TRIGGERISE STICHTING

Report on the financial statements for the year ended 31 December 2019

TABLE OF CONTENTS **Page**

DIRECTORS' REPORT

DIRECTORS' REPORT

The Board of Directors is pleased to present the financial statements of Triggerise Stichting for the financial period ended 31 December 2019.

General
Triggerise Stichting serves the public interest and does not aim to make profit. Triggerise digitally engages underserved individuals in order to radically scale health and wellbeing impact, by building user-centric motivation platforms that trigger positive behaviours from users – primarily young women and adolescent girls – while strengthening local economies.

We power a user centric motivation platform – the Tikosystem. We facilitate online and offline interactions between our users and ecosystem partners - last mile mobilizers, retail shops, pharmacies and healthcare providers - in the most innovative and cost effective way. We use data, insights and behavioural economics to constantly evolve with our users needs and provide them with personalised choices that deliver better health & well-being outcomes. Our technology manages dynamic, real-world interactions every second of every day that produce health and wellbeing benefits to our users.

We use nudges like reminders, discounts, in person and digital follow-ups, and reward points to encourage our users to access and use healthy products, services and information. We also support our users in becoming entrepreneurs and add value to their local economies.

Our technology products are built with the expertise that allows us to set the standard for powering health and well being on-demand, provide our platform users with contextual, intuitive interfaces, continually evolve features and functionality, and deliver impact.

In 2019 Triggerise was active in 7 markets, Kenya, Ethiopia, India, DRC, Cameroon, Burundi and the state of Nebraska, United States of America, each at different levels of maturity. Due to a lack of donor funding, we exited out of Malawi.

Our core business objectives in 2019 was to meet and exceed our contracted deliverables and milestones in terms of users that we impact in 8 Markets including Kenya, Ethiopia, India, DRC, Cameroon, Burundi, USA and Malawi. Our contracted targets in all 8 markets for the period under review was 175,665 users impacted.

In 2019, we impacted 250,950 users with sexual and reproductive health products and services including contraception, HIV and STI testing, maternal and child health, exceeding our contracted impact targets by 42%. Our platform in Kenya served over 163,368 adolescent girls and young women (65% of our total users in 2019) with contraceptive products and services, making it one of the most impactful health programmes in East Africa.

In order to achieve our ambitious goals and impact, there are a number of key stakeholders that we need to communicate and maintain robust relationships with including our funders and consortium partners, national and devolved government entities responsible for health in the markets we operate, Aggregators who enable us to have connectivity as well as platform actors such as our users, providers, retailers and stockists and finally but not least, our supervisory board. We actively communicated with all of these stakeholders in 2019. Our supervisory board was significantly involved in the elaboration of our new business plan. Apart from statutory board meetings, several members of the board actively engage with staff and are called upon for their support and advice. Triggerise senior management regularly communicate with all of their funders and consortium partners both in terms of in person visits to their offices as well as agreeing a regular cadence of teleconferences and correspondence outside statutory reporting periods. This communication has allowed us to raise additional unanticipated income. Finally, we maintained constant communication with key operational stakeholders such as platform actors and aggregators as communication with them is indispensable to our work.

Structure of the Group

Triggerise Stichting is a public benefit foundation ('ANBI') incorporated in The Netherlands. Pursuant to the Foundation's Articles of Incorporation and its actual activities, no individual person or legal entity shall have decisive control over Triggerise Stichting.

Triggerise Stichting is the parent company and sole holder of a group of networked, financially consolidated entities that include:

- Triggerise B.V., a limited company in the Netherlands, tasked with managing all operations on behalf of the Triggerise Stichting;
- Triggerise Labs Sociedade Unipessoal (single shareholder company), incorporated in Portugal, owned 100% by Triggerise BV and tasked with the development of all technology on behalf of the group, globally;
- Triggerise SA, incorporated in South Africa, a global operational and supporting hub of the Group;
- Triggerise Kenya Limited, incorporated in Kenya, owned 100% by Triggerise B.V. to support our activities in Kenya;
- Triggerise India Private Limited, incorporated in India, owned 100% by Triggerise B.V. to support our activities in India;
- Triggerise Stichting (Ethiopia), a branch organization in Ethiopia, set up to support our activities in Ethiopia;
- Triggerise Malawi, owned 100% by Triggerise B.V. to support activities in Malawi (incorporated in January 2019);
- Tikosystem Tanzania Limited, owned 100% by Triggerise B.V. to support activities in Tanzania.

Should no funding opportunities in Tanzania and Malawi arise by mid-2020, Triggerise will make a decision to wind down and deregister both entities.

Financial performance, funding and cash flows

Triggerise closed 2019 with a total income of EUR 6.4 million, a 40% growth compared to 2018, although lower than our expectations due to delays in contracting new business in several markets.

Triggerise's 2019 income from donations was up 33% to EUR 5.6 million (compared to 2018: EUR 4.2 million). Approximately 90% of this income comes from sub agreements funded by the Dutch government and grants from the Children's Investment Fund Foundation (CIFF).

The Directors of Triggerise are grateful to the following funders; The Embassy of the Kingdom of the Netherlands (EKN), The Government of the Netherlands through the Dutch Ministry of Foreign Affairs (MinBuZa), Children's Investment Fund Foundation (CIFF), Cordaid, Grand Challenges Canada (GCC) , Rutgers , Population Services International (PSI) as well as one entity that prefers not to be acknowledged.

Income from service contracts in 2019 accounted for EUR 732,000 in income compared to EUR 351,000 in 2018. Thanks to a sharp increase in this service contract income we have closed 2019 with a positive result of EUR 406,000 (vs. EUR 139,000 in 2018).

Changes in cash and cash equivalents show a net cash inflow in 2019 of EUR 2.8 million compared to net cash inflow of EUR 610,000 in 2018. The increase is primarily due to donations received in advance.

Risk assessment
To ensure impact, Triggerise is an innovator, courageous, risk-tolerant and committed to bold ideas.
However, we are fully committed to full compliance and risk management. We regularly identify, manage and monitor a number of risks including those related to our strategy, operations, financial management as well as laws and regulations in the markets in which we operate.
Our processes to identify and respond to risk are articulated in several documents, policies and Standard Operating Procedures: Global risk management policy, Enterprise risk register and Risk committee, Procurement process, 4 eye principle institution (document based review, approval and sign off processes).

Strategic risks
Triggerise strategic risks have been identified and assessed in Triggerise's 3-year strategic plan. Initiatives and milestones have been defined to mitigate the strategic risks. The progress on implementation of the strategic plan and the associated risks identified in it are monitored and managed on a monthly basis by senior management.

Operational risks
We maintain and enhance our brand and reputation in the markets in which we operate by putting in place and implementing safeguarding mechanisms and tools to protect our users, enforcing codes of conducts for our platform actors such as service providers, retailers, stockists and our own staff.

Our success depends in large part on our ability to attract and retain high-quality management, operations, technology, and other personnel who are in high demand, are often subject to competing employment offers, and are attractive recruiting targets for our competitors. To attract and retain key personnel, we continually benchmark our salaries against sector standards and have put in place a number of benefits including conducive work environment, health and wellbeing as well as supporting personalised learning and development opportunities for our personnel. We recently completed the recruitment of a senior Human Resources Manager and appropriately resourced the department to enhance our human capital management.

We collect, use, and process a variety of personal data, such as mobile phone numbers, facial images, location information and data on service utilisation some of it related to health. Any failure to prevent or mitigate security breaches or improper access to, use of, or disclosure of any such data could result in significant liability and a material loss of donation income resulting from the adverse impact on our reputation and brand, a diminished ability to retain or attract new platform users, and disruption to our business. We have therefore put in place robust and appropriate controls and systems to prevent or mitigate security breaches or improper access to, or disclosure of, such information which could have similar adverse consequences for us.

Our platform in the markets in which we operate depend on the efficient and uninterrupted operation of mobile communications systems. The occurrence of an unanticipated problem, telecommunications delay or failure, could result in delays or interruptions to our products, offerings, and platform, as well as business interruptions for us and platform users. We have invested significant resources to mitigate the impact of potential interruptions to mobile communications including monitoring the performance of our aggregators and telecommunications network operators and ensuring that we constantly communicate with our platform users to keep them informed and to support them.

We are cognisant that unscrupulous individuals may use our platform to game and defraud or attempt to game and defraud our platforms. As a consequence, we have designed and implemented rigorous and robust both online and offline fraud and gaming risk management systems including leveraging the real-time data available on our platform to identify suspicious validations and interactions on our platforms as well as undertaking onsite verification of validations an interactions, use of call centres and deployment of mystery clients to regularly stress test the effectiveness of our controls.

Financial position, financial reporting and financial risks
Triggerise has a positive reserve of EUR 447,000 and a positive cash balance of EUR 3.5 million as per year end 2019. Thanks to contracted cash inflow of EUR 10.2 million in the period between January 2020 up to and including April 2021, the projected cash balance as per 30 April 2021 also amounts to EUR 2.0 million. The minimum projected cash balance within this period amounts to EUR 980,000.

Triggerise's financial results are reported on a monthly basis. The burn rate and variance against budget are monitored on a monthly basis with budget holders and directors. There is segregation of duties (initiator and approval rights) for entries in our accounting system and bank transfers.

The primary financial risks for Triggerise concern funding / liquidity risk, credit risk, and foreign currency risk. To continue to achieve impact among our users, we will require additional funds to support the growth of our business and allow us to invest in new products, offerings, and markets and thus impact on more users. To support these efforts, we developed and are implementing a resource mobilisation plan and continually map and identify a pipeline of funding opportunities.

Triggerise is exposed to foreign currency risk on income and expenditures that are denominated in a currency other than the Euro (primarily Kenya Shilling, US Dollar, Ethiopian BIRR and Indian Rupees). As a response to potentially more volatile currency rates, Triggerise will cap the currency rate risk by securing budgeted amounts of non Euro-currencies as bank accounts balances. The loss on foreign exchange transactions for 2019 decreased to EUR 28,000 (2018: EUR 64,000), mainly thanks to the stable US Dollar against Euro rate.

Laws and regulations
We have operations and offices in 8 countries and are subject to the laws and regulations existing in these jurisdictions including related to employment, data protection, governance, our offerings, age of consent, health and so forth. Our failure to comply with these laws and regulations may expose us to litigation, harm our reputation and affect our ability to operate our platforms in these markets. To prevent such exposure, we procure local services to ensure compliance with local laws and regulations and undertake compliance reviews and audits.

Covid-19 risk assessment
As with all other organisations, from mid March 2020 COVID-19 is impacting all our activities in all markets and it is uncertain as to how long this will last.

We established a Corona Committee, consisting of Country Leads, Team Manager Porto, HR Manager, CEO, COO, CFO and Global Operations Lead, to assess the impact of Covid-19 and to respond to it. The Board directors of the stichting and BV regularly review and support the implementation measures identified to prevent Covid19 and mitigate its impact among our employees and operations.

To mitigate program risk, to maintain impact and to enable Triggerise to achieve program targets, we will promote access to the platform without the assistance of mobilizers (self-enrollment) and direct to consumer delivery on our platforms. Also adding response/action/services to the platform is investigated. As such our strategy towards 2021 is still our starting point; we are aiming to fit our response to the Covid-19 crisis in our strategy execution as much as possible.

Regarding the primary financial risks for Triggerise, the programs for our core markets Kenya, Ethiopia and India are funded via our strategic partners Children's Investment Fund Foundation (CIFF) , Grand Challenges Canada (GCC) and the Dutch government. The credit risk - if the donor fails to meet their contractual obligations - is considered low relative to the Covid-19 crisis, because of the short/mid term creditworthiness of both the government, as well as of CIFF, a private foundation in Sexual and Reproductive Services (SRH), long-term backed up by a private charitable investor.

Because of the expiring funding for the Indian program by the end of 2020, our resource mobilisation efforts are focused primarily on raising funds for our work in India. Potentially delayed decision taking on application requests during the COVID-19 crisis, could result in the suspension of Triggerise's operations in India.

Governance
Board of Directors
The Board of Directors, entrusted with the management of Triggerise, consists of Benoit Renard (Chief Executive Officer) and Richard Matikanya (Chief Operating Officer). Daun Fest resigned from the Board of Directors of Triggerise Stichting in October 2019.

The Board of Directors is responsible for strategy, long term planning and managing the back office, operations, data science and tech teams. Furthermore, it is responsible for implementing and maintaining an adequate risk management and control framework.

Supervisory Board
Triggerise has a Supervisory Board in place consisting of 6 volunteers: Lisa Simutami, Doug Call, Leslie Weber Pascaud, Leontine Gast, Dennis Kromhout van der Meer and Miles Kemplay who was appointed in April 2019.

The Supervisory Board has the duty to oversee the Board and the general course of affairs in Triggerise. Also the Board assists management by giving advice and high-level guidance and monitors that the organization operates in accordance with vision and strategy.

To enable the performance of its oversight duties during 2019 four Supervisory Board meetings took place. In addition, several Supervisory Board members participated in the development of Triggerise 3 years strategic plan, facilitated by Accenture and vetted by the Supervisory Board during the Annual board meeting in May 2019.

Strategic priorities
The 3 years strategic plan is an occasion for Triggerise to clarify and articulate its positioning, its value proposition and operating model.

- The strategic plan clearly describes Triggerise target audience, women between 15 and 24 years old, and its focus impact, Sexual and Reproductive Health, gradually expanding into other health areas, based on user needs and burden of disease analysis.
- In terms of geographical focus, Triggerise will use Kenya as a base for geographical expansion of its model, within the East Africa region at first (Y1-2) and later in West Africa (Y2-3). Following a similar strategy in India, focusing on Rajasthan at first, expanding to Uttar Pradesh and beyond in Y2-3.
- This strategic plan presents Triggerise as a Digital First organisation, one of the few Business to Customer digital native organisations in the international aid category.
- As most digital platforms, Triggerise defines growth in terms of the number of active users. To multiple this "community of users" by 5 in the coming years, Triggerise will work at standardising its software, data model and implementing model, optimise and outsource non-core activities.

Code of Conduct
Triggerise implemented a new Code Of Conduct, signed by all its collaborators, outlining the standards of behaviours that are expected of all staff and defines ethical values and norms. It clearly articulates a Fraud and Anti-corruption prevention Code and a Whistleblowing policy, as well as a Child Protection Policy and a Conflict of Interest Code. The rules and guidelines contained in the code, together with the policies and procedures and the terms and conditions of employment provide a framework within which all Triggerise officials and employees need to conduct their business.

Personnel
Staff
The number of employees (FTE) for the Stichting and its Group companies at the end of the financial year 2019 amounted to 68 (compared to 2018: 40). We would like to express our gratitude to our employees for their dedication and commitment to Triggerise Stichting in 2019.

Remuneration of managing and supervisory directors
Pursuant to the WNT (Top Income Standardization Act), the incomes and severance payments of top officials at institutions with a public task are maximized and made public. As "Organization in the field of development industry" the maximum income relevant for Triggerise is EUR 181,000 in 2019 (2018: EUR 174,000). All top officials' income in 2019 and 2018 was below the maximum. (Voluntary) supervisory board members and former supervisory board members have not received emoluments in 2019 and 2018.

Research and development
Triggerise core value proposition relies on innovative business models, an effective operating model and a state of the art technology platform. All these necessite permanent research and development, which have been described in Triggerise 3 years strategic plan.
In particular, the plans describes the following:
- A pathway to optimise its core software (Movercado) and make it a more data centric software.

- A plan to virtualise sections of the user journeys, in particular around demand creation and product provision.
- A full strategic objective around the integration of evolving behavioural science theories within Triggerise interventions, as a way to increase its impact and decrease cost per user. This pillar includes the establishment of a Community of Practice supporting the most innovative developments on behaviour economics for Triggerise platform and programs.
- An investment in User Centred Design to generate and apply user insights within the Triggerise platform.

Subsequent events

Beside the impact of the CoVid-19 virus as discussed above, there are no other subsequent events that should be addressed here.

Outlook

We are looking forward to 2020 as the first phase of our 3 year strategic plan, with a focus on standardisation and core investment into our platform. While Covid-19 will impact the prioritisation of key tactics within our implementation plan, we believe that this plan is well suited to strengthen our value proposition and ensure our relevance and impact in the long run. In addition, our fundraising efforts, focused on India sustainability plan and our growth in East Africa will ensure the diversification of our funding streams and our offering. We will invest into the platform re-architecturing to future proof it, increase its capacity to integrate with third party solutions and be ready for a partner operated platform model. This will invite us to reorganise our internal structure, adopt agile methodologies and reinforce our regional offices in Addis, Delhi, Nairobi and Cape Town, from a capacity and skill perspective.

Amsterdam, 1 May 2020

The Board of Directors:

Benoit Renard Richard Matikanya

CONSOLIDATED FINANCIAL STATEMENTS

CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2019

(Before result appropriation)

	Note	31 December 2019		31 December 2018	
		EUR	EUR	EUR	EUR
ASSETS					
Fixed assets					
Tangible fixed assets	(1)	49,073		65,793	
			49,073		65,793
Current assets					
Trade and other receivables	(2)	365,805		312,935	
Cash and cash equivalents	(3)	3,485,340		717,810	
			3,851,145		1,030,745
			3,900,218		1,096,538
LIABILITIES					
Reserves	(4)		447,439		35,684
Current liabilities	(5)		3,452,779		1,060,854
			3,900,218		1,096,538

CONSOLIDATED STATEMENT OF INCOME AND EXPENDITURES FOR THE YEAR ENDED 31 DECEMBER 2019

	Note	Actual 2019	Budget 2019	Actual 2018
		EUR	EUR	EUR
Income	(8)			
Income from donations		5,620,050	6,438,390	4,181,034
Income from rendering of services		732,438	708,490	350,825
Total income		6,352,488	7,146,880	4,531,859
Expenditures	(9)			
Program cost		(5,295,494)	(6,131,880)	(3,814,867)
New business development		(64,645)	(65,000)	(62,980)
Management & administration costs		(521,138)	(785,000)	(417,271)
Total expenditures		(5,881,277)	(6,981,880)	(4,295,118)
Net operating result		471,211	165,000	236,741
Financial result	(10)	(45,227)	(50,000)	(86,200)
Result before taxation		425,984	115,000	150,541
Taxation	(11)	(19,688)	(15,000)	(11,455)
Net result		406,296	100,000	139,086
Appropriation of result				
Added to/(deducted from) the reserves		406,296	100,000	139,086
Net result		406,296	100,000	139,086

CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2019

	2019	2018
	EUR	EUR
Operating result	471,211	236,741
Adjusted for:		
Depreciation	24,936	18,385
Loss/ (gain) on disposal of tangible fixed assets	9,129	(1,466)
Foreign exchange result	(22,665)	(63,755)
Changes in working capital	2,328,746	504,658
Cash flow from operations	2,811,357	694,563
Interest received	17	32
Bank charges paid	(17,120)	(22,593)
Taxation paid	(9,379)	(957)
Cashflow from operating activities	2,784,875	671,045
Investments in tangible fixed assets	(39,471)	(61,825)
Disposals of tangible fixed assets	22,126	1,466
Cash flow from investing activities	(17,345)	(60,359)
Cash flow from financing activities	-	-
Net cash flow	2,767,530	610,686
Changes in cash and cash equivalents	2,767,530	610,686

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

GENERAL

Relationship with parent company and principal activities
Triggerise Stichting ("Triggerise or the Foundation"), domiciled in Amsterdam, Linneausstraat 2C, is a foundation. The Foundation was incorporated on 29 October 2014.

Triggerise Stichting, a Public Benefit organization ('ANBI'), serves the public interest and does not aim to make profit. The objective of the Group is to create, foster, invest and/or manage businesses and philanthropic solutions to underserved market segments worldwide.

Triggerise builds reward platforms for positive behaviour. Essentially, people in the networks earn reward points (TIKO) for going to consultations, accessing medication, attending community sessions etc. These rewards can be traded in the local shops, pharmacies and last mile distributors.

Triggerise manages networks that, in addition to community members, include local shops, service providers, health providers, informal entrepreneurs, etc. It also has a powerful distribution platform that plays an important role in connecting the communities to the services and products that facilitate impact.

Group structure
The financial statements of Triggerise consolidate the financial information of Triggerise Stichting and that of the following subsidiaries, which are either directly or indirectly wholly-owned subsidiaries ("the Group"):
- Triggerise B.V., Amsterdam, The Netherlands, acting as management and service company to assist the Stichting;
- Triggerise Labs Sociedade Unipessoal Limitada, Porto, Portugal, tasked with the development of all technologies on behalf of the Group, globally;
- Triggerise South Africa, Cape Town, South Africa, a global operational and supporting hub for the Group
- Triggerise Kenya Limited, Nairobi, Kenya, to support the Group activities in Kenya;
- Triggerise India Private Limited, New Delhi, India, to support the Group activities in India, and
- Tikosystem Tanzania Limited, owned 100% by Triggerise BV to support our activities in Tanzania.

Furthermore, the Group has a branch organization, Triggerise Ethiopia, to support the activities in Ethiopia.

Financial reporting period
These financial statements cover the year 2019, which ended 31 December 2019. The comparative figures present the financial year ended 31 December 2018.

Basis of preparation
The financial statements have been prepared in accordance with Dutch Accounting Standard for Fundraising Institutions (DAS 650) published by the Dutch Accounting Standards Board. This guideline requires that costs be allocated not only to the cost of direct fundraising and the achievement of the organization's goals but also to generating income and management & administration.
The principles adopted for the valuation of assets and liabilities and the determination of the result are based on the historical cost convention.
These financial statements are presented in euros (EUR), which is the Foundation's functional currency.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Going concern
These financial statements have been prepared on the basis of the going concern assumption.

As from mid-March 2020, COVID-19 is impacting all activities in all markets and it is uncertain as to how long this will last.

Operating results could be negatively influenced as a result of decreased income in case donors would suspend their contract obligations. Until now management has not received any indication of this from the donors.

The cash balance as per the end of December 2019 amounts to EUR 3.5 million. Thanks to contracted cash inflow of EUR 10.2 million in the period between January 2020 up to and including April 2021, the projected cash balance as per 30 April 2021 amounts to EUR 2.0 million, while the minimum projected cash balance within this period amounts to EUR 980 thousand positive.

Based on this, management believes that sufficient liquidity is available for the next 12 months, also taking into consideration the potential financial consequences of CoVid-19 for the organization, as far as can be foreseen at this moment.

ACCOUNTING POLICIES - GENERAL

Assets and liabilities are measured at historical cost, unless stated otherwise in the further principles.
An asset is recognised in the balance sheet when it is probable that the expected future economic benefits that are attributable to the asset will flow to the entity and the asset has a cost price or value of which the amount can be measured reliably. Assets that are not recognised in the balance sheet are considered as off-balance sheet assets.

A liability is recognised in the balance sheet when it is expected that the settlement of an existing obligation will result in an outflow of resources embodying economic benefits and the amount necessary to settle this obligation can be measured reliably. Provisions are included in the liabilities of the entity. Liabilities that are not recognised in the balance sheet are considered as off-balance sheet liabilities.

An asset or liability that is recognised in the balance sheet, remains recognised on the balance sheet if a transaction (with respect to the asset or liability) does not lead to a major change in the economic reality with respect to the asset or liability. Such transactions will not result in the recognition of results. When assessing whether there is a significant change in the economic circumstances, the economic benefits and risks that are likely to occur in practice are taken into account. The benefits and risks that are not reasonably expected to occur, are not taken in to account in this assessment.

An asset or liability is no longer recognised in the balance sheet, and thus derecognised, when a transaction results in all or substantially all rights to economic benefits and all or substantially all of the risks related to the asset or liability are transferred to a third party. In such cases, the results of the transaction are directly recognised in the profit and loss account, taking into account any provisions related to the transaction.

If assets are recognised of which the entity does not have the legal ownership, this fact is being disclosed.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Income is recognised in the profit and loss account when an increase in future economic potential related to an increase in an asset or a decrease of a liability arises of which the size can be measured reliably. Expenses are recognised when a decrease in the economic potential related to a decrease in an asset or an increase of a liability arises of which the size can be measured with sufficient reliability.

The income and expenses are allocated to the period to which they relate.

Use of estimates
The preparation of the financial statements requires the management to form opinions and to make estimates and assumptions that influence the application of principles and the reported values of assets and liabilities and of income and expenditure. The actual results may differ from these estimates. The estimates and the underlying assumptions are constantly assessed. Revisions of estimates are recognised in the period in which the estimate is revised and in future periods for which the revision has consequences.
The following accounting policy is in the opinion of management the most critical for the purpose of presenting the financial position and require estimates and assumptions:

Recognition of income from donations (note 8)
Income from donations is recognised, amongst others, to the extent that funds are used for the reasonable and allowable cost incurred for the activities as specified in the contracts with the donors. When allocating cost to programs and activities, management judgement may be required to determine the (share of the) cost that is acceptable to be allocated to a donor contract. Management uses a reasonable method in allocating the cost to programs in accordance with terms and conditions of the agreement (also refer to principles of determination of the result).

Consolidation principles

Consolidation scope
The consolidated financial statements include the financial information of the entity, its and its subsidiaries in the group over which the entity can exercise control or of which it conducts the central management. Subsidiaries are participating interests in which the entity (and/or one or more of its subsidiaries) can exercise more than half of the voting rights in the general meeting, or can appoint or dismiss more than half of the managing directors or supervisory directors.

Group companies are participating interests in which the entity has a majority interest, or in which it can exercise decisive influence (control) by other means. In assessing whether the entity has control, potential voting rights are taken into account that can be exercised in such a way that they will provide the entity with more or less influence.

For an overview of the consolidated group companies, please refer to Group structure under GENERAL on page 14.

Consolidation method
The consolidated financial statements are prepared by using uniform accounting policies for measurement and determination of result of the group.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

In the consolidated financial statements, intragroup shareholdings, liabilities, receivables and transactions are eliminated. Also, the results on transactions between group companies are eliminated to the extent that the results are not realised through transactions with third parties outside the group and no impairment loss is applicable.

Subsidiaries are consolidated in full.

Principles for the translation of foreign currencies

Transactions in foreign currencies
Transactions denominated in foreign currency are translated into the relevant functional currency of the Group companies at the exchange rate applying on the transaction date. Monetary assets and liabilities denominated in foreign currency are translated into the functional currency at the balance sheet date at the exchange rate applying on that date. Non-monetary assets and liabilities in foreign currency that are stated at historical cost are translated into euros at the applicable exchange rates on the transaction date. Translation gains and losses are taken to the profit and loss account.

Foreign operations
The assets and liabilities that are part of the net investment in a foreign operation are translated into euros at the exchange rate prevailing at the balance sheet date. The revenues and expenses of such a foreign operation are translated into euros at the exchange rate on the transaction date. Currency translation differences are recognised in the reserve.

PRINCIPLES OF VALUATION OF ASSETS AND LIABILITIES

Financial instruments
Financial instruments include trade and other receivables, cash items, and trade and other payables.

Financial assets and liabilities are recognised in the balance sheet at the moment that the contractual risks or rewards with respect to that financial instrument originate.

Financial instruments are derecognised if a transaction results in a considerate part of the contractual risks or rewards with respect to that financial instrument being transferred to a third party.

Financial instruments (and individual components of financial instruments) are presented in the consolidated financial statements in accordance with the economic substance of the contractual terms. Presentation of the financial instruments is based on the individual components of financial instruments as a financial asset, financial liability or equity instrument.

Financial instruments are initially measured at fair value, including discount or premium and directly attributable transaction costs. However, if financial instruments are subsequently measured at fair value through profit and loss, then directly attributable transaction costs are directly recognised in the profit and loss account at the initial recognition.

After initial recognition, financial instruments are valued in the manner described in these accounting principles.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Impairment of financial assets
A financial asset is impaired if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset, with negative impact on the estimated future cash flows of that asset, which can be estimated reliably. Objective evidence that financial assets are impaired includes significant financial difficulty of the issuer or obligor, breach of contract such as default or delinquency in interest or principal payments, granting to the borrower a concession that the entity would not otherwise consider, indications that a debtor or issuer will enter bankruptcy or other financial restructuring, the disappearance of an active market for that financial asset because of financial difficulties or observable data indicating that there is a measurable decrease in the estimated future cash flow, including adverse changes in the payment status of borrowers or issuers, indications that a debtor or issuer is approaching bankruptcy.

The entity considers evidence of impairment for financial assets measured at amortised cost (loans and receivables and financial assets that are held to maturity) both individually and on a portfolio basis. All individually significant assets are assessed individually for impairment. The individually significant assets that are not found to be individually impaired and assets that are not individually significant are then collectively assessed for impairment by grouping together assets with similar risk characteristics.

In assessing collective impairment, the Company uses historical trends of the probability of default, the timing of collections and the amount of loss incurred, adjusted for management's judgement as to whether current economic and credit conditions are such that the actual losses are likely to be greater or lesser than suggested by historical trends.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between its carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate.

Impairment losses are recognised in the profit and loss account and reflected in an allowance account against loans and receivables or investment securities held to maturity. Interest on the impaired asset continues to be recognised by using the asset's original effective interest rate.

Impairment losses below (amortised) cost of investments in equity instruments that are measured at fair value through profit or loss, are recognised directly in the profit and loss account.

When, in a subsequent period, the amount of an impairment loss decreases, and the decrease can be related objectively to an event occurring after the impairment was recognised, the decrease in impairment loss is reversed through profit or loss (up to the amount of the original cost).

Offsetting financial instruments
A financial asset and a financial liability are offset when the entity has a legally enforceable right to set off the financial asset and financial liability and the Group has the firm intention to settle the balance on a net basis, or to settle the asset and the liability simultaneously.

If there is a transfer of a financial asset that does not qualify for derecognition in the balance sheet, the transferred asset and the associated liability are not offset.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Tangible fixed assets
Tangible fixed assets are stated at cost, which is it's acquisition price, less accumulated depreciation and impairment losses.

Depreciation is recognised in the profit and loss account on a straight-line basis over the estimated useful lives of each item of the tangible fixed assets, taking into account any estimated residual value of the individual assets. No depreciation is recognised on prepayments on tangible fixed assets. Depreciation starts as soon as the asset is available for its intended use, and ends at decommissioning or divestment.

Financial fixed assets
Participating interests where significant influence can be exercised over the business and financial policies are valued according to the equity method on the basis of net asset value. In assessing whether the entity has significant influence over the business and financial policies of a participating interest, all facts and circumstances and contractual relationships, including potential voting rights, are taken into account.
The net asset value is calculated on the basis of the entity's accounting policies.

Participating interests with a negative net asset value are valued at nil. This measurement also covers any receivables provided to the participating interests that are, in substance, an extension of the net investment. In particular, this relates to loans for which settlement is neither planned nor likely to occur in the foreseeable future. A share in the profits of the participating interest in subsequent years will only be recognised if and to the extent that the cumulative unrecognised share of loss has been absorbed. If the entity fully or partially guarantees the debts of the relevant participating interest, or if has the constructive obligation to enable the participating interest to pay its debts (for its share therein), then a provision is recognised accordingly to the amount of the estimated payments by the entity on behalf of the participating interest.

Impairment of fixed assets
Tangible fixed assets are assessed at each reporting date whether there is any indication of an impairment. If any such indication exists, the recoverable amount of the asset is estimated. The recoverable amount is the higher of value in use and net realisable value.

When the carrying amount of an asset exceeds its recoverable amount, an impairment loss is recognised for the difference between the carrying amount and the recoverable amount. Subsequently, at each reporting date, the entity assesses whether there is any indication that an impairment loss that was recorded in previous years has been decreased. If any such indication exists, then the recoverable amount of the asset is estimated.

Reversal of a previously recognised impairment loss only takes place when there is a change in the assessment used to determine the recoverable amount since the recognition of the last impairment loss. In such case, the carrying amount of the asset is increased to its recoverable amount, but not higher than the carrying amount that would have applied (net of depreciation) if no impairment loss had been recognised in previous years for the asset.

Trade and other receivables
Trade and other receivables are carried at amortised cost using the effective interest rate method, less impairment losses. The effective interest and impairment losses, if any, are directly recognised in the profit and loss account.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Cash and cash equivalents
Cash and cash equivalents are valued at nominal value. If cash and cash equivalents are not readily available, this fact is taken into account in the measurement.

Cash and cash equivalents denominated in foreign currencies are translated at the balance sheet date in the functional currency at the exchange rate ruling at that date. Reference is made to the accounting policies for foreign currencies.

Provisions
A provision is recognised if the following applies:
- the Group has a legal or constructive obligation, arising from a past event;
- the amount can be estimated reliably; and
- it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation.

If all or part of the payments that are necessary to settle a provision are likely to be fully or partially compensated by a third party upon settlement of the provision, then the compensation amount is presented separately as an asset. Provisions are stated at the nominal value of the expenditures that are expected to be required to settle the liabilities and losses.

Liabilities
Financial commitments, trade and other payables are carried at amortised cost using the effective interest rate method. The effective interest is directly recorded in the profit and loss account.

PRINCIPLES FOR THE DETERMINATION OF THE RESULT

Income from donations (restricted by a contract)
Income from donations is recognised in the year to which the item of income relates and is recognised for the obligated amounts the donors have agreed upon under the contracts, to the extent that services have been provided and funds are used for the reasonable and allowable costs incurred for the activities as specified in the contract with the donors.

Income from rendering of services (unrestricted by a contract)
Revenue from services rendered is accounted for in net turnover at the fair value of the consideration received or receivable.

Revenues from services rendered are recognised in the profit and loss account when the amount of the revenue can be determined reliably, collection of the related compensation to be received is probable, the extent to which the services have been performed on the balance sheet date can be determined reliably, and the costs already incurred and (possibly) yet to be incurred to complete the service can be determined reliably.

If the result from a specific service contract cannot be determined reliably, then revenues are recognised up to the amount of the service costs that are covered by the revenues.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Expenditures on Triggerise programs
Expenditures on Triggerise programs relate to those expenses that are directly or indirectly attributable to projects and programs, taking into consideration what has been contractually agreed upon with the donors.

TIKO expenditures
TIKO are virtual reward points earned by people (actors) in Triggerise' s networks through positive behavior and spent like real money in the local market. One TIKO rewards has a value equal to one local currency in the respective markets (countries) they have been rewarded. TIKO's are charged to the statement of income and expenditures at the moment these are rewarded. TIKO liabilities are the amounts payable to actors who have earned the TIKO but have not obtained a cash refund yet. TIKO liabilities are measured at nominal value.

Costs of new business development
The costs of generating income include the direct and indirect costs of recruiting and maintaining relationships.
The allocation to these categories (programs and generating income) is on the basis of fixed, internally defined allocation keys.

Management and administration costs
The management and administration costs are calculated in accordance with the guideline published by the Trade association of charities (VFI). They include the costs of the supervisory board, general secretariat, finance department and all costs indirectly allocated thereto, to the extent that these cannot be allocated directly, or based on what has been contractually agreed upon with the donors, to the programs and generation of income.

Cost of outsourced work and other external costs
This includes costs incurred on implementing programs, insofar as these costs have been charged by third parties and are not to be regarded as costs of raw materials and consumables, namely cost incurred for subcontractors and supporting staff hired working on implementing programs.

Employee benefits/pensions
Employee benefits are charged to the profit and loss account in the period in which the employee services are rendered and, to the extent not already paid, as a liability on the balance sheet. If the amount already paid exceeds the benefits owed, the excess is recognised as a current asset to the extent that there will be a reimbursement by the employees or a reduction in future payments by the entity.

Contributions received as a result of a life-course savings scheme ('levensloopregeling') are taken into account in the period in which the contributions are due.

If a benefit is paid in case of non-accumulating rights (e.g., continued payment in case of sickness or disability), the projected costs are recognised in the period in which such benefit is payable. For existing commitments at the balance sheet date to continue the payment of benefits (including termination benefits) to employees who are expected to be unable to perform work wholly or partly due to sickness or disability in the future, a provision is recognised.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

The recognised liability relates to the best estimate of the expenditure necessary to settle the obligation at the balance sheet date. The best estimate is based on contractual agreements with employees (collective agreement and individual employment contract). Additions to and reversals of liabilities are charged or credited to the profit and loss account.

For disability risks that are insured, a provision is recognised for the part of the insurance premiums payable in the future that is directly attributable to the individual claims record of the Company. If no reliable estimate can be made of the part of the insurance premiums payable in the future that is directly attributable to the individual claims record of the entity to be paid in the future, no provision is recognised.

Pensions
The group has no pension arrangements in place.

Interest income and similar income and interest expenses and similar charges
Interest income is recognised in the profit and loss account on an accrual basis, using the effective interest rate method. Interest expenses and similar charges are recognised in the period to which they belong.

Corporate income tax
Triggerise Stichting is not subject to Corporate income tax in the Netherlands. Subsidiaries of Triggerise Stichting, which has been established to support the group activities are liable to Corporate income tax in the country of residence.

Corporate income tax comprises the current and deferred corporate income tax payable and deductible for the reporting period.

Current tax comprises the expected tax payable or recoverable on the taxable profit or loss for the financial year, calculated using tax rates enacted or substantively enacted at the reporting date, and any adjustments to tax payable in respect of previous years.

If the carrying amount of assets and liabilities for financial reporting purposes differ from their values for tax purposes (tax base), this results in temporary differences. For taxable temporary differences, a provision for deferred tax liabilities is recognised. For deductible temporary differences, available tax losses and unused tax credits, a deferred tax asset is recognised, but only to the extent that it is probable that future taxable profits will be available for set-off or compensation. Deferred tax assets are reviewed at each reporting date and reduced to the extent that it is no longer probable that the related tax benefit will be realised.

The measurement of deferred tax liabilities and deferred tax assets is based on the tax consequences following from the manner in which the Group expects, at the balance sheet date, to realise or settle its assets, provisions, debts and accrued liabilities. Deferred tax assets and liabilities are measured at nominal value.

Cashflow statement
The cash flow statement is prepared using the indirect method. Cash and cash equivalents include cash and investments that are readily convertible to a known amount of cash without a significant risk of changes in value.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Cash flows in foreign currency are translated into euros using the weighted average exchange rate for the reporting period/the exchange rate at the dates of the transactions.

Receipts and payments of interest are presented within the cash flows from operating activities.

Transactions that do not include an exchange of cash and cash equivalents are not included in the cash flow statement.

Related parties
Transactions with related parties are disclosed if they have not been entered into at arm's length. Disclosed are the nature and amounts involved with such transactions, and other information that is deemed necessary for an insight into the transactions.

Subsequent events
Events that provide further information on the actual situation at the balance sheet date and that appear before the financial statements are being prepared, are recognised in the financial statements.

Events that provide no information on the actual situation at the balance sheet date are not recognised in the financial statements. When those events are relevant for the economic decisions of users of the financial statements, the nature and the estimated financial effects of the events are disclosed in the financial statements.

NOTES TO THE CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2019

1. Tangible fixed assets

	Office renovation	Other fixed operating assets	Computer equipment	Total
	EUR	EUR	EUR	EUR
Book value as of 31 December 2018				
Purchase price	942	36,772	63,231	100,945
Accumulated depreciation	(942)	(4,807)	(29,403)	(35,152)
	-	31,965	33,828	65,793
Changes this period:				
Investments	2,979	668	35,825	39,472
Disposals		(32,155)	(5,564)	(37,719)
Depreciations disposals	(12)	3,779	2,697	6,464
Depreciation	(392)	(3,907)	(20,637)	(24,936)
	2,575	(31,615)	12,321	(16,719)
Book value as of 31 December 2019				
Purchase price	3,921	5,285	93,492	102,698
Accumulated depreciation	(1,346)	(4,936)	(47,343)	(53,625)
	2,575	349	46,149	49,073

Investments in other fixed operating assets mainly relate to IT hardware and office equipment.

Depreciation rates

	Percentage
Office renovation	20.0%
Other fixed operating assets	20.0%
Computer equipment	33.0%

2. Trade and other receivables

	31-12-2019	31-12-2018
	EUR	EUR
Trade receivables	200,169	156,760
Taxes and premiums social insurance	69,276	15,790
Prepaid expenses	53,748	62,902
Other receivables	42,612	77,483
	365,805	312,935

Taxes and premiums social insurance mainly relates to VAT receivables. Other receivables relate to deposits paid for office rent and credit card of EUR 35,047 (2018: EUR 25,807), and various other receivables of EUR 7,565 (2018: EUR 37,917). Except for deposits paid, all trade receivable and other receivables are due in one year.

NOTES TO THE CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2019

3. Cash and cash equivalents

Cash and cash equivalents are available on demand and at free disposal of the Group.

NOTES TO THE CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2019

4. Reserves

Please refer to note 18 to the Separate balance sheet on page 38 of this report for an explanation of the reserves.

5. Current liabilities

	31-12-2019	31-12-2018
	EUR	EUR
Accounts payable to suppliers and trade creditors	99,750	140,489
Taxes and premiums social insurance	94,760	69,284
Deferred revenue	2,928,585	535,326
Accruals and other liabilities	329,684	315,755
	3,452,779	1,060,854

Taxes and premiums social insurance		
Corporate income tax	21,652	11,343
Wage tax and premium social insurance	71,080	57,941
Premiums pensions	2,028	-
	94,760	69,284

Accruals and other liabilities		
Tiko liabilites	148,590	204,060
Reservation for holiday payments	55,693	48,650
Other liabilities	125,401	63,045
	329,684	315,755

Deferred revenue relates to income from donations, for services which have not yet been performed on balance sheet date. TIKO liabilities relate to TIKO's rewarded during the year that have not been paid to actors per year end. All amounts have a remaining term of less than one year.

6. Financial instruments

General
The primary financial risks for Triggerise concerns liquidity risk, credit risk, and currency risk.
The Group is fully committed to full compliance and risks management. A risk committee is in place to monitor our risk management process, including identifying new risks, quantify impact and assess likelihood of events. A risk management plan is in place that is actively monitored and managed. Considering that there are no interest bearing loans, there are no interest rate risks.

NOTES TO THE CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2019

Liquidity risk
The primary risk currently is the level of funding required to achieve growth. Being in a growth phase, Triggerise requires significant resources to fund going to scale. Without sufficient funding Triggerise will not obtain their growth targets, impacting their long-term feasibility. Triggerise manages this risk by seeking new donors and contract activities, managing their current donors and constantly monitoring their liquidity position through successive liquidity budgets. In 2020 new funds from donors will be obtained, which will give the Foundation sufficient cash to carry out its activities.

Operationally Triggerise focusses on controlling the risks in the markets by limiting the amount of cash in the markets and having a centralized financial system in place. All bank payments are authorized in the head office in Amsterdam. Triggerise has also implemented controls in the various markets to minimize the risks of actors taking advantage of the network. Improved controls were issued to the markets during the year and are currently being implemented.

Credit risk
Credit risk is the risk of financial loss to Triggerise if donors or global partners fails to meet their contractual obligations, and arises principally from amounts receivable from these parties. Trade receivables are mainly concentrated with global partners. At the balance sheet date the maximum exposure to credit risk is represented by the carrying amount of each financial asset.

Currency risk
Triggerise is exposed to foreign currency risk on income and expenditures that are denominated in a currency other than the Euro (Kenya Shilling, US Dollar, South African Rand, Ethiopian Birr and Indian Rupees). The Group's internal organization and quality control policy ensures that the exposure in this area is kept to an acceptable level.

A weaker dollar is a risk for Triggerise as a significant part of the income is in US Dollar while our expenses are a mixture of Euro, Kenya Shilling, US Dollar, South African Rand, Ethiopian Birr and Indian Rupees. In 2019 Triggerise has managed the risk by by exchanging USD income, once received, to Euro based on the Euro and other currency forecast.

7. Off-balance sheet assets and liabilities

Rental commitments
Triggerise has a rent contracts for office buildings. Total rental commitments up to the end of the contracts amounts to EUR 58,950.

NOTES TO THE CONSOLIDATED STATEMENT OF INCOME AND EXPENDITURES FOR THE YEAR ENDED 31 DECEMBER 2019

8. Income

Income consists of donations of EUR 5,620,050 (budget: EUR 6,438,390, 2018: EUR 4,181,034) and service income of EUR 732,438 (budget: EUR 708,490, 2018: EUR 350,825). The Group renders services by implementing projects in developing markets. Lower income from donations than budgeted is due to a delay in concluding a new donor contract.

9. Expenditures

	2019	2019	2019	2019
	EUR	EUR	EUR	EUR
	Triggerise programs	New business development	Management & administration costs	Total
Cost of outsourced work and other external cost	1,400,133	64,644	2,293	1,467,070
Staff costs	1,921,352	-	326,652	2,248,004
Depreciation tangible fixed assets	4,703	-	20,233	24,936
Other operating expenses	1,969,306	-	171,960	2,141,266
	5,295,494	64,644	521,138	5,881,276
Budget 2019	6,131,880	65,000	785,000	6,981,880

Expenditures incurred on Triggerise programs amounted to EUR 5,295,494 (budget: EUR 6,131,880, 2018: EUR 3,814,867). Lower cost than budgeted is mainly due to a delay in concluding a new donor contract, also refer to note 8 Income.

	2018	2018	2018	2018
	EUR	EUR	EUR	EUR
	Triggerise programs	New business development	Management & administration costs	Total
Cost of outsourced work and other external cost	696,022	62,980	-	759,002
Staff costs	1,230,435	-	300,763	1,531,198
Depreciation tangible fixed assets	14,774	-	3,611	18,385
Other operating expenses	1,873,636	-	112,897	1,986,533
	3,814,867	62,980	417,271	4,295,118
Budget 2018	3,633,540	63,000	420,000	4,116,540

NOTES TO THE CONSOLIDATED STATEMENT OF INCOME AND EXPENDITURES FOR THE YEAR ENDED 31 DECEMBER 2019

Cost of outsourced work and other external costs

Costs of outsourced work and other external costs mainly relate to subcontractors and supporting staff working on implementing programs on site and amounts to EUR 1,467,070 (budget: EUR 1,529,610, 2018: EUR 759,002).

Staff costs

	Actual 2019	Budget 2019	Actual 2018
	EUR	EUR	EUR
Wages and Salaries	2,003,599	2,534,215	1,355,905
Social Security cost and pension cost	209,921	214,975	148,908
Other personell expenses	34,484	38,080	26,385
	2,248,004	2,787,270	1,531,198

During 2019 the number of employees (in FTE) increased considerably from 40 FTE to 68 FTE (budget 2019: 69). This was driven by growth in Kenya from 13 to 23 FTE, Porto from 11 to 17 FTE and Ethiopia from 1 to 15 FTE, while FTE in the Netherlands and South Africa slightly reduced.

Other operating expenses

	Actual 2019	Budget 2019	Actual 2018
	EUR	EUR	EUR
Professional fees and legal cost	209,211	200,000	165,819
Travel expenses	293,924	300,000	281,805
Office expenses	215,598	160,000	150,112
Promotion and advertising	1,111,564	1,650,000	1,110,338
Connectivity and support	142,564	175,000	171,479
IT subscriptions	75,800	75,000	53,305
General expenses	92,605	80,000	53,675
	2,141,266	2,640,000	1,986,533

Professional fees and legal cost
These mainly relate to legal support, audit and accounting fees.

Travel expenses
Travel expenses of EUR 293,924 comprise international travel related to program management and new business development, as well as local program-related travel.

NOTES TO THE CONSOLIDATED STATEMENT OF INCOME AND EXPENDITURES FOR THE YEAR ENDED 31 DECEMBER 2019

Office expenses
Office expenses mainly consist of office rent of EUR 127,149 (2018: EUR 94,500). Furthermore it includes other office expenses of EUR 72,249 (2018: EUR 51,195) and telephone and data/airtime expenses of EUR 16,200 (2018: EUR 4,417). The excess over the budget is explained because of under-budgeted other office expenses.

Promotion and advertising
This includes TIKO's rewarded to actors in the networks during the year of EUR 427,900 and Tiko subsidies of EUR 497,633 (budget: EUR 1,429,379) and other marketing and promotional expenses of EUR 186,031 (budget: EUR 220,621). Lower cost than budgeted is mainly caused by a delay in concluding a new donor contract.

Connectivity and support
Connectivity and support relates to aggregation cost and call center expenses. Total cost of EUR 142,564 have diminished and is below budget mainly due to the competitive market in Kenya.

IT Subsription
IT subscription consist of hosting costs, costs accounting system and other employee-related subscriptions.

General expenses

	Actual 2019	Budget 2019	Actual 2018
	EUR	EUR	EUR
Insurance	47,233	30,000	21,225
Recruitment	39,084	50,000	32,119
Other general expenses	6,288	-	331
	92,605	80,000	53,675

10. Financial results

	Actual 2019	Budget 2019	Actual 2018
	EUR	EUR	EUR
Interest income and similar income	(17)	-	(32)
Bank charges	17,120	20,000	22,593
Foreign exchange results	28,124	25,000	63,639
	45,227	45,000	86,200

NOTES TO THE CONSOLIDATED STATEMENT OF INCOME AND EXPENDITURES FOR THE YEAR ENDED 31 DECEMBER 2019

11. Taxation

Triggerise Stichting is a Public Benefit Organisation ('ANBI') governed by the laws of the Kingdom of the Netherlands. Triggerise Stichting serves the public interest and does not aim to make profit. Consequently, Triggerise Stichting is not subject to Corporate income tax in the Netherlands. Subsidiaries of Triggerise Stichting, which have been established to support the group activities are liable to Corporate income tax in the country of residence. The Group has cumulative tax losses carried forward available of EUR 960,110.

Subsidiaries of Triggerise Stichting could be liable to Corporate income tax in countries where a permanent establishment is located.

12. Transactions with related parties

Transactions with related parties are assumed when a relationship exists between Triggerise and a natural person or entity that is affiliated with the entity. This includes, amongst others, the relationship between Triggerise and its subsidiaries, directors and key management personnel. Transactions are transfers of resources, services or obligations, regardless whether anything has been charged.

There have been no transactions with related parties that were not on a commercial basis.

13. Subsequent events

COVID-19

As from mid-March 2020, COVID-19 is impacting all activities in all markets and it is uncertain as to how long this will last.

It is currently management's expectation that Triggerise's platforms will continue to operate, while promoting self-enrollment and other ways of accessing their services in the coming period, including direct to consumer delivery in markets where Triggerise has this capability, to maintain impact and to enable Triggerise to achieve program targets.

Operating results could be negatively influenced as a result of decreased income in case donors would suspend their contract obligations. Until now management has not received any indication of this from the donors.

The credit risk - if the donor fails to meet their contractual obligations - is considered low in light of the Covid-19 crisis, because of the short/mid-term creditworthiness of both the government, as well as of one of the main donors, a private foundation in Sexual and Reproductive Services (SRH), long-term backed up by a private charitable investor.

NOTES TO THE CONSOLIDATED STATEMENT OF INCOME AND EXPENDITURES FOR THE YEAR ENDED 31 DECEMBER 2019

Because of the expiring funding for the Indian program by the end of 2020. Potentially delayed decision taking on application requests during the COVID-19 crisis, could result in the suspension of Triggerise' s operations in India. In case this risk will be materialized, the Business Continuity Plan for discontinuation of the Indian operations will be activated by the end of 2020. This will also imply rationalisation of the expenses of international staff and teach team staff to the size of the continued operating programs in other operating markets.

Other subsequent events
There are no other subsequent events.

SEPARATE FINANCIAL STATEMENTS

SEPARATE BALANCE SHEET AS AT 31 DECEMBER 2019

(Before result appropriation)

	Note	31 December 2019		31 December 2018	
		EUR	EUR	EUR	EUR
ASSETS					
Fixed assets					
Tangible fixed assets	(14)	1,179		-	
Financial fixed assets	(15)	161,004		-	
			162,183		-
Current assets					
Trade and other receivables	(16)	192,127		395,741	
Cash and cash equivalents	(17)	3,217,252		380,764	
			3,409,379		776,505
			3,571,562		776,505
LIABILITIES					
Reserves	(18)		447,439		35,684
Provisons	(19)		-		135,205
Current liabilities	(20)		3,124,123		605,616
			3,571,562		776,505

SEPARATE STATEMENT OF INCOME AND EXPENDITURES FOR THE YEAR ENDED 31 DECEMBER 2019

	Note	2019	2018
		EUR	EUR
Income	(21)	5,809,787	4,231,453
Expenditures			
Operating expenses	(22)	(5,711,319)	(4,168,579)
Net operating result		98,468	62,874
Financial result	(23)	18,640	(14,220)
Result before taxation		117,108	48,654
Taxation		-	-
Result participating interest		289,188	90,432
Net result		406,296	139,086
Appropriation of result			
Added / (deducted from) the reserves		406,296	139,086
Net result		406,296	139,086

NOTES TO THE SEPARATE FINANCIAL STATEMENTS

GENERAL

The Separate financial statements are part of the 2019 statutory financial statements of the Triggerise. The financial information of the Foundation is included in the Consolidated financial statements.

If there is no further explanation provided to the items in the Separate balance sheet and the Separate statement of income and expenditures, please refer to the notes in the consolidated balance sheet and statement of income and expenditures.

ACCOUNTING POLICIES - GENERAL

The principles for the valuation of assets and liabilities and the determination of the result are the same as those applied to the consolidated statement of income and expenditures, with the exception of the following:

Financial instruments
In the Separate financial statements, financial instruments are presented on the basis of their legal form.

Participating interests in group companies
Participating interests in group companies are accounted for in the Separate financial statements according to the equity accounting method on the basis of net asset value. For details we refer to the accounting policy for financial fixed assets in the consolidated financial statements.

Result from participating interests
The share in the result of participating interests consists of the share of Triggerise Stichting in the result of these participating interests. Results on transactions, involving the transfer of assets and liabilities between the Foundation and its participating interests and between participating interests, are not recorded insofar these are unrealised.

NOTES TO THE SEPARATE BALANCE SHEET AS AT 31 DECEMBER 2019

14. Tangible fixed assets

	Computer equipment	Total
	EUR	EUR
Changes this period:		
Investments	1,286	1,286
Depreciation	(107)	(107)
	1,179	1,179
Book value as of 31 December 2019		
Purchase price	1,286	1,286
Accumulated depreciation	(107)	(107)
	1,179	1,179

15. Financial fixed assets

Financial fixed assets consist of the following wholly owned subsidiary:
- Triggerise B.V., Amsterdam, The Nederlands

16. Trade and other receivables

	31-12-2019	31-12-2018
	EUR	EUR
Trade receivables	36,380	94,356
Amounts due from group companies	154,890	299,642
Prepaid expenses and other receivables	857	1,743
	192,127	395,741

Trade and other receivables are due within one year. No intrest have been charged on the amounts due from group companies.

17. Cash and cash equivalents

Cash and cash equivalents are available on demand and at free disposal of the Foundation.

NOTES TO THE SEPARATE BALANCE SHEET AS AT 31 DECEMBER 2019

18. Reserves

The movement of reserves during the financial period is specified below.

	Translation reserve	Other reserves	Total
		EUR	EUR
Balance as at 1 January 2018	(941)	(102,345)	(103,286)
Net result	-	139,086	139,086
Translation result	(116)	-	(116)
Balance as at 31 December 2018	(1,057)	36,741	35,684
Balance as at 1 January 2019	(1,057)	36,741	35,684
Net result	-	406,296	406,296
Translation result	5,459	-	5,459
Balance as at 31 December 2019	4,402	443,037	447,439

Appropriation of result
The Board of Directors proposes, with consent of the Supervisory Board, to add the result for the year 2019 to the other reserves.

19. Provisions

Provisions at year-end 2018 related to the negative value of Triggerise B.V. amounting to EUR 135,205. This company is a wholly owned subsidiary of Triggerise Stichting.

20. Current liabilities

	31-12-2019	31-12-2018
	EUR	EUR
Accounts payable to suppliers and trade creditors	-	83,172
Amounts due from group companies	187,589	-
Deferred revenue	2,928,585	517,910
Other liabilities	7,949	4,534
	3,124,123	605,616

Deferred revenue relates to income from donations, for services which have not yet been performed on balance sheet date. Current liabilities are due within one year. No interest have been charged on amounts due to group companies.

NOTES TO THE SEPARATE STATEMENT OF INCOME AND EXPENDITURES FOR THE YEAR ENDED 31 DECEMBER 2019

21. Income

Income consists of donations. The Foundation is obtaining these donations to fund the projects and programs of its subsidiaries.

22. Operating expenses

Operating expenses relate to service fees paid to Triggerise B.V. regarding cost incurred on projects and programs, of EUR 5,511,721 (2018: EUR 4,144,612) and various other operating expenses of EUR 199,598 (2018: EUR 23,967).

23. Financial result

	2019	2018
	EUR	EUR
Bank charges	483	465
Foreign exchange gain/loss	(19,123)	13,755
	(18,640)	14,220

24. Remuneration of managing and supervisory directors

The emoluments, including pension costs as referred to in Section 2:383(1) of the Dutch Civil Code, charged in the financial year to the Company, its subsidiaries and consolidated other companies amounted to EUR 455,520 (2018: EUR 297,993) for managing directors and former managing directors. (Voluntary) supervisory board members and former supervisory board members have not received emoluments in 2019 and 2018.

Information on Wet Normering Topinkomens

Pursuant to the WNT (Top Income Standardization Act), the incomes and severance payments of top officials at institutions with a public task are maximized and made public. As "Organization in the field of development industry" the maximum income relevant for Triggerise is EUR 181,000 in 2019.

The following tables show the income earned by top officials in 2019 and 2018.

NOTES TO THE SEPARATE STATEMENT OF INCOME AND EXPENDITURES FOR THE YEAR ENDED 31 DECEMBER 2019

2019

name	Benoit Renard	Richard Matikanya	Daun Fest
position	Statutory director	Statutory director	Statutory director
Consultancy contract	n/a	full time	full time
start date	n/a	30/09/18	n/a
end date	n/a	31/03/19	n/a
Employment contract	1 FTE	1 FTE	1 FTE
start date	01/07/16	01/04/19	01/01/19
end date	n/a	n/a	31/10/19
Remuneration in EUR	153,360	144,185	127,500
Maximum remuneration in EUR	181,000	216,150	150,833

2018

name	Hans Goudkamp	Benoit Renard	Richard Matikanya	Daun Fest
position	Statutory director	Statutory director	Statutory director	Statutory director
Consultancy contract	n/a	n/a	full time	full time
start date	n/a	n/a	30/09/18	30/09/18
end date	n/a	n/a	31/03/19	31/12/18
Employment contract	1 FTE	1 FTE	1 FTE	1 FTE
start date	30/09/17	01/07/16	n/a	n/a
end date	30/09/18	n/a	n/a	n/a
Remuneration in EUR	65,727	150,000	34,010	27,534
Maximum remuneration in EUR	130,500	174,000	80,400	80,400

(Voluntary) supervisory board members and former supervisory board members have not received emoluments in 2019 and 2018.

NOTES TO THE SEPARATE STATEMENT OF INCOME AND EXPENDITURES FOR THE YEAR ENDED 31 DECEMBER 2019

25. Related party transaction

Transactions with related parties are assumed when a relationship exists between Triggerise and a natural person or entity that is affiliated with the entity. This includes, amongst others, the relationship between Triggerise and its subsidiaries, directors and key management personnel. Transactions are transfers of resources, services or obligations, regardless whether anything has been charged.

There have been no transactions with related parties that were not on a commercial basis.

26. Subsequent events

Refer to note 13 of the consolidated financial statements for the subsequent events relevant to Triggerise Stichting.

Amsterdam, 1 May 2020

The Board of Directors:

Benoit Renard	Richard Matikanya
(Chief Executive Officer)	(Chief Operating Officer)

OTHER INFORMATION

OTHER INFORMATION

Independent auditor's report
The independent auditor’s report is set forth on the next page.

INDEPENDENT AUDITOR'S REPORT

To: The Board of directors of Triggerise Stichting

A. Report on the audit of the financial statements 2019 included in the report on the financial statements

Our opinion
We have audited the financial statements 2019 of Triggerise Stichting, Amsterdam.

In our opinion the accompanying financial statements give a true and fair view of the financial position of Triggerise Stichting as at 31 December 2019, and of its result for the year then ended in accordance with the Guideline for annual reporting 650 "Fundraising Organizations" of the Dutch Accounting Standards Board and the provisions according to Wet normering topinkomens (WNT, Top Income Standardization Act).

The financial statements comprise:
1. the consolidated and company balance sheet as at 31 December 2019;
2. the consolidated and company statement of income and expenditures for 2019; and
3. the notes comprising a summary of the accounting policies and other explanatory information

Basis for our opinion
We conducted our audit in accordance with Dutch law, including the Dutch Standards on Auditing and the Audit protocol Wet normering topinkomens (WNT, Top Income Standardization Act). Our responsibilities under those standards are further described in the 'Auditor's responsibility' section of our report.

We are independent of Triggerise Stichting 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 regulations in the Netherlands. Furthermore, we have complied with the "Verordening gedrags- en beroepsregels accountants" (VGBA, Dutch Code of Ethics).

We believe the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Emphasis of matter – uncertainty related to the effects of the corona virus (COVID-19)
We draw attention to the going concern paragraph and the impact of COVID-19 on page 15 in the notes to the financial statements in which the board of directors has described the possible impact and consequences of the corona virus (COVID-19) on the entity and the environment in which the entity operates as well as the measures taken and planned to deal with these events or circumstances. This note also indicates that uncertainties remain and that currently it is not reasonably possible to estimate the future impact. Our opinion is not modified in respect of this matter.

B. Report on other information included in the report on the financial statements
In addition to the financial statements and our auditor's report thereon, the report on the financial statements contains other information that consists of:
- The management board's report;
- Other information as required by the Guideline for annual reporting 650 "Fundraising Organizations" of the Dutch Accounting Standards Board.

Based on the following procedures performed, we conclude that the other information:
- Is consistent with the financial statements and does not contain material misstatements;
- Contains the information as required by the Guideline for annual reporting 650 "Fundraising Organizations" of the Dutch Accounting Standards Board.

We have read the other information. Based on our knowledge and understanding obtained through our audit of the financial statements or otherwise, we have considered whether the other information contains material misstatements. By performing these procedures, we comply with the requirements of the Guideline for annual reporting 650 "Fundraising Organizations" of the Dutch Accounting Standards Board and the Dutch Standard 720. The scope of the procedures performed on the other information is substantially less than the scope of those performed in our audit of the financial statements.

Management is responsible for the preparation of the management board's report in accordance with the Guideline for annual reporting 650 "Fundraising Organizations" of the Dutch Accounting Standards Board and other information as required by the Guideline for annual reporting 650 "Fundraising Organizations" of the Dutch Accounting Standards Board.

C. Description of responsibilities regarding the financial statements

Responsibilities of management for the financial statements
Management is responsible for the preparation and fair presentation of these financial statements in accordance with the Guideline for annual reporting 650 "Fundraising Organizations" of the Dutch Accounting Standards Board and the provisions according to Wet normering topinkomens (WNT, Top Income Standardization Act). Furthermore management is responsible for such internal control as it 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 entity's ability to continue as a going concern. Based on the financial reporting frameworks mentioned, management should prepare the financial statements using the going concern basis of accounting unless management either intends to liquidate the entity 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 entity's ability to continue as a going concern in the financial statements.

Our responsibilities for the audit of the financial statements
Our objective is to plan and perform the audit assignment in a manner that allows us to obtain sufficient and appropriate audit evidence for our opinion.

Our audit has been performed with a high, but not absolute, level of assurance, which means we may not have detected all material errors and fraud.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. The materiality affects the nature, timing and extent of our audit procedures and the evaluation of the effect of identified misstatements on our opinion.

We have exercised professional judgment and have maintained professional scepticism throughout the audit, in accordance with Dutch Standards on Auditing, the Audit protocol Wet normering topinkomens (WNT, Top Income Standardization Act), ethical requirements and independence requirements. Our audit included:

- 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 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 entity'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, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the entity'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. However, future events or conditions may cause a entity to cease to continue as a going concern;
- Evaluating the overall presentation, structure and content of the financial statements, including the disclosures;
- Evaluating whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

Because we are ultimately responsible for the opinion, we are also responsible for directing, supervising and performing the group audit. In this respect we have determined the nature and extent of the audit procedures to be carried out for group entities. Decisive were the size and/or the risk profile of the group entities or operations. On this basis, we selected group entities for which an audit or review had to be carried out on the complete set of financial information or specific items.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant findings in internal control that we identify during our audit.

Werkhoven, 1 May 2020

NielenVanDeLaar accountants B.V.

C.J.G. Nielen RA