



ACTIVITY REPORT

2016

25
YEARS

 **Enfants
d'ASIE**
des avenirs à construire



Non-governmental, humanitarian organization
18 rue de la Pierre Levée - 75011 Paris - France
+33 1 47 00 19 00
www.enfantsdasie.com



SUMMARY

MORAL REPORT	p.3	THE PHILIPPINES	p.10
EVENTS 2016	p.4	VIETNAM	p.11
25 YEARS OF ACTION	p.5	OUR PARTNERS	p.12
PRESENTATION OF ENFANTS D'ASIE	p.6	STAKEHOLDERS OF ENFANTS D'ASIE	p.13
OUR MISSIONS AND DATA	p.7	FINANCIAL REPORT 2016	p.14
CAMBODIA	p.8	NOTES TO ACCOUNTS	p.16
LAOS	p.9	2016 IN PICTURES	p.26

MORAL REPORT 2016

President's Message



What joy we had this year to celebrate our 25 years! This was the opportunity to look back on the path taken, that which forged our identity and consolidated our values, but also to assert our wish to participate, today more than ever, in the construction of a better and fairer world!

25 years of experience that also strengthened us in our founding values: engagement, responsibility and respect. It is these values that we carry in our daily actions and that we wish to instil in the children and young people that we support.

I want bring the significance of the engagement of all the people working around our cause to the fore here: sponsors, donors, volunteers, ground teams, employees and partners, vital engagement to our cause. A big thank you to each of you for supporting us again this year, for your support and expertise!

The responsibility that we take on is that of pushing our young people as far as possible in their education and to take into account all the dimensions of their life through comprehensive support, fully including families and communities in the children's education project. As such, our beneficiaries in turn become responsible adults, ready to pass on these same values to future generations.

Finally, we hold it dear to act with respect for cultures, respect for the role of local communities and families, because our role is above all to support, motivate, push and guide, not to impose or to replace. I sincerely wish that these values continue to carry us for the next 25 years, that they remain at the heart of our field work and reflect our state of common spirit. We are all members of Enfants d'Asie, partners in the development of our actions and the relaying of our values. Our dynamism will allow for the dreams of the children that we support to come true.

Roland Girault

Director's Message



The economic development of countries in South East Asia does not benefit populations in an equitable fashion and social inequality continues to grow, giving rise to new forms of poverty. Needs remain immense and we are particularly aware of the adaptation of our programmes to newly identified needs.

To do this, we can count on our own local teams and our partners to acquire an increasingly refined understanding of issues encountered by the most vulnerable populations.

Throughout 2016, we adapted the methods of our support to underprivileged children and their families. In the Philippines, the change in political context led us to complete the support proposed to families in slums in Cebu who live in increasingly precarious circumstances. In Cambodia, the application of UNICEF (The United Nations Children's Fund) directives, aimed at promoting the return of children to their communities of origin, led us to review our social monitoring mechanism, favouring geographic proximity with sponsored children. In Laos and in Vietnam, we deepened our awareness of the needs of local populations, often people from ethnic minorities, to better respond to issues that they are confronted with on a daily basis.

Beyond our wish to deliver the most calibrated response possible to needs, we seek to measure more efficacy and impact. These measures are in line with a continuous improvement in the quality of our actions. Thanks to the professionalism and profoundly human qualities of our teams and partners, we continue to work tirelessly for the achievement of our ambition: contributing to the construction of better futures.

Thérèse Teillard

EVENTS IN 2016



FRANCE

FORMER VOLUNTEERS EVENING (November 2016)

Enfants d'Asie organised an evening dedicated to former volunteers working in the field on ad hoc missions. The aim of the evening was to unite and reflect on the best way of contributing to the organisation as a young worker.



DEBUTANTS BALL (November 2016)

The purpose of the annual Ball is to raise funds for non-profit organisations, including Enfants d'Asie. Each year, the donations received finance the schooling of almost 1000 young girls.



CAMBODIA

PARTNERSHIP WITH PASSERELLES NUMERIQUES (March 2016)

Since 2016, Enfants d'Asie has shared their offices in Borey Niseth, Phnom Penh with students from a partner organisation, Passerelles Numériques.



THE PHILIPPINES

CHRISTMAS PARTY (December 2016)

The local team was happy to celebrate the annual Christmas party with beneficiaries. This was the chance to receive a lovely gift, enjoy a delicious lunch and play fun games!



LAOS

THE VISIT OF «APPRENTIS SOLIDAIRES» (February 2016)

The 'apprentis' came with their arms loaded with school supplies for the Enfants d'Asie-sponsored parties in Vientiane. A beautiful moment of exchange and sharing.



VIETNAM

VISIT FROM THE TRYBA FOUNDATION (December 2016)

The Tryba Foundation went to Vietnam to visit our programmes which they support, to exchange with our beneficiaries, local partners and the local administration.

25 YEARS OF ACTION

Congratulations everybody!



One of my greatest prides in life is to be a sponsor to Enfants d'Asie. And yet I have only been a sponsor for 20 years.

Now that Enfants d'Asie is celebrating his 25th anniversary my gratification is event greater. I congratulate the sponsors, volunteers, employees and voluntary workers. To all those who, from near or far, participate in Enfants d'Asie actions I say; CONGRATULATIONS !

For 25 years Enfants d'Asie has been committed to its engagements which is admirable but rare amongst organisations. Much joy and happiness are felt but also concern for the future of the children in Cambodia, Laos, the Philippines and Vietnam. Some-

times we are heavily challenged by the demands made and we are confronted by our own limits. However, we are still determined and united. We continue to help children who need us so badly.

In 25 years we have sent thousands of children to school. We have enabled thousands of young people to access university or training and to find a decent job that allows them to build a future away from the slums and the poverty.

By accomplishing this task we have learnt a great deal. We will remain united for the coming years.

I embrace all of you from the bottom of my heart.

Charlotte de Turckheim, honorary sponsor

Celebrating 25 years

Mouvoux (59420, France) 16 March

The documentary on the commitment of our honorary sponsor, Charlotte de Turckheim was shown and much appreciated as was a presentation of the organisation followed by a convivial gathering which proved to be a joyful moment for all.

The Philippines 6 May

The organisation, known in the Philippines as Children of Asia, celebrated its birthday with beneficiaries of our programme in Alegria, a rural zone in the south of the island of Cebu. On the agenda: games and free t-shirts with our new logo.

Cambodia 15 May

The beneficiaries of our programme in Phnom Penh planned a party for our 25th anniversary: A dance show was performed and free t-shirts with our new logo given.

Terrasse (38660, France) 15 October

A folk ball was organised in La Terrasse! The evening was hosted by musical group les Zygomates.

Paris (France) 21 mai

Thanks to an exceptional agreement from the French Senate, Enfants d'Asie organized a unifying event, simple and convivial at the Jardin du Luxembourg, open to the visitors and families, as well as to our sponsors and donors. The day was organized around a dance show given by the Compagnie des Oiseaux and workshops on South Asian culture.



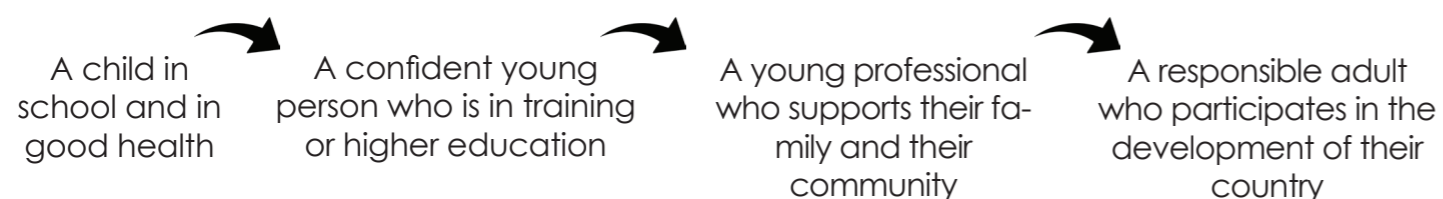
ENFANTS D'ASIE

Founded in 1991, officially recognised non-profit organisation and accredited by the Institution for Development of Ethics and Action for Solidarity (IDEAS), Enfants d'Asie supports more than 12,000 underprivileged children in Cambodia, Laos, The Philippines and Vietnam. The goal of the organisation is to guarantee the basic needs of the most impoverished children and to support them in building their future through education and integration into the world of employment.

Our overall support



Our impact



Nos valeurs



Our mission

- Enable underprivileged children to have a sustained access to a quality education: notably this involves fighting against the high school drop-out rate observed at the end of primary school. Equally, allowing young people to acquire solid academic understanding and to develop their full potential.
- The involvement of families and communities in the education of their children seems equally essential to us. Supported children are taken into account in all areas of their life and their environment.
- Finally, we have our hearts set on protecting children against certain dangers to which they are exposed and which, moreover, are factors in early school leaving and exclusion: health problems, premature entry to the world of work, early marriage, abuse etc. To do this, we seek to carry out preventive actions and to implement partnerships with specialised organisations.

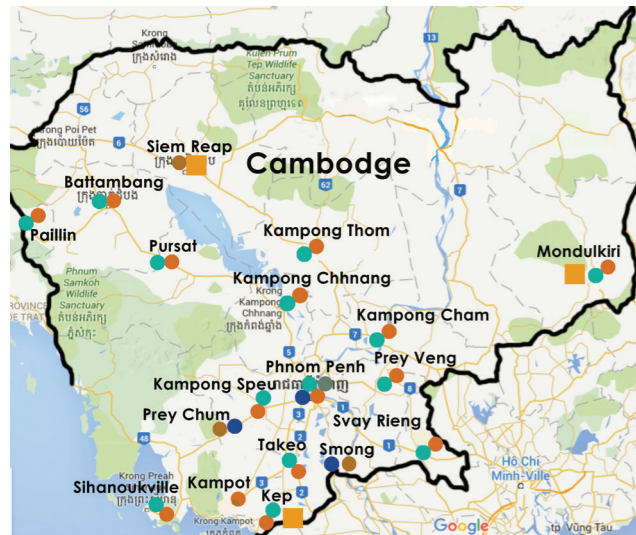
Thanks to sponsorships and donations, the organisation can complete its missions in supporting its beneficiaries through a range of programmes that guarantee comprehensive support for the most fragile populations.

The year 2016 in a few figures



OUR ACTIONS IN THE FIELD

Cambodge



1449 Children supported
1592 Sponsors
73 Graduates
14 ONG partenaires
2 Volunteer of international solidarity

Figures 2016

Partner focus

Obélisque Foundation
 The Foundation allows students to take French lessons allowing them to pursue further studies in different subjects.

- Filleuls externes
- Centres gérés par l'Etat et soutenus par Enfants d'Asie
- Centres d'Enfants d'Asie
- Écoles
- Cité étudiante

With an economic growth of 7% in 2016, Cambodia is experiencing rapid development whilst remaining highly dependent on international assistance. The distribution of benefits from this growth ARE highly unequal. 18% of Cambodia's population lives under the poverty line.

The implementation of UNICEF directives by the Ministry of Social Affairs of Cambodia led us to review our social support measures. The objective of this policy IS to promote the upkeep or reintegration of children in their family or their community as much as possible. Enfants d'Asie made the choice to place social workers in the provinces to have a greater geographic proximity with our beneficiaries. This social policy led to a significant fall in the number of children housed in state orphanages.

All these changes require us to have a strong capacity for adapting and their implementation occurs in direct collaboration with the local competent authorities with a view to finding the best responses to the needs of these underprivileged children.

Whilst the emphasis is on the return of children to their family home, Enfants d'Asie wishes to continue offering places to live for children who lack a family environment with good conditions. This is the 'raison d'être' of our two children's homes, in Phnom Penh and in Takéo province. These homes are intended for the care of young people on chaotic paths, having often lived through numerous family breakups and are far behind in school. Our efforts continue to offer them tailored and structuring support.

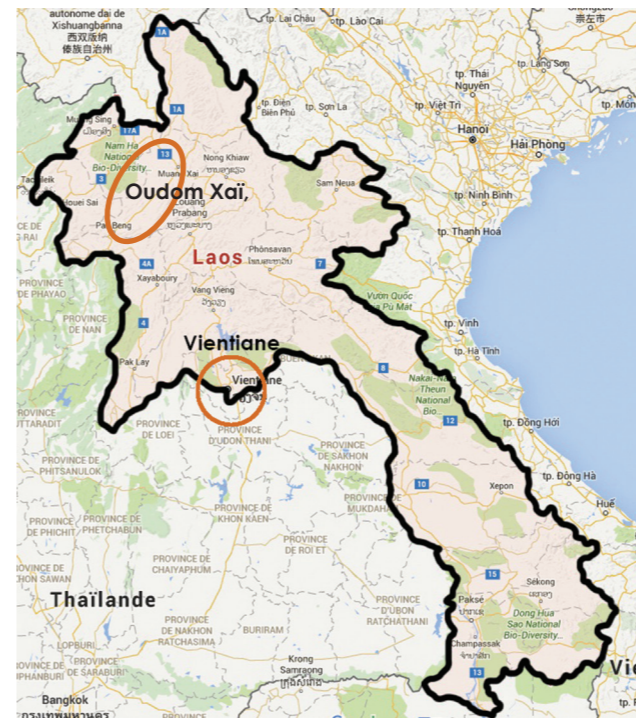
Equally, we wish to develop a programme for students which improves their chances of integrating the workplace and adapting to the growing competitiveness of the region evident since Cambodia joined ASEAN (Association of Southeast Asian Nations). Thus, the framework of our student residence in Phnom Penh will be reinforced and the support offered to young people more tailored to their changing needs.



"I am very happy with my life in the center as everyone looks after me very well! I eat well, I have clothes and a bed to sleep in. I can also go to classes in the center, like English, French and IT. I can go to school every day! When I'm older, I'll be a teacher to teach other children to read and write and help them like I was helped in the orphanage."

Mitha Peab, 10 years old, in class 5 - Battambang

Laos



8530 Children supported
169 Sponsors
6 Graduated
1 Volunteer of international solidarity

Figures 2016

Partner focus

CDC Développement Solidaire
 CDC Développement Solidaire is supporting a construction project for 3 classrooms in the village school in Mang, in the North of Laos, to allow the children to have access to the best school conditions.

In Vientiane, our group of sponsored children is always well looked after by our correspondent, Lattanaphone Misi, herself an ex-sponsored child. She is supported by the charitable actions of a group of French expats. The positive impact of our sponsorships was once again shown by the successful transition of a dozen of our sponsored children into working life!

Our programmes in the mountainous province of Oudom Xai, aimed at educating and assisting ethnic minorities, continue to develop. Three primary school classes were built in Namkhong and the construction of three other classes has begun in Mang and Vang. Equally, our donors assisted us with large deliveries of warm clothes. Thanks to the Robert Abdesselam Foundation, we also distributed numerous articles of football equipment for the boys and girls.

These programmes integrate especially well with one of the organisation's new lines of action: to dialogue with representatives of village communities and to involve them in the pursuit of our objectives. These minority groups continue to be given a great deal of social structure.

Finally Jade Triandafyllo, a young anthropologist, arrived in Laos as a Volunteer from International Solidarity and follows all these actions in the field.



"All my family works in the fields. When it's rice season, my parents grow food in the surrounding fields. When it's dry season, we pick a lot of plants to make brooms that we sell on. Since the age of 12, I've been at the Namkhong dormitory. I like being here a lot, we are 30 boys staying there and we often play football after school. I would really like to go to high school and study in Luang Prabang. "

Bounlerth, 15 years old, in year 9 - Namkhong

Philippines



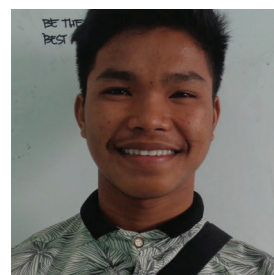
2016 has observed the development of partnerships and programmes. Numerous volunteer missions enabled the strengthening of the local team's work, as regards communication and organising specific activities. A big thank you to them for their involvement alongside us.

Due to the extension of our rural programme in the mountains of Alegria, we now support another 40 high school pupils. As from June 2016 this brings the total to 95 children.

Our training center for integration into the workforce continues to adapt according to the needs of young people. In addition to daily Training Center activities, a pilot training course was set up in May 2016 with 19 high school pupils who participated in the intensive residential session. On the agenda: English and IT classes during the day and team building activities in the evening. Following the success of this pilot training course, 173 young people will benefit from this intensive session next year.

The presidential election of May 2016 directly impacted the populations that we support in the Cebu City slums. The campaign against drug trafficking launched by the authorities engendered a climate of increased violence, causing thousands of deaths. The poor slum populations which are Enfants d'Asie's main beneficiaries in The Philippines were seriously affected by these anti-drug raids. Many of them found a source of income in different activities indirectly linked to this trafficking. We wish to therefore redirect these families towards legal activities through the creation of a pilot support programme. The program will help 12 parents of sponsored children to set up micro-businesses and will be evaluated over the course of 2017 and could be extended to more families.

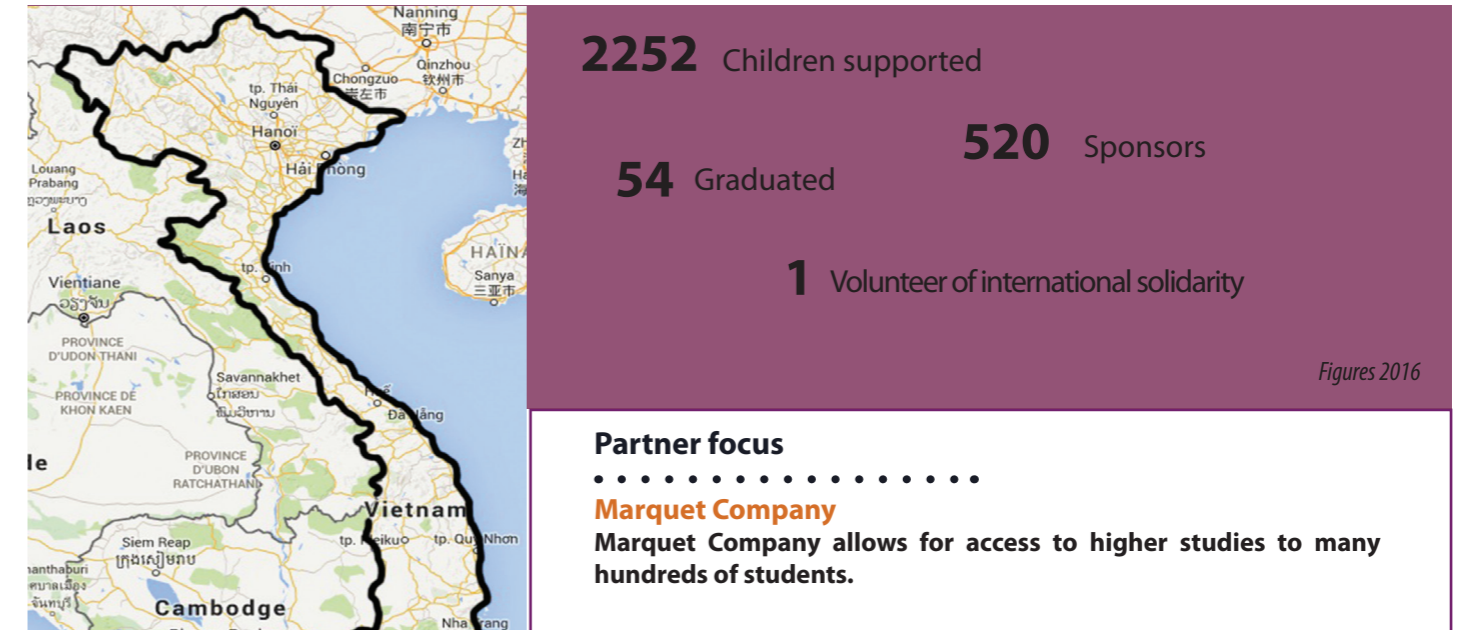
At the end of 2016 we carried out the renovation of a building to create a center for street children in the heart of Ermita slum. This was made possible thanks to financial support from the German Embassy to The Philippines and in direct partnership with the local authorities.



"My names in Jerwin, I'm 19 and have almost as many brothers and sisters. I'm in second year at university where I study mechanical engineering. I can tell you that I am very happy to be one of the 'children of Asia', and I benefit from such support that is allowing me to achieve my dream of becoming an engineer, for the pride of my parents!"

Jerwin Mullet, 19 years old, student - Cebu City

Vietnam



In 2016, our understanding of beneficiaries and their families has improved greatly thanks to the presence of Jacqueline N'Guyen, our international solidarity volunteer, in the field. Jacqueline carried out a large number of visits to families supported by Enfants d'Asie programmes. The health conditions of sponsored children or members of their family was clearly identified as being a factor for early school leaving.

Enfants d'Asie deploys its programmes in partnership with two religious congregations. Actions for feminine promotion of students were conducted. In 2016, with an emphasis on issues of educational guidance and the professional integration of young people.

Enfants d'Asie continues to give its support to boarding schools in the region of Hauts Plateaux: the boarding schools welcome young people from ethnic minorities living in very isolated villages without access to water, electricity and even less so, to means of communication. The priority for the nuns running the boarding schools is the integration of young people into Vietnamese society, whilst also promoting the cultural traditions of the populations. The involvement of families in the educational project of their child is also heavily encouraged.

Lastly, the Maison d'Amour in Thu Duc (district of Ho Chi Minh) welcomes underprivileged children from the area, offering them a place to eat, rest and do their homework. Young volunteers continue to regularly provide their support for the running of certain educational and fun activities.



"Thanks to your help, we have the courage to continue our studies and we no longer worry about finding money every month. We are concentrating on our studies. Since we have been supported, our families have understood the value of studying, we have the joy of coming to school and most of us succeeded in school."

Young girls from the feminine promotion programme - Cai Dôi

PARTNERS 2016

Enfants d'Asie has access to numerous financial and operational partners in France and in the countries it is present. This precious collaboration insures the ideal response to the needs of beneficiaries and their families in the long term.

Companies & Foundations 2016



"An enormous thank you to our partners whose loyalty and generosity allow us to pursue and fortify our work alongside underprivileged children in South East Asia!"

PARTNER FOCUS: Cassiopée Foundation

Cassiopée Foundation, a loyal partner, supports the Training Center in The Philippines. Sylvie Wibaux, founder and president of the Fondation, answers our questions:

How did Cassiopée Foundation begin?

"For a number of years we supported an active collaboration alongside the poorest people around the world. Our aim was to enable anyone to become 'an entrepreneur of themselves' thanks to microcredit, irrigation, hygiene, water conveyance and education. We considered the importance of jointly running these projects to improve the living conditions of communities and to allow them to continue living in their environment."

What is the main purpose of the Foundation?

"To support, through an association, men and women dedicated to fighting opposition to change and to take control of their future in a responsible, confident and transparent manner while respecting each person and their culture. We also support projects that deliver effective and sustainable solutions."

Which Enfants d'Asie project supported by the Foundation has touched you the most?

"We decided to support the Training Center project because it helps young people from slums in Cebu who already have a solid educational history but have great difficulties integrating the workforce."

According to you, what would be the three words that best describe the work of Enfants d'Asie?

"Proximity, dynamism and professionalism."

STAKEHOLDERS OF ENFANTS D'ASIE

We want to thank all our many team members, who work day after day to help underprivileged children in South East Asia:

- Our sponsors and donors
- Our volunteers and regional correspondents
- Our trustees
- Our teams of employees on the field and in Paris
- Our partners
- Our funders: people, businesses, public bodies and foundations

Jacqueline Poneau - Sponsor

"7 years ago, during a solidarity project with a group of management students, we organised a bake sale from which the funds raised were sent to Enfants d'Asie. For the khmer new year I continued my support with the help of my family. As I belong to a family whose values are sharing and mutual assistance, I have a need to help others, especially children. For 4 years, I have been happy to sponsor a student in Cambodia who, thanks to my sponsorship, can study and build her future in the best possible conditions."



Pierre Boumard - Volunteer



"For almost 2 years, I have worked for Enfants d'Asie on subjects relating to communication. With the teams at the heart of my agency we have revised the logo, the visual identity of all communication tools and we even managed to bring partners on the adventure with us: printer, router, sign manufacturer... Even without directly working alongside underprivileged children, I have the sense of adding my stone to the building, in contributing my professional skills. Working in an NGO to carry out 'not for profit' work is in fact rich with lessons and satisfaction. Each of us can help, whatever our contribution: your network, your know-how are precious... Provided that you make them known!"

Chloé Wagner - Philippines Local Director

"I've been in Cebu for almost 3 years as an International Solidarity Volunteer. Thankfully I really love my work, as I spend many hours there each day. It's a job that has meaning. We are a super local team, truly cohesive, at the service of children and their families. Previously I mainly worked in the Middle East and in Africa, I didn't know Asia. But The Philippines isn't really Asia, it has a complex culture which delights me daily. The best moment is when I am with the children and their families!"



Alain Bertrand - Regional Correspondent



"We have been sponsors for over 10 years. Many trips to Cambodia convinced my wife and me that more had to be done for the future of these young people. As retirement presented itself leading to more free time we were able to get further involved with Enfants d'Asie. With the help of some ever-dependable sponsors and donors, we regularly participate in garage and craft sales. In 2016, for the organisation's 25th anniversary, we wanted to move up a gear with a folk ball for the benefit of the home in Phnom Penh, Borey Komar!"

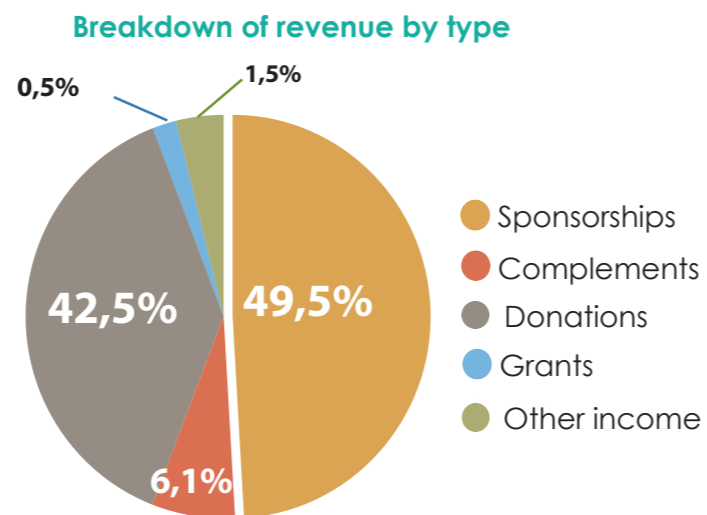
FINANCIAL REPORT 2016

The 2016 financial year marks a certain stability compared with the previous one: stability of overall fundraising, mastery of general costs following investments in recent years, average EUR/USD exchange rate unchanged after the strong fall observed in 2015. This trend also contributed to the close-to-balance of the result of the Organisation, which in 2017 is prioritising the development and diversification of our resources. This objective will allow for simultaneously consolidating our overheads and to reinforce our work in the countries in line with our strategic plan and our associative project.

OUR RESOURCES 2016

Current revenue reached **2,121,874 euros**, an equivalent level to 2015. The part of sponsorships and complements, whilst slightly lower (55.6% versus 57.5% in 2015) remains dominant, while that of Cambodia is now slightly lower at 50%.

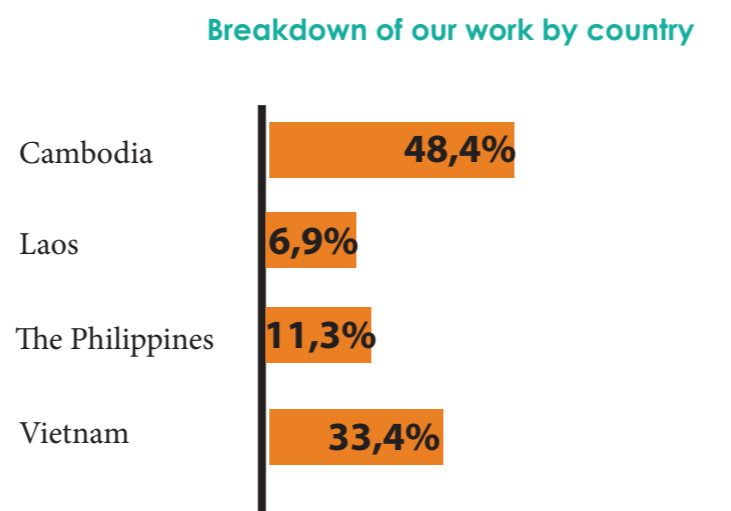
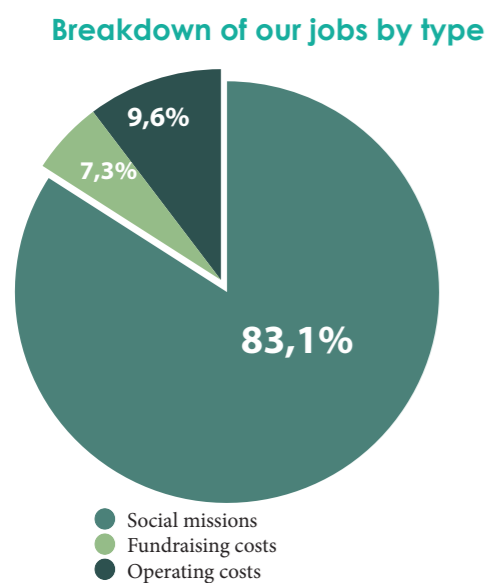
96% of the organisation's resources are collected by the public.



OUR JOBS 2016

The fall in jobs (-8%), which account for **2,219,083 euros** is fundamentally linked to the significant use of funds made available at the start of the 2015 financial year beyond the year's fundraising.

Costs for research and operations (+2%) represent 16.9% of jobs with a significant rise in costs for fundraising (7.3%) and a simultaneous fall in operating costs (9.6%).



OUTLOOK 2017



In 2017 a slight increase is expected in our revenues as well as a continued increase in the allocation of resources between sponsorships and complements on the one hand and donations and legacies on the other.

Work in countries should increase in line with fundraising, with an average EUR/USD exchange rate hypothesis of 1.05.

Overheads continue to be managed by an expected break-even result.

Denis Quillet
Trésorier



NOTES

SUMMARY

Profit and Loss Account as of 31/12/2016 [p.16](#)

Resource Employment Account to 31 December 2016 [p.20](#)

Balance Sheet to 31 December 2016 [p.22](#)

Budget 2017 [p.25](#)

PROFIT AND LOSS ACCOUNT AS OF 31/12/2016

Profit and Loss Account							
Expenses				Incomes			
In Euros	2016	2015	%	En Euros	2016	2015	%
Actions in Countries	1 656 615	1 872 167	-12%	Sponsorships & additions	1 180 341	1 231 256	-4%
Total I	1 656 615	1 872 167	-12%	Donations and legacies	900 411	845 003	7%
Personnel costs	363 481	373 526	-3%	Grants	7 260	3 768	93%
Purchases and external services	128 350	134 089	-4%	Total I	2 088 012	2 080 027	0%
Total II	491 831	507 615	-3%	Sales and other revenues	24 169	46 728	-48%
Depreciation charge	5 821	16 704	-65%	Membership fees	5 800	7 760	-25%
Total III	5 821	16 704	-65%	Subscriptions to EA Magazines	3 893	4 257	-9%
				Total II	33 862	58 745	-42%
Total current expenses	2 154 267	2 396 486	-10%	Total current incomes	2 121 874	2 138 772	-1%
Financial expenses	17 158	10 108	70%	Financial incomes	17 298	88 653	-80%
Exceptional expenses	101 856	59 811	70%	Exceptional incomes	77 495	59 913	29%
Allocation to provisions	4 438	47 171	-91%	Reversal of Provisions	24 372	61 928	-61%
				Variations of dedicated funds	30 613	175 172	-83%
Total Général	2 277 719	2 513 575	-9%	Total Général	2 271 652	2 524 438	-10%
				Result	- 6 066	10 865	

CURRENT REVENUES

Euros	2016	2015	2016/2015	%
Sponsorships	1 049 935	1 081 463	- 31 528	-2,9%
Additions to sponsorships	130 407	149 794	- 19 387	-12,9%
Total sponsorships	1 180 342	1 231 257	- 50 915	-4,1%
Donations	900 411	845 003	55 408	6,6%
Public Grants	7 260	3 768	3 492	92,7%
Miscellaneous sales	6	426	- 421	-98,7%
Craft	8 868	12 380	- 3 513	-28,4%
Contributions	5 800	7 760	- 1 960	-25,3%
Subscriptions	3 893	4 257	- 364	-8,5%
Other revenues	15 296	33 922	- 18 626	-54,9%
TOTAL Current Revenues	2 121 875	2 138 772	- 16 897	-0,8%

The decrease in sponsorships and complements of sponsorships is generally compensated by the increase in donations and grants, reflecting a slow change in the Organization's resource structure.

Craft sales are down, as are the proceeds from membership fees and subscriptions. Special attention will be given to the payment of contributions 2017.

The other revenues have a pronounced cyclical nature, as they are mostly formed of repayments from the National Health Insurance for maternity periods and grants received for government subsidized jobs.

Revenues Collected by country	2016	2015	Evolution 2016 / 2015	%
Cambodia	1 012 187	1 087 208	-75 022	-6,9%
Laos	154 190	169 695	-15 504	-9,1%
Philippines	213 623	204 389	9 234	4,5%
Vietnam	616 631	568 067	48 564	8,5%
Common	125 244	109 413	15 830	14,5%
Total	2 121 875	2 138 772	-16 897	-0,8%

Unaffected resources (Common) continue to progress, but remain under 6% of total revenues. The weight of Cambodia in the global funding is dominant, despite a reduction in sponsorships notably.

ACTIONS IN COUNTRIES

Euros	2016	2015	Evolution 2016 / 2015	%
Cambodia	802 111	1 007 858	-205 747	-20,4%
Laos	113 794	184 857	-71 063	-38,4%
Philippines	187 304	154 982	32 322	20,9%
Vietnam	553 407	524 471	28 936	5,5%
Total	1 656 615	1 872 167	-215 552	-11,5%

The drop in the amount of funds expended in the countries is mainly due the utilization in 2015 of funds collected in the previous year (Cambodia and Laos). In the same way, the actions implemented in The Philippines in 2016 benefited from funds available at the start of the financial year as well as resources collected locally.

Relative stability for Vietnam in the absence of forex impact (transfers in euros) and of the sustainability of well-established programmes financed by certain significant donors on an annual basis. Personnel costs in the countries are controlled, in spite of local inflation (Cambodia). Spending on construction, largely cyclical, is significantly reduced in 2016.

The forex impact is limited in 2016, the average EUR/USD and EUR/PHP rates used in the consolidation of our local accounts being very close to those of the previous financial year. The change in our actions in local money is thus in line with that expressed in euros.

Change in the Euro/Dollar rate	2016	2015	Evolution 2016 / 2015	%
Official rate - Annual Average	1,1069	1,1095	- 0,0026	-0,2%
Official rate to 31 December	1,0541	1,0887	- 0,0346	-3,2%
Enfants d'Asie Average rate	1,1000	1,1792	- 0,0792	-6,7%

<i>Euros</i>	2 016	2 015	Evolution 2016 / 2015	%
Support to children	1 367 672	1 501 125	-133 453	-8,9%
Local remunerations	235 736	229 365	6 371	2,8%
Construction and maintenance of buildings	53 206	141 677	-88 470	-62,4%
Total	1 656 615	1 872 167	-215 552	-11,5%

PERSONNEL COSTS

<i>Euros</i>	2 016	2 015	Evolution 2015 / 2014	%
Salaries	243 941	239 935	4 006	1,7%
Allowances of voluntary workers and interns	852	18 393	-17 541	-95,4%
Welfare costs	118 688	115 198	3 490	3,0%
Total	363 481	373 526	-10 045	-2,7%

Allowances of voluntary workers and interns posted abroad and paid in Paris are now accounted for in 'Actions in countries'. Following the reinforcement of the HQ structure in 2014/2015, staff costs are now stable despite an exceptional charge linked to a contract termination.

EXTERNAL PURCHASES AND SERVICES

<i>En Euros</i>	2 016	2 015	Evolution 2015 / 2014	%
IT services	8 804	4 143	4 661	112,5%
Gas/Electricity	2 561	2 772	- 211	-7,6%
Supplies	7 145	10 056	- 2 911	-28,9%
Rents	40 312	37 286	3 025	8,1%
Fees	3 000	3 601	- 601	-16,7%
Publications, documentation	16 171	11 859	4 312	36,4%
Events	1 956	25	1 931	7722,6%
Insurance	5 651	5 222	429	8,2%
Postage, Telecom	19 314	30 505	- 11 191	-36,7%
Banking services	3 710	4 138	- 429	-10,4%
Projects repaid	7 013	9 092	- 2 079	-22,9%
Taxes	5 126	5 311	- 185	-3,5%
Other expenses	7 589	10 080	- 2 491	-24,7%
Total	128 350	134 089	- 5 739	-4,3%

A new effort to cut HQ operating costs was launched in 2016, notably regarding supplies, postage and telecommunications, from which the decrease largely offset the additional costs incurred for the celebration of the organization's 25th anniversary.

FINANCIAL PRODUCTS AND CHARGES

<i>Euros</i>	2 015	2 014	Evolution 2015 / 2014
Exchange difference	10 108	5 056	5 052
subtotal Financial expenses	10 108	5 056	5 052
			-
Interest on account	696	994	- 298
Capital gains on financial instrument	4 693	7 971	- 3 277
Exchange difference	83 264	30 416	52 847
subtotal Financial products	88 653	39 381	49 272

Exchange differences represent the gap between rates at which transfers are carried out to countries with average monthly official rates used for the accounting purpose.

The change in the EUR/USD rate within a much narrower range than in 2015 hardly allowed for the use of a currency hedge with significant impact as had been the case during the previous financial year.

Our investments, in the form of 5 year bank bond, continued to benefit from a favorable and growing remuneration as originally contracted.

PRODUCTS AND EXCEPTIONAL EXPENSES

<i>Euros</i>	2 016	2 015	Evolution 2016 / 2015
Miscellaneous exceptional charges	41 067	9	41 058
Costs waived by volunteers	54 197	54 655	- 458
Loss on Micro Credit portfolio	6 590	5 147	1 443
Subtotal Exceptional expenses	101 854	59 811	42 043
			-
Miscellaneous exceptional products	23 298	5 258	18 040
Volunteers' refusal to have fees reimbursed	54 197	54 655	- 458
Subtotal Products expenses	77 495	59 913	17 582

Following the decision to discontinue our microcredit activity in Cambodia at the start of 2014, this exceptional loss allows for the final settling of this record. Most of this sum having already been provided for during the previous financial year, the impact on the 2016 result is very small.

The miscellaneous exceptional expenses correspond to the desired change in payment of charges observed in advance (payables), relating to funds transfers to Cambodia presenting charges for the next financial year.

The miscellaneous exceptional products concern the recovery of provisions constituted for retirement benefits in Cambodia and the Philippines, in the absence of legislation in this area.

RESOURCE EMPLOYMENT ACCOUNT TO 31/12/2016

ENFANTS D'ASIE FUNDS UTILIZATION IN € AS OF 31/12/2016	Utilization of N = balance sheet (1)	Allocation of funds utilization raised from the public used on N (3)	ENFANTS D'ASIE FUNDS UTILIZATION IN € AS OF 31/12/2016	Collected resources on N = balance sheet (2)	Follow-up of resources of funds raised from the public used on N (4)
			BALANCE OF RESOURCES RAISED FROM THE PUBLIC NOT USED IN THE PREVIOUS PERIOD		
1 - SOCIAL MISSIONS	1 844 499	1 837 239	1 - RESSOURCES RAISED FROM THE PUBLIC	2 080 752	2 080 752
1.1 Implemented in France			1.1 Donations and legacies collected		
- Actions directly implemented			- Non allocated donations	67 042	67 042
- Transfer to other organizations active in France			- Sponsorships and other non allocated donations	1 990 271	1 990 271
			- Legacies and other gifts non allocated	23 439	23 439
			- Legacies and other gifts allocated		
1.2 Implemented abroad			1.2 Other income from call to the generosity of the public		
- Actions directly implemented	1 729 102	1 721 842			
- Animation et sponsorship follow-up	115 397	115 397			
2 - FUNDRAISING COSTS	162 357	162 357			
2.1. Costs for call to the generosity of the public	162 357	162 357			
2.2. Costs for other private fundraising					
2.3. Costs to raise grants and public subsidies					
3 - OPERATION COSTS	212 227	111 769			
		2 111 365			
I - TOTAL OF FUNDS UTILIZATION LISTED IN THE PROFIT AND LOSS ACCOUNT	2 219 083		I - TOTAL OF RESOURCES LISTED IN THE PROFIT AND LOSS ACCOUNT	2 162 470	
II - ALLOCATION FOR PROVISIONS	4 438		REVERSAL OF PROVISIONS	24 372	
III - LIABILITIES ON ALLOCATED RESOURCES	302 629		III - RESOURCES RAISED FROM THE PUBLIC NOT USED IN THE PREVIOUS PERIOD	333 242	
			IV - VARIATION OF DEDICATED FUNDS COLLECTED FROM THE PUBLIC (see table of dedicated funds)		30 613
			V - INSUFFICIENT FUNDS FOR THE PERIOD	6 066	
IV - OVERAGE OF RESOURCES			VI - GENERAL TOTAL	2 526 150	2 111 365
V - GENERAL TOTAL	2 526 150				
V - Share of gross capital acquisitions of the period funded by resources collected from the public			VI - Total of funds utilized from resources collected from the public		2 111 365
VI - Reversal of amortisation charges on fixed assets financed from resources raised from the public since adoption of the new regulations			BALANCE OF RESOURCES RAISED FROM THE PUBLIC NOT USED IN THE PREVIOUS PERIOD		-
VII - Total of funds utilized from resources collected from the public		2 111 365			
EVALUATION OF IN KIND VOLUNTARY CONTRIBUTIONS					
Social missions	105 363		Volunteering - Valorisation of working hours	205 088	
Fundraising costs	70 817		Benefits in kind		
Operation costs and other expenses	83 105		Benefits in kind - Renunciations of reimbursement	54 197	
Total	259 285		Total	259 285	

SOCIAL MISSIONS

In Euros	2 016	2 015	Evolution 2016 / 2015	%
Organisation and follow-up of sponsorships	115 397	111 083	4 314	3,9%
Total	115 397	111 083	4 314	3,9%

The organization and follow-up of sponsorships, checked in Paris on behalf of the countries and used in the social missions, remains relatively stable and represents 5.2% of jobs in the financial year.

COSTS FOR FUNDRAISING

In Euros	2 016	2 015	Evolution 2016 / 2015	%
External purchases and services	38 566	33 279	5 287	16%
Personnel costs	123 791	101 464	22 328	22%
Total	162 357	134 743	27 615	20%

The implementation of supplementary means is at the origin of the substantial increase in fundraising costs, which move from 5.6% to 7.3% of jobs in the financial year.

OPERATING COSTS

Euros	2 016	2 015	Evolution 2016 / 2015	%
Personnel costs	118 061	139 044	- 20 983	-15,1%
External purchases and services	88 827	96 273	- 7 446	-7,7%
Depreciation charge	5 321	12 614	- 7 293	-57,8%
Financial expenses	19	779	- 760	-97,6%
Exceptional expenses			-	
Total	212 228	248 711	- 36 483	-14,7%

A significant decrease in operating costs compared to the previous financial year which moves from 10.3% to 9.6% of jobs in the financial year.

BALANCE SHEET TO 31 DECEMBER 2016

Balance Sheet to 31 december 2016 - ENFANTS D'ASIE -				
Entitled	31 december 2016			31 december 2015
	Posts	Gross	absorption	Net
Fixed asset				
Tangible and intangible fixed assets	83 131	79 861	3 270	7 356
Financial receivables (micro-credit)	-	-	-	1 357
Other financial fixed assets	15 434		15 434	38 688
Loan (internal)			-	-
Total fixed assets	98 565	79 861	18 704	47 401
Current assets				
Other receivables	33 097		33 097	12 656
Investment securities	318 880		318 880	263 327
Cash (bank and in hand)	219 090		219 090	293 464
Accruals	-		-	-
Prepaid expenses	7 207		7 207	45 641
Total Current Assets	578 274	-	578 274	615 088
Total	676 839	79 861	596 978	662 489
Entitled	31 december 2016			
Associative Funds				
Endowment funds			79 431	79 431
Legacies and donations in return of fixed assets			10 000	10 000
Miscellaneous reserves			37 450	37 450
New budget			50 589	39 724
Financial year result			-6 066	10 865
Total Associative Funds			171 404	177 470
Dedicated funds			334 539	365 152
Provisions				
Provisions for expenses			0	0
Provisions for risks			4 438	41 641
Total provisions			4 438	41 641
Debts				
Suppliers and related accounts			7 162	6 171
Fiscal and social debts			79 435	72 056
Total debts			86 597	78 227
Total			596 978	662 489

OTHER FINANCIAL FIXED ASSETS

The main part of this post is formed of a security deposit reaching 10% of the value in euros of the foreign exchange forward contract of \$150,000 underwritten by Western Union International Bank GmbH in order to obtain partial protection for 2016 in anticipation of a potential fall of the euro.

ASSOCIATIVE FUNDS

In Euros	2 016	2 015	Evolution 2016 / 2015
Endowment funds	79 431	79 431	-
Legacies and donations in return of fixed assets	10 000	10 000	-
Miscellaneous reserves	37 450	37 450	0
New budget	50 589	39 724	10 865
Financial year result	- 6 066	10 865	- 16 931
Total	171 404	177 470	- 6 066

The allocation of the 2015 result is done according to the General Assembly resolution. At the next General Assembly, an allocation of the 2016 result will be proposed a in new budget.

DEDICATED FUNDS

	In euros- dedicated funds	Balance to 31/12/2015	Transactions 2016:		21/12/2016	
			Reversal of utilised provisions	Endowme nt 2016	Balance	Variation
Common	Deductions on Sponsorship, spent in advance for the benefit of identified children	12 582	12 771	14 271	14 082	-1 500
	Deductions on Presents, amounts paid in advance for the benefit of identified children	1 573	3 889	6 519	4 203	-2 630
	Deductions on Donations assigned to projects yet to be used	34 118	29 784	24 480	28 814	5 304
	Common Dedicated funds	48 272	46 444	45 270	47 098	1 174
Cambodia	Sponsorships, spent in advance for the benefit of identified children	31 909	31 909	25 965	25 965	5 944
	Presents, amounts paid in advance for the benefit of identified children	16 036	16 036	10 994	10 994	5 042
	Donations assigned to projects yet to be used	74 139	64 691	48 938	58 386	15 753
	Funds dedicated to Cambodia	122 084	112 636	85 897	95 345	26 739
Laos	Sponsorships, spent in advance for the benefit of identified children	2 074	2 074	1 913	1 913	161
	Presents, amounts paid in advance for the benefit of identified children	672	672	307	307	365
	Donations assigned to projects yet to be used	33 304	32 027	36 278	37 555	-4 251
	Fonds dédiés Laos	36 050	34 773	38 498	39 775	-3 725
Philippines	Sponsorships, spent in advance for the benefit of identified children	6 066	6 066	16 000	16 000	-9 934
	Presents, amounts paid in advance for the benefit of identified children	5 725	5 223	8 936	9 438	-3 713
	Donations assigned to projects yet to be used	58 331	52 660	50 861	56 532	1 799
	Fonds dédiés Philippines	70 122	63 949	75 797	81 970	-11 848
Vietnam	Sponsorships, spent in advance for the benefit of identified children	11 034	11 034	12 450	12 450	-1 416
	Presents, amounts paid in advance for the benefit of identified children	5 295	5 295	8 679	8 679	-3 384
	Donations assigned to projects yet to be used	72 295	59 111	36 038	49 222	23 073
	Fonds dédiés Vietnam	88 624	75 440	57 167	70 351	18 273
Total	Sponsorships, spent in advance for the benefit of identified children	63 665	63 854	70 599	70 410	-6 745
	Presents, amounts paid in advance for the benefit of identified children	29 301	31 115	35 435	33 621	-4 320
	Donations assigned to projects yet to be used	272 187	238 273	196 595	230 509	41 678
	General Total	365 152	333 242	302 629	334 539	30 613
	General SubTotal per country	316 880	286 798	257 359	287 441	29 439

The dedicated funds represent the funds received and assigned to programmes underway. They are held in France then transferred to the countries with needs to use them.

The dedicated funds available to countries are calculated net, that is to say after a variable deduction according to the nature of resources to cover the overheads of the Paris office.

The 'common' dedicated funds represent the sum of these deductions on the balance of dedicated funds of countries. At the end of the financial year, of such kind that the deductions are effectively not deducted until the funds are transferred.

As of December 31 2016, the dedicated funds are covered by the investments and liquid assets of the Paris office.

PROVISIONS

<i>In Euros</i>	2 016	2 015	Evolution 2016 / 2015	
Provisions for retirement of personnel in France	4 438	18 842	-	14 404
Provisions for risks linked to personnel in the Philippines		1 518	-	1 518
Provisions for risks linked to personnel in Cambodia		21 280	-	21 280
Total	4 438	41 641	-	37 202

There are no longer retirement benefits for the personnel of Cambodia and The Philippines.

For the personnel in France, a new method of calculation was chosen, in accordance with the provisions of the collective bargaining agreement.

BUDGET 2017

Budget 2017							
Expenditure In Euros	Budget 2017	executed 2016	%	Products In Euros	Budget 2017	executed 2016	%
Actions in countries	1 670 438	1 656 615	1%	Sponsorships and complements	1 062 000	1 180 341	-10%
Total I	1 670 438	1 656 615	1%	Donations and legacies	1 020 000	900 411	13%
				Grants	8 000	7 260	10%
Personnel costs	354 000	363 481	-3%	Total I	2 090 000	2 088 012	0%
Purchases and external services	130 000	128 350	1%				
Total II	484 000	491 831	-2%	Sales and other revenues	60 000	24 169	148%
				Contributions	8 000	5 800	38%
Depreciation charges	7 500	5 821	29%	Subscriptions to magazine	4 500	3 893	16%
Total III	7 500	5 821	29%	Total II	72 500	33 862	114%
Total Current Expenditure	2 161 938	2 154 267	0%	Total current revenues	2 162 500	2 121 874	2%
Financial charges	15 000	17 158	-13%	Financial products	15 000	17 298	-13%
Exceptional charges	55 000	101 856	-46%	Exceptional products	55 000	77 495	-29%
Allocation to Provisions	5 000	4 438	13%	Reversal of provisions	4 438	24 372	-82%
				Variation of dedicated funds	-	30 613	-100%
General Total	2 236 938	2 277 719	-2%	General Total	2 236 938	2 271 652	-2%
				Résultat	-	-	6 066

The main hypotheses for the 2017 budget are the following:

- A balanced profit and loss account
- A raise in the incomes, with an evolution in the mix of sponsorships and complements/ donations and legacies
- Actions in countries also to rise and a rate of EUR/USD exchange kept at 1.05
- Paris headquarters costs continue to be controlled
- A stable financial result
- A reduced level of risk provision
- Stability of dedicated funds in line with changes in fundraising

Cambodia

2016

The Philippines



Laos

Vietnam





Non-governmental, humanitarian organization
18 rue de la Pierre Levée - 75011 Paris - France
Tél : +33 1 47 00 19 00
www.enfantsd'asie.com

