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# FINANCIAL REPORT 2015





# WAN-IFRA Consolidated

## 1. Balance Sheet

<b>Assets</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
A. Fixed Assets	1,072,300	388,681	338,704	300,218
B. Current Assets				
1. Cash in hand	21,109	5,774	3,662	3,413
2. Bank accounts	1,663,096	1,878,834	1,611,267	2,928,140
3. Trade accounts receivable	1,041,419	643,731	576,352	559,356
4. Other accounts receivable (VAT)	806,812	3,643,993	1,068,173	434,816
5. Down payments made	13,768	8,274	10,929	29,543
6. Work-in-progress. contract-in-progress	0	0	20,000	0
7. Deferred charges	37,368	27,246	7,070	19,653
C. Deficit not covered by equity	1,269,697	0	0	0
	5,925,569	6,596,533	3,636,156	4,275,138

## Liabilities

A. Equity capital				
1. Equity capital on January 1st	654,328	-1,269,697	125,606	288,005
2. Exchange rate related equity correction	0	0	118,424	64,171
3. Other equity correction	0	0	-160,527	47,326
4. Annual Results	-1,924,025	1,395,303	204,501	148,731
B. Provision	1,875,992	2,327,825	1,312,620	775,085
C. Shortterm Liabilities				
1. Trade accounts payable	1,135,977	1,186,378	297,648	35,969
2. Other accounts payable	682,909	711,442	1,315,648	1,286,141
3. Bank loans and overdraft	1,452,681	1,500,000	9,117	0
4. Payments received on accounts	113,325	141,325	157,325	44,185
D. Prepayments and deferred income	664,686	603,957	255,793	1,585,525
E. Deficit not covered by equity	1,269,697	0	0	0
	5,925,569	6,596,533	3,636,156	4,275,138

All Figures in Euro

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## 2. Profit and Loss Statement

	2012	2013	2014	2015
Revenues	12,988,599	11,490,828	10,731,606	9,184,072
Personnel costs	-6,028,632	-5,031,853	-4,146,950	-3,900,672
Other costs	-6,828,817	-5,574,340	-6,043,151	-4,757,493
Debit losses	-397,391	-623,209	-222,720	-368,964
<b>EBITDA</b>	-266,242	261,426	318,784	156,943
Depreciation and Amortisation	-171,128	-150,492	-77,730	-70,351
<b>EBIT</b>	-437,370	110,934	241,054	86,592
Financial result	-82,933	-40,775	-55,733	-29,103
<b>Ordinary business result</b>	-520,303	70,159	185,321	57,489
Extraordinary result	-1,368,973	1,388,070	27,061	124,510
Company & other taxes	-34,749	-62,925	-7,881	-33,267
<b>Result</b>	-1,924,025	1,395,304	204,501	148,731

All Figures in Euro

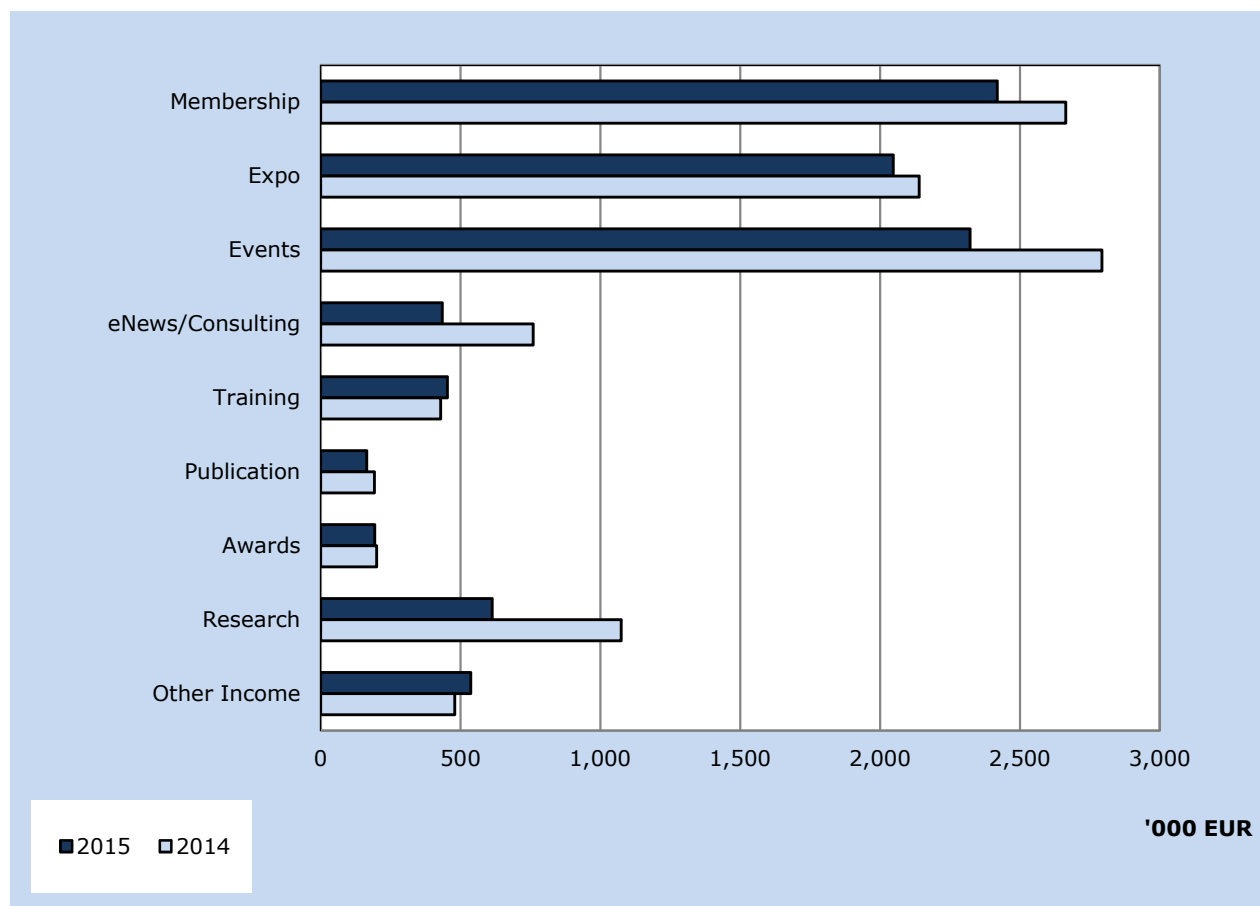
# WAN-IFRA Consolidated

## 3. Revenue details

WAN-IFRA Consolidated	2012	2013	2014	2015
Membership	3,192,967	2,998,762	2,663,922	2,419,348
Expo	2,140,266	2,305,227	2,139,957	2,047,576
Events	3,516,440	2,815,690	2,793,751	2,322,344
eNews/Consulting	1,048,281	1,146,444	759,523	434,168
Training	758,441	637,266	429,277	452,582
Publication	268,410	306,614	191,849	164,321
Awards	108,417	175,566	199,463	193,135
Research	1,651,363	825,008	1,074,776	613,595
Other Income	304,014	280,251	479,088	537,003
	12,988,599	11,490,828	10,731,606	9,184,072

All Figures in Euro

### Development of Revenue Segments



# WAN-IFRA Consolidated

## 4. Operating Expenses

	2012	2013	2014	2015
Lecturers/Interpreters	-488,775	-419,559	-341,320	-264,999
Contracted manufact.	-1,702,232	-1,799,698	-1,979,502	-1,081,412
Advisory service	-174,031	-136,869	-154,204	-165,553
Contributions/Other Subs.	-17,714	26,883	-11,803	-11,091
Profit share	-115,348	-111,582	-166,549	-38,562
Marketing	-112,638	-82,534	-98,980	-28,961
Tel./Fax/ Intern.	-153,587	-130,905	-139,866	-106,748
Cost of premises	-228,386	-149,195	-254,500	-297,037
Insurances	-50,232	-37,382	-32,887	-32,109
Printing costs	-154,914	-129,638	-125,049	-122,616
Mailing costs	-140,169	-134,153	-131,272	-106,915
Materials	-56,512	-37,507	-36,799	-31,737
Vehicle expenses	-54,488	-28,129	-35,686	-17,128
Machine maintenance	-53,740	-54,833	-39,719	-17,001
Licences/Leasing	-67,480	-59,559	-53,965	-37,976
Travel expenses	-895,996	-542,458	-556,226	-427,734
Rental expenses	-1,363,821	-1,154,080	-1,045,750	-1,115,208
Study tours	-104,884	-53,220	-16,138	-27,802
Catering	-634,887	-445,306	-512,256	-580,498
Other Operat. Exp.	-258,984	-94,615	-310,681	-246,405
<b>Operating costs</b>	<b>-6,828,817</b>	<b>-5,574,340</b>	<b>-6,043,152</b>	<b>-4,757,493</b>

All Figures in Euro





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