

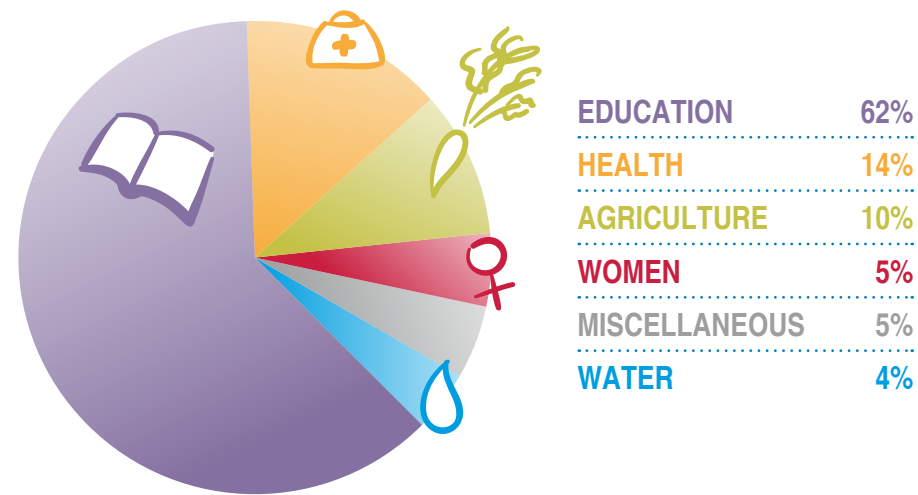


Our financial results for a profitable future

In this breakdown of the annual financial statement, the composition of funds and their use are disclosed. The audit of annual accounts is carried out by an independent auditor. In addition, prerequisites for the conferment of the Austrian Donation Certificate are examined. *Menschen für Menschen* has been carrying the Donation Certificate without interruption since it was first introduced in 2001. It is awarded by the Chamber of Public Accountants (KWT) each year, following an in-depth examination.

In 2013, thanks to the commitment of 28,734 individuals, families, associations and companies, we received a total of € 3,777,054 in form of donations, legacies and sponsoring agreements. Contained therein are dedicated

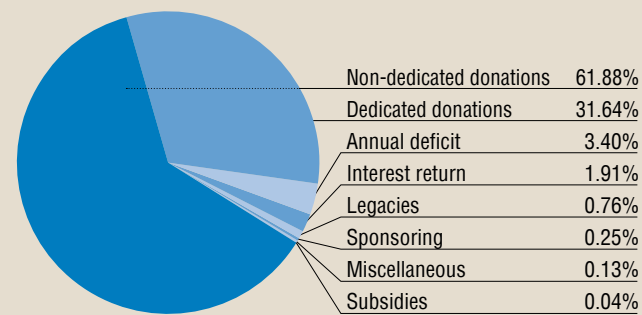
Project expenditures by sectors



Financial needs to support projects

	Funds available for projects 31/12/2012	Withdrawal / utilization of reserves	Shift in available funding resources	Funds available for projects 31/12/2013	Planned minimum financial requirements 2014-2018
Ginde Beret IRDP	3.11	1.03	1.12	3.20	6.10
Abune Ginde Beret IRDP*	0.00	0.00	0.00	0.00	6.10
Educational projects outside the project areas	2.92	0.00	-0.92	2.00	5.80
Project planning and coordination	0.20	0.00	-0.20	0.00	0.60
Total	6.23	1.03	0.00	5.20	18.60

Where funds came from

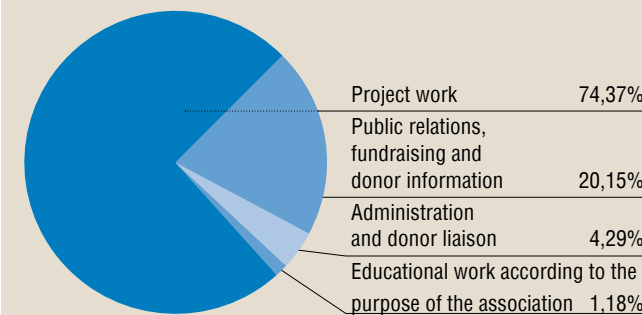


SOURCES OF FUNDS

	€	%
DONATIONS	3,736,486	93.52
Non-dedicated donations	2,472,342	61.88
Dedicated donations	1,264,144	31.64
ANNUAL DEFICIT*	135,784	3.40
INTEREST RETURNS	76,154	1.91
LEGACIES	30,544	0.76
SPONSORING	10,024	0.25
MISCELLANEOUS	5,026	0.13
SUBSIDIES	1,500	0.04
TOTAL	3,995,518	100 %

*Withdrawal from reserves intended for this purpose

Where funds went to



APPLICATION OF FUNDS**

	€	%
PROJECT WORK	2,971,624	74.37
Total projects	4,001,624	
Release / application of project reserves	-1,030,000	
EDUCATIONAL WORK ACCORDING TO THE PURPOSE OF THE ASSOCIATION	47,199	1.18
PUBLIC RELATIONS, FUNDRAISING AND DONOR INFORMATION	805,089	20.15
ADMINISTRATION AND DONOR LIAISON	171,606	4.29
TOTAL	3,995,518	100 %

**Breakdown of the application of funds according to cost accounting

donations in the amount of € 1,264,144 (these are used for the implementation of predetermined projects), as well as non-dedicated donations in the amount of € 2,472,342. Of the funds from 2013 we could allocate € 2,971,624 (that is 74.37%) to the project work in Ethiopia. With the additional use of reserves in the amount of € 1,030,000 intended for this purpose, we implemented projects in the amount of € 4,001,624. € 805,089 was used for public relations, fundraising and donor information, and € 171,606 for administration and donor liaison. The annual deficit (= the amount by which expenditures exceed profits incl. the release of assigned reserves) of € 135,784 was taken from reserves intended for this purpose.

In Ethiopia *Menschen für Menschen* implements long-term development projects for each of which we compile 3- or 5-year plans that contain the required budgetary needs. Project reserves ensure the implementation of contractually agreed and carefully planned projects. Reserves are a necessary safeguard for the continuation of development projects. Financing of all measures in the project regions Abune Ginde Beret has been secured for the first three-year phase of the project by the commitment of "RED CHAIRity".

This ensures the long-term support of the women, men and children in the region. They receive access to knowhow and techniques that enable them to independently change their native land for the better. We want to thank "RED CHAIRity" for their reliable and substantial support with which they provide "help for self-help" for over one hundred thousand people in Abune Ginde Beret.

Sustainable help due to long-term support.

The Austrian Donation Certificate confirms that donations entrusted to the association *Menschen für Menschen* are used correctly and responsibly.

Donation account: Raiffeisen, IBAN AT28 3200 0000 0022 2000, BIC RLNWATWW



*Financing is contractually agreed up to the end of 2014

In 2013, 28.734 people supported our work. Thank you!