

FINANCE REPORT



Congress
Wroclaw POL

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Financial Advisor

AGENDA

- IWF financial position – outlook
- 2014 : audited financial statements
- 2015 : budget (reminder)
- Financial planning 2020 (update)
- Wealth management – position at 31.05.2015

OUTLOOK

- **2014 closing : better than expected**, higher revenue (AD fines), expenses below budget (development projects, meetings, AD controls)
- **Financial position at 31.12.2014 very solid** : total equity = 25'652 K\$
- **Equity / reserves «long term plan»** : confirmed, current level of expenses affordable

2014 Audited Financial Statements

Balance Sheet	31.12.2014 USD	31.12.2013 USD
ASSETS		
Current assets		
Petty cash	43'522	104'152
Cash at bank	328'971	820'820
Short term deposits	-	-
Accounts receivables from :		
- Membership fees	9'000	1'500
- Anti-doping fines	116'500	932'104
- World Championship	-	74'675
Accounts receivables from :	-	-
Total current assets	497'993	1'933'251
Non-current assets		
Marketable securities	26'088'818	26'211'155
Deposits	44'569	44'569
Total non-current assets	26'133'387	26'255'724
Total assets	26'631'380	28'188'975

2014 Audited Financial Statements



Balance Sheet	31.12.2014 USD	31.12.2013 USD
LIABILITIES AND EQUITY		
Current liabilities		
Account payables	315'458	304'350
Accrued expenses	68'699	68'700
Deferred revenue	545'000	6'000
Provision	50'000	-
Total current liabilities	979'157	379'050
Designated funds		
Funds for IWF development programmes	-	230'000
Total designated funds	-	230'000
Equity (unrestricted funds)		
Net excess of -expenditure/income for the period	-1'927'702	-559'918
Reserve for exchange rate difference on equity *		
Equity brought forward	27'579'925	28'139'843
Total equity	25'652'223	27'579'925
Total liabilities and equity	26'631'380	28'188'975

2014 Audited Financial Statements



	REVENUE	2014 Audited	Budget 2014	Variance vs 2014 budget	2013 Audited	
1	MEMBERSHIP FEES	73'500	73'500	+ 0	+0%	73'500
2	TV AND MARKETING RIGHTS	1'109'830	1'310'000	-200'170	-28%	724'936
3	FEES FOR ORGANISATION OF WCH.	137'965	15'000	+ 122'965	+66%	185'276
4	IOC REVENUES	261'133	145'000	+ 116'133	+9%	1'362'375
5	REIMBURSEMENTS OF ADVANCED COSTS	2'383	65'000	-62'617	-76%	82'534
6	ANTI-DOPING REVENUES	1'468'214	110'000	+ 1'358'214	+88%	1'542'248
7	IWF TECHNOLOGIES (TIS, NCMS, TL)	31'135	50'000	-18'865	-110%	17'218
8	REFEREE CARDS AND LICENSES	15'535	40'000	-24'465	-32%	76'849
9	IWF SHOP SALES	302	5'000	-4'698	-131%	3'600
10	SUBSCRIPTIONS TO WWM	1'703	3'000	-1'297	-48%	2'727
12	OTHERS	0	29'500	-29'500	#DIV/0!	0
	TOTAL	3'101'700	1'846'000	+ 1'255'700	+31%	4'071'263

2014 Audited Financial Statements



		2014		Budget 2014	Variance vs 2014 budget	2013
EXPENSES		Audited				Audited
1	DEVELOPMENT & EDUCATION	1'315'426	1'775'000	+ 459'574	-37%	1'232'709
2	MEETINGS	143'091	680'000	+ 536'909	+128%	419'820
3	PARTICIPATION IN MEETINGS	20'549	80'000	+ 59'451	+189%	31'405
4	COSTS RELATED TO COMPETITIONS	391'575	450'000	+ 58'425	+29%	204'860
5	ANTI-DOPING ACTIVITY	860'474	1'205'000	+ 344'526	+37%	924'094
6	PUBLICATIONS / PR	215'019	250'000	+ 34'981	+13%	266'464
7	IWF LOGO ITEMS (Diplomas, etc.)	30'094	30'000	-94	-0%	61'563
8	IWF TECHNOLOGIES (TIS, NCMS, TL)	38'168	40'000	+ 1'832	+3%	58'583
9	CONTRIBUTION TO IWF OFFICIALS	576'000	600'000	+ 24'000	+4%	575'000
10	OPERATION COSTS OF SECRETARIAT - BUD	718'703	805'000	+ 86'297	+13%	671'229
NE	OPERATION COSTS OF SECRETARIAT - LSN	287'297	260'000	-27'297	-136%	20'000
11	OPERATION COSTS OF GS OFFICE	150'000	150'000	+ 0	+0%	130'000
12	LEGAL AND ADMINISTRATIVE ASSISTANCE	165'284	170'000	+ 4'716	+2%	204'095
13	MEMBERSHIP AND SUBSCRIPTION FEES	7'247	10'000	+ 2'753	+8%	33'003
15	IWF MARKETING	56'729	100'000	+ 43'271	#DIV/0!	0
16	OTHERS, MISCELLANEOUS	150'037	30'000	-120'037	-77%	156'278
TOTAL		5'125'693	6'635'000	+ 1'509'307	+30%	4'989'103

2014 Audited Financial Statements



	SUMMARY	2014 Audited	Budget 2014	Variance vs 2014 budget	2013 Audited
	TOTAL REVENUES	3'101'700	1'846'000	+ 1'255'700 +31%	4'071'263
	TOTAL EXPENSES	-5'125'693	-6'635'000	+ 1'509'307 -30%	-4'989'103
	OPERATING RESULT	-2'023'993	-4'789'000	+ 2'765'007 -301%	-917'840
	BUDGET FOR DEVEL. PROGR. CARRIED FORWARD	230'000	0	+ 230'000 -100%	-230'000
	OPERATING RESULT	-1'793'993	-4'789'000	+ 2'995'007 -261%	-1'147'840
11	FINANCIAL REVENUE (NET)	-112'475	200'000	-312'475 -51%	618'168
14	BANK CHARGES	-21'234	-25'000	+ 3'766 -12%	-30'246
	FINANCIAL PROFIT / - LOSS (NET)	-133'709	175'000	-308'709 -53%	587'922
	NET SURPLUS OF REVENUES (-EXPENSES)	-1'927'702	-4'614'000	2'686'298 -480%	-559'918

2014 Audited Financial Statements



• Comments:

- Development programs : expenses higher than 2013 but budget still not fully used
- Expenses for meetings/congress much lower than budgeted (paid by LOC)
- AD activities : AD fines again very high, cost of controls and analysis maintained below budget
- Performance of assets portfolio disappointing

➤ Conclusion:

- ☒ Net result better than budgeted (surplus of expenses limited)
- ☒ Very strong financial position (equity)
- ☒ Sponsoring and marketing revenue still low (except WC rights)

2014 Auditors' report (KPMG)



2014 Audited Financial Statements



• Proposal to the Congress:

EB proposes to approve the 2014 audited financial statements

2015 Budget



• Context :

- Development program and contribution : total budget unchanged, strategy and criteria adjusted
- AD activities : new WADA rules, impact to be assessed, budget increased
- Complexity increasing : additional missions/tasks to the staff, increase of headcount necessary
- Revenue model still too much depending on OG and AD incomes

• Reminder :

- Budget already approved by EB and presented to the Congress in Almaty (Nov. 2014)

2015 Budget



	REVENUE	Budget 2015	Variance vs 2014 audited	2014 Audited
1	MEMBERSHIP FEES	73'000	-500 -1%	73'500
2	TV AND MARKETING RIGHTS	1'650'000	+540'170 +49%	1'109'830
3	FEES FOR ORGANISATION OF WCH.	40'000	-97'965 -71%	137'965
4	IOC REVENUES	50'000	-211'133 -81%	261'133
5	REIMBURSEMENTS OF ADVANCED COSTS	80'000	+77'617 +3257%	2'383
6	ANTI-DOPING REVENUES	130'000	-1'338'214 -91%	1'468'214
7	IWF TECHNOLOGIES (TIS, NCMS, TL)	30'000	-1'135 -4%	31'135
8	REFEREE CARDS AND LICENSES	30'000	+14'465 +93%	15'535
9	IWF SHOP SALES	5'000	+4'698 +1556%	302
10	SUBSCRIPTIONS TO WWM	3'000	+1'297 +76%	1'703
12	OTHERS	30'000	+30'000 #DIV/0!	0
	TOTAL	2'121'000	-980'700 -32%	3'101'700

2015 Budget



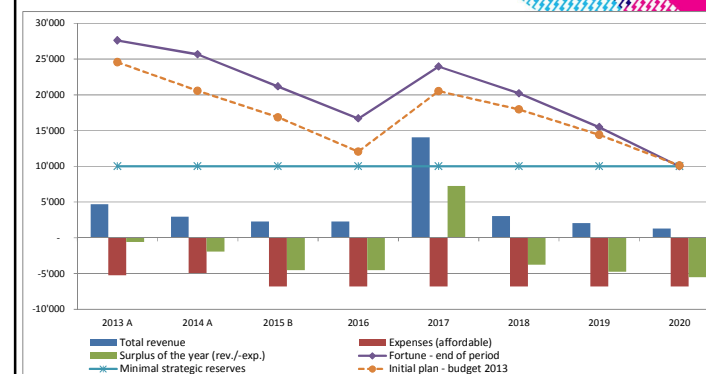
	EXPENSES	Budget 2015	Variance vs 2014 audited	2014 Audited
1	DEVELOPMENT & EDUCATION	1'775'000	-459'574 -35%	1'315'426
2	MEETINGS	480'000	-336'909 -235%	143'091
3	PARTICIPATION IN MEETINGS	80'000	-59'451 -289%	20'549
4	COSTS RELATED TO COMPETITIONS	300'000	+91'575 +23%	391'575
5	ANTI-DOPING ACTIVITY	1'450'000	-589'526 -69%	860'474
6	PUBLICATIONS / PR	350'000	-134'981 -63%	215'019
7	IWF LOGO ITEMS (Diplomas, etc.)	30'000	+94 +0%	30'094
8	IWF TECHNOLOGIES (TIS, NCMS, TL)	40'000	-1'832 -5%	38'168
9	CONTRIBUTION TO IWF OFFICIALS	600'000	-24'000 -4%	576'000
10	OPERATION COSTS OF SECRETARIAT - BUD	905'000	-186'297 -26%	718'703
NE	OPERATION COSTS OF SECRETARIAT - LSN	340'000	-52'703 -18%	287'297
11	OPERATION COSTS OF GS OFFICE	150'000	+0 +0%	150'000
12	LEGAL AND ADMINISTRATIVE ASSISTANCE	150'000	+15'284 +9%	165'284
13	MEMBERSHIP AND SUBSCRIPTION FEES	10'000	-2'753 -38%	7'247
15	IWF MARKETING	100'000	-43'271 -76%	56'729
16	OTHERS, MISCELLANEOUS	30'000	+120'037 +80%	150'037
	TOTAL	6'790'000	-1'664'307 -32%	5'125'693

2015 Budget



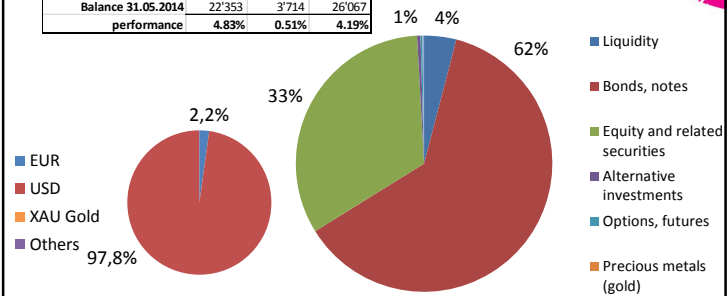
	SUMMARY	Budget 2015	Variance vs 2014 audited	2014 Audited
	TOTAL REVENUES	2'121'000	-980'700 -32%	3'101'700
	TOTAL EXPENSES	6'790'000	-1'664'307 +32%	5'125'693
	OPERATING RESULT	-4'669'000	-2'645'007 +131%	-2'023'993
	BUDGET FOR DEVEL. PROGR. CARRIED FORWARD	0	-230'000 -100%	230'000
	OPERATING RESULT	-4'669'000	-2'875'007 +160%	-1'793'993
11	FINANCIAL REVENUE (NET)	200'000	+312'475 +278%	-112'475
14	BANK CHARGES	-25'000	-3'766 +18%	-21'234
	FINANCIAL PROFIT / - LOSS (NET)	175'000	+308'709 +231%	-133'709
	NET SURPLUS OF REVENUES (- EXPENSES)	-4'494'000	-2'566'298 +133%	-1'927'702

Financial planning 2020 - update

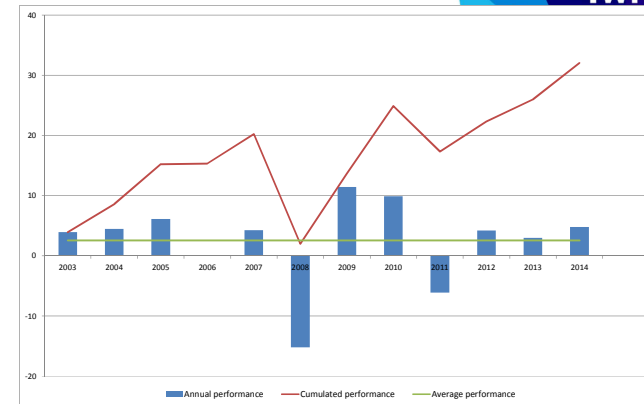


Wealth management – 30.04.2015

Performance 31.05.2015	UBP	UBS	Total PF
Balance 31.12.2014	21'324	4'795	26'119
inflow	-	-	-
outflow	-	-1'100	-1'100
subtotal	21'324	3'695	25'019
+/- value	1'029	19	1'048
Balance 31.05.2015	22'353	3'714	26'067
performance	4.83%	0.51%	4.19%



UBP Performance



Conclusion

- Good financial situation
- 2015 forecast is good, probably better than the plan
- Improvement of marketing is needed to secure the future development of the sport

➤ Questions ?

➤ Thank you for your attention and your trust !