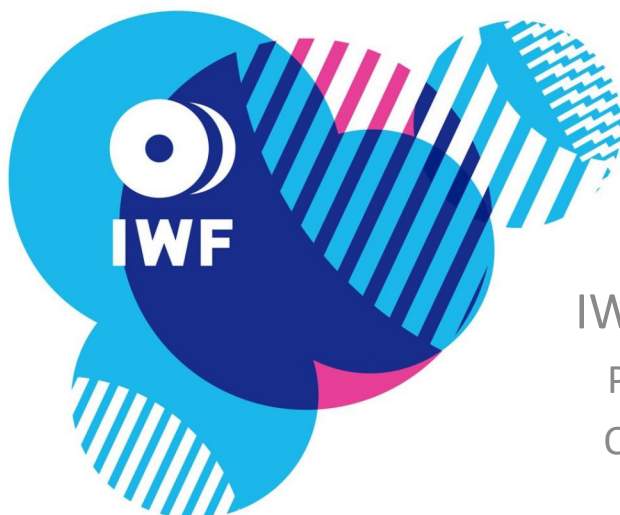


## FINANCE REPORT



IWF Congress

Penang, MAS

October 2016

## OUTLOOK

- **Forecast 2016** : very positive year thanks to OG Rio 2016, surplus of revenue higher than budgeted
- **Budget 2017 (approved by EB)** : incomes 2'926 kUSD, expenses 6'660 kUSD, surplus of expenses 3'764 kUSD (in line with long term financial plan)
- **Equity / reserves «long term plan»** : further increase of the strategic reserve decided – risks increasing



## 2016 Update - Forecast



|                         | kUSD | Forecast 2016 | Budget 2016   | Variance       |
|-------------------------|------|---------------|---------------|----------------|
| <b>Revenues</b>         |      | <b>17'000</b> | <b>16'499</b> | <b>+ 501</b>   |
| <b>Expenses</b>         |      | <b>-6'010</b> | <b>-7'820</b> | <b>+ 1'810</b> |
| <b>Financial result</b> |      | <b>-30</b>    | <b>-25</b>    | <b>- 5</b>     |
| <b>Net result</b>       |      | <b>10'960</b> | <b>8'654</b>  | <b>+ 2'306</b> |

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## 2017 budget – Revenues Key topics



| Entry                   | kUSD  | Comment   |
|-------------------------|-------|---|
| TV and marketing rights | 1'250 | WC rights 330, Barbell companies 460, others inc. KMG Int'l 460 |
| IOC revenue             | 1'270 | Rio 2016 last instalment (est.) 1'200                           |
| AD revenue              | 167   | Only funds, fines not budgeted                                  |

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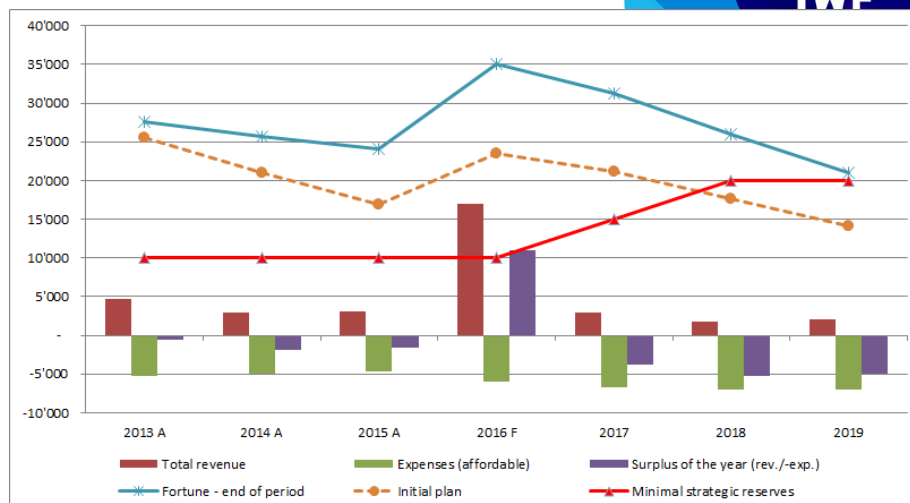
## 2017 budget – Expenses

### Key topics

| Entry                   | kUSD  | Comment   |
|-------------------------|-------|---|
| Development & Education | 1'775 | No change, incl. 5 * 50kUSD fixed contrib. to CF and 550 for IWF strategic projects |
| AD activities           | 1'000 | Budget reduced compared to 2015, intelligent targeting, aligned on 2016             |
| Secretariat Budapest    | 1'100 | Increased compared to 2016 expenses, salaries adjust. + 1-2 additional staff        |
| Secretariat Lausanne    | 610   | Increase compared to 2016 budget, transfer of key people to Switzerland             |

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## Financial planning 2020 - update





Thank you for your  
kind attention !