

MOVING TOWARDS SUSTAINABLE CHANGE

Laasya (6)

the girl on the cover goes to school now. She is one of more than 7,000 children who go to school thanks to Terre des Hommes' mica programme. Her parents are now convinced of the importance of school and have received financial support to generate additional income by breeding goats.



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MOVING TOWARDS SUSTAINABLE CHANGE

Terre des Hommes stands for the right of children to a childhood free from exploitation. We are committed to end the exploitation of children and contribute to shaping a safe environment for the development of all children. In doing so, we also fight for future generations and contribute to the Sustainable Development Goals, in particular goals 5.2, 8.7 and 16.2.

Structural improvement requires close collaboration with all parties that must be involved for a structural approach to tackle abuses. Not only because everybody should be concerned about the exploitation of children, but especially because many stakeholders must be involved to make a real sustainable difference. In 2018, we therefore again gave more substance to the concept of "collaboration".

Although we have been achieving our goals for many years by funding local partners, recently our focus has shifted to more and more on transferring knowledge and supporting the development of the capacity and skills of those local partners and governments. In doing so, we anticipate the trend in which (multilateral) donors increasingly approach local NGOs in the south directly. International NGOs will therefore have to prove their added value by making substantive and constructive contributions to enhance the NGOs in the target countries. This fits perfectly with our approach. In 2019, the first projects will be implemented in which a number of local partners are funded directly by multilateral donors and request our assistance instead of the other way around.

Collaboration also means that we are more actively involved in the implementation of projects to share and develop our expertise in the field of sexual exploitation, child labour, child trafficking and child sexual abuse. In our projects we also work with our partners to ensure that children share their thoughts with us and play a role in the organisation of the projects, that we do not forget children with disabilities, that we fight the inequalities faced by girls and young women and that we contribute to improving the level of care that exploited children unfortunately are often exposed to. In order to reach this objective, last year we mobilised more of our own staff to work side by side with our local partners. Involvement of our own staff in the field also helps to improve quality, and as a consequence results in a greater impact. In 2018, this led to a slight increase in staff members in our organisation.

A good example of our approach to involve all relevant parties in our projects is our programme against child labour in the mica mines in Jharkand and Bihar in India. In 2018, 7,000 children left the mines to go back to school as a result of a comprehensive programme involving the government, local NGOs, over 50 international companies, the local processing industry and of course the local communities themselves. Our work here includes, for example, safe refuge, change of legislation, strengthening of the educational system and helping companies to analyse their supply chain while they co-invest in social programmes that we implement together with partners. During the UN Forum on Business and Human Rights, this successful approach was awarded the first prize as best example of a multi-stakeholder approach to end child labour.

Our approach in Tanzania against female genital mutilation and child marriages was also recognised. We are proud that UNFPA especially commended our efforts to support our partners and, in particular, the combination of health education with the provision of alternative rights of passage to prevent female genital mutilation. In addition to these projects, we are also particularly active in East Africa in combating exploitation of children in the context of migration.

We continue to pursue our pioneering approach against webcam sex and transnational child sex offenders. We are working increasingly closely with the police and the judiciary in the Netherlands, Cambodia, the Philippines, Nepal and Kenya. Of course we remain critical of governments but all parties recognise that the fight against child labour should be a joint fight. We expand our collaborations, for example through the Sweetie project, which is supported by the Dutch Postcode Lottery, and the WATCH projects in the Netherlands and Asia. This concerns not only the tracing of perpetrators, but also prevention and supporting partners who focus on care and support for victims/survivors.

Our work for the Girls Advocacy Alliance programme (10 countries in Asia and Africa), supported by the Dutch government, as well as the Down to Zero programme (11 countries in Asia and Latin America) against sexual exploitation of young people, continues to show concrete and encouraging results to

this end. In addition to immediate aid to victims/survivors of exploitation, these projects also focus on structural improvement of children's living environments. Our local teams work and lobby together with our partners.

Looking back at 2018, we must of course also remember the integrity scandals that cannot withstand the light of day. Although Terre des Hommes has been applying a strict Child Safeguarding Policy in practice for almost 20 years, in 2018 we reviewed our comprehensive codes of conduct and drew up a plan to significantly improve them. This is done in cooperation with various Terre des Hommes partners within our international federation.

In the past year, we have also started off a process with our colleagues in the federation to evaluate and reinforce the position and structure of the Terre des Hommes International Federation as a global organisation. Terre des Hommes Netherlands plays an active role in this process. If this development continues, in the coming years it will undoubtedly also have an impact on our Dutch organisation and the countries in which we implement our projects, mainly because we will be able to operate even more efficiently and more powerfully and possibly expand our field of operation.

In 2018, I have once again witnessed how the commitment and participation of colleagues, our fantastic ambassadors, loyal donors, indispensable volunteers and our countless friends, make a world of difference to many children; not just today, but also in the future. We thank you for your faithful commitment and look forward to continue working together in 2019 towards a world in which every child can thrive and enjoy a childhood free from exploitation.

Carel Kok, CEO TERRE DES HOMMES NETHERLANDS



1. Where it all starts

'...There is no third world.
There is one world for which
we are all responsible'

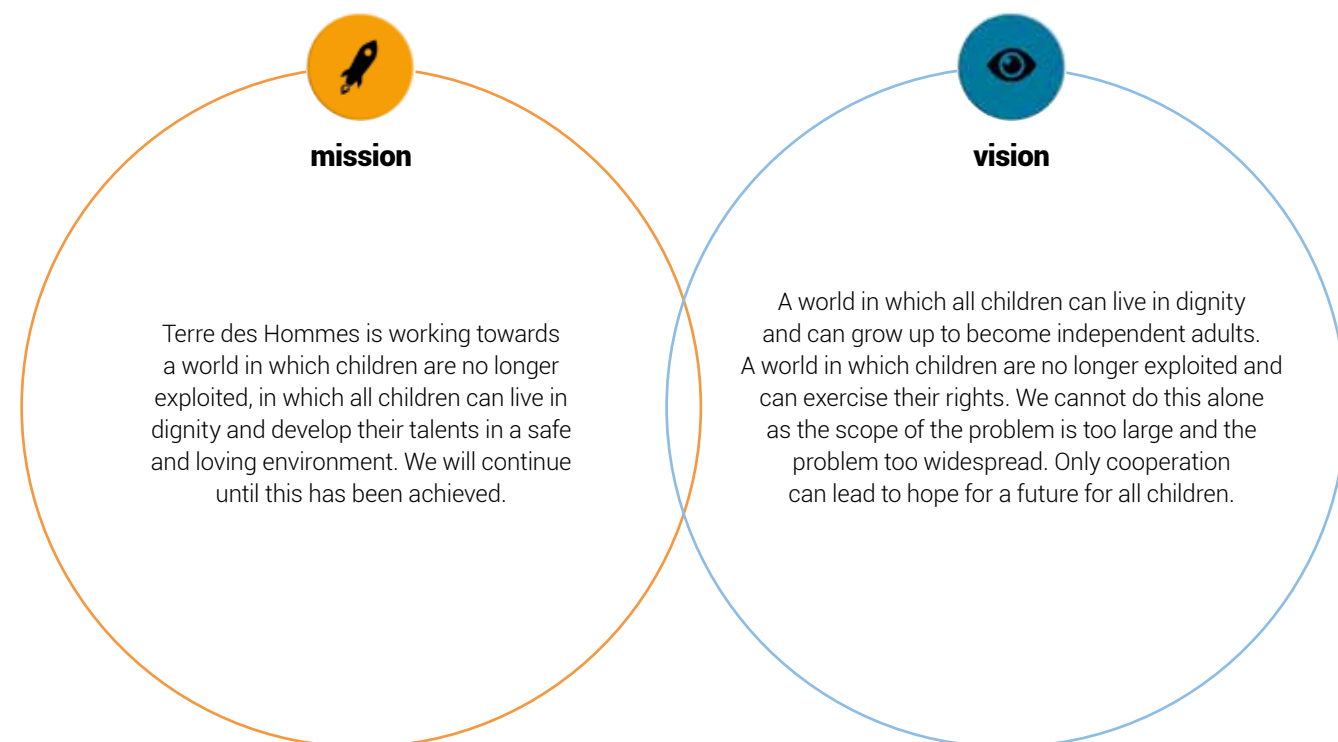
Antoine de Saint-Exupéry

Inspired by the ideas in the book 'Terre des Hommes' by Antoine de Saint-Exupéry, Terre des Hommes has been fighting child exploitation for over 53 years. Children's rights as laid down in the UN Convention on the Rights of the Child, the International Labour Organization (ILO) Conventions, but also the Sustainable Development Goals, provide the guidelines that we follow. The way we do this has changed over the years. While initially the focus was put on direct aid to children, we are gradually moving towards a combination of direct and indirect aid, for example, by lobbying for the amendment of legislation, awareness campaigns about the effects of exploitation and the risk of cultural practices, and giving target groups a voice and support so they can advocate themselves for better conditions. We make this transition to ultimately give many more children the opportunity to develop and grow. It is our job to ensure that an environment is created that offers children that opportunity. Together with the children, NGOs, the business community, politicians and communities, we are continuously working to bring about long-term sustainable change. We work to accomplish this mission with the support of donors, volunteers and many others.

BASIS



1.1 Our mission and vision



1.2 Our focus areas

Child exploitation involves serious violations of children's rights, with sometimes far-reaching consequences. We focus our attention on:



THE WORST FORMS OF CHILD LABOUR
(according to ILO Convention 182)



CHILD TRAFFICKING AND UNSAFE MIGRATION



SEXUAL EXPLOITATION OF CHILDREN
(like exploitative use of children in prostitution)



CHILD ABUSE

In addition, we focus on providing emergency aid, as children are even more vulnerable to said forms of exploitation during humanitarian crises.



EMERGENCY AID

These themes are in line with three of the Sustainable Development Goals, the goals set by the United Nations as the new global sustainable development agenda for 2030.

Goal 5.2

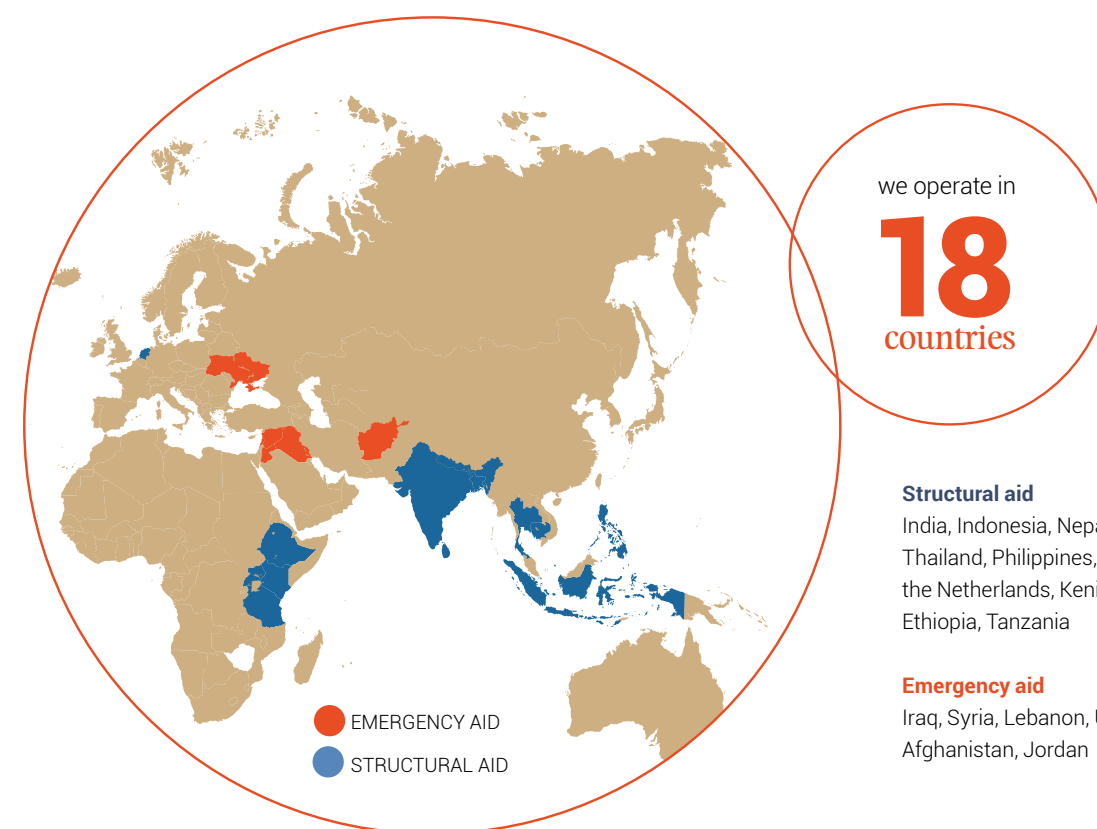
eliminate all forms of violence against all women and girls in the public and private spheres, including trafficking and sexual and other types of exploitation;

Goal 8.7

take immediate and effective measures to eradicate forced labour, and modern slavery and human trafficking and secure the prohibition and elimination of the worst forms of child labour, including recruitment and use of child soldiers, and by 2025 end child labour in all its forms;

Goal 16.2

end abuse, exploitation, trafficking and all forms of violence against and torture of children.



1.3 Theory of Change

Our sustainable approach is described in the Theory of Change (ToC). The ToC describes the main components that are required to achieve our long-term objective, which is a world without exploitation of children. It outlines the changes we want to bring about and the strategies that are needed to achieve these.

The ToC describes six important result areas that are the most important goals for all our work. These are:

1. Vulnerable children and child victims of exploitation claim their rights;
2. Families and communities know and protect the rights of children;
3. The private sector contributes to children's welfare;
4. The government protects children through the development and implementation of appropriate policies and legislation;
5. Judicial authorities convict perpetrators of child exploitation and abuse;
6. Civil society organisations protect children's rights and interests.

By working on these six result areas, Terre des Hommes believes that we can create an environment in which children can claim their rights and live without exploitation and abuse.

1.4 Core strategies

Implementing sustainable change and creating conditions in which children are protected is a complex process. We analyse the causes and barriers for change and look at the opportunities for sustainable change. We identify important stakeholders who play a role in the change process. The main stakeholders are: children, families and communities, governments, interest groups, judicial authorities and industry. We work together with these stakeholders to bring about the desired changes.

To achieve the desired change, we use the following four core strategies:



PREVENTION

Terre des Hommes invests in education and information for both children and adults, to prevent child exploitation. Poverty and the lack of education are major causes of child exploitation. We therefore support parents and families through, for example, training and the creation of alternative sources of income.



PROMOTION

We campaign to raise public awareness on children's rights. We conduct research to identify trends and developments in the area of child exploitation and put them on the agenda. We monitor and influence the decision-making processes of local and national governments, the European Union, the business community and international organisations (like the UN). We also plead for the implementation of these decisions.



PROVISION

Children who are victims of exploitation need protection. We offer shelter, medical care, therapy and education. We help the children build an independent future and support their family members. We also involve communities in a sustainable way in the protection of these children.



PARTNERSHIP & PARTICIPATION

To ensure that children's rights are implemented in society in a sustainable manner, we strengthen civil society in the countries in which we operate. Our partners do not just participate in the programme, but their opinions do actually impact our decision-making processes. Terre des Hommes and partners therefore invest in organisational and institutional developments in the regions where we are active.



PROSECUTION

It is important that victims are able and dare speak for themselves and that perpetrators of exploitation do not remain unpunished. This is why we support children in making a declaration. They can count on legal assistance and support with criminal prosecution. We also train local police and the judiciary for them to treat victims and perpetrators in a correct manner.



1.5 Capacity building

Another important part of our work is capacity building of partner organisations. Good quality partners allow us to deliver better quality interventions and influence policies in a sustainable manner. This formed an important part of our work in 2018 and will remain key in 2019. Partners are expected to build capacity in five crucial areas:

1. Local partners are able to network with stakeholders and like-minded organisations in their vicinity to generate more impact together. In addition, they influence policy on the rights of the child on local and national level;
2. Result-driven management of the projects in such a way that projects are of sufficient quality and that children's rights are observed;
3. Adequate financial management, supported by Terre des Hommes;
4. General management and strategic planning are preconditions for effective child rights projects;
5. Implementing all steps of the project management system, including implementation of adequate learning moments.

1.6 Impact measurement

Insight into the efficiency and effectiveness of Terre des Hommes' work is required to monitor and improve the quality of our programmes. Terre des Hommes has developed procedures and guidelines to monitor the projects and programmes. In addition, Terre des Hommes uses an online monitoring and reporting system to measure and collect the results of projects in the countries in which we operate. This system better

meets the modern requirements for Planning, Monitoring & Evaluation, such as complementarity and output/ outcome results, and incorporates the importance of learning in addition to accountability.

How do we measure our objectives?

To measure the quality of our programmes and to ensure that they contribute to our goal to end child exploitation and to respect children's rights, Terre des Hommes monitors its programme's objectives by systematically collecting information to ensure compliance with child rights in the countries in which we operate.

1. For each programme we collect information about short- and long-term results;
2. We perform interim evaluations and reviews to monitor progress and to make adjustments;
3. Case studies are used to illustrate the specific impact of those results on the target group;
4. We compare our approach in the different countries to identify best practices;
5. At country level we use indices and reports from for example UNICEF, United Nations and ILO.
6. For each theme and each programme, we also collect lessons learned. These lessons learned and best practices help us to continuously improve and develop new programmes.

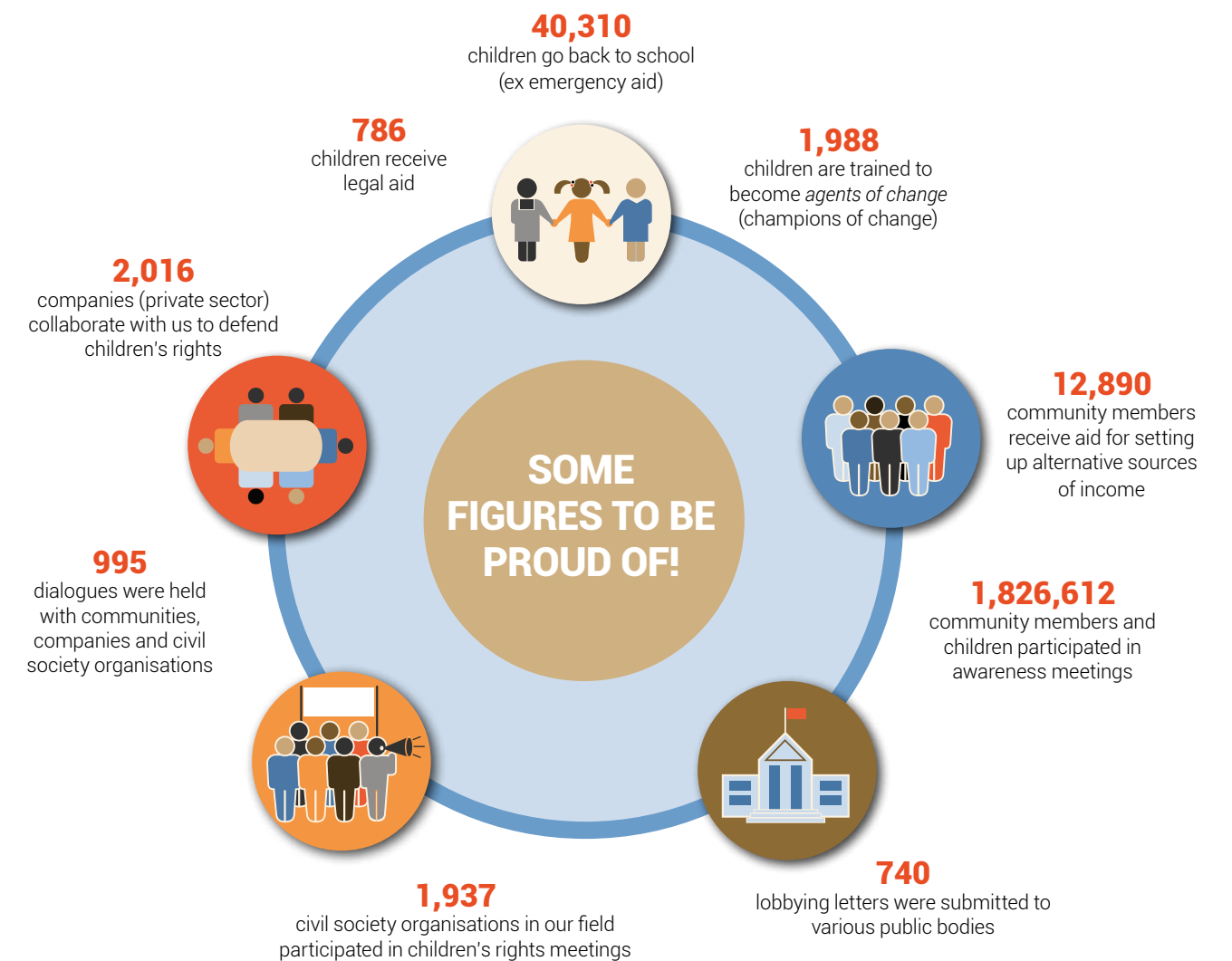
In this way, Terre des Hommes enhances its knowledge and continuously guarantees the quality of its programmes.

2. Approach

In 2018, Terre des Hommes is also working in five areas to stop child exploitation: child labour, sexual exploitation of children, child trafficking and child abuse. Emergency aid also receives attention again in 2018. In this chapter we mention a number of results that we have achieved.



ATTENTION



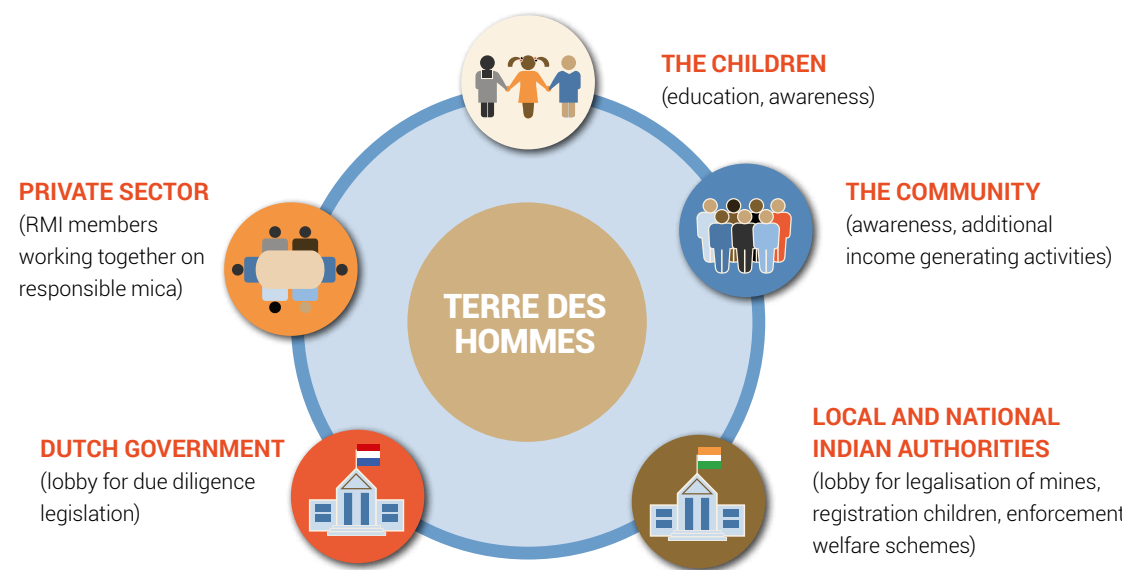
2.1 Child labour

According to ILO's estimates, there are still 152 million children working around the world. Despite a downward trend, this is still shockingly high. 72 million children are involved in dangerous and exploitative labour. In 2018, Terre des Hommes worked with children who are

confronted with the worst forms of child labour. In search of sustainable solutions in accordance with our approach to work on the change process together with key stakeholders who play a role in the change process.

HIGHLIGHTED PROJECT 2018: MICA IN INDIA

Mica, a versatile mineral that is used in cars, electronic devices and cosmetics, 25% of the annual global mica production comes mainly from Jharkhand and Bihar, the, which are among the poorest parts of India. Children are engaged in mica mining and do not go to school. Via various ways, the mica project focuses on the elimination of child labour in the mica mines. This project is a good example of Terre des Hommes' approach: addressing the problem of child labour together with all stakeholders.



In the past year, the support for the mica project has grown from 20 to 61 villages where we work together with the children and the communities to raise awareness for child rights, ensure that children attend school, tap into additional sources of income, and organise adult miners for fair wages. This is done together with our local partners.

In 2018

- **7,071** children receive education
- **3,923** children participate in awareness sessions
- **384** children and youth are trained to become *agents of change* (champions of change)

'We want to make our village is a model village where all children go to school'

Mr Ksihun Manjhi
Head Principal School Management

Collaboration with the Responsible Mica Initiative (RMI)

In 2018, Terre des Hommes works in close cooperation with the Responsible Mica Initiative to implement the programme against child labour in the mica mines in India. The RMI aims at responsible sourcing of mica, elimination of child labour and unacceptable working conditions in the Indian mica industry by joining forces with all sectors in the mica supply chain and local actors. Terre des Hommes is one of the founding members of the initiative and a member of the Board of Directors. In 2018, the initiative has grown to 47 members. In November, members of the RMI and relevant stakeholders from the industry, civil society organisations and authorities met in Delhi for the annual conference and to formulate joint action plans for 2019.

Collaboration with Kuncai & Philips

In 2018, Terre des Hommes worked closely together with Philips (mica is part of their supply chain) and Kuncai (supplier of mica) to strive for child labour-free mica.

'It is crucial to adopt a multipronged approach to achieve systemic change in the conditions surrounding artisanal mica mines in India. We are glad to have found a very competent partner in Terre des Hommes that not only has a deep understanding of the different requirements, but also has the capabilities to jointly make this change happen.'

Dylan McNeill
Director Supplier Sustainability at Philips

Mica communication campaign: Many everyday products contain traces of child labour

In April, the campaign 'Many everyday products contain traces of child labour' was initiated to raise awareness on child labour in the mica mines.

Objective: raising awareness for the problem and signing a petition to convince the automotive- and electronic industry that taking responsibility for a child labour free supply chain is required.



The resources employed, including a TV commercial and videos for social media (with the help of our ambassadors), called for measures to address the problem and called on people to sign the petition. As a result of the campaign there has been a lot of free publicity in various media. The topic was also addressed on radio and TV.

Following the campaign, a letter was sent to the Responsible Mineral Initiative (addressing responsible mineral sourcing issues in supply chains for companies from a range of industries) and Drive Sustainability (platform of automotive companies to process raw materials in a sustainable way) in which Terre des Hommes calls on the members to take action to stop child labour in the electronics and automotive industries. On the 26th of November, Carel Kok personally presented over 13,725 petition signatures to the Drive Sustainability members.

Research in 2018

'Global mica mining, and the impact on children's rights'

Results of the investigation

1. In addition to India, it appears that there is clear evidence for child labour in the mica industry in Madagascar. There are also risks for violation of children's rights in the mica industry in China, Sri Lanka, Pakistan and Brazil.
2. The electronics and automotive industries are the main purchasers of mica.

On the 5th of April, the results of the new research were presented during a stakeholder meeting in The Hague. Terre des Hommes' ambassador Roelof Hemmen facilitated the meeting during which the main findings of the research were highlighted. There was a lively debate on the topic of mica and the issues around child labour in the mica supply chain among the different participants, which included participants from companies, the government and other NGOs.

APPROACH VISUALISED

A child-friendly village in practice

In the village of Pichri only twenty children occasionally went to school. The teacher showed up erratically and because the houses are scattered over a forest area, the school is difficult to reach in case of heavy rainfall. Meanwhile, the children worked in the mica mines, but the village didn't want this to continue. Under the direction of Terre des Hommes' local partner RJSS, a team was appointed consisting of a Terre des Hommes social worker and (voluntary) staff who are now in charge, with the result that a teacher has been appointed who comes to school regularly. The number of students has increased to sixty. In addition, the villagers have



realised an Early Childhood Development care centre. Terre des Hommes now wants to help the village apply for a government grant to construct a new access road to make the school even more accessible.

Following the results of this research, Terre des Hommes has established a cooperation with UNICEF to take a closer look at the situation and risks of child labour in the mica industry in Madagascar. This research will be published in 2019.

Focus on mica at conferences

OECD Multi-stakeholder Forum on Responsible Mineral Supply Chains in Paris

On 17-19 April, Terre des Hommes was present as a panel member during a well-attended mica session at the 12th Multi-stakeholder Forum on Responsible Mineral Supply Chains. Private sector players (Merck), as well as the Responsible Mineral and Responsible Mica Initiative participated in the session. On the one hand, attention was directed towards the complex situation in India and on the other hand towards the need for industries to commit themselves to have a close look at their supply chains and to take their responsibility when it comes to their due diligence as well as supporting local social programmes.



United Nations - Business & Human Rights Forum 25-27 November

At the UN Forum of Business & Human Rights, our multi-stakeholder approach was assessed as being the most innovative and inspiring solution to implement the UN Guiding Principles on Business and Human Rights (UNGPs) from paper to practice. Terre des Hommes' acknowledgement means that we were invited to present our approach at the next Regional UN Forum on Business and Human Rights in Asia in 2019. A great honour.

2.2 Sexual exploitation of children

The subject of sexual exploitation was also on Terre des Hommes' agenda in 2018. Since the introduction of Sweetie and the ensuing projects and investigations, Terre des Hommes has been recognised as an expert in this extreme, degrading form of child exploitation. Over two million children are still being exploited in the 'sex industry' worldwide and throughout the day over 750,000 adults are actively seeking online for webcam sex with children. Sexual exploitation: child prostitution, child sex tourism, webcam sex with children, child sexual abuse materials, is a growing problem. Increased tourism to various destinations and growing internet access, aggravate the problem. Also, unfortunately, impunity in the 'destination countries' is the rule rather than the exception. By using a multidisciplinary approach to the problem, we try to work towards a sustainable solution. The experience we gained in Africa is being applied to Asia.

HIGHLIGHTED PROJECTS 2018

Release report on online sexual exploitation in Africa *The Dark Side of Internet*

Based on our experience in Asia, Terre des Hommes has launched an investigation into the scale and forms of online sexual exploitation of children in Kenya. The presentation of the results that made it clear that online sexual exploitation in different forms also takes place in Kenya, led to worldwide media coverage and the design of a new project. This new project also focuses on the different stakeholders: children, government, communities, industries and will be initiated in 2019.



Focus in 2018

- Extensive media coverage about loverboy problem with boys on radio, TV and in print;
- Attention to the problem of Dutch girls being forced to work in the sex industry in Belgium;
- Campaign 'Je bent een held als je tienerprostitutie meldt' (You are a hero if you report teenage prostitution) to convince people to report (suspicions) of abuse.



WATCH Netherlands

WATCH Netherlands is a joint initiative with CKM-Fier aimed at combatting sexual exploitation of minors (human trafficking) in the Netherlands. In 2018, the programme celebrated its first anniversary.



Down to Zero

Down to Zero is a joint effort of Terre des Hommes Netherlands, Plan Netherlands, Defence for Children-ECPAT, Free a Girl and ICCO Cooperation. The Dutch Ministry of Foreign Affairs is a partner of the initiative. The alliance aspires to eradicate sexual exploitation of children.

A selection of the results achieved in 2018 from the perspective of different stakeholders

- 1. Children:** On the 25th of July, six boys and two girls present the significance of democracy for child protection to the Indian Parliament. This is used as content for the manifesto of political parties.
- 2. Children:** In Colombia seven young people coordinate preventive actions with the Futuro Colombia programme for the prevention of child sexual exploitation at the office of the Attorney General.
- 3. Communities:** In January and May eight community members report three suspected cases of possible sexual exploitation of children to the DtZ partners in Cebu and Lapu (Philippines).
- 4. Government/Law enforcement:** In May 2018, the Ministry of Children and Youth in Thailand set up a subcommittee to draft a law to protect children online.
- 5. Industry:** Google Indonesia supported the training on Trust and Safety to prevent sexual exploitation of children that was given to the government and child protection organisations and appointed a Down to Zero partner as whistle-blower for reporting YouTube videos on the subject of sexual exploitation with children.



Photo exhibition *This is me*

In order to raise awareness for the Down to Zero programme in the Netherlands, Marieke van der Velden made an impressive photo-reportage. 16 individual stories show how support can enhance children's resilience. An article in the Dutch newspaper *Volkskrant* resulted in additional publicity.

Beem (13)

Beem lives together with her six brothers and sisters at her grandfather's place. Shortage of money and food make her decide to run away and she ends up on the streets. At the age of 12 she gets sexually abused on a regular basis. A man offers her shelter in exchange for sex with older men. Through a friend she finds out about Terre des Hommes' shelter and asks for help. Nowadays Beem is a regular guest. She works in the shelter's food truck and hopes to run her own company one day.



Sweetie 2.0

2018 was the year to further develop Sweetie 2.0.

We worked on:

- research data on the deterrent effects of online warnings that the University of Tilburg will publish in a report (completion mid 2019);
- demonstrations of the Sweetie 2.0 software to international law enforcement agencies, companies, consortia of schools and international media;
- locating and identifying so-called cybersex dens and handing the information over to law enforcement agencies;
- an extensive undercover operation in the Philippines (results expected in 2019).

Positive result

After intense lobbying by Terre des Hommes, the Dutch government adopted the Computer Crime Act III. This law makes it possible to use a virtual profile like Sweetie for tracking and possible prosecution of online child abusers.

Communication campaign Child sex tourism has to stop

In November the campaign 'Child sex tourism has to stop' was initiated to raise awareness on sexual exploitation of children in travel and tourism in Cambodia.

Goal: Raise awareness on the problem, secure funding for a new project

The resources employed, including a TV commercial, videos for social media (with the help of our ambassadors) and an advertisement for a fake travel agent for travelling sex offenders, raised awareness for the problem and called on people to visibly support us with the Right-to-be-Kid wristband. As a result of the campaign there has been a lot of free publicity on radio, TV and in the newspapers.



Recruitment campaign

At the same time, we started a recruitment campaign to offer direct help to children in the region.

Photra, social worker with Terre des Hommes in Cambodia, regularly meets victims of sexual exploitation. They are often timid. They don't talk, are angry, feel guilty. Cause: tourists who sexually abuse children. His mission is to offer victims a better future.

'The recovery process of children goes through three stages: establishing safety, telling their story, and reconnecting with life. This way we help children discover their dreams and who they can trust and they can then return to a normal life step by step'

Photra
social worker Terre des Hommes

2.3 Child abuse

Child abuse is any form of threatening or violent interaction of physical, psychological or sexual nature that may cause physical or mental injury to the child. In 2018, Terre des Hommes focused on large projects concerning, for example, child marriages and female genital

mutilation. To ensure that these problems are addressed once and for all, it is important to address customs within different cultures. Close cooperation with communities, children and families is essential.

HIGHLIGHTED PROJECTS 2018

IMAGE PLUS

IMAGE Plus supported 9,000 early married girls (victims of child marriages) in Bangladesh. Together with husbands, families and communities, civil society organisations and service providers, issues of sexual and reproductive health rights, education, gender-based violence and livelihood opportunities of these victims/survivors of child marriages have been discussed and improved.

5 positive results:

- 66% of child births took place in hospital (against 59% in 2017).
- In 2018, 558 cases of gender-related violence were reported (2017: 148). 205 survivors received adequate support (2017: 38).
- 779 early married girls were given training (2017: 259).
- 67 early married girls went back to school (formal and informal) (2017: 44).
- Since 2016, IMAGE Plus has initiated the #IDoExist campaign. In 2018, three campaigns were organised with emphasis on the following special days:
 - a. International Women's Day
 - b. Girls' / Children's Day (national and international)
 - c. 16 days of activism against GBV



Momena Begun (14)

'I was married off when I was 11. Five months after my marriage I started to work. Soon after I had to stop as I was pregnant. I didn't know anything about birth control or family planning. As usual in our culture, I was sent to my parents to give birth at home. But the child was too big. My baby was stillborn. Two months later I was pregnant again. This time I got help from IMAGE. They supported me during my pregnancy and my parents understood that it was better for me to give birth in the hospital, even though this is not our tradition. This time I gave birth to a healthy baby. Both I and my parents now realise how important care during and also after the pregnancy and childbirth is, especially for young girls. I still receive aftercare, learn about family planning and receive sex education. If I want to have another child in the future, my parents and I now know the safest way to approach this.'





An unmutilated future for Kurya girls Tanzania

In November we were startled by a report in the Dutch newspaper Volkskrant that 400 Kurya girls were circumcised overnight. This harmful cultural tradition still persists. Again in 2018, Terre des Hommes collaborates with partner AFTGM on the project 'An unmutilated future for Kurya girls'. ATFGM looks after girls and is working on an alternative adulthood ceremony that is accepted by parents and community leaders. The girls are trained to engage in conversations with community leaders that this tradition is dangerous and the girls are supported in receiving education. Parents, teachers and community leaders are also involved to address the issue.

In the Netherlands, the newspapers *Volkskrant* and *Trouw* called for attention to the problem and the problem is also raised in Germany by the *Deutsche Welle*.



'It is a long-term process. Yet we see that more and more parents bring their children to the shelters themselves. We do not have exact figures, but the number of circumcised girls is gradually decreasing. And every single girl who does not get circumcised is one less.'

Monique Janssens, Communications Manager Africa

A selection of the results

- 40** community leaders signed a memorandum in which they promised not to give notice of circumcision ceremonies
- 523** children were hosted in shelters during the circumcision season
- 4,458** vulnerable children and community members participated in awareness sessions
- 130** social workers and teachers received training on awareness of the problem and its consequences



Mbusiro prevents circumcision of his sisters

Sixteen-year-old Mbusiro discovers that his sisters Maseke (14) and Bibiana (12) were about to get mutilated. He takes immediate action and warns Terre des Hommes' partner ATFGM. They manage to save the girls just in time. Maseke is literally about to get circumcised but resists so fiercely that they can't. 'My mom who arranged everything immediately knows where we are and that I am responsible for rescuing her. She comes to the shelter and threatens to have me killed. For safety reasons we all stay with the partner organisation. I receive vocational training and for Maseke and Bibiana it is the first time that they attend school. They cannot wait to start learning and working on their future.'

2.4 Child trafficking

Around the world, people travel to other countries or regions in search of a better life. In Asia, children and young people make up 21 percent of all migrants. In Africa the percentage is even higher. They often have to deal with discrimination, abuse, neglect and exploitation, both during transit or at the place of destination or they become victims of human traffickers. In 2018, we operated in Africa with various partners in, for example, Ethiopia and Uganda. In Asia we address the problem with our 'Children on the Move' programme.

HIGHLIGHTED PROJECTS 2018



Girls Advocacy Alliance (GAA)

The GAA is a joint initiative between Terre des Hommes, Plan Netherlands, ECPAT Netherlands and Defence for Children. The programme is funded by the Dutch Ministry of Foreign Affairs and focuses on lobbying and advocacy interventions that are implemented by local organisations in ten countries in Asia and Africa. Capacity building and quality of these organisations are an important component of the GAA. The project aims to combat different forms of gender-based violence against girls and young women and to enhance their economic empowerment.

Examples of lobbying results

- Terre des Hommes has been selected to talk about the GAA at the UN Human Rights Council
- In Uganda, together with the business community, the GAA ensured that 30 smaller companies use the proper employment contracts with corresponding rights for employees and that women are given access to the labour market
- Considerable progress has been made to strengthen the organisational capacity of GAA's local partners. Over 60 GAA partners participated in the GAA programme.
- 330 dialogues are conducted with communities, civil society organisations and the business community

Dwelling places - Uganda

The Dwelling Places programme aims at helping victims of child trafficking by rescuing them from situations of exploitation and supporting them to go to school, while they preferably stay at home. Victims and parents receive psychosocial support. In addition, Terre des Hommes focuses on prevention of child trafficking in the region where the children are from (source areas). Parents, children and the community are made aware of children's rights. Parents are trained in parenting skills: they learn their obligations and the importance of education to prevent exploitation. As they often have no money to send their children to school, they are supported in developing small-scale sources of income.

Finally, Terre des Hommes makes efforts to improve cooperation with the authorities. In 2018, our partner devoted much attention to the Palermo Protocol against trafficking of human beings, especially women and children. The protocol has been signed but the government has not yet adopted it. It is now high on the agenda for ratification. Only with the proper laws can we focus on better policies and can safeguarding children's rights become a priority.

Results 2018

- 718** children participated in awareness activities through music and theatre to make them more resilient against violence, child trafficking and other forms of exploitation
- 224** children given support in the form of materials to go back to school
- 98** families trained in generating additional income

In her programme *'Ellie on Patrol'* Ellie Lust visits Kenya and gets to know the life, and associated risks, of the children living in the streets. Together with Terre des Hommes she visits a partner and talks with the children.



'Mama' Jesca Edung Lomongin

'They all call me mama'. Jesca Edung Lomongin is the face of and contact person for victims of child exploitation at Terre des Hommes in Kenya. Night after night, she tirelessly goes out on the streets to keep an eye on the children who have to try to survive there. She builds a relationship of trust with these girls so that she can work on getting them off the streets. Like the children on the streets, Jesca has a turbulent history. When she is twelve years old, she had to flee in the utmost secrecy so as not to be married off. 'Because back then someone came to my rescue, I was guarded against marriage as a child. Now I want to be that person who is available for those children who have no one else who cares about them. Once they have received care, rehabilitation and education, these children can also make a difference for their own future and that of their community.'



'I want to become the leader of my village'

Fourteen-year-old Samson knows all the circumstances that could lure him to the big city: he lives in the poor Napak region where a lot of child trafficking originates. He comes from a large family. His older sister has already left for Kampala to earn money. And his parents are poor.

Yet Samson stays in his village. Terre des Hommes provides him the means to go to school, like tuition, uniforms and learning materials. His younger brothers and sisters are also supported to stay in school, to prevent them from also being lured to Kampala. His parents received a goat to help them support themselves. 'Many of my friends cannot go to school because their parents cannot afford it. I see them taking care of the goats instead, and I realise how lucky I am to be able to go to school. In the future I want to be able to take care of my family and other people who need help. In the future, I hope to become a teacher, or leader of my village.'

2.5 Emergency aid

Unfortunately, we have to conclude every year that emergency aid remains indispensable. Worse still, the need keeps rising. The refugee crisis for hundreds of thousands of Rohingya refugees from Myanmar and Bangladesh, for which we campaigned in 2017, continued unabated. The Syrian crisis remains undiminished, with not only millions of displaced people within Syria, but also in neighbouring countries such as Lebanon and Jordan and even countries further out. Within Europe, the “frozen conflict” in Eastern Ukraine still affects the lives of millions of people. During these crises, families are extremely vulnerable and, more than usual, children live under the threat of exploitation.



A SELECTION OF OUR ACTIVITIES IN 2018

Back to the Future

The Back to the Future programme offers Syrian refugee children in Jordan and Lebanon access to education. The project is carried out through a consortium together with our sister organisation Terre des Hommes Italy, War Child Netherlands and the Italian NGO AVSI. It is partly financed by the EU Regional Trust Fund in Response to the Syrian Crisis, in short, the “Madad Fund”. The partners also pay part of the costs. Converted to that share, the following results can be attributed to Terre des Hommes Netherlands:

Results in 2018

2,361 children

participated in our supporting educational activities (total consortium: 35,418)

3,435 people

informed about the formal educational possibilities in their community (total 51,562)

42 staff members, teachers and volunteers

trained in teaching, counselling and protecting children and in first aid (total 635)

2 schools

renovated and refurbished (total 14)

We were also responsible for coordinating the overall communication of the consortium. We organised, for example, three successful press trips, with publications in the national press in the Netherlands, Italy and Belgium, both on TV and in the newspapers. We also developed a website for the project (www.back-to-the-future.org), organised multiple events for children and young people in Lebanon, Jordan and Italy and ambassadors from the consortium partners made project visits.

The people behind the mission

Terre des Hommes works together with committed and passionate people all over the world. This is the extraordinary story of Alen Elkhoury (30), Education Coordinator for the Back to the Future project, an enthusiastic person who dedicates herself with great love to children and their rights.

Children who have witnessed a crisis up-close simply need help, says Alen. End of story. The Lebanese woman knows what she is talking about as she has been doing this work for about 12 years. Alen started off by giving training and guidance to women in prison, and then worked as a social worker with families that are struggling. These experiences come in handy at her present job as coordinator. ‘I understand people’s background and their current situation. I’ve witnessed it up-close year after year. Our work at the education centre is not difficult. We believe that we can do it. Each child has the right to be protected and to become someone in life.’

The best example is one of her students who had never spoken a word until the age of fifteen. According to her parents the girl could not speak. Within two weeks of being at the education centre, the girl spoke her first words. ‘I will never forget that moment’, says Alen.



Aid in the picture

Nour is raring to go to school

Every morning when the school bus comes to pick her up, she will have already been waiting for a while. It shows how happy the Syrian Nour (5) is to go to school.

Nour was born in the Syrian city of Aleppo, where she lived together with her parents, four brothers and two sisters. Three years ago, the family escaped the terrible war in Syria. Now they live in a small apartment in Lebanon.

Life in Lebanon is not always pleasant for Nour. The neighbours do not want her to play with their children because she is a refugee. Sometimes she hangs around aimlessly or helps her mother with the house chores. Nour is eager to learn, but she is too young to go to a regular school. For a year and a half now, she attends classes in the Back to the Future education project. Nour’s teacher says: ‘Initially Nour was very shy. She did not dare raise her hand or talk in class. But she has made a lot of progress. She likes to participate in all the activities and prefers to sing with her classmates. Now, one and a half years later, she has become a completely different child.’



Cooperating Aid Organisations (SHO)

In 2018, Terre des Hommes completed a number of projects in Kenya and South Sudan that were financed with money from SHO/Giro555. This included the campaign against famine in those countries, as a result of the prolonged drought. Lack of food and water is an important reason for migration from the countryside to the city, where the children become vulnerable to exploitation, including sexual exploitation. In 2018, there was also a national Giro555 campaign for the victims of the tsunami in Sulawesi, an island in Indonesia, but since Terre des Hommes is not active in the affected area, we waived our share, for other Giro555 members to spend.

Dutch Relief Alliance (DRA)

This year we provided humanitarian aid with DRA funds in Iraq, Syria, Ukraine and for the first time in Afghanistan. These projects are financed by the Dutch Ministry of Foreign Affairs through the DRA. The Dutch Relief Alliance is a collaboration of sixteen Dutch humanitarian organisations of which Terre des Hommes is also a member. The DRA partners closely cooperate in designing and implementing emergency aid in response to major humanitarian crises worldwide.

Ukraine

In the Ukraine, Terre des Hommes collaborates with Dorcas and SOS Children's Villages around the conflict zone in the provinces of Luhansk and Donetsk on child protection and social-psychological support.

8,347 children

received social-psychological support through schools and Child Friendly spaces (4109 girls, 4239 boys), plus 144 adults (81 women, 63 men)

860 teachers

and school employees and school psychologists of 113 participating schools received training and coaching on children's rights, child protection, social-psychological support

1,049 families

were selected for financial support by consortium partner Dorcas

Afghanistan

In Afghanistan, Terre des Hommes operates in the Momand Dara, Kama and Kuzkunar districts in the province of Nengarhar. Here we aim to prevent child exploitation by helping young people and their families generate alternative income through vocational training, micro-credits and informal education. In addition, we strive to improve children's rights. It mainly concerns families who were recently forced to leave Pakistan, or who fled the violence in other parts of Afghanistan. In this joint DRA response, we collaborate with Cordaid, Stichting Vluchteling, ZOA and Oxfam Novib.

352 children and their families

received support in finding or setting up alternative income sources (162 girls, 190 boys), as a result of which a total of 4,654 people could be reached

Syria

The humanitarian crisis in Syria remains large, with millions of displaced people. There are also many people who have become disabled as a result of the military violence, or who otherwise need medical care. Within the DRA joint response for Syria, Terre des Hommes is active with some medical stations in the provinces of Rural Damascus and Aleppo. On the one hand we arrange for medical aid and physiotherapy for those who have become disabled, and on the other hand we provide financial support to their families. They have often lost their source of income as a result of their physical disability.

1,324 people

with a physical disability received assistance in the form of orthopaedic aids, physiotherapy and rehabilitation (383 girls, 332 boys, 619 women, 390 men)

8,000 persons

received assistance for several months in the form of food stamps so they had at least sufficient food during that period (1,600 girls, 1,600 boys, 2,181 women, 2,619 men)

Iraq

At the end of 2017, the Dutch Relief Alliance partners chose Terre des Hommes to become the lead of the Iraq Joint Response. This means that Terre des Hommes was given the responsibility to align and coordinate the activities of the seven Iraq Joint Response partners and to ensure its progress. The coalition partners are Oxfam Novib, Worldvision, ICCO/Kerk in Actie, ZOA, Dorcas, Terre des Hommes Lausanne and Terre des Hommes Italy.

Some results

183 children

were placed under the protection of social workers

490 families

received financial support for basic needs for several months

502 children and adults

participated in awareness sessions

174 parents

are trained on how they can protect their children

In the media

Terre des Hommes signs the advertisement for a humane asylum policy in Europe





3. Communication and visibility

‘For me as a donor it is important to keep in touch with the organisation; it makes me feel connected’

Mr. P. Hofhuis
donor Terre des Hommes

This is exactly the issue that we worked on throughout 2018. Listening to each other and cooperating on impactful campaigns. And working towards lasting relationships with our constituency. With various reports and means of communication we ensure up-to-date information on our projects, both on- and offline. With our two main communication campaigns about child labour in the mica mines in India and sexual exploitation of children in travel and tourism in Cambodia, we generated a lot of attention and achieved excellent results.

CONNECTION

3.1 Campaigns

In 2018, we ran two large campaigns:

1. Campaign to raise awareness on child labour in mica (India);

- Appeal to consumers to sign petition
result: 13,725 petitions.
- Appeal to industry to stop using mica mined by children
result: handover petitions to Responsible Mineral Initiative and Drive Sustainability in which Terre des Hommes calls on members to take action to stop child labour in the electronics and automotive industries.
- Media channels used
result: Facebook, TV, print through which we have reached over 7 million Dutch people with our message.



2. Fundraising campaign Child sex tourism must stop (Cambodia);

- Create awareness for the problem of sexual exploitation of children in travel and tourism and involve the public in Terre des Hommes' programme in Cambodia to address it. After making a donation, the donor received the Right-to-be-Kid wristband to show their support for children's rights and against the exploitation of children
- Media channels used: Facebook, TV, print, PR exercise
result: a lot of publicity following a press release about a Dutch child sex offender and 'Lekker man Tours' PR exercise. Broad media coverage on TV and social media. During the campaign we have at least once reached over 7,7 million people of 25 years and older.

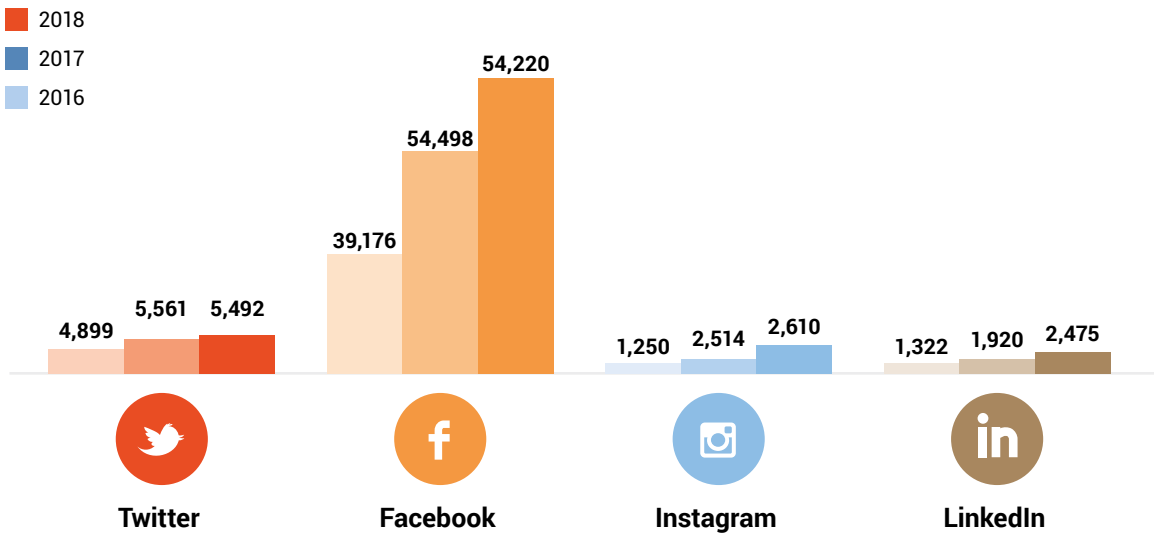
3.2 Means of communication

Website

we had 25,434 unique visitors per month. A great number, but a significant decrease compared to last year (38,891 unique visitors). We have had some staff changes which put pressure on the website. A new website has been planned for 2019.

Social media

There is great involvement via social media. Last year almost 800,000 people viewed a Terre des Hommes page via Facebook. We see a slight stagnation among Facebook followers, which could partly be due to the negative attention concerning this channel. For 2019, we are therefore looking into new channels such as YouTube and Instagram.



Free publicity

In 2018, we have successfully appeared in the media on a regular basis. Terre des Hommes has been in the Dutch news with several articles, on- and offline, in *Trouw*, *AD*, *Telegraaf*, *NRC*, *RTL*, *Autoweek*, *NOS*. We have also appeared on Dutch radio and TV (*Radio 1*, *Hart van Nederland*, *Een Vandaag*, *Brandpunt*).

Topics that attracted a lot of attention:

- WATCH Netherlands on the subject of child sexual abuse materials
- Child labour in the mica mines
- Arrests and convictions of Dutch travelling sex offenders
- Support for victims of sexual exploitation in Thailand

Terre Magazine

Through Terre Magazine we inform our constituency three times per year about the results and initiatives achieved. Research among donors has shown that many people appreciate the magazine, while at the same time a large group feels we are wasting paper and prefers digital communication. In 2019, we will therefore start an online magazine.



Newsletters & programme updates

On average, the monthly newsletters reached 39,000 interested parties. The programme updates provide a half-yearly report of the results of our ongoing programmes.

Annual report

- Every year, Terre des Hommes devotes a great deal of attention to its annual report in order to clearly account for its activities to its constituency. For the private donors, Terre des Hommes publishes a summary of the annual report in Terre Magazine and this year the annual report also appeared digitally. The shops have their own report.
- For the projects that are supported by the Dutch Post-code Lottery, we realise a progress report on an annual basis. For the projects that are financed by the government, we provide interim updates and annual reports.

Commitment donors

In 2018, we have organised several meetings to involve our donors in our campaigns. At various donor meetings at our offices or at special locations we reported on Terre des Hommes' work and asked donors what they expect from us so they can share their thoughts about our campaigns.

We have also carried out the annual online loyalty survey among regular donors in which almost 1,000 respondents participated. In this survey we measure the commitment and satisfaction with regard to our service and communication towards the donors. We use this to improve our service and better serve our donors. This is extremely important as satisfied and committed donors stay with us longer and together we can help more children.

Two excellent results

- Terre des Hommes' *Charity Support Score* increased with +15 from 55 to **70**; this figure indicates to what extent people are willing to continue to support Terre des Hommes.
- The commitment score increased from 65,7 to **68,9**; this figure measures the loyalty of the donors.

3.3 Ambassadors

Every year we are grateful for the efforts of our ambassadors who support our work: Thekla Reuten, Roelof Hemmen, 3JS, Dolores Leeuwin, Daniel Montero Real and Brooke Newman. Through their network, Terre des Hommes' activities are shared externally.

This year, Dolores Leeuwin and the 3JS have participated in the mica campaign.

Brooke Newman, Daniel Montero Real, Roelof Hemmen and the 3JS participated in the campaign Stop child sex tourism.

Presenter Dolores Leeuwin was a speaker during the 'board day' of the Terre des Homme shops and conducted an extensive interview with Hans Guijt.

The 3JS attended the fifth anniversary of the shop in Den Bosch.

At the end of 2018, Roelof Hemmen travelled to the Philippines to prepare a new item on online child sexual exploitation.



Daniel Montero Real
ballet dancer at Het Nationale Ballet



Roelof Hemmen
journalist at BNR Nieuwsradio



Dolores Leeuwin
former presenter Klokhuis



Brooke Newman
ballet dancer at Introdans



Nelson Munyiri
the first international ambassador



Thekla Reuten
actress



3JS
nederpop-trio

3.4 Terre des Hommes shops

With nearly 1,900 volunteers, the shops ensure the visibility of Terre des Hommes throughout the Netherlands. The shops are also very active on Facebook. Several shops celebrated an anniversary. Five volunteers received the Order of Orange-Nassau. The shop in Pijnacker even reached the milestone of three million sales since its establishment in 1983.

The shops receive weekly updates from the head office through a digital newsletter. In addition, we organized the national 'board day'. During this meeting, shop coordinator Nora Dankers was thanked for her unbridled dedication during the past 14 years. She found a new job with another NGO.

4. Fundraising

The year 2018 was marked by a transition to a different way of working. In the private market the focus shifted from income to sustainable development. In the institutional market the focus shifted to a proactive approach of interested parties worldwide, and for companies it meant collaboration to address child exploitation in a sustainable manner. As a result of further professionalisation of the Terre des Hommes shops and by maintaining a warm relationship with the Dutch Postcode Lottery, Terre des Hommes received a substantial amount of money in support of its work.



SUPPORT

4.1 Private market, major donors & inheritances

Our goal for 2018 was to motivate and attract new donors, foster the loyalty of existing donors, and seek opportunities to increase the value of the existing donor group. All this was made possible by creating commitment and by capitalising on the way the donors want to interact with Terre des Hommes.

Terre des Hommes still relies relatively heavily on the face-to-face channel for donor recruitment. In addition, we are increasingly active in the field of lead generation and its follow-up. This new follow-up is aimed at improving and designing new contact opportunities, for example by e-mail.

In addition, we are increasingly using online communication to create interaction with and commitment of potential donors. Building a long-term relationship can take many forms but doesn't necessarily have to result in a standing order. We respond to changing (customer) wishes by offering more options to contribute to the organisation's objectives.

It is very important to keep our existing donors satisfied. Despite the decrease in standing orders (-6%), we see an increase in donor satisfaction. In 2018, we paid a lot of attention to improving our customer service and communication with our donors and aligning our resources more with our donors. We also actively started contacting our donors more often and more intensively by inviting them to share their thoughts about the way of interaction in order to improve our donors' experience.

We have pro-actively started to further develop our IT systems to improve contact with our donors and to be better able to select who we want to reach and analyse what we have achieved. This allows us to be more effective and efficient in our campaigns with the objective of achieving a higher return and greater customer satisfaction.

In the second half of the year, the Major Donors and Inheritances groups have again received the attention they deserve, following a quieter period due to a vacant position. Redesigning and setting up our programmes in these two segments got off to a flying start in the second half of the year, thus providing a solid foundation for the year 2019.

At the end of 2018, two Major Donor meetings were organised in Galerie Keren de Vrede in Amsterdam and one in the Humanity House in The Hague. The objective: involve (potential) Major Donors in a number of programmes that we want to realise in 2019 and for which additional funding is indispensable. Together we discussed: What makes you proud as donors? What appeals most to you? What is your willingness to contribute yourself or look for people within your own network who want to provide financial support?

The words of a Major Donor

'My posting for Terre des Hommes became a common thread in my life'



A visit to the Tropenmuseum (Museum of the Tropics) in 1969 ensures that Ellen Leusink forever carries Terre des Hommes in her heart. After that visit she decides to leave her job as a nurse and to dedicate herself to work with Terre des Hommes for children in remote and poor areas of Gabon. In very challenging conditions she is doing as good a job as she can. Almost all children have whooping cough and are malnourished.

Together with Biafran nurses they entertain the children with songs and simple games with rope and cardboard. After six months, Ellen returns to the Netherlands to continue her work there, but also for other organisations abroad. Years later, a ring, a photo book, Terre Magazines from the sixties and a report of her own Terre des Hommes fundraising campaign are memories of a very special time in her life. Terre des Hommes always remained a common thread in her life.



4.2 Corporate market

The objective of realising € 500,000 within the corporate market was not achieved. It was decided not to dedicate a separate FTE to the corporate market and to incorporate the existing contacts, including Dille & Kamille, Dolmans, Kees & Co and La Ligna, in the Major Donors fundraiser. Besides donating money, Dille & Kamille also donates merchandise that Terre des Hommes can sell in its second-hand shops. For 2019, a similar approach will be followed for fundraising and relationship management for the corporate market.

On the other hand, we see a different, new form of company participation within our programmes. Companies are becoming part of the sustainable solution to prevent child labour. We cooperate closely with Philips in the mica programme, for example, to ensure that the mica mineral is mined in a child-friendly manner. We make arrangements with hotel chains about the reporting of sex tourism and with companies we initiate training programmes for underprivileged young people. In this way, the business community has an even greater impact on the ultimate fight against child exploitation.

4.3 Institutional market

The institutional market team was complete again at the end of the third quarter of 2018. Multilateral and bilateral donors, Dutch and internal foundations and emergency aid funds will receive full attention in 2019. This year we also worked with the grants that had already been awarded by the Ministry of Foreign Affairs and the European Union for the projects *Girls Advocacy Alliance*, *Down to Zero*, *Dutch Relief Alliance* and *Back to the Future*, and *Image Plus*. In the second half of the year we started conversations with various major foreign actors to see if synergies can be achieved between their and our activities to initiate new projects. These conversations will be continued in 2019.

4.4 Terre des Hommes shops

The 45 shops again made a great contribution to the income for 2018 this year. And thanks to the tremendous efforts of all our volunteers we were able to support many projects. But the income from the sale of second-hand products is not the only important result. Every year, the volunteers in the shops interact with thousands of customers, who learn more about Terre des Hommes in the conversations with the volunteers. And in addition to the contact in the shops, the volunteers also promote the organisation's story in local media, through events. Every year, for example, our shop in Barneveld organises a successful fashion show and this year a special sale of paintings was held in Eindhoven. In addition, our volunteers are invited to give guest lectures at schools or they give lectures at service clubs. All in all, Terre des Hommes' shops and volunteers are a valuable and valued part of the organisation. We also have four working groups that dedicate themselves to Terre des Hommes throughout the year.

In 2018, we launched initiatives to further intensify the contact and collaboration between shops and the office in The Hague and the collaboration between the different shops. We will proceed with these developments in 2019, supported by the introduction of communication technology.

4.5 Dutch Postcode Lottery

The Dutch Postcode Lottery is a highly valued contact. Again, this year we received the annual contribution of € 2,250,000 for our activities. We keep the lottery informed through so-called lottery lunch lectures. We also gave joint presentations to a delegation of the Dutch Lower House (VVD and CDA) about Sweetie 2.0, the project sponsored by the Dutch Postcode Lottery that tracks down child abusers. This year we also placed the annual thank-you advertisement during Safer Internet Day.





5. Organisation

Terre des Hommes Netherlands is an independent foundation consisting of the head office and project staff in The Hague, regional offices in Nairobi (East Africa Region) and Phnom Penh (Asia Region) and staff in country offices in 12 countries. In addition, there are 45 Terre des Hommes shops in the Netherlands that operate as independent foundations to generate income for the Terre des Hommes Netherlands Foundation. Terre des Hommes Netherlands is a vertically integrated NGO, which means that all our activities, from fundraising and communication to the implementation of our field projects, is carried out by our own staff. We are an independent member of the Terre des Hommes International Federation (TDHIF), in which 10 independent Terre des Hommes organisations are united. Together they are active globally in 67 countries with a total budget of over € 180 million divided over more than 850 projects. Terre des Hommes Netherlands is very active in several working groups within this international organisation, which centres around collaboration in the field of lobbying, campaigning, emergency assistance and cost optimisation.

TOGETHER

5.1 Organisational structure and personnel

Organisation in full swing

In 2018, the renewed focus on closer collaboration, quality and growth led to an increase in staff both at the head office and in the regions. As a result, we were able to facilitate the new bottom-up approach, implement our focus on institutional fundraising and facilitate our ambition to reinforce the quality and expertise of our projects.

Leadership Team



Key figures 2018

At the end of 2018, the staff capacity was 127.9 FTEs. Because many employees work part-time, the actual number of employees is higher. At the end of 2018 the company employed 133 staff.

	TOTAL	HEAD OFFICE	ASIA	AFRICA*	NETHERLANDS*
Number of FTEs at year end 2018	127.9 (2017:104)	34.77 (2017: 31,02)	60 (2017: 53)	26 (2017: 17)	6.80 (2017: 3)
Number of employees at year end 2018	133 (2017: 109)	37 (2017: 33)	60 (2017: 53)	26 (2017: 17)	10 (2017: 6)

The increase in the number of FTEs at the head office mainly concerns the structure of the Institutional Fundraising and Lobby & Expertise teams. In the Netherlands, we recruited more employees because of the growth of our Watch Netherlands project and the CyberWatch unit. In Asia, the increase is attributable to field staff being deployed in two new projects on sexual exploitation of children in Cambodia that we carry out ourselves. The growth in Africa is also due to the deployment of new project officers at existing and new partnerships. As a result of the Fit for the Future programme, four new positions were created and filled in at the head office and in both regions. This growth is in line with our policy to grow financially and to achieve more added value, quality, capacity and impact by closer collaboration with our projects and partners.



In 2018, we say goodbye to **Hans Guijt**. He retires after 22 years of service at Terre des Hommes. In many ways, Hans has been decisive in the substantive formation of Terre des Hommes as we know the organisation today. In the past few years, he was the driving force behind our extremely successful Sweetie project.

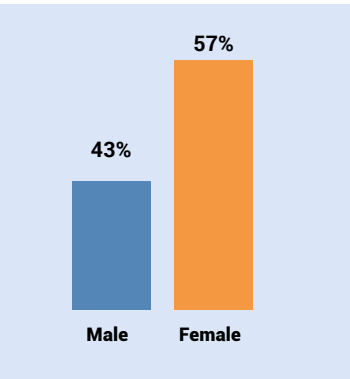
Volunteers

Terre des Hommes works with volunteers in its 45 shops in the Netherlands. Each shop has its own foundation and administration. The nearly 1,900 volunteers are a highly valued asset of the Terre des Hommes organisation. They do not only represent the smooth running of operations in the shops and the resulting financial contribution to Terre des Hommes Netherlands, but also form a visible representation of our organisation in the Netherlands.

Trainees

In 2018, we have had 3 trainees: two to support the WATCH Netherlands programme and one in the Marketing & Communication department.

Ratio personnel



Sickness

Sickness absence at head office amounted to 8.9% in 2018 (2017: 3.6%). This large percentage is due to a number of long-term sick people (sick for more than 1 year). Human Capital Care also supported the supervision of absenteeism in 2018.

5.2 Safety and complaints management

Whistle-blower procedure

Terre des Hommes has a whistle-blower procedure enabling both employees and third parties to report (serious) wrongdoings with regard to Terre des Hommes. In 2018 no new reports were received.

Confidential advisor

Terre des Hommes has one internal confidential advisor and employees may appeal to external confidential advisors through the Occupational Health and Safety Service. In 2018, regional confidential advisors (East Africa and Asia) were to be appointed, but this was not realised. In 2018, the internal confidential advisor was consulted twenty-seven times by employees (2017: 25). In one case, the employee decided to file a formal complaint. This complaint was heard and evaluated by an external committee, resulting in a recommendation to management. The external confidential advisor has not been consulted. The internal confidential advisor provides an annual general overview of the numbers and nature of the complaints and gives advice to TdH's Managing Director.

Complaints

Terre des Hommes has a complaints procedure available for third parties. We define a complaint as follows:

'Any verbal or written expression of dissatisfaction of an institution, company or person, addressed to Terre des Hommes, in which he/she complains about the policy or behaviour of Terre des Hommes and is referred to as a complaint by the third party concerned.'

In 2018, 104 formal complaints were received (2017: 63). 103 complaints have been addressed/resolved to the complainant's satisfaction; processing of one complaint is still pending.



Fraud

In 2018, a case of fraud was detected at one of our implementing partners in the East Africa region. This partner did not use the funds provided for the agreed purposes. They also reported activities that were not carried out. An external audit has confirmed the malversations and the relationships with this partner were terminated immediately. In the end this resulted in a difference of € 16,885. The process to recover these funds is still ongoing.

Integrity within Terre des Hommes

Following all the media coverage regarding integrity within the NGO sector, Terre des Hommes conducted an internal analysis of all integrity documents within the organisation, including child safeguarding. On the basis of this, external experts have given advice for expanding and updating the integrity system. Terre des Hommes is currently working on the implementation of this advice, and is a participant in the sector-wide Joint Action Plan Integrity Emergency Aid and Development Organisations.

Child Safeguarding Policy

Our work focuses on the safety of children. Our child safeguarding measures therefore constitute an essential component of our work. Terre des Hommes maintains a Child Safeguarding Policy with an underlying code of conduct to ensure that no child is harmed by us and employees of our partners, volunteers or related parties like consultants and journalists. This policy is a mandatory part of every contract we conclude.

Ongoing attention to child safeguarding within the organisation, for example through training and assessment, ensures that all employees and partners are aware of this policy and its implementation. In 2018, awareness has resulted in the reporting of six cases of possible violation of this policy. After examining the reports, four of the cases were identified as cases that to a certain degree violate our child protection policy by employees of Terre des Hommes or our partners. Three of these cases are currently closed and one is still being investigated. As Terre des Hommes has a zero-tolerance policy towards all forms of abuse and/or exploitation, intimidation and aggression (including sexual, psychological, physical or economic), we consider these reports the basis for internal improvements in terms of preventive measures and appropriate response.

Quality assurance

Terre des Hommes is certified in accordance with the ISO 9001:2015 standard. The standard requires the organisation to fully understand the context in which it operates, to adjust its strategy and policy accordingly, to be able to identify risks and apply control measures to said risks. Terre des Hommes is expected to look at both internal and external factors that may influence the quality of its work. Terre des Hommes works with a quality management system. This system provides the

Leadership Team with insight into and control over the risks that might jeopardise Terre des Hommes' continued operation provided these are adequately controlled. In the unlikely event something goes wrong, there are protocols to flag the error, detect its cause and implement improvement measures.

5.3 Risk management

Strategy

Risks may arise in different areas: for example, within our organisation in the Netherlands and in the choices that we make in our regional and country offices. For each risk we make an annual risk assessment and assess its possible impact on the organisation. This process is part of our annual planning cycle. In the meantime, this risk matrix is regularly discussed and updated and, where necessary, additional actions are taken to manage these risks. The main risks concern dependence on government funding and (private) donors. For both, the effectiveness of implementation of our projects is essential. The money must be spent well and effectively. Based on our "Theory of Change", we select projects that contribute to our objectives long-term and in a sustainable manner.

A slightly less significant but not negligible risk is the increase in competition experienced by our second-hand shops. We have calculated the magnitude of the possibly foreseeable damage and we believe that our continuity reserve, in combination with other measures that we will then take, is sufficient to weather the worst setbacks. The level of the continuity reserve currently meets the requirements that we have set, and is within the maximum set by the Central Bureau on Fundraising.

Operational

The operational risks partly concern the people we work with. For our own employees we have a code of conduct that determines the policy freedom. We have drawn up guidelines against corruption, bribery and fraud. This code of conduct includes a procedure on how to act in the event of a violation of the guidelines. There is also a whistle-blower procedure for those cases in which a Terre des Hommes employee suspects improper use of funds or other wrongdoings. In 2018, this scheme was not used.

Behaviour of our own people or facts that affect our organisation from the outside may also create a negative perception of Terre des Hommes. The probability of this risk occurring is not great, but the impact may be huge. For those cases where, due to publicity, an incorrect perception of Terre des Hommes is likely to arise, a media protocol has been drawn up and spokespersons have been appointed.

To monitor the effectiveness of our projects, Terre des Hommes uses the PMEasy software system. Each

quarter, the quantitative progress of all projects is reported through this system and, if necessary, adjusted. In 2019, we will improve the level and timeliness of our project reports. First, we will report on (the financial progress of) our projects on a monthly basis. In addition, in 2019, we will switch from PMEasy to a new project management system that will provide more insight into the quality of our projects.

Financial

Spending the maximum of the funds entrusted to us to meet our objectives has our highest priority. This is ensured through proper organisation of processes and additional guidelines. We pay particular attention to risks associated with continuous cash flows and to correct, efficient and effective expenditure and spending. In 2018, Terre des Hommes had no securities portfolio or money outstanding on deposits.

The 2018 turnover is € 23,845,032 and the profit € 2,026,863. The solvency and liquidity are more than adequate, so there is no additional financing requirement. The explanation of the expected financing and development of donors can be found in chapter 4. We have not planned any investments or activities in the area of research & development.

A late bank receipt has revealed that an amount of € 451,370 was not accounted for as income for emergency aid in the 2017 annual financial statements. However, the costs for the emergency aid project in question were accounted for in the 2017 annual financial statements. To allow for comparability with the 2018 figures it has been decided to carry out a reclassification in the comparative figures in these annual statements. In this way, this income is still reflected in the figures for 2017.

When certain projects are managed and implemented by the organisation itself, the planned expenditure can no longer be included as "commitment" but only when the expenditure is actually incurred. As a result, it appears as if the expenditure is lagging behind, while expenditure has definitely been planned for this backlog.

For partner contracts, the entire committed amount must actually be booked in one go, despite the fact that the actual expenditure is only incurred later. It is difficult to predict what this means for 2019. In 2019, we will again enter into new commitments that we will implement ourselves and that may therefore not be directly booked as expenditure. We will only know at the end of the year what that will look like on balance.

The funds received that cannot yet be spent on the objectives, are spread across various banks. The guiding principle of our policy is certainty and availability.

The desired ratio between expenses spent on objectives

versus recruitment costs & management and administration costs is 5.77%. The ratio achieved in 2018 is 4.34%. Project expenditure is lower than expected, especially for projects that we implemented ourselves.

The desired ratio between recruitment costs and the total of benefits raised in accordance with the budget was 11.57%. The ratio achieved in 2018 is 13.09% (2017: 10.20%).

Terre des Hommes maintains a continuity reserve of € 4,000,000 to cover short-term risks and to ensure that future obligations can be met. The level of the continuity reserve meets the Financial Management Directive for Charities of the VFI and may not exceed 1.5 times the annual costs of the work organisation.

Reporting

The aforementioned PMEasy reports the progress of all projects. Exact Online is used for financial reporting. The combination of these two applications in combination with Salesforce for marketing and donor administration, provides a firm base for efficient and reliable execution of the processes. All applications run "in the cloud", which reduces the risk of missing backups and continuity to a minimum.

5.4 Corporate social responsibility

Terre des Hommes recognises its role in the community, the society and the world, and actively participates in the process of making the world a better place, socially, economically and ecologically. As a basis through our work field. We contribute to ensuring that we act as a responsible citizen, not only through our programmes, but also during our internal activities, such as, for example, purchasing.

5.5 Accounting & Project Control

Monitoring what we do financially is essential to achieve our objectives and to direct our organisation. The Finance & ICT department closely monitors the organisation's financial performance and ensures that TdH-NL remains in a healthy financial position. As of 2017, we report according to the adjusted RJ650 standards.

We will improve the quality and accuracy of our (management) reports, both in our monthly reports and in our project reports. In 2019, we also want to integrate our financial data into the new project management system.

Our drive to become a bottom-up organisation will be complemented with more transparency and monitoring of field activities through improved systems. Based on this information, the Leadership Team will closely monitor the progress of our projects throughout the year. At the end of 2017, we set up the 'project back office' to monitor these processes from design to end evaluation, to provide administrative support and to support the field in setting up new projects and partnerships, to evaluate progress and quality, and to provide management information.



Terre des Hommes, holder of the CBF quality mark, awarded by the Central Bureau on Fundraising, has a Supervisory Board that, in addition to its supervisory role, acts as a sparring partner for the Management Board and the Leadership Team.

Supervisory Board 2018

Separation between supervision, management and implementation

- The Supervisory Board is the supreme body of Terre des Hommes Netherlands and is responsible for the supervision of the policy of the Management Board and the general course of affairs;
- The separation between supervision and management has been formally laid down in the statutes and elaborated on in the so-called management regulations;
- This means that the Management Board is in charge of the day-to-day management and is ultimately responsible for implementation of the policy plan and activities of the Foundation, while the Supervisory Board nominates the management and supervises its functioning.

The Supervisory Board's main tasks are

- Approve the annual plan and TdH's strategy including the budget and investments;
- Supervise implementation of the strategy, achievement of the objectives and the general course of affairs;
- Approve the annual financial statements and annual report;
- Appoint the Management Board;
- Act as sparring partner for the Management Board.

ADVICE



Composition

In accordance with the statutes, the Supervisory Board consists of at least five persons who are appointed for a period of four years, renewable twice for a maximum of an additional four years.

However, in line with the Governance Code for the Cultural sector, the Supervisory Board decided in 2017 that, in contrast to the provisions of the statutes, the members can in principal only be reappointed once instead of twice for a period of four years.

At the end of 2018, the composition of the Supervisory Board consisted of:

- **Maarten Koopman**
Chairman and Remuneration Committee
Managing Partner at DIF
Appointed on 23-03-2016
- **Arent van Wassenauer**
Vice-Chairman and Audit Commission (member)
Independent Advisor The Faithfull Goose
Appointed on 02-11-2009
- **Pim Oomens**
Chairman Audit Commission
Former CFO and Executive Board member Stork,
Commissioner Hoogwegt Group BV
Appointed on 28-11- 2012
- **Renée van Kessel-Hagesteijn**
Chairman Remuneration Committee
Director MaGW/NWO, Senior Advisor Leiden University,
Consultant Go_FAIR International
Appointed on 28-10-2013
- **Bas Verheijen**
Director Marketing & Format Blokker
Appointed on 18-09-2017

Remuneration

The members of Terre des Hommes' Supervisory Board received no remuneration in 2018, not even for travel expenses incurred and have no business relations with Terre des Hommes.

The members of the Supervisory Board did not make any working visits to foreign offices this year.

Supervision policy and general course of affairs

In addition to the more general supervisory tasks, much of the Supervisory Board's attention in 2018 has been devoted to following the changes initiated by the Management Board in 2017 in the structure of the organisation, the composition of the Leadership Team (LT), the changes implemented in the second half of 2018 in the annual planning methodology from top-down to bottom-up and the strategic discussions on the future and the design of the Terre des Hommes International Federation and its impact on Terre des Hommes Netherlands. The supervisory Board is confident that the changes made to the organisation in 2018 will lay the foundation for a stable future of the organisation. This way, Terre des Hommes Netherlands can meet the high demands of the institutional donors and provide its added value in the ongoing fight against the exploitation of children.

The radical process of change has a major impact on the organisation and the well-being of the employees both at home and abroad. The Supervisory Board has regularly informed itself of the developments within the organisation and has always been informed and involved by the Management Board in a clear and transparent way. In this context, the Supervisory Board is particularly aware that there has been a relatively high turnover among employees in the past two years; partially due to changing or loss of positions as a result of these radical organisational changes and partially due to changes made to the policy. However, the enthusiasm and involvement of the employees gives the Supervisory Board confidence in the course chosen.

The following Supervisory Board activities took place in 2018:

- Three regular meetings with the Management Board and the LT;
- Three closed meetings prior to the regular meetings;
- Three additional extensive informal meetings with the Management Board;
- Approval of the annual report and the 2017 annual financial statements and discussion of the audit report with the auditor;
- Discussion and approval of the 2019 annual plan;
- In two audit committee meetings, the financial reporting, internal control, ICT and the activities of the external auditor were discussed. The 2017 audit report and the findings have been explained in detail by PwC. In addition, the 2018 audit approach has been aligned with the audit committee and the Management Board;
- Several individual discussions between members of the Supervisory Board and the Management Board or LT;
- In addition, the Chairman of the Supervisory Board and the Management Board hold regular consultations on the general course of affairs;
- Evaluation of the Supervisory Board's own performance and the performance of the Management Board;
- A meeting with LT including regional managers;
- The Remuneration Committee met twice, once in the presence of the Management Board as part of the evaluation of 2018 and to determine the conditions for 2019.



Thank you

The Supervisory Board thanks the Management Board and the LT, all employees at home and abroad, our large group of volunteers, our donors and sponsors, the Dutch Postcode Lottery and all our Ambassadors for their tremendous dedicated commitment in the past year.

On behalf of the Supervisory Board of the Terre des Hommes Foundation Netherlands

Maarten Koopman, Chairman
The Hague, 11-06-2019



7. A look at the future

Our vision remains unchanged: a world in which no child is exploited and all children can enjoy a safe childhood. In this endeavour our core themes are on- and offline commercial sexual exploitation, the worst forms of child labour, child abuse within the family as well as exploitation related to trafficking and migration.

One of the main global trends affecting the children who suffer most, is the ever-increasing influence of the internet. In recent years, together with local partners, we have developed skills and knowledge that are essential in the global effort to find an answer to criminal use of the internet to exploit or abuse children. Our WATCH unit has gained in capacity, strength and experience by entering into technological partnerships and building relationships with various stakeholders. We will continue to expand our partner network in this area in order to bring about new forms of cooperation and a joint approach, the only way that gives hope for chances of success. The role of Sweetie, web crawlers and other technology will be expanded in our fight against travelling sex offenders and child abusers in general. In doing so, we will stick to our strategy to develop intervention techniques aimed at reducing demand and helping survivors with their reintegration so that they can enjoy a positive future. We will continue doing so in South and South East Asia as well as East Africa, but also in Europe.

LOOKING AHEAD



The problem of child trafficking and migration continues to grow. International humanitarian crisis situations are becoming increasingly serious and last longer. The displacement of children, both within their own countries and internationally, is therefore increasingly becoming a long-term problem. Children fleeing poverty, violence or climate change are traumatised as a result of abuse and exploitation during their movement; in many areas where migration takes place it is a near certainty that sexual exploitation and other forms of child labour take place. Displacement as a result of cultural aspects such as child marriages or even for economic reasons are to an equal extent a certain cause of much suffering. The link between forced migration and our core themes is clear and we will continue to look for new ways to use our knowledge, experience and partner networks to protect children in these circumstances.

When implementing our programmes, we will continue to use the guidelines as set out in our Theory of Change, balancing advocacy and service provision, thus bringing about structural improvements. Cooperation will become an even more important approach than it has been in the past and will not be limited to the more traditional forms of cooperation with local NGOs that we are accustomed to. Multi-stakeholder platforms and cooperation with less traditional partners such as industry, joint efforts with governments as well as non-traditional actors will increase.

This drive to network relates in part to our own International Terre des Hommes Federation. In 2018, the member organisations recognised that we can do more for children, have a bigger and more influential voice and

ensure long-term economic viability if we cooperate much more intensively. The process initiated in 2018 to evaluate the structure and focus of the federation will continue in 2019 and enter a decisive phase in 2020. It is expected that the role of the various member organisations will change somewhat as there is likely to be a greater degree of centralisation and cooperation. Our expertise and experience in the field of our specific core themes may possibly be valued and pursued in a wider geographical area.

For the future, a focus on our operational excellence is as important one. It has been decided to call 2019 the 'Year of Performance' as the many changes that we have implemented within our organisational structure as a result of the '2017-2018 Fit for the Future' programme should now level off and prove themselves within our daily activities. We still have a great deal to do on the matter of establishing processes and institutionalising new ways of thinking. Bottom-up planning, more responsibility for fundraising in the countries and regions, new IT systems and many modified processes need management attention.

Our 2019 annual plan focuses on three key areas, namely: 1) operational excellence, 2) growing sustainable impact for our target group, and 3) claiming our role as recognised expert. Operational excellence is number 1 for a good reason.

All amounts in the tables of this chapter are presented in euros.

8.1 Financial statements 2018

Balance (after appropriation of results)	31-12-2018		31-12-2017	
Assets				
Tangible fixed assets (1)	701,724		930,413	
Financial fixed assets (2)	100,000		100,000	
		801,724		1,030,413
Receivables and accrued income (3)	5,019,584		5,693,331	
Cash and cash equivalents (4)	19,287,067		17,486,219	
		24,306,651		23,179,550
Total assets		25,108,375		24,209,963
Liabilities				
Reserves (5)				
Continuity reserve	4,000,000		4,000,000	
Special-purpose reserve	7,170,094		5,161,989	
		11,170,094		9,161,989
Funds (6)				
Earmarked fund(s)		373,107		373,099
Total reserves and funds		11,543,201		9,535,087
Non-current liabilities (7)		1,686,326		-
Current liabilities		11,878,847		14,674,876
Total liabilities		25,108,375		24,209,963

Statement of income and expenditure

	Actual 2018	Budgeted 2018	Actual 2017
Income			
Income from private parties (8)	6,757,694	6,775,000	7,653,317
Income from companies (9)	34,351	500,000	691,346
Income from lottery organisations (10)	2,277,832	2,270,000	2,308,065
Income from government grants (11)	12,775,561	13,089,000	9,397,823
Income from affiliated non-profit organisations (12)	0	600,000	940,412
Income from other non-profit organisations (13)	630,376	1,500,000	809,916
Sum of fundraising income	22,475,813	24,734,000	21,800,880
Income in return for the delivery of products and/or services (14)	1,315,164	1,380,000	1,313,523
Other income (15)	54,055	100,000	384,943
Sum of income	23,845,032	26,214,000	23,499,347
Expenditure			
Structural aid (16)	12,773,744	15,926,000	15,630,725
Emergency aid and rehabilitation (16)	4,958,656	6,414,000	4,217,118
Spent on objectives	17,732,400	22,340,000	19,847,843
Fundraising costs	3,100,445	3,034,000	2,334,874
Management and administrative costs	985,325	1,007,000	888,341
Sum of expenditure	21,818,170	26,381,000	23,071,059
Balance before financial income and expenditure	2,026,863	-167,000	428,288
Balance financial income and expenditure (17)	-18,757	-	-6,685
Balance of income and expenditure	2,008,106	-167,000	421,604

ACCOUNTABILITY

Appropriation of results

Appropriation of results	2018	2017
Surplus/deficit is added to/withdrawn from:		
Earmarked funds & reserves	0	-719,210
Reserve tangible fixed assets objectives	0	0
Reserve available for objectives	2,008,106	1,140,814
Surplus/deficit	2,008,106	421,604

In 2018, a surplus was realised of € 2,008,106. Of this amount, 1,897,192 is reserved for the execution of projects by TdH between 2019 and 2020. According to the RJ650 accounting principles this may not be included as a liability as it concerns a commitment to a project that will be implemented by the organisation itself. This is not a "liability" in the sense of a commitment that we enter into with an external party. This therefore concerns a "surplus" in the accounting sense of the term but not in the operational sense. These funds are 100% allocated to projects for which implementation is currently well underway.

Cash flow statement	2018	2017
Cash flow from operating activities		
Netto overschot/tekort NOG VERTALEN	2,008,106	-29,766
Adjustment for:		
Depreciations	183,323	419,649
Change in earmarked reserves and funds	-	81,445
Change in working capital:		
Change in receivables	673,747	-570,602
Change in current liabilities	-2,796,029	2,860,091
Net cash flow from operating activities	69,155	2,760,817
Cash flow from investing activities		
Investment in tangible fixed assets	-944	-14,739
Disinvestment of tangible fixed assets	46,311	0
Net cash flow from investing activities	45,367	-14,739
Cash flow from financing activities		
Change in non-current liabilities	1,686,326	-12,000
Issuance non-current liabilities	0	0
Net cash flow from financing activities	1,686,326	-12,000
Net cash flow fiscal year		
	1,800,848	2,734,078
Cash and cash equivalents 1/1		
	17,486,219	14,752,142
Cash and cash equivalents 31/12	19,287,067	17,486,219
Increase/decrease cash and cash equivalents	1,800,848	2,734,077

Notes

The cash flow statement has been prepared using the indirect method. The total bank balance increased by € 1,800,848 compared to 2017.

8.2 General explanation and principles for valuation and determination of results

General

The financial statements have been drawn up in accordance with Directive 650 for Fundraising Organisations.

Explanation of adjustment comparative figures

The principles of valuation and determination of results used remained unchanged compared to the previous year. As a result of a late bank receipt, it appeared that an amount of € 451,370 was not accounted for as income for emergency aid in the 2017 financial statements. The costs for the relevant emergency aid project were, however, accounted for in the 2017 financial statements last year. The comparative figures have been adjusted to allow for comparison with the 2018 figures. In this way this income is still included in the 2017 figures.

The impact on the balance sheet and statement of income and expenditure is as follows:

- An increase in receivables and accrued income of € 451,370;
- An increase in income from affiliated non-profit organisations of € 451,370;
- The result of this transaction has also been added to the special-purpose reserve.

Estimates

Preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the application of principles and reported amounts of assets and liabilities, income and expenditure. The actual results may differ from these estimates. This concerns in particular the estimate for the size of inheritances. The estimates and underlying assumptions are constantly being assessed. Revisions of estimates are included in the period in which the estimates are revised and in any future period affected.

Structure reporting entity

Terre des Hommes Netherlands Foundation

The Terre des Hommes Netherlands Foundation aims to provide effective and immediate aid to children in need, in their own environment, anywhere in the world without discrimination on the grounds of race, religion or political affiliation. The Terre des Hommes Netherlands Foundation (hereinafter Terre des Hommes) has access to various offices and legal entities for implementation of those activities. The annual figures of the entities below have been consolidated in the financial statements. Mutual receivables and debts have been eliminated.

Head office

Terre des Hommes' head office is located at the

Zoutmanstraat in The Hague. This is also the statutory address. The Terre des Hommes Foundation is registered in the Dutch Trade Register under number 41149287.

Reginal offices

Regional Heads manage the local staff in the South East Asia and East Africa regional offices. The offices are registered locally, according to legislation in the relevant country.

Volunteer groups

In 2018, 48 volunteer groups (2017: 48) were active in the Netherlands on behalf of and under the responsibility of Terre des Hommes to support the fundraising activities of the Terre des Hommes Netherlands Foundation. Of these volunteer groups, 45 (2017:45) have the legal personality of a foundation and 3 (2017:3) of an association. Contracts have been concluded with all volunteer groups to ensure that funds raised on behalf of Terre des Hommes are actually spent on Terre des Hommes' objective. The agreements are explicit and clear about completeness.

Cash flow statement

The cash flow statement has been drawn up using the indirect method. The funds in the cash flow statement consist of cash and cash equivalents. Cash flows in foreign currencies have been converted at the average exchange rates. Currency differences arising from this conversion have been included in the statement of income and expenditure.

Principles for the valuation of assets and liabilities

Consolidation

The financial statements include the financial data of the Terre des Hommes Foundation and the independent legal entities that are publicised under one name and as such appeal to public generosity, as well as the entities over which they may exercise a controlling interest.

The following legal entities are included in the scope of consolidation:

- Terre des Hommes Netherlands Foundation (head office), Netherlands, The Hague
- Terre des Hommes Netherlands Bangladesh, Dhaka
- Terre des Hommes Netherlands Cambodia, Phnom Penh
- Terre des Hommes Philippines, Quezon City
- Terre des Hommes Netherlands Thailand, Bangkok
- Terre des Hommes Netherlands Nepal Program, Nepal, Kathmandu
- Terre des Hommes Netherlands - Kenya, Nairobi
- Terre des Hommes Uganda, Kampala
- Terre des Hommes Ethiopia, Addis Ababa

The objective and management of these offices are the same as for Terre des Hommes Netherlands. Intercompany transactions, intercompany income and expenditure and mutual receivables and debts within the scope of consolidation are eliminated, provided the income and

expenditure have not been realised through transactions with third parties outside this scope of consolidation. Valuation principles of the legal entities included in the consolidation have been amended where necessary to ensure consistency with the valuation principles of the Terre des Hommes Netherlands Foundation.

The financial statements include the financial data of the Terre des Hommes shops, which form an integral part of the Terre des Hommes Foundation. At the end of 2018, the shops are a separate legal entity, and as such included in the consolidated financial statement. Given the size of these separate legal entities, no separate, individual financial statement has been drawn up for the Terre des Hommes Foundation. This is identical to the situation at the end of 2017. The results of the shops have been explained in the annexes to the financial statements. The joint balance-sheet total of the shops at the end of 2018 was € 1,099,881 and mainly consists of cash and cash equivalents.

Foreign currencies

Transactions in foreign currencies during the reporting period are accounted for at the exchange rate applicable on the transaction date. Receivables, debts and commitments in foreign currencies have been converted at the exchange rate applicable on the balance sheet date. The costs and income in foreign currencies are converted at an average rate. Exchange rate differences resulting from the conversion are included in the statement of income and expenditure.

Transactions in foreign currencies during the reporting period are accounted for in the financial statements at the settlement rate. The financial statements of regional offices are in foreign currencies and are converted at the exchange rate applicable on the balance sheet date for the purpose of inclusion in the financial statements. Exchange rate differences relating to the opening and closing balance and changes in equity in the course of the fiscal year are recognised in the equity. Exchange rate differences in both monetary and non-monetary items are recognised in the statement of income and expenditure.

The items in the financial statements are valued taking into account the currency of the economic environment in which the activities are carried out (the functional currency). The financial statements are drawn up in euros; this is both the functional and presentation currency.

Operational leases

The foundation may have lease contracts for which a large part of the advantages and disadvantages associated with the ownership does not lie with the foundation. These lease contracts are reported as operational leasing activities. Lease payments are processed on a linear basis in the profit and loss account during the term of the contract, taking into account reimbursements received from lessor.

Assets

Tangible fixed assets

Tangible fixed assets are valued at purchase price, less straight-line depreciation, based on the anticipated economic life of the assets. The fixed assets' residual value is set at zero. We apply the following depreciation periods:

- computer equipment and the like: 3 years
- means of transport: 4 years
- office equipment and renovations: 5 - 10 years
- real estate: 40 years

At each balance sheet date, the foundation assesses whether there are indications that a fixed asset may be subject to impairment. If such indications are present, the recoverable amount of the asset is determined. An asset is impaired when its carrying amount exceeds its recoverable amount; the recoverable amount is the higher of the fair value less costs to sell and its value in use. No provision for major maintenance has been made for future costs of major maintenance to the buildings. Costs are recognised directly in the income statement.

Financial fixed assets

We value financial fixed assets (loans) at amortised costs less any impairment losses.

Impairment of fixed assets

At each balance sheet date, we assess whether there are indications that a fixed asset may be subject to impairment. If such indications are present, the recoverable amount of the asset is determined. If it is not possible to determine the recoverable amount of the individual asset, the recoverable amount is determined of the cash-generating unit to which the asset belongs.

An asset is impaired when its carrying amount exceeds its recoverable amount; the recoverable amount is the higher of the fair value less costs to sell and its value in use. Impairment losses are incorporated directly as expenditure in the statement of income and expenditure while at the same time the carrying amount of said asset is reduced.

The realisable value is in first instance derived from a binding sales agreement; if there is none, the realisable value is determined using the active market, whereby the current offered price is usually considered as market price. The costs to be deducted when determining the realisable value are based on the estimated costs directly attributable to the sale and that are necessary to make the sale. To determine the value in use, an assessment is made of the future net cash flows generated from the continuing use of the asset/the cash-generating unit.

Current assets

Stocks

Commercial stocks available on the balance sheet date, for example with volunteer groups and other stocks such as welcome gifts for new donors, are not included in the balance sheet, but these are charged against profit in the year of purchase.

Receivables

Receivables are initially stated at fair value of the consideration to be received and subsequently at amortised cost. If receipt of the receivable is deferred on grounds of an agreed extension to a payment term, the fair value is determined on the basis of the present value of the expected receipts and interest income is added to the income statement based on the effective interest rate.

Cash and cash equivalents

Cash and cash equivalents include cash, bank balances and demand deposits with terms shorter than 12 months. Cash and cash equivalents are valued at face value.

Liabilities

Reserves

Earmarked reserves tangible/financial fixed assets to achieve the objective

Capital that is locked up in assets, and that is directly and entirely used to achieve the objective, has been included in the earmarked reserve tangible assets to achieve the objective and earmarked reserve financial fixed assets to achieve the objective.

Earmarked reserve projects

This reserve concerns the part of the capital that management has designated to certain projects and information activities.

Earmarked funds

Earmarked funds are reserves that consist of funds collected or acquired for this purpose and that serve to finance multi-annual or future project activities. Withdrawals from the earmarked funds are based on commitments made in the relevant fiscal year that are related to the fund. Allocation to earmarked funds takes place when funds are received for a specific project or aid programme, which will only be used after the current fiscal year.

Debts

Debts are initially stated at fair value. Transaction costs that are directly attributable to the acquisition of the debts are included in the valuation on initial recognition, and subsequently at amortised cost, taking into account premiums/discounts and after deduction of transaction costs.

Financial instruments

Financial instruments include trade and other receivables, funds, loans and other financial obligations, trade and other payables. Financial instruments are initially stated at fair value and subsequently at amortised cost according to the effective interest rate method.

Principles for determination of results

Income and expenditure are, in principle, allocated to the period to which they relate.

Income

Income from private parties

Income from private parties is recognised in the year in which it is received. Income from private parties also includes income from inheritances. In the year that Terre des Hommes receives the statement of assets, 80% of the inheritance is recognised as income. In 2017, this percentage was changed from 70% to 80% on the basis of actual income from inheritances in the past three years. We will reassess this percentage in 2019.

Income from companies

Income from companies is recognised in the year in which the commitment is made.

Income from lottery organisations

Income from lottery organisations is recognised in the relevant fiscal year in accordance with received and recoverable net proceeds. Amounts still to be received on the balance sheet date are recognised as receivables in the balance sheet.

Income from government grants

Operating grants are recognised as income in the profit and loss account in the year in which the subsidised costs are made or income is lost, or a subsidised operating deficit has occurred. Income is recognised if it is likely that it will be received.

Income from affiliated non-profit organisations

Income from affiliated non-profit organisations includes income received from the Cooperating Aid Organisations (SHO). This income is recognised in the year in which it is received.

Income from other non-profit organisations

Income from other non-profit organisations includes income from foundations. It is recognised in the year in which the commitment is made.

Income in return for the delivery of products and/or services

Income in return for the delivery of products and/or services includes the net proceeds from the sale of items by the Terre des Hommes shops. The income is recognised in the year in which the actual sale has taken place.

Other income

This includes the rental income that is recognised in the year in which the income is received. This also applies to the results achieved on the sale of assets.

Expenditure

Structural aid

Obligations (commitments) to projects are deemed to have been concluded when a decision in this respect has been taken by either the Board of Directors or the Supervising Board. These are fully allocated to the year the decision was made. This decision has been communicated to the beneficiary.

Emergency aid and rehabilitation

Aid commitments that are a direct result of a major disaster and for which the period of aid does not exceed three years, are accounted for under 'Emergency aid and rehabilitation'. The provision of aid facilitated through one or more campaigns of the Cooperating Aid Organisations, is also accounted for under 'Emergency aid and rehabilitation'. All other forms of aid are accounted for under 'Structural aid'.

Fundraising costs

Fundraising costs include all costs incurred to induce private parties, companies, lottery organisations, governments and other (fundraising) organisations to donate money for one or more of the objectives.

The table below shows how the fundraising costs relate to income. This percentage is determined by dividing the fundraising costs by the sum of the income raised.

	2018	2017
Fundraising costs in relation to income	13.09%	10.20%

Management and administrative costs

The entry 'management and administrative costs' includes all costs incurred in the context of (internal) management and operations that are not attributed to the objective or the acquisition of income, including employee benefits and pensions.

Wages, salaries and social security costs are recorded in the profit and loss account in accordance with the terms of employment in so far as they are payable to employees.

Terre des Hommes' pension scheme is based on an average pay scheme. The pensionable salary is 12 x monthly salary + holiday pay. Terre des Hommes works with PGGM as pension provider under the PFZW (Pensioenfonds Zorg en Welzijn) scheme. PFZW's

coverage ratio was 101.3% at the end of December 2018 (This is the status of the average current coverage ratio over the past 12 months). The basic principle is that the pension charge to be recognised in the reporting period should be equal to the pension contributions payable to the pension fund over that period. Premiums payable that have not yet been paid at the balance sheet date are recognised as a commitment. If the premiums already paid exceed the premiums due at the balance sheet date, a prepayments and accrued income item is included to account for any repayment by the fund or settlement with premiums payable in the future. In addition, a provision is included at closing date for existing additional commitments to the fund and the employees, provided that it is likely that there will be an outflow of funds for the settlement of those commitments and it is possible to reliably estimate the amount of the commitments. Whether or not such additional commitments exist will be assessed on the basis of the implementation agreement with the fund, the pension agreement with the employees and other (explicit or implicit) undertakings to employees. The provision is valued at the best estimate of the present value of the amounts needed to settle the commitments at the balance sheet date.

Depreciation costs tangible fixed assets

Depreciation costs do not form a separate line item in the profit and loss account. These costs are included in other parts of the profit and loss account, namely structural aid, emergency aid, fundraising costs and management and administrative costs. If the estimate of the future useful life changes, then subsequent depreciation amounts are adjusted.

Financial income and expenditure

Financial income and expenditure include both realised and unrealised exchange gains and losses. They are included in the relevant fiscal year.

Interest income or interest expense are recognised on a straight-line basis, taking into account the effective interest rate of the relevant assets and liabilities. When processing the interest charges, account is taken of the recognised transaction costs on the loans received that are included as part of the calculation of the effective interest.



8.3 Notes to the balance sheet as at 31 december 2018

01. TANGIBLE FIXED ASSETS				
	Real estate head office and TdH shops	Office furniture head office and TdH shops	Regional offices	Total
Acquisition value				
Balance at 1 January 2018	1,594,823	2,309,701	291,515	4,196,039
Acquisitions	-	944	-	944
Disinvestments	-	-18,120	-28,191	-46,311
Balance at 31 December 2018	1,594,823	2,292,525	263,324	4,150,672
Depreciations				
Balance at 1 January 2018	-1,030,862	-2,019,386	-215,378	-3,265,626
Depreciations	-30,712	-175,276	-15,053	-221,041
Disinvestments	-	9,528	28,191	37,719
Balance at 31 December 2018	-1,061,574	-2,185,134	-202,240	-3,448,948
Carrying value at 31 December 2018	533,249	107,391	61,084	701,724

All tangible fixed assets are held as necessities for the business operations of Terre des Hommes.
One floor of the real estate at the head office is leased to The CKM Foundation.

02. FINANCIAL FIXED ASSETS	Loans receivable studio Jux	Total
Balance at 1 January 2018	100,000	100,000
Changes in 2018	-	-
Balance at 31 December 2018	100,000	100,000

Notes to financial fixed assets

As a result of the cooperation agreement between Terre des Hommes and Studio Jux, a loan of € 100,000 was granted in 2016 to finance workstations at the subsidiary of Studio Jux (Be Suited) in Nepal. No interest is payable on this loan. A repayment in three instalments has been agreed as of 2018; the last repayment will take place in 2020. The fair value of the receivable approximates the carrying value.

03. RECEIVABLES	31-12-2018	31-12-2017
Projects, regional offices and postings abroad	118,723	27,787
Inheritances	2,023,189	1,820,131
Volunteer groups/shops prepaid expenses	-	-55,977
Dutch Postcode Lottery	2,250,000	2,250,000
Other gifts and grants to be received	595,752	1,590,613
Other prepaid and receivable amounts	31,920	60,777
Total receivables	5,019,584	5,693,331

Notes receivables

- Other gifts and grants include receivables up to an amount of € 135,000 with a maturity of over 1 year; the other receivables have a maturity of less than one year.
- The cash and cash equivalents are freely available.
- The entry 'Inheritances' concerns the balance of the amounts that are recognised in the results and the actual payments received.
- The receivable from the Dutch Postcode Lottery concerns the commitment of the contribution from regular draws.
- The entry 'other gifts and grants' mainly concerns written commitments received from sponsors and grants still to be received.
- The fair value of the receivables approximates the carrying value.

04. CASH AND CASH EQUIVALENTS	31-12-2018	31-12-2017
Cash and bank balances head office	1,486,541	710,451
Savings accounts	16,233,598	15,243,794
Deposits	75,000	75,000
De Saint Exupéry Fund	88,760	88,516
Cash and bank balances TdH shops	746,923	674,156
Cash and bank balances regions	656,245	694,301
Total cash and cash equivalents	19,287,067	17,486,218

Notes

The balance of cash and cash equivalents is sufficient to meet the short-term obligations of € 11.7 million (2017: € 14.6 million). At the end of 2018, Terre des Hommes had an obligation worth € 9.2 million (2017: € 10.5 million) to project partners. Of the total of cash and cash equivalents, only the deposit balances (€ 75,000) and the De Saint Exupéry Fund (€ 56,723) are not freely available.

05. RESERVES			
Movement reserves 2017	Immediately available for objective	Continuity Reserve	Total
Balance at 1 January 2017	4,359,736	4,000,000	8,359,736
Change in free reserve	-400,000	-	-400,000
Released from reserve objective	61,439	-	61,439
Change in earmarked funds	319,210	-	319,210
Change in earmarked reserve PTSC Ethiopia	150,000	-	150,000
Change in earmarked reserve Mica project	250,000	-	250,000
Result fiscal year	-29,766	-	-29,766
Cumulative effect processing 2017 grant	451,370	-	451,370
Balance at 31 December 2017	5,161,989	4,000,000	9,161,989

05. RESERVES			
Movement reserves 2018	Immediately available for objective	Continuity Reserve	Total
Balance at 1 January 2018	4,710,619	4,000,000	8,710,619
Adjustment processing 2017 grant	451,370	-	451,370
New balance at 1 January 2018	5,161,989	4,000,000	9,161,989
Released from earmarked reserves	300,000	-	300,000
Released from earmarked reserve PTSC Ethiopia	-150,000	-	-150,000
Released from earmarked reserve Mica Project	-150,000	-	-150,000
Result fiscal year	2,008,106	-	2,008,106
Balance at 31 December 2018	7,170,094	4,000,000	11,170,094

Reserves

Available for objective

The capital immediately available for spending on the objective at the end of 2018 amounts to € 7.2 million (2017: € 4.7 million). In 2018, the comparative figures for 2017 have been restated. This leads to a result of € 451,370. The nature of this adjustment is explained in section 8.2.

CHANGE IN EARMARKED RESERVES			
	PTSC Ethiopia	Mica Project	Total
Balance at 1 January 2018	150,000	250,000	400,000
Allocation from reserve objective	-	-	-
Release to reserve objective	-150,000	-150,000	-300,000
Balance at 31 December 2018	-	100,000	100,000

Earmarked reserves

Earmarked reserves are reserves that consist of income that is used to finance multiannual or future project activities. At the end of 2018, the earmarked reserve consists of an amount of € 100,000 and is limited to the Mica project. The restriction was imposed because the funds allocated were contractually laid down and subsequently transferred to Terre des Hommes in various parts. The remaining amount will be received in 2019 and used for the Mica project.

Continuity reserve

Terre des Hommes maintains a continuity reserve to cover short-term risks and to ensure that future obligations can also be met. The level of the continuity reserve meets the Financial Management Directive for Charities of the FMI and may not exceed 1.5 times the annual costs of the work organisation.

06. FUNDS				
	De Saint Exupéry Fund	Van Breen-New Future Fund	Mr. P.J.F. Scheefhals Fund	Total
Balance at 1 January 2018	88,516	22,910	261,674	373,099
Plus: Income	-	8	-	8
Minus: Expenditure	-	-	-	-
Balance at 31 December 2018	88,516	22,918	261,674	373,107

Notes funds

1. De Saint Exupéry Fund (named fund)

Until 31 December 2034 an amount of € 56,723 will not be freely available pursuant to a notarial deed of donation that stipulates that the donation amount must remain as base capital for 30 years. Only the profits may be used directly by Terre des Hommes.

2. Van Breen – New Future Fund (named fund)

In 2013, the Van Breen family signed an agreement with Terre des Hommes for a period of 5 years. In 5 annual instalments of € 20,000 the family wants to make a contribution to helping vulnerable girls in developing countries to prevent and combat sexual exploitation – in particular child prostitution. Both the deposited core capital as well as the returns are available for spending on this objective. In January 2019 an extension of the cooperation was agreed for a period of 5 years.

3. Mr. P.J.F. Scheefhals Fund (named fund)

This fund originates from the legacy of Mr. P.J.F. Scheefhals and is, for example, intended for the financing of projects for children who are victims of violence, abuse, exploitation, repudiation or abandonment. The financing of the projects comes from the annual capital gains and will start after an initial period of at least one year.

07. DEBTS	31-12-2018	31-12-2017
Non-current liabilities > 1 year	1,686,326	-
Total non-current liabilities	1,686,326	-
Current project liabilities < 1 year	7,557,838	10,528,819
Other current liabilities regional offices	324,128	92,282
Other current liabilities	3,996,882	4,053,775
Total current liabilities	11,878,847	14,674,876
Total liabilities	13,565,173	14,674,876

Notes liabilities

- The current liabilities mainly relate to project commitments that must be met within one year. These are lower than the balance at the end of 2017 because a number of projects will be implemented independently as of 2018. There is no external partner for these projects for whom Terre des Hommes needs to recognise a liability.
- The other current liabilities comprise prepayments for a total of € 2.6 million for the GAA.
- The fair value of the liabilities approximates the carrying value.

SUMMARY OF MOVEMENTS NON-CURRENT LIABILITIES	31-12-2018	31-12-2017
Value at 1/1/2018	-	-
New commitments concluded	1,686,326	-
Commitment long-term expenditure	-	-
Value at 31/12/2018	1,686,326	-
Of which:		
< 1 year	1,563,176	-
> 1 year < 5 year	123,150	-

Rights and commitments not reflected in the balance sheet

Rights

For the coming years, 1,641 (2017: 1,515) patrons of Terre des Hommes have guaranteed contributions to Terre des Hommes by means of a (notarial) deed of donation. The annuity instalments to be received under these deeds of donation have not been taken into account in the year-end 2018 balance sheet. These will be recognised as income in the year of receipt. At the end of 2018, there were four legacies with usufruct; the value of the financial impact of the benefits cannot be estimated due to the rights of the usufructuary to decapitalise, alienate or invest.

Commitments

Terre des Hommes guarantees, by means of a bank guarantee, payment of three months rent for 16 shops (2017: 16 shops), for a total amount of € 61,973 (2017: € 61,973). In addition, corporate guarantees have been issued for 15 shops for a total amount of € 61,394 (2017: 15 / € 61,394).

Terre des Hommes rents four photocopiers/printers from Grenke finance. A rental agreement has been concluded, which ends on 1 September 2021. At the end of 2018, 1 company car was leased for a maximum period of 48 months. It concerns an operating lease contract. The car is used by the employee who works on a daily basis for the shops and volunteers in the country.

SUMMARY COMMITMENTS				
	< 1 year	1-5 year	> 5 year	Total
Rental of shops	358,994	608,374	19,080	986,448
Company cars	5,445	-	-	5,445
Photocopier	2,678	7,141	-	9,819
Totaal commitments	367,117	616,515	19,080	1,007,712

During the year under review, an amount of € 9,312 in lease costs for company cars was recognised in the profit and loss account.

8.4 Notes to the statement of income and expenditure

General

Income from "donations and gifts" was lower than budgeted, but this difference was not significant. Income from companies is lower than budgeted. This is for two reasons. First, similarly to last year, lead time between the start of collaboration with business partners and receipt of the actual income takes longer than expected. As a result, income is received later than expected. The second reason concerns a capacity issue. The position of fundraiser Major Donors was vacant for most of 2018. We will have to adjust the expected income from companies downwards for 2019.

Income from grants was significantly higher in 2018 than in 2017, but this income was in line with expectations. In 2018, we did not receive any income from the SHO (Cooperating Aid Organisations). Income from foundations and other non-profit organisations was lower than budgeted. Lead time between initial contact with new foundations and actual receipt of gifts was longer than expected. The results of the efforts are expected in the coming years.

In 2018, we spent less than budgeted on our objectives. The actual discrepancy is less pronounced than the statement of income and expenditure suggests. In addition to the € 12.8 million that was spent on the objective in 2018, over € 1.8 million has been reserved for projects that TdH implements itself. In accordance with the accounting principles, the commitments of € 1.8 million included for this purpose, are not considered short- nor long-term commitments. We also spent less on emergency aid than budgeted. This is in part due to income, and therefore expenditure, that we have not received from the SHO in 2018.

Fundraising costs are again higher in 2018 and higher than in 2017. Costs to attract individual donors continue to rise. Donors want to commit for less time, which has an impact on costs. Management and administrative costs are lower than budgeted, but they have increased compared to 2017. This is due to the shortage on the labour market. In 2018, TdH was once again forced to work with temporary workers for longer than desired. This has a negative impact on costs.

Details income

8. INCOME FROM PRIVATE PARTIES	2018	2017
Donations and gifts	5,420,013	5,467,291
Inheritances	1,337,681	2,186,026
Total income from private parties	6,757,694	7,653,317

9. INCOME FROM COMPANIES	2018	2017
Income from companies	34,351	691,346

10. INCOME FROM LOTTERY ORGANISATIONS	2018	2017
Dutch Postcode Lottery (regular contribution)	2,250,000	2,275,000
Other lotteries	27,832	33,065
Total income from lottery organisations	2,277,832	2,308,065

11. INCOME FROM GOVERNMENT GRANTS	2018	2017
Ministry of Foreign Affairs / DtZ Alliance	3,306,063	3,671,252
Ministry of Foreign Affairs / GAA Alliance	2,972,856	2,768,661
Dutch Embassy / Bangladesh	838,288	884,956
Other grants	237,500	1,113,693
Subtotal: Income for structural aid	7,354,707	7,938,562
Ministry of Foreign Affairs / DRA Save the children South Sudan	21,123	401,315
Ministry of Foreign Affairs / DRA / Oxfam JHR Zimbabwe	10,094	365,384
Ministry of Foreign Affairs / DRA / Dorcas Ukraine II	809,751	211,356
Ministry of Foreign Affairs / DRA / Cordaid JHR North Iraq	3,598,001	481,206
Ministry of Foreign Affairs / DRA / Cordaid Afghanistan	294,786	-
Ministry of Foreign Affairs / DRA / ZOA Syria	687,099	-
Subtotal: Income for emergency aid	5,420,854	1,459,260
Total government grants	12,775,561	9,397,823

Of the total grant for the Down to Zero Alliance, an amount of € 2,217,594 is intended for use by our alliance partners; this amount is included as costs for structural aid. The grant allocated to Terre des Hommes amounts to € 1,019,176. The GAA and DtZ alliance grants are of a structural nature and have been concluded up to the year 2020. The other grants are incidental in nature.

The grant settlements have been approved up to and including the year 2017.

The government grants are higher than last year due to the receipt of emergency aid for northern Iraq. Terre des Hommes coordinates the implementation of the project and will therefore be responsible for distribution of the available funds.

12. INCOME FROM AFFILIATED NGOS	2018	2017
SHO Africa	-	940,412
Total income from affiliated NGOs	-	940,412

13. INCOME FROM OTHER NGOS	2018	2017
Income from other NGOs	630,376	809,916

14. INCOME IN RETURN FOR THE DELIVERY OF PRODUCTS AND/OR SERVICES	2018	2017
Gross sales proceeds TdH shops	2,403,253	2,380,572
Direct costs shops	-1,111,936	-1,070,503
Net result TdH shops	1,291,317	1,310,069
Gifts received by TdH shops	83,667	131,385
Other income shops	32,686	94,541
Direct costs HO	-92,505	-222,471
Total income in return for the delivery of products and/or services	1,315,164	1,313,523

For the allocation of the costs of the shops, Directive 650 (650.316) is followed, which states that “the cost price is defined as the purchase value of the goods, increased by the direct costs related to the purchase and sale”. Costs that may be included in the cost price are both costs incurred by the shops themselves (costs of the shop premises including furnishings, costs of the volunteers and the facilities to register the flow of goods, to complete the sale and to receive the money) as well as costs incurred by the head office for the shops.

15. OTHER INCOME	2018	2017
Rental income (including service costs)	54,055	64,550
Sales result Abare boat	-	310,096
Sales result assets regions	-	10,297
Total other income	54,055	384,943

Notes

In 2018, part of the office building was sublet to CKM (Centre against Child and Human Trafficking) and International Justice Mission, a foundation that provides justice to victims of slavery, sexual exploitation and other forms of violent oppression.

Expenditure

16. STRUCTURAL AID	2018	2017
Asia	6,307,825	6,992,583
East Africa	1,296,518	3,707,939
South America	94,829	304,580
Netherlands / Other	2,856,977	2,451,863
Remittance to DTZ partners	2,217,594	2,173,261
Total structural aid	12,773,744	15,630,725

17. EMERGENCY AID AND REHABILITATION	2018	2017
Emergency aid using own resources	161,875	1,116,129
Using SHO resources	-	883,540
Using grant Ministry of Foreign Affairs	1,871,313	2,217,449
Remittance to partners	2,925,468	-
Total emergency aid and rehabilitation	4,958,656	4,217,118

18. FINANCIAL INCOME AND EXPENDITURE	2018	2017
Exchange gains/losses	-31,364	-25,802
Interest income current account / savings account / deposits	4,182	7,303
Interest received by regional offices	8,424	11,814
Total financial income and expenditure	-18,757	-6,685

19. ALLOCATION KEY SHO	2018	2017	2016	
Costs emergency aid and reconstruction assistance	4,959	3,334	3,777	X 1,000
Proceeds from own fundraising	8,738	10,468	8,669	X 1,000

8.5 Reports SHO

SHO Actie Nepal						31/12/2017	
Fiscal year 2017				Up to and including fiscal year 2018			
Income							
		Total				Total	
Income from joint fundraising		610,681				610,681	
Interest		0				0	
Total income		610,681				610,681	
Preparation and coordination costs (AKV)							
AKV		39,951				39,951	
Total available for aid activity		570,730				570,730	
Expenditure							
		Emergency aid	Reconstruction		Emergency aid	Reconstruction	
Commitment by participant (P)							
Aid provided through UO							
Aid provided through IK							
Aid provided through D		570,737	570,730		570,730	570,730	
Total commitment headroom available							
		Fiscal year			Up to and including fiscal year		
Insight into cash flow of participant		Emergency aid	Recon-struction	Total	Emergency aid	Recon-struction	Total
Remittance by P with regard to:							
Aid provided through UO							
Aid provided through IK							
Aid provided through P		532,480		532,480	570,730		570,730
Insight into on-site expenditure							
On-site expenditure by UO							
On-site expenditure by IK							
On-site expenditure by P		570,730		570,730	570,730		570,730

Famine Africa					31/12/2018	
Fiscal year 2017				Up to and including fiscal year 2018		
Income						
		Total				Toaal
Income from joint fundraising		940,412				940,412
Interest		0				0
Total income		940,412				940,412
Preparation and coordination costs (AKV)						
AKV		65,829				65,829
Total available for aid activity		874,583				874,583
Expenditure						
		Emergency aid	Reconstruction	Emergency aid	Reconstruction	
Commitments by participant (P)						
Aid provided through UO	160,396	160,396		160,396	160,396	
Aid provided through IK	388,783	388,783		388,783	388,783	
Aid provided through P	373,976	373,976		373,976	373,976	
Total commitment headroom available	0	0		0	0	
		Fiscal year		Up to and including fiscal year		
Insight into cash flow of participant	Emergency aid	Recon-struction	Total	Emergency aid	Recon-struction	Total
Remittance by P with regard to:						
Aid provided through UO	111,616		111,616	151,227		151,227
Aid provided through IK	200,000		200,000	380,000		380,000
Aid provided through P	373,976		373,976	373,976		373,976
Insight into on-site expenditure						
On-site expenditure by UO	89,484		89,484	153,462		153,462
On-site expenditure by IK	234,762		234,762	388,783		388,783
On-site expenditure by P	264,192		264,192	332,338		332,338

Appropriation of results

The result is divided according to the result distribution as described in section 6.2 'Appropriation of results' in the statutes.

Events after the balance sheet date

There are no events after the balance sheet date that impact the financial statements 2018.

8.6 Cost allocation

Spent on objectives							
	Structural aid	Emergency aid	Fundraising costs	Management and administrative cost	Total Actual 2018	Budgeted 2018	Actual 2017
(Project) grants and (project) contributions received	8,557,743	1,945,295	-	-	10,503,038	15,939,000	15,768,141
Remittances to affiliated (international) organisations	2,217,594	2,925,468	-	-	5,143,062	1,978,000	2,173,261
Communication costs	-	-	1,712,662	-	1,712,662	1,894,000	1,206,980
Personnel costs	1,438,726	63,277	999,115	709,372	3,210,490	2,245,000	2,625,380
Housing costs	54,700	2,406	37,986	26,970	122,063	103,000	100,641
Office and general costs	426,862	18,774	296,432	210,467	952,535	631,000	952,304
Depreciations	78,118	3,436	54,249	38,517	174,319	251,000	244,351
Total	12,773,744	4,958,656	3,100,445	985,325	21,818,170	23,041,000	23,071,059

Where possible, direct costs are allocated to the objective, fundraising costs, and management and administration. Indirect costs are based on the number of persons employed in full-time staffing positions (FTE), spread over the main activities according to an allocation key. For this purpose, the time per person is recorded that is spent on the relevant main activity.

Personnel costs	2018	2017
Wages & salaries	1,865,255	1,736,730
Social charges	263,871	237,748
Pension costs	211,941	187,027
Other personnel costs	869,424	463,875
Total personnel costs	3,210,490	2,625,380

Number of employees

At the end of 2018, the number of employees at head office totalled 47 (2017: 31), which corresponds with 40.74 FTEs (2017: 29.6). The number of employees in the regions at the end of 2018 was 81 (2017: 73). The total number of employees at the end of 2018 was 128 (2017: 104).

Remuneration Board of Directors

In accordance with Directive 650, personnel costs for the Board of Directors are stated separately in the financial statements. The Supervisory Board has determined the remuneration policy, the level of management remuneration and the level of other remuneration components. The policy is updated periodically.

In determining the remuneration policy and establishing the actual remuneration, Terre des Hommes follows the guidelines of the 'Regulation for the remuneration of directors of charitable organisations for use by managements and supervisory boards'.

This regulation sets a maximum standard for annual income based on certain weighted criteria. Assessment of the situation at Terre des Hommes was carried out by the Remuneration Committee. This resulted in a so-called BSD score of 515 with a maximum annual income of € 150,818.

The actual annual income of the directors relevant for evaluation in light of the maximum applicable, is € 129,167 for Mr C.W.J. Kok. This remuneration complies with the limits set for single-headed management.

The annual income, taxable allowances/additions, employer's pension contribution, pension compensation and other long-term benefits for Mr Kok remained within the maximum amount of € 187,000 per year as included in the regulation. The taxable allowances/additions, employer's pension contribution and other long-term benefits were also in reasonable proportion to the annual income.

The level and composition of the remuneration are explained in the table below.

8.7 Remuneration Board of Directors

Name	C.W.J. Kok	C.W.J. Kok
Position	Managing Director	Managing Director (interim)
Employment		
Period	All of 2018	13/3/17-31/12/17
Type (term)	Indefinite	Definite
Hours	40	40
Part-time percentage	100	100
Remuneration (EUR)		
Annual income		
• Gross salary	125,000	96,483
• Holiday pay	4,167	7,718
• Bonus*		7,242
Total	129,167	111,443
Social charges (employer's contribution)	10,176	7,325
Pension costs (employer's contribution)	21,866	10,587
Total remuneration	161,209	129,355

* This remuneration was mistakenly included as bonus in the financial statements for 2017. It concerned a remuneration for unused holidays that were settled in the context of expiry of the interim assignment at the end of 2017.

The pension costs relate to the employer's contribution of the premiums owed to the sectoral pension fund. No loans, advances or guarantees were granted to the board members.

Unpaid ancillary positions of the Board of Directors:

Carel Kok - Vice-chairman Terre Des Hommes International Federation

Carel Kok - Chairman Stichting Steunfonds Jeugd Rotterdam

Signature
14 June 2019
The Hague
Carel Kok, CEO Terre des Hommes Nederland

Other data

Adoption and approval financial statements

The management of the Terre des Hommes Netherlands Foundation adopted the financial statements 2018 in its meeting of 14 June 2019. The Supervisory Board of the Terre des Hommes Foundation approved the financial statements 2018 in its meeting of 14 June 2019.

Appropriation of results

The result is divided according to the result distribution as described in section 6.2 'Appropriation of results' in the statutes.

Auditor's opinion



Independent auditor’s report

To: the management board and supervisory board of Stichting Terre des Hommes Nederland

Report on the consolidated financial statements 2018

Our opinion

In our opinion, the consolidated financial statements of Stichting Terre des Hommes Nederland give a true and fair view of the financial position of the organisation as at 31 December 2018, and of its result for the year then ended in accordance with the Guideline for annual reporting 650 ‘Charity organisations’ of the Dutch Accounting Standards Board.

What we have audited

We have audited the accompanying consolidated financial statements 2018 of Stichting Terre des Hommes Nederland, Den Haag.

The consolidated financial statements comprise:

- the consolidated balance sheet as at 31 December 2018;
- the consolidated statement of income and expenditure for the year then ended; and
- the notes, comprising the accounting policies and other explanatory information.

The financial reporting framework applied in the preparation of the consolidated financial statements is the Guideline for annual reporting 650 ‘Charity organisations’ of the Dutch Accounting Standards Board.

The basis for our opinion

We conducted our audit in accordance with Dutch law, including the Dutch Standards on Auditing. We have further described our responsibilities under those standards in the section ‘Our responsibilities for the audit of the consolidated financial statements’ of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

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PricewaterhouseCoopers Accountants N.V., Thomas R. Malthusstraat 5, 1066 JR Amsterdam, P.O. Box 90357, 1006 BJ Amsterdam, the Netherlands
T: +31 (0) 88 792 00 20, F: +31 (0) 88 792 96 40, www.pwc.nl

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Independence

We are independent of Stichting Terre des Hommes Nederland in accordance with the ‘Verordening inzake de onafhankelijkheid van accountants bij assuranceopdrachten’ (ViO, Code of Ethics for Professional Accountants, a regulation with respect to independence) and other relevant independence requirements in the Netherlands. Furthermore, we have complied with the ‘Verordening gedrags- en beroepsregels accountants’ (VGBA, Dutch Code of Ethics).

Report on the other information included in the annual report

In addition to the consolidated financial statements and our auditor’s report thereon, the annual report contains other information that consists of:

- the directors’ report;
- the other data.

Based on the procedures performed as set out below, we conclude that the other information:

- is consistent with the consolidated financial statements and does not contain material misstatements;
- contains the information that is required by the Guideline for annual reporting 650 ‘Charity organisations’ of the Dutch Accounting Standards Board.

We have read the other information. Based on our knowledge and understanding obtained in our audit of the consolidated financial statements or otherwise, we have considered whether the other information contains material misstatements.

By performing our procedures, we comply with the requirements of the Dutch Standard 720. The scope of such procedures was substantially less than the scope of those performed in our audit of the consolidated financial statements.

The management board is responsible for the preparation of the other information, including the directors’ report pursuant to the Guideline for annual reporting 650 ‘Charity organisations’ of the Dutch Accounting Standards Board.

Responsibilities for the consolidated financial statements and the audit

Responsibilities of the management board and the supervisory board for the consolidated financial statements

The management board is responsible for:

- the preparation and fair presentation of the consolidated financial statements in accordance with the Guideline for annual reporting 650 ‘Charity organisations’ of the Dutch Accounting Standards Board; and for
- such internal control as the management board determines is necessary to enable the preparation of the consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Stichting Terre des Hommes Nederland - 4SR43EFQWRU2-793649638-40



As part of the preparation of the consolidated financial statements, the management board is responsible for assessing the organisation's ability to continue as a going concern. Based on the financial reporting framework mentioned, the management board should prepare the consolidated financial statements using the going-concern basis of accounting unless the management board either intends to liquidate the foundation or to cease operations, or has no realistic alternative but to do so. The management board should disclose events and circumstances that may cast significant doubt on the organisation's ability to continue as a going concern in the consolidated financial statements.

The supervisory board is responsible for overseeing the organisation's financial reporting process.

Our responsibilities for the audit of the consolidated financial statements

Our responsibility is to plan and perform an audit engagement in a manner that allows us to obtain sufficient and appropriate audit evidence to provide a basis for our opinion. Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error and to issue an auditor's report that includes our opinion. Reasonable assurance is a high but not absolute level of assurance, which makes it possible that we may not detect all material misstatements. Misstatements may arise due to fraud or error. They are considered to be material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the consolidated financial statements.

Materiality affects the nature, timing and extent of our audit procedures and the evaluation of the effect of identified misstatements on our opinion.

A more detailed description of our responsibilities is set out in the appendix to our report.

Amsterdam, 14 June 2019
PricewaterhouseCoopers Accountants N.V.

Original has been signed by M. van Dijk RA



Appendix to our auditor's report on the consolidated financial statements 2018 of Stichting Terre des Hommes Nederland

In addition to what is included in our auditor's report, we have further set out in this appendix our responsibilities for the audit of the consolidated financial statements and explained what an audit involves.

The auditor's responsibilities for the audit of the consolidated financial statements

We have exercised professional judgement and have maintained professional scepticism throughout the audit in accordance with Dutch Standards on Auditing, ethical requirements and independence requirements. Our audit consisted, among other things of the following:

- Identifying and assessing the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, designing and performing audit procedures responsive to those risks, and obtaining audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the intentional override of internal control.
- Obtaining an understanding of internal control relevant to the audit 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 organisation's internal control.
- Evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the management board.
- Concluding on the appropriateness of the management board's use of the going-concern basis of accounting, and based on the audit evidence obtained, concluding whether a material uncertainty exists related to events and/or conditions that may cast significant doubt on the organisation's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report and are made in the context of our opinion on the consolidated financial statements as a whole. However, future events or conditions may cause the foundation to cease to continue as a going concern.
- Evaluating the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and evaluating whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the supervisory board regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Annexes

Results volunteer groups **

Notes

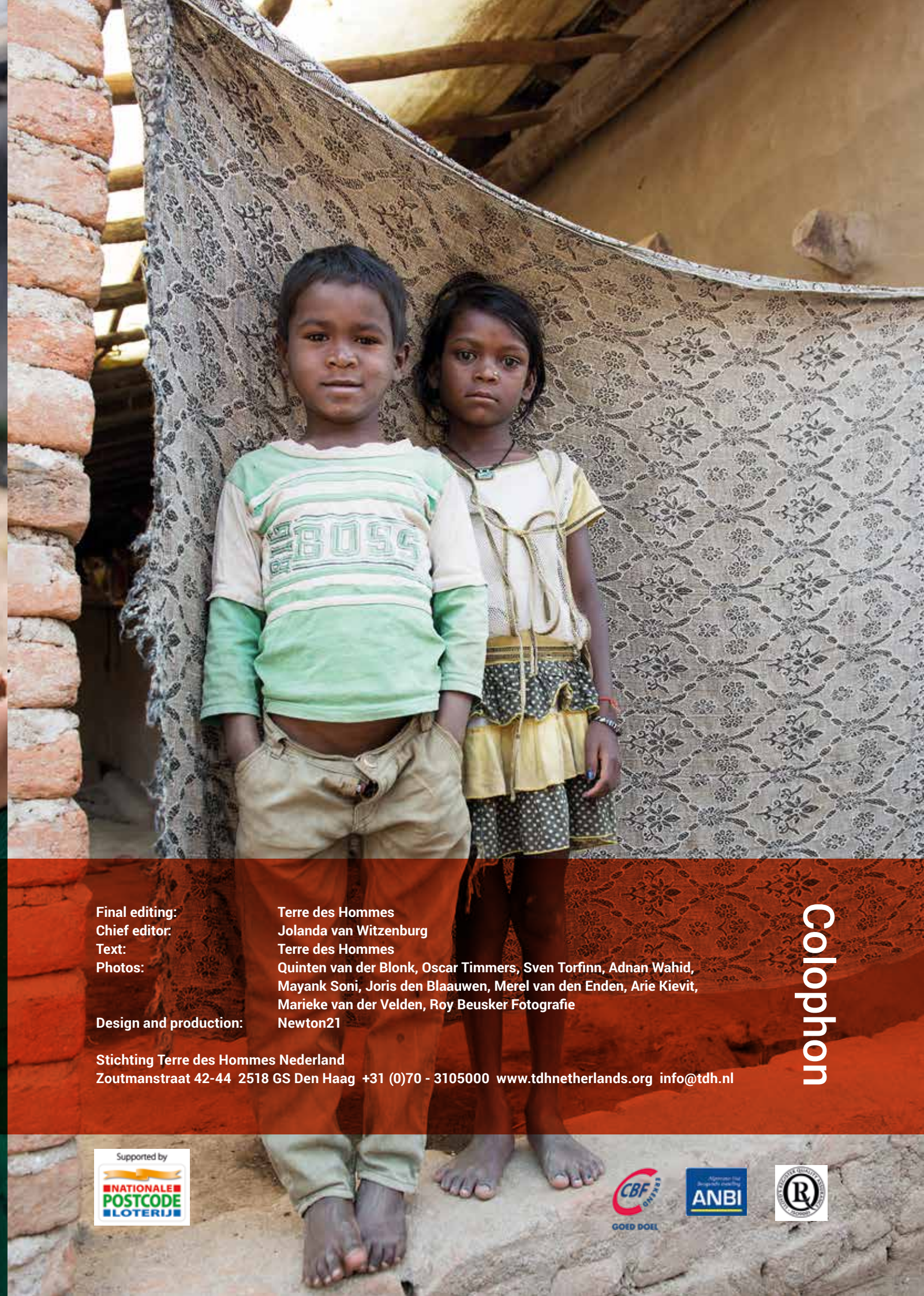
In the chapter 'Rights and commitments not reflected in the balance sheet' we stated the amounts for guarantees issued by the head office as well as the commitments regarding the lease of shop premises.



2018					
Shop location	Gross turnover	Direct costs	Net turnover	Gifts and other income *	Total profit
Alkmaar	33,070	-27,368	5,702	-	5,702
Alphen	41,056	-28,635	12,421	2,588	15,009
Amersfoort	77,409	-29,338	48,071	823	48,894
Amsterdam	61,014	-26,827	34,187	2,275	36,462
Apeldoorn	58,237	-22,947	35,290	2,444	37,734
Arnhem	64,709	-34,056	30,653	1,935	32,588
Assen	43,545	-25,346	18,199	851	19,050
Barneveld	25,463	-9,055	16,408	3,921	20,329
Bergen op Zoom	50,958	-20,846	30,112	7,331	37,443
Beverwijk	20,750	-8,739	12,011	524	12,535
Breda	83,726	-27,822	55,904	3,338	59,242
Delft	51,593	-22,048	29,545	928	30,473
Den Bosch	90,497	-37,294	53,203	417	53,620
Den Haag	48,205	-21,509	26,696	1,196	27,892
Deventer	40,111	-15,583	24,528	418	24,946
Drachten	25,558	-23,717	1,841	194	2,035
Eindhoven	89,013	-35,772	53,241	2,745	55,986
Emmen	38,859	-16,375	22,484	1,779	24,263
Enschede	33,565	-24,593	8,972	2,685	11,657
Goes	34,594	-17,254	17,340	141	17,481
Gouda	49,418	-28,021	21,397	458	21,855
Groningen	37,847	-22,768	15,079	4,785	19,864
Haarlem	58,069	-22,295	35,774	206	35,980
Haarlemmermeer	49,687	-21,706	27,981	1,972	29,953
Heerenveen	35,770	-19,874	15,896	624	16,520
Helmond	57,763	-53,724	4,039	6,536	10,575
Hengelo	118,516	-32,139	86,377	2,888	89,265
Hilversum	70,804	-26,581	44,223	123	44,346
Leeuwarden	53,558	-25,878	27,680	50	27,730
Leiden	38,708	-15,831	22,877	686	23,563
Maastricht	63,742	-23,641	40,101	-	40,101
Middelburg	62,646	-29,741	32,905	1,311	34,216
Nijmegen	36,795	-24,181	12,614	318	12,932
Oosterhout	83,431	-31,977	51,454	560	52,014
Pijnacker	153,008	-10,169	142,839	3,966	146,805
Roosendaal	22,687	-20,103	2,584	559	3,143
Rotterdam/Barendrecht	41,000	-30,330	10,670	310	10,980
Tilburg	54,637	-34,709	19,928	1,410	21,338
Utrecht	34,338	-31,044	3,294	656	3,950
Venlo	44,428	-18,035	26,393	12,774	39,167
Wageningen	58,658	-17,430	41,228	1,534	42,762
Westland	16,524	-20,763	-4,239	1,800	-2,439
Zoetermeer	61,996	-32,307	29,689	772	30,461
Zundert	45,626	-18,931	26,695	1,164	27,859
Zwolle	53,420	-35,224	18,196	8,744	45,626
Total shops	2,415,008	-1,122,526	1,292,482	90,739	1,383,221
Working groups	-	-	-	7,250	-
Total	2,415,008	-1,122,526	1,292,482	97,989	1,390,471
Recharged costs Head Office					-75,307
Result in accordance with statement of income and expenditure					1,315,164

* Including proceeds rejected clothing

** This table is a snapshot of the figures in January 2019. Small shifts and adjustments at shop level may have been made in the final figures.



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Photos:

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Terre des Hommes
Jolanda van Witzenburg
Terre des Hommes
Quinten van der Blonk, Oscar Timmers, Sven Torfinn, Adnan Wahid,
Mayank Soni, Joris den Blaauwen, Merel van den Enden, Arie Kievit,
Marieke van der Velden, Roy Beusker Fotografie
Newton21

Stichting Terre des Hommes Nederland
Zoutmanstraat 42-44 2518 GS Den Haag +31 (0)70 - 3105000 www.tdhnetherlands.org info@tdh.nl

Colophon





WWW.TDHNETHERLANDS.ORG