Child’s Dream
Improving health and education for sustainable development

Consolidated Financial Report 2019
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Introduction

Another year has passed and it is time to look back and reflect.

As founders, we very often get asked by donors and friends about our own preference when it comes to allocating funds to needy causes. For the two of us, this is a rather easy and pragmatic question since we focus on long-term sustainability and improvement. After all, our own lives are meant to trigger positive change and we do not have unlimited time at hand to achieve this. Hence, our lottery win would preferably go towards creating a powerful group of responsible leaders and specialists. The reason for this is very simple: if we succeed in educating and nurturing positive change makers, then half the job is done. This group of young and promising individuals will help us to trigger positive change from the disadvantaged in society by becoming educators, law makers, health professionals and journalists; in short, they become the generation who challenges the current situation. And the current situation in our four countries needs to change in order to bring these societies forward and make them more just and fair. When we started Child’s Dream more than 16 years ago, we agreed that our organisation should only be a ‘temporary’ intervention with the goal of achieving positive change for our beneficiaries. Even if ‘temporary’ in our case means 30 or 40 years, it has to be our long-term goal to have solved problems in our countries so that our efforts pay off, once and for all. OK, we have realised in the meantime that the problems at hand are slightly bigger than initially estimated; nevertheless, even after only 16 years of work, we see tremendous positive change. So many lives were improved, inequality reduced, chances enhanced, hence successes celebrated. This keeps us going and strengthens our belief that creating responsible leaders and specialists remains of utmost importance, even if it is sometimes an uphill battle to find funding for our students. Don’t misunderstand us; all our interventions are important! That is why we still run programmes ranging from granting access to basic education to improving health interventions and saving lives. But securing funding for our leadership programmes is much more difficult, so our lottery jackpot would mainly be allocated there.

Let us stay a bit longer with the lottery business. Though we spend our money more wisely than at a lottery ticket booth, we hit the jackpot every single day by being able to rely on so many of our valued donors, friends and family members on a daily basis. Receiving your tremendous support, not just financially, but also morally, is the biggest recognition from all of you that one could wish for. And for this, we can only say, over and over again, THANK YOU ALL, from the bottom of our hearts!!!

Despite very challenging political and economic circumstances around the globe, 2019 was yet another record year for Child’s Dream. We might sound like a scratched record, but never before have we supported so many beneficiaries as in the past year. Never before have we implemented and run so many projects and programmes simultaneously and never before have we gotten such tremendous financial support as in 2019. Internally, we have further improved our processes and increased the quality of administration and programme delivery. Our team in the region worked relentlessly on improving the life situation of children, youth and entire communities and this deserves our utmost respect and appreciation. Also here, we are happy to hit the jackpot over and over again, having the most amazing and admirable Child’s Dream team at our side. You guys all ROCK and we are very much looking forward to tackling 2020 with full energy and with each and every one of you with us.
There is so much work awaiting us and only together we can succeed. Thank you for believing in us.

Alone we can do so little, together we can change the world!

Daniel Marco Siegfried  
Founder & Managing Director Projects

Marc Thomas Jenni  
Founder & Managing Director Operations
Consolidated Financials 2019

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>6,369,699</td>
<td>6,669,290</td>
</tr>
<tr>
<td>Financial assets</td>
<td>29,480</td>
<td>26,245</td>
</tr>
<tr>
<td>Other current assets</td>
<td>6,288</td>
<td>4,015</td>
</tr>
<tr>
<td><strong>Non-current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loans</td>
<td>172,856</td>
<td>0</td>
</tr>
<tr>
<td>Fixed assets</td>
<td>676,212</td>
<td>659,419</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>7,254,535</td>
<td>7,358,969</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Liabilities, Funds and Capital</strong></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liabilities</td>
<td>428,376</td>
<td>357,466</td>
</tr>
<tr>
<td><strong>Funds and Capital</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Paid-in capital</td>
<td>9,716</td>
<td>9,148</td>
</tr>
<tr>
<td>Restricted funds</td>
<td>1,653,150</td>
<td>1,945,878</td>
</tr>
<tr>
<td>Capital of the organisation</td>
<td>5,097,577</td>
<td>5,129,995</td>
</tr>
<tr>
<td>Loss &amp; surplus for the year</td>
<td>65,716</td>
<td>-83,518</td>
</tr>
<tr>
<td><strong>Total Liabilities, Funds and Capital</strong></td>
<td>7,254,535</td>
<td>7,358,969</td>
</tr>
</tbody>
</table>

**Notes**

1) For consolidation purposes, a foreign exchange rate of 30.8761993 between CHF and THB was applied in 2019. For 2018 a FX rate of 32.7938416 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)

--- | ---
**Income** |  
Donation private individuals | 1,084,204 | 1,274,926  
  **Restricted** | 1,332,514 | 2,416,718  
Donations corporate | 1,847,658 | 1,000,484  
  **Restricted** | 4,390,473 | 6,238,131  
Donations shop | 336 | 1,178  
**Total Income** | **8,655,185** | **8,150,664**

**Expenditure** |  
Project expenditure | 8,359,440 | 7,662,704  
Administration & fundraising expenditure |  
  **Personnel costs** | 399,148 | 371,611  
  **Administration, legal & travel** | 55,455 | 56,614  
  **Depreciation** | 11,077 | 10,429  
  **Provisions** | 58,297 | 53,364  
  **Financial expenditure & other costs** | 2,650 | 526,627  
**Total Expenditure** | **8,886,067** | **8,155,071**

**Operating loss (profit)** |  
Income (loss) from financial result | -1,216 | 133  
**Result prior to allocation from restricted funds** |  
-232,098 | -4,274  
Allocation to/from restricted funds | 297,814 | -79,244  
**Profit (Loss)** | **65,716** | **-83,518**

### Notes

1) Our consolidated administration expense ratio for 2019 is 6.1%.

2) Third party fundraising providers and our Hong Kong legal entity hold approximately CHF 2 million 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 2019, 9 volunteers provided unpaid work for our organisations. The volunteers stayed with us for different periods of time and contributed approximately 2.6 man-years.

4) As of end of 2019, we counted 43 paid employees (beside the volunteers above). 14 were from Thailand, 12 from Myanmar, 7 from Cambodia, 3 from Laos, 2 from Switzerland, 2 from the United States and 1 each from Germany, Italy and the Philippines.
Financial Statistics
Sources and uses of funds

2019
Origin of donations
Total CHF 8,655,185

- 36% Switzerland
- 13% Liechtenstein
- 11% Singapore
- 8% Hong Kong SAR
- 7% USA
- 7% Germany
- 7% Thailand
- 11% Others

2018
Total CHF 8,150,664

- 37% Switzerland
- 10% Singapore
- 10% Liechtenstein
- 9% Hong Kong SAR
- 8% Japan
- 6% Thailand
- 6% Germany
- 5% USA
- 4% UK
- 5% Others

Type of donors
Total CHF 8,655,185

- 53% Foundations
- 29% Individuals
- 9% Trusts
- 5% Companies
- 3% NGOs
- 1% Others

2018
Total CHF 8,150,664

- 45% Foundations
- 37% Individuals
- 9% Trusts
- 7% Companies
- 2% Others

Employees by nationality
End of 2019, we counted 43 paid employees (average age 35 years)

- 33% (14) Thailand
- 28% (12) Myanmar
- 16% (7) Cambodia
- 7% (3) Laos
- 5% (2) Switzerland
- 5% (2) USA
- 2% (1) Philippines
- 2% (1) Germany
- 2% (1) Italy

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

* Average admin cost of ZEWO-approved (Swiss) NGOs
(SOURCE Annual Report ZEWO 2014)
Beneficiary count by origin

Total of 346,027 beneficiaries in 2019

- 50% (173,304) Myanmar IDPs
- 14% (49,581) Laos
- 13% (43,349) Myanmar
- 11% (39,742) Cambodia
- 5% (16,848) Myanmar Migrants
- 5% (16,643) Myanmar Refugees
- 2% (6,560) Thailand

Total of 398,986 beneficiaries in 2018

- 49% (194,825) Myanmar IDPs
- 19% (75,329) Laos
- 16% (65,139) Myanmar
- 8% (33,965) Cambodia
- 5% (20,559) Myanmar Migrants
- 2% (6,776) Thailand
- 1% (2,222) Myanmar Refugees
- 0% (1,71) Regional

Project expenditures by origin

Total CHF 8,359,440

- 47% (3,961,850) Myanmar
- 23% (1,949,993) Cambodia
- 16% (1,300,700) Laos
- 9% (764,312) Myanmar migrants & refugees
- 4% (364,002) Thailand
- 1% (18,583) Regional

Total CHF 7,662,704

- 49% Myanmar
- 20% Cambodia
- 15% Laos
- 11% Myanmar migrants & refugees
- 4% Thailand
- 1% Regional

Project expenses by focus groups

Total CHF 8,359,440

- 47% Basic Education
- 37% Higher Education
- 15% Health
- 1% Social Enterprise

Total CHF 7,662,704

- 43% Basic Education
- 41% Higher Education
- 15% Health
- 1% Social Enterprise
### Administration costs

<table>
<thead>
<tr>
<th>Year</th>
<th>Total CHF</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>526,627</td>
</tr>
<tr>
<td>2018</td>
<td>449,234</td>
</tr>
</tbody>
</table>

#### Costs Breakdown

<table>
<thead>
<tr>
<th>Year</th>
<th>Personnel costs</th>
<th>Admin, IT, legal &amp; travel</th>
<th>Depreciation &amp; provision</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>76%</td>
<td>13%</td>
<td>11%</td>
</tr>
<tr>
<td>2018</td>
<td>75%</td>
<td>13%</td>
<td>12%</td>
</tr>
</tbody>
</table>

In 2019, administration costs were CHF 526,627, with personnel costs accounting for 76%. In 2018, the total was CHF 449,234, with personnel costs at 75%.
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 or visit the link below

https://childsdream.org/donate/last-will/

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
- Belgium
- 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><strong>Thailand</strong></th>
<th><strong>Cambodia</strong></th>
<th><strong>Myanmar</strong></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 (2C5)</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 >](#)

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](http://www.childsdream.org)
- **Facebook**: [www.facebook.com/childsdreamfoundation](http://www.facebook.com/childsdreamfoundation)
- **Twitter**: [twitter.com/Child_s_Dream](http://twitter.com/Child_s_Dream)
- **YouTube**: [www.youtube.com/user/childsdreamtube](http://www.youtube.com/user/childsdreamtube)