



FINANCIAL REPORT 2019



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WAN-IFRA Consolidated

1. Balance Sheet WAN-IFRA

Assets	2017	2018	2019
A. Fixed Assets	382.408	380.100	213.212
B. Current Assets			0
1. Cash in hand	2.465	1.685	3.096
2. Bank accounts	3.034.861	2.781.437	3.169.961
3. Trade accounts receivable	216.863	502.523	822.615
4. Other accounts receivable (VAT)	179.960	62.996	212.346
5. Down payments made	9.677	40.173	32.479
6. Work-in-progress. contract-in-progress	0	0	0
7. Deferred charges	1.467	1.491	2.465
	3.827.701	3.770.406	4.456.173

Liabilities

A. Equity capital			
1. Equity capital on January 1st	361.368	395.777	566.727
2. Exchange rate related equity correction	-37.181	1.359	25.824
3. Other equity correction	-64.951	-90.961	-9
3. Annual Results	136.541	260.552	107.634
B. Provision	813.481	859.534	701.029
C. Shortterm Liabilities			
1. Trade accounts payable	137.948	259.123	339.295
2. Other accounts payable	415.578	300.422	371.046
3. Bank loans and overdraft	0	0	0
4. Payments received on accounts	361.586	240.801	24.777
D. Prepayments and deferred income	1.703.330	1.543.799	2.319.851
	3.827.701	3.770.406	4.456.173

All Figures in Euro

WAN-IFRA Consolidated

2. Profit and Loss Statement

WAN-IFRA Consolidated	2017	2018	2019
Revenues	8.466.356	7.621.897	8.164.402
Personnel costs	-3.258.083	-3.055.706	-2.906.674
Other costs	-4.800.997	-4.222.488	-5.073.787
Debit losses	-189.893	-128.999	-108.971
EBITDA	217.384	214.704	74.970
Depreciation and Amortisation	-50.142	-30.678	-18.025
EBIT	167.242	184.026	56.945
Financial result	161.520	119.865	63.154
Ordinary business result	328.762	303.891	120.098
Extraordinary result	-149.281	-7.999	-4.115
Company & other taxes	-42.940	-35.340	-8.350
Result	136.541	260.552	107.634

All Figures in Euro

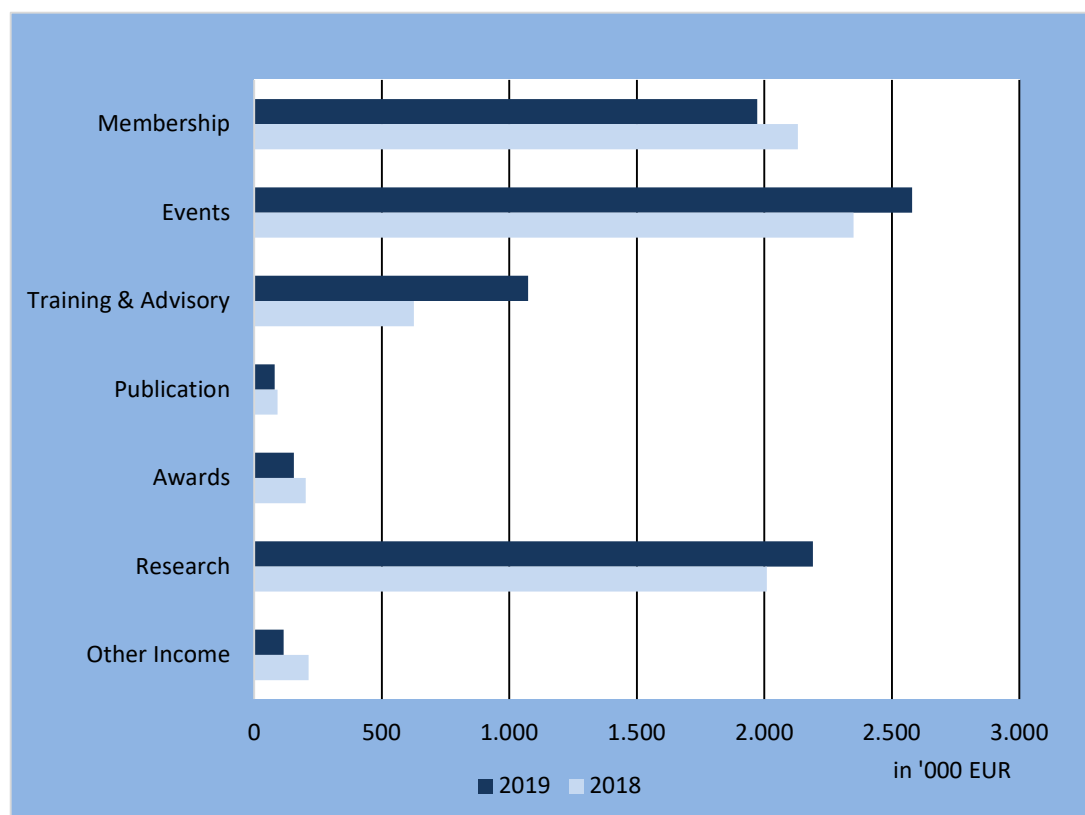
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3. Revenue details

WAN-IFRA Consolidated	2017	2018	2019
Membership	2.161.876	2.130.412	1.972.390
Events	2.353.405	2.350.311	2.578.820
Training & Advisory	659.471	625.313	1.073.203
Publication	110.342	92.199	79.664
Awards	187.668	201.059	155.646
Research	2.475.054	2.008.880	2.190.471
Other Income	518.540	213.723	114.206
	8.466.356	7.621.897	8.164.402

All Figures in Euro

Development of Revenue Segments



WAN-IFRA Consolidated

4. Operating Expenses

	2017	2018	2019
Lecturers/Interpreters	-264.966	-236.121	-397.819
Contracted manufact.	-1.674.338	-1.623.658	-1.866.902
Advisory service	-75.491	-91.832	-94.866
Contributions/Other Subs.	-46.753	-257	0
Profit share	-32.899	0	0
Marketing	-41.411	-9.654	-11.780
Tel./Fax/ Intern.	-88.134	-86.423	-72.212
Cost of premises	-268.991	-167.273	-179.411
Insurances	-22.941	-22.990	-24.427
Printing costs	-78.727	-96.088	-93.403
Mailing costs	-54.498	-41.109	-40.586
Materials	-14.556	-18.885	-26.484
Vehicle expenses	-15.308	-7.689	-13.128
Machine maintenance	-7.120	-5.481	-5.910
Licences/Leasing	-74.818	-78.881	-104.883
Travel expenses	-1.012.820	-740.711	-841.431
Rental expenses	-444.778	-377.932	-486.146
Study tours	-58.242	-50.799	-42.052
Catering	-346.383	-371.316	-465.466
Other Operat. Exp.	-177.825	-195.389	-306.883
Operating costs	-4.800.997	-4.222.488	-5.073.787

All Figures in Euro



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