IJF CONGRESS 2019
REPORT OF GENERAL TREASURER

August 22, 2019 – Tokyo, Japan

IJF GROWTH – TREASURY SUPPORT

• Treasury supporting IJF’s exponential growth for the past 12 years since 2007

• Finances directed where its needed the most: promotion and development of the sport, retention of talent and skills, donation to member federations, competition expenses etc.

• Tremendous growth possible due to the relentless efforts of Mr. President, EC members, IJF team members, and Treasury thanks everyone for their support.
FINANCIAL MANAGEMENT

- Reporting & Analysis regularly
- Review & Revise Financial Plan
- AR always at a minimum, thus reducing our bad debts/risk exposure whereas AP is always managed on time.
- Working capital is well managed with third party liabilities almost non-existent.

Growth Numbers in a Nutshell

- 18+ events in 2018
- $3.2M Prize Money in 2018
- $4.5M Sponsorship Income in 2018
- $5.3M Donation in 2018
- $8.6M Broadcast Rights Fee in 2018
- $10.09 M in Travel Expenses
- $9.5M License Fee Income in 2018
- More than 20+ Regular Team Members now
Financials for 2018

Income & Expenditure Dist - 2018

- Travel Expenses also includes Ticket & Hotel Accommodations for Judokas from Invited Countries (Donations) and also Allowances for Specialists / IJF Professionals for Travel & Participation during all the Competitions, which are much needed for the Development of Judo. Also, Increased Travel Expenses due to Increased Number of Events

- Spending More Where Needed...

<table>
<thead>
<tr>
<th>Income</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td>32.59</td>
</tr>
<tr>
<td>Expenses</td>
<td>32.29</td>
</tr>
<tr>
<td>Net Profit</td>
<td>0.3</td>
</tr>
</tbody>
</table>

- Income
  - Olympic Dividend: 12%
  - Sponsorship Income: 8%
  - Licensing Fee: 27%
  - Suppliers Fees: 5%
  - Income: 14%
  - Broadcasting Fees: 5%
  - Advertising Income: 29%
  - Other Income: 14%

- Expenses
  - Office Expenses: 10%
  - Travel Expenses: 31%
  - Personnel Expenses: 6%
  - Donation Expenses: 17%
  - Professional Fee: 3%
  - Media Expenses: 12%
  - Competition Expenses: 8%
  - Financial Cost: 17%
  - Other Expenses: 8%
Balance Sheet – Yr Ending 2018

IJF Financials – A Synopsis
Profit & Loss

Past 3 Years

We are on a Growth Path….
IJF Financials – A Synopsis

Balance Sheet

Past 2 Years

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>36.33</td>
<td>40.66</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>31.45</td>
<td>36.08</td>
</tr>
<tr>
<td>Equity</td>
<td>4.88</td>
<td>4.58</td>
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All Fig in M$

THANK YOU – MERCI – MUCHAS GRACIAS

2019 CONGRESS