

# Annual Report

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## 2019



## Cover photo (Sign of Hope)

In mid March 2019, Cyclone Idai devastated large areas of Mozambique, Zimbabwe and Malawi with incessant rainfall and winds of up to 200 km/h. Both girls were involved in a distribution campaign in the Metochira municipality of Mozambique. There was extensive destruction in and around the village. Since this was shortly before seed sowing time, seeds and tools were among the things delivered.

## Legal notice

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# Annual Report 2019

Sign of Hope

<b>Foreword &amp; acknowledgements</b>	<b>04–05</b>
<b>About Hoffnungszeichen   Sign of Hope e.V.</b>	<b>06–15</b>
Who we are, what we do, how we help	06–09
Organisation and structure	10–11
Transparency and communications	12–13
Core focuses	14–15
<b>Where we operate</b>	<b>16–35</b>
Project countries around the world	16–17
Our operations in figures	18–19
Uganda	20–23
South Sudan	24–25
Kenya	26–27
Armenia	28–29
India	30
Mozambique	31
Malawi and DR Congo	32
Ethiopia and Bangladesh	33
Guatemala and Yemen	34
Other countries	35
<b>Finances</b>	<b>36–41</b>
Balance sheet and explanation	36–37
Auditor's report	38–39
Multi-division accounting	40–41
<b>Outlook &amp; strategy</b>	<b>42–43</b>
<b>The Hoffnungszeichen   Sign of Hope Foundation</b>	<b>44–45</b>

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## Foreword

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To look back and be able to say “we achieved that!” is a good feeling. Our annual report should also provide an outlook, however, because our projects often entail a new beginning in difficult times for the recipients of our aid.



Gerhard Heizmann  
Chairperson of the  
Volunteer Supervisory  
Board  
(up to March 2020)

Some of us will at some point in our lives have had experience of a large construction project: a complete refurbishment of an apartment, having one's own house built or an old house renovated. Each of us knows how much effort and exertion, but also excitement and anticipation, is associated with such a project. For the residents of Kosike in Uganda, the construction of our Sign of Hope Clinic means even more. In a region where many people previously had almost no access to medical care, the opening of our health facility considerably improved the lives of the roughly 20,000 people in the catchment area.

The construction and opening of this clinic was a milestone in our work for the Sign of Hope employees too. Whether in Konstanz or on the ground

in Uganda – everyone involved put their all in the project. This of course also applies to all the other projects that we are running around the world with a growing number of employees and aid recipients.

The unifying and critical factor in all this is the generous support of you, our valued donors, because your trust creates the foundation for everything that we achieve all over the world. In this annual report, you will therefore find information about our collaborative beneficial work for disadvantaged people around the world. We would be very grateful if you continued to support us with your donations, prayers and advocacy.

A handwritten signature in black ink, appearing to read "G. Heizmann".



## Acknowledgements

“A good song blows the dust from the heart.”  
(Christoph Lehmann, town chronicler and author, 1568–1638)

Strange, joyful tunes are carried on the wind, principally sung by groups of women. A sustained exultation in a high descant cuts repeatedly over the clear melodies. As a level-headed German, I am struck by the similarity to a heartfelt “Yahoo!”. And an exultation is just what it is, because the residents of the Ugandan parish of Kosike are singing as part of the opening procession on the new clinic premises. Joy and relief at the successful construction of the clinic is visible on their faces, can be heard in their voices and makes itself apparent in their jubilant dancing.

Our employees are not always cheered so enthusiastically while working on their aid missions. They often find themselves confronted by chaos, surrounded by extreme suffering, hopelessness, and people fearing for their

lives. Yet come joy or suffering, our helpers are regularly reminded of how close and similar we humans are to each other, no matter how far apart and in what contrasting circumstances we may live.

The distances between each other disappear in a globalised world, and the “bridge of love” that we at Sign of Hope would like to build between you and people in need can only be strengthened by this proximity. Dear donors, I thank you wholeheartedly for enabling us to reduce the gap between us and our brothers and sisters around the world through our work.

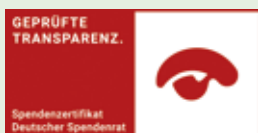


Reimund Reubelt  
Chairperson

## Who we are

For the last 35 years, Sign of Hope's employees have been working all over the world to alleviate suffering, give aid and support the persecuted. We see ourselves as a bridge that connects the love of our supporters in this part of the world and the people living in crisis-hit areas and disadvantaged regions.

Sign of hope is a bearer of the **Donation Certificate** awarded by the German Charities Council. The German Charities Council is an umbrella organisation for fund-raising charitable organisations. The Donation Certificate, which was first awarded in 2017, certifies that the holder handles money entrusted to it responsibly and transparently.



Hoffnungszeichen | Sign of Hope e.V. is a human rights and aid organisation inspired by Christian teachings. Helping the oppressed and exploited all over the world is at the heart of what we do. Drawing on Christian belief for our values and our motivation, Sign of Hope is guided by the principles of compassion, loving one's neighbour and solidarity.

The association was founded in 1983 as CSI Deutschland e.V. in Bonn. Ten years later we moved our headquarters to Singen (Hohentwiel). Following the end of a collaboration with CSI International, in 1999 the Members' Meeting gave the association the name it bears today and a new appearance. The Sign of Hope Foundation was founded in 2007. In 2013 Sign of Hope moved into the premises of the Sign of Hope Foundation in Konstanz.

Sign of Hope has been a member of the German Charities Council since 1997 and was one of the first recipients of the "Spendenzertifikat" (lit. donation certificate). We have been part of the VENRO umbrella organisation since 2013. We are moreover one of the signatories to the voluntary declaration of the Transparent Civil Society Initiative and have consultative status with the United Nations.

Sign of Hope is recognised by the tax office in Konstanz as a not-for-profit and charitable organisation. Donations to Sign of Hope are tax-deductible.

You can find the articles and mission statement of Hoffnungszeichen | Sign of Hope e.V. at [www.sign-of-hope.org](http://www.sign-of-hope.org). You can read about the Sign of Hope Foundation on pages 44–45.





## What we do

Whether it is providing food for the starving, emergency accommodation for earthquake victims, seeds and tools for smallholders, vocational training for women, textbooks for pupils or organising protests for persecuted Christians, the work we do around the world is wide-ranging and precise.

Hoffnungszeichen | Sign of Hope e.V stands up for people whose rights are under threat or being violated, provides humanitarian aid in the form of disaster relief and emergency aid and is committed to sustainable development cooperation. Satisfying the basic human requirements for food, water, healthcare and shelter are core elements of our work.

One of the regions where we are particularly active is central East Africa. Particular emphasis was placed in the reporting year on South Sudan, where Sign of Hope has been working since 1994, and Uganda, where construction of a health facility in the parish of Kosike was recently completed.

### Human rights work

Sign of Hope stands side by side with people all over the world whose rights are under threat or being violated. We regularly initiate protest campaigns

and appeals and manage practical projects in various countries. We are in consultative status with the United Nations Economic and Social Council.

### Humanitarian aid

By providing short-term disaster relief, Sign of Hope quickly and unbureaucratically ensures the survival of victims of natural catastrophes and famines – one such example is Cyclone Idai, which struck Mozambique in this reporting year. As part of this short- and medium-term emergency relief, we assist people in priority crisis- and war-afflicted countries.

### Development cooperation

In this field of activity we aim to effect structural changes that will support better living conditions through capacity building. We collaborate with local partners and members of staff on the ground, working together to help them achieve sustainable project goals.



Read more about our core focuses on pages 14–15.

*“Whatever you did for one of the least of these brothers and sisters of mine, you did for me.”  
Matthew 25:40*

Sign of Hope’s guiding verse

## How we help

Streamlined work processes, a network of trustworthy partners and comprehensive monitoring mechanisms: providing individual aid requires careful planning. This is why our work is effective and efficient, and focussed entirely around our donors and aid recipients.

**VENRO** is the umbrella organisation of non-governmental organisations in Germany. The goals that we share include eradicating global poverty, implementing human rights and conserving natural resources.

**VENRO**  
VERBAND ENTWICKLUNGSPOLITIK  
UND HUMANITÄRE HILFE

More on the quality standards, supervisory bodies and internal guidelines can be found at [www.sign-of-hope.org](http://www.sign-of-hope.org).

God created and loves us all, and every person has their dignity. The needs of the individuals who receive the aid we deliver are therefore at the heart of our work. We interact with both the participants of our projects and our donors as equals, treating them with respect, appreciation and tolerance. The main pillars of our work are trust, neutrality and tolerance.

We have been involved in trusting collaborations with a number of different partner organisations based all over the world for several years now. However, we initiate and run some of our projects solely using our own resources. Crisis situations as well as the contexts and causes of structural poverty are becoming ever more complex. In order to achieve high levels of quality and to continue to improve our work, it is important to ensure that everything is

handled professionally, from planning to implementation to the monitoring and evaluation of our projects.

In practical terms, Sign of Hope works in line with internationally recognised principles of humanitarian aid and development cooperation, such as the Core Humanitarian Standard, the standards of the Sphere Project, the VENRO Code and the principles of the International Red Cross and Red Crescent Movement. The organisation’s self-imposed guidelines and external monitoring moreover guarantee the transparency, safety and quality of our work.

Wide-ranging partner networks, such as EU Cord – a network of European Christian non-governmental organisations – serve simultaneously as lobby groups and vital sources of information.





South Sudan – school meals for pupils



Mozambique – emergency aid after Cyclone Idai



Armenia – living in poverty and isolation



India – where climate change is really being felt



Uganda – special food for malnourished children

## Organisation and structure

As a registered association, Sign of Hope is legally, organisationally and financially independent. The people in the individual organisational units work either full-time or on a voluntary basis.

At the end of the reporting year, Sign of Hope employed 25 members of staff at the association's head office in Konstanz, twelve in Uganda and nine in the office in Nairobi. The association had 25 members.

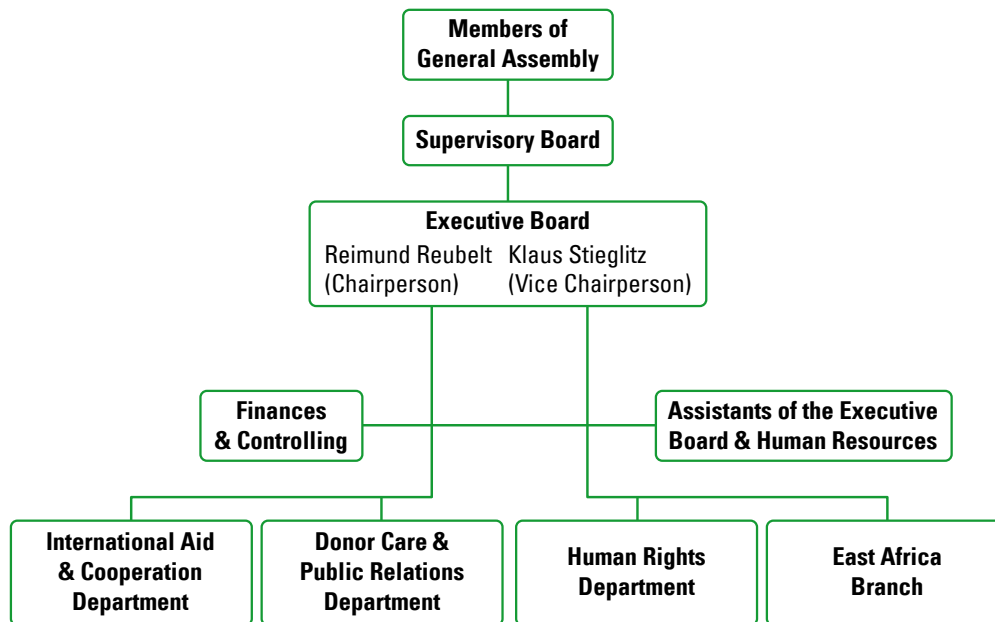
Human rights, humanitarian aid and development cooperation have a direct influence on the structure of the association. However, no section of the organisation works by itself – each is supported in their functions by the other departments and specialist teams.

In addition to the main offices in Konstanz, over the years Sign of Hope has also established its own structures in Eastern Europe and particularly in East Africa. The employees based in our premises in Yerevan (Armenia) and Nai-

robi (Kenya) implement and manage the projects in those respective regions. In particular, our numerous missions in central Eastern Africa are coordinated from Nairobi, including the construction and running of a health centre in Uganda.

As well as the members of staff who are directly involved with the projects, we also have employees working in administration, accounting, public relations and donor liaison departments in Nairobi and Konstanz in particular.





Executive Board



Volunteer Supervisory Board (up to March 2020)

### Committees

Alongside the purpose of the association, Sign of Hope's articles also set out its committees:

The **General Assembly of the Members** usually gathers once a year and decides upon alterations to the articles of association and deals with questions of fundamental significance. The volunteer members are also responsible for appointing and removing members of the supervisory and executive boards and for appointing an auditor.

The full-time **Executive Board** manages the business of the association within the framework of the articles and the decisions taken by the association's other committees. It consists of the First Executive Board and the Second Executive Board.

The voluntary **Supervisory Board** is composed of up to five members and is responsible for the strategic management and monitoring of the executive board. As stipulated by the articles of association, the annual auditor's report is delivered to the supervisory board.

# Transparency and communication

Your trust in Sign of Hope is our most valued asset – we aim to live up to your expectations by means of high standards of quality and maximum possible transparency.

More information  
can be found at:

[www.spendenrat.de](http://www.spendenrat.de)  
[www.fundraisingverband.de](http://www.fundraisingverband.de)  
[www.venro.org](http://www.venro.org)  
[www.sign-of-hope.org](http://www.sign-of-hope.org)



## Taking a responsible approach

Making effective, efficient and careful use of the donations that are entrusted to us is our top priority. A range of internal mechanisms and guidelines, as well as compliance with strict external policies are intended to ensure this. Adherence to these standards is monitored by an independent auditor, who also examines our accounts and finances. Our efforts receive recognition in the form of, for example, the Donation Certificate awarded by the German Charities Council.

Sign of Hope is a signatory of the Transparent Civil Society Initiative and as such discloses information relating to the ten key criteria for transparency. Our membership of VENRO also underpins our aspirations with regard to transparency and organisation management. Last but not least, the Konstanz Tax Office recognises our activities as charitable.\*

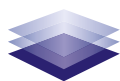
## Publicity for a good cause

As well as federal institutions, companies and various foundations, private

donors constitute many of our (potential) sponsors. In order to realise the aims of our organisation, we must turn to professional means of fundraising. As part of this fundraising, we prepare relevant information and make it available to donors and potential contributors – in the form of our monthly magazine, for example, or internet articles, or this annual report.

Printed appeals for donations are a particularly effective method of gaining new donors for our projects. In the digital sphere, we offer more information and opportunities through our website [www.sign-of-hope.org](http://www.sign-of-hope.org). We like to reach out to our supporters via an email newsletter and our social media channels.

Sign of Hope is happy to support school classes and congregations with collection campaigns. We will also gladly give presentations about our work at trade fairs, lectures and other events. Birthdays, anniversaries and weddings also represent an opportunity for gathering donations.



Initiative  
Transparente  
Zivilgesellschaft



Team of the Certified Public Accountant firm WISTA AG have inspected Sign of Hope’s annual financial statement for 2019.

Through our public relations work, we can draw specific attention to grievances and highlight a range of concerns.

mind, codes of conduct and relevant regulations drawn up by VENRO and the German Fundraising Association are of particular relevance.

**What matters most to us**

In order to protect our donors’ data, Sign of Hope makes use of a range of organisational and technical measures. Donor addresses are solely used for our own purposes. Personal data is processed in strict compliance with the provisions of the General Data Protection Regulation.

Sign of Hope is very mindful of costs in all its publicity activities. Fundraising activities are compensated irrespective of the degree of success. Staff members are remunerated in line with the public service provisions of the labour agreement (TVöD). We do not approach prospective donors in the street or at their front door.

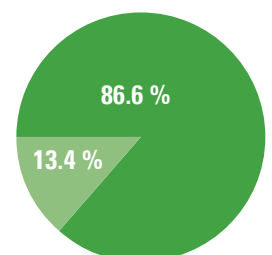
We aim to report on and promote our work authentically and with respect for both our donors and the recipients of our aid. With ethical considerations in

**Allocation of resources for the fiscal year 2019** (Expenses in millions of euros)

<b>Work to realise the articles of association</b>	<b>7.40</b>
- Project work	5.34
- Campaigns and public relations work	0.96
- Human resources and amortisation	1.10
<b>Administration costs</b>	<b>1.14</b>
- Publicity	0.70
- Administration	0.44
<b>Total</b>	<b>8.54</b>

**86.6 % Statutory Work**  
 62.5 % Project Work  
 11.2 % Campaigns and Public Relations Work  
 12.9 % Human Resources and Amortisation

**13.4 % Administration Costs**  
 8.2 % Publicity  
 5.2 % Administration



# Core focuses

Providing aid in the short-term, achieving change in the long-term and satisfying basic human needs. Sign of Hope's seven core focus areas are described below.



## Food

We make sure that people in desperate situations have access to sufficient food. We help them to supply themselves with food and supply seeds, tools and – when necessary – food rations.



## Healthcare

Large numbers of people are still dying from preventable diseases. In many of its projects Sign of Hope ensures access to healthcare and provides information about disease prevention.



## Human Rights

Sign of Hope exerts selective influence to improve the human rights situation around the world. We provide information about abuses and put pressure on those responsible.





Floods, earthquakes, conflict, famine – in the present era there is often a demand for immediate material help. To deliver this, we collaborate with partners on the ground who know what those affected require most urgently, such as clean drinking water, hygiene products or emergency shelter.



### **Emergency Aid & Disaster Relief**



Poverty affects millions of people worldwide. Sign of Hope supports these people by, for example, creating alternative earning opportunities to enable them to change their lives by themselves.



### **Combating Poverty**



In many countries, it is principally the poorest in society who have either no or limited access to clean water. Sign of Hope helps by building drinking water wells, reservoirs and basic sanitary facilities and by providing hygiene education.



### **Water**



Education is important in overcoming poverty and being able to determine the course of one's own life. We enable access to educational programmes even in the remotest of regions.



### **Education & Social Issues**

# Project countries around the world

Sign of Hope is active all over the world in various different ways. On the following pages you can find out more about our priority countries in central East Africa as well as our other project countries and the work that we do there.



Germany  
Page 35

Yemen

Page 34

Ethiopia

Page 33

Haiti  
Page 35

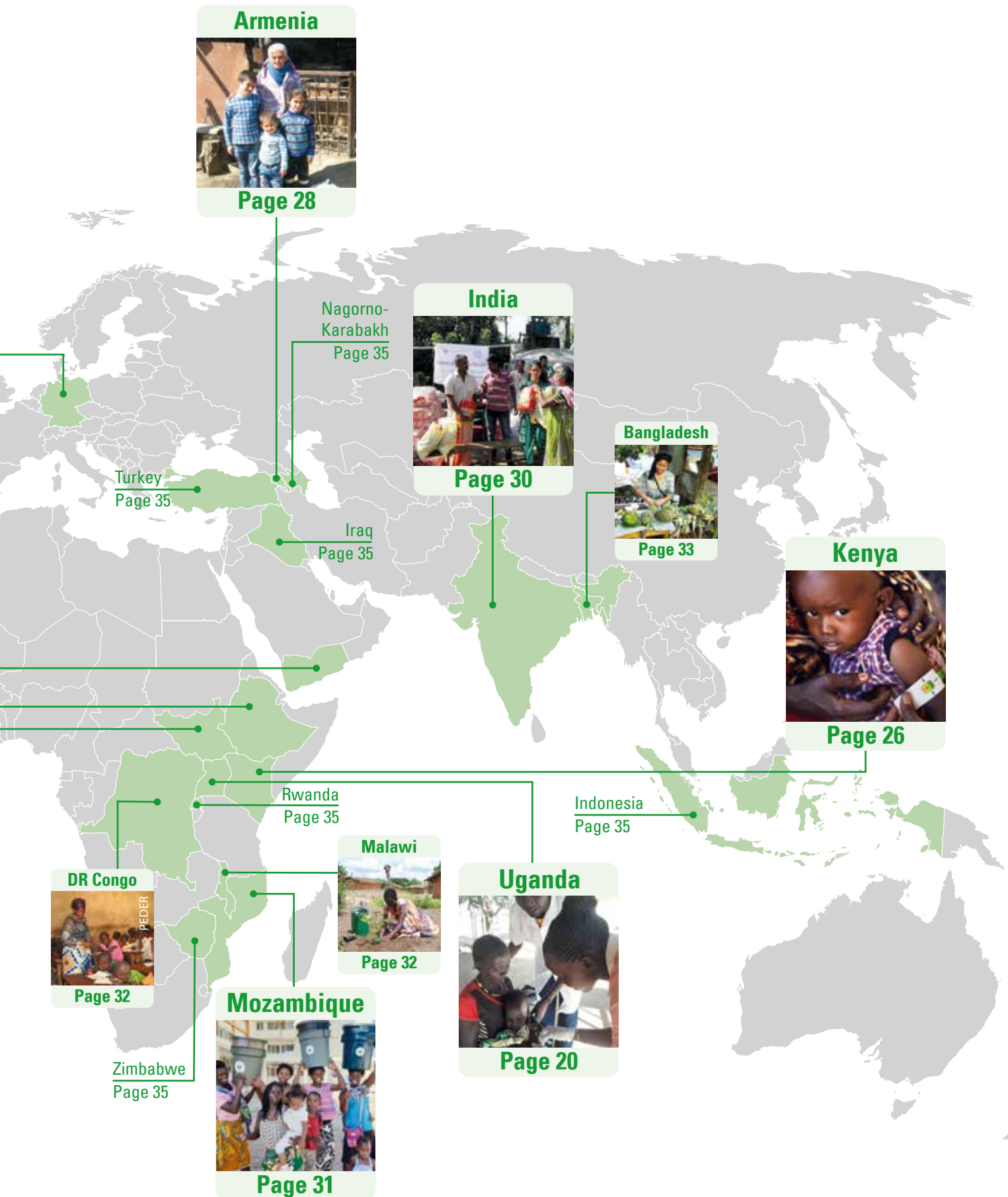
Guatemala

Page 34

South Sudan














Page 24





# Our operations in figures

Below is a representation of the costs from the reporting year 2019 for statutory activities. Countries in which Sign of Hope ran projects are listed in detail.

Country	Humanitarian aid and development cooperation	Human rights	Number of people reached
 <b>Armenia</b>	<b>€ 264,859</b> Income support through raspberry plantations, food aid		<b>2,076</b>
 <b>Ethiopia</b>	<b>€ 295,723</b> Improvement of health situation, emergency drought aid, food security, improved resilience, preparation for humanitarian crises		<b>50,916</b>
 <b>Bangladesh</b>	<b>€ 173,383</b> Access to water and sanitary facilities, food security, preparation for humanitarian crises		<b>14,635</b>
 <b>Nagorno-Karabakh (Azerbaijan)</b>	<b>€ 74,468</b> Food aid, support provided to a prosthetics centre		<b>1,932</b>
 <b>Germany</b>	<b>€ 42,435</b> Preparation for humanitarian crises		<b>26</b>
 <b>Guatemala</b>	<b>€ 157,552</b> Health and education in rural communities, preparation for humanitarian crises		<b>5,405</b>
 <b>Haiti</b>	<b>€ 17,905</b> Preparation for humanitarian crises		<b>14</b>
 <b>India</b>	<b>€ 322,274</b> Flood relief, improved resilience		<b>10,770</b>
 <b>Indonesia</b>	<b>€ 52,523</b> Emergency aid (improvements to water supplies, distribution of hygiene products)		<b>995</b>
 <b>Iraq</b>	<b>€ 114,912</b> Donations in kind, project planning, preparation for humanitarian crises		<b>2,097</b>
 <b>Yemen</b>	<b>€ 52,904</b> Emergency aid (food)		<b>459</b>
 <b>Kenya</b>	<b>€ 373,045</b> Basic healthcare provision, emergency aid (e.g. food and water), emergency malaria aid, preparation for humanitarian crises		<b>43,010</b>
 <b>DR Congo</b>	<b>€ 319,794</b> Food security, lunches for street children	<b>€ 20,592</b> Psychological support and legal assistance for street children	<b>27,880</b>



Country	Humanitarian aid and development cooperation	Human rights	Number of people reached
Malawi	<b>€ 303,014</b> Emergency aid, improvements in cultivation methods and marketing, improved resilience	<b>€ 48,032</b> Improving the rights of people with albinism	<b>28,500</b>
Mozambique	<b>€ 138,629</b> Emergency aid, provision of water/sanitary facilities/hygiene products and learning resources		<b>34,900</b>
Rwanda	<b>€ 49,534</b> Improved access to drinking water and sanitary facilities		<b>3,245</b>
Zimbabwe	<b>€ 49,655</b> Emergency aid (e.g. delivery of water filtering systems), donations in kind		<b>20,732</b>
South Sudan	<b>€ 1,206,052</b> Basic healthcare provision, treatment for malnourished children, access to water, sanitary facilities and basic hygiene, preparation for humanitarian crises	<b>€ 356,300</b> Information campaign and research into drinking water contamination caused by the oil industry, help for mentally ill patients	<b>37,298</b>
Turkey		<b>€ 76,024</b> Provided support to the Christian minority	<b>65</b>
Uganda	<b>€ 1,755,796</b> Basic healthcare provision in rural areas, nutrition services, renovation of a school library, donations in kind, refugee aid, improvements to cultivation methods and market access, reforestation	<b>€ 46,920</b> Support for land rights, climate change analysis, strengthening of rights of mine workers and women	<b>122,763</b>
<b>Total Project countries</b>	<b>€ 5,764,457</b>	<b>€ 547,868</b>	<b>407,718</b>
<b>Other project costs incl. donations in kind</b>	<b>€ 816,436</b>	<b>€ 34,295</b>	
<b>Campaigns &amp; public relations work</b>	<b>€ 149,207</b>	<b>€ 85,838 *</b>	
<b>Total</b>	<b>€ 6,730,100</b>	<b>€ 668,001</b>	

\* Petition campaigns supporting human rights cases in Egypt, Algeria, Azerbaijan, China, Eritrea, Haiti, India, Iran, Colombia, Malawi, Myanmar, Nicaragua, Nigeria, the Philippines, Saudi Arabia, South Sudan and Sudan

# Uganda:

## Creating new perspectives

The land feels the effects of climate change profoundly, but agricultural projects give families a chance. We also focus extensively on providing medical care.

### Republic of Uganda



Inhabitants: 42.7 million  
HDI\*: 159 (0.528)

The most water-rich country in Africa is increasingly suffering from drinking water shortages as a result of mismanagement, excessive use of resources and climate change. Despite its own problems, Uganda takes in large numbers of refugees.

- Shortages of doctors and the small reach of government health care pose difficulties.
- Just 56 % of the population has access to clean drinking water, and 41 % to sanitary facilities.
- Areas are drying out, especially in the North; the rest of what used to be a wet, tropical country now only has one rainy season.



### Healthcare provision for 20,000 people

The remote district of Amudat is suffering extensively from acute malnourishment and a high HIV infection rate. More than half of the local populace has no access to clean drinking water. Together with our project partner, the diocese of Moroto, Sign of Hope is providing basic medical care for around 20,000 people by building and running a clinic in the parish of Kosike. The shell construction of the treatment building – the heart of the health centre – was completed in July 2019. Even though still under construction, medical treatment days were already being offered to the populace. Once opened, the clinic will run a nutrition programme for malnourished children in particular, provide medical care for pregnant women and offer obstetrics,

carry out a vaccination programme and treat injured and sick inpatients and outpatients.

**What we have achieved:** Treatment days are held twice a week for up to 300 patients. Our operations team also calls in at surrounding villages. The shell construction of the main building is now complete and work has started on the interior fittings. The nutrition programme for malnourished children has been launched.

**Outlook:** The project is ongoing, and the clinic will open in the 2020 reporting year.





Adraa Agriculture College

### How we helped

**Activities:** Basic healthcare provision in rural areas, nutrition services, renovation of a school library, donations in kind, refugee aid, improvements to cultivation methods and market access, reforestation, support for land rights, climate change analysis, strengthening the rights of mine workers and women

**Total expenditure:** € 1,802,716

**Number of projects:** 11

**Number of people reached:** 122,763

**Project partners:** Adraa Agriculture College, Amudat District Health Office, Caritas Kotido, CDID, Diocese of Kotido, Diocese of Moroto, CECORE, GAIN USA, SOCADIDO, LIFE Ministries Uganda

**Co-financing:** German Federal Ministry of Economic Cooperation and Development, Else Kröner-Fresenius Foundation

**Focuses:**     

### Material support for refugees and local populaces

People from South Sudan in particular, but also from the DR Congo, are finding refuge in north-western Uganda. Working with the Adraa Agriculture College (run by Franciscan monks), it is our aim to impart basic agricultural and business knowledge to the refugees and local inhabitants of the Arua district surrounding the parish of Adraa. On these courses the participants learn how to cultivate vegetables sustainably, raise poultry and grow saplings. "One day I was able to attend an event at the Adraa School, which gave details about their agricultural teaching. I went straight into an interview and was accepted," recounts Lilian Sitaraya from South Sudan. As part of the school's teaching, the participants were also given materials with

which to apply their knowledge on their own plot of land, in order that they might provide for themselves in the future. Furthermore, the capacity at the agricultural school is being expanded.

**What we have achieved:** 246 people completed the 6-week training course.

**Outlook:** It is hoped that roughly 1,700 people will have completed a training course by 2022. A hostel that is currently under construction is designed to offer sleeping accommodation for 200 pupils.



Adraa Agriculture College

\* The Human Development Index – HDI for short – is a prosperity indicator for countries. It takes into account the income per capita, life expectancy or the number of years spent at school. Each country was given a ranking in 2018 (out of a total of 189 countries).



### Defying climate change

The Teso region is one of the areas of Uganda most severely affected by climate change. Increasing changes to the rainy and dry seasons as well as the climate as a whole pose new challenges to the people living in and around the parish of Awoja. One aim of our project run jointly with SOCADIDO is to regenerate the threatened ecosystem. The other is to diversify agriculture and make it more efficient in order to secure more sustainable income situations for the local populace.



**What we have achieved:** Provided education about climate change for the inhabitants of the 100 project villages (approx. 10,000 households), and opened 50 tree schools.

**Outlook:** The aim is to plant 600,000 trees by the end of 2021. Both fruit trees and forests contribute to the income of a household. Local farmers will be trained and will receive flood and drought-resistant seeds.

### Mobile medical assistance

With our help the diocese of Moroto was able to offer basic medical care to the people in the village and surrounding area even while construction of the clinic in Kosike was still ongoing. Examinations of newborns and children under the age of five, antenatal care, tests for HIV or hepatitis, information about hygiene and nutrition as well as treatment for minor injuries or illnesses were all provided by a mobile health team. These activities were coordinated by the diocese's health office.

**What we have achieved:** Running the office, paying members of staff, provision of medical equipment and medication, regular visits to local villages.

**Outlook:** The project was launched in April 2019 and will be continued in the 2020 reporting year.



Mikhail Pavstyuk/Unsplash

### Dispute settlement and legal assistance

Disputes over water and land are a regular occurrence in rural areas. Socio-cultural inequalities are moreover often a cause of poverty and violence against women. In order to assist individuals, families and local communities in these difficult situations, we are supporting the Local Centre for Conflict Resolution (CECORE) in the district of Kaabong. It offers dispute settlement, legal support, training courses and information for those affected, thereby promoting peaceful coexistence between different communities and interest groups. Alongside traditional training activities, multipliers such as artists and radio hosts are included so that they might pass on information to the local populace at a grass roots level.

**What we have achieved:** Several hundred people were directly supported by the activities provided by CECORE, which included training courses in dispute settlement, human rights and administrative processes. 35 participants were trained up to be teachers. Three local artists received

support for their work. In many families, the right of women to have their say and participate equally in partnerships has improved. In total, approximately 14,000 people are benefiting from the project.

**Outlook:** The project will continue in the 2020 reporting year.



CECORE



CECORE

# South Sudan:

## Nutrition, education and health

South Sudan is one of the most fragile countries in the world. Extreme weather events and the effects of the civil war make life difficult for many people. The situation is dominated by widespread malnutrition, high levels of illiteracy and (regular) outbreaks of disease.

### Republic of South Sudan

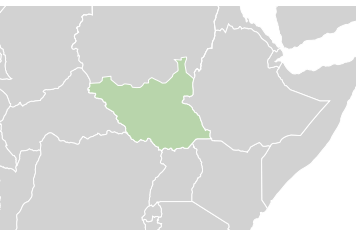


**Inhabitants:** 11 million

**HDI:** 186 (0.413)

Catastrophes regularly threaten the country between harvests. Several regional famines were registered in 2019.

- Tens of thousands of South Sudanese died in the civil war between 2013 and 2018, and two million were displaced.
- Large parts of the medical infrastructure were destroyed.
- Drinking water resources in the north of the country were contaminated by the oil industry.



#### Medical support

The primary school run by the Sisters of Loreto and the boarding school in Maker Kuei, at which roughly 1,300 pupils learn and are given regular meals, have been supplemented by a clinic. With the involvement of the German Federal Ministry of Economic Cooperation and Development, this project was completed in just a few months. The new clinic is open to all the inhabitants of the local region. Mary Acheng, whose 5-year-old son contracted malaria, is very grateful: "Now we can get medicines here in our village, and the doctors look after us well."

**What we have achieved:** Roughly 10,000 people in the catchment area are able to utilise the new clinic's offerings.

**Outlook:** Construction of the clinic in Maker Kuei is complete – the project has come to a close.

#### Nutrition for young and old

For the people of Rumbek, the health centre has been an essential drop-in centre for many years. Run by Sign of Hope from 2012 onwards, the health centre was taken over by the Diocese of Rumbek in early 2017. The Sisters of Charity offer a nutrition programme for malnourished children in conjunction with the clinic. Sign of Hope regularly makes important foodstuffs and various aid supplies available to the sisters, as the supply situation is particularly critical during the summer months.

**What we have achieved:** 85 malnourished children were treated. The aid deliveries principally benefited the seriously ill, pregnant women, disabled people, the elderly and orphans.

**Outlook:** The collaboration is being continued.





### How we helped

**Activities:** Basic healthcare provision, treatment for malnourished children, access to water, sanitary facilities and basic hygiene, preparation for humanitarian crises, information campaigns and research into drinking water contamination caused by the oil industry, help for mentally ill patients

**Total expenditure:** € 1,562,352

**Number of projects:** 8

**Number of people reached:** 37,298

**Project partners:** AnaTaban, Diocese of Rumbek, HOMEF, IBVM Loreto, Sisters of Charity, UNIDOR

**Co-financing:** German Federal Ministry of Economic Cooperation and Development, SKala-Initiative, Sternstunden e.V.

**Focuses:** 

### Improving drinking water supplies

As a consequence of civil war and droughts, during the reporting period 4.2 million people were forced to flee their homes in South Sudan. In Northern and Southern Liech State, many people have no access to clean water. However, refugees can only start to return once water is available and the barren fields can be sufficiently cultivated again. The aim of the project is to give 25,000 people access to drinking water by repairing existing water sources.

**What we have achieved:** Preparatory measures such as carrying out a WASH assessment, visiting six deep wells and compiling lists of requirements.

**Outlook:** The project is being continued with the objective of cleaning the deep wells and raising awareness among the local populace about water, hygiene and health.

### For the rights of the people

Traumatised or mentally disabled people are often “kept safe” in prisons. We are supporting the prison in Rumbek with medicines and are training volunteers in how to deal with patients.

In the Thar Jath region, 600,000 people are suffering from their drinking water having been contaminated by the oil industry. Since 2007, Sign of Hope has been working to help those affected to exercise their right to clean water.

**What we have achieved:** 60 mentally ill patients benefited, prison and medical staff received advanced training.

“We sing black tide” event in Berlin, collaboration with AnaTaban – a South Sudanese group of artists, setup of internet platforms.

**Outlook:** Both projects are ongoing.



# Kenya:

## Water, nutrition and medicine

The country is divided between affluence and considerable poverty. A high child and maternal mortality rate in addition to increasingly regular hunger crises shape the everyday lives of the rural population.

### Republic of Kenya

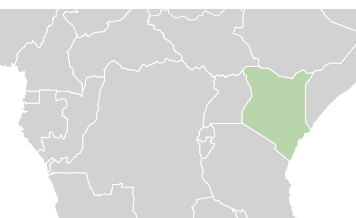


**Inhabitants:** 51.4 million

**HDI:** 147 (0.579)

More than a third of the population lives in extreme poverty, and youth unemployment is high. Furthermore, more than 470,000 refugees were registered in Kenya in June 2019, predominantly from the neighbouring crisis-hit countries of Somalia and South Sudan.

- Child mortality stood at 4.1 % in 2018.
- Life expectancy is rising consistently thanks to sustained humanitarian aid and is now 67.3 years (as of 2017).



### Mobile clinic in remote regions

In the counties of Baringo and Marsabit, people are suffering from the consequences of regular and severe droughts. Large proportions of their herds are dying due to a lack of food. Healthcare provision is also uncertain in these isolated areas. Sign of Hope sends out a mobile clinic (an SUV fitted with medical equipment) that regularly visits remote regions. The medical staff distribute food and treat the most common ailments, and also offer courses about hygiene and health.

**What we have achieved:** 720 women and 45 men took part in the health courses. Pregnant women were given medical treatment, and 240 children were vaccinated.

**Outlook:** The project will be continued in the 2020 reporting year.

### Emergency relief in periods of drought and malaria outbreaks

Around half of the 45,000 inhabitants of the Sololo region do not have access to sufficient food and water due to a short rainy season. Many shepherd families experienced hardship in Dukana (Marsabit) too as a result of the drought. There was a malaria outbreak in the summer of 2019 in the Illeret region, which required medical intervention.

**What we have achieved:** 120 households in Sololo received a 100-litre water tank, 120 families were given food. 400 households in Dukana were supplied with food. 4,500 people in Illeret were supported with malaria prophylaxis, mosquito nets and medical treatment.

**Outlook:** All of these projects were short-term emergency measures and have been concluded.



MIDP



### How we helped

Activities: Basic healthcare provision, emergency aid (e.g. food and water), emergency malaria aid, preparation for humanitarian crises

Total expenditure: € 373,045

Number of projects: 9

Number of people reached: 43,010

Project partners: CIPAD, Daasanach Development Organization, MIDP

Co-financing: Bild hilft e.V., SKala-Initiative

Focuses:

### Teaching and empowering smallholder families

Isiolo County is home to 268,000 people. Many cattle farmers and smallholders are not capable of dealing with changes to the climate. By training 20 “Community Champions”, farmers developed a greater understanding of climate change, early warning measures and government support. Promoting young people, women and people with disabilities was another important element of the project.

**What we have achieved:** The county’s populace is benefiting from the training of the 20 multipliers. Their livelihoods are improving thanks to their access to financial assistance and education. The communities can react more sustainably to changes in their environment.

**Outlook:** The project will be continued in the 2020 reporting year.

### Improving healthcare

Marsabit has the fourth highest maternal mortality rate in Kenya. The purpose of the project is to improve access to basic medical care and nutrition for the local residents. The multi-year project will involve renovating and equipping the maternity ward in the Illeret Health Centre, training personnel, providing logistical support for acquiring and distributing food and medicine as well as a nutrition programme.

**What we have achieved:** The proportion of mothers in the local population seeking medical assistance for themselves and their newborn has roughly doubled since the start of the project.

**Outlook:** The project will be continued in the 2020 reporting year.



# Armenia:

## Between stagnation and awakening

The oldest Christian nation in the world is facing tremendous challenges. Poverty and unemployment shape the lives of many Armenians.

### Republic of Armenia



**Inhabitants:** 3.0 million

**HDI:** 81 (0.760)

Many of the inhabitants of the Caucasian country live in hope that their circumstances will improve. Although there has been some initial success, the social and economic problems are not easy to solve.

- To this day, Armenia is suffering from the collapse of its industrial structure, the impacts of the earthquake in 1988 and the continuous state of war with Azerbaijan.
- Unemployment stands at roughly 18 %, and approximately 23 % of the population lives under the national poverty threshold.



### Winter relief for 150 families

In the course of two aid campaigns – at the beginning and end of winter – our two staff members Wigen Aghanikjan and Aljona Zeytunyan hand out food parcels, soap and washing powder to 150 households every year. The recipients are victims of the 1988 earthquake, destitute families – some of whom still live in destroyed houses – and pensioners and invalids. The unemployment rate in the region is more than 40 %, any one in every two children lives in poverty here. Above all, many old people are alone because their families have left Armenia in their search for work. “The prices for petrol, electricity, gas, firewood and above all food and medicines are so high that many families cannot buy medicines, and many pensioners’ incomes are only enough to buy bread with,” our employee Wigen Aghanikjan reports.

**What we have achieved:** During each of the two distributions, 150 families or elderly people living alone received a parcel containing food products worth roughly € 60. This includes flour, salt, cooking oil, pasta and tinned foods, among other things. The contents of a parcel lasts for several weeks.

**Outlook:** The project has been running since 2008 and will be continued in its current form by our long-serving members of staff on the ground.





### How we helped

Activities: Income support through raspberry plantations, food aid

Total expenditure: € 264,859

Number of projects: 2

Number of people reached: 2,076

Project partners: Green Lane

Co-financing: German Federal Ministry of Economic Cooperation and Development

Focuses:   

### Support for smallholders

Armenia has high levels of unemployment, and the livelihoods of many families in rural areas are limited to private small-scale farming. In order to help smallholders in the village of Haykavan to work efficiently and have a stable livelihood, we are running theoretical and practical training courses in collaboration with our local project partner, Green Lane. The courses deal with teamwork, planting and cultivation, the use of tools and fertilisers, fruit tree training as well as the marketing and packaging of crops. The project also reacts dynamically to ever-changing situations. From time to time, hailstorms occur and plant diseases take hold, with the result that the groups work together and under guidance to find solutions to these problems.

**What we have achieved:** The livelihoods of 144 households (approx. 576 people) improved through the use of more efficient seeds and more effective cultivation, irrigation and storage methods. The smallholders gained the ability to manage their own financial affairs and thereby increased their incomes. The cooperative that was founded produces enough revenue to support itself in the long-term.

**Outlook:** The project will be continued in the 2020 reporting year.



# India:

## Working together to forge new paths

India is frequently afflicted by natural catastrophes such as flooding, droughts, cyclones, earthquakes and tsunamis. Climate change is putting smallholders in particular under increasing pressure.

### Republic of India



Inhabitants: 1.353 billion

HDI: 129 (0.647)

This multi-ethnic country is the second most populous country on the planet.

- One in every three city dwellers (approx. 90 million people) live in unplanned housing and slums.
- A quarter of Indians cannot afford sufficient nutrition.
- Almost 60 % of the population is employed in agriculture.



### How we helped

Activities: Flood relief, improved resilience

Total expenditure: € 322,274

Number of projects: 2

Number of people reached: 10,770

Project partners: DIW Vision India, DRCS, WATCH

Co-financing: German Federal Ministry of Economic Cooperation and Development

Focuses:



### Defying climate change

The Sunderban Islands in the Ganges Delta are particularly hard-hit by the effects of climate change. The aim of the project is to protect the ecosystem and the livelihoods of the local population. Long-term, sustainable strategies are being developed in conjunction with the village communities.

**What we have achieved:** Nine kilometres of coastline reforested, 50 seed banks set up, 132,888 mangroves and 22,062 productive trees, 9,547 people taught about ecological sustainability and the environment, 5,000 mulberry saplings and vegetables seeds distributed and 42 water tanks built.

**Outlook:** The three-year project will end in December 2020.

### Emergency aid for flood victims

Heavy rainfall in the summer of 2019 inundated whole regions in the state of Andhra Pradesh. More than 70,000 people were affected. 75 % of the entire annual rainfall normally arrives during the monsoon season between June and September. This time, the monsoon rains were particularly heavy in some places. Many areas were completely underwater.

**What we have achieved:** Emergency aid parcels were distributed to roughly 500 families – the foods such as rice, lentils and oil were sufficient for two weeks. Flood victims also received water, hygiene products and blankets.

**Outlook:** This emergency aid project has been concluded.

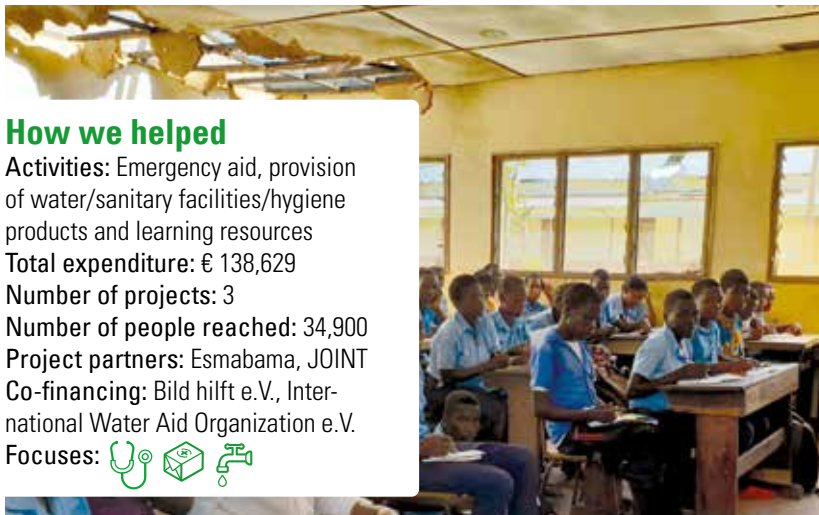




# Mozambique

## Survival support for cyclone victims

After a long-lasting civil war, Mozambique is one of the poorest countries in the world. The country is afflicted by widespread child labour, old-age poverty and a high unemployment rate. In 2019, Cyclone Idai left hundreds of thousands in dire need of aid.



### How we helped

**Activities:** Emergency aid, provision of water/sanitary facilities/hygiene products and learning resources  
**Total expenditure:** € 138,629  
**Number of projects:** 3  
**Number of people reached:** 34,900  
**Project partners:** Esmabama, JOINT  
**Co-financing:** Bild hilft e.V., International Water Aid Organization e.V.  
**Focuses:**



### Republic of Mozambique

**Inhabitants:** 29.5 million

**HDI:** 180 (0.446)

A press officer for the World Meteorological Organization called Cyclone Idai "one of the worst weather-induced catastrophes ever to have struck the southern hemisphere."

- Some 32 % of children work because their families are dependent on the money they earn.
- There are approximately 1.5 million orphans, 470,000 of which are AIDS orphans.

### Emergency aid after Cyclone Idai

More than 600 people lost their lives in the cyclone that struck in March 2019. 240,000 houses were destroyed and more than 120,000 Mozambicans moved into emergency accommodation. The livelihoods of hundreds of thousands of people were destroyed as huge swathes of arable land were flooded. The port city of Beira was particularly ravaged by gales, flooding and rain. Sign of Hope provided support immediately after the catastrophe through its team on the ground, which handed out clean drinking water and hygiene products in order to counteract any potential outbreaks of disease. This comprised emergency relief measures that we organised ourselves as well as distributions in cooperation with experienced local project partners.

**What we have achieved:** Distribution of hygiene sets to 1,200 families and 700 pupils, installation of eight 2,000 litre drinking water tanks, equipping of 700 pupils with school materials, distribution of sets containing buckets, lamps, batteries, soap and water purification agents to 1,650 families. 750 families were given basic food provisions, blankets, water purification tablets and soap. 500 families received emergency kits containing water treatment agents, tents, mosquito nets, blankets, mats and hygiene products.

**Outlook:** This emergency aid project has been concluded.



## Republic of Malawi



Inhabitants: 18.1 million  
HDI: 172 (0.485)

### How we helped

**Activities:** Emergency aid, improvements to cultivation methods and marketing, increased resilience, strengthening of rights of people with albinism

**Total expenditure:** € 351,046

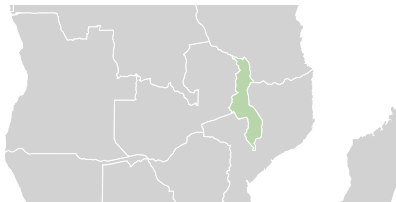
**Number of projects:** 4

**Number of people reached:** 28,500

**Project partners:** CADECOM, CCJP

**Co-financing:** Bild hilft e.V., German Federal Ministry of Economic Cooperation and Development, Foundation for Development Cooperation Baden-Württemberg

**Focuses:**   



### On the ground for those in need

50 people who suffered discrimination due to their albinism supported with medical care and legal advice. 600 victims of Cyclone Idai received aid supplies and were provided with tent accommodation. 3,000 smallholders in the Mchinji district and 1,500 households in the Dowa district were taught about climate change with a view to improving their income security.

› The cyclone emergency aid project has been concluded. All of the other projects are ongoing.

## DR Congo



Inhabitants: 84.1 million  
HDI: 179 (0.459)

### How we helped

**Activities:** Food security, lunches for street children, psychological support and legal assistance for street children

**Total expenditure:** € 340,386

**Number of projects:** 3

**Number of people reached:** 27,880

**Project partners:** APICOM, PEDER

**Co-financing:** German Federal Ministry of Economic Cooperation and Development

**Focuses:**  



### Taking street children out of squalor

Hundreds of children live on the streets of the capital, Bukavu, where they suffer from hunger and are exposed to exploitation and violence. Our partner organisation PEDER runs four Street Children Centres that offer overnight accommodation, daily meals, school lessons and training courses. They also receive legal advice and psychological support.

› We supplied 700 children with food and 260 with legal and psychological support. The project is still ongoing.





### Offering better prospects

Across several projects, we prepared smallholder families among others in how to deal with climate change and the resulting humanitarian crises, built a Health Centre in the village of Shanqo, made safe drinking water available and taught young families and young people about the dangers of migration.

› In all, ten thousand people in the various regions benefited from the assorted measures.



## The Democratic Republic of Ethiopia

Inhabitants: 109.2 million  
HDI: 173 (0.470)

### How we helped

**Activities:** Improvement of healthcare situation, emergency drought aid, food security, improved resilience, preparation for humanitarian crises

**Total expenditure:** € 295,723

**Number of projects:** 5

**Number of people reached:** 50,916

**Project partners:** ECC SDC, SCORE

**Co-financing:** German Federal Ministry of Economic Cooperation and Development, SKala-Initiative

**Focuses:**



### Capacity building for village communities

In the economically underdeveloped north-east of Bangladesh, we are supporting the food security of 2,000 families through the advancement of women. The healthcare situation of 4,500 people was improved through the construction of wells and toilets. Village communities are learning through training courses how to deal with catastrophic situations more effectively.

› Two projects have been completed. The catastrophe preparation project is ongoing.



## People's Republic of Bangladesh

Inhabitants: 161.4 million  
HDI: 135 (0.614)

### How we helped

**Activities:** Access to water and sanitary facilities, food security, preparation for humanitarian crises

**Total expenditure:** € 173,383

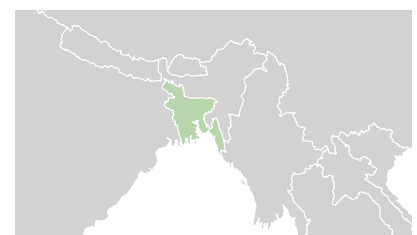
**Number of projects:** 3

**Number of people reached:** 14,635

**Project partners:** KOINONIA

**Co-financing:** German Federal Ministry of Economic Cooperation and Development, SKala-Initiative

**Focuses:**



## Republic of Guatemala



Inhabitants: 17.2 million  
HDI: 126 (0.651)

### How we helped

Activities: Health and education in rural communities, preparation for humanitarian crises

Total expenditure: € 157,552

Number of projects: 2

Number of people reached: 5,405

Project partners: FUNDAP

Co-financing: Medicor Foundation, SKala-Initiative

Focuses:   



### Comprehensive development aid in rural areas

As part of a 3-year project we are promoting the holistic development of ten communities in the Western Highlands. 360 health workers and 175 local community development leaders are being trained.

In another project, the skills of rural communities in dealing with natural catastrophes and their impacts are being enhanced.

› In addition to teaching and healthcare successes, 372 children received nutritional therapy treatment. The first project will be finished in 2020, the second will run until the end of 2021.



## Republic of Yemen



Inhabitants: 28.5 million  
HDI: 177 (0.463)

### How we helped

Activities: Emergency aid (food)

Total expenditure: € 52,904

Number of projects: 1

Number of people reached: 459

Project partners: Relief and Development Peer Foundation

Co-financing: –

Focuses:  



### Helping people in the greatest crisis

24 million Yemenis are dependent on humanitarian aid as a result of the civil war. More than two million children are acutely malnourished. One in every two people has no access to clean drinking water or sanitary facilities. We have been helping affected families together with a local partner since 2017.

› We supplied food to 100 families during the reporting year.





## Nagorno-Karabakh

Inhabitants: 9.9 million  
HDI: 87 (0.754)  
(Azerbaijan)



### How we helped

Activities: Food aid, supporting a prosthetics centre  
Total expenditure: € 74,468  
Number of projects: 1  
Number of people reached: 1,932  
Project partners: –  
Co-financing: SKala-Initiative  
Focuses:  




## Germany

Inhabitants: 83.1 million  
HDI: 4 (0.939)



### How we helped

Activities: Preparation for humanitarian crises  
Total expenditure: € 42,435  
Number of projects: 1  
Number of people reached: 26  
Project partners: –  
Co-financing: SKala-Initiative  
Focuses: 




## Haiti

Inhabitants: 11.1 Mio.  
HDI: 169 (0.503)



### How we helped

Activities: Preparation for humanitarian crises  
Total expenditure: € 17,905  
Number of projects: 1  
Number of people reached: 14  
Project partners: Foi et Joie  
Co-financing: SKala-Initiative  
Focuses: 





## Indonesia

Inhabitants: 267.7 million  
HDI: 111 (0.707)



### How we helped

Activities: Emergency aid (improvements to water supplies, distribution of hygiene products)  
Total expenditure: € 52,523  
Number of projects: 2  
Number of people reached: 995  
Project partners: Korya Alfa Omega  
Co-financing: International Water Aid Organization e.V.  
Focuses:  





## Iraq

Inhabitants: 38.4 million  
HDI: 120 (0.689)



### How we helped

Activities: Donations in kind, project planning, preparation for humanitarian crises  
Total expenditure: € 114,912  
Number of projects: 3  
Number of people reached: 2,097  
Project partners: AAS-I, Al-Raja & Al-Salam, Organization for Civil Rights, CAPNI  
Co-financing: SKala-Initiative  
Focuses:  



## Rwanda

Inhabitants: 12.3 million  
HDI: 157 (0.536)



### How we helped

Activities: Improved access to drinking water and sanitary facilities  
Total expenditure: € 49,534  
Number of projects: 1  
Number of people reached: 3,245  
Project partners: ARDE/KUBAHO  
Co-financing: German Federal Ministry of Economic Cooperation and Development  
Focuses:  





## Zimbabwe

Inhabitants: 14.4 million  
HDI: 150 (0.563)



### How we helped

Activities: Emergency aid (including delivery of water filter systems), donations in kind  
Total expenditure: € 49,655  
Number of projects: 2  
Number of people reached: 20,732  
Project partners: GAIN USA, LIFE Ministries  
Co-financing: International Water Aid Organization e.V.  
Focuses:  



## Turkey

Inhabitants: 82.3 million  
HDI: 59 (0.806)



### How we helped

Activities: Provided support to the Christian minority  
Total expenditure: € 76,024  
Number of projects: 2  
Number of people reached: 65  
Project partners: Archdiocese of Tur Abdin  
Co-financing: –  
Focuses: 

# Balance sheet

issued 30 September 2019

Assets			Liabilities		
	30.09.2019 EUR	30.09.2018 EUR		30.09.2019 EUR	30.09.2018 EUR
<b>A. Fixed assets</b>			<b>A. Equity capital</b>		
I. Intangible assets:			I. Reserve assets:		
Concessions acquired against payment, commercial proprietary rights and similar rights and assets such as licenses for such rights and assets	6,536.00	26,967.00	Free reserves (§ 62 Revenue Code (AO))	2,817,550.22	2,385,511.67
II. Tangible assets:			II. Retained earnings	0.00	0.00
Other facilities, fixtures and fittings	369,181.00	274,215.00	<b>B. Unspent donations</b>		
			1. Donation as yet unspent on statutory work	108,807.19	718,608.52
			2. Long-term donations	559,473.14	428,134.89
				<b>668,280.33</b>	<b>1,146,743.41</b>
<b>B. Current Assets</b>			<b>C. Provisions</b>		
I. Accounts receivable and other assets:			Other provisions	221,080.46	128,907.51
Other assets	16,711.80	16,145.18	<b>D. Liabilities</b>		
II. Cash assets, bank balance at Federal Bank, credit balances at financial institutions and cheques	3,748,494.40	3,296,219.63	1. Liabilities from as yet unused donations for specific purposes	559,211.69	60,209.57
<b>C. Accruals and deferred income items</b>	195,887.82	141,974.21	2. Trade payables	51,384.40	13,228.13
	<b>4,336,811.02</b>	<b>3,755,521.02</b>	3. Other liabilities	19,303.92	20,920.73
				<b>629,900.01</b>	<b>94,358.43</b>
				<b>4,336,811.02</b>	<b>3,755,521.02</b>

## Explanatory note to the financial statement

### General information

The association's fiscal year (FY) relates to the period between 1 October 2018 and 30 September 2019. The annual financial statement issued on 30 September 2019 was drawn up in accordance with the accounting standards of the German Commercial Code (HGB (Section 264 et seqq.)), those of the Institute of Public Auditors and the relevant provisions of the General Fiscal Law (AO) for charitable organisations. The stricter regulations for so-called smaller capital companies as set out in Section 267 HGB were voluntarily applied. The profit and loss account was prepared on the basis of the cost of sales method (Section 275 Para. 3 HGB). The structure was adapted to the particular requirements of donation-dependent organisations as set out in Statement IDW-RS-HFA 21. Further details of the profit and loss statement were added in a multi-division accounting statement in accordance with the provisions of the German Charities Council, of which the association is a member.

In line with the approach used in previous years, the revenue recognition looked at more than just the use of donations in accordance with statutory purposes. Instead, non-purpose-specific donations received in previous years were counted as income and added to the free reserves. This creation of reserves was done with the aim of ensuring the association's institutional capacity to fulfil the aims set out in the articles of association and to balance out periodic variations in revenue.

### Accounting and evaluation methods

The balance sheet and profit and loss statement were drawn up in accordance with the accounting and valuation provisions of sections 246 et seqq. and 252 et seqq. of the HGB. The structure conforms with the provisions of Sections 265 and 266 of the HGB.

Tangible fixed assets are valued at acquisition or production cost and are subject by scheduled depreciation. The straight-line depreciation on depreciable tangible fixed assets is calculated based on the asset depreciation range of the objects of between three and 13 years. Assets with a value of up to € 952 were written off immediately. Receivables and other fixed assets are stated at their nominal value or lower fair values determined at the accounting date. Other provisions account for all apparent risks and uncertain liabilities up to the accounting date and until the creation of the balance statement. They are measured based on anticipated use.

The liabilities are reported in the balance sheet at their settlement value. Receivables and liabilities in foreign currencies were recorded in principle with the exchange rate used when the payment was converted or with the monthly average exchange rate. Losses resulting from changes in the exchange rate by the reporting date were taken into consideration. Bank liabilities, cash assets and bank liabilities in foreign currencies were converted at the reporting date using the mean spot exchange rate.

## Balance sheet: Explanatory notes and significant changes

### Assets – fixed assets

Tangible fixed assets are valued at acquisition or production cost less scheduled depreciation. Straight-line depreciation is calculated on the basis of an asset depreciation range of three to four years. This relates to acquired and depreciated software, particularly with regard to the redesign of our website.

The tangible assets relate to depreciated fixtures and office equipment in our premises in Konstanz, Kosike (Uganda) and Nairobi (Kenya).

### Assets – liquid assets

As well as liquid assets (bank and cash balances), this also includes deposits and health insurance claims.

### Assets – deferred income

This asset includes prepaid invoices amounting to € 11,000, which are to be assigned to the following year. The increase over the previous year is a result of sectioning off the tangible assets of the new field clinic in Kosike, Uganda, currently amounting to € 184,000.

### Liabilities and equity – equity capital

€ 432,000 were added from the income to the free reserves, € 57,000 of which came from legacies in accordance with Section 62 (3) No. 1 of the Revenue Code (AO) and € 375,000 came from general and specific donations in accordance with Section 62 (1) No. 3 AO, with a maximum limit of 10 % of their overall amount.

### Liabilities and equity – unspent donations

The reduction in unspent donations followed from the allocation of donations from previous years to projects in the form of liabilities (€ 559,000) as a result of the use of funds accounting statement.

The fixed assets are predominantly made up of longer-term donations.

### Liabilities and equity – provisions

This item essentially contains provisions for the 13th month's salary (pro rata), storage costs, acquisition and auditing costs, as yet unused days of holiday and travel and performed overtime. This also includes a potential reclaim by the Federal Ministry for Economic Cooperation and Development for an aborted project in the DR Congo amounting to € 72,000.

### Liabilities and equity – liabilities

The liabilities from as yet unused donations for specific purposes rose significantly this year. The principal reasons for this are the pre-financing of our donor for the SKala projects and successful fundraising activities for Yemen and Armenia. The projects in these two countries will be expanded accordingly in the next business year.

Accounts payable trade are liabilities for payments to suppliers and service providers that had not been settled at the accounting date. This also includes payments that had already been executed but were not carried out within the right time period.

Other liabilities principally included wage and incidental wage costs for employees in Nairobi that could only be paid out after the accounting date, as well as the liabilities for income and church tax in Germany.

## Income statement: Explanatory notes and significant changes

### Revenues

The composition of the revenues from donations amounting to € 8,925,000 can be viewed on pages 40–41. The clear increase of incoming donations amounting to € 2,319,000 was the result of a considerable increase in the inflow of funds from institutional donors (+€ 977,000) and the public sector (+€ 565,000) as well as the increased number of donations in kind (€ 372,000). Individual donations likewise increased, including legacies, by € 343,000 to a total of € 5,301,000, which therefore still represents the largest proportion of the overall amount of donations.

The income from donations is then calculated from the sum of the donations received and the use of donations as per the articles of association from the previous year (+€ 903,000) less the donations that could not be spent in this fiscal year (-€ 924,000).

### Expenses from fulfilling the aims laid out in the articles of association

The project expenses for humanitarian aid, development cooperation work and human rights work performed with a view to fulfilling the aims in the articles of association amount to € 4,828,000. The personnel costs required to achieve this rose by € 127,000 to € 1,018,000. This covers not

only the costs of project workers in the International Aid and Cooperation Department, but also the costs of personnel who performed pro rata services in line with the articles of association. With the exception of a proportion of the administrative costs, it also includes the expenses of our staff members in Kenya for their work to fulfil the aims of our articles of association, as they predominantly manage our own projects on the ground. Depreciations stem from equipping the office in Nairobi, two vehicles that are used in Northern Kenya and Uganda, and the buildings and equipment at our clinic in Kosike.

The expenses of € 960,000 arising from the generation of information for donors result particularly from the intensive human rights work in South Sudan (contamination of groundwater due to oil extraction). The remaining expenses are indirect costs that were accrued in Germany for project management and report generation and were then attributed to the projects, e.g. travel and seminar costs for the projects.

### Administrative expenses

Personnel expenses rose by € 29,000 compared with the previous year. All employees in Germany are paid in line with the public service provisions of the labour agreement (TVöD). All members of staff who travel in crisis regions and war zones moreover receive a special monthly allowance of approximately € 134. The salaries of the two full-time chairpersons were determined in this reporting year according to salary groups 15Ü and 15, and resulted in a gross annual income for the Board of Directors including allowances (amounting to 10.5 % of the base salary) of € 203,000. Costs for work performed both in line with the articles of association and irrespective of them were split from the rest of the personnel costs for each employee in Konstanz. The average number of staff members in Germany was 23. The number of working hours in a week for a full-time member of staff was 40. Other administrative expenses principally include software costs, consultancy fees for data protection and fire safety and auditing costs for the annual financial statement.

### Publicity expenses

The income statement drawn up against German Charities Council only includes marketing costs – in other words solely the costs for direct appeals for donations in our magazines, supplements, mailings and other publicity campaigns. The total expenses increased by € 77,000 compared with the previous year to € 700,000. The allocation shows the high weighting given to mailings in the current circumstances.

The result of the non-profit department amounted to € 385,000, € 37,000 more than the previous year. Other sources of revenue principally comprised cash discounts, income from differences in rates and reimbursed continued pay. The consequent annual result for the FY 2019, amounting to € 432,000, was transferred to the free reserves.

As was the case last year, the breakdown by origin of other sources of revenue and expenses requested by the German Charities Council makes it clear that almost 100 % of our overall income stemmed from our intangible activities.

### Details of changes to administrative costs set out by the German Charities Council

The administrative costs coefficient – the ratio of publicity and administrative expenses to the total expenses – is 13.37 % (16.62 % the year before). See pages 12–13 for more details.

## Independent auditor's report

Attn Hoffnungszeichen I Sign of Hope e.V.:

### Audit opinions

We have audited the annual financial statements of Hoffnungszeichen I Sign of Hope e.V. Konstanz, comprising the balance sheet dated 30.09.2019 and the income statement for the business year from 01.10.2018 to 30.09.2019, and the appendix, together with a description of the accounting and valuation principles used. In addition, we have audited the management report of Hoffnungszeichen I Sign of Hope e.V. for the business year from 01.10.2018 to 30.09.2019.

### In our opinion, based on the findings of our audit,

- the accompanying annual accounts comply in all material respects with German commercial law and give a true and fair view of the net assets and financial position of the Foundation as of 30.09.2019 and of its results of operations for the business year from 01.10.2018 to 30.09.2019 in accordance with German principles of proper accounting, and
- the attached management report as a whole provides an accurate picture of the Foundation's position. In all material respects, this management report is consistent with the annual financial statements, complies with German legal requirements and appropriately shows the opportunities and risks of future development.

In accordance with section 322 (3) sentence 1 of the German Commercial Code, we declare that our audit has not led to any objections to the correctness of the annual financial statements and the management report.

### Basis of the audit opinions

We conducted our audit of the annual financial statements and the management report in accordance with § 317 German Commercial Code and German generally accepted standards for the audit of financial statements promulgated by the Institut der Wirtschaftsprüfer (IDW). Our responsibility under these rules and principles is further described in the section "Auditor's responsibility for the audit of the annual financial statements and the management report" of our audit opinion. We are independent of the Foundation in accordance with German commercial law and professional regulations and have fulfilled our other German professional obligations in accordance with these requirements. We consider that the audit evidence we have obtained is sufficient and suitable to serve as the basis for our audit opinions on the annual financial statements and the management report.

### Responsibility of the legal representatives for the annual financial statement and the management report

The legal representatives are responsible for preparing the annual financial statements in accordance with German commercial law and with German principles of proper accounting, and for ensuring that the annual financial statement gives an accurate picture of the net assets, financial position and results of operations of the company in accordance with German principles of proper accounting. In addition, the legal representatives are responsible for internal controlling, which they have determined as necessary based on the German principles of proper accounting, in order to facilitate the compilation of an annual financial statement that is free from material misrepresentations, whether due to fraud or error.

In preparing the annual financial statement, the legal representatives are responsible for assessing the Foundation's ability to continue its activities. Furthermore, they have the responsibility to disclose any matters relating to continuing operations as and where appropriate. They are moreover responsible for accounting for the continuation of the Foundation's activities based on the accounting principle, but for factual or legal circumstances.

Furthermore, the legal representatives are responsible for preparing the management report, which as a whole provides an accurate picture of the Foundation's position and is consistent with the annual financial statements in all material respects, complies with German legal requirements and suitably presents the opportunities and risks of future development. In addition, the legal representatives are responsible for the precautions and measures (systems) they deem necessary to permit preparing a management report in accordance with the applicable German legal requirements and for providing sufficient and suitable evidence for the statements in the management report.

### Responsibility of the auditor for the audit of the annual financial statements and management report

Our objective is to obtain reasonable assurance whether the annual financial statement as a whole are free from material misrepresentations, whether intentional or unintentional, and whether the management report as a whole provides an accurate picture of the Foundation's position and is consistent, in all material respects, with the annual financial statement and the findings of our audit, complies with German legal requirements and presents fairly the opportunities and risks of future development, and to express an opinion that includes our audit opinion on the annual financial statement and the management report.

Sufficient assurance is a high level of certainty, but not a guarantee that an audit conducted in accordance with § 317 HGB [German Commercial Code] and German generally accepted standards for the audit of financial statements promulgated by the Institut der Wirtschaftsprüfer (IDW) will always reveal a material misrepresentation. Misrepresentations could result from violations or inaccuracies and are considered material when they could reasonably be expected to affect, individually or in aggregate, the economic decisions of users made based on these financial statements and management report.

### We exercise due diligence during the audit and maintain a critical attitude.

Moreover,

- we identify and evaluate the risks of material misrepresentations, whether intentional or not, of the annual financial statements and management report, plan and perform audit procedures in response to those risks, and obtain audit evidence sufficient and appropriate to provide a basis for our audit opinions. The risk that material misrepresentations are not detected is greater for violations than for inaccuracies, as violations may involve fraudulent collusion, falsification, intentional incompleteness, misleading reports, or the overriding of internal controls.
- we gain an understanding of the internal control system relevant to the audit of the annual financial statements and of the procedures and measures relevant to the audit of the management report to plan audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of those systems within the Foundation.
- we evaluate the appropriateness of the accounting policies used by the legal representatives and the reasonableness of the estimates and related disclosures presented by the legal representatives.
- we draw conclusions about the appropriateness of the accounting principle applied by the legal representatives for the continuation of the Foundation's operations and, based on the audit evidence obtained, whether there is any material uncertainty in connection with events or circumstances that could cast significant doubt on the Foundation's ability to continue operations. Should we conclude that there is a material uncertainty, we are required to draw attention in our audit opinion to the related disclosures in the annual financial statements and management report or, should such disclosures prove inappropriate, to modify our respective audit opinion. We draw our conclusions based on the audit evidence obtained up to the date of our audit opinion. Future events or circumstances may, however, result in the Foundation no longer being able to continue its charitable activities.
- we express an opinion on the overall presentation, the structure and the content of the annual financial statements, including the disclosures, as well as on whether the annual financial statements present the underlying transactions and events in such a way that the annual financial statements give a true and fair picture of the net assets, financial position and results of operations of the Foundation in accordance with German principles of proper accounting.
- we assess the consistency of the management report with the annual financial statements, its legal compliance and the overall picture of the Foundation's position conveyed.
- we perform audit procedures on the forward-looking statements in the management report as presented by the legal representatives. Based on sufficient and suitable audit evidence, we particularly verify the significant assumptions on which the future-oriented statements of the legal representatives are based and assess the proper derivation of the



future-oriented statements from these assumptions. We do not express an independent opinion on the forward-looking statements or the underlying assumptions. There is a significant unavoidable risk that future events will differ considerably from the forward-looking statements.

We discuss with those responsible for monitoring, among other things, the planned scope and timing of the audit and significant findings of the audit, including any shortcomings in the internal control system that we identify during our audit.

WISTA AG  
Auditing company  
Tax consultancy



(Th. Rondot)  
Certified Accountant

(H.-J. Philipp)  
Certified Accountant



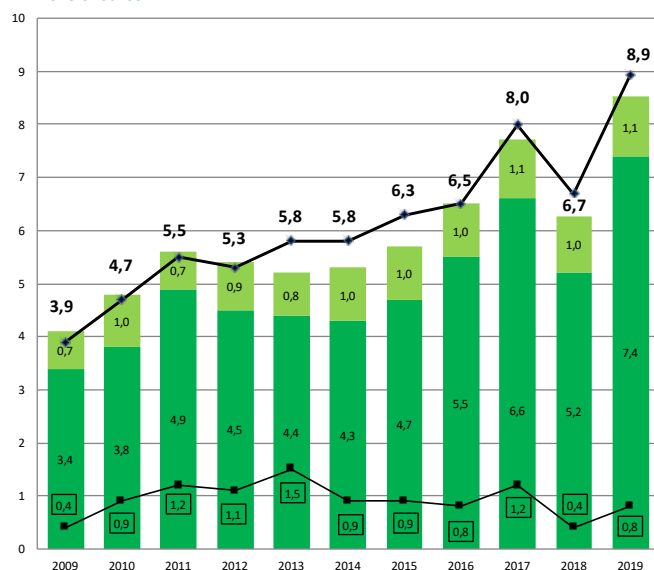
WISTA AG



Mannheim,  
16 December 2019  
Ro/Ph/Se/GM  
2019/206

### Development of donation revenues and expenses

Millions of euros



- Expenses for publicity and administration
- Expenses for work performed in line with the articles of association
- ◆ Donation revenues\*
- Proportion of donations in kind

Figures in millions of euros per business year

\* private and public grants received, donations in kind, legacies and fines relating to this business year

#### Donation revenues

#### Fiscal Year

	2019 EUR	2018 EUR
Financial donations	5,244,663.51	4,925,810.57
+ Public sector funds	1,622,646.85	1,058,054.64
+ Private sector funds	1,216,141.56	238,668.38
+ Fines	450.00	500.00
+ Legacy gifts	56,524.29	32,793.35
+ Donations in kind	804,808.46	432,394.79
<b>= Donations received during the fiscal year</b>	<b>8,945,234.67</b>	<b>6,688,221.73</b>
+ Use of donations received in previous years	903,144.73	1,079,829.18
- Unspent donations from the fiscal year	-923,683.77	-1,162,157.30
<b>= Income from use of donations in the fiscal year</b>	<b>8,924,695.63</b>	<b>6,605,893.61</b>

# Multi-division accounting

for the business year from 1st October 2018 to 30th September 2019

## Attribution of income and expenses from the business year by division and function/sector in accordance with the principles of the German Charities Council

All figures given in EUR		Fulfilment of statutory aims / voluntary sector / economic activity for purpose-related activities			
Designation	Activities	Profit and loss account total	Indirect activities		
			Total amount Indirect voluntary activities / Projects	Statutory educational/public relations activities	of which humanitarian aid and development cooperation
1.	Donations received during the business year	8,945,234.67	8,945,234.67	0	0
2.	Use of donations received in previous years	903,144.73	903,144.73	0	0
3.	Unspent donations from the business year	-923,683.77	-923,683.77	0	0
4.	<b>Income from use of donations in the business year/Sum of revenues from voluntary sector</b>	<b>8,924,695.63</b>	<b>8,924,695.63</b>	0	0
<b>Expenses from fulfilling the aims laid out in the articles of association</b>					
5 a)	Project payments	-4,828,227.76	-4,828,227.76	0	-4,690,818.32
5 b)	Personnel expenses	-1,018,047.13	-1,018,047.13	0	-846,258.91
5 c)	Depreciations	-82,339.32	-82,339.32	0	-70,596.39
5 d)	Information for donors	-960,292.98	0	-960,292.98	-725,228.46
5 e)	Other expenses from fulfilling the aims laid out in the articles of association	-509,196.61	-509,196.61	0	-397,200.33
5.	<b>Overall costs of projects and statutory activities</b>	<b>-7,398,103.80</b>	<b>-6,437,810.82</b>	<b>-960,292.98</b>	<b>-6,730,102.41</b>
<b>Administrative expenses</b>					
6 a)	Personnel expenses	-268,260.09	0	0	0
6 b)	Depreciations	-11,325.48	0	0	0
6 c)	Occupancy costs	-20,022.06	0	0	0
6 d)	Other administrative expenses	-141,883.50	0	0	0
6.	<b>Total administrative expenses Konstanz/ Africa</b>	<b>-441,491.13</b>	0	0	0
<b>Publicity expenses</b>					
7 a)	Personnel expenses	-178,154.92	0	0	0
7 b)	Depreciations	-11,818.92	0	0	0
7 c)	Magazine	-37,711.33	0	0	0
7 d)	Direct mailings	-246,522.08	0	0	0
7 e)	Supplements	-93,713.03	0	0	0
7 f)	Other printing and shipping	-85,908.85	0	0	0
7 g)	Other publicity expenses	-46,046.60	0	0	0
7.	<b>Total publicity expenses</b>	<b>-699,875.73</b>	0	0	0
<b>Total expenses</b>					
		<b>-8,539,470.66</b>	<b>-6,437,810.82</b>	<b>-960,292.98</b>	0
8.	Other operating revenues	47,001.85	36,658.74	0	0
9.	Other interest and related income	0.06	0	0	0
10.	Interest and related expenditure	-188.33	0	0	0
	<b>Annual net earnings/ Net loss for the year</b>	<b>432,038.55</b>	<b>2,523,543.55</b>	<b>-960,292.98</b>	0
	Total revenues (EUR)	<b>8,971,697.54</b>	8,961,354.37	0	0
	Income (%)	100.00 %	99.88 %	0 %	0
	Total expenses (EUR)	<b>-8,539,658.99</b>	6,437,810.82	960,292.98	0
	Total expenses (%)	100.00 %	-75.39 %	-11.25 %	0

### Note:

"As requested, as part of our audit we evaluated adherence with the voluntary commitment declaration in accordance with the principles of the German Charities Council in so far as this relates to the accounting of Hoffnungszeichen | Sign of Hope e.V. Our audit did not result in any findings that in our estimation would represent a breach of the voluntary commitment declaration in so far as this relates to the accounting of Hoffnungszeichen | Sign of Hope e.V."





	Direct activities			Purpose-related activities (including Executive Board)	Total statutory activities	Asset management
	of which human rights	Executive Board / Management	Publicity for donations			
0	0	0	0	0	0	0
0	0	0	0	0	0	0
0	0	0	0	0	0	0
0	0	0	0	0	0	0
-137,409.44	0	0	0	0	-4,828,227.76	0
-171,788.22	0	0	0	0	-1,018,047.13	0
-11,742.93	0	0	0	0	-82,339.32	0
-235,064.52	0	0	0	0	-960,292.98	0
-111,996.28	0	0	0	0	-509,196.61	0
<b>-668,001.39</b>	0	0	0	0	<b>-7,398,103.80</b>	0
0	-268,260.09	0	-268,260.09	0	0	0
0	-11,325.48	0	-11,325.48	0	0	0
0	-20,022.06	0	-20,022.06	0	0	0
0	-141,883.50	0	-141,883.50	0	0	0
0	<b>-441,491.13</b>	0	<b>-441,491.13</b>	0	0	0
0	0	-178,154.92	-178,154.92	0	0	0
0	0	-11,818.92	-11,818.92	0	0	0
0	0	-37,711.33	-37,711.33	0	0	0
0	0	-246,522.08	-246,522.08	0	0	0
0	0	-93,713.03	-93,713.03	0	0	0
0	0	-85,908.85	-85,908.85	0	0	0
0	0	-46,046.60	-46,046.60	0	0	0
0	0	<b>-699,875.73</b>	<b>-699,875.73</b>	0	0	0
0	0		<b>-1,141,366.86</b>	0	0	0
0	6,720.08	3,623.03	10,343.11	0	0	0
0	0	0	0	0	0	0.06
0	-188.33	0	-188.33	0	0	0
0	<b>-434,959.38</b>	<b>-696,252.70</b>	<b>-1,131,212.08</b>	<b>0.00</b>	<b>-7,398,103.80</b>	<b>0.06</b>
0	6,720.08	3,623.03	<b>10,343.11</b>	0	0	0.06
0	0.07 %	0.04 %	<b>0.12 %</b>	0 %	0 %	0 %
0	441,679.46	699,875.73	<b>1,141,555.19</b>	0	7,398,103.80	0
0	-5.17 %	-8.20 %	<b>-13.37 %</b>	0 %	-86.63 %	0 %

# Outlook & strategy

## The goals of our article-related work

Satisfying the fundamental human requirements for food, drink and safety is the key objective of our work. In line with our mission statement, the regional emphasis of our activities is focussed on central East Africa, and on Uganda, Northern Kenya and Ethiopia in particular. Our human rights and aid projects are planned and implemented from the perspective of global social responsibility.

The goal is to use our personnel on the ground to design projects as effectively as possible and to make efficient use of the funds available to us. We successively build up and expand our fields of activity, namely human rights, humanitarian aid and development cooperation, in each new region that we start work in. Our activities also focus on such matters as nutrition, health, water combating poverty, education and social issues.

As part of our human rights work, in South Sudan we will continue to give attention to the 600,000 people whose health is gravely threatened by the improper disposal of waste by the oil industry, and in particular by the toxic, contaminated groundwater that this has produced. Sign of Hope is maintaining its efforts to make the perpetrators of this human and environmental catastrophe take responsibility for their actions.

We will moreover continue to stand up for people living in other countries whose human rights, especially the freedom of religion, are being infringed and will make use of our consultative status with the United Nations to this end.

## Financial and personnel planning

The finances for on-going projects and for carrying out planned investments are principally guaranteed for the planning period of the next five years by private donations, grants from institutional and public donors as well as interest and other revenues.

The reserves will be entirely covered by liquid assets. The moderate build-up of reserves will allow the association to continue to operate should any risks entail negative changes to our income. We will set aside roughly one third of our liquid assets as an emergency and catastrophe reserve as "free reserves". Sign of Hope endeavours to invest its liquid assets in line with ethical guidelines and the basic principle of "security over return". We are making plans for our income to increase continuously over the next five years and for our expenses to rise accordingly, which will principally go towards the work we do in line with our articles of association and thus towards helping destitute people in the hardest-hit countries.

We are planning to increase the number of personnel in our Human Rights and International Aid and Cooperation divisions. Furthermore, a new logistics position that we are going to create will further the quality of our statutory activities in particular.

The number of staff members in Africa (21 at present) will be gradually increased to more than 30 people in the course of the business year 2020 as a result of the construction of our own health centre in Uganda.

We are trying to keep the proportion of our overall expenses made up of administrative and publicity costs to an appropriate level of less than 20 %.

## Planning the finances for the fiscal years 2020 to 2024

according to the definition of the German Charities Council

Income in millions of euros	Fiscal Year				
	2020	2021	2022	2023	2024
Individual financial donations	5.50	5.70	6.00	6.30	6.50
Public financial donations	1.65	1.70	1.80	1.95	2.15
Institutional donors/foundations/NGOs	1.10	1.15	1.20	1.25	1.30
Donations in kind	0.70	0.70	0.75	0.75	0.80
Other sources of revenue	0.05	0.05	0.05	0.05	0.05
<b>Total revenues</b>	<b>9.00</b>	<b>9.30</b>	<b>9.80</b>	<b>10.30</b>	<b>10.8</b>

Expenses in millions of euros	Fiscal Year				
	2020	2021	2022	2023	2024
Project work/work to fulfil aims of articles of association	7.55	7.80	8.20	8.65	9.05
Administration	0.60	0.65	0.70	0.70	0.75
Publicity/donor liaison	0.85	0.85	0.90	0.95	1.00
<b>Total expenses</b>	<b>9.00</b>	<b>9.30</b>	<b>9.80</b>	<b>10.30</b>	<b>10.80</b>
<b>Proportion of administrative and publicity costs in overall expenditure in %</b>	<b>16.1</b>	<b>16.1</b>	<b>16.3</b>	<b>16.0</b>	<b>16.2</b>



### Opportunities and risks

Our own high-quality projects, e.g. in Uganda and northern Kenya, and the development projects run by our local partner organisations in Ethiopia, Uganda, Malawi, DR Congo, South Sudan, Iraq, Yemen, Armenia, Nagorno-Karabakh and India will open up opportunities for us to increase our revenues in the following business year through both public financing and grants from other institutions. Our commitment to human rights in South Sudan and our strategic refocussing in Africa present the opportunity to improve public awareness and thereby to open up access to new donors.

Uncertainty in the economic and financial situation poses a risk, particularly as far as funding through institutional and public donors is concerned.

Ever since South Sudan declared independence from the rest of Sudan on 9th July 2011, the youngest country in the world has implemented increasingly repressive and authoritative measures. Corruption and a civil war that broke out in late 2013 are visible signs of a failing state. The weak state will resort to violence to consolidate its hold on power, which is bound to have serious negative impacts on the working conditions of non-governmental organisations.

We will continue to monitor human rights violations resulting from industrial pollution caused by improper waste disposal, which severely damages the health of the residents of South Sudan's oil fields, and will criticise the conduct of the perpetrator, Petronas, all the more. We will also continue to remind Daimler AG, the Formula 1 partner of Petronas, of its own ethical commitments and voice public criticism of the company where we are able to identify breaches of these standards. There are legal and consequently financial risks associated with criticising these two companies, which we are minimising through prudent public relations work and raising the relevant insurance cover.

The requirements of the General Data Protection Regulation result in an increased risk of liability.

The necessary continuous logistical supply of the health organisations that we support with food, medicines and medical equipment can be delayed or occasionally even suspended by the weather (in the rainy season), by the risk of violence on the transport route or by theft. In order to minimise this risk, long planning periods must be taken into account.

Our employees themselves may also pose risks for Sign of Hope. People make mistakes and, for medical personnel in

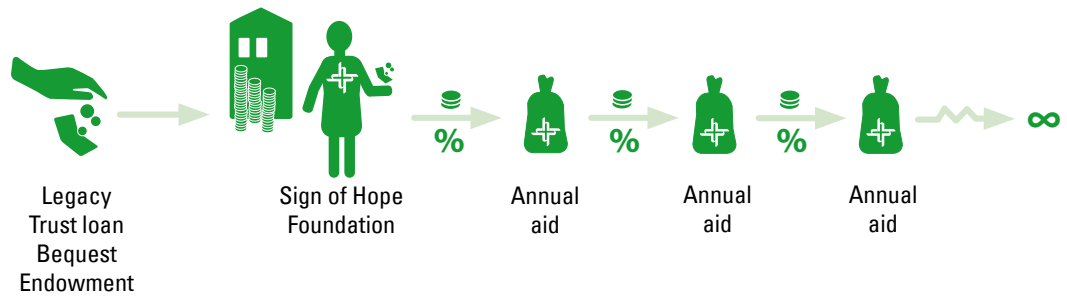
particular, mistakes can have serious consequences. We try to counteract this risk through quality assurance measures.

There is also the risk that staff members on the ground may act without authorisation and thereby cause Sign of Hope material or immaterial harm. We endeavour to counter this risk with our comprehensive rules of conduct (guidelines). Line management responsibility and our internal monitoring system allow us to ensure compliance with these rules.

Our wealth of experience and long-serving members of staff in Africa mean we can prevent many risks from arising.

On these pages you can read an excerpt from the status report in the annual financial statement. The executive board's complete management report and other important information, as well as guidelines referred to elsewhere, can be viewed at [www.sign-of-hope.org](http://www.sign-of-hope.org).





## Help as a donor

If you want to be sure that your gift or bequest does lasting good, we would recommend supporting the Hoffnungszeichen | Sign of Hope Foundation.



A large part of the endowment fund was invested in an office building in Konstanz in 2011. Sign of Hope is one of the tenants.

The Hoffnungszeichen | Sign of Hope Foundation fulfils the desire of many donors for their bequests to make a long-term difference to overcoming hardship and poverty. Background: Donations given to the Sign of Hope association will soon be used for projects. The work of the foundation is funded above all by income generated by the endowment fund – it has long-lasting, secure and invested along ethical guidelines. The foundation, which was founded by Sign of Hope, does not have its own employees – its personnel and finances are instead managed by the association itself.

### Revenues for a good cause

Rent revenues, donations and interest income allow the foundation to deliver aid to destitute people year after year. These funds meant six projects across four different countries were supported in the fiscal year. This aid benefited the Women's Centre in the South Sudanese town of Nzara. In Kenya, young South Sudanese refugees were able to complete training courses. A mother

and child centre in Ethiopia was supplied with food and medical assistance. In the Indian city of Kolkata, the foundation was able to strengthen the rights of children living in slums and provide them with medical care.

### Become a donor

By giving an endowment to the basic assets, you can increase the foundation's revenues and make a long-term contribution to helping people in hardship. With a trust loan, you will be leaving a sum to the Foundation for a contractually agreed period of time – you are donating on approval, as it were. A bequest or a legacy can also add financial or material assets to the foundation's capital – this allows you to provide lasting help for those in need beyond your own lifetime.

The Sign of Hope Foundation is a member of the **Association of German Foundations**, which represents the interests of more than 22,000 German foundations. With 4,400 members, it is the largest association of foundations in Europe.



## Balance sheet

issued on 30 September 2019

### Assets

	30.09.2019 EUR	30.09.2018 EUR
<b>A. Fixed assets</b>		
<b>I. Tangible assets</b>		
1. Land, rights similar to land rights and buildings, including structures on third-party land	1,029,088.00	1,031,269.00
2. Technical systems and machines	758.00	1,173.00
3. Other systems and business equipment	3,815.00	4,501.00
	<b>1,033,661.00</b>	<b>1,036,943.00</b>
<b>II. Financial assets</b>		
Investment securities	30,045.50	30,000.00
	<b>1,063,706.50</b>	<b>1,066,943.00</b>
<b>B. Liquid assets</b>		
<b>I. Inventory</b>		
Raw materials & supplies	8,000.00	11,000.00
<b>II. Receivables and other Other assets</b>		
Other assets	19,399.88	18,538.51
<b>III. Bank balances, credit balances at financial institutions</b>	<b>448,791.82</b>	<b>404,487.47</b>
	<b>476,191.70</b>	<b>434,025.98</b>
<b>C. Accruals and deferred income items</b>	232.86	6,583.86
	<b>1,540,131.06</b>	<b>1,507,552.84</b>

### Liabilities

	30.09.2019 EUR	30.09.2018 EUR
<b>A. Equity capital</b>		
<b>I. Endowment capital:</b>	1,408,336.69	1,402,219.03
<b>II. Free reserves as per Section 62 Para.1 No. 3 AO</b>	43,959.26	43,959.26
<b>III. Account carried forward</b>	-120,426.04	-118,379.37
	<b>1,331,869.91</b>	<b>1,327,798.92</b>
<b>B. Extraordinary items from donations and similar grants</b>	13,523.37	9,666.77
<b>C. Provisions</b>		
Other provisions	13,150.00	11,800.00
<b>D. Liabilities</b>		
1. Accounts payable from deliveries and services Thereof with a remaining term of up to one year EUR 23,525.78 (previous year: EUR 5,531.65)	23,525.78	5,531.65
2. Trust loans	131,500.00	135,000.00
3. Other liabilities Thereof with a remaining term of up to one year EUR 20,446.05 (previous year: EUR 14,993.56) there- of from taxes EUR 2,371.89 (previous year: EUR 0.00)	20,446.05	14,993.56
4. Liabilities from as yet unused donations for specific purposes	6,115.95	2,249.94
	<b>181,587.78</b>	<b>157,775.15</b>
<b>E. Accruals and deferred income items</b>	0.00	512.00
	<b>1,540,131.06</b>	<b>1,507,552.84</b>

## Profit and loss statement

For the business year 1 October 2018 to 30 September 2019

	2019 EUR	2018 EUR
1. Grants received in the business year	49,482.60	50,549.61
2. Use of grants received in previous years	9,666.77	10,326.66
3. As yet unused donations and similar grants	-18,949.37	-10,638.77
<b>4. Income from use of donations in the business year</b>	<b>40,200.00</b>	<b>50,237.50</b>
<b>5. Leasing and rental revenues</b>	<b>150,861.55</b>	<b>154,213.20</b>
6. Expenses from fulfilling the aims of the articles of association: project costs	-40,200.00	-50,237.50
7. Manufacturing costs for realising income from renting and leasing	-141,177.63	-149,305.18
<b>8. Gross profit on sales</b>	<b>9,683.92</b>	<b>4,908.02</b>
9. General administration costs	-11,063.39	-11,156.37
	-1,379.47	-6,248.35
10. Other operating revenue	154.11	748.53
11. Other interest and related income	603.65	1,146.37
12. Interest and related expenditure	-16.28	-6.73
<b>13. Result after tax</b>	<b>-637.99</b>	<b>-4,360.18</b>
14. Other taxes	-1,408.68	-1,559.42
<b>15. Annual result</b>	<b>-2,046.67</b>	<b>-5,919.60</b>
16. III. Account carried forward for previous year	-118,379.37	-112,459.77
17. Account carried forward	-120,426.04	-118,379.37

### The Sign of Hope Foundation

... was founded in 2007 and is an incorporated foundation in civil law based in Konstanz.

Volunteer Board:	Reimund Reubelt (Chairperson) Klaus Stieglitz (Vice Chairperson)
Volunteer Supervisory Board:	Ute Felgenhauer-Laier (Chairperson) Manfred Steiner (Vice Chairperson), Stefan Daub
Foundation Supervisory Authority:	Regional Council of Freiburg (File no. 14-2214.8)
Non-profit status:	Notice of exemption dated 06.04.2020 (Konstanz Tax Office, tax no. 09041/20443)
Account for donations and endowments:	DE36 6602 0500 0008 7240 00 (Bank für Sozialwirtschaft)

More information about the Sign of Hope-Foundation can be found at:  
[www.sign-of-hope-foundation.org](http://www.sign-of-hope-foundation.org)





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# Thank you!

With your help, in the **2019** reporting year  
Hoffnungszeichen | Sign of Hope e.V. was able to run **64 projects** in **20** countries.  
This support reached **407,718 people**.

This was made possible by **26,399 donors**,  
who gave **83,712 financial donations** amounting  
to **8.14 million euros**.

As well as 3.08 million euros of free donations, 1.28 million euros were devoted  
to our work in **Uganda**, 0.95 million for projects in **South Sudan**  
and 0.71 million to provide support in **Armenia**.

**Nagorno-Karabakh** (0.29m), **Yemen** (0.27m), **India** (0.26m)  
and **Mozambique** (0.21m) also received special attention.

We are particularly grateful to the **2,228** donors who support our  
commitment in the long-run with a **project partnership**.

**Donation account:**  
**IBAN: DE72 5206 0410 0000 0019 10**  
**BIC: GENODEF1EK1**

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*“Whatever you did for one of the least of these brothers  
and sisters of mine, you did for me.”*

*Matthew 25:40*

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## **Hoffnungszeichen | Sign of Hope e.V.**

### **Germany**

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Email: [info@hoffnungszeichen.de](mailto:info@hoffnungszeichen.de)  
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### **Branch Kenya office**

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Nairobi, Kenya  
Website: [www.sign-of-hope.org](http://www.sign-of-hope.org)

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