



**The Global Alliance for Improved Nutrition, Geneva**

**Report of the Statutory Auditor  
on the Consolidated Financial Statements  
to the Board of the Foundation**

Consolidated Financial Statements 2018



**KPMG SA**  
**Audit Western Switzerland**  
111 Rue de Lyon  
CH-1203 Geneva

P.O. Box 347  
CH-1211 Geneva 13

Telephone +41 58 249 25 15  
Fax +41 58 249 25 13  
www.kpmg.ch

Report of the Statutory Auditor to the Board of the Foundation of  
**The Global Alliance for Improved Nutrition, Geneva**

---

**Report of the Statutory Auditor on the Consolidated Financial Statements**

As statutory auditor, we have audited the accompanying consolidated financial statements of Global Alliance for Improved Nutrition, which comprise the balance sheet, statement of operations, statement of changes in capital, cash flow statement and notes for the year ended 30 June 2018.

*Board of the Foundation's Responsibility*

The Board of the Foundation is responsible for the preparation of these consolidated financial statements in accordance with Swiss GAAP RPC and the requirements of Swiss law. This responsibility includes designing, implementing and maintaining an internal control system relevant to the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error. The Board of the Foundation is further responsible for selecting and applying appropriate accounting policies and making accounting estimates that are reasonable in the circumstances.

*Auditor's Responsibility*

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Swiss law and Swiss Auditing Standards. Those standards require that we plan and perform the audit to obtain reasonable assurance whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers the internal control system relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control system. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of accounting estimates made, as well as evaluating the overall presentation of the consolidated financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

*Opinion*

In our opinion, the consolidated financial statements for the year ended 30 June 2018 give a true and fair view of the financial position, the results of operations and the cash flows in accordance with Swiss GAAP RPC and comply with Swiss law.



## **Report on Other Legal Requirements**

We confirm that we meet the legal requirements on licensing according to the Auditor Oversight Act (AOA) and independence (article 728 CO and article 11 AOA) and that there are no circumstances incompatible with our independence.

In accordance with article 728a paragraph 1 item 3 CO and Swiss Auditing Standard 890, we confirm that an internal control system exists, which has been designed for the preparation of the consolidated financial statements according to the instructions of the Board of the Foundation.

KPMG SA

Pierre Henri Pingeon  
*Licensed Audit Expert  
Auditor in Charge*

Cédric Rigoli  
*Licensed Audit Expert*

Geneva, 30 November 2018

*Enclosure:*

- Consolidated financial statements (balance sheet, statement of operations, statement of changes in capital, cash flow statement and notes)



## **GAIN Annual Financial Report 2018**

The Global Alliance for Improved Nutrition ("GAIN" or "the Foundation") is an independent non-profit Swiss Foundation, headquartered in Geneva, created under Article 80 of the Swiss Civil Code, and is registered with the Geneva Registry of Commerce under statutes dated 26th March 2003. GAIN is monitored by the Swiss Federal Supervisory Board for Foundations, and was granted a special international status by the Swiss government.

GAIN is an alliance driven by the vision of a world without malnutrition. Created in 2002 at a Special Session of the UN General Assembly on Children, GAIN supports public-private partnerships to improve access to safe, affordable and nutritious foods, targeted to vulnerable populations. In the past decade, GAIN has worked in partnership with governments, international agencies, communities and the private sector in over thirty countries. This includes reaching almost one billion people with fortified foods that have sustainable nutritional impact. Half of these beneficiaries are women and children.

GAIN has received funding from a number of public and private sector donors including the Bill and Melinda Gates Foundation ("BMGF"), United States Agency for International Development ("USAID"), the Government of the Netherlands Ministry of Foreign Affairs ("Dutch MFA"), the Department for International Development ("UK DFID"), the Children's Investment Fund Foundation ("CIFF"), Global Affairs Canada, Irish Aid and more than twenty other partners.

The consolidated financial statements include GAIN offices and those entities over which GAIN has the power to govern the financial and operating policies so as to obtain benefits from their activities. The consolidated entities comprise GAIN, GAIN NoSCA LLC, GAIN Canada, GAIN UK, GAIN Netherlands, GAIN Nigeria and GAIN Tanzania.

GAIN's worldwide presence includes offices in Abuja, Addis Ababa, Dhaka, Dar es Salaam, Hellerup, Islamabad, Jakarta, Kabul, Kigali, London, Lahore, Maputo, Nairobi, New Delhi, Ottawa, Utrecht and Washington D.C.

GAIN is governed by a Board comprised of individuals drawn from international agencies, development organisations, academe, business and civil society. Its work is carried out by a staff of professionals who manage the day-to-day operations of the foundation.

## 1. Financial Overview

### Balance Sheet

#### Financial statements 2017-2018

30 June 2018 in US\$

Consolidated Balance Sheet 30 June 2018 in US\$ <i>(with comparative figures)</i>	Notes	30 June 2018	30 June 17
<b>ASSETS</b>			
Current Assets			
Cash and cash equivalents	4	27,058,652	12,591,220
Deposits and bonds	4	2,393,727	6,272,975
Accrued Income - Restricted	7	737,080	1,546,912
Other receivables	6	940,577	2,460,074
Prepaid expenses		656,966	526,070
Deferred expenditure		2,578,104	2,557,931
<b>Total Current Assets</b>		<b>34,365,106</b>	<b>25,955,182</b>
Non-Current Assets			
Bonds and Term deposits	4	2,000,000	4,000,000
Fixed Assets	5	514,055	407,247
<b>Total Non-Current Assets</b>		<b>2,514,055</b>	<b>4,407,247</b>
<b>TOTAL ASSETS</b>		<b>36,879,161</b>	<b>30,362,429</b>
<b>LIABILITIES, FUNDS &amp; CAPITAL</b>			
Current Liabilities			
Accounts payable		2,029,488	4,200,013
Accrued expenses		1,140,581	1,840,289
Deferred Unrestricted Income		-	29,958
Deferred Restricted Income	7	26,293,903	15,893,518
<b>Total Current Liabilities</b>		<b>29,463,972</b>	<b>21,963,778</b>
Restricted Funds			
Restricted Income Funds		1,425	1,425
Premix Facilities	3-6	2,753,572	3,753,572
<b>Total Restricted Funds</b>		<b>2,754,997</b>	<b>3,754,997</b>
Capital of the Foundation			
Paid-in Capital	13	36,187	36,187
Unrestricted Income Funds	3	4,624,004	4,607,467
<b>Total Capital of the Foundation</b>		<b>4,660,191</b>	<b>4,643,655</b>
<b>TOTAL LIABILITIES, FUNDS &amp; CAPITAL</b>		<b>36,879,161</b>	<b>30,362,429</b>

## Statement of Operations

Financial statements 2017-2018

30 June 2018 in US\$

Consolidated Statement of Operations 30 June 2018 in US\$ <i>(with comparative figure)</i>	Notes	30 June 2018	30 June 2018	30 June 2018	30 June 17
		Unrestricted	Restricted		
<b>Income</b>					
Donors	7	2,370,512	31,544,604	33,915,116	45,839,776
Gifts in Kind income	10		1,045,324	1,045,324	975,926
<b>Total income</b>		<b>2,370,512</b>	<b>32,589,928</b>	<b>34,960,440</b>	<b>46,815,702</b>
<b>Direct and administrative ex(lenses)</b>					
Personnel costs	8	3,086,235	10,954,118	14,040,353	13,942,961
Consultants costs and Contracted services		650,382	5,496,427	6,146,809	10,229,960
Sub-Awards	9		6,829,023	6,829,023	14,067,893
Travel costs		394,395	1,929,557	2,323,951	2,638,351
Operational costs		1,242,462	3,376,900	4,619,361	4,451,341
Allocated Overhead		(3,019,549)	3,019,549		
Depreciation	5	192,304	5,859	198,164	236,492
Gift in Kind expenses	10		1,045,324	1,045,324	975,926
<b>Total direct and administrative ex(lenses)</b>		<b>2,546,229</b>	<b>32,656,757</b>	<b>35,202,985</b>	<b>46,542,925</b>
<b>Intermediate Operating (deficit) surplus</b>		<b>175,717</b>	<b>166,829</b>	<b>1242,546</b>	<b>212,777</b>
<b>Net financial result</b>					
Financial income		152,270		152,270	175,929
Foreign exchange differences		106,813		106,813	(379,447)
<b>Net financial result</b>		<b>259,083</b>		<b>259,083</b>	<b>1203,518</b>
<b>Net Operating (deficit) surplus prior to allocations</b>		<b>83,366</b>	<b>(66,829)</b>	<b>16,537</b>	<b>69,261</b>
<b>Release from restricted funds</b>					
Allocation to unrestricted funds		(83,366)	66,829	(16,537)	(69,261)
<b>Surplus for the year after allocations</b>					

## Statement of Changes in Capital

### Financial statements 2017-2018

30 June 2018 in US\$

Consolidated Statement of Changes in Capital 30 June 2018 in US\$	Opening balance	Allocation	Internal funds transfers	Closing balance
Restricted funds				
Restricted income funds	1,425			1,425
Premix facilit	3,753,572	(1,000,000)		2,753,572
<b>Total restricted funds</b>	<b>3,754,997</b>	<b>(1,000,000)</b>		<b>2,754,997</b>
Unrestricted funds				
Paid-in capital	36,187			36,187
Unrestricted funds	3,000,000			3,000,000
Unrestricted surplus brought forward	1,607,467		13,537	1,624,004
(Deficit) surplus for the year		16,537	(16,537)	
<b>Capital of the foundation</b>	<b>4,643,654</b>	<b>16,537</b>		<b>4,660,191</b>

Consolidated Statement of Changes in Capital 30 June 2017 in US\$	Opening balance	Allocation	Internal funds transfers	Closing balance
Restricted funds				
Restricted income funds	1,425			1,425
Premix facilit	6,800,000		(3,046,428)	3,753,572
<b>Total restricted funds</b>	<b>6,801,425</b>		<b>(3,046,428)</b>	<b>3,754,997</b>
Unrestricted funds				
Paid-in capital	36,187			36,187
Unrestricted funds			3,000,000	3,000,000
Unrestricted surplus brought forward	1,538,207		69,260	1,607,467
(Deficit) Surplus for the year		22,832	(22,832)	
<b>Capital of the foundation</b>	<b>1,574,394</b>	<b>22,832</b>	<b>3,046,428</b>	<b>4,643,654</b>



## Cash Flow Statement

### Financial statements 2017-2018

30 June 2018 in US\$

Consolidated Cash Flow Statement 30 June 2018 in US\$ <i>(with 2016 comparative figures)</i>	Note	2018	2017
<b>Cash flow from operating activities</b>			
Net Operating surplus		16,537	22,832
Depreciation of fixed assets	5	198,163	236,492
(Increase) decrease in restricted accrued income		809,832	(1,119,264)
(Increase) decrease in receivables from donors		1,519,497	2,496,319
(Increase) decrease in prepaid expenses		(130,896)	(7,665)
(Increase) decrease in deferred expenditure		(20,173)	1,930,072
Increase (decrease) in creditors		(2,870,232)	783,754
Increase (decrease) in deferred donor income		9,370,427	(16,938,276)
<b>Cash flow from operating activities</b>		<b>8,893,155</b>	<b>(12,595,735)</b>
<b>Cash flow from investing activities</b>			
Purchase of fixed assets	5	(305,389)	(342,473)
Disposal of fixed assets	5	418	
Funds flow from investing activities		2,000,000	4,669,490
<b>Cash flow from investing activities</b>		<b>1,695,029</b>	<b>4,327,017</b>
Increase (Decrease) in Cash and Deposits		10,588,184	(8,268,719)
Cash and deposits - beginning of year	4	18,864,195	27,132,914
Cash and Deposits - end of year	4	29,452,379	18,864,195
<b>Changes in Cash and Deposits</b>		<b>10,588,184</b>	<b>(8,268,719)</b>

## 2. Significant Accounting Policies

**A) Basis of preparation:** The consolidated financial statements have been prepared in accordance with its articles of association and the applicable provisions of the Swiss GAAP FER Framework and Recommendations and specifically Swiss GAAP FER 21 (Accounting for charitable, social non-profit organisations).

### Statement of compliance

The consolidated financial statements have been prepared in accordance with Swiss GAAP FER, in particular Swiss GAAP FER 21. These include:

- I) Balance Sheet;
- II) Statement of Operations (Period Based);
- III) Cash flow statement;
- IV) Statement of Changes in capital;
- V) Notes;

These consolidated financial statements present all activities by the Foundation. The consolidated financial statements have been prepared on a historical cost basis. The principal accounting policies are set forth below.

**B) Income recognition:** Grants, contributions and donations received are recorded in accordance with the principle of matching related revenues and expenses, enabling an accurate recording and reporting of utilization of funds over time. Grant instalments related to the fiscal year are initially treated as deferred income and shown as a liability on the balance sheet. On fulfilment of the conditions and obligations governing each individual grant, the funds are released to income statement in the period to which they relate and are recognized as income to the extent and amount of actual expenses incurred during each financial year. Income is accrued where expenses incurred during the financial year exceed grant receipts and there is a contractual obligation to receive donor funds. Funds invoiced but not received are recognized as Grant Receivables. Interest income is recognized on an accruals basis.

**C) Sub-Awards:** Sub-Awards consist of sub-grants and sub-contracts. Sub-contracts are recognized as a current period expense upon disbursement. Sub-grants are governed by a written agreement and disbursements are generally phased over the lifetime of the project. Each disbursement is initially treated as an advance and subsequently recognized as an expense upon the submission of utilization reports by sub-grantees or on the basis of reasonable estimates based on the percentage of completion of the project. The disbursements paid over but not utilized by sub-grantees are included in current assets as deferred expenditure.

**D) Direct and Support Costs:** Expenditure is recorded in the consolidated financial statements in the period in which it is incurred and is inclusive of any VAT which cannot be reclaimed. Direct costs are those expenses that directly relate to GAIN's mission of reducing malnutrition through sustainable strategies aimed at improving the health and nutrition of populations at risk. Support costs include costs such as facilities, governance, depreciation and administration. Support costs that are fully attributable to activities are recorded as direct costs. Support costs deemed indirect are apportioned to activities based on staff time.

**E) Foreign currencies:** Accounting records are maintained in US Dollars. Monetary assets and liabilities denominated in other currencies are recorded at the rates ruling at the date of the transaction. Foreign currency assets and liabilities are translated into US dollars at rates of exchange prevailing at the balance sheet date. Exchange gains and losses are included in the Statement of Operations.

**F) Fixed assets:** Fixed assets are stated at cost less accumulated depreciation. GAIN applies the straight-line method for the depreciation of these assets using a rate of 20% per annum for furniture and fixtures and 50% per annum for office equipment.

**G) Credit risk and cash-flow management:** GAIN's liquid assets are maintained in cash, low-risk short-term deposits, or capital guaranteed investments. At the balance sheet dates, there are no significant concentrations of credit risk. The maximum exposure is primarily represented by the carrying amounts of the financial assets in the balance sheet, including accounts receivable and cash.

**H) Bank guarantee deposits:** Guarantees are included within current assets. Currently GAIN has guarantees representing deposits related to premises in Geneva and country offices. These are recoverable, subject to prevailing contract terms, upon vacating the premises.

**I) Provisions:** A provision is recognized on the balance sheet when the organization has a legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are measured at the management's best estimates of the expenditure required to settle that obligation at the balance sheet date.

The Operations Committee regularly review projects and may make provisions where necessary for cost that may impact the Unrestricted Reserves if GAIN is unable to find a donor for a particular cost component of a project.

**J) Restricted and unrestricted reserves:** Restricted and unrestricted reserves represent the excess of income over expenditure since GAIN's inception. Restricted reserves are available to GAIN for future operations and project funding costs as its evolving project pipeline dictates. However, should these funds not be expensed in line with donor requirements and underspend would be returned to the donor and would not be available to support general organisational activity.

**K) Classification of Income and Expenses:** Income and expense which is subject to donor-imposed stipulations are reported as restricted item. All other income and expense not subject to restrictions and for general use are reported as unrestricted item.

**L) Consolidated entities:** The following entities' results have been included in the consolidated financial statements:

GAIN NoSCA LLC, USA, 100% owned.

The Global Alliance for Improved Nutrition, UK, 100% owned

The Global Alliance for Improved Nutrition Ltd, Nigeria, 100% owned

The Global Alliance for Improved Nutrition (Singapore) Ltd, Singapore, 100% owned (dissolved April 2017)

The Global Alliance for Improved Nutrition, Canada, 100% owned

The Global Alliance for Improved Nutrition Ltd, Tanzania, 100% owned

Stichting The Global Alliance for Improved Nutrition (GAIN Netherlands), Netherlands, 100% owned

The foundation's financial statements are consolidated according to the full consolidation method. All inter-company investments, balances and transactions have been eliminated.

**M) In-kind donations:** In-Kind donations are disclosed in the financial statements and valued in the statement of operations, equally as both income and expenditure, at their fair market values on the date of receipt of the goods or services.

Good and services obtained, are recorded as in-kind donation, if the following principle is met: Goods transferred to a GAIN project or services rendered to GAIN must be free, excluding any type of payment from GAIN.

They must be:

- Clearly identifiable and part of GAIN projects and activities as defined by GAIN's action plans and budgets;
- Recognizable as a visible contribution to GAIN's projects and activities and in line with GAIN's mission and objectives.

Fair value is defined as the market price GAIN would have paid in order to purchase that good or service. Fair values can be suggested by partners. These fair values are tested for reasonableness by GAIN.

In-kind donations estimated at US\$ 5'000 and above are taken into account. Exceptions can be made by GAIN when it serves the purpose of providing consistency and completeness of a project's accounts.

**N) Bonds:** Bonds are recorded at nominal value at the date of acquisition and are held until their maturity date. At year end, bonds in foreign currency are revaluated as per accounting policy E) above. Transaction costs are recognized in the consolidated statement of income as incurred.

### 3. Transfers between Funds

Since 2009, GAIN has successfully run a Premix credit facility which included a US\$ 3M contribution from the Schockland Fund (provided by the Dutch Ministry of Foreign Affairs) and which were classed as restricted in the balance sheet. After analysis of the utilization of the premix facility funds and the demands on GAIN's balance sheet, the donor agreed to GAIN reclassifying these funds to its unrestricted reserves. The impact in the accounts is a reduction of the Premix Restricted Funds by US\$ 3 M and an increase of Unrestricted Funds by US\$ 3 M. GAIN will continue to operate the premix facility normally.

In 2018, the Bill & Melinda Gates Foundation agreed to repurpose US\$ 1 M of their Premix credit facility contribution to a new project. The impact in the accounts is a reduction of the Premix Restricted Funds by US\$ 1 M and an increase of Deferred Restricted Income by US\$ 1 M.

## 4. Cash, Deposits, Bonds and Hedging activities

Amounts held by GAIN but not required for immediate use are invested in instruments approved by the Board of the Foundation.

Cash and Deposits in US\$	2018	2017
Cash and cash equivalents*	24,875,421	9,803,396
Cash held by local offices	2,183,231	2,787,825
<b>Total Cash and cash equivalents</b>	<b>27,058,652</b>	<b>12,591,220</b>
Bonds and Term Deposits*	2,000,000	6,000,000
Rent Guarantee	393,727	272,975
<b>Total Deposits</b>	<b>2,393,727</b>	<b>6,272,975</b>
<b>Total Cash and Deposits</b>	<b>29,452,379</b>	<b>18,864,195</b>

\*These bonds and money market have a short term duration to maturity. The time deposits are deposits of short term maturity ranging up to one year and these can be liquidated immediately with a loss of interest. So both are considered as cash.

### Bonds in US\$

Issue Date	Maturity Date	Coupon Interest Rate	Nominal Amount	Book Value as of 30 June 2018	Book Value as of 30 June 2017
12 February 2015	18 February 2018*	1% - 3%	1,500,000	-	1,500,000
18 February 2015	18 February 2018*	1.4%	1,500,000	-	1,500,000
31 January 2016	2 February 2019*	1.15% - 3.5%	2,000,000	-	2,000,000
15 March 2017	15 March 2020	2.1% - 4%	1,000,000	1,000,000	1,000,000
6 April 2017	6 April 2020	2.1% - 4%	1,000,000	1,000,000	1,000,000
<b>Total Bonds</b>				<b>2,000,000</b>	<b>7,000,000</b>

\* These bonds are reclassified as they have a short duration to maturity

GAIN's investment policy allows the use of such products over a 3 year time line. GAIN invested this out of surplus working capital requirements.

### Hedging activities

In February 2018 GAIN decided to put in place a hedging strategy in order to mitigate the risk of adverse currency fluctuations. The hedging strategy focuses on existing Balance sheet positions and future transaction risks over US\$ 50k.

GAIN entered into forward contracts for GBP and CHF with fixed maturity rates and execution dates as follows:

Currency	Amount	Maturity date	@rate	Amount US \$
GBP	250,000	09/07/2018	1.3917	347,925
GBP	250,000	20/08/2018	1.3943	348,575
GBP	250,000	17/09/2018	1.3959	348,975
CHF	500,000	09/07/2018	1.0715	535,750
CHF	500,000	20/08/2018	1.0785	539,250
CHF	500,000	17/09/2018	1.0817	540,850

## 5. Fixed Assets

Fixed Assets in US\$	Furniture & Fixtures	Office Equipment	Total
<u>Gross values of cost</u>			
At 1 July 2017	1,513,518	2,312,980	3,826,498
Additions	286,801	18,588	305,389
Disposals/Transfers	(790,950)	(1,070,824)	(1,861,774)
<b>Cost 30 June 2018</b>	<b>1,009,369</b>	<b>1,260,744</b>	<b>2,270,113</b>
<u>Accumulated Depreciation</u>			
At 1 July 2017	1,285,396	2,133,855	3,419,251
Depreciation	106,463	91,700	198,163
Disposals/Transfers	(790,532)	(1,070,824)	(1,861,356)
<b>At 30 June 2018</b>	<b>601,327</b>	<b>1,154,731</b>	<b>1,756,058</b>
<b>Net book value at 30 June 2018</b>	<b>408,042</b>	<b>106,013</b>	<b>514,055</b>

Fixed Assets in US\$	Furniture & Fixtures	Office Equipment	Total
<u>Gross values of cost</u>			
At 1 July 2016	1,340,240	2,148,417	3,488,657
Additions	177,910	164,563	342,473
Disposals/Transfers	(4,632)	-	(4,632)
<b>Cost 30 June 2017</b>	<b>1,513,518</b>	<b>2,312,980</b>	<b>3,826,498</b>
<u>Accumulated Depreciation</u>			
At 1 July 2016	1,164,962	2,022,429	3,187,391
Depreciation	125,066	111,426	236,492
Disposals/Transfers	(4,632)	-	(4,632)
<b>At 30 June 2017</b>	<b>1,285,396</b>	<b>2,133,855</b>	<b>3,419,251</b>
<b>Net book value at 30 June 2017</b>	<b>228,122</b>	<b>179,125</b>	<b>407,247</b>

These assets are mainly related to the main entities (Switzerland, UK and USA).

## 6. Other Receivables

<b>Other Receivables in US\$</b>	<b>2018</b>	<b>2017</b>
Other Receivables	(14,334)	838,705
Grant Receivables	322,155	1,125,605
Premix Facility Receivables	632,756	495,763
<b>Total Receivables</b>	<b>940,577</b>	<b>2,460,074</b>

The GAIN Premix Facility Receivable is part of the revolving fund of US\$ 2.8M (2017: US\$ 3.8M) held within Restricted Funds to make premix procurement more effective for organisations fortifying food. It provides guarantee payments to premix suppliers and offers extended credit terms to customers purchasing through the GAIN Premix Facility.

## 7. Deferred Restricted Income

During the current financial year total receipts from donors amounted to US\$ 44'699'936 (2017- US\$ 28'611'412).

DONOR in US\$	2018 Deferred Restricted Income	2018 Funds Invoiced
Bill and Melinda Gates Foundation	(5,403,500)	5,811,986
UK Government DFID Mozambique <sup>(1)</sup>		1,116,066
Government of the Netherland <sup>(2)</sup>	(14,966,199)	26,401,505
US Government USAID		3,446,160
Children's Investment Fund Foundation CIFF	(1,643,783)	2,761,896
World Food Programme	(55,078)	211,698
NL EVD International	(291,369)	
Government of Canada	(1,567,642)	
Bestseller A/S	(104,596)	
Government of the Federal Republic of Germany	(328,049)	666,350
Danida Market Development Partnership		170,845
bshAid(3)	(268,750)	596,335
Others	(1,664,937)	3,619,156
<b>Total</b>	<b>(26,293,903)</b>	<b>44,801,997</b>

<sup>(1)</sup> DFID Mozambique - Cash received in 2017/2013: GBP 818'254

<sup>(2)</sup> Government of the Netherland - Cash received in 2017/2018: EUR 22'046'008

<sup>(3)</sup> Irish Aid MN4 Project - Cash received in 2017/2013: EUR 500'000

Detail by Work stream for NL EVD International funding	Funds to be received	Expenditure
Workstream B1: Vegetables for All		492,527
Workstream B3: Micronutrient Powders		
Workstream B4: Fortified Dairy		
Workstream B5: Rural Retail Hubs		538,112
Workstream BX: Home fortification		47,570
Workstream E1: Quality Improvement Network (QIN)		
Workstream E2: Access to Finance		329,697
Workstream S: Support workstream		36
<b>Total</b>		<b>1,407,942</b>

DONOR in US\$	2017 Deferred Restricted Income	2017 Funds Invoiced
Bill and Melinda Gates Foundation	(4,091,052)	6,980,278
UK Government DFID <sup>(1)</sup>		1,032,314
UK Government DFID Mozambique <sup>(2)</sup>	(364,198)	636,924
Government of the Netherland <sup>(3)</sup>		7,831,995
US Government USAID	(1,819,667)	1,000
Children's Investment Fund Foundation CIFF	(2,585,796)	4,928,292
Adeso		634,388
World Food Programme	(196,418)	
NL EVD International	(1,699,310)	
Government of Canada	(1,889,123)	
Bestseller A/S <sup>(4)</sup>	(692,585)	1,316,103
Others	(2,555,369)	4,406,399
<b>Total</b>	<b>(15,893,518)</b>	<b>27,767,693</b>

<sup>(1)</sup> UK Government DFID - Cash received in 2016/2017: GBP 787'449

<sup>(2)</sup> DFID Mozambique - Cash received in 2013/2017: GBP 51,429

<sup>(3)</sup> Government of the Netherland - Cash received in 2016/2017: EUR 7'048'000

<sup>(4)</sup> Bestseller AIS - Cash received in 2013/2017: DKK 8'930'000

Detail by Workstream for NL EVD International funding	Funds to be received	Expenditure
Workstream B1: Vegetables for All		196,411
Workstream B3: Micronutrient Powders		
Workstream B4: Fortified Dairy		
Workstream B5: Rural Retail Hubs		246,256
Workstream BX: Home fortification		309,837
Workstream E1: Quality Improvement Network (QIN)		75
Workstream E2: Access to Finance		(32,822)
Workstream S: Support workstream		288,194
<b>Total</b>		<b>1,007,949</b>



## 8. Personnel costs

The personnel costs represent payroll and social benefits for employees at Headquarter and in country offices.

Personnel Costs in US\$	2018	2017
Wages, Salaries and Social benefits	13,678,377	13,732,795
Other personnel costs	361,976	210,166
<b>Total</b>	<b>14,040,353</b>	<b>13,942,961</b>

## 9. Sub-Awards: Expenditure Recognized

Sub-Awards spent by initiatives were as follows:

Initiatives in US\$	2018	2017
Large-scale Food fortification	1,950,353	2,154,275
Maternal, Infant and Young Children Nutrition	2,876,018	7,181,693
Agriculture & Nutrition	233,601	2,018,764
Business Partnerships and Alliances	1,427,810	614,600
Knowledge Leadership	341,241	2,098,561
<b>Total</b>	<b>6,829,023</b>	<b>14,067,893</b>

## 10. Gift in Kind income / expenses

GAIN implements a programme on behalf of NL EVD. This programme requires in kind contribution from the partners in this programme totaling 50.4% of the total programme. The balance of the programme is met by 49.6% contribution in cash from the Netherlands Agency EVD International FDOV programme.

## 11. Remuneration and Indemnities Paid to Board Members and Directors

Remuneration is not provided to Foundation Board Members. It is a voluntary appointment and costs relating to attending meetings are covered by the Foundation.

The remuneration of key management (including salaries, all benefits and all social charges), comprising the Executive Director and members of the Senior Management Team, amounted to USD 1'422'030 (2017: USD 1'252'386).

## 12. Services Received and Rendered Free of Charge

GAIN received no services free of charge other than those of the Board members. GAIN did not provide any services free of charge.

There are no other volunteers except Board Members.

## 13. Foundation Capital

The Foundation capital amounts to CHF 50'000.

This is equivalent to US\$ 36'187 at the rate of exchange on the date of inception of the Foundation, 26 March 2003.

## 14. Rent and Leasing Commitments

As of 30 June 2018, the Foundation had future office rental commitments and leasing contracts up to the end of their contract period totalling USD 2'323'531 (2017: USD 2'084'363).

## 15. Related Party Transactions

There were no related party transactions during the year.

## 16. Pension Plan Obligation

GAIN sponsors different pension plans. The main retirement plans are the following:

Employees based in Geneva, Switzerland: GAIN headquarters' employees benefit from a pension scheme covering retirement, invalidity and death according to the provisions of the Federal Law for occupational retirement (LOB).

The occupational benefits are provided by a collective foundation, Patrimonia, according to a defined-contribution benefit plan. The plan is funded by the contributions of GAIN and the employees.

As of June 30 2018, 29 employees were enrolled in the plan (2017: 33 employees).

The total amount expensed for GAIN's contributions was US\$ 286'965 (2017: US\$ 436'196)

As of June 30 2018, the capital ratio is at 104.4% (2017: 108%). Due to the coverage ratio, no liabilities were recognized in the Balance Sheet and no outstanding amount was due at closing date.

Employees Based in Washington, DC: GAIN NoSCA, LLC sponsors a 401(k) defined contribution plan (the "Plan") which is a US retirement savings plan under the US Internal Revenue Code, for all eligible employees. Employees become eligible upon being hired and may participate immediately upon employment (Interns are excluded from the Plan).

The plan is funded by the contributions of GAIN and the employees.

As of June 30 2018, 13 employees were enrolled in the plan (2017: 12 employees).

The amount expensed for GAIN's contributions was US\$ 93'987 (2017: US\$ 107'966).

Employees based in London, UK: On 1st May 2014 GAIN UK entered into a defined contribution pension scheme with Scottish Life for all eligible employees.

The plan is funded by the contributions of GAIN and the employees.

As of June 30 2018 28 employees were enrolled in the plan (2017: 23 employees).

The amount expensed for GAIN's contributions was US\$ 164'598 (2017: US\$ 161'905).

## **17. Assets pledged as guarantee for commitments**

At year end, a bank of the Foundation had provided a rental letter of guarantee totalling CHF 10'500 (US\$ 10'604) (2017: CHF 10'500 - US\$ 10'964) in favour of a third party. Cash for an equivalent amount is pledged at the corresponding bank.

## **18. Risk management**

The Board has identified the major risks to the organization and a comprehensive risk register is maintained. The risk register is reviewed by the Finance & Audit Committee annually and the Operations Committee regularly reassesses the risks throughout the year. The Board is satisfied that systems are in place to monitor and manage risk.

## **19. Subsequent event**

There is no significant subsequent event to report.