Child’s Dream
Improving health and education for sustainable development

Consolidated Financial Report 2017
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Introduction

The Year 2017: in many ways an extraordinary, but also challenging year for all of us at Child’s Dream.

One would assume that, after having been in operation for more than 14 years, a certain consolidation is setting in and things become a bit more routine, hence boring. We also often hear the questions, ‘What’s next, Marc and Daniel? After 14 years of building up and running Child’s Dream, monotony and boredom must be weighing you down”. Trust us, NOT AT ALL!!!

2017 was yet another outstandingly interesting and fulfilling year, but it was also one of the most demanding years when it comes to the workload on all of us. Thanks to our amazing team members, the heavy workload was mastered with ease and never before were so many projects implemented, programmes run and improved, and beneficiaries reached. All three of our focus groups progressed in their work, so we want to share a few highlights of our working year, addressing beneficiaries in Myanmar, Cambodia, Laos and Thailand.

In September, our “Health” group had reason to celebrate. The Children’s Medical Fund Programme accepted its 1,500th child for treatment. Close to five million US Dollars were spent, since inception in 2006, on this life-saving programme. Without the incredible dedication of our health team, many of these little children would have perished.

Our “Basic Education” team has made big leaps forward in 2017. What started with building schools and boarding houses back in 2004, resulted in tens of thousands of children having access to education for the first time. But then, it’s not just about providing access; it’s increasingly about the quality of education and the relevance of what is taught. Our increased focus on quality and relevance will further strengthen the educational systems of our target countries.

Creating responsible leaders and specialists is the main focus of our “Higher Education” group. Change makers will be able to sustainably and positively shape the future of their respective countries. We are happy to see that our past success in Myanmar is more and more filtering through in the other three countries. In 2017, the first ever Alumni Conference was held in Laos, a sign of a maturing scholarship programme.

On a more macro level, we finalised our strategy for the coming five years and revised our vision and mission statement to be more precise and to the point.

Vision: Empowered people responsibly shaping their communities

Mission: Improving health and education for sustainable development

And as a Child’s Dreamer, we certainly always hope that some of our own dreams become true. Having worked in Myanmar and with Burmese beneficiaries for over 14 years, one such wish became reality in 2017. Child’s Dream Myanmar Association, registered in Yangon, was born in the summer. Not in our wildest dreams, some years ago operating under the radar of an oppressive regime, did we think that our own charity registration in Myanmar would ever become a reality.

On the sad side, we are certainly disturbed and distressed by the recent events in Rakhine State, Myanmar. We truly hope for the future of the country that this humanitarian crisis can be solved quickly without inflicting any further damage on people.

Though we have said this again and again, our tremendous impact on tens of thousands of children and youth would not have been possible without the very generous support of all our donors and
friends. Having such a loyal, engaged and caring donor base means the world to us. Many, many thanks!

And finally a big thank you to the most amazing team on earth. We are proud of each and every team member in the Child’s Dream family and thank you all for your tremendous dedication to helping children and youth in need. You are our heroes!

Alone we can do so little; together we can do so much!!!

Daniel Marco Siegfried  
Founder & Head Projects

Marc Thomas Jenni  
Founder & Head Operations
Consolidated Financials 2017

Below, please find the consolidated financial figures of Child’s Dream Foundation Thailand and Child’s Dream Association Switzerland.

Comprehensive audited annual reports of both legal entities can be found on our webpage [www.childsdream.org](http://www.childsdream.org).

**Balance Sheet (in CHF)**

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liquid assets</td>
<td>6,622,218</td>
<td>6,273,466</td>
</tr>
<tr>
<td>Financial assets</td>
<td>26,031</td>
<td>1,485</td>
</tr>
<tr>
<td><strong>Non-current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fixed assets</td>
<td>642,030</td>
<td>622,358</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>7,290,279</td>
<td>6,897,309</td>
</tr>
</tbody>
</table>

|                      |            |            |
| **Liabilities, Funds and Capital** |            |            |
| **Current liabilities** |            |            |
| Liabilities           | 315,433    | 227,815    |
| **Funds and Capital** |            |            |
| Paid-in capital       | 8,825      | 8,488      |
| Restricted funds      | 1,863,716  | 1,450,782  |
| Capital of the Organisation | 5,248,170 | 5,110,018 |
| Surplus&Loss for the year | - 145,865  | 100,206    |
| **Total Liabilities, Funds and Capital** | 7,290,279  | 6,897,309  |

**Notes**

1) For consolidation purposes, a foreign exchange rate of 33.9935503 between CHF and THB was applied in 2017. For 2016 a FX rate of 35.3427586 was the basis for calculation.

2) The yearly FX rate is the weighted average resulting from ‘Donation Transfers’ between Child’s Dream Association Switzerland and the receiving entity Child’s Dream Foundation Thailand.
### Statement of Operations (in CHF)

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donation private individuals</td>
<td>581,736</td>
<td>560,602</td>
</tr>
<tr>
<td><strong>Restricted</strong></td>
<td>1,656,080</td>
<td>2,237,816</td>
</tr>
<tr>
<td>Donations corporate</td>
<td>1,333,622</td>
<td>1,116,900</td>
</tr>
<tr>
<td><strong>Restricted</strong></td>
<td>4,246,631</td>
<td>5,580,253</td>
</tr>
<tr>
<td>Donations shop</td>
<td>1,178</td>
<td>987</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>7,819,247</td>
<td>7,018,710</td>
</tr>
<tr>
<td><strong>Expenditure</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Project expenditure</td>
<td>7,109,307</td>
<td>6,385,065</td>
</tr>
<tr>
<td>Administration &amp; fundraising expenditure</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Personnel costs</strong></td>
<td>336,915</td>
<td>292,928</td>
</tr>
<tr>
<td><strong>Administration, legal &amp; travel</strong></td>
<td>54,995</td>
<td>59,046</td>
</tr>
<tr>
<td><strong>Depreciation</strong></td>
<td>10,061</td>
<td>9,677</td>
</tr>
<tr>
<td><strong>Provisions</strong></td>
<td>47,068</td>
<td>50,930</td>
</tr>
<tr>
<td><strong>Other costs</strong></td>
<td>195</td>
<td>449,234</td>
</tr>
<tr>
<td></td>
<td></td>
<td>-2,136</td>
</tr>
<tr>
<td><strong>Total Expenditure</strong></td>
<td>7,558,541</td>
<td>6,795,510</td>
</tr>
<tr>
<td><strong>Operating profit (loss)</strong></td>
<td>260,706</td>
<td>223,200</td>
</tr>
<tr>
<td>Income (loss) from financial result</td>
<td>2,720</td>
<td>21</td>
</tr>
<tr>
<td><strong>Result prior to allocation from restricted funds</strong></td>
<td>263,426</td>
<td>223,221</td>
</tr>
<tr>
<td>Allocation to/from restricted funds</td>
<td>-409,291</td>
<td>-123,015</td>
</tr>
<tr>
<td><strong>Profit (Loss)</strong></td>
<td>-145,865</td>
<td>100,206</td>
</tr>
</tbody>
</table>

### Notes

1) Our consolidated administration expense ratio for 2017 is 5.7%.

2) Third party fundraising providers and our Hong Kong legal entity hold CHF 1,830,000 on behalf of Child’s Dream. This amount is not yet included in our consolidation. Funds will be transferred to our account as and when required and shown in the respective consolidation accordingly.

3) In 2017, 22 volunteers provided unpaid work for our organisations. The volunteers stayed with us for different periods of time and contributed approximately 5.9 man-years.

4) As of end of 2017, we counted 44 paid employees (beside the volunteers above). Seventeen were from Thailand, thirteen from Myanmar, six from Cambodia, three from Switzerland, two from Laos and one from each of Germany, the Philippines and the USA.
Financial Statistics

Source and uses of funds

2017

Origin of donations
Total CHF 7,819,247

- 29% Switzerland
- 16% Hong Kong SAR
- 11% Singapore
- 11% Liechtenstein
- 9% Thailand
- 9% Others
- 8% USA
- 7% Japan

2016

Total CHF 7,018,710

- 35% Switzerland
- 16% Hong Kong SAR
- 13% Singapore
- 11% Liechtenstein
- 9% Japan
- 9% Thailand
- 5% Others

Type of donors
Total CHF 7,819,247

- 48% Foundations
- 30% Individuals
- 12% Trusts
- 8% Companies
- 2% Others

Total CHF 7,018,710

- 42% Foundations
- 32% Individuals
- 13% Trusts
- 8% Companies
- 5% Others

Employees by nationality
End of 2017, we counted 44 paid employees (average age 35 years)

- 38% (17) Thailand
- 30% (13) Myanmar
- 14% (6) Cambodia
- 7% (3) Switzerland
- 5% (2) Laos
- 2% (1) Germany
- 2% (1) Philippines
- 2% (1) USA

Donation volume (m USD) vs. admin. costs (%)

* Average admin cost of ZEWO-approved (Swiss) NGOs

(SOURCE Annual Report ZEWO 2014)
Beneficiary count by origin / nationality of beneficiaries

- **Total of 297,388 beneficiaries in 2017**
  - 36% Myanmar IDPs
  - 23% Myanmar
  - 19% Laos
  - 15% Cambodia
  - 3% Thailand
  - 3% Myanmar Migrants
  - 1% Myanmar Refugees

- **Total of 243,368 beneficiaries in 2016**
  - 44% Myanmar IDPs
  - 19% Laos
  - 15% Cambodia
  - 13% Myanmar
  - 5% Thailand
  - 3% Myanmar Migrants
  - 1% Myanmar Refugees

Project expenditures by origin / nationality of beneficiaries

- **Total CHF 7,109,307**
  - 37% Myanmar
  - 23% Cambodia
  - 20% Myanmar migrants & refugees
  - 17% Laos
  - 3% Thailand

- **Total CHF 6,385,065**
  - 40% Myanmar
  - 22% Myanmar migrants & refugees
  - 17% Cambodia
  - 16% Laos
  - 5% Thailand

Project expenses by focus groups

- **Total CHF 7,109,307**
  - 55% Basic Education
  - 31% Higher Education
  - 14% Health

- **Total CHF 6,385,065**
  - 52% Basic Education
  - 34% Higher Education
  - 14% Health
2017
Administration costs
Total CHF 449,234

- 75% Personnel costs
- 13% Depreciation & provision
- 12% Administration, IT, legal & travel

2016
Total CHF 410,445

- 71% Personnel costs
- 15% Depreciation & provision
- 14% Administration, IT, legal & travel
Information for Donors

The following link gives you an overview of the different ways to financially support us.

http://childsdream.org/donate/

Donations are possible via bank transfer, credit cards, PayPal, cheques and bitcoins.

If you are interested in making a bequest to us in your will, please get in touch with one of the two founders.

**Donors from Switzerland**
Swiss-taxed donors can deduct donations from their taxable income. Please get in touch with us if you require a tax receipt.

**Donors outside of Switzerland**
We have set up legal entities or have entered into co-operation agreements with feeder organisations in the following countries:

- Australia
- France
- Germany
- Hong Kong
- Italy
- Luxemburg
- The Netherlands
- United Kingdom
- United States of America

Donors domiciled in the above-mentioned countries can claim tax relief on their donations to Child’s Dream if they follow the donation path indicated under the respective country. More information can be found at http://childsdream.org/donate/
# Contact Information

<table>
<thead>
<tr>
<th>Thailand</th>
<th>Cambodia</th>
<th>Myanmar</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Main Office</strong></td>
<td><strong>Field Office</strong></td>
<td><strong>Field Office</strong></td>
</tr>
<tr>
<td>Child’s Dream Foundation</td>
<td>Child’s Dream Cambodia</td>
<td>Child’s Dream Myanmar</td>
</tr>
<tr>
<td>238/3 Wualai Road</td>
<td>N. 160, Group 10</td>
<td>No. 35/C, Room (2CS)</td>
</tr>
<tr>
<td>Soi Boon Muang</td>
<td>Krous Village</td>
<td>Second Floor, Yankin Center</td>
</tr>
<tr>
<td>T. Haiya, A. Muang</td>
<td>Svay Dangkum Commune</td>
<td>Saya San Road &amp; Sat Hmu (1) Road</td>
</tr>
<tr>
<td>Chiang Mai 50100</td>
<td>Siem Reap</td>
<td>Yankin Township</td>
</tr>
<tr>
<td>Thailand</td>
<td>Cambodia</td>
<td>Yangon, Myanmar</td>
</tr>
</tbody>
</table>

phone +66 (0)53 201 811  
GPS 18° 46.320’N, 98° 58.752’E

phone +855 63 64 85 888  
GPS 13°22’22.3”N 103°50’09.0”E

phone +95 (0)940 477 7133  
GPS 16°49’24.1”N 96°09’44.8”E

[Map to our office >](#)  
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Since our colleagues in Cambodia and Myanmar are mostly on the road, we kindly ask you to give us advance notice if you intend to visit one of our field offices. Please write to info@childsdream.org and we are happy to arrange for a meeting.

**E-mail**  
info@childsdream.org

**Webpage**  
www.childsdream.org

**Facebook**  
www.facebook.com/childsdreamfoundation

**LinkedIn**  
www.linkedin.com/company/child's-dream-foundation?trk=tabs_biz_home

**Twitter**  
twitter.com/Child_s_Dream

**YouTube**  
www.youtube.com/user/childsdreamtube