

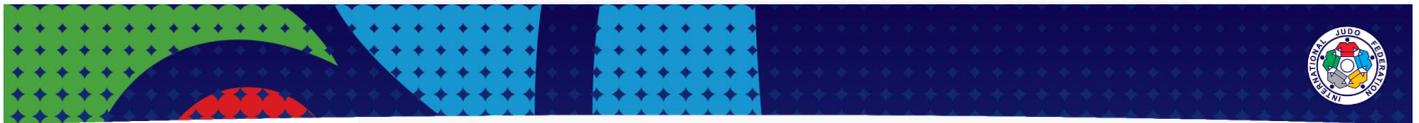


GENERAL TREASURER REPORT

GENERAL TREASURER



AL TAMIMI NASER



IJF GROWTH

Treasury Support & Exponential Growth



Treasury supporting IJF's exponential growth for the past 15 years since 2007

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

Tremendous growth and crisis management due to the relentless efforts of Mr. President, EC members, IJF team members, and Treasury, Thanks everyone for their support.



FINANCIAL MANAGEMENT



- ✓ Regularly 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.

2021 REVENUE IN A NUTSHELL





FINANCIALS IN 2021

 **Income: \$ 29.5 Millions**

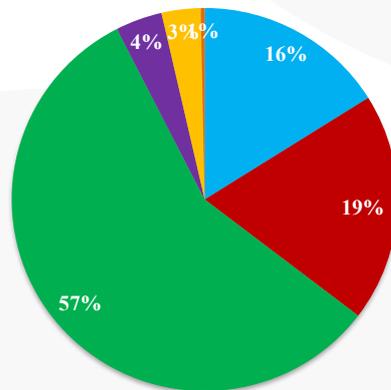
 **Expenses: \$ 23.9 Millions**

 **Net Profit: \$ 5.6 Millions**

2021 INCOME

Income

- Contribution from Olympiad
- Sponsorship income
- Licensing fees
- Donations
- Suppliers fees
- Broadcasting rights



As you can see, our company's profits increased significantly last year despite the COVID-19 situation.

Especially, some sectors such as Event Licensing and Sponsorship have increased significantly compared to the previous year.



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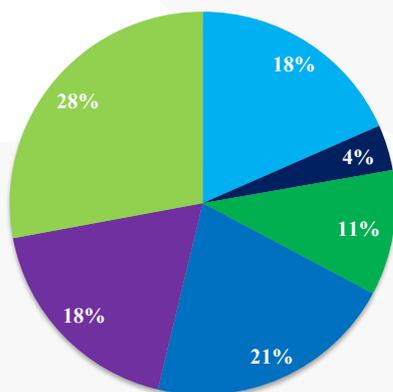


2021 EXPENDITURE



Expense

- Travelling expenses
- Office expenses
- Donations
- Professional fees
- Competition expenses
- Personnel expenses



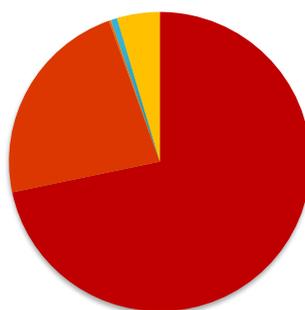
Travel Expenses also includes Ticket & Hotel Accommodations for Judokas from Invited Countries (Donations) and also Allowances for Specialists / IJF Professionals for Travel & Participation during all the Competitions, which are much needed for the Development of Judo.



BALANCE SHEET

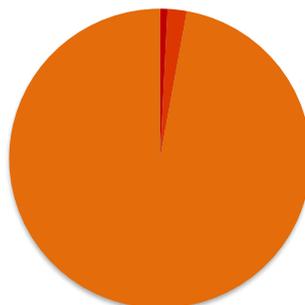
Year Ending 2021

Financial balance of International Judo Federation in fiscal year 2021 audited and approved by PricewaterhouseCoopers PWC.



Assets

- Cash and cash equivalents and current assets with a stock exchange price
- Trade receivables
- Other current receivables
- Accrued income and prepaid expenses
- Tangible fixed assets
- Real estate



Liability

- to third parties
- to participants & bodies
- Deferred income and accrued expenses

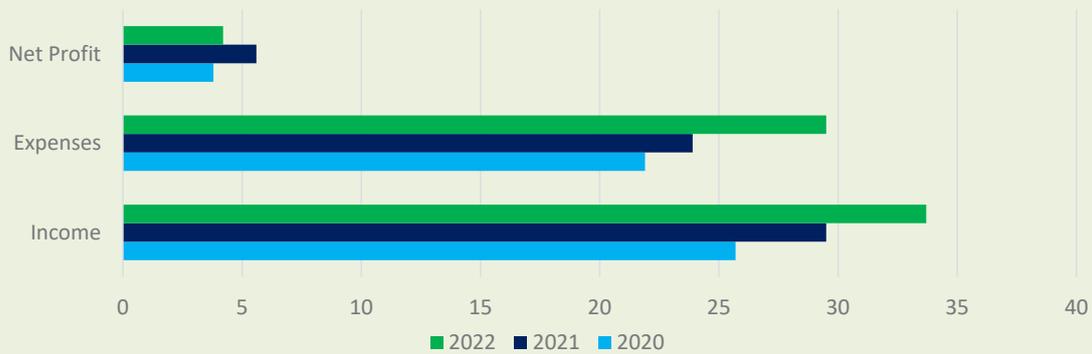


GENERAL TREASURER REPORT



IJF FINANCIALS A Synopsis Profit & Loss (2020 – 2022)

	2020	2021	2022*
Income (\$ Million)	25.7	29.5	33.7
Expenses (\$ Million)	21.9	23.9	29.5
Net Profit/Loss (\$ Million)	3.8	5.6	4.2



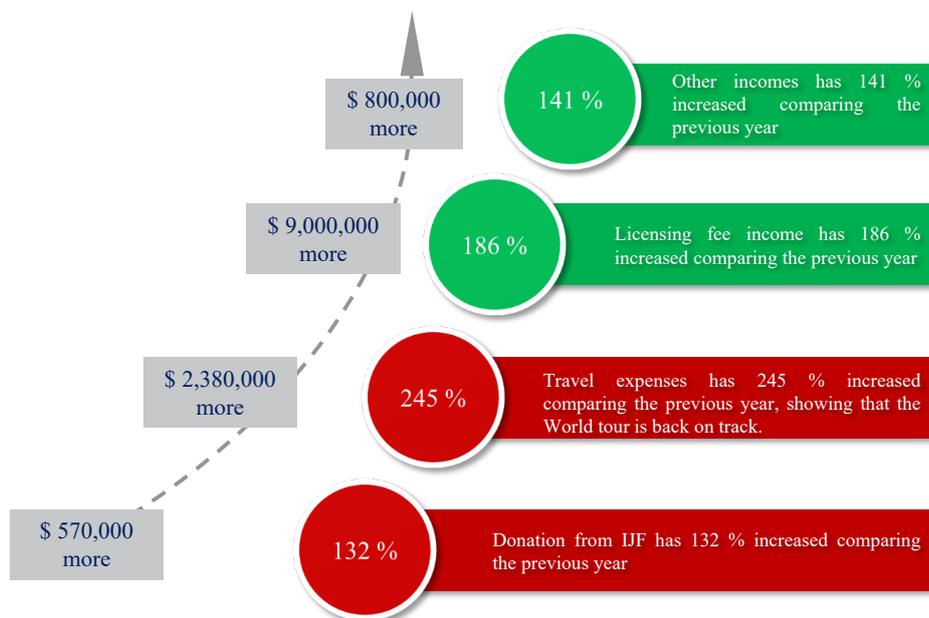
IJF FINANCIALS A Synopsis Balance Sheet (2020 – 2021)

	2020	2021	2022*
Total Assets (\$ Million)	26.0	29.5	33.7
Total Liability (\$ Million)	25.91	23.9	29.5
Total Equity (\$ Million)	0.09	5.6	4.2

GENERAL TREASURER REPORT



FINANCIAL GROWTH BY PERCENT (2020-2021)



Incomes has significantly increased comparing the previous year.

This is one of the great evidence that Judo is growing and popular more and more.



IJF PROVISIONAL BUDGET

(2020 – 2023)



Title	2020 (USD)	2021 (USD)	2022 (USD)	2023 (USD)
A. FIXED ASSETS	4,357,553	4,793,308	5,032,974	5,536,271
II. TANGIBLE ASSETS	4,357,553	4,793,308	5,032,974	5,536,271
B. CURRENT ASSETS	22,152,909	24,368,200	25,586,610	28,145,272
I. STOCKS	26,649	29,314	30,779	33,857
II. RECEIVABLES	15,466,175	17,012,793	17,863,432	19,649,776
IV. LIQUID ASSETS	6,660,085	7,326,094	7,692,399	8,461,638
C. PREPAYMENTS	2,717,972	2,989,769	3,139,258	3,453,184
TOTAL ASSETS	29,228,435	32,151,278	33,758,842	37,134,726
D. SHARHOLDERS EQUITY	-382,160	-420,375	-441,394	-485,534
IV. PROFIT RESERVES	5,153,198	5,668,518	5,951,944	6,547,138
VII. Profit or Loss	-5,535,358	-6,088,893	-6,393,338	-7,032,672
F. LIABILITIES	1,011,688	1,112,857	1,168,500	1,285,350
III. CURRENT LIABILITIES	1,011,688	1,112,857	1,168,500	1,285,350
G. ACCRUALS	24,533,157	26,986,472	28,335,796	31,169,375
TOTAL LIABILITIES	25,162,685	27,678,954	29,062,902	31,969,192
I. Net revenue from total sales	17,489,908	19,238,899	20,200,844	22,220,929
III. Other revenues	200,874	220,962	232,010	255,211
IV. Material-type cost	6,882,131	7,570,344	7,948,861	8,743,747
V. Total employee-related expenses	6,731,777	7,404,955	7,775,203	8,552,723
VII. Other expenses	769,083	845,992	888,291	977,120
A. OPERATING RESULT (I+II+III-IV-V-VI-VII)	3,307,791	3,638,570	3,820,499	4,202,549
VIII. Total revenues of financial transactions	469,134	516,048	541,850	596,035
IX. Total expenses of financial transactions	114,085	125,494	131,769	144,945
B. PROFIT OF FINANCIAL TRANSACTIONS (VIII-I)	355,049	390,554	410,082	451,090
C. PROFIT BEFORE TAX (+A+-B)	3,662,840	4,029,124	4,230,581	4,653,639
X. Tax liability	0	0	0	0
D. PROFIT AFTER TAX (+-C-X)	3,662,840	4,029,124	4,230,581	4,653,639



GENERAL TREASURER REPORT

COVID 19 Impact



In 2020 the World was hit with COVID-19, this forced unprecedented change in the Sports World.

The IJF succeeded all its events in 2021 in the situation from COVID-19.

Our team worked on the crisis management with our sponsors, partners and stakeholders, implementing changes which adapt to the situation we faced.

Thanks to the fast reactions we were able to move past a hard years, to keep the Judo family together and successfully return to the World Judo Tour.

