2018 IN FIGURES

> 65,000 children supported

> 22,059 sponsored children

> 932 sponsorship programmes

> 157 development programmes supported in 2018 (including 3 in France)

> 1,300 volunteers

> 97 local employees in Asia

> 87 delegations in France and international offices

> 62 overseas volunteers (Bamboos)

> 36 employees (France and 2 expatriates) and 4 apprentices

> 85.1% of expenses allocated to charitable expenditure

> 9.3% in fees for fundraising and fund management

> 5.6% of operating expenses

Dear friends,

Enfants du Mékong turned 60 in 2018! To celebrate this beautiful anniversary, we chose to present the words of 6 sponsored children in the movie – 'WHEN I GROW UP'. They illustrate the great causes of which we are committed to: ethnic minorities, handicap, migrants and internally displaced persons, rurality, slums and the dignity of girls and women. Thanks to you, they can grow in their country of origin, educated and with the promise of a dignified life. They will make free choices, both personal and professional, in the service of the common good for their country. **Our children can become models of responsibility for their country.**

The key points for the year 2018 are as follows:

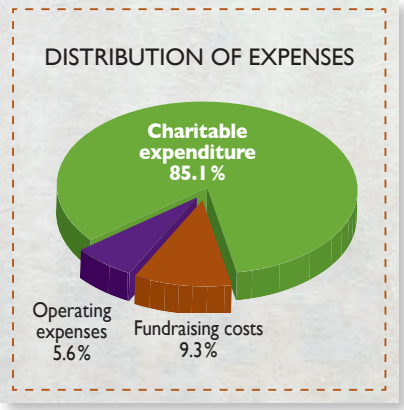
- For the first time, **the milestone of the 22,000 sponsored children has been crossed!**
- **Resources increase** (€12,755,712), and the year ends with a surplus of €228,875.
- The share of **charitable expenditure amounts to 85.1% of total expenses.** The collection fees and operating costs represent 14.9%.
- Complementary to sponsorship, **the activity of development programmes is presented in a new way:** construction and equipment for education, integral training, and basic needs and social support. It has growing strongly in 2018.
- **Tax reforms** have impacted the association: deductible donations from the IFI have been reduced by 50% to €264K.
- The **measures of GDPR** (General Data Protection Regulation) have been progressively put in place. Since 1958, your personal data have never been sold, marketed, rented or exchanged with third parties!
- **Human resources** are still rich and varied by age, status (employee, Bamboo, volunteer), geographical distribution abroad and in France.
- **Volunteer resources** are valued at €3.7 million in the Sources & Uses account. Therefore, their paramount importance.

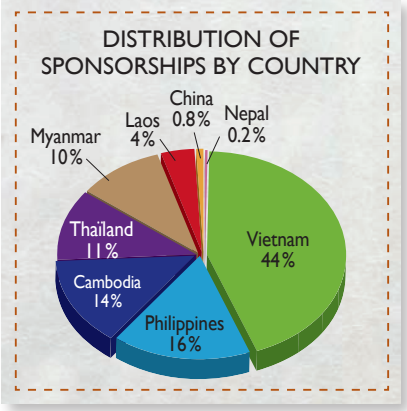
Thank you with all my heart for your presence at our side and for your loyalty, which allow us to help our children in Asia to grow. The financial statements for the year 2018 have been validated by our statutory auditor and approved unanimously at the general meeting of June 6, 2019. The surplus of the year (€228,000) has been allocated to the reserves. You can read the full financial report on our website on the Financial Transparency page on the "find out" tab. ■

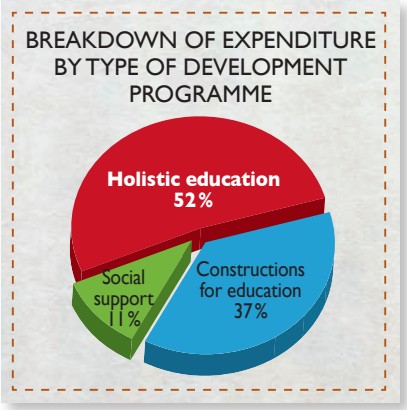
Antoine Filloux,
Deputy General Manager of Enfants du Mékong

60 ANS Enfants du Mékong 1958-2018

LABEL IDEAS







The uses of the exercise

The Sources & Uses account, is divided into 3 parts:

1. CHARITABLE EXPENDITURE (funds directly used for our action in Asia).

With €9,969K jobs related to charitable expenditure are increasing (+10%). Charitable expenditure represents 85.1% of the uses of the association, same as in 2017.

Sponsorships: The bar of the 22,000 children sponsored was crossed for the first time with 22,059 sponsored children (21,712 in 2017)! The integration during the year of the association AFS has contributed to it. Founded in Brittany (France) in 1980, the association wished to transmit their activity to EdM. 200 of their sponsors have followed their adventure with us. The two major developments by country are in Myanmar (+225 sponsored children) and Vietnam (-42 sponsored children). For the 9th consecutive year, the number of sponsorship programmes has increased, from 887 to 932. We registered 1,598 new sponsorships (1,347 in 2017) and 1,251 dropouts (1,341 in 2017). The payment amount in Asia for sponsorships amounted to € 6,072K (+ €754K). This is mainly due to the increase in the sponsorship amount from October 1st, 2017 (€28 and €43 for student sponsorships). Of all sponsorships, collective sponsorship represents 11%, and student sponsorship (at €43 per month) 8.2%. The costs of running and follow-up of sponsorships are decreasing (€1,266K).

Development programs: Complementary to the sponsorship, the activity of development programs increased sharply to €2,403K (+11%, including running and follow-up costs). **It is presented in 3 new categories:**

- Social support and basic needs: Giving our sponsored children decent living conditions (health projects, rebuilding of houses, food supplements and hygiene products). HEALTH PROJECTS FOR SPONSORED CHILDREN OR THEIR FAMILIES 26 – REBUILDING OF HOUSES: 7 - HYGIENE AND NUTRITION COMPLEMENTS: 10

- Construction and equipment for education: It includes schools, shelters close to schools for our isolated sponsored children, and means of transport (bicycles, school transport vehicles).
CONSTRUCTION - RENOVATION OF SCHOOLS: 12. CONSTRUCTION - RENOVATION OF SHELTERS: 28. SCHOOL TRANSPORT: 18

- Holistic education: deployed in our centres and shelters in Cambodia and the Philippines, and increasingly, to all our sponsored children, specially through summer camps.
2,000 YOUNG PEOPLE HOSTED AND EDUCATED IN 84 SHELTERS AND 11 SCHOOLS - 21 TRAINING SESSIONS FOR YOUNG PEOPLE AND SUPERVISORS (PROFESSIONAL INTEGRATION TRAINING) OUTSIDE SHELTERS AND SCHOOLS.

2. COMMUNICATION, RESEARCH AND FUNDING EXPENSES

These expenses are higher than those of 2017, €1,093K (+12%), ie 9.3% of the association's expenses.

Communication and e-communication: Digital communication has been very dynamic in 2018: newsletters to sponsors, reports on the blog, more than 60,000 subscribers on Facebook, 4,500 on Instagram and 2,500 on Linkedin. A 60 years special magazine from Asia Reports has been published. A redesign of the website is underway.

Development of sponsorships and donations. EdM celebrated

its 60th anniversary in 2018 with the movie 'WHEN I GROW UP', whose aim is of course to introduce ourselves and help us to find new sponsors. 2 preview evenings in Paris in November brought together nearly 1,200 spectators. A tour will also be offered throughout the year 2019. For Christmas, the operation "Give meaning to your gifts" which proposes to offer a sponsorship to your children, family members or a loved one has been a real success. The 87 French and international delegations were extremely dynamic and creative to make EdM shine and find new sponsors and donors: More than 250 events were organized in 2018 (golf tournament, theatre plays, concerts, Christmas markets, interventions in schools, gala dinner, photo exhibition ...). School operations are growing: since September 2018, two Bamboos returning from Asia testified in schools and high schools, everywhere in France. The website www.ifisolidaire.com was launched in May 2018 and we were able to gain new support. New partners were prospected internationally. Legacy development remains a priority as well.

3. OPERATING COSTS

They are slightly up (€639K) and represent only 5.6% of the expenses of the association. ■

SOURCES & USES ACCOUNT 2018 – in euros

USES OF THE EXERCISE	Uses	o.w. Funds from individuals
1. Charitable expenditure	**9,968,920.84**	**7,814,625.99**
1.1. Carried out in Asia	9,953,208.84	7,814,625.99
Sponsorships and additional gifts	**7,549,628.59**	**7,098,738.70**
Sponsorship payments	6,071,780.01	5,949,707.01
Additional payments for sponsored children	183,219.00	179,477.00
Additional payments for programmes	28,466.80	23,554.00
Running and monitoring of sponsorships	1,266,162.78	946,000.69
Development programmes	**2,403,580.25**	**715,887.29**
Construction / equipments for education	664,267.25	270,645.29
Centres	921,715.24	114,576.75
Other	204,096.33	97,432.23
Organisation and monitoring	613,501.43	233,233.01
1.2. Carried out in France	15,712.00	0.00
Activities in France	15,712.00	0.00
2. Research and Fund Processing Costs	**1,092,915.44**	**425,883.64**
2.1 Fund raising costs	1,006,423.34	360,218.84
From public generosity	889,583.28	360,218.84
From private funds	116,840.06	0.00
From public funds	0.00	0.00
2.2. Cost of processing sponsorships, donations,	86,492.10	65,664.80
3. Operating costs and other expenses	**638,795.69**	**493,632.13**
I. TOTAL YEAR'S EXPENDITURE	**11,700,631.97**	**8,734,141.76**
II. ALLOCATION TO PROVISIONS	258,764.32	
III. COMMITMENTS TO BE CARRIED OUT ON ALLOCATED	2,698,339.23	
IV. EXCESS RESOURCES FOR THE FINANCIAL YEAR	228,875.52	
V. OVERALL TOTAL	**14,886,611.04**	**8,734,141.76**
VI. TOTAL SUPPORTED BY FUNDS FROM INDIVIDUALS		8,734,141.76

SOURCES OF THE EXERCISE	Sources	o.w. Funds from individuals
Carry forward of unused, unrestricted funds from the public at the beginning of the financial year		**1,668,488.32**
1. Funds from public generosity	**9,654,117.84**	**9,654,117.84**
Sponsorships	7,318,512.63	7,318,512.63
Additional sponsorship payments	167,604.08	167,604.08
Additional programmes	22,098.00	22,098.00
Allocated donations – Bamboo Missions	321,829.53	321,829.53
Allocated donations – Asia Development Programme	525,992.18	525,992.18
Allocated donations – Activities in France	0.00	0.00
Other allocated donations - Services	204,421.00	204,421.00
Manually non-allocable donations	572,210.34	572,210.34
Legacies and other non-allocable donations	521,450.08	521,450.08
2. Other private funds	**2,763,377.29**	
Sponsorships	168,958.33	
Additional sponsorship payments	4,217.00	
Additional programmes payments	4,912.80	
Allocated donations – Bamboo Missions	166,240.83	
Allocated donations – Asia development programme	2,007,388.34	
Allocated donations – Activities in France	0.00	
Allocated donation services	289,656.00	
Manually non-allocable donations	122,003.99	
3. Grants and other public aid	**198,010.07**	
Grants - Sponsorships	590.00	
Grants – Bamboo Missions	183,714.00	
Allocated donations – Asia development programme	12,982.07	
Allocated donation services	24.00	
Manually non-allocable donations	700.00	
4. Other incoming resources	**140,207.54**	
Financial income	74,347.31	
Other income	11,510.70	
Various sales	54,349.53	
I. TOTAL RESOURCES FOR THE FINAL YEAR	**12,755,712.74**	**9,654,117.84**
II. REVERSAL OF PROVISIONS	0.00	
III. TRANSFER OF UNUSED FUNDS	2,130,898.31	
IV. CHANGE OF DEDICATED FUNDS		-462,200.88
V. SHORTAGE OF FUNDS	0.00	
VI. OVERALL TOTAL	**14,886,611.05**	**9,191,916.96**
VII. TOTAL FROM PUBLIC FUNDS		8,734,141.76
BALANCE OF UNUSED, UNRESTRICTED FUNDS FROM THE PUBLIC AT THE END OF THE FINANCIAL YEAR		**2,126,263.52**

ESTIMATION OF VOLUNTARY CONTRIBUTION IN KIND 2018 – in euros

USES	
Social missions	726,826.00
Fundraising costs	2,941,697.37
Operating costs and other expenses	43,506.00
TOTAL	**3,712,029.37**

SOURCES	
Voluntary work	3,679,574.12
Benefits in kind	32,402.50
Gifts in kind	52.75
TOTAL	**3,712,029.37**

The resources of the exercise

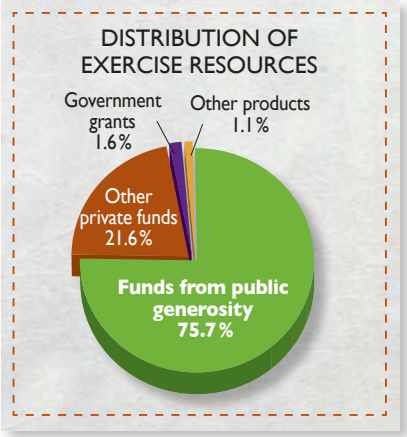
The resources of the financial year are up sharply to €12,756K (+13% compared to 2017).

Funds from public generosity (€9,654K) represent 75.7% of the resources of the association, up compared to 2017. They are mainly composed of sponsorships (60.3% of the resources). They also include non-allocable donations, donations to bamboo missions and to development programs, and legacies.

Other private funds are donations made by private legal entities (foundations, schools, companies ...). They represent 21.6% of the resources. Like donations from the generosity of the public, they are assigned to Bamboo missions, development programs, or non-allocable.

Public subsidies are almost entirely made up of a grant from the Ministry of Foreign Affairs (€154K), under International Solidarity Volunteer for training, monitoring and assistance to the return of Bamboos.

Other incoming resources (€140K) include financial income, other resources different to donations, and craft sales by the delegations. ■



SUMMARY BALANCE SHEET 2018 – in euros

ASSETS	31/12/2018
Intangible fixed assets	111,919.13
Tangible fixed assets	687,525.90
Financial fixed assets	1,123,275.22
FIXED ASSETS	**1,922,720.25**
Stocks	0.00
Advances and payments on accounts	0.00
Accounts receivable	110,678.59
Cash & Cash Equivalents	4,818,327.36
Accruals	33,689.99
CURRENT ASSETS	**4,962,695.94**
TOTAL ASSETS	**6,885,416.19**

LIABILITIES	31/12/2018
Associative funds without recovery fees	936,320.20
REVALUATION GAP	
Reserves	1,887,993.11
Fiscal year earnings	228,875.53
Other Associative Funds	
EQUITY	**3,053,188.84**
DEDICATED FUNDS	**2,698,339.23**
PROVISIONS FOR RISKS AND CHARGES	**835,030.95**
Borrowings & financial debts	0.00
Other debts	298,857.17
TOTAL DEBTS	**298,857.17**
TOTAL LIABILITIES	**6,885,416.19**