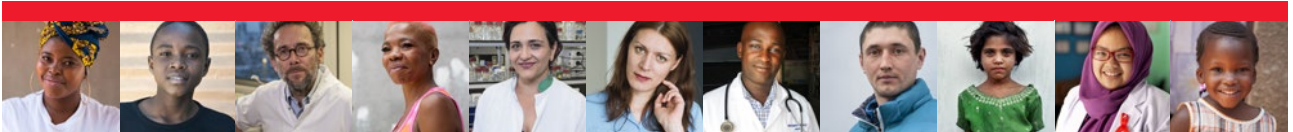


2018 ANNUAL REPORT



Photo accountability



Aidsfonds – Soa Aids Nederland is working towards a world without AIDS and STIs. This calls for a tailor-made and people-centered approach. In our annual report 2018 you will see various portraits of people involved in our work. People living with HIV or children who have lost their parents due to AIDS. But also doctors, researchers, activists and lobbyists. We are the generation that can put an end to one of the greatest epidemics of all time. We therefore need to focus, accelerate and increase momentum to achieve our goals. It is only together that we can raise STI and HIV control to a higher level.

Introduction

‘Onwards and upwards’

A world without AIDS, zero new HIV infections in the Netherlands and a drastic reduction in the number of STIs. That's our mission and it is possible, but it has to be done now. For years, we have been fighting a battle that is vital to a great many people and we are making a difference.

In countries like Indonesia, Tanzania and Russia. And in the Netherlands.

Even so, nearly 940,000 people worldwide still die of AIDS every year. Last year, 750 people in our country were told that they had contracted HIV. A number that is falling too slowly. And each year, more than 100,000 people in the Netherlands still get an STI. Together with communities, partners and professionals, Aidsfonds – Soa Aids Nederland took crucial steps to change this in 2018.

Only by working together can we make solid progress now.

In the summer of 2018, almost 20,000 people came to the Netherlands for the international AIDS conference. They ranged from leading researchers and people living with HIV to activists and international celebrities. We helped with the detailed preparation, emphatically underlined the key role of communities and launched a media offensive with the message: ‘AIDS isn't over yet’.

Dutch STI care professionals also met with the aim of drastically reducing HIV and other STIs.

This unique gathering challenged us to think big again and achieve ambitious goals.

The Netherlands has always been a leader in the fight against AIDS. And must continue to be so.

When it comes to other STIs too, we are at our best as a pioneer. Always together with the people in the field. It's up to us to continue to invest in the people who are most vulnerable to HIV and who are the hardest to reach. It's up to us to keep politicians on their toes and to stand up to exclusion.

As far as we are concerned, the turnaround that is needed starts here. By fully focusing on 0 new HIV infections in the Netherlands. With good PrEP care, faster and smarter testing and by tackling stigma. By accelerating research into an HIV cure and by taking quantum leaps in STI control.

It's time for HPV vaccinations for boys, it's time for a national chlamydia summit, it's time for new government campaigns on safe sex (and those are just a few of the points on the not too distant horizon).

In this decisive phase, Aidsfonds - Soa Aids Nederland is also focusing as a single organisation on a world without AIDS and STIs. In this annual report, we set out our activities during 2018.

Mark Vermeulen
executive director

Eric van der Burg
chair of the supervisory board

Contents

A.	MANAGEMENT REPORT	5
1.	Activities and results	6
1.1.	Spending on objectives	7
1.1.1.	Objective 1: Radically reducing six major STIs and no new HIV infections	7
1.1.2.	Objective 2: Fewer than 200,000 new HIV infections worldwide	9
1.1.3.	Objective 3: All HIV patients worldwide receiving treatment	10
1.1.4.	Objective 4: Cure for HIV	10
1.1.5.	Objective 5: Awareness, support and full funding for the fight against AIDS and STIs	11
1.2.	Marketing	13
1.2.1.	Our campaigns	13
1.2.2.	Income from private parties	13
1.2.3.	Income from businesses	13
1.2.4.	Income from lottery organisations	13
1.2.5.	Income from other not-for-profit organisations	13
1.3.	Dealing with our stakeholders	14
1.3.1.	Codes of Conduct	14
1.3.2.	Protection of privacy and data security	14
1.3.3.	Meaningful involvement of people living with HIV	14
1.3.4.	National STI * HIV * Sex Conference	14
1.3.5.	Corporate partnerships	14
1.3.6.	Accountability	15
1.3.7.	CBF recognition	15
1.3.8.	Complaints, appeals and objections	15
1.4.	Future plans	17
2.	Organisation and management	18
2.1.	HR and organisation	19
2.2.	Management and supervision	20
2.2.1.	Supervisory board	21
2.2.2.	Executive board	24
2.2.3.	Works council	26
3.	Finance, risk and implementation	28
3.1.	Effectiveness and efficiency	29
3.2.	Financial Affairs	29
3.2.1.	Income	29
3.2.2.	Expenditure on objectives	30
3.2.3.	Other expenditure	31
3.2.4.	Result and reserves	31
3.2.5.	Key figures	31
3.2.6.	The future	31
3.3.	Risk management	32
3.3.1.	Our income	32
3.3.2.	Our staff	32
3.3.3.	Our strategy	32
3.3.4.	Soa Aids Nederland	33
3.3.5.	Our partners	33
3.3.6.	Integrity issues	33
3.3.7.	Our target groups	34
3.3.8.	Our organisation	34
3.3.9.	Legislation	34
4.	Information relating to the articles and other aspects	36

B.	ANNUAL ACCOUNTS	39
	Balance sheet as at 31 December 2018 (after profit or loss appropriation)	40
	Statement of income and expenditure for 2018	41
	Cash flow statement for 2018	42
	Notes to the accounting policies	43
	Notes to the balance sheet at 31 December 2018	49
	Notes to the statement of income and expenditure for 2018	56
	Notes to the cost allocation	64
	Remuneration of board members	66
	Other information	67
C.	AUDITOR'S OPINION	69
	Independent auditor's report	70
D.	ANNEX	75
1.	Breakdown of operations by label	76
2.	Robert Carr Civil Society Networks Fund	77
3.	Budget 2019	78

A. MANAGEMENT REPORT



Photography: Adriaan Backer

1. Activities and results



We have a vision: ‘Ending AIDS in a world in which everyone who is affected by HIV and/or other STIs has access to prevention, treatment, care and support’. Our mission is based on the objectives of the foundation. To achieve a world without AIDS, we have adopted a long-term plan for the period 2018-2021: ‘No time to lose: focus, accelerate and boost our efforts’. The year 2018 was the first year for the objective expenditure under this new long-term plan.

1.1. Spending on objectives

Within the context of this assignment, we work together with government institutions and natural or legal persons in the Netherlands and abroad. In three decades we have gained a wealth of knowledge and experience. In a short period of time, we advanced significantly from a great lack of knowledge to a sound professional view of what works, and what is and what is not required. We have learnt a lot from experience.

The five main objectives in ‘No time to lose: focus, accelerate and boost our efforts’ for 2018-2021 are:

1. Radically reducing six major STIs and no new HIV infections.
2. Fewer than 200,000 new HIV infections worldwide.
3. All HIV patients worldwide receiving treatment.
4. Cure for HIV.
5. Awareness, support and full funding for the fight against AIDS and STIs.

In order to achieve our five main objectives, we will be focusing in the next few years on:

- Financing, launching and developing innovative approaches and programmes.
- Strengthening civil society, with a focus on vulnerable groups and protecting and improving their human rights.
- Implementing national programmes to combat HIV and other STIs and promoting sexual health in the Netherlands.
- Advocating the end of AIDS and urging governments and multilateral agencies to provide access to prevention, treatment, care and support.
- Mobilising communities, the general public and the private sector to support us in achieving our objectives.

In this way, we can play a decisive role in the further containment of HIV and STI epidemics, both internationally and in the Netherlands. ‘No time to lose: focus, accelerate and boost our efforts’ emphasises the urgency of

exploiting the tipping point of the HIV epidemic and the need for an active fight against HIV and other STIs.

In 2018, we spent EUR 41 million on our objectives.

1.1.1. Objective 1: Radically reducing six major STIs and no new HIV infections

Every year, an estimated 140,000 Dutch people are diagnosed with an STI. Untreated or the late treatment of STIs leads to individual health damage, including shame, stigma and psychological complaints. As they are infectious diseases, STIs are a public health problem: faster detection and treatment prevents transmission and consequently further damage. Fortunately, the number of people being tested for STIs is increasing, both at sexual and municipal healthcare centres and in general practice. Eradicating HIV, no new HIV infections and an AIDS-free Netherlands are no longer clichés; they are now within grasp. This will, however, require an extra impulse, because too many people in the Netherlands are still being infected with HIV, more than 2,000 existing HIV infections have not been identified and almost half of those with HIV are still starting treatment too late. Economic, cultural, and other factors result in health inequalities, which means that some people with HIV are not being reached or not being reached on time.

In the Netherlands, we are aiming specifically for no new HIV infections. Furthermore, we are working to achieve a significant reduction in the five STIs that, in addition to HIV, are the most common and have the most serious consequences. In specific terms, this means:

- No new HIV infections in the Netherlands.
- Halving the number of new syphilis infections.
- Halving the number of gonorrhoea infections.
- No new acute hepatitis B and C infections.
- Halving the number of women who become infertile due to chlamydia.
- HPV vaccination for all risk groups (currently only for girls).

For our domestic work, we have linked our objectives to the objectives set out in the 'National Action Plan for STIs, HIV and Sexual Health 2017-2022'. This has resulted in four practical objectives:

1. No new HIV infections in the Netherlands.
2. Radically reducing STIs.
3. Sexual education.
4. Well-designed and working infrastructure.

Soa Aids Nederland is a pioneer in facilitating the implementation of the HIV and other STI components of the National Action Plan for STIs, HIV and Sexual Health 2017-2022. As Aidsfonds, we act as a driver for the objective of 'No new HIV infections in the Netherlands'. In 2018, in the context of no new HIV infections in the Netherlands, a funding cycle was held in which three research proposals were accepted. As a result of AIDS 2018, the HIV test week was held for the first time in the summer, including at the Kwaku Festival in cooperation with the AIDS Healthcare Foundation.

The syphilis campaign pilot was received positively. Our advice chat underwent a number of improvements, bringing the number of visitors to 300,000, of whom 62,000 received advice.

Sexual education is the basis that enables young people and adults to make responsible choices regarding sexuality and relationships. At the same time, it is crucial for high-impact STI and HIV prevention and care. We know that this is most effective when young people are reached prior to their first sexual experiences and when this is done in an integral and 'value-free' way. In co-creation, we develop teaching packages and relevant information and messages for the general public, young people and those with a higher risk of STI/HIV. In doing so, we have an eye for diversity in terms of sexual orientation, education, age and background (expert role) and use the latest e-health insights that persuade people to make healthy choices. In the 'Sex under the age of 25' action plan, which was launched in 2018, we set out together with Rutgers and parties including Municipal Health Services (GGD) priorities for the next few years.

In 2018, the central theme was the condom with online condom campaigns and a condom pop-up store at Utrecht Central Station. Trust in an existing or new partner always emerges in research among the young as an important reason for not using a condom. The VR-EXperience is the latest application that has been added to Sense.info. On the basis of the data that visitors enter, the tool calculates and visualises the extent of their sexual network. The VR-EXperience won the People's Lovie Award and received bronze in the 360 video

(Branded) category from the professional jury. The Lovie Awards are presented to the best digital projects in Europe. There were 1,500 entries from 33 countries.

From 2018, with the support of the Nederlandse Loterij (Dutch Lottery), Aidsfonds and other members of the Association of Co-operating Health Funds (SGF) will be investing in the health of future generations through the Healthy Generation 2040 programme. The joint ambition is that by 2040, Dutch young people will be the healthiest in the world.

We contribute to building and maintaining a well-functioning 'stepped care' model for the prevention of and care provided for HIV and STIs, both nationally and locally. We ensure that Sense.info, the sense info line, and MantotMan info service provide the right information and approach, which are suitable for 'end users' and we do so in close cooperation with communities. In addition, we encourage outreach and also participate in Internet outreach ourselves, and we link forms of informal care to formal care. We encourage professional offline and online learning and in that respect work closely with communities of professionals to ensure that they are up to date in their contacts with end users and that HIV and STIs remain on their agenda. In 2018, the hepatitis C project NoMoreC was carried out in this manner with Amsterdam Medical Centre (AMC), the Amsterdam Institute for Global Health and Development (AIGHD), GGD Amsterdam and gay business. With a great deal of effort and enthusiasm from Club Church, GGD Amsterdam and many volunteers, the Sexy Side project was set up. The survey among men who have sex with men (MSM) in collaboration with the Dutch National Institute for Public Health and Environment (RIVM) and Utrecht University was also completed. The campaign for the introduction of the PrEP HIV prevention drug continued unabated. A significant advance in 2018 was that we were able to convince most healthcare professionals of the importance of PrEP. The Dutch Association of General Practitioners (NHG) cooperated in producing a film about PrEP for the thuisarts.nl independent health information website.

As a knowledge institute, our relationships with professional groups such as doctors' assistants, general practitioners and GGD professionals are essential. They constitute a network for the implementation of innovations in the fight against HIV and other STIs. The digital learning weeks were again a success in 2018. More and more doctors' assistants also took part in the 'Sexual health in general practice' module.

In the context of Aids 2018, we shared as much knowledge as possible by bringing together international and national experts. For instance, we organised side events for Dutch professionals and participants in the HIV test project financed by Aidsfonds. In 2018, we succeeded in reaching Dutch professionals more effectively by means of e-news. The content was more customer-oriented. We responded better to demands from the field and aimed to intensify our contacts.

1.1.2. Objective 2: Fewer than 200,000 new HIV infections worldwide

Despite the availability of a wide range of effective HIV prevention tools and methods and a massive scaling up of HIV treatment in recent years, new infections in adults have not decreased sufficiently. With 1.8 million new HIV infections in 2017, we are still a long way from achieving the objective of fewer than 500,000 new infections by 2020.

In order to tackle this, we are concentrating on the main factors of this huge prevention gap:

- Lack of political commitment and, as a result, insufficient investment in HIV combination prevention and a lack of commitment to removing socio-economic and legal barriers to accessing HIV prevention tools.
- Unwillingness to address sensitive issues relating to the sexual and reproductive needs and rights of young people and key populations (including harm reduction).

Last year, a political roadmap for HIV prevention was developed by 40 countries and organisations to pave the way to achieving global HIV prevention objectives by 2020.

Aidsfonds focuses on the target groups described in our four-year plan 'No time to lose', namely: children, adolescent girls and young women (AGYW) and key populations (sex workers, MSM and drug users). Our work focuses on the challenges relating to accessing HIV prevention and treatment. Community work and human rights are at the heart of our interventions. In 2018, we contributed to the repositioning of people living with HIV and vulnerable groups in the Human Rights Council. Links were also established with themes such as human rights and HIV.

In our various roles, we finance and support partners, programmes and projects directly at national, regional and global levels; we are the lead agency of the Bridging the Gaps and PITCH consortia; we are part of the GUSO alliance; we are the fund manager agent for RCNF (Robert Carr civil society Networks Fund); and we engage in national and international lobbying and advocacy, working with key stakeholders.

We strive for a high-quality range of comprehensive prevention and treatment programmes. We offer thematic and technical support to our partners and use relevant country experiences for global advocacy activities. In 2018, our partners in Mozambique and Nigeria succeeded in lowering the minimum age at which young people are allowed to take an HIV test without the consent of their parents or guardian. That lowers the threshold significantly. In Vietnam, we are working with partners and the government to implement an HIV prevention programme. Aidsfonds does so by supporting local organisations that can reach sex workers with HIV prevention and refer them to clinics. By means of a pilot, the effectiveness has been well documented and used to convince the Vietnamese government. The result: in December 2018 it was decided that the provincial authorities would finance sex-worker-led organisations and this model would be rolled out and scaled up. From 2018, our Vietnamese partners also focused on adolescent and young women.

In 2018 our local partner presented the sex work police manual to the president of Mozambique. This manual will be used to train police officers on the rights and needs of sex workers. This is significant because the police often use aggression against sex workers and if you tackle violence you can prevent 25% of new HIV infections. Self-organisations of sex workers, such as Bonela Sisonke in Botswana, were reinforced and registered from an organisational point of view to allow them to apply for funding independently. As a result of enormous commitment, our partners in Indonesia and Tanzania have been able to maintain programmes for sex workers in the face of the greatly increased conservative climate in these countries, which goes hand in hand with safety risks and violence against sex workers. In addition, facilities have been created where sex workers can find a safe haven in the event of a riot.

As a kickstarter, we are developing comprehensive and affordable HIV prevention and therapy models with the potential to scale up at national level. We aim to scale up models that are self-sustaining. In 2018, an ART Adherence tool was developed by our partner in Malawi.

As a committed financier, we support innovative projects, provide core funding, facilitate the link with learning and develop the organisation and networks run by young people and women, sex workers, men having sex with men and drug users. In 2018, the flexible investment fund was used to support advocacy in Indonesia and for young people's solutions in South Africa.

All our work is part of Sustainable Development Objectives (SDGs) of the United Nations (UN). Specifically as part of SDG 3 'Healthy Living', where one of the sub-objectives is the eradication of AIDS by 2030. The July 2018 international AIDS conference in Amsterdam showed that AIDS is anything but a thing of the past. In some 50 countries, the number of new HIV infections is rising, the number of AIDS-related deaths is not falling rapidly enough and insufficient resources are a threat to this intended success. This makes the achievement of the Sustainable Development Objectives (SDGs) 3, 5 and 10 less likely.

1.1.3. Objective 3: All HIV patients worldwide receiving treatment

By the end of 2017, almost 22 million people had received antiretroviral therapy (ART). Of the 37 million people living with HIV, only 47% were virally suppressed by 2017. The largest gap remains the first 90 target: by the end of 2017, 75% of people living with HIV were aware of their status. It is therefore particularly important to increase the number of people who are aware of their status.

The risk of contracting HIV is unevenly distributed throughout the world, both geographically and among different subpopulations. Our work focuses primarily on Eastern and Southern Africa, areas with 45% of all HIV infections worldwide and 53% of people living with HIV. A growing concern, however, is Eastern Europe and Central Asia, particularly the Russian Federation with 30% more new HIV infections since 2010. Due to a lack of political commitment and domestic investment in national AIDS control, there is no access to important and essential prevention interventions, such as sterile injection equipment and opiate substitution therapy. The armed conflict in Eastern Ukraine has hindered the supply of tests and services for prevention and treatment in the areas not controlled by the government. During Aids 2018, the Elton John AIDS Foundation launched the emergency fund for Eastern Europe and Central Asia. This is in line with the ongoing cooperation project Turning the Tide, which focuses on this area.

Key populations and their sexual partners account for 47% of new HIV infections worldwide. In Eastern Europe and Central Asia, the annual rate of new HIV infections has doubled over the past 20 years. More than 95% of new HIV infections in Eastern Europe and Central Asia originate from key populations and their sexual partners. Discrimination by care providers, law enforcement agencies, family members or members of the community prevents young people and key populations from having

access to HIV, sexuality and contraception health services. In addition, more than 900 young women between the ages of 15 and 24 become infected with HIV every day. Inequality, lack of empowerment and violence against women nurture this trend.

In 2018, Aidsfonds launched the 'Paediatric HIV Initiative' 2018-2021 in Uganda, Kenya, Zimbabwe and South Africa to close the large gap in paediatric HIV care. Despite the fact that fewer and fewer children are being infected with HIV, the testing and treatment of children remains a challenge. During Aids 2018, innovative proposals could be submitted to allow children with HIV in Nigeria, South Africa and Mozambique to be traced in time. The three successful projects will start in 2019.

With the support of Aidsfonds, Y+, the worldwide network of young people living with HIV, organised a pre-conference together with Amsterdam Youth Force. An important result is that young people are involved earlier and more actively in the preparations for Aids conferences.

In 2018, the Sparked Women project in Uganda ended. This project was part of the American DREAMS programme (PEPFAR) aimed at adolescent girls and young women in ten African countries. Some 34,000 women were trained to start their own business and 9,000 to work as community health entrepreneurs. Together with Capgemini and SAFAIDS, Aidsfonds developed the 'Mukoko' app as support for community health workers.

Aidsfonds and Clinton Health Initiative collaboration project MaxArt in Swaziland was concluded in 2018 with excellent research results.

In Asia, a large proportion of new HIV infections are associated with current and former members of key populations and their partners. With 18% of regional new HIV infections and 23% of AIDS-related deaths, Indonesia remains a priority country in the region. All the more so because the government has proposed amendments to the law to prohibit same-sex sexual relations and non-marital sex. These proposals may enter into force legally in 2019.

1.1.4. Objective 4: Cure for HIV

In addition to prevention and treatment, curing HIV is the third crucial step towards ending AIDS. The scientific progress made in recent years gives us hope that, if we invest now, we will be able to make great strides.

A broadly applicable HIV cure will have to meet the following criteria: effective (including sustainable), safe, simple, affordable, acceptable, scalable and accessible. In 2016, the IAS Cure working group drew up a research agenda that describes the themes that are important in order to achieve a cure for HIV. The strategies being researched worldwide can be divided into six different approaches, some focusing on the virus, others on the immune system.

By means of the NL4Cure action plan, Aidsfonds wishes to force a breakthrough in scientific research into a cure for HIV. The Netherlands is ideally placed to play a part and Aidsfonds has a key role to play. The aim of Aidsfonds is to accelerate a cure for HIV by raising EUR 10 million by 2021 and mobilising it for cutting-edge scientific research. In 2018, Aidsfonds spent EUR 300,000 on this objective. In addition, Aidsfonds has been leading in setting up a platform of researchers, people living with HIV, HIV-physicians and other stakeholders. The platform will facilitate close collaboration in the coming years and research priorities will be established.

1.1.5. Objective 5: Awareness, support and full funding for the fight against AIDS and STIs.

At a time when global funding for the fight against AIDS is decreasing and the budget for STI care in the Netherlands is frozen, political will, public support and extra investments are crucial. With campaigns and lobbying, we ensure that HIV and other STIs remain high on the political and social agenda. Not only in The Hague, but also in international political centres such as Brussels, Geneva, Washington and Addis Ababa. In addition to the Netherlands, we are calling on other progressive countries to commit themselves to an effective and fully-financed fight against AIDS. We also explicitly target the countries where we work.

Public support in the Netherlands for a world without AIDS and STIs is crucial for our work. Not only to raise sufficient funds, but also to create political change. We use campaigns to raise awareness among the Dutch public and political actions to place urgent issues such as PrEP on the agenda.

Globally, the trend from disease-specific funding is shifting to a focus on Universal Health Coverage. However, there is still a need for specific international funding for HIV and key populations. According to the UNAIDS Investment Framework, a fully funded AIDS response in low and middle-income countries will require an annual investment of USD 26.2 billion by 2020. In order to achieve this, an additional USD 1.5 billion needs to be invested in

the fight against AIDS worldwide every year. In recent years, however, donor countries have allocated less money to the HIV response in low and middle-income countries. 2019 is an important year in that respect, as it is a replenishment year for the Global Fund to fight AIDS, TB and Malaria with a first meeting in India and a final replenishment meeting in October 2019 in France. As early as 2018, Aidsfonds called for substantial contributions from the European Union and the Dutch government. Local funding for the fight against AIDS now exceeds the resources of international donors, accounting for 57% of total global funding in 2015. Countries are being increasingly urged to finance their own response.

During the annual meeting between donors and grant recipients of the Robert Carr civil society Networks Fund, the results were discussed from both perspectives. During Aids 2018, the donors again pledged their contributions. In 2018, 24 new partners received a grant from the Robert Carr civil society Networks Fund. However, local funding for key populations and community responses is very limited. In 2019 therefore, Aidsfonds will participate in debates and decision-making processes relating to local funding and Universal Health Coverage at different levels.

For private fundraising, the objective is to reverse the decline in income and donors in 2019. We will continue to pursue our strategy of diversifying fundraising channels, on the one hand, and putting the wishes of our donors more at the heart of our work for long-term relationships, on the other. A stronger brand and sense of urgency concerning HIV and AIDS are crucial for both our private fundraising and our lobbying and institutional funding.

A strong support base for the fight against STIs and AIDS enables us to raise funds for our organisational objectives. In addition, our lobbying activities are mainly aimed at obtaining more money from the Netherlands and the European Union for the international fight against AIDS, e.g. for the Global Fund to fight AIDS, Tuberculosis and Malaria.

Our current donors, such as the Dutch Ministry of Foreign Affairs, the RIVM, the Postcode Lottery, the Dutch Lottery and 140,000 donors, make our work possible. They are important partners in our common mission. In the next few years, we will pay particular attention to the relationship with our donors and supporters.



1.2. Marketing

In 2018, we received the fantastic sum of EUR 43.9 million for the fight against AIDS. That is EUR 7.4 million less than in 2017 and equal to 2016. We received just over EUR 14.4 million from our donors, inheritances and to those taking part in good causes lotteries. We are extremely delighted by their unflinching enthusiasm, trust and financial support! In 2018, we welcomed 10,485 new donors. At the end of 2018, there were 137,873 donors who support Aidsfonds on a long-term basis or who have made a donation in the past 27 months.

The Marketing Programme's objective for 2018 was to raise EUR 14 million to fight AIDS. We do this by means of authentic, passionate marketing that strikes a chord with our supporters, with the urgency of the fight against AIDS being central. We also worked on attracting more varied sources of income and fundraising channels and retaining existing donors by means of a more donor-oriented communication.

1.2.1. Our campaigns

AIDS isn't over yet. This is the message that we are trying to get across to the Dutch public by means of various campaigns. In July, the international Aids conference was held in Amsterdam. The conference was an opportunity to highlight the importance of the fight against AIDS. We were able to generate a great deal of media interest. We were also visible with our campaign 'Stop Aids. For the love of all loves'. And in July, we organised our first Tour d'Amour: a cycling event in the Vondelpark, where donors raised EUR 28,254 to fight AIDS. The recently appointed Mayor of Amsterdam, Femke Halsema, also cycled along. The proceeds went to bicycles for relief workers in Zimbabwe.

Prior to the conference, we drew attention to the alarming HIV epidemic in Russia. 10,500 Dutch people signed our petition. In December, on the occasion of World Aids Day, we once again drew attention to the fight against AIDS. Our love campaign was repeated and supplemented with a love manifesto, in which we called on the Netherlands to protect all loving relationships from HIV and AIDS. This universal declaration of love has been signed more than 28,000 times.

We try to attract new donors and supporters in various ways. We do so by recruiting in public, via direct mail,

newspaper inserts, online and at events such as the Canal Parade. In December, we were responsible for a special broadcast of the 'Time for Max' TV show, in which we actively recruited new donors.

1.2.2. Income from private parties

In 2018, we received EUR 8.7 million in donations and gifts. Revenue from inheritances amounted to EUR 2.3 million, twice as much as budgeted. As a result, income from private individuals was eleven per cent higher than in 2017 and nine per cent higher than budgeted.

1.2.3. Income from businesses

Income from corporate sponsorship in 2018 remained at the same low level as in 2017 and amounted to EUR 9,000.

1.2.4. Income from lottery organisations

In line with the budget, the revenues of the lottery organisations were almost one million less than in 2017, when we received an extra contribution from the Dutch Postcode Lottery. The fixed contribution of the National Postcode Lottery to Aidsfonds amounts to EUR 2,250,000. We are, of course, very pleased about this. As a result of earmarked lots, we received a contribution of EUR 900,000 from the Friends Lottery (Vrienden Loterij). We received the fantastic sum of EUR 300,000 from the Lotto and the Scratch Lottery (Nederlandse Loterij, Dutch Lottery).

1.2.5. Income from other not-for-profit organisations

In 2018, a sum of EUR 949,000 was raised from other not-for-profit organisations. In 2018, the Amsterdam Dinner Foundation raised EUR 459,000 to fight AIDS. This amount goes to an emergency fund in Eastern Europe, a project with health entrepreneurs in Kenya, a neighbourhood project in Ethiopia and Dutch top-flight research to find an HIV cure.

1.3. Dealing with our stakeholders

We focus a great deal on listening to and involving our supporters in the fight against AIDS. In 2018, we set up a donor panel to ensure that donors are able to have ongoing discussions about our activities and communications. We invited donors to our office to offer constructive advice about the creation of the HIV Cure Fund (*HIV Genezing Fonds*). We also carried out various studies to measure, for example, the appreciation of our new donor magazine, the effect of our campaigns and the loyalty of our supporters.

Stakeholders can also notify us of wishes, questions or complaints via the website, social media, by telephone or by e-mail. We also have a complaints procedure. We attach great importance to transparency. We want our transparency to be evident 24/7. We do so by means of exemplary projects that give a clear picture of expenditure and by communicating regarding sticking points, actions, results and milestones. Needless to say, the public is informed via the website about the annual work plan and the expenditure.

In 2018, the various stakeholder groups were involved in different ways in the strategy development process, which has led to the long-term plan for the period 2018-2021: 'No time to lose: focus, accelerate and boost our efforts'.

1.3.1. Codes of Conduct

We work according to the codes of conduct of the Association of Fundraisers (*Genootschap voor Fondsenwerwers*), the Dutch Dialogue Marketing Association (DDMA) and the Dutch charities industry association (*Goede Doelen Nederland*). In addition, we are a member of the Collective Health Funds association (SGF), the Partos association and the National Council of Theme Institutes (*LOT*). We hold the golden label of the DDMA Privacy Guarantee (Dutch Dialogue Marketing Association), which guarantees that our marketing complies with the applicable privacy rules. The organisations operating the Guarantee are audited annually for compliance with legislation and self-regulation.

1.3.2. Protection of privacy and data security

The organisation is constantly working on privacy and data security. The most important parts of the

organisation comply with the European privacy legislation (General Data Protection Regulation) that came into force on 25 May 2018. The organisational units that work with privacy-sensitive data, such as donor data, e-health and online information, have been screened by an external agency and adjusted where necessary. The classification of personal data in day-to-day work will be completed in 2019. The security measures consist of technical security, system design and internal processes, as well as user awareness and culture. The organisation has a processing register.

1.3.3. Meaningful involvement of people living with HIV

Our organisation subscribes to the principle of full involvement of people living with HIV in policy-making and implementation at all levels, which is referred to as the MIPA principle (Meaningful involvement of people living with HIV). Our director lives openly with HIV. In accordance with our articles, a seat is reserved on the supervisory board for a person who has the support of organisations and networks of people living with HIV. Employees living with HIV are expressly involved in developing programmes and activities relating to living with HIV and combating HIV and other STIs.

1.3.4. National STI HIV Sex Conference

Every year, in close cooperation with the most important cooperation partners and professionals, Aidsfonds and Soa Aids Nederland organise the National STI HIV Sex Conference. Due to its interactive character, this conference not only provides a platform for the exchange of knowledge and experience, but is also the perfect opportunity for public debate between stakeholders on important issues in the fight against STIs, AIDS and sexual health.

1.3.5. Corporate partnerships

Our organisation attaches great importance to the sponsorship of our products and activities. Not only can additional resources be used to increase efforts, but they will also increase the involvement of the business community in the fight against HIV and STIs. The organisation takes the view that sponsors cannot influence the details of policy and this is therefore laid down as a resolute condition in the sponsorship contracts. The organisation has Corporate Partnership Guidelines that apply to all forms of cooperation with the business community. These have been posted on our websites.

1.3.6. Accountability

We report annually by means of an annual report in accordance with the Guidelines for Financial Reporting by Fundraising Institutions (Guideline 650) of the Dutch Accounting Standards Board (RJ). The organisation attaches great importance to being accountable to society, also in a broader historical perspective. The organisation has concluded an agreement with the National Archives for the transfer and custody of the files.

1.3.7. CBF recognition

The foundation is recognized as a charity by the Netherlands Fundraising Regulator (CBF). This means that we have been assessed positively by the Netherlands Fundraising Regulator as regards management, policy, fundraising, spending and reporting. The continuous improvement of the effectiveness and efficiency of spending and the optimisation of dealing with volunteers will also be part of the assessment. The 2017 reassessment again led to a positive opinion without comments or anomalies.

1.3.8. Complaints, appeals and objections

The foundation has a general complaints procedure. For Aidsfonds, there is also an appeal procedure with regard to the granting of subsidies and an appeal procedure for individual aid. Complaints, objections and appeals that lead to a structural change in working methods will be evaluated in the following year.

Complaints procedure

The complaints procedure is a powerful tool in the organisation's quality system. The threshold has deliberately been kept very low, so that stakeholders can easily express their complaints - by telephone, via the Internet, by e-mail or by letter. In principle, complaints will be resolved where they arose.

All complaints in 2018 were related to fundraising activities. As a result of regular consultations, the findings were used to improve our fundraising. We take complaints into account when deciding on follow-up actions, with the donor's wishes being the starting point. Two other complaints were received. One complaint concerned poor communication and was found to be justified. The improvement in the information system will be evaluated after one year. The complaint about a modified package and the implementation of individual financial assistance was unfounded.

The number of complaints about fundraising has fallen considerably since the merger in 2016 of the brands Aids Fonds and STOP AIDS NOW! into Aidsfonds, from 1,207 in 2015 to 422 in 2018. Within fundraising, most complaints are the result of the method used, but this share also fell from 88 per cent in 2016 and 2017 to 66 per cent in 2018. As we are now doing less fundraising ourselves and are relying permanently on fundraising bureaus, the number of complaints about the information provided by fundraisers fell to 19 in 2018. The number of complaints about not being able to issue authorisations on a one-off basis has risen sharply to 284 and represents 67% of the complaints.

Objections relating to individual aid

Aidsfonds has an objection procedure in relation to decisions on applications for individual financial support. The executive board did not receive any objections in 2018 to decisions relating to applications for individual financial support.

Appeals

Aidsfonds has an appeal procedure with regard to management decisions on subsidies and an independent appeals committee. The appeals committee hears the appeals and any appeals that have been withdrawn will be subsequently submitted for review. Three appeals were received in 2018. Applicants are always given the opportunity to discuss their appeal with the executive board before it is considered. The appeals were withdrawn after the discussions.



1.4. Future plans

The year 2019 promises to be a transition year. Then PrEP will become widely available in the Netherlands, which will give an enormous boost to the ‘No new HIV infections in the Netherlands’ movement. The next twelve months will be decisive for our international work up to and including 2025, as we will have to submit proposals for new long-term strategic partnerships to the Dutch Ministry of Foreign Affairs. The ‘No time to lose’ strategy means that as an organisation, we have set ambitious objectives. After twenty-five years, we will be relocating from the Keizersgracht to a new office in Amsterdam West.

This ambition also requires a different approach. Distinct choices have been made for each objective to determine how we, as funder, expert and kickstarter, are going to make a difference in the fight against AIDS and STIs in 2019. These choices are recorded in the Work Plan.

In addition, this new way of working has highlighted the fact that there is a clear organisational model underlying almost all of the work we do. In practice, this model has already been applied in various ways. A good example is the Mukoko app that was developed together with Capgemini. Together with our community partners in a project in Zimbabwe, we concluded that we lacked an easy way of reporting results. In our model, this is called ‘the gap’. Together with these partners, we have taken the initiative to develop an app to change this situation: ‘solution’. The app has been tested on a small scale, a pilot has been started and the first data have been measured. Shortly after the pilot went live, there was a test and interim evaluation to improve the product. The next phase is to kickstart the project. That means that we are trying to involve other parties in the project so we can roll it out on a larger scale. The ultimate aim is to ensure sustainability. This is possible, for example, because major international players and governments are taking over the app. We call this final phase ‘sustainable’.

In other parts of the organisation, varying in size and impact, we will also be working from 2019 in this manner: we identify a problem, come up with a solution (whether or not together with communities and partners), implement this solution as an actual product and then improve the product by measuring results and effectiveness.

In 2019, the Dutch Ministry of Foreign Affairs will launch several calls for new strategic partnerships. Positioning the organisation, forming new alliances and developing strong and innovative proposals will be the main objectives for 2019. We want to demonstrate our impact more effectively to our partners, communities and particularly our funders. Only then will we have a sustainable right to exist. It is clear that this impact is absolutely vital. Each year, more than 100,000 people in the Netherlands still contract an STI. Last year, 750 Dutch people were also diagnosed with HIV. A number that is falling far too slowly. Internationally, there are almost 50 countries where the HIV and AIDS epidemic is growing again.

In 2019, we will be working on a comprehensive advocacy strategy for the national STI response, in which we will clarify our position and strategy with regard to the ‘Supplementary Sexual Healthcare (ASG) scheme’, in which we will determine how we will argue for public campaigns and how we will advocate further improvement of accessibility to support by general practitioners. In this context, we are also working with health insurers.

Business development and institutional fundraising will play an important role in achieving some of the objectives. In 2019, additional investments will be made in this area, based on the specific needs identified as part of the ‘organisational model’. In addition, a strong international and national profile is needed. Our current and potential funders should see Aidsfonds and Soa Aids Nederland as important experts in the field of effective approach. One of the opportunities will be the World HIV & STI Congress, an initiative of GGD Amsterdam and Soa Aids Nederland, which will be held in Amsterdam from 18 to 21 July 2021.

In the next few years, we want to show how we, as Aidsfonds - Soa Aids Nederland, are not afraid to adopt a different direction and develop new initiatives in order to focus on maximum impact. This will also enable us to tackle the changes that Aidsfonds will undoubtedly face after 2019.

2. Organisation and management



2.1. HR and organisation

Staff composition and diversity policy

At the end of 2018 there were 158¹ employees (2017: 156) in the service of the organisation. Converted to full-time employment, this was 132 FTEs (2017: 138).

Of all employees, 64 per cent were female (2017: 66 per cent) and 36 per cent were male. Of all employees, 32 per cent were employed full-time for 36 hours a week (2017: 30 per cent) and 68 per cent worked part-time. The average duration of employment as of 31 December 2018 was 8 years (2017: 8) and the average age was 45 (2017: 45). In 2018, 13 employees moved on to another or a different type of position (2017: 9).

Aidsfonds - Soa Aids Nederland has long collaborated with the International HIV AIDS Alliance (UK) on international lobbying and policy work with employees in Brussels, Geneva and Washington DC. The staff were employed by the International HIV AIDS Alliance. Collaboration ceased on 1 July 2018. As of this date, two employees entered service and work outside the Netherlands.

We strive to be a diverse organisation, as evidenced by the diversity of qualities, knowledge, skills, age, behaviour, culture, male-female, hetero-gay, ethnic origin, people with disabilities and national-international. In 2018, an outline diversity policy was developed and adopted. This will be further developed in the next few years.

Terms of employment

The salaries are based on the salary scales of central government. As of 1 July 2018, the salaries of civil servants were increased by 3 per cent. This increase has been applied. The other terms of employment are derived from the Collective Labour Agreement for Nursing, Care Homes, Home Care and Youth Health Care (VVT Collective Labour Agreement). This Collective Labour Agreement was amended in 2018 (duration 1 April 2018 to 30 June 2019). The changes, where applicable, have been translated into our terms of employment.

A budget of 2 per cent of the wage bill is available for education and training. This budget is spent on individual and collective education, training and coaching. In 2018,

extra attention was paid to travel safety and some employees have received training in this area.

Volunteers

Aidsfonds greatly appreciates the fact that there are volunteers who invest their time in our objectives. We have a volunteer policy, in which the rights and obligations of volunteers are clearly described in a brochure and laid down in a volunteer agreement. Last year, volunteers were involved in the boat collections during the Canal Parade and at a number of summer festivals. On World AIDS Day, a large group of Begging Babes collected during Transformer in Paradiso. And the casts of various theatre productions collected in the period around World AIDS Day after their performances. In 2018, a total of around 150 volunteers were working in our office and at events in the Netherlands.

Quality and learning

Our organisation is ISO 9001-Partos certified and therefore complies with the international quality standard with the sector-specific application of ISO 9001 developed by the sector association Partos. The ISO standard focuses on current quality themes such as context analysis, management of opportunities and risks, application of relevant legislation and knowledge management. Our organisation has been certified in line with the new standards since 2017.

In July 2018, our certifier Lloyds carried out a periodic interim audit, while the annual internal audit round took place in October. No anomalies were discovered during these audits.

In early 2016, our organisation started a process to make smarter use of data:

1. To support informed policy choices.
2. For targeted monitoring of the impact of our work.
3. To reach and serve our target groups more effectively.

The ZOOM open data platform was initiated as part of this process. Zoom is a recently developed open data platform that combines, analyses and visualises relevant data in the field of healthcare and spending. The platform supports us in gaining a better understanding of the locations and groups where the HIV problem is greatest, in making informed choices about where and how we

1. The number of employees in the 2018 annual report is based on the position as of 31 December. The figures for 2017 have been recalculated on the basis of the new methodology and may differ from the figures referred to in the 2017 annual report.

work, and in demonstrating the impact of spending within our sector. In 2018, the platform was implemented within and outside our organisation, in collaboration with relevant stakeholders. Data guidelines have also been developed. In 2019, the next version of the platform will be delivered with more functionalities to support data-informed working within our sector.

We will continue to actively invest in the learning capacity of our organisation. We do so by continuously stimulating the exchange of relevant knowledge and experiences between employees and with external parties. Lessons learned are integrated into our daily work in order to contribute to quality improvement and increase the impact of our work. At the end of each year, reflection sessions are organised in which results and brilliant failures are shared. We strive to be and remain competent. This enables us to continuously improve and renew our work, now and in the future.

Integrity policy

Aidsfonds has a code of conduct for all staff: 'Integrity policy, codes of conduct and procedures for good employment practices'. This policy contains a number of preventive as well as corrective rules of conduct. The policy has been updated and readopted with the approval of the works council. In order to strengthen the understanding of the concepts of integrity and moral judgement among staff, a 'Formation of Moral Judgments' training course was started. This training course has been given several times. We also have an external confidential counsellor and a whistle-blower scheme, so that staff are free to report abuses among colleagues. No reports of abuse were received in 2018.

Confidential counsellor

For situations in which an employee cannot or does not want to discuss a matter with a colleague, a manager or with human resources, there is the possibility to talk to the external confidential counsellor. Discussions with the confidential counsellor take place outside the organisation, on neutral ground. There is no substantive feedback to the organisation. The confidential counsellor was consulted 4 times in 2018 (10 times in 2017).

Change strategy for organisational development

The new strategy 'No time to lose: focus, accelerate and boost our efforts' requires a strong organisation. In order to achieve this, change teams have been formed around the themes 'From objectives to activities', 'Basics in order', 'Relocation' and 'Control and clout'. The teams took stock of a large number of ideas and made proposals. These form the basis for the further development and adaptation of the organisation.

Corporate Social Responsibility / Relocation

The organisation's corporate social responsibility focuses on the following areas: minimising the environmental impact and energy costs of buildings, transport and organisational processes, choosing partners and suppliers who deal with people and the environment in a responsible manner, and ensuring the well-being of our employees.

After a thorough exploration of the office market, it was decided to move to a new location close to Sloterdijk station. The relocation will take place in 2019. The building in which two floors will be occupied has energy label A, which allows for considerable environmental and energy savings.

The use of public transport will be encouraged by giving all employees an NS Business Card from 2019, which will enable them to travel by train and all other forms of public transport, including the OV-fiets bicycle scheme.

2.2. Management and supervision

In the articles of foundation, the duties of 'supervision', 'management' and 'execution' are clearly separated. The foundation is managed by the executive board. The supervisory board supervises the executive board and critically monitors the organisation and its results and ensures the adoption or approval of plans. Two internal committees assist the supervisory board: the audit committee and the remuneration and nomination committee. From the point of view of employee participation, the works council makes a contribution.

The relationship between the executive board, the supervisory board, the audit committee and the remuneration and nomination committee is laid down in the articles and in the 'Rules governing the Supervisory Board - Executive board'. The responsibilities and tasks are also laid down in this document. The works council has its own regulations.

By signing Appendix 12 of the Netherlands Fundraising Regulator (CBF), the members of the supervisory board and the executive board individually endorse the three principles of good governance for charities. That is: the separation of functions between executive, management and supervisory tasks, the continuous improvement of effectiveness and efficiency in achieving the objective and the optimisation of the relationships with stakeholders.

2.2.1. Supervisory board

The supervisory board performs the duties of supervisor in accordance with the articles. It critically monitors the foundation and its results and has to approve plans and accountability. The supervisory board appoints the external auditor, who reports to the supervisory board and the executive board. Every four years, the supervisory board and the executive board assess the functioning of the external auditor.

Profile

The supervisory board's profile is the starting point for its composition. Due to new insights into management and supervision, the supervisory board decided to reduce its size to a minimum of five and a maximum of seven members as of 1 January 2019. As a result, the vacancies that arose in 2018 will be filled only to a limited extent. In view of the objective of the foundation, the following portfolios have been designated: science, development cooperation, demonstrable support from organisations of people living with HIV (as laid down in the articles), international business, finance/chair of the audit committee and politics or public administration.

Supervision

The Supervisory Board met five times in 2018 and met several times by telephone in connection with the recruitment and selection of the director.

In addition, an 'Update programme' took place on 29 January 2018. This is in line with the board's wish to be informed once a year in more detail and more directly about the organisation's activities and direction. This afternoon meeting was dominated by the new multi-year strategic plan 'No time to lose: focus, accelerate and boost our efforts'. In order to achieve our ambitious objectives, it was important to emphasise our strengths and to adapt the organisation, where necessary, as well as our working methods. On this occasion, the supervisory board received an update on each of these objectives of the new strategy and the elements that should contribute to the achievement of these objectives.

The executive board attended all or part of the meetings of the supervisory board. Regular items on the agenda are the monthly newsletters from the executive board to the supervisory board. The audit committee reports to the meeting on its supervision of financial affairs.

At the meeting of 24 April 2018, the annual report including the 2017 annual accounts was approved. The board also discussed the auditor's report with PwC's auditors.

On 18 June 2018, the supervisory board discussed the results of the self-assessment. Due to the departure of Femke Halsema and on the basis of the evaluation, it was decided to hold further discussions on the composition and size of the supervisory board. The board was informed regarding the major International AIDS Conference 2018, which was to take place in Amsterdam in July 2018.

At the meeting of 16 July 2018, Yvonne Wilders was appointed as acting chair and Yolanda Weldring and Henry de Vries were reappointed. The works council and the executive board had advised positively regarding both reappointments. The composition and size of the supervisory board was again on the agenda and it was decided that six would be the ideal size for the board. In an amendment to the articles on 1 January 2019, it was decided to change the size to a minimum of five and a maximum of seven members.

The meeting of 15 October reviewed the International AIDS Conference 2018 and discussed government policy and future partnerships following the end of the current subsidy period of the Dutch Ministry of Foreign Affairs. The proposed structural change and relocation were also discussed at length. Other subjects were the situation regarding the recruitment and selection of a new director and the resumption of the procedure for filling the vacancies on the supervisory board after the selection of a director had been completed. The intended decision to amend the articles was taken.

On 11 December, the board approved the work plan and the budget for 2019. The many activities on World AIDS Day were also discussed. The board reflected on the appointment of the new director. The board also discussed its composition and the amendment to the articles. Finally, the profiles were determined for the recruitment of the chair and the member, as well as the chair of the audit committee.

Summary of self-evaluation

The supervisory board has committed itself to organising a periodic self-evaluation. This summary of the self-assessment of members of the supervisory board is based on bilateral discussions between the incumbent members of the board and the chair in the presence of an independent observer and a discussion of the findings at a supervisory board meeting in early June. In 2018, as a trial measure, the board was assisted in the external evaluation by the company secretary of a fellow organisation (UNICEF) in order to use sector-specific knowledge and at the same time to guarantee confidentiality. The basis for the discussions was a questionnaire completed in advance.

In general, the members of the board were positive in their evaluation of the functioning of the board. In the discussions and the meeting, the focus was therefore on the areas for improvement.

These are summarised below.

Interaction between the supervisory board and the director

The board is generally positive about the director and the relationship with the director. The meetings are properly prepared and the members of the board feel well-informed, for example via the newsletter.

There is confidence in the organisation.

There is a need for more debate on the real concerns of the director. The director is in close contact with the chair about the issues of concern, but some of them should be discussed in plenary sessions too.

The individual supervisory directors can show commitment or extra commitment to the organisation by making contacts outside the meeting, taking part in activities or offering advice on a specific subject.

Dynamics on the board

In general, the members consider the board to be functioning favourably with there being room for everyone's input. There is little mutual communication outside the meetings. The team spirit can benefit from more informal contacts.

The recent departure of two members and the imminent departure of two more members are cause for concern about the desired composition of the board in view of the different areas of expertise on the board. There are also concerns because not all supervisory directors attend all meetings.

It was decided to hold a separate meeting on the size and composition of the board and the chair of the audit committee was asked to serve for a longer period until mid-2019.

Evaluation of the chair

The members of the board appreciate the way in which the chair conducts the meetings. The chair ensures that the meetings are properly prepared. The chair maintains a good relationship with the director.

The interaction between members of the board should be stimulated a little more in order to deepen the discussions, to strengthen the team spirit and to increase the learning capacity on the board.

Audit committee

The supervisory board audit committee, chaired by the supervisory board's finance portfolio holder, oversees the

foundation's financial affairs and reviews the operation of internal control over the administrative organisation, in particular that of the payment organisation. The regular items on the agenda of the meeting are the management reports and reports in the context of the policy on corruption, fraud and mismanagement. In 2018, the audit committee consisted of Yvonne Wilders (chair) and Frank Miedema (member). In preparation for the succession of the two members of the committee in connection with the end of their second term in office on 1 July 2019, Henry de Vries started to attend the meetings of the audit committee from the second half of 2018. The executive board attended all meetings of the audit committee.

In its meeting of 4 April 2018, the audit committee discussed the 2017 auditor's report, the 2017 annual accounts, the 2017 annual reports and the 2017 accountability report in the presence of the external auditor.

The meeting of 21 November 2018 was devoted to the 2019 budget and the financial management reporting for the third quarter. The external auditor was present at the discussion of the interim audit report for 2018.

Remuneration and nomination committee

The remuneration and nomination committee is responsible for HR matters relating to the executive board and the supervisory board. An important element is the employer's role with regard to the executive board, including the pay and remuneration policy, the annual assessment and the approval of expense claims and the use of credit cards. Since 1 July 2018, the committee has consisted of Yvonne Wilders (chair) and Yolanda Weldring (member). The most important activities of the remuneration and nomination committee in 2018 were the recruitment and selection of a director.

On 6 September 2018, the committee discussed the vacancy with the works council, on the basis of which it was decided to open the vacancy externally. In this context, the recruitment of a chair and a member of the supervisory board was suspended. After the appointment of the director, this process was continued and Henry de Vries was added to the remuneration and nomination committee as a member. In both recruitment processes, the vacancies were published in national newspapers. The committee was supported by Ebbinge recruitment consultants..

Composition of the supervisory board

As a result of her appointment as Mayor of Amsterdam, Femke Halsema left our supervisory board on 1 July 2018.

This date also marked the end of the second term in office of Roek Lips. On 25 April 2018, Wiet de Bruijn and Cees 't Hart stepped down at their own request.

With effect from 1 July 2018, Yvonne Wilders was appointed acting chair of the supervisory board. She fulfilled that role previously when a vacancy for the chair arose in 2015. On 5 March 2019, Eric van der Burg was appointed chair of the supervisory board.

The articles stipulate that the supervisory board must draw up a retirement schedule. Members of the supervisory board are appointed for a successive period of four years, ending on the subsequent 1 July. Thereafter, a member may be reappointed once for a period of four years. If a vacancy arises, the supervisory board requests advice from the works council and the executive board on how to fill it. The board appoints and reappoints after the works council and the executive board have been given the opportunity to issue an opinion on the candidate.

Professional development

Based on our quality policy, we invest in the learning capacity of the organisation. The members of the supervisory board have the option of benefiting from professional development when it comes to supervision. By doing so, the board promotes independent, professional and innovative supervision. Supervision that contains these elements has a stimulating effect and therefore makes a positive contribution to good governance and the sustainable future of the organisation.

The members of the supervisory board have access to the 'Charity Supervision Toolkit', published by the National Register of Supervisory Directors and Regulators (*Nationaal Register Commissarissen en Toezichhouders*). This toolkit is intended for supervisory directors of fundraising institutions and donor-advised funds and consists of checklists and practical examples from the charity sector. The members of the supervisory board can also make use of the workshops on offer for supervisory directors of the National Register of Supervisory Directors and Regulators.

Composition of the supervisory board as of 31 December 2018

Name	Profile of the board seat	Office taken up	Period in office	End of period in office
Drs. Yvonne Wilders RA	Acting chair (as of 01/07/2018) Finance/chair of the audit committee. Chair of the remuneration and nomination committee (as of 01-07-2018).	01-01-2011	2	01-07-2019
Prof. dr. Frank Miedema	Scientific research. Member of the audit committee.	11-04-2011	2	01-07-2019
Yolanda. Weldring	Development cooperation. Member of the remuneration and nomination committee.	15-10-2013	2	01-07-2022
Prof. dr. Henry de Vries	National STI control. Member of the remuneration and nomination committee (as of 01-12-2018).	01-07-2014	2	01-07-2022
Anna Zakowicz	Support from organisations of and those living with HIV.	21-10-2015	1	01-07-2020

Remuneration policy

The members of the supervisory board perform their duties unpaid with the possibility of a reasonable remuneration for costs incurred and work performed. According to the CBF recognition, members are also entitled to claim attendance fees within limits. In the 2018 financial, EUR 217 was claimed in expenses and no attendance fees were paid out.

Primary and ancillary positions in 2018

Yvonne Wilders was a member of the executive board of Cordaan (until 11-12-2018) and is chair of the executive board of Alrijne (as of 01-01-2019). As far as ancillary positions are concerned, she is a supervisory director of housing corporation Eigen Haard.

Frank Miedema is vice-chair of the executive board and dean of the Utrecht University Medical Centre and also holds the following ancillary positions: secretary of Stichting Dondersfonds, board member of Talma Eijckman Stichting, member of the supervisory board of UMC Utrecht Exploitatie BV, board member of Stichting DTL, member of the supervisory board of RegMed XB, member of the supervisory board of USP, board member of EBU, member of the CPCT executive board, member of the executive board of Beeld & Techniek and has a seat on the members' council of SURF.

Henry de Vries is Professor of skin infections at the University of Amsterdam and heads the outpatient clinic for skin infections at the Amsterdam Medical Centre/ Dermatology. He also trains dermatologists at the STI outpatient clinic of the Amsterdam GGD. He holds the following ancillary positions: member of the Comité Vriendenfonds van de AMC Kunstcollectie, representing the Netherlands at the International Union against Sexually Transmitted Infections (IUSTI) Europe, chair of the multidisciplinary national working group 'Leprosy in the Netherlands', incoming chair of the International Society for STD Research (ISSTD), chair of the SKMS multidisciplinary medical specialist committee to develop a national STI guideline for specialist care, member of the Gastmann-Wichers Foundation for leprosy control in the Netherlands, member of the committee for HPV vaccination of the Health Council, board member of the Bethesda Foundation and board member of the Centre for Visual Arts (CBK) South-East Foundation.

Yolanda Weldring is Associate Europe Director at Oxford HR.

Anna Zakowicz is Deputy Bureau Chief and Director of Programmes at AIDS Healthcare Foundation, European Bureau, member of WHO Treatment Reference Group (TRG) in Europe, board member of Together Against HIV (Estonia).

Members who stepped down in 2018

Femke Halsema is now Mayor of Amsterdam. During her tenure as chair of the supervisory board, she was an independent author and documentary maker, and was also chair of the Dutch Disability Care Association (in her capacity as member of the VNO-NCW board), chair of the supervisory board of the Weekblad Pers Groep, chair of the Female Economy / Zina Platform board, member of the Start Foundation Board, member of the Independent supervisory board, member of the Fulbright Center board and member of the IDFA board.

Wiet de Bruijn is managing director of Veen Bosch & Keuning Uitgeversgroep B.V. and has the following ancillary positions: chair of Groep Algemene Uitgevers (GAU), board member of Nederlands Uitgevers Verbond (NUV) and board member of Carnegie Stichting - Vredespaleis.

Cees 't Hart is president and CEO of the Carlsberg Group. He also holds the ancillary position of member of the supervisory board of KLM.

Roek Lips is an independent consultant and holds the following ancillary positions: member of the supervisory board of the Centrum Internationale Kinderontvoering (Centrum IKO), chair of the advisory board of Universiteit van Nederland, member of the advisory board of Theaterloods, co-founder of De Ontwikkelgroep and member of the advisory board of the Vrije Mare.

2.2.2. Executive board

The executive board manages the foundation and is accountable to the supervisory board. Core tasks are: the strategic policy, the overall coordination and the external representation. The executive board is also responsible for the substantive and financial-administrative quality control and the HR policy.

Management team

The management team (MT), consisting of the executive board and the managers, is responsible for managing the organisation, both in terms of content and processes and in terms of finance. The MT meets every two weeks. The decisions are recorded in reports and a list of decisions. By means of the MT flash on the Intranet, the MT informs the organisation of the most important discussions and decisions. As of 1 April 2018, Frank Wijngaard was appointed head of Management and Services. In December 2018, the departure of the Policy and Grants Manager was announced. The vacancy will be filled by mid-2019.

Composition of the executive board

As of 1 December, the executive board is made up of Mark Vermeulen. He is responsible for the strategic policy and external representation.

Our director Louise van Deth announced at the beginning of September 2018 that she wanted to leave the organisation. Following an internal and external recruitment procedure, Mark Vermeulen was appointed director as of 1 December 2018. Louise van Deth stepped down as the executive board on 9 November. For the intervening period, Frank Wijngaard was appointed as acting director.

Evaluation

The remuneration and nomination committee evaluates and assesses the executive board annually. This is effected in accordance with the system adopted by the supervisory board in 2010. The basis for this discussion is a self-evaluation of the course of events and the results of the previous period. In addition, the committee uses a 360° evaluation based on a short questionnaire. Due to the change of directors, no evaluation was carried out in 2018.

Ancillary positions in 2017

Mark Vermeulen's ancillary position is a board member of the Stichting Loterijacties Volksgezondheid.

Louise van Deth's ancillary positions are: chair of the FNV audit committee, chair of Arts & Ex's and Arts & Inspiration, board member of Funders Concerned about AIDS (FCAA) and member of the supervisory board of the Nationaal Muziekinstrumenten Fonds (from 22-02-2018).

During his acting directorship, Mr Wijngaard retained his main position as head of Management and Services/ Controller. He is also treasurer of the Nivon friends of nature house 'Het Zeehuis' in Bergen aan Zee and treasurer of the Stichting Njokuti, in both cases the work is unpaid voluntary work.

Executive board remuneration

On the recommendation of the remuneration committee, the supervisory board has determined the remuneration policy, the level of the executive board remuneration and the level of other remuneration components. The policy is updated periodically. The last evaluation was in May 2016.

In determining the remuneration policy and setting the remuneration, we follow the 'Remuneration scheme for directors of charities for the benefit of the executive and supervisory boards' (see www.goededoelennederland.nl).

The scheme sets a maximum standard for annual income on the basis of weight. The position was weighed by Leeuwendaal using the ODRP job evaluation system.

This resulted in a so-called BSD score of 465 points with a maximum annual income of EUR 129,559 (1 FTE/12 months).

The actual annual income of the executive board relevant for the assessment against the applicable maximum amounted to EUR 8,089 (1 FTE/1 month) for Mark Vermeulen. This remuneration remained below the applicable maximum of EUR 10,796 (pro rata of maximum EUR 129,559 per year). For Mark Vermeulen, the annual income, the taxed reimbursements/additions, the employer's pension contribution, the pension compensation and the other long-term remunerations remained within the maximum amount of EUR 15,583 (pro rata of maximum EUR 187,000 per year), at a sum of EUR 9,733.

For Louise van Deth, the actual annual income of the executive board relevant for the assessment against the applicable maximum amounted to EUR 97,724 (1 FTE/10.3 months). This remuneration remained below the applicable maximum of EUR 111,205 (pro rata of maximum EUR 129,559 per year). For Louise van Deth, the annual income, the taxed reimbursements/additions, the employer's pension contribution, the pension compensation and the other long-term remunerations remained within the maximum amount of EUR 160,508 (pro rata of maximum EUR 187,000 per year), at a sum of EUR 117,492.

For Frank Wijngaard, the actual annual income of the executive board relevant for the assessment of the applicable maximum was EUR 4,962 (1 FTE/3 weeks). This remuneration remained below the applicable maximum of EUR 7,558 (pro rata of maximum EUR 129,559 per year). Frank Wijngaard's annual income, the taxed reimbursements/additions, the employer's pension contribution, the pension compensation and the other long-term remunerations remained within the maximum amount of EUR 10,909 (pro rata of a maximum of EUR 187,000 per year), at a sum of EUR 6,113.

The total annual income of EUR 110,775 remained below the maximum annual income of EUR 129,559 (1 FTE/12 month). The total remuneration of EUR 133,338, i.e. including social security and pension costs, remained below the applicable ceiling of this scheme of a maximum of EUR 187,000 per year. Moreover, the taxed reimbursements/additions, the employer's pension contribution and the other long-term remunerations were in reasonable proportion to the annual income.

The amount and composition of the remuneration are explained in the annual accounts under the heading 'Notes to the statement of income and expenditure'.

2.2.3. Works council

The works council represents the interests of the employees. The works council consists of Marein de Jong (chair), Nienke Westerhof (secretary), Mark Coutinho, Eva Roos, Sjoerd van Elsen, Bert Herberigs, Michaël Kensenhuis and Haitske van Asten. Bert Herberigs was a temporary member as of 1 January 2018 due to maternity replacement. Due to the large number of requests for advice, Bert has remained as an extra works council member. He was next on the list of candidates for the works council elections for the current term.

The works council had a busy and dynamic year. In 2018, a number of drastic changes took place within our organisation.

The works council devoted a great deal of attention to the development of the strategic HR policy, the strategic training plan, good relations with employees in connection with the extension or termination of employment contracts and the process of relocation and structural change. These subjects are still in progress and will continue to require a great deal of attention in 2019.

The works council is proud of the fact that in 2018, it succeeded in putting items on the agenda that are important to us, with a positive result. For example, we took the initiative in renewing the commuting expenses scheme, the daily allowance scheme, business trip safety and a new edition of the GPTW study.

We appreciate the constructive cooperation with the executive board, which ensures that processes such as the relocation run smoothly. We are proud to be able to make a positive contribution to a healthy and pleasant workplace for all our colleagues.

The three-year term of the works council will end in 2019. Elections will take place in May 2019.

3. Finance, risk and implementation



3.1. Effectiveness and efficiency

The foundation implements successive strategic long-term policy plans. These plans state the objectives for which the funds raised are intended, the amount required per objective and in what form the resources will be used.

A work plan with a budget is drawn up each year, in which the intended results per policy area and per project are laid down. The organisation records the cost percentages for the spending on objectives, fundraising and for management and administration. The implementation is mapped out in the quarterly reports, annual reporting and finally published in the official 2018 annual report.

The primary goal of the organisation is to achieve the objectives to best effect and to acquire the necessary means to do so. Needless to say, a reserve must be built up that guarantees the continuity of the organisation, in accordance with the Reserve Guidelines of the Dutch Charities Association (Goede Doelen Nederland). The organisation manages its funds according to a no-risk policy; no investments are being held.

The organisation focuses continuously on an optimal use of resources, so that effective and efficient efforts can be made to achieve the objective. A project management system ensures systematic monitoring and evaluation. A management information system is used with quarterly and annual reports. We have been participating in the IATI (International Aid Transparency Initiative) since 2016. This has made information even more easily accessible, understandable and usable.

The organisation has a risk analysis, which ensures that the resources reserved for the continuity of the organisation (continuity reserve and other reserves) are sufficient. The organisation is permanently alert to risks in order to respond effectively. In addition, risk analyses are being carried out for all subsidy relationships and in 2018 the implementation of an organisation-wide risk management system was launched.

3.2. Finance

For the financial policy, the situation on the balance sheet date (solvency and liquidity), the cash flows and the financing requirement, reference is made to the notes in the annual accounts. This also applies to the analysis of the balance of income and expenditure with an explanation of non-recurring income and expenditure, and the comparison with income and expenditure from previous years. Risk management is also included in the annual accounts, with attention being paid to the hedging of risks associated with proposed transactions, in particular liquidity and cash flow risks. Finally, the annual accounts also set out the policy with regard to the size of reserves and funds, and the substantiation for determining the size of the continuity reserve.

3.2.1. Income

Income amounted to EUR 44 million 2018. This is EUR 7.3 million less than in 2017 and EUR 6.4 million less than budgeted. The decrease is mainly due to lower spending within the PITCH programme and the Robert Carr civil society Networks Fund (RCNF), see below. As a result of the lower expenditure, we were also able to enter a lower amount of corresponding subsidy income.

On the other hand, our income from private donations increased from EUR 9.7 million in 2017 to EUR 10.9 million in 2018, EUR 0.8 million higher than budgeted. Income from inheritances in particular rose sharply, increasing from EUR 0.9 million in 2017 to EUR 2.3 million in 2018. The income from donations and gifts is EUR 0.1 million lower than budgeted. In a long-term perspective, income from inheritances shows a slight upward trend, while income from donations shows a slight downward trend. However, the revenues from inheritances are unpredictable and can therefore vary considerably from one year to the next. For the time being, we consider the peak in 2018 to be a one-off windfall.

Lottery revenues are EUR 0.1 million higher than budgeted, but EUR 1.2 million lower than in 2017, because at that time we received a one-off contribution from the Dutch Postcode Lottery for the project 'HIV Alert Phase in Eastern Europe and Central Asia'.

Income from corporates fell, also in relation to the budget. In 2018, we reviewed the income from the pharmaceutical industry in particular. As a result, one collaborative relationship has been discontinued.

Income from other non-profit organisations fell from EUR 1.6 million in 2017 to EUR 0.9 million. We did not receive any new donations from the Bill and Melinda Gates Foundation, and the income from the Amsterdam Dinner Foundation fell from EUR 0.8 million in 2017 to EUR 0.5 million in 2018. However, we did receive a new pledge from the Elton John AIDS Foundation of EUR 0.9 million (£750,000) for 2018-2020, of which EUR 0.1 million could already be entered in 2018. From Health Holland, we received EUR 0.1 million for our Zoom project; from various other organisations we received a total of EUR 0.3 million in contributions.

3.2.2. Expenditure on objectives

In 2018, we spent EUR 41 million on our objectives. This is EUR 7.5 million less than in 2017 and EUR 8.2 million less than budgeted. This lower expenditure is largely due to two programmes: PITCH and RCNF. In both cases, the lower expenditure is not a reduction in total long-term spending, but a shift between years.

The delay in 2016 in starting up the new strategic partnerships with the Dutch Ministry of Foreign Affairs was partly overcome in 2017 and 2018, but has also led to an adjusted planning for the entire five-year period. Within the PITCH programme, an adjusted budget for 2018-2020 was formally adopted in 2018, together with a correspondingly adjusted liquidity plan. Approximately EUR 3.8 million (out of a total long-term budget of EUR 41 million), originally planned for 2016-2018, has therefore been postponed to 2019-2020. This relates mainly to transfers to partners that were already entered in 2017, but had not yet been fully spent by them. As a result, however, payments in 2018 were eventually EUR 2.9 million less than originally budgeted, although actual partner expenditure in 2018 was clearly higher than in the first two years of this programme.

Expenditure on the RCNF programme was EUR 5 million lower than budgeted. The year 2018 was the final year of the current 2016-2018 financing phase. As most of the subsidy revenue was already received in 2016 and 2017, the greater part of the three-year budget could already be committed definitively in those first two years. As a result of that good news, however, the new commitments in this final year were lower. In 2018, the existing RCNF donors announced their new commitments for 2019-2021. The three-year budget has increased by approximately 30% compared with the previous period, to EUR 34 million

(USD 38.5 million). This means that spending within the RCNF programme will now grow rapidly again, from EUR 3.6 million in 2018 to EUR 10.5 million budgeted for 2019.

Expenditure on objective 1 'Radically reducing HIV and STIs in the Netherlands' was EUR 0.7 million higher than budgeted. This is partly explained by one-off expenditure in relation to the International AIDS Conference held in Amsterdam in July. Part of the funding for scientific research, which was budgeted for objective 4 'Cure for HIV', was eventually allocated to this objective. In addition, we were able to enter more Voortman subsidy income within our Youth programme, which enabled us to put extra effort into the prevention of teenage pregnancies.

Objectives 2 'Fewer than 200,000 HIV infections worldwide' and 3 'All HIV patients worldwide receiving treatment' are often considered in conjunction within our international programmes. Expenditure here was significantly lower than the budget: EUR 17.1 million budgeted and EUR 12.5 million spent (objective 2) and EUR 17.0 million budgeted and EUR 14.1 million spent (objective 3). The main reasons for this are the shifts between the years within the PITCH and RCNF programmes, as explained above. In addition, the 'HIV and development cooperation' programme launched a number of new projects in 2018. However, only a small amount of money was spent on these projects. The budgets available for this purpose will be added to the special purpose reserves and will be spent as yet on these projects from 2019.

The budget for objective 4 'Cure for HIV' was EUR 2.1 million, while expenditure amounted to EUR 1.5 million. Part of the research funding was eventually entered under objective 1 'Drastic reduction of HIV and STIs in the Netherlands'. We are jointly responsible for the start of two major new research programmes, together with ZonMw and Health Holland, and will also co-finance them. These programmes will be launched in 2019. A total of up to EUR 3 million will be made available for research into a cure for HIV. A major part of the available research funds will not be administered via our records, but will be made available in part through the use of our co-funding.

The budget for objective 5 'Awareness, support and full funding for the fight against AIDS and STI' was EUR 7.5 million and expenditure amounted to EUR 6.8 million. The most important underspending relates to the PITCH and RCNF programmes,

which focus on issues including this objective. On the other hand, the International AIDS Conference in Amsterdam in 2018 was an excellent opportunity to generate a great deal of attention and to bring about a widely supported sense of urgency. Given the intense media attention during the week of the conference, we were very successful. It will soon become clear whether this also leads to sufficient funding, for example during the current replenishment of the Global Fund to Fight AIDS, Tuberculosis and Malaria, or as part of the new subsidy possibilities of the Dutch Ministry of Foreign Affairs, about which more will be known in the course of 2019.

In 2017, we were still working on the basis of our old objectives, which means that the comparison with the previous year cannot be made per objective.

3.2.3. Other expenditure

In 2018, we took great care with our spending on fundraising. This resulted in a saving of EUR 0.5 million: we spent EUR 2.6 million compared with the budget of EUR 3.1 million. If we had insufficient confidence in the results of certain campaigns, we decided to do things differently or not to do them at all. Nevertheless, the income from private donors exceeded our expectations. For the long term, however, we assume that these revenues will continue to be under pressure, and that fundraising methods that provided sufficient income in the past will probably not do so in the future.

Management and administration expenses fell slightly compared with 2017, and remained at EUR 1.4 million (rounded off). In view of the growth in the number of programmes and increasing requirements in the field of compliance, project management and financial control, the organisation has been reinforced in these areas. The percentage of management and administration costs rose from 2.7% to 3.1% compared with 2017, as total expenses fell while spending on management and administration remained virtually unchanged. The percentage is at the lower end of the desired bandwidth of 3 to 6%.

3.2.4. Result and reserves

The result was EUR 1.1 million negative, while a negative result of EUR 3.3 million was budgeted. The difference has two main causes. Revenue from private fundraising was EUR 0.8 million higher than budgeted, while expenditure on fundraising was EUR 0.5 million lower than budgeted; a net positive

effect of EUR 1.3 million. And in the RCNF programme, EUR 1.0 million in donor income was still unspent at the end of the three-year period 2016-2018. This amount will be placed in a earmarked fund. It was agreed with RCNF donors that it would be added to the available budget for the new 2019-2021 funding round.

Each year, we create special purpose reserves and earmarked funds for income that has been specifically labelled and has not yet been spent or has been only partly spent. The use of these funds in subsequent years will lead to a negative result, which will then be covered by these reserves and funds. That was also the case in 2018. After all agreed additions and withdrawals, a balance of EUR 1.2 million will result that will be added to the other reserve. A spending plan will be drawn up for this purpose in 2019.

3.2.5. Key figures

We spent 91.1% of the total costs directly on the objective. The spending percentage compared with total income was 93.3%.

The key figure of cost percentage for own fundraising has ceased to apply since 2017 due to the new income classification and the new structure for fundraising costs. Instead, the key figure for fundraising costs is indicated as a percentage of the total income generated. In 2018 it was 5.9% and in 2017: 4.9%.

At 3.1%, the cost percentage for management and administration is 0.4 percentage points higher than in 2017. The organisation uses 3% to 6% of the total costs for management and administration as the standard. Compared with similar organisations, that percentage is relatively low.

3.2.6. The future

The budget for 2019 is included in Annex 3 of the 2018 annual accounts. The total income for 2019 is estimated at EUR 52.3 million, an increase of EUR 8.3 million compared with 2018. Expenditure on objectives will increase to EUR 49.2 million compared with EUR 41.0 million effectively spent in 2018. The growth is largely due to the developments in the PITCH and RCNF programmes, as explained above. Objectives 2 'Fewer than 200,000 new HIV infections worldwide' and 3 'All HIV patients worldwide receiving treatment' in particular will therefore show a significant increase in spending compared with 2018.

Following the better than expected income from inheritances in 2018, the estimates for 2019 are again cautious, which means that the budget is lower than it was in 2018. Our awareness-raising activities are mainly aimed at getting HIV/AIDS higher on the agenda and making people aware of the urgency of the situation. As long as the general public experiences AIDS as just another chronic disease that exists only in far-away places, fundraising will remain difficult. The International AIDS Conference in Amsterdam in 2018 was a good, but also a one-off opportunity to generate a great deal of attention and to bring about a widely supported sense of urgency.

Our strategic partnerships with the Dutch Ministry of Foreign Affairs (PITCH and Bridging the Gaps) form a substantial part of our spending. In 2019, these programmes will enter their final phase and the results will become evident. We are now fully committed to an effective strategy for fundraising for our organisation after 2020. Much depends on the new government policy in the field of international cooperation that was published in 2018 and that will lead in 2019 to clarity regarding new subsidy possibilities for the years following 2020.

We will continue as fund manager for RCNF, the Robert Carr civil society Networks Fund, and will start the third three-year funding round in 2019. In 2018, an external evaluation showed that existing donors have confidence in the programme and in our fund management, and are willing to invest more than in the previous phases. During the International AIDS Conference in Amsterdam in 2018, they announced their new contributions. In addition, discussions are ongoing with various other donors on accession.

The budgeted costs for management and administration are lower than the result in 2018. We wish to review our entire cost allocation system in 2019. This may lead to a change in the way HR and organisational costs are allocated to the various programmes and to management and administration.

The organisation will change in 2019. We will be relocating and changing the structure. At the end of June 2019, we will be relocating to two floors in the Quarter Avenue building in Amsterdam-Sloterdijk. The current leases have been terminated, and the property that is owned will be sold. The proceeds from the sale are partly intended to cover the one-off costs of the relocation. Most of it will be available for our objectives. We are also changing the organisational structure: the current Programmes and Policy &

Grants departments will be transformed into National and International departments. Existing teams and functions will be incorporated in the new structure; the change will not result in their disappearance.

3.3. Risk management

No organisation works without risks. However, we do aim to minimise the risk of not achieving our objectives. In 2018, steps were taken to define our risk appetite more effectively, so that employees have clearer guidance on how to manage risks. We have embarked on a structural approach to identify our risks, and to take preventive and corrective action, both at an organisational level and within our programmes. In doing so, we wish to take strategic risks and reduce unnecessary risks.

3.3.1. Our income

We are constantly running the risk of receiving less income than anticipated, or receiving it later. This is closely monitored. Consequently, we do not transfer money to our partners until it has been received by us. We are also constantly exploring new options for structuring and financing our organisation and our projects in a different manner.

3.3.2. Our staff

In addition to our financial resources, our employees are the capital of the organisation. We aim for a good match between tasks and talents, so that our employees come into their own in the best possible way. We focus a great deal on internal communication and we also inform our staff properly. We discuss vacancies at MT level and look for the best solution, internal or external. We invest in training and development, setting priorities that are in the interests of the organisation and individual employees. We pay a great deal of attention to being and remaining healthy at work. In 2018, we switched to a new occupational health and safety service. We also tightened our travel safety policy in 2018, and will have it fully evaluated again by an external party in early 2019.

3.3.3. Our strategy

By means of our strategic plan for 2018-2021 'No time to lose: focus, accelerate and boost our efforts', we have established how we wish to achieve our

objectives. Our annual plan for 2019 has been drawn up fully in line with this strategy. We are constantly assessing whether new developments have arisen that require a rethink of our strategy. In addition, we use scientific and evaluation research to assess whether our strategy is being implemented correctly and is having the desired effect.

3.3.4. Soa Aids Nederland

The National Institute for Public Health and the Environment (RIVM), from which we receive our institutional subsidy, is carrying out a state aid investigation, in which all the activities it subsidises are being examined. The result will be known in the course of 2019. There is a risk that some of the activities of Soa Aids Nederland will be financed differently or will no longer be financed under the current agreements. We are in close consultation with the RIVM and the Dutch Ministry of Health, Welfare and Sport regarding possible risk areas.

Parties involved in external consultations have their expressed appreciation for us as the knowledge and expertise centre with regard to STIs and HIV, for our innovative communication and intervention strategies, our large network and access to both professionals and communities, and our lobbying capacity. At the same time, stakeholders requested greater coherence in our approach both in the field and for impact. We have responded to this request by focusing more on two key themes in HIV and STI prevention: e-Health and people with fewer health skills.

We also focused our work on our new strategic objectives, which largely coincide with the National STI, HIV and sexual health Action Plan. The entire field has contributed to this action plan, which reinforces the realisation of these/our objectives. An annual agenda has been drawn up with the Municipal Health Centres, including regional visits with customised workshops and theme meetings. By means of the 'No new HIV infections in the Netherlands' strategic objective, we want to be the first country in the world to prevent new HIV infections.

3.3.5. Our partners

We carefully select the organisations we subsidise. We opt to support groups or networks of groups vulnerable to HIV and STIs. This is most effective in combating HIV and STIs and in guaranteeing sexual and reproductive rights. In many countries, these groups are often discriminated against and margina-

lised, which hampers their organisational development. These organisations are not always mature or strong, which makes working with them risky.

With our many years of experience in the field of grants and programme support, we have acquired a great deal of in-house knowledge and experience to identify and tackle mismanagement and fraud as soon as possible. In close cooperation with the partner in question, we make timely adjustments where necessary and, in the case of serious fraud indications, engage an independent auditor, so that we can determine whether fraud or mismanagement is involved.

Sometimes the financial administration appears to be correct, but the organisation's financial management is very weak and the financial system used is not sufficiently suitable. We help these organisations to improve their financial administration.

In some cases, where fraud or mismanagement is involved within the organisation we subsidise, we can reclaim the money and, if relevant, file a report.

3.3.6. Integrity issues

The organisation has an Integrity Breach Policy that applies to our external relations. We also have codes of conduct on human trafficking and the exploitation of children. Employees follow training courses to make effective use of these tools. In 2018, for example, a large group of colleagues were trained in the field of moral judgement.

In recent years, we have not detected any cases or received any reports of exploitation or sexual misconduct. However, there have been a few incidents of a financial nature. Two older cases were closed in 2018. The first concerned a case of fraud discovered at a local partner. The partner has filed a complaint against the employee and part of the money has been recovered. Our donor has reduced the contribution. The repayment to us is on schedule and is closely monitored. In a second case no fraud was discovered, but there was an unsolvable conflict between the board and the employees of a partner. The agreement with this partner and this alliance has been reshaped on this basis. No money has been lost in this case.

There were two new cases in 2018. In the first case, our partner discovered the fraud and dealt with it correctly. No funds have been lost. The second case was reported by a whistleblower. On the basis of the

project agreement, we gave the local partner notice of default and set a number of strict conditions in order to be able to settle the case. We also advised that a civil-law case should be brought against the employees involved or, if necessary, that a report should be made to the police. The case will be closed in 2019.

3.3.7. Our target groups

We often work with groups that are vulnerable and at risk, such as gay men in countries where homosexuality is a crime, or workers in the sex industry, which is a criminal offence in many countries. This means that we have to protect the identity of our target groups and partners. At the same time, we wish to be transparent, which is a difficult balance. Since 2016, we publish all our activities on the Internet in accordance with the IATI standard. In order to protect vulnerable people, we work with guidelines that determine what information may and may not be made public.

3.3.8. Our organisation

We are ISO 9001 Partos certified and work according to internally agreed ISO procedures to ensure the quality of our work and to mitigate risks.

3.3.9. Legislation

The most important change in legislation was the introduction of the General Data Protection Regulation, which came into force on 25 May 2018. The organisation complies with the General Data Protection Regulation and has processing registers for each organisational unit in which personal data are processed. In view of the nature of our activities, sensitive personal data are occasionally involved. Analyses have been carried out and action plans drawn up by an external party for those parts with the greatest risks. This work will be continued in 2019. The organisation has processing agreements, a cookie policy and privacy statements that comply with the GDPR. In 2018, one report was made to the Dutch Data Protection Authority about a data breach. The data leak has not led to any consequences for individuals.

4. Information relating to the articles and other aspects



Legal form

The Stichting Aidsfonds - Soa Aids Nederland has its registered office in the Municipality of Amsterdam. The foundation works on the basis of a shared vision, mission and strategy and communicates this via the Aidsfonds and Soa Aids Nederland brands.

Objectives according to the articles

The objectives of the foundation are set out in the articles:

- To promote and increase the extent and quality of the Dutch contribution to 1. the national and international fight against HIV/AIDS and other STIs, and 2. the support and care for people who are living with HIV/AIDS or another STI;
- To continue and develop further the objectives of the foundations from which the foundation originated: Stichting Aids Fonds – Soa Aids Nederland, Stichting STOP AIDS NOW! and Stichting Aids Fonds – STOP AIDS NOW! – Soa Aids Nederland (formerly Stichting Werkmaatschappij Soa Aids);

And furthermore everything that maybe directly or indirectly associated with or conducive to the foregoing. The foundation attempts to achieve its objectives by, for instance:

- advocacy: continuing to develop and stimulate the implementation of national and international AIDS and STI policies;
- fundraising: developing and implementing fundraising activities to finance specific activities in the field of the national and international fight against HIV/AIDS and other STIs;
- use of funds: providing financial support for the activities of organisations in the field of HIV/AIDS and/or STI-related care, prevention and research;
- information: promoting the involvement of Dutch society with people living with HIV/AIDS and other sexually transmitted diseases and the relevant policies by means of, for instance, training, advice and the organisation of meetings;
- implementation: development and implementation of programmes aimed at the public, or specific groups within the public, professionals and public authorities.

Chamber of Commerce registration

The Stichting Aidsfonds - Soa Aids Nederland is registered at the Chamber of Commerce and Industry for Amsterdam under number 41207989.

Inheritance Tax Act 1956 designation

The Inspector of the Tax and Customs Administration has designated Stichting Aidsfonds - Soa Aids Nederland as a public benefit organisation (ANBI), as referred to in Article 24(4) of the Dutch Inheritance Tax Act 1956 (RSIN 008649273).

Contact

Stichting Aidsfonds – Soa Aids Nederland
Keizersgracht 392
1016 GB Amsterdam
The Netherlands
+31 (0)20-6262669

After 27 September 2019
Condensatorweg 54
1014 AX Amsterdam
The Netherlands

B. ANNUAL ACCOUNTS

Adopted in the Supervisory Board on 24 April 2019

Stichting Aidsfonds - Soa Aids Nederland

With registered office in Amsterdam

These annual accounts are a translation from the Dutch version.
In case of any interpretation discrepancies, the official Dutch version prevails.

Balance sheet as at 31 December 2018 (after profit or loss appropriation)

(in euros x 1,000)

	Notes	31 December 2018	31 December 2018
Assets			
Fixed assets			
Tangible fixed assets	1	1,187	1,305
Intangible fixed assets	2	347	196
		1,534	1,501
Current assets			
Receivables	3	7,603	5,836
Cash and cash equivalents	4	33,794	32,492
		41,396	38,328
Total assets		42,930	39,829
Liabilities			
Reserves and funds			
<i>Reserves</i>			
Continuity reserve	5	2,893	2,805
Special-purpose reserves	6	5,217	7,322
Other reserve	7	2,007	845
		10,117	10,972
<i>Funds</i>			
Earmarked funds	8	1,606	1,818
		11,722	12,790
Provisions	9	0	112
Payables			
Non-current liabilities	10	680	2,172
Current liabilities	11	30,528	24,755
		31,208	26,927
Total liabilities		42,930	39,829

Statement of income and expenditure for 2018

(in euros x 1,000)

		2018 actual	2018 budget	2017 actual
Income:				
Income from private donors	12	10,931	10,095	9,674
Income from business donors	13	9	210	19
Income from lottery organisations	14	3,486	3,400	4,689
Government funding	15	28,410	35,223	35,116
Income from other non-profit organisations	16	949	1,193	1,633
Total fundraising income		43,785	50,121	51,131
Income from the sale or delivery of products and/or services	17	166	242	152
Total income		43,950	50,363	51,283
Expenditure:				
Spent on objectives				
Radical reduction in HIV incidence and STIs in NL	18	6,203	5,466	
Fewer than 200,000 HIV infections globally	19	12,484	17,128	
Treatment for all people with HIV worldwide	20	14,075	17,049	
A cure for HIV	21	1,451	2,078	
Awareness of and support and funding for fight against AIDS and STIs	22	6,810	7,509	
<i><u>Objectives until 2017, cancelled from 2018</u></i>				
More tests				5,861
Removing barriers				15,916
Strengthening civil-society organisations				20,636
More scientific research				1,781
Raising awareness				4,295
		41,022	49,230	48,489
Cost of fundraising	23	2,603	3,141	2,535
Management and administration	24	1,406	1,282	1,431
Total expenditure		45,031	53,654	52,454
Net income/(expenditure) before net finance income/(expense)		-1,080	-3,291	-1,171
Net finance income/(expense)	25	13	0	583
Total net income/(expenditure)		-1,068	-3,291	-588
Profit or loss appropriation				
Addition to/withdrawal from:				
- continuity reserve		88	0	46
- special-purpose reserves		-2,105	-3,078	165
- other reserve		1,161	0	-351
- earmarked funds		-212	-213	-448
		-1,068	-3,291	-588

Cash flow statement for 2018

(in euros x 1,000)

		2018	2017
Cash flow from operating activities			
Total net		-1,068	-588
Adjustments for:			
- Depreciation	1	246	230
- Movements in provisions	9	-112	0
- Movements in long-term project obligations	10	-1,492	821
Changes in working capital:			
- Movements in receivables, prepayments and accrued income	3	-1,767	310
- Movements in in other payables, accruals and deferred income	11	5,773	10
Total		1,581	784
Cash from investing activities			
Adjustments for:			
Movements in tangible assets		-24	-24
Movements in intangible assets	1	-255	-38
Total		-279	-62
Cash from financing activities			
		0	0
Movements in cash and cash equivalents		1,302	722
Cash and cash equivalents at 1 January	4	32,492	31,770
Cash and cash equivalents at 31 December	4	33,794	32,492
		1,302	722

The cash flow statement has been prepared using the indirect method.

Investing activities concern tangible and intangible fixed assets. The numbering refers to the notes to the balance sheet as at 31 December 2018.

Notes to the accounting policies

Registered address

Stichting Aidsfonds - Soa Aids Nederland's registered address is at Keizersgracht 392, Amsterdam, The Netherlands. The foundation is recorded in the trade register of the Chamber of Commerce under number 41207989.

Activities

A new strategy is in place for the period from 2018 until 2021: No time to lose - focus, accelerate, and boost our efforts. Since 2018 we have been working to achieve the following strategic objectives:

1. Radical reduction in top six STIs and zero new HIV infections in the Netherlands.
2. Fewer than 200,000 HIV infections globally.
3. Treatment for all people with HIV worldwide.
4. A cure for HIV.
5. Awareness of and support and funding for fight against AIDS and STIs.

The money spent on achieving our objectives has been allocated to these five strategic objectives.

Until 2017 Aidsfonds - Soa Aids Nederland built its activities around the following five objectives so as to create a world without HIV/AIDS and other STIs:

1. Increase in the number of people being tested for HIV and other STIs.
2. Removal of the barriers for the most vulnerable groups.
3. Strengthening of the position and influence of civil-society organisations.
4. More scientific knowledge.
5. Information campaigns and awareness-raising.

The comparative figures for 2017 show how funds were allocated to these five objectives.

General

The annual accounts have been prepared in accordance with the provisions of Book 2, Chapter 9 of the Dutch Civil Code and the mandatory stipulations of the Reporting Guidelines issued by the Dutch Accounting Standards Board, including Reporting Guideline 650 for fundraising institutions.

The annual accounts have been prepared under the historical cost convention (cost of acquisition or construction). The balance sheet has been prepared after profit or loss appropriation. The balance sheet, income statement, and cash flow statement include references. The references refer to the notes.

Comparison to previous year

The same accounting policies were applied as in the previous year. The annual accounts have been prepared in accordance with the reporting guidelines as amended in 2017. This was also the case in 2017. The comparative figures are therefore presented consistently.

Use of estimates

The preparation of the annual accounts requires the board of the foundation to make judgements, assumptions and estimates that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expense. Actual results may differ from these estimates. Assumptions and estimates are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in future periods if affected by the revision.

Currency

The annual accounts have been prepared in euros. The euro is the foundation's functional and presentation currency. Transactions in foreign currencies during the reporting period are included in the annual accounts at the exchange rate on the transaction date.

Monetary assets and liabilities denominated in foreign currencies are converted into the functional currency at the exchange rate on the balance sheet date. Translation differences resulting from the settlement and conversion are recognised in the statement of income and expense. There are no non-monetary assets denominated in foreign currencies.

Translation differences arising from the settlement or conversion of monetary items are recognised as income or expense in the period in which they arise.

Accounting principles for assets and liabilities

Unless otherwise stated, assets and liabilities are stated at cost of acquisition. Business premises and other tangible fixed assets are stated at cost less depreciation on a straight-line basis over their estimated useful lives.

Impairment of fixed assets

Annually on the balance sheet date, the foundation performs impairment tests to see whether any fixed assets are subject to impairment. If an indication of impairment exists, the asset's recoverable value will be determined.

If it is not possible to measure the recoverable value of the individual asset, then the recoverable value will be determined of the cash flow-generating unit to which the asset belongs.

An impairment loss is the amount by which the carrying amount of an asset exceeds its recoverable amount; the recoverable amount is defined as the higher of net realisable value and value in use. An impairment loss is recognised directly in the statement of income and expenditure, with the book value of the asset being reduced at the same time. The foundation has determined that in view of the fact that the most significant assets are buildings that are written down annually, and in consideration of the value trends on the property market in Amsterdam, there is no reason for impairment.

Financial instruments

Aidsfonds - Soa Aids Nederland does not use any complex financial instruments. Financial instruments exclusively comprise receivables, cash and cash equivalents, accounts payable, and other payables. Financial instruments are recognised initially at fair value and subsequently measured in the manner described below. Their fair value approximates their book value.

Interest and cash flow risks are extremely limited. The foundation has no interest-bearing non-current liabilities. Credit risk is also extremely limited. All cash and cash equivalents are held with systemic banks in the Netherlands.

Receivables are recognised initially at fair value and subsequently measured at amortised cost. If payment of a receivable is deferred on the basis of an agreed extended payment period, its fair value is determined on the basis of the cash value of expected collections, with interest income being recognised on the basis of the effective interest method.

Provisions for bad debts are deducted from the book value of the receivable.

Cash and cash equivalents comprise cash on hand and bank balances with a term of less than 12 months. Cash and cash equivalents are stated at nominal value.

Payables

Non-current liabilities are stated at fair value on initial recognition. Transaction costs that are directly attributable to the acquisition of non-current liabilities are accounted for on first recognition. If necessary, non-current liabilities are subsequently measured at amortised cost, this being the amount received, allowing for any premium or discount and net of transaction costs. The difference between the book value and ultimate redemption value is recognised as an interest expense on the basis of the effective interest method over the estimated term of the non-current liabilities.

Current liabilities are stated at fair value on initial recognition.

Valuation of inheritances

Income from inheritances is recognised in the financial year in which the amount of the income can be measured reliably. Valuation of inheritances is subject to estimates, particularly when the foundation receives inheritance whose value fluctuates, such as investments and immoveable property. Receivables of inheritances are therefore based on estimates. A detailed analysis of expected income is made for each inheritance. The estimates are made conservatively. Analyses are revised periodically. The valuations are updated until the financial statements are prepared.

Reserves and Earmarked funds

The spending restrictions on special-purpose reserves have been imposed by the board. They are not obligations. The board may lift those restrictions.

Earmarked funds are funds acquired for a specific purpose designated by third parties.

Continuity reserve and equalisation reserve policy

Effective and efficient use of resources is central to our financial policy. Additionally, it is necessary to retain assets to ensure the continuity of the organisation.

For the activities performed under the Soa Aids Nederland label, we keep an equalisation reserve of a maximum of 10% of the annual costs allocated to this label. That is the maximum permitted by the funding institution, the Dutch National Institute for Public Health and the Environment (RIVM). This percentage is sufficient to cover potential financial risks. The probability of Soa Aids Nederland suddenly losing a substantial portion of its income is small. Any changes in the amount of funding will be gradual and implemented in consultation with the funding institution. At the end of 2018, the equalisation reserve stood at EUR 198,704.

Under the current policy, the Aidsfonds label keeps a continuity reserve of EUR 2 million plus 10% of the annual organisational costs. This puts the required reserve at EUR 2.9 million. The addition of EUR 88,000 at the end of 2018 brought the continuity reserve to that level. In 2019 Aidsfonds - Soa Aids Nederland will review its policy regarding the continuity reserve.

Aidsfonds generates its income from multiple sources, a substantial part of which is acquired through different types of fundraising. In addition, the labels receive money from the Dutch government and foreign government departments and from private-sector funds, including lotteries.

This spread of income sources effectively mitigates the risk of all income disappearing at the same time.

Staff and organisational costs are EUR 8.9 million annually. That is approximately 23% of the income generated by the Aidsfonds label. The remainder comprises obligations to grant recipients and our partners. Virtually all our obligations towards grant recipients and partners are subject to the condition that we actually receive the money in question from our funders and donors. The risk of our being unable to meet our funding and project obligations as a result of a sudden fall in income is therefore minimal. With a continuity reserve of EUR 2.9 million, we have sufficient funds available to guarantee the continuity of the organisation should any of our major sources of income disappear.

The continuity reserve remained below the maximum specified in the Good Causes Reserves standard adopted by Charity Netherlands, as set out in the Regulations of the Netherlands Fundraising Regulator (CBF). According to this standard, the maximum permitted continuity reserve is one-and-a-half times the annual costs incurred by operating organisation. Based on those costs, the maximum was EUR 21.6 million in 2018.

Provisions

Provisions are recognised for legally enforceable or present obligations existing at the balance sheet date when it is probable that a settlement will be required and the value of such payment can be reliably estimated. The provisions are measured at the best estimate of the amounts required to settle the obligations at the balance sheet date.

Provisions are stated at the nominal value of the expenditures expected to be required to settle the liabilities or losses, unless otherwise stated.

Basis for determining profit or loss

General

Profit or loss is calculated as revenue from products and services delivered less costs and other expenses for the year.

Revenue from transactions is recognised in the year in which it is earned.

The foundation does not generate any multi-year structural income of its own. Government funding is consistently allocated over a period of multiple years and in that sense can be considered to be structural. The fixed contributions of lottery organisations are also allocated over multiple years; the foundation also receives non-structural additional contributions. Income from private donors is partially structural, based on long-term direct debit commitments. Other income from private donors, including income from inheritances, and from business donors and non-profit organisations is largely non-structural in nature.

Revenue from sales

Revenue from the sale of products or delivery of services is shown within income, at gross profit. Gross profit is calculated as net turnover less the cost price of products sold. Net turnover is defined as revenue less discounts and taxes levied on sales. Cost price is defined as the acquisition cost of goods plus direct acquisition costs (paid to third parties) relating to the purchase and sale. The internal costs incurred by the foundation in this regard are accounted for as costs of fundraising.

Grants received

Grants received are recognised as income in the statement of income and expenditure in the year in which the funded expenses were incurred.

Grants awarded

Aidsfonds - Soa Aids Nederland provides grants funded from the money received from donors (income from fundraising) and lotteries. Awarded grants are recognised as expenses in the statement of income and expenditure at the time when the grant obligation is entered into, subject to the condition that the foundation has actually received the applicable funds from its donors, lotteries, and other financiers. This means in practice that funding obligations are only entered into once there is sufficient assurance that the money needed for the funding will indeed be received from the donors and lotteries.

As fund manager for the Robert Carr Civil Society Network Fund (RCNF), Aidsfonds provides grants (subsidies) to international networks. On the basis of the financial commitments of the RCNF's funders (donors), the foundation enters into preliminary grant obligations with grantees (subsidy recipients), subject to the explicit condition that the foundation actually receives the necessary money from those funders. The grant obligations undertaken towards grantees are therefore only recognised as expenses at the time when the funds are received from the RCNF's funders.

Financial transfers from government-funded international programmes

Aids Fonds - Soa Aids Nederland operates a number of multi-year international programmes that are fully or partially funded by government bodies, including strategic partnerships with the Dutch Ministry of Foreign Affairs. To this end, multi-year substantive and financial commitments have been entered into between Aidsfonds - Soa Aids Nederland and those government bodies.

To implement these programmes, the foundation has entered into multi-year contracts with partners that include commitments on financial transfers to be made by Aidsfonds - Soa Aids Nederland to its partners. Financial transfers are recognised as expenses in the statement of income and expenditure at the time when the funds are actually transferred by way of advance by Aidsfonds to its partner organisations, and the applicable government body has advanced the funding to Aidsfonds - Soa Aids Nederland.

Cost allocation

Costs are allocated to the objectives, fundraising income, and management and administration on the basis of the following criteria:

- directly allocable costs are allocated directly;
- organisational operating costs are allocated by means of time accounting system linked to an integral hourly rate.

Organisational operating costs

Organisational operating costs comprise staff costs, housing costs, and office and general expenses, including depreciation. Internal operating costs are allocated to the different programmes and projects on the basis of the actual hours charged to those programmes and projects.

Staff remuneration

Staff remuneration (wages, social insurance contributions, etc.) is not a separate line in the statement of income and expenditure. These costs are shown within other line items in the statement of income and expenditure. For a further clarification, see the notes to the cost allocation in the annual accounts. Wages, salaries and social insurance contributions are recognised in the income statement in accordance with the employment terms, insofar as they are due to employees and the tax authorities.

The Aidsfonds - Soa Aids Nederland's pension scheme is administered by the pension fund for the care and welfare sector (Pensioenfonds Zorg en Welzijn). Pension contributions are recognised as staff costs as soon as they are incurred. Contributions paid in advance are accounted for as prepayments and accrued income if they lead to a refund or reduction in future payments. Contributions not yet paid are presented on the balance sheet as a liability. There are no liabilities other than pension contributions.

Management and administration costs

Management and administration costs comprise the costs incurred by the organisation for (internal) controls and administrative measures other than allocated to the objectives or fundraising. Charity Netherlands has published recommendations on how to calculate these costs. Aidsfonds - Soa Aids Nederland has adopted these recommendations. Management and administration costs consist of:

- management: administration costs for board members and managers, if not incurred directly as part of the objectives, in accordance with the timekeeping;
- operations: administration costs for the Services team (facilities, event organisation), if not incurred directly as part of the objectives, in accordance with the timekeeping;
- finance/controlling, in accordance with the timekeeping.

The organisation strives to keep management and administration costs within the range of 3% to 6% of the total expenditure.

The administration costs of the Personnel, IT, Documentation, and Quality & Learning departments are allocated to the objectives, fundraising income and management and administration in proportion to the staffing of each unit.

Operating and other leases

Rental contracts and/or leases may be in place in which a significant part of the risks and rewards of ownership are not borne by the organisation. Those contracts are accounted for as rent or operating leases. Payments made under these leases are charged to the income statement on a straight-line basis over the term of the lease, taking into account the reimbursements received from the lessors.

Finance income and expense**Interest income and expense**

Interest income and expenses are accrued on a time proportionate basis, taking into account the effective interest rate of the respective assets and liabilities.

Exchange differences

Exchange differences arising from the settlement or conversion of monetary items are recognised as income or expense in the period in which they arise.

Costs of fundraising and awareness-raising

For Aidsfonds - Soa Aids Nederland, public knowledge about AIDS issues and encouraging social involvement are important elements of achieving its objectives. Our fundraising activities therefore include information campaigns and awareness-raising.

As part of our new strategy for 2018-2021 and the 2018 budget, awareness-raising is now a component of our new strategic objective of Awareness-raising, Public Support and Full Funding for the Fight against AIDS and STIs. We have also changed our approach of fundraising. The board has therefore revisited the allocation percentage in the course of drafting the new strategy and budget for 2018. In the budget and annual accounts 2018 31% of the costs of private fundraising has been allocated as expenses incurred to achieve our objectives.

Notes to the cash flow statement

The cash flow statement has been prepared using the indirect method. Cash and cash equivalents as shown in the cash flow statement consist of liquid assets. Cash flows in foreign currencies are converted at an calculated average rate. Interest income and expense are included in the cash flow from operating activities.

Notes to the balance sheet at 31 December 2018

(in euros x 1,000)

1 Tangible fixed assets

Movements in property, plant and equipment were:

	cost 1 January	acc depreciation 1 January	book value 1 January	cost disposal.	cost investment	depreciation disposal.	depreciation investment	cost 31 December	acc depreciation 31 December	book value 31 December
Plant/property	1.395	-391	1,004	0	0	0	-28	1,395	-418	976
Furnishings	1.467	-1,293	174	0	0	0	-39	1,467	-1,332	135
Fixtures & fittings	418	-368	51	0	3	0	-18	422	-385	36
Hardware	298	-222	76	0	21	0	-58	319	-280	39
2018	3.578	-2,272	1,305	0	24	0	-143	3,602	-2,415	1,187
2017	3.618	-2,187	1,431	-72	32	72	-157	3,578	-2,272	1,305

2 Intangible fixed assets

Movements in intangible fixed assets were:

	cost 1 January	acc amortisation 1 January	book value 1 January	cost disposal.	cost investment	amortisation disposal.	amortisation investment	cost 31 December	acc amortisation 31 December	book value 31 December
Software										
2018	566	-371	196	0	255	0	-103	821	-474	347
2017	616	-378	238	-80	31	80	-73	566	-371	196

Depreciation/ amortisation periods:	Plant/ property 50 years	Furnishings and fixtures & fittings 7 years	Software 5 years	Hardware 3 years
--	--------------------------------	---	---------------------	---------------------

Tangible and intangible fixed assets only comprise assets used for operations. Buildings are part of Aidsfonds' assets. Annually on the balance sheet date, the foundation performs impairment tests to see whether any fixed assets are subject to impairment. If an indication of impairment exists, the asset's recoverable value will be determined. The foundation has determined that there are no reasons for impairment at the balance sheet date. Costs for major maintenance are charged directly to the statement of income and expenditure. There were no disposals in 2018 taking into account the upcoming relocation in 2019, which is expected to lead to bulk replacements.

3 Receivables

	31-12-2018	31-12-2017
Lotteries	2,542	3,642
Inheritances and bequests	1,807	886
Project funding receivables	1,888	378
Interest receivable	101	4
Accounts receivable	422	27
Prepaid costs	607	607
Pension contributions	93	86
Miscellaneous	143	207
	7,603	5,836

Receivables have a term of less than one year.

4 Cash and cash equivalents

	31-12-2018	31-12-2017
ING accounts	5,536	8,005
ING savings accounts	7,952	4,210
ABN AMRO savings accounts	20,280	20,275
Collected donations (cash) in safe and cash in hand	27	2
	33,794	32,492

Cash management is risk-averse. The minimalisation of risks means that in all savings and/or investments, the principal must at least be preserved and the risks must be spread. The financial resources are not invested in shares, corporate bonds, state bonds or property but are only placed in bank accounts, savings accounts and deposit accounts. For reasons of risk mitigation, the financial resources are held at at least two banks. In the choice of bank, we consider the returns, risks and responsible banking. With respect to this last point, we consult the honest banking ratings published on the Honest Banking Guide (Eerlijke Bankwijzer) at www.eerlijkebankwijzer.nl.

All cash and cash equivalents are available on demand.

Reserves

	At 1 January	Added	Withdrawn	At 31 December
Continuity reserve	2,805	88	0	2,893
Special-purpose reserves	7,322	1,896	-4,001	5,217
Other reserves	845	1,252	-91	2,007
2018	10,972	3,236	-4,092	10,117
2017	11,113	5,222	-5,363	10,972

5 Continuity reserve

	At 1 January	Added	Withdrawn	At 31 December
2018	2,805	88	0	2,893
2017	2,759	46	0	2,805

Effective and efficient use of resources is central to our financial policy. In addition, it is necessary to retain assets as to ensure the continuity of the organisation. This refers to the obligations to staff and organisational costs and the need to continue our financial contributions to third parties.

The continuity reserve for the Soa Aids Nederland label comprises the equalisation reserve, which is subject to a maximum of 10% of the annual costs. This percentage is designated by the funding institution (RIVM). The Aidsfonds label keeps a continuity reserve of EUR 2 million plus 10% of the annual organisational costs. On that basis, a total continuity reserve of EUR 2,893,000 was required at the end of 2018. At 1 January, the continuity reserve stood at EUR 2,805,000. The addition was EUR 88,000.

According to the Good Causes Financial Management standard adopted by Charity Netherlands, as set out in the Regulations of the Netherlands Fundraising Regulator (CBF), the maximum permitted continuity reserve is 1.5 times the costs incurred by the operating organisation: EUR 21.6 million. The current continuity reserve is well within this maximum. In 2019 Aidsfonds - Soa Aids Nederland will review its policy regarding the continuity reserve.

6 Special-purpose reserves

	At 1 January	Added	Withdrawn	At 31 December
Information campaign materials	87	0	-56	31
Funding and expenditures	4,384	1,446	-2,843	2,987
ZOOM Big Data Project	150	115	-174	91
STOP AIDS NOW! projects awarded within the framework of the Investment Fund	1,673	335	-894	1,114
Reserve financing, operational assets	1,027	0	-34	993
2018	7,322	1,896	-4,001	5,217
2017	7,157	3,430	-3,265	7,322

The special-purpose reserves listed above are not subject to any obligations. The spending restrictions have been determined by the board.

Information campaign materials

This reserve is used for the production of information campaign materials (reprints and digital).

Funding and expenditures

This reserve consists of funds earmarked for:

Inuka, Art Adherence, Online, and HE Kenya (own international projects, mainly in Kenya, are also funded from the investment fund and from the converted STOP AIDS NOW! partner fund)

Grants for scientific research and international Grants 2017-2019

The 2018 International Aids Conference in Amsterdam Marketing strategy and marketing innovation

International HIV combating efforts (H&O)

Projects of Soa Aids Nederland, funded by sponsors.

ZOOM Big Data Project

This reserve was formed for the organisation's contribution to the Bridging the Gaps I programme. The reserve was released in 2016 and reallocated to the ZOOM Big Data Project.

STOP AIDS NOW! investment fund and projects awarded

As part of the merger of the Aids Fonds and STOP AIDS NOW! labels into Aidsfonds, the STOP AIDS NOW! investment fund was converted into special-purpose reserves for projects aimed at young people and young women in developing countries. A total of EUR 1.7 million was allocated to the following projects: TAFU (Uganda - renamed TAFU2), FTT4000 (Zimbabwe - formerly TAFZ), and HE Kenya (formerly the Victoria Lake project). In 2019 the Linking & Learning project will be added to the list. This is a project that links up all children's projects in the various countries. At 31 December 2018, a total of EUR 1.1 million was still available for these projects.

Reserve financing, operational assets

This reserve has been created for the office building owned by the foundation.

7 Other reserve

	At 1 January	Added	Withdrawn	At 31 December
2018	845	1,252	-91	2,007
2017	1,197	1,746	-2,098	845

The addition to the other reserve is the balance of the total freely available resources that have not yet been earmarked.

8 Earmarked funds

	At 1 January	Added	Withdrawn	At 31 December
PLONS fund	0	0	0	1
Equalisation reserve VWS/RIVM	262	6	-69	199
HIV control efforts in developing countries	13	0	0	13
MaxART II (Early Access to ART for All)	209	0	-170	39
HIV alarm phase in Eastern Europe and Central Asia	1,051	0	-900	151
Gates project Strengthen and sustain Dutch engagement ODA for Health	268	0	-205	64
Robert Carr Civil Society Networks Fund	0	1,042	0	1,042
Amsterdam Dinner 2012 (HIV & Livelihoods)	5	0	0	5
Amsterdam Dinner 2014	9	0	-9	0
Amsterdam Diner 2018	0	467	-375	92
2018	1,817	1,516	-1,728	1,606
2017	2,265	1,323	-1,771	1,818

The spending restrictions for the funds have been imposed by third parties.

PLONS fund

This fund was set up by means of a donation from a benefactor who is contractually entitled to designate the spending objectives (within the boundaries of the foundation's objectives).

Equalisation reserve VWS/RIVM

The equalisation reserve consists of funds from the institutional funding of the programmes of Soa Aids Nederland that have not yet been spent.

HIV control efforts in developing countries

At 31 December 2018, the fund consists of labelled gifts from donors to STOP AIDS NOW! for an ART project for children in Uganda.

MaxART II (Early Access to ART for All)

The National Postcode Lottery allocated EUR 2 million to the MaxArt II - Early Access to ART for All project. Launched on 1 July 2014, the project ended in 2018. There are still some funds left, which is being discussed with the National Postcode Lottery whether and how to spend.

HIV alarm phase in Eastern Europe and Central Asia

The National Postcode Lottery allocated more than EUR 1 million to the HIV alarm phase in Eastern Europe and Central Asia project. Launched in 2018, the project will continue into 2019.

Gates project

The Bill and Melinda Gates Foundation made EUR 269,000 available for the Strengthen and sustain Dutch engagement ODA for Health project. The project was launched in 2018.

Robert Carr Civil Society Networks Fund

An earmarked fund has been set up to transfer the funds remaining from the 2016-2018 period to the 2019-2021 period. The funds will be spent in 2019.

Amsterdam Dinners 2012 and 2014

The revenue from the Amsterdam Dinner 2012 has been earmarked for an HIV & Livelihoods project in Ethiopia. The revenue from the Amsterdam Dinner 2014 has been added to the earmarked fund set up for the proceeds from the Amsterdam Dinner 2018.

Amsterdam Dinner 2018

An earmarked fund has been set up for the funds that have not yet been spent in 2018. Spending will take place in 2019. The revenue from the Amsterdam Dinner 2018 has been intended for Proud Partner contributions, Healthy Entrepreneurs, Emergency Support Fund (in collaboration with the Elton John AIDS Foundation), High Risk High Gain Research, and other scientific research.

9 Provisions

		31-12-2018	31-12-2017
Provision for continued payment of salary during sick leave		0	112
Balance at 1 January 2018	112		
Added	0		
	112		
Withdrawn	0		
Released	-112		
Balance at 31 December 2018	0		

The provision covers obligations to continue to pay wages in the future to employees who, at the balance sheet date, are expected not to be able to carry out their duties on account of illness or occupation disability.

The provision was recognised for two employees with a long-term illness. A settlement agreement was entered into with both employees, who left the organisation in 2018. The provision has therefore been released in 2018.

10 Non-current liabilities

		31-12-2018	31-12-2017
Committed financial contributions 2-5 years		680	2.172
Committed financial contributions >5 years		0	0
		680	2.172
Book value at 1 January 2018	2,336		
Movements in commitments	-1,960		
New commitments	678		
Other changes in value	0		
Book value at 31 December 2018	1,054		
of which:			
Term < 1 year	373		
Term > 1 year < 5 years	680		
	1,054		

Non-current liabilities comprise liabilities with a term of more than one year.

There have been no liabilities undertaken for a period longer than 5 years.

The committed financial contributions pertain to multi-year projects, mainly scientific research.

11 Current liabilities

	31-12-2018	31-12-2017
Committed financial contributions	7,834	9,075
Advance funding received	18,515	12,664
Accounts payable	1,144	946
Personnel expenses	714	706
Taxes - wage tax	635	584
Taxes - VAT	61	44
Other liabilities, accruals and deferred income	1,625	735
	30,528	24,755

Current liabilities comprise liabilities with a term of less than one year.

The increase in current liabilities was driven mainly by an increase in advanced funding received, invoices for project costs still to be received, and accounts payable.

Personnel expenses comprise all relevant liabilities, including social insurance contributions, provisions for holiday allowance and annual leave.

Advance funding received

PITCH Project	5,214	5,350
BTGII Project	5,206	6,094
GUSO Project	366	344
Robert Carr Civil Society Networks Fund	7,269	0
Hands Off! Project	192	344
Other projects	269	399
	18,515	12,531

In 2018, we received advanced funding from the Dutch Ministry of Foreign Affairs for the Bridging the Gaps II, PITCH, GUSO, and Hands Off! programmes, and the Robert Carr Civil Society Networks Fund. We also received advance funding for the latter Fund from the Department for International Development (DFID) and the Bill & Melinda Gates Foundation. The received advances will be spent in 2019.

Off-balance-sheet liabilities

	Total	< 1 year	2-5 years	> 5 years
Property rental (operations)	196	196	0	0
Printer/copier rental	56	56	0	0
Multi-year financial liabilities	252	252	0	0
At 31 December 2018	252	252	0	0

The foundation is renting three office properties in Amsterdam (Keizersgracht 390-392 and Prinsengracht 515).

The leases run until 30 November 2019 and notice of termination has been given in connection with the upcoming relocation. Two bank guarantees of EUR 22,689 and EUR 16,500 have been issued for the leases.

The foundation has a rental contract with a vendor of printers and copiers. The contract runs until 31 December 2019.

New contractual arrangements will be made for the new premises. Fewer appliances will be needed so the annual costs are set to decrease.

During the year, the following was accounted for in the statement of income and expenditure:

Totaal

Property rentals (operations)	€ 201,130
Printer/copier rental	€ 55,692
Total	€ 256,822

Post balance sheet date events

Aidsfonds - Soa Aids Nederland will be relocating to a new office. At the end of January 2019, the board signed a lease for two floors at the Quarter Avenue building in Amsterdam-Sloterdijk. The ten-year contract starts on 1 April 2019 and can be terminated early after five years. The relocation has been scheduled to take place in June 2019.

The current leases have been terminated and the premises on Keizersgracht 394 will be sold. The selling process will start in the first quarter of 2019.

The proceeds from the sale will be used partly to cover non-recurring relocation costs and for investments in the new premises. Any surplus proceeds will be appropriated in line with our objectives. At the time of drafting the 2019 budget we were unable to estimate whether the sale would generate any surplus proceeds and so the budget does not factor in any such surplus. The supervisory board will take a decision on the issue once the exact figures are known, probably by the middle of 2019.

We will also, at that time, review our policy regarding the continuity reserve, taking into account the new housing situation, the organisational changes (see below), and the funding expected to be received after 2020. There will be more clarity on these issues as well in the course of 2019.

At the end of January, the supervisory board has agreed to a proposal for changes to be made to the organisational structure. The proposal was subsequently submitted to the Works Council for advice. The changes mainly involve converting the Programmes and Policy and Grants departments into the newly set up National and International departments. Existing teams and positions will transfer to the new departments, which will be headed by two newly appointed managers. The General Affairs department will also cease to exist. Existing positions will be reporting directly to the board.

The organisational changes are scheduled to enter into effect as per 1 April 2019. The changes will not lead to existing teams or positions being made redundant.

Notes to the statement of income and expenditure for 2018

(in euros x 1,000)

Actual	Budget	Actual
2018	2018	2017

For the differences between the Aidsfonds and Soa Aids Nederland labels, see Annex 1.

12 Income from private donors

Donations and gifts	8,658	8,995	8,760
Inheritances	2,272	1,100	914
Total	10,931	10,095	9,674

Despite a EUR 0.4 million decline in donations and gifts, income from private donors exceeded the budget by 8% driven by considerably higher income from inheritances (EUR 1.2 million).

Total income was up 13% on 2017. Donations were down EUR 0.1 million on 2017. Income from inheritances was up EUR 1.4 million on 2017. From a multi-year perspective, income from inheritances has been showing an upward trend, with income from donations continuing on a slightly downward path.

Income from inheritance is recognised in the financial year in which the amount of the income can be determined reliably. In 2018, 36 new files were opened (2017: 26), consisting of estates (21) and inheritances (15). The total number of files still open at the end of 2018 was 45. Of these, 9 were encumbered with a usufruct.

Earmarked income from private donors comprised:		
Radical reduction in HIV incidence and STIs in NL	41	92
Fewer than 200,000 HIV infections globally	583	47
Treatment for all people with HIV worldwide	75	280
A cure for HIV	243	537
Awareness of and support and funding for fight against AIDS and STIs	0	0
	942	956

Earmarked income was spent in accordance with the designated use in 2018.

13 Income from business donors

Sponsoring	9	210	19
Earmarked income from business donors comprised:			
Various projects - Soa Aids Nederland	9		19

Actual income was much lower than budgeted for (virtually nihil). Aidsfonds decided to decline the Gilead grant for national projects. The budget also provided for an amount of EUR 100,000 which is accounted for as part of income from other non-profit organisations (the respective revenues have been realised in 2018).

Earmarked income was spent in accordance with the designated use in 2018.

(in euros x 1,000)

	Actual 2018	Budget 2018	Actual 2017
14 Income from lottery organisations			
VriendenLoterij earmarked for Aidsfonds	893	850	897
VriendenLoterij Vriendenfonds Aidsfonds	0	0	2
Subtotal for VriendenLoterij	893	850	899
National Postcode Lottery Aidsfonds	2,250	2,250	2,250
National Postcode Lottery Aidsfonds (project)	0	0	1,051
Subtotal for National Postcode Lottery	2,250	2,250	3,301
SLV de Lotto and Scratch Lottery Aidsfonds	297	300	369
SLV de Lotto and Scratch Lottery Aidsfonds - prior years	0	0	103
SLV Fund Special Payment Aidsfonds	46	0	17
Subtotal for SLV	343	300	490
Total lotteries	3,486	3,400	4,689

The National Postcode Lottery's regular contribution is EUR 2,250,000. Income from earmarked Vriendenloterij lottery tickets is EUR 43,000 above budget. Income from SLV is also EUR 43,000 higher due to the fact that the FBU end-of-year settlement for 2017 had not been factored into the budget.

Earmarked income from lottery organisations:			
National Postcode Lottery Aidsfonds (project contribution)	0	0	1,051
VriendenLoterij Vriendenfonds	0	0	2
SLV lotteries - earmarked national	343	0	490
	343	0	1,542

Of the EUR 1,051,000 in earmarked income from the National Postcode Lottery, EUR 900,000 has been spent in 2018. The remaining EUR 151,000 will be spent in early 2019. Other earmarked income has been spent in accordance with the designated use in 2018.

(in euros x 1,000)	Actual 2018	Budget 2018	Actual 2017
15 Government funding			
RIVM institution funding	3,251	3,157	3,270
Ministry of Foreign Affairs project funding	19,675	23,062	20,850
Robert Carr Civil Society Networks Fund	4,134	8,072	9,242
DREAMS Innovation Challenge	269	344	660
Other government funding	1,082	589	1,094
	28,410	35,223	35,116
<i>RIVM institutional funding</i>			
Allocated institution funding including OVA	3,251	3,157	3,270
	3,251	3,157	3,270
<i>The Dutch Ministry of Foreign Affairs funded the following projects:</i>			
Bridging the Gaps II	10,605	10,993	9,379
PITCH	6,127	9,083	9,199
PITCH portion for RCNF	630	600	600
Getting Up, Speaking Out (GUSO)	1,105	842	539
Hands Off!	1,133	1,463	1,025
MaxART II	72	72	83
CapDevMoz	4	10	0
Dutch Booth IAS Paris	0	0	25
	19,675	23,062	20,850

The funding provided by the Dutch Ministry of Foreign Affairs is EUR 3.4 million below budget, mainly due to lower spending through PITCH. Income was generated in particular through the strategic partnerships PITCH, GUSO, and Bridging the Gaps II.

Aidsfonds is secretary to the PITCH and BtGII programmes. The Ministry contributed a total of EUR 41 million and EUR 50 million, respectively, to these projects. Rutgers is secretary to GUSO. Aidsfonds expects to receive some EUR 2.5 million in total funding. These programmes run until the end of 2020.

Hands Off! was launched on 1 December 2014 and runs until July 2019, with the Ministry funding EUR 4.4 million out of the regional programme.

MaxART II started on 1 July 2014 and has ended in 2018. The Ministry funded EUR 1.4 million. Aidsfonds was secretary to the project. As regards the remaining balance of EUR 39,000, discussions are ongoing as on how to spend this in 2019.

The Robert Carr civil society Networks Fund (RCNF) was funded by the following government departments:

Norwegian Ministry of Foreign Affairs (NORAD)	623		1,272
UK Ministry of Foreign Affairs (NORAD)	1,127		1,988
Global Fund to fight AIDS, Tuberculosis and Malaria	0		0
UNAIDS / PEPFAR	2,384		5,982
	4,134	8,072	9,242

In addition to the governmental bodies listed above, the Dutch Ministry of Foreign Affairs has also contributed funds to the RCNF. This contribution is shown within Ministry of Foreign Affairs project funding.

In 2016 we successfully submitted a EUR 1.3 million project proposal for the DREAMS Innovation Challenge. Launched in late 2016, the project ran until 2018. In 2018 we received an amount of EUR 269,000.

Other government funding relates primarily to the programmes Young People (VWS, GGD, and RIVM), Prostitution (Ministry of Social Affairs and Employment and RIVM), and MSM (LCI and RIVM).

(in euros x 1,000)

	Actual 2018	Actual 2018	Actual 2017
16 Income from other non-profit organisations			
Earmarked income from other non-profit organisations:			
Elton John AIDS Foundation	61		0
Bill and Melinda Gates Foundation - ODA for Health - Aidsfonds	0		268
Amsterdam Dinner Foundation - Aidsfonds	459		813
New Venture Fund	31		200
Stichting Life Science Health TKI	115		0
AIGHD - SANL	171		280
Terrence Higgins Trust	18		0
Other income from various organisations	94		72
Total income from organisations	949	1,193	1,633

The income from the Bill and Melinda Gates Foundation has been earmarked for the 'Strengthen and sustain Dutch engagement in ODA for Health' project and will be spent in the 2018-2020 period.

The contribution from the Elton John Aids Foundation concerns the Emergency Support Fund and has been spent in 2018. The contribution from the Amsterdam Dinner Foundation has been applied in 2018 for Scientific Research, Healthy Entrepreneurs Kenya, the Emergency Support Fund, and Proud Partners Livelihood Ethiopia.

The contribution from Stichting Life Science Health TKI concerns the ZOOM project and is being spent in 2018 and 2019. Although the Zoom project ended in 2018, a budget-neutral extension was granted until mid-2019. The funding from AIGHD and the Terrence Higgins Trust has been used for various projects carried out by Soa Aids Nederland in 2018.

Other earmarked income from various organisations has been spent in accordance with the designated use in 2018.

17 Income from the sale or delivery of products and/or services

Sale of goods	0	0	1
Information campaign materials	42	12	43
Training, workshops, conference, etc.	123	230	108
	166	242	152

Income from information campaign materials mainly concerns activities under the Young People programme and communication consulting services.

Other income mainly concerns national activities carried out under various programmes, including workshops during the STI-HIV-Sex annual national conference.

<i>Sale of goods</i>			
Net turnover	0	0	1
Cost price	0	0	0
Net profit	0	0	1

(in euros x 1,000)	Actual 2018	Budget 2018	Actual 2017
18 Radical reduction in HIV incidence and STIs in NL			
Financial contributions to third parties	1,479	1,230	0
Direct costs	1,314	1,172	0
Organisational operating costs	3,410	3,064	0
	6,203	5,466	0

Financial contributions have been made primarily to medical centres, universities and research centres for national research, tests, and information campaigns. Other costs comprised nationwide activities carried out under the Professionals, Young People, Prostitution, and MSM programmes.

Compared to the 2018 budget, additional funds have been made available to provide grants for national scientific research and innovation (funding round Netherlands on the way to zero new HIV infections), resulting in an overspending of EUR 736,000 above budget.

19 Fewer than 200,000 HIV infections globally			
Financial contributions to third parties	8,983	12,927	0
Direct costs	1,168	1,910	0
Organisational operating costs	2,333	2,291	0
	12,484	17,128	0

Financial contributions have been made primarily to the PITCH, Bridging the Gaps; Robert Carr Civil Society Networks Fund (RCNF), Hands Off! (Prostitution); GUSO, DREAMS, and TAFU (HIV & Development Cooperation) programmes. They also included grants awarded in connection with international calls and Small Grants. Other costs also include international activities carried out under the Policy and Prostitution programmes.

As compared to the 2018 budget, we report an underspend of EUR 4.6 million, especially on the programmes Prostitution (EUR 0.5 million), Subsidies (EUR 0.8 million), PITCH (EUR 1.3 million), and RCNF (EUR 1.8 million).

As regards the Prostitution programme, this was due to the fact that the Turning The Tides project (funded from the NPL's additional project contribution) had not been budgeted for and the related (lottery) proceeds had already been accounted for in 2017. As for grants, these were awarded internationally mainly for objective 3, whereas an equal distribution between objectives 2 and 3 had been factored into the budget. As regards PITCH, this can be explained by the fact that we transferred considerably fewer funds to our alliance partner in 2018, as implementation went slower than expected and partners had been pre-financed in 2017. In October 2018, a revised 5-year budget has been drawn up for the PITCH programme. The PITCH programme covers objectives 2, 3 and 5 and so there is a corresponding underspend on all three objectives.

As for RCNF, 2018 was the final year of the 2016-2018 funding period. The 2018 budget included an excess amount of EUR 4.5 million because the corresponding commitments had already been paid in 2017. Similar to PITCH, this had a corresponding impact on the underspend on objectives 2,3, and 5.

(in euros x 1,000)

	Actual 2018	Budget 2018	Actual 2017
20 Treatment for all people with HIV worldwide			
Financial contributions to third parties	10,046	12,829	0
Direct costs	1,483	1,795	0
Organisational operating costs	2,545	2,425	0
	14,075	17,049	0

Financial contributions have been made to the Robert Carr Civil Society Networks and the PITCH programme. Grants were awarded to, amongst others, the International Treatment Preparedness Coalition (ITPC) and the Ndlovu Care Group. Other costs comprises international activities carried out under the Policy, HIV & Development Cooperation, and Prostitution programmes.

As compared to the 2018 budget, we report an underspend of EUR 3 million, especially on PITCH (EUR 1.2 million), RCNF (EUR 1.8 million) (see detailed note 19), and HIV & Development Cooperation (H&O) (EUR 1 million). As with respect to the H&O programme, the project spend funded from special-purpose reserves fell short of the amount budgeted for 2018. A catch-up has been scheduled for 2019. At the same time, EUR 0.7 million in additional financial contributions were committed during a major international funding round, with three grants awarded for the Paediatric HIV treatment call 2018.

21 A cure for HIV

Financial contributions to third parties	1,131	1,857	0
Direct costs	148	43	0
Organisational operating costs	172	178	0
	1,451	2,078	0

Financial contributions mainly consist of allocations for international calls as part of the Subsidies programme. Other costs comprise international activities carried out under the Professionals and Policy programmes.

As compared to the 2018 budget, we report an underspend of EUR 627,000. This is due to the release of a number of subsidies, which will be reallocated in 2019, and the labelling of a number of donations and proceeds to specific projects belonging to other objectives.

22 Awareness of and support and funding for fight against AIDS and STIs

Financial contributions to third parties	1,712	3,179	0
Direct costs	3,187	2,789	0
Organisational operating costs	1,911	1,541	0
	6,810	7,509	0

This concerns activities related to information campaigns and communications to raise awareness and gain support for financing the fight against AIDS and STIs. Financial contributions have been made to the Robert Carr Civil Society Networks Fund, the Bridging The Gaps programme, the PITCH programme, and the HIV Alarm Phase in Eastern Europe and Central Asia programme funded by the National Postcode Lottery (NPL). Other costs concern international activities carried out under the Policy, HIV & Development Cooperation, and Prostitution programmes.

As compared to the 2018 budget, we report an underspend of EUR 700,000. This is mainly due to the fact that although we have spent EUR 600,000 on the HIV Alarm Phase in Eastern Europe and Central Asia (NPL) programme, which we had not budgeted for, at the same time we have spent EUR 1 million less on RCNF and EUR 0.3 million less on PITCH. See again detailed note 19.

(in euros x 1,000)

	Actual 2018	Budget 2018	Actual 2017
23 Cost of fundraising			
Direct costs	1,836	2,124	1,716
Internal operating costs	767	1,017	819
	2,603	3,141	2,535

This concerns marketing activities aimed at fundraising. We have spent considerably less than budgeted for, thanks to strict cost control and a deliberate choice to apply certain fundraising methods.

The ratio of fundraising cost to fundraising income is shown below:

Total income	43,950	50,363	51,283
Cost of fundraising	2,603	3,141	2,535
Cost of fundraising as a percentage	5.9%	6.2%	4.9%

Fundraising costs are up EUR 68,000 on 2017, but are EUR 538,000 below the budget for 2018. Our aim is to keep the cost of fundraising below 7% of the total fundraising income.

24 Management and administration

Organisational operating costs	1,406	1,282	1,431
--------------------------------	-------	-------	-------

Cost percentage of management and administration

The ratio of management and administration costs to total expenditure is shown below:

Total expenditure	45,031	53,654	52,454
Management and administration costs	1,406	1,282	1,430
Cost percentage of management and administration	3.1%	2.4%	2.7%

Management and administration costs are down EUR 24,000 on 2017 but are EUR 124,000 above the budget for 2018. We strive to keep management and administration costs within the range of 3% to 6% of the total expenditure. The average percentage for the sector is 3.3% (source: Charity Netherlands - Facts & Figures 2017).

25 Net finance income/(expense)

Interest	104	0	101
Realised exchange differences	-135	0	-630
Unrealised exchange differences	44	0	1,113
	13	0	583

Finance income and expense comprise realised and unrealised exchange rate differences and interest income. Exchange differences concern the Robert Carr Civil Society Networks Fund, for which a USD bank account was opened at the end of 2013. The DREAMS project also uses the USD account. Interest income comprises interest paid on deposit, savings and current accounts at fixed or market-linked rates. Cash is not invested. Net finance income or expense over the past 5 years:

2018	2017	2016	2015	2014
13	583	-44	351	-115

(in euros x 1,000)

Actual	Budget	Actual
2018	2018	2017

Expenditure percentages

The table below shows expenditure on the objectives as a percentage of total income:

Total income	43,950	50,363	51,283
Total spending on the objectives	41,022	49,230	48,489
Expenditure percentage	93.3%	97.8%	94.6%

The table below shows expenditure on the objectives as a percentage of total expenditure:

Total expenditure	45,031	53,654	52,454
Total spending on the objectives	41,022	49,230	48,489
Expenditure percentage	91.1%	91.8%	92.4%

Notes to cost allocation

Breakdown and allocation of costs by use
(in euros x 1,000)

	Objective					Cost of fundraising.	Management and administration	Total 2018	Budget 2018	Total 2017
	Radical reduction in HIV incidence and STIs in NL	Fewer than 200,000 HIV infections globally	Treatment for all people with HIV worldwide	A cure for HIV	Awareness, support, and funding for fight against AIDS and STIs					
Grants and contributions	1,479	8,983	10,046	1,131	1,712	0	0	23,351	32,022	32,500
Purchases and acquisitions	1,314	1,168	1,483	148	3,187	1,836	0	9,136	9,833	8,387
Personnel costs ¹⁾	3,011	2,061	2,249	152	1,688	677	1,242	11,078	10,372	10,211
Housing costs	86	58	64	4	48	19	35	316	354	317
Office and general expenses	246	168	183	12	138	55	101	904	835	809
Depreciation and interest	67	46	50	3	37	15	28	246	237	230
Total	6,203	12,485	14,075	1,450	6,810	2,602	1,406	45,031	53,654	52,454

Organisational operating costs are the sum total of personnel costs, housing costs, office and general expenses, and depreciation and interest.

Operating costs	3,410	2,334	2,546	171	1,911	766	1,406	12,544	11,799	11,567
-----------------	-------	-------	-------	-----	-------	-----	-------	--------	--------	--------

Organisational operating costs were more or less on budget. Personnel costs were 7% above budget. Apart from salary costs, this item consists of training costs, hiring of temporary external staff, and recruitment costs. In contrast, other operating costs remain below budget.

Operating costs are up 8% on 2017, mainly due to higher personnel costs. As compared to 2017, the number of employees rose by 3 FTEs to 133.8 FTEs due to an increase in the number of projects. In 2018 wages have increased by an average total of 2% in line with central government salary trends.

We have a career-average pension scheme in place. Pension benefits were not indexed in 2018.

The independent auditor's fees are EUR 111,505 in 2018. These fees have been paid entirely to PricewaterhouseCoopers Accountant N.V. We have not engaged any other accounting firm in 2018. Auditor's fees are allocated to the financial year covered by the audit.

Auditor's fees PricewaterhouseCoopers Accountant N.V.	2018	2017
Audit of annual accounts	67,915	56,870
Other auditing services	42,743	45,600
Tax advice	-	-
Other non-audit services	847	-
	111,505	102,470

The auditor's fees for auditing the annual accounts are EUR 67,915. These are included in office and general expenses and include EUR 4,390 in additional invoices in 2018 for auditing the 2017 annual accounts.

The auditor's fees for auditing specific projects are EUR 42,743 and are included in purchases and acquisitions.

The fees for other non-audit services are accounted for as direct project costs.

Breakdown and allocation of costs by use
(in euros x 1,000)

	Objective					Cost of fundraising.	Management and administration	Total 2018	Budget 2018	Total 2017
	Radical reduction in HIV incidence and STIs in NL	Fewer than 200,000 HIV infections globally	Treatment for all people with HIV worldwide	A cure for HIV	Awareness, support, and funding for fight against AIDS and STIs					
¹⁾ Staff costs										
Wages and salaries	2,221	1,520	1,658	112	1,245	500	916	8,171	7,622	7,521
Employee insurance	313	214	234	16	175	70	129	1,151	1,143	1,104
Pension insurance	237	162	177	12	133	53	98	871	838	832
Other personnel costs	240	165	180	12	135	54	99	885	769	754
Total personnel costs	3,011	2,061	2,249	152	1,688	677	1,242	11,078	10,372	10,211
Workforce (FTEs)	average number of employees									
in 2018	32.2	21.5	21.3	2.0	21.2	12.9	22.7	133.8	128.8	130.0
in 2017						10.2	16.0	130.0		

From July 2018, three employees have been deployed outside the Netherlands: 1 in Brussels, 1 in Washington, and 1 in Geneva via hosting.

From September, four employees are deployed outside the Netherlands, 2 of whom in Brussels. From December, our employee in Washington works on a hosting basis as well.

Remuneration of board members

Name	Louise van Deth	Frank Wijngaard	Mark Vermeulen	Totaal 2018
Position	Executive Board	Executive Board (interim)	Executive Board	Executive Board
Employment				
Nature of contract (term)	1-1-2018	10-11-2018	1-12-2018	1-1-2018
	9-11-2018	30-11-2018	31-12-2018	31-12-2018
Hours per week	36	36	36	
Part-time percentage	100%	100%	100%	
Remuneration (euros)				
Annual income				
Gross wage/salary	83,551	4,242	6,916	94,709
Holiday allowance	6,684	339	553	7,577
End-of-year bonus	7,489	380	620	8,490
Variable annual income	0	0	0	0
Total annual income	97,724	4,962	8,089	110,775
Social insurance contributions (employer-paid)	8,175	556	794	9,525
Taxable expense reimbursements/additions	0	0	0	0
Pension costs (employer-paid)	11,593	595	851	13,039
Pension compensation	0	0	0	0
Other short-term remuneration	0	0	0	0
Payments on termination of employment	0	0	0	0
Total remuneration 2018	117,492	6,113	9,733	133,338
Total remuneration 2017	134,569			134,569

Stichting Aidsfonds - Soa Aids Nederland has a single-member board. Until 9 November 2018 the sole director was Louise van Deth. From 10 November until 1 December 2018 Frank Wijngaard acted as interim director. On 1 December 2018 Mark Vermeulen was appointed sole director. Accordingly, total annual board remuneration comprises three prorated incomes. The total annual income remains below the maximum of EUR 129,559 (1 FTE/12 months) permitted by the Regulation on executive and supervisory board remuneration for charities.

Similarly, the annual income, taxable expense reimbursements/additions, pension costs, and other short-term remuneration remains below the annual maximum of EUR 187,000 permitted under the regulation.

For an explanation of board remuneration policy and principles, see the 'Management and supervision' section in the annual report.

No loans, advances, or guarantees have been provided to the directors.

Supervisory board members receive no remuneration. One member has been reimbursed EUR 217 in parking charges; the other members have not received any expense reimbursements.

Amsterdam, The Netherlands, 24 April 2019
Stichting Aids Fonds - Soa Aids Nederland

Original signed by M. Vermeulen

M. Vermeulen

Other information

Adoption and approval of annual accounts

The supervisory board of Stichting Aids Fonds - Soa Aids Nederland has approved the annual accounts 2018 at its meeting on 24 April 2019.

Profit or loss appropriation

The result has been appropriated in accordance with the appropriation of result as set out in the statement of income and expenditure under the heading 'Profit or loss appropriation'.

C. AUDITOR'S OPINION



Photography: Adriaan Backer

Independent auditor's report

To: management and the supervisory board of Aidsfonds – Soa Aids Nederland

Report on the financial statements 2018

Our opinion

In our opinion, Aidsfonds – Soa Aids Nederland's financial statements give a true and fair view of the financial position of the Foundation 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 financial statements 2018 of Aidsfonds – Soa Aids Nederland, Amsterdam ('the Foundation').

The financial statements comprise:

- the balance sheet as at 31 December 2018;
- the 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 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 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.

Independence

We are independent of Aidsfonds – Soa Aids 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.

D4WK3X24NVFK-1247421003-90

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

'PwC' is the brand under which PricewaterhouseCoopers Accountants N.V. (Chamber of Commerce 34180285), PricewaterhouseCoopers Belastingadviseurs N.V. (Chamber of Commerce 34180284), PricewaterhouseCoopers Advisory N.V. (Chamber of Commerce 34180287), PricewaterhouseCoopers Compliance Services B.V. (Chamber of Commerce 51414406), PricewaterhouseCoopers Pensions, Actuarial & Insurance Services B.V. (Chamber of Commerce 54226368), PricewaterhouseCoopers B.V. (Chamber of Commerce 34180289) and other companies operate and provide services. These services are governed by General Terms and Conditions ('algemene voorwaarden'), which include provisions regarding our liability. Purchases by these companies are governed by General Terms and Conditions of Purchase ('algemene inkoopvoorwaarden'). At www.pwc.nl more detailed information on these companies is available, including these General Terms and Conditions and the General Terms and Conditions of Purchase, which have also been filed at the Amsterdam Chamber of Commerce.

Furthermore, we have complied with the ‘Verordening gedrags- en beroepsregels accountants’ (VGBA – Code of Ethics for Professional Accountants, a regulation with respect to rules of professional conduct).

Report on the other information included in the annual report

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

- the management report;
- the other information.

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

- is consistent with the 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 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 financial statements.

Management 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 financial statements and the audit

Responsibilities of management and the supervisory board for the financial statements

Management is responsible for:

- the preparation and fair presentation of the 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 management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

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

The supervisory board is responsible for overseeing the Foundation’s financial reporting process.

Our responsibilities for the audit of the 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 audit opinion aims to provide reasonable assurance about whether the financial statements are free from material misstatement. Reasonable assurance is a high but not absolute level of assurance, which makes it possible that we may not detect all 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 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, 26 April 2019
PricewaterhouseCoopers Accountants N.V.

Original Dutch version signed by
W. Poot RA

Appendix to our auditor's report on the financial statements 2018 of Aidsfonds – Soa Aids 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 financial statements and explained what an audit involves.

The auditor's responsibilities for the audit of the 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 objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error. Our audit consisted, among other things of the following:

- Identifying and assessing the risks of material misstatement of the 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 Foundation's internal control.
- Evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Concluding on the appropriateness of management'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 Foundation'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 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 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 financial statements, including the disclosures, and evaluating whether the 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.

D. ANNEX



Photography: Marieke van der Velden

Annex 1.

Breakdown of operations by label
(in euros x 1,000)

	Aidsfonds			Soa Aids Nederland		
	Actual 2018	Budget 2018	Actual 2017	Actual 2018	Budget 2018	Actual 2017
Income:						
Income from private donors	10,931	10,095	9,674	0	0	0
Income from business donors	0	14	0	9	196	19
Income from lottery organisations	3,486	3,400	4,689	0	0	0
Government funding	24,088	31,483	30,760	4,322	3,740	4,356
Income from other non-profit organisations	685	900	1,345	264	293	287
Total fundraising income	39,190	45,892	46,469	4,595	4,229	4,663
Income from the sale or delivery of products and/or services	45	0	8	120	242	144
Total income	39,235	45,892	46,476	4,715	4,471	4,807
Spent on objectives						
Radical reduction in HIV incidence and STIs in NL	1,763	1,308	0	4,440	4,158	0
Fewer than 200,000 HIV infections globally	12,484	17,128	0	0	0	0
Treatment for all people with HIV worldwide	14,075	17,049	0	0	0	0
A cure for HIV	1,435	2,061	0	16	17	0
Awareness of and support and funding for fight against AIDS and STIs	6,665	7,446	0	145	63	0
Objectives until 2017, cancelled from 2018						
More tests	0	0	4,390	0	0	1,472
Removing barriers	0	0	13,212	0	0	2,704
Strengthening civil-society organisations	0	0	20,431	0	0	205
More scientific research	0	0	1,659	0	0	122
Raising awareness	0	0	4,166	0	0	129
	36,421	44,992	43,857	4,601	4,238	4,632
Cost of fundraising	2,603	3,141	2,535	0	0	0
Management and administration	1,015	910	996	391	372	435
Total expenditure	40,038	49,044	47,387	4,992	4,610	5,067
Net income/(expenditure) before net finance income/(expense)	-803	-3,152	-911	-277	-139	-260
Net finance income/(expense)	13	0	583	0	0	0
Total net income/(expenditure)	-791	-3,152	-328	-277	-139	-260
Profit or loss appropriation						
Addition to/withdrawal from:						
Continuity reserve	88	0	46	0	0	0
Special-purpose reserves	-2,049	-3,032	304	-56	-45	-139
Other reserve	1,161	0	-351	0	0	0
Earmarked funds	-149	-124	-327	-63	-89	-121
	-949	-3,156	-328	-119	-134	-260

Annex 2.

Robert Carr Civil Society Networks Fund

	Euro	US Dollar	
Income 2018 for the grant period 2012-2015	0	0	
	-	-	
Income 2018 grant Global Fund 2015-2016	0	0	
	0	0	
	-	-	
Income 2018 for the grant period 2016-2018			
UK Department for International Development (DFID)	499,756	614,775	
Bill and Melinda Gates Foundation	0	0	
Dutch Ministry of Foreign Affairs	629,860	753,728	
Norwegian Agency for Development Cooperation (Norad)	1,250,039	1,437,384	
U.S. President’s Emergency Plan for aids Relief (PEPFAR) via UNAIDS	1,129,959	1,388,889	
U.S. President’s Emergency Plan for aids Relief (PEPFAR) via UNAIDS contribution FMA	39,763	47,582	
Receivable U.S. President’s Emergency Plan for aids Relief (PEPFAR) via UNAIDS	1,214,287	1,388,889	
	4,763,664	5,631,247	
Income 2018 for the grant period 2019-2021			
UK Department for International Development (DFID)	2,249,879	2,553,320	
Bill and Melinda Gates Foundation	2,571,135	3,000,000	
Dutch Ministry of Foreign Affairs	2,500,000	2,859,475	
	7,321,014	8,412,795	
Total income	12,084,677	14,044,042	
Expenditure			
Financial contribution to networks in 2018 for the grant period 2013-2018 (release)	-127,205	-153,289	
Financial contribution to networks in 2018 for the grant period pooledFund 2013	46,159	56,778	
Financial contribution to networks in 2018 for the grant period Global Fund 2015-2016	25,403	31,247	
Financial contribution to networks in 2018 for the grant period pooled Fund 2016-2018	5,536,501	6,477,624	
Payable financial contributions to networks in 2018 for the grant period pooled Fund 2016-2018	895,067	1,023,769	
	6,375,925	7,436,129	
Direct costs	419,369	501,842	
Personnel costs	576,627	690,026	
Cost management and administration	106,922	127,949	
	7,478,843	8,755,947	
Total expenditure	7,478,843	8,755,947	
Financial contributions to networks in 2018 for grant period pooled Fund 2016-2018	Maximum amount in		
Organisation	Lead organisation	Euro	US Dollar
	Total Granted 2018 (fund 2016 - 2018)	0	0
	Total release	-127,205	-153,289
	Financial Contribution to Networks	-127,205	-153,289

Annex 3.

Budget 2019
(in euros x 1,000)

	Budget 2019	Actual 2018	Actual 2017
Income:			
Income from private donors	10,050	10,931	9,674
Income from business donors	0	9	19
Income from lottery organisations	3,450	3,486	4,689
Government funding	37,509	28,410	35,116
Income from related non-profit organisations	0	0	0
Income from other non-profit organisations	1,008	949	1,633
Total fundraising income	52,017	43,785	51,131
Income from the sale or delivery of products and/or services	243	166	152
Total income	52,260	43,950	51,283
Expenditure:			
Spent on objectives			
<i>Objectives from 2018</i>			
1. Radical reduction in HIV incidence and STIs in NL	5,331	6,203	
2. Fewer than 200,000 HIV infections globally	19,339	12,484	
3. Treatment for all people with HIV worldwide	15,589	14,075	
4. Cure for HIV.	2,167	1,451	
5. Awareness of and support and funding for fight against AIDS and STIs	8,551	6,810	
<i>Objectives until 2017, cancelled from 2018</i>			
More tests			5,861
Removing barriers			15,916
Strengthening civil-society organisations			20,636
More scientific research			1,781
Raising awareness			4,295
	50,977	41,022	48,489
Cost of fundraising	2,918	2,603	2,535
Management and administration	1,350	1,406	1,431
Total expenditure	55,245	45,031	52,454
Net income/(expenditure) before net finance income/(expense)	-2,985	-1,080	-1,171
Net finance income/(expense)	0	13	583
Total net income/(expenditure)	-2,985	-1,068	-588
Management and administration costs (as % of total expenditure)	2.4%	3.1%	2.7%
Spent on objectives (as % of total income)	97.5%	93.3%	94.6%
Spent on objectives (as % of total expenditure)	92.3%	91.1%	92.4%



Stichting Aidsfonds – Soa Aids Nederland
Keizersgracht 392
1016 GB Amsterdam
The Netherlands
+31 (0)20-6262669

After 27 September 2019
Condensatorweg 54
1014 AX Amsterdam
The Netherlands

www.aidsfonds.nl
www.soaids.nl

Kvk nummer 41207989
ANBI (RSIN-nr. 008649273)



