	731,738	-135,961	37,288
8	Deutsche Bank	<i>Donor</i>	378,062	0	73,507	0	304,555
9	EXO Foundation	<i>Donor</i>	35,313	0	35,313	0	0
10	Gisela Foundation	<i>Donor</i>	414,310	0	414,310	0	0
11	Les Mousquetaires (Friends France)	<i>Donor</i>	49,152	0	49,152	0	0
12	Lloyd George Asia Foundation	<i>Donor</i>	231,473	0	67,229	0	164,244
13	UNICEF Thailand	<i>Donor</i>	402,444	4,696,422	5,325,648	-162,680	-389,462
14	UNVTF Secretariat	<i>Donor</i>	0	997,575	222,961	0	774,614
15	World Childhood Foundation	<i>Donor</i>	26,681	432,729	376,701	0	82,709
16	General Reserves	<i>Reserves</i>	165,472	1,124,085	526,082	564,058	1,327,533
	FUND BALANCE		2,765,105	12,309,547	11,140,569	0	3,934,083

#	FUND ACCOUNT	TYPE	OPENING (\$)	INCOME (\$)	EXPENSE (\$)	TRANSFER (\$)	CLOSING (\$)
1	Chulalongkorn University	<i>Consultancy</i>	0	3,219	240	-2,979	0
2	Mahidol University	<i>Consultancy</i>	0	11,403	11,839	0	-436
3	Plan International	<i>Consultancy</i>	0	23,939	23,939	0	0
4	Star Fish Foundation	<i>Consultancy</i>	0	4,488	500	-3,988	0
5	ANZ Women's Group	<i>Donor</i>	2,710	0	2,710	0	0
6	Credit Suisse	<i>Donor</i>	31,824	71,445	55,571	-616	47,082
7	Department of Children & Youth (Royal Thai Government)	<i>Donor</i>	-4,185	30,042	20,907	-3,885	1,065
8	Deutsche Bank	<i>Donor</i>	10,802	0	2,100	0	8,702
9	EXO Foundation	<i>Donor</i>	1,009	0	1,009	0	0
10	Gisela Foundation	<i>Donor</i>	11,837	0	11,837	0	0
11	Intermarché (Friends France)	<i>Donor</i>	1,404	0	1,404	0	0
12	Lloyd George Asia Foundation	<i>Donor</i>	6,614	0	1,921	0	4,693
13	UNICEF Thailand	<i>Donor</i>	11,498	134,183	152,161	-4,648	-11,127
14	UNVTF Secretariat	<i>Donor</i>	0	28,502	6,370	0	22,132
15	World Childhood Foundation	<i>Donor</i>	762	12,364	10,763	0	2,363
16	General Reserves	<i>Reserves</i>	4,728	32,117	15,031	16,116	37,930
	FUND BALANCE		79,003	351,701	318,302	0	112,402

Friends Indonesia

	2018	2017
Number of Staff (31 Dec)	10	11
Total Income (US\$)	118,179	99,706
Total Expenses (US\$)	106,738	97,678
Administrative Costs	7%	8%



Financial Statements

Income Statement for the year ending 31 Dec 2018 Friends Jakarta, Indonesia

INCOME	2018 (US\$)	2017 (US\$)	2018 (IDR)	2017 (IDR)
Donor Funding	105,339	71,830	1,474,752,624	933,784,817
<i>Earned Donor Income</i>	<i>87,473</i>	<i>66,449</i>	<i>1,224,622,752</i>	<i>863,835,119</i>
<i>Unearned Donor Income</i>	<i>17,866</i>	<i>5,381</i>	<i>250,129,872</i>	<i>69,949,698</i>
Private Donations	421	23,474	5,893,590	305,167,556
Consultancy	48	0	673,000	0
Other Income	328	402	4,590,003	5,222,985
Internal Funding	12,043	4,000	168,597,240	52,000,000
TOTAL INCOME	118,179	99,706	1,654,506,457	1,296,175,358
EXPENSES	2018 (US\$)	2017 (US\$)	2018 (IDR)	2017 (IDR)
PERSONNEL				
Staff Salaries	53,125	56,858	743,750,110	739,154,906
Health Insurance	4,327	5,142	60,578,036	66,844,251
Miscellaneous	121	0	1,700,000	0
	57,573	62,000	806,028,145	805,999,157
DIRECT COSTS				
Hygiene costs	3	4	38,000	55,300
Medical costs	269	259	3,772,100	3,371,100
IEC Material	1,340	0	18,759,000	0
Clothing for Beneficiaries	0	21	0	270,000
Food/Drink for Beneficiaries	831	1,846	11,627,100	23,994,450
Family Support	242	318	3,390,150	4,128,900
Other Activity Costs	57	925	798,000	12,030,900
Recreational Activity Support	1,005	522	14,074,600	6,781,800
Outreach Materials	0	179	0	2,329,000
School Reintegration Support	274	336	3,836,500	4,362,900
Vocational Training Support	150	315	2,104,000	4,090,000
Placement Support	2	3,099	30,000	40,281,500
ChildSafe Materials	429	462	6,000,000	6,000,000
Staff Uniforms	0	214	0	2,783,400
Family Income Generation Support	34	1,570	470,000	20,414,500
	4,636	10,069	64,899,450	130,893,750
EQUIPMENT/ASSETS				
IT/Computers	629	0	8,800,000	0
Furniture/Fittings	129	127	1,807,500	1,645,200

EXPENSES	2018 (US\$)	2017 (US\$)	2018 (IDR)	2017 (IDR)
Miscellaneous	394	99	5,522,500	1,289,500
	1,152	226	16,130,000	2,934,700
INDIRECT COSTS				
Communications	1,698	1,633	23,768,800	21,228,632
Transport/Gasoline	2,410	3,097	33,741,300	40,258,300
Maintenance/Renovations	1,264	2,200	17,701,500	28,593,900
Office Supplies	1,557	2,150	21,803,350	27,951,518
Rent & Utilities	8,518	5,565	119,258,848	72,350,932
External Audits	1,071	1,154	15,000,000	15,000,000
Miscellaneous	1,596	352	22,348,735	4,571,121
	18,116	16,150	253,622,533	209,954,403
CAPACITY BUILDING/ MONITORING & EVALUATION/ COORDINATION				
Travel Costs	17,018	550	238,248,344	7,148,875
Board Meetings	90	550	1,264,500	7,148,875
	17,108	1,100	239,512,844	14,297,750
PROGRAM SUPPORT				
Headquarter Support Costs	8,153	8,133	114,144,000	105,730,000
	8,153	8,133	114,144,000	105,730,000
TOTAL EXPENSES	106,738	97,678	1,494,336,972	1,269,809,760
NET INCOME	11,441	2,028	160,169,485	26,365,598
Retained funds b/f	6,569	4,541	85,394,860	59,029,262
Restated (exchange rate differences)	6,100			
EQUITY	17,540	6,569	245,564,345	85,394,860

Statement of Financial Position

as at 31 Dec 2018

Friends Jakarta, Indonesia

CURRENT ASSETS		2018 (US\$)	2017 (US\$)	2018 (IDR)	2017 (IDR)
Current Assets					
	Cash & Bank	39,373	14,303	551,224,884	185,939,217
	Project Advances	3,152	0	44,130,000	0
Accounts Receivable					
	Funding Receivables	0	6,487	0	84,325,590
	Staff Loan Receivables	1,429	2,231	20,000,000	29,000,000
	Guarantee Deposits	714	769	10,000,000	10,000,000
TOTAL ASSETS		44,668	23,790	625,354,884	309,264,807
LIABILITIES					
Current Liabilities					
	Funding Payables	27,063	16,892	378,881,201	219,600,086
	Tax Payable	65	56	909,338	723,810
	Social Security Payable	0	273	0	3,546,050
TOTAL LIABILITIES		27,128	17,221	379,790,539	223,869,946
EQUITY		17,540	6,569	245,564,345	85,394,860

Statement Changes in Equity

as at 31 Dec 2018

Friends Jakarta, Indonesia

#	FUND ACCOUNT	TYPE	OPENING (IDR)	INCOME (IDR)	EXPENSES (IDR)	TRANSFERS (IDR)	CLOSING (IDR)
1	Boeing	<i>Donor</i>	0	0	66,806,849	0	-66,806,849
2	Geneva Canton	<i>Donor</i>	58,506,675	345,285,600	370,791,267	0	33,001,008
3	Responsible Travel	<i>Donor</i>	12,584,490	-9,923,590	2,660,900	0	0
4	Symphasis Foundation	<i>Donor</i>	-31,402,471	0	0	31,402,471	0
5	Teresa Orr	<i>Donor</i>	0	271,317,036	271,317,036	0	0
6	UNICEF Indonesia	<i>Donor</i>	0	588,682,378	530,945,991	-15,701,236	42,035,152
7	Allan Murray Jones	<i>Private</i>	0	279,391,200	48,907,558	0	230,483,642
8	General Reserves	<i>Private</i>	45,706,167	179,753,833	202,907,371	-15,701,236	6,851,392
	TOTAL		85,394,860	1,654,506,457	1,494,336,972	0	245,564,345

#	FUND ACCOUNT	TYPE	OPENING (US\$)	INCOME (US\$)	EXPENSES (US\$)	TRANSFERS (US\$)	CLOSING (US\$)
1	Boeing	<i>Donor</i>	0	0	4,772	0	-4,772
2	Geneva Canton	<i>Donor</i>	4,179	24,663	26,485	0	2,357
3	Responsible Travel	<i>Donor</i>	899	-709	190	0	0
4	Symphasis Foundation	<i>Donor</i>	-2,243	0	0	2,243	0
5	Teresa Orr	<i>Donor</i>	0	19,380	19,380	0	0
6	UNICEF Indonesia	<i>Donor</i>	0	42,049	37,925	-1,122	3,003
7	Allan Murray Jones	<i>Private</i>	0	19,957	3,493	0	16,463
8	General Reserves	<i>Private</i>	3,265	12,840	14,493	-1,122	489
	TOTAL		6,100	118,179	106,738	0	17,540

Annual Budget 2019

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		16,592	84,196	40,307	51,894	52,661		36,295	406,835	688,781
Transitional Homes & Family Reintegration			147,720	3,360		120,069			224,415	495,564
Education & School Reintegration			59,780	3,750		21,218		8,362	165,757	258,866
Vocational Training & Employment			221,305	9,108	60,864	227,442	24,752	36,725	384,018	964,214
ChildSafe Movement	33,788	76,447	35,634	9,924	67,132	15,053		10,541	13,565	262,084
Safe Migration					33,258					33,258
Child Protection Systems-Building					36,069			69,212		105,281
Futures Factory	124,608									124,608
ChildSafe Academy	52,378									52,378
Training Business	399,929		508,926			0	139,691		1,800,500	2,849,046
Core Program Costs	231,586		64,123	10,500	38,924	38,283		33,821	265,378	682,612
Program Support & Coordination	222,848		20,400		10,286	19,500				273,033
Communications	78,104									78,104
Grants & Fundraising	155,692									155,692
Administration	199,949		42,877		20,966	34,452		8,380	72,750	379,374
ChildSafe Alliance & Sub-grants	22,364	908,473								930,837
GRAND TOTAL	1,521,245	1,001,512	1,184,960	76,950	319,392	528,677	164,443	203,337	3,333,218	8,333,734