General Assembly

MONTEVIDEO (URU)
18-21 November 2017

Finance & Audit Compliance
Audited Financial Statements 2016

Audit and Compliance report

Forecast 2017 (revised budget 2017)

Budget 2018
• Audited Financial Statements 2016
  annex 7.1
REVENUES
CHF 54’135’106

EXPENSES
CHF 53’025’945

NET RESULT
CHF 1’269’105
### Revenues

<table>
<thead>
<tr>
<th>in ‘000 CHF</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Commercial revenue:</strong></td>
</tr>
<tr>
<td>• Value in kind (Top Partner)</td>
</tr>
<tr>
<td><strong>Operational revenue:</strong></td>
</tr>
<tr>
<td>• Calendar Fee &amp; Organising Dues</td>
</tr>
<tr>
<td>• EADCMP programme</td>
</tr>
<tr>
<td>Expenses</td>
</tr>
<tr>
<td>----------------------------------------</td>
</tr>
<tr>
<td><strong>Commercial expenses:</strong></td>
</tr>
<tr>
<td>• Value in kind (top partner)</td>
</tr>
<tr>
<td><strong>Operational expenses</strong> (overall)</td>
</tr>
</tbody>
</table>
### Bureau allocation of the exceptional surplus

<table>
<thead>
<tr>
<th>Description</th>
<th>Amounts in ‘000 CHF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Solidarity projects paid by regular FEI p&amp;l instead of fund</td>
<td>717</td>
</tr>
<tr>
<td>Extraordinary allocation to Solidarity fund</td>
<td>1’000</td>
</tr>
<tr>
<td>IT fan website paid by regular FEI p&amp;l instead of fund</td>
<td>414</td>
</tr>
<tr>
<td>Provision for Nations’ Cup 2017 Prize Money</td>
<td>2’000</td>
</tr>
<tr>
<td>EADMCP provision to develop additional testing</td>
<td>1’400</td>
</tr>
<tr>
<td><strong>Total allocated surplus</strong></td>
<td><strong>5’531</strong></td>
</tr>
</tbody>
</table>
• QUESTIONS

• APPROVAL BY THE GA
• Audit and Compliance report – Brian Mangan (Annex 8.1)
• Release of the Bureau & Secretary General
• APPOINTMENT OF FEI AUDITORS

Price Waterhousecoopers (PWC)
Lausanne
Approval of the financial charges

(Annex 11.1)
• Forecast 2017 Annex 13.1
### REVENUES in '000 CHF

<table>
<thead>
<tr>
<th>Revenue Category</th>
<th>Description</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Commercial Revenues:</strong></td>
<td>Revised Strategy for FEI TV &amp; SAP</td>
<td>+811</td>
</tr>
<tr>
<td><strong>Operational Revenues:</strong></td>
<td>Calendar fee &amp; Organising dues</td>
<td>+500</td>
</tr>
<tr>
<td></td>
<td>Horse &amp; Rider registration</td>
<td>+198</td>
</tr>
<tr>
<td></td>
<td>Anti-doping &amp; Welfare</td>
<td>+900</td>
</tr>
<tr>
<td><strong>Non-Operational Revenues:</strong></td>
<td>Release of Nations Cup provision</td>
<td>+2`000</td>
</tr>
</tbody>
</table>

Main differences with 2017
GA approved budget
EXPENSES in ‘000 CHF

Commercial Expenses:
- Sponsorship Expenses (Nations Cup & W-Cup Dressage) +2’370
- TV Expense +696

Operational Expenses:
- Professional Fee & Consulting +262
- Education +275
- Anti-doping & Welfare +145

G&A Expenses: +211
<table>
<thead>
<tr>
<th>ANTI-DOPING &amp; WELFARE</th>
<th>in’000 CHF</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td>3’900</td>
</tr>
<tr>
<td><strong>Direct costs:</strong></td>
<td>3’035</td>
</tr>
<tr>
<td>(Labs testing - Vet’s Travel expenses - Vets Fee - Transport of Samples - Kits Cost - MCP Seminar &amp; Vet Research)</td>
<td></td>
</tr>
<tr>
<td><strong>Indirect costs:</strong></td>
<td>802</td>
</tr>
<tr>
<td>(FEI Staff Charges (442) - Integrity Unit (50%) (190) - Legal Costs (170))</td>
<td></td>
</tr>
<tr>
<td><strong>NET RESULT</strong></td>
<td>+63</td>
</tr>
</tbody>
</table>

Indirect cost are included in other sections of P&L
• QUESTIONS

• APPROVAL BY THE GA
• Budget 2018
  Annex 13.2
Important events/decisions that influenced the 2018 budgets:

- New partnership for Nations Cup and Online Campus
- Increased budget for Officials Education
- Final roll-out of Marketing & Communication Strategy
**REVENUES**

<table>
<thead>
<tr>
<th></th>
<th>in’000 CHF</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Commercial Revenues:</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>24’729</td>
</tr>
<tr>
<td><strong>Operational Revenues:</strong></td>
<td></td>
</tr>
<tr>
<td>Calendar &amp; Organising dues</td>
<td>5’900</td>
</tr>
<tr>
<td>Hosting Fee (WEG 2018)</td>
<td>2’754</td>
</tr>
<tr>
<td><strong>Non-Operational Revenues:</strong></td>
<td></td>
</tr>
<tr>
<td>Other revenue (release of provision)</td>
<td>370</td>
</tr>
<tr>
<td>Contribution from Funds</td>
<td>1’967</td>
</tr>
<tr>
<td>EXPENSES</td>
<td>in’000 CHF</td>
</tr>
<tr>
<td>--------------------------------</td>
<td>------------</td>
</tr>
<tr>
<td><strong>Commercial Expenses:</strong></td>
<td>17’904</td>
</tr>
<tr>
<td><strong>Operational Expenses:</strong></td>
<td></td>
</tr>
<tr>
<td>• Education</td>
<td>1’120</td>
</tr>
<tr>
<td>• Anti-doping &amp; Welfare</td>
<td>4’040</td>
</tr>
<tr>
<td><strong>G&amp;A Expenses:</strong></td>
<td></td>
</tr>
<tr>
<td>• Staff Charges</td>
<td>14’200</td>
</tr>
<tr>
<td>• Travel &amp; Expenses (WEG)</td>
<td>882</td>
</tr>
</tbody>
</table>
• QUESTIONS

• APPROVAL BY THE GA