

# Annual Report

---

## 2020

 hoffnungszeichen  
sign of hope  
*Helping people in need all over the world.*



## Cover photo (Sign of Hope)

The residents of Marsabit County in Northern Kenya live in remote villages that are stricken by poverty and hunger. Extreme climate events rob the populace of their livelihoods. Food shortages are common, and many children suffer from malnutrition. The coronavirus pandemic has only exacerbated the situation for these people. Sign of Hope supports those affected, such as Arbe Musa (36), mother of a seven-year-old child, by supplying food parcels.

## Legal notice

### **Publisher:**

Hoffnungszeichen | Sign of Hope e.V.  
Schneckenburgstr. 11 d · 78467 Konstanz  
Tel. +49(0)7531 94501-60  
Fax +49(0)7531 94501-61  
Email: [info@hoffnungszeichen.de](mailto:info@hoffnungszeichen.de)  
Website: [www.hoffnungszeichen.de](http://www.hoffnungszeichen.de)  
[www.sign-of-hope.org](http://www.sign-of-hope.org)

### **Content Editor:** Reimund Reubelt

**Editorial Team:** Barbara Amann,  
Chol Thomas Dongrin, Eduard  
Gossner, Sophie Günthner, Martin  
Hofmann, Vincenzo Martella, Rainer  
Metzing, Dorit Töpler, Bettina Wick

**Typeset:** [www.kissundklein.de](http://www.kissundklein.de)

**Images:** Sign of Hope, unless  
otherwise indicated.

### **Executive Board:**

Reimund Reubelt (Chairperson),  
Klaus Stieglitz (Vice Chairperson)

### **Volunteer Supervisory Board:**

Manfred Steiner (Chairperson),  
Stefan Daub (Vice Chairperson),  
Pastor Wilhelm Olschewski,  
Pastor Sibylle Giersiepen

### **Donation Account:**

IBAN: DE72 5206 0410 0000 0019 10  
BIC: GENODEF1EK1 · EB Kassel





# Annual Report 2020

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
Focus areas	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	24–27
Kenya	28–29
Armenia	30–31
Ethiopia and DR Congo	32
Lebanon and Yemen	33
India and other countries	34–35
<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 Sign of Hope Foundation</b>	<b>44–45</b>

---

## Foreword

---

The “pandemic year” of 2020 has burned itself into our collective memory. In the midst of this great crisis, we intensified our global aid and remained close to the people who rely on our support.



Manfred Steiner  
Chairperson of the  
Volunteer Supervisory  
Board

When my eyes fell upon a photo in our magazine from October 2020 that depicted the delight of Armenian Ruzana Abrahamyan and her children at receiving five sheep from us, the mental image of a Christmas crib came briefly to mind. The ox and the donkey are sometimes missing from the line-up there, as are the three kings until as late as 6 January in some cases, but the sheep are never absent. Agnus Dei, the Lamb of God, is not only a symbol of Jesus, the Son of God – for me sheep also symbolise compassionate care, warmth and life.

The situations that Sign of Hope staff encounter during their aid missions are not always so superficially peaceful. After the devastating explosion in Beirut in August 2020, our local partners were immediately on the ground providing our assistance in the thick of the chaos. We were also there for the people of

crisis-ridden Yemen, the residents of locust-afflicted and drought-stricken countries of East Africa and when war broke out in Nagorno-Karabakh. Our excellent network of partner organisations and our staff on the ground really came into their own during the dominating COVID-19 pandemic.

In this annual report, you can read about how we were able to use your donations to benefit people in need around the world in the challenging financial year of 2020. Thank you for standing by us in our work, even when things get particularly difficult. We hope that you will continue to support us on our path!

A handwritten signature in black ink, appearing to read 'M. Steiner'. The signature is written in a cursive, flowing style.



## Acknowledgements

“These are the strong ones who laugh through their tears,  
hide their own sorrows and make others happy.”  
(Franz Grillparzer)

We have just come through a year that has entailed extraordinary experiences for most of us – especially for the post-war generations who have never before seen such exceptional circumstances. Speaking from my own personal experience, I can say that hardly any of the staff at Sign of Hope had previously had to endure such a massive test of endurance. Be it the private, health, social or professional sphere, we have all reached our mental and physical limits.

2020 has shown us how vulnerable we are – as individuals and as a society. Yet, amidst all the hardship and despair, it has also revealed where our common strengths lie. In 2020, for example, Germans were more willing to donate than they had been for a long time. We were also able to reflect this in our work, which continued relentlessly but under more difficult conditions.

Whether it was for the starving people of Yemen or people suffering in South Sudan, we remained steadfastly engaged on the ground with our aid. We owe the fact that our "Bridge of Love" to the needy of this world has become a blessing in such difficult times thanks to you, dear donors; your commitment, your gifts, your prayers and your sympathy. Please accept our sincere thanks and join us in tackling the many challenges that await us now more than ever.



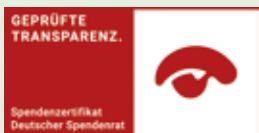
Reimund Reubelt  
Chairperson



## Who we are

For more than 35 years now, 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 fundraising charitable organisations. The Donation Certificate, which was first awarded in 2017, certifies that the holder handles money entrusted to it responsibly and transparently.



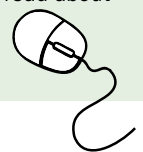
**Hoffnungszeichen | Sign of Hope e.V.** is a faith-based Christian organisation dedicated to human rights, humanitarian aid and development cooperation. Helping the oppressed and exploited all over the world is at the heart of what we do. Drawing on Christian belief for our values and our motivation, 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 relocated 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. 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 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 nonprofit 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 we provide food for the hungry, emergency shelter for earthquake victims, seeds and tools for smallholders, vocational training for women, textbooks for schoolchildren or organise protests for persecuted Christians, the work we do around the world is wide-ranging and focused.

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 needs for food, water, health-care and shelter are core elements of our work.

One of the regions where we are particularly active is East Africa. In this reporting year, particular emphasis was placed on South Sudan, a country in which Sign of Hope has been active since 1994, and on Uganda, where a new health centre was officially opened in the eastern community of Kosike on 14 November 2019 after a year and a half of construction.

### Human rights work

Sign of Hope is committed to upholding human rights. We regularly initiate protest campaigns and appeals, in ad-

dition to managing practical projects in various countries. We are also engaged in work of the United Nations Human Rights Council.

### Humanitarian aid

By providing short-term disaster relief, Sign of Hope quickly and efficiently ensures the survival of victims of famines and natural catastrophes – for example following the devastating floods in western Kenya. As part of this short- and medium-term emergency relief, we assist people in crisis- and war-afflicted countries that lie in the focus of our organisation.

### Development cooperation

In this field we aim to bring about structural changes that will support better living conditions by helping people to help themselves. 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 focus areas 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 personalised aid requires careful planning and diligence. This is why our work is effective and efficient, as well as focussed entirely around our aid recipients and donors.

**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

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 and beneficiaries 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 interdenominational principles.

We have been involved in trusting collaborations with a number of different partner organisations for several years now with a view to achieving our goals. Furthermore, we also initiate and carry out projects using solely our own resources. However, crisis situations and the causes of structural poverty are becoming ever more complex. Managing projects professionally is all the more important in order to maintain high standards of quality and to improve our work consistently, from planning and implementation to monitoring and evaluation.

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. Self-imposed guidelines and external auditing bodies moreover ensure the transparency, safety and quality of our work.

Wide-ranging partner networks, such as EU-CORD – a network of European Christian non-governmental organisations – act as lobby groups and vital sources of information at the same time.

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).





Uganda – medical care at our clinic



Lebanon – emergency aid after catastrophic explosion



South Sudan – education to combat poverty and hunger



DR Congo – special food for malnourished children



Nagorno-Karabakh – living in misery and hardship

## 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 had 28 employees working at the association's headquarters in Konstanz, 24 in Uganda, 12 in Kenya and another two were active in several African countries. Two project-related staff members are based in Armenia. The association had 26 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.

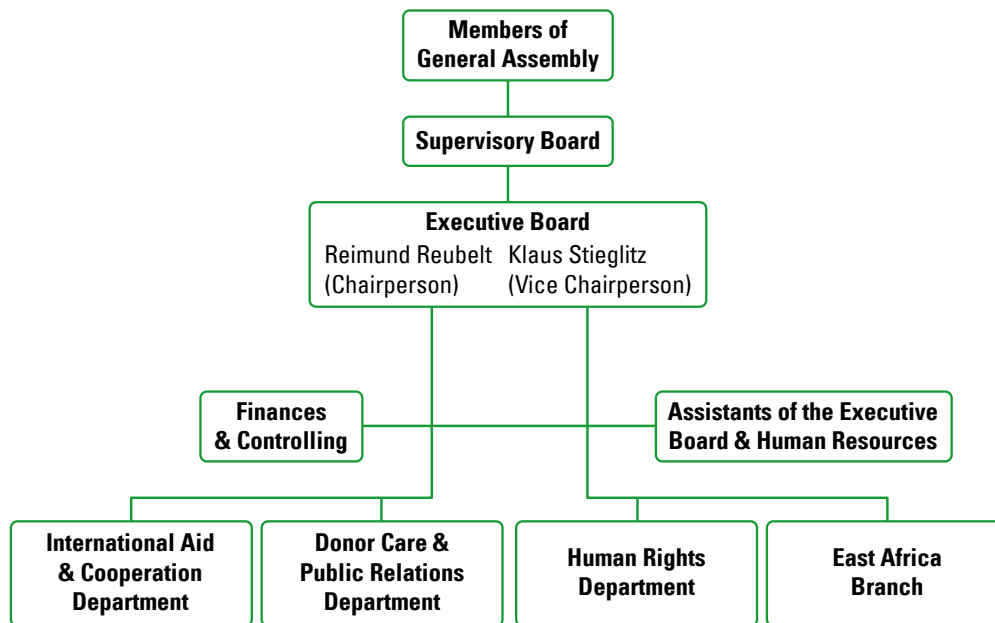
In addition to the main office in Konstanz, over the years Sign of Hope has also set up offices in Eastern Europe and particularly in East Africa. The em-

ployees based in Yerevan (Armenia) and Nairobi (Kenya) implement and manage the projects in those respective regions. In particular, our numerous projects in East Africa are coordinated from Nairobi, including the construction and management of a health centre in Uganda.

In addition to the project teams, administration, accounting, public relations and donor care professionals work in Nairobi and Konstanz offices.







Supervisory Board (from left to right): Manfred Steiner, Stefan Daub, Pastor Wilhelm Olschewski, Pastor Sibylle Giersiepen

Full-time Executive Board (from left to right): Reimund Reubelt and Klaus Stieglitz

### Committees

In addition to the purpose of the association, Sign of Hope's statutes also define its committees:

The **General Assembly** usually gathers once a year and decides upon amendments to the statutes of association and deals with questions of vital importance. 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** is responsible for daily management of the association within the framework of the statutes 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 leadership and control of the Executive Board. As stipulated by the statutes of association, the annual audit report is delivered to the Supervisory Board.

# Transparency and communication

We are aware that your trust underpins all our work. We strive to live up to your trust with high standards of quality and open communication.



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)

## Acting responsibly

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 approach is endorsed, for instance, by 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 underlines our commitment to transparency and organisation management. Last but not least, the Konstanz Tax Office recognises our activities as charitable.\*

## Publicity for a good cause

In addition to federal institutions, companies and foundations, we also have

many private donors among our sponsors. We need professional fundraising in order to realise our association's objectives. As part of our fundraising efforts, we prepare relevant information and make it available to donors and potential contributors in the form of our monthly magazine, internet articles or this annual report.

Printed appeals for donations are a particularly effective method of gaining new donors for our projects. Our website [www.sign-of-hope.org](http://www.sign-of-hope.org) provides further information. We also reach out to our supporters via email newsletters and social media – often with film reports from our ongoing projects.

Sign of Hope is happy to support schools and congregations with collection campaigns. We 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.





The team from the Certified Public Accountant WISTA AG have inspected Sign of Hope’s annual financial statement for 2020.

We use our press work to draw attention to specific grievances and highlight our concerns.

**What matters most to us**

Sign of Hope implements organisational and secure technical measures to protect donor data. 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 and this process is supervised by an external data protection officer.

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 go door-to-door to raise money.

Our ethical guidelines are based on codes of conduct and regulations set

out by VENRO and the German Fundraising Association. When we report on and promote our work, we never forget how much we value and esteem those who receive our help and those who financially support our work.

**Allocation of resources for the fiscal year 2020**  
(Expenses in millions of euro)

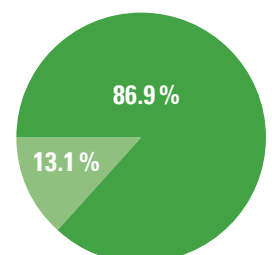
<b>Association's activities</b>	<b>8.29</b>
- Project work	6.12
- Campaigns and public relations work	0.92
- Human resources and amortisation	1.25
<b>Administration costs</b>	<b>1.25</b>
- Publicity	0.75
- Administration	0.50
<b>Total</b>	<b>9.54</b>

**86.9 % Association's activities**

- 64.1 % Project Work
- 9.7 % Campaigns and Public Relations Work
- 13.1 % Human Resources and Amortisation

**13.1 % Administration Costs**

- 7.9 % Publicity
- 5.3 % Administration





# Focus areas

Providing immediate assistance, achieving change in the long-term and satisfying basic human needs. Sign of Hope's seven 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 provide seeds, tools and – when necessary – food rations.



## Healthcare

People continue to die from diseases that are actually easily treatable. 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 aid. 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 assists them in improving their lives through their own efforts, for example by creating income opportunities.



### Combating Poverty



In many countries, it is often 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



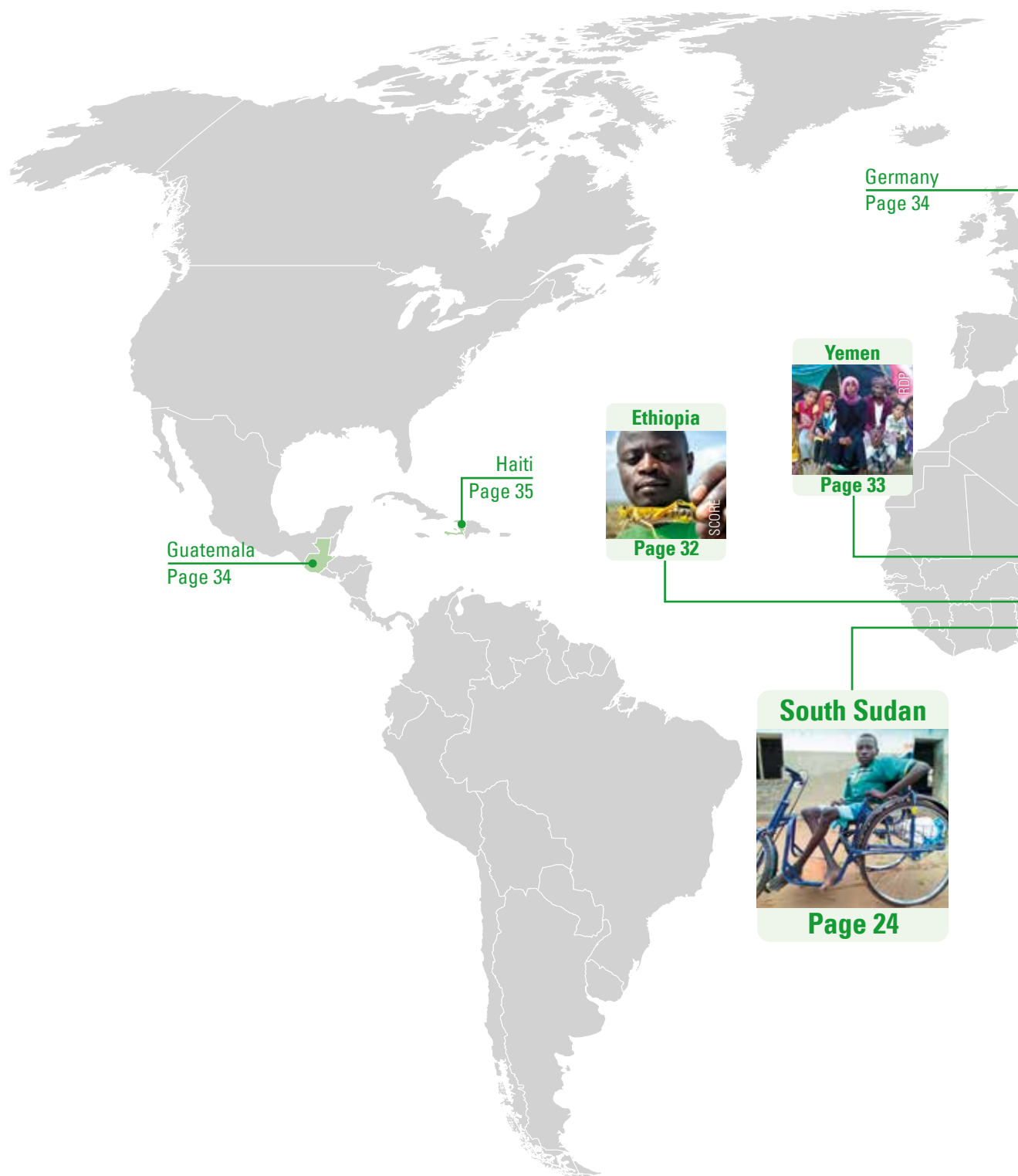
Education is important in overcoming poverty and being able to determine the course of one's own life. We facilitate access to educational programmes even in the remotest of regions.



### 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 East Africa as well as other project countries and the work that we do there.



Germany  
Page 34

Yemen



Page 33

Ethiopia



Page 32

Haiti

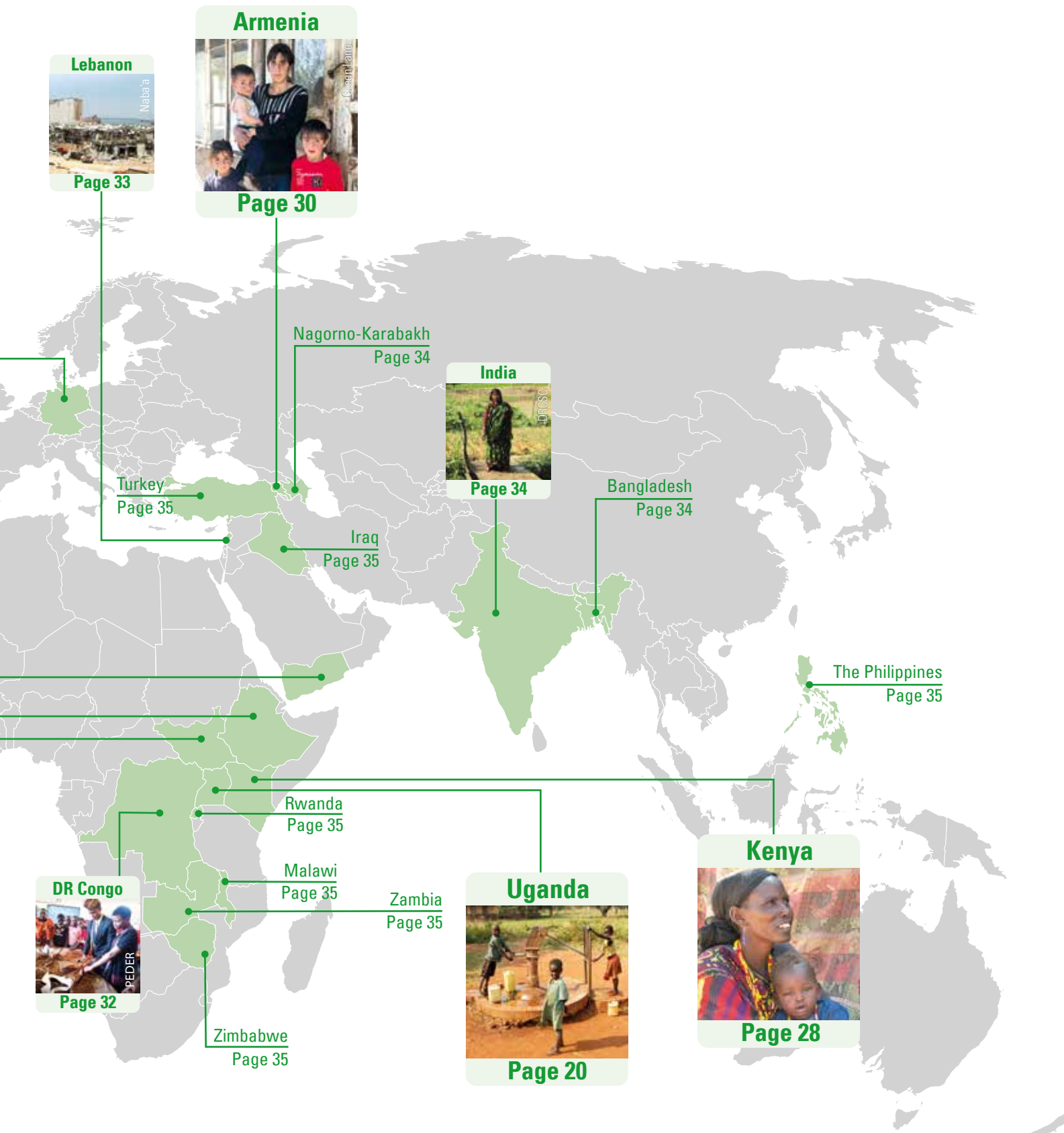
Page 35

Guatemala  
Page 34

South Sudan














Page 24













# Our work in figures

Below is a representation of the costs from the reporting year 2020 for the project 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>591,375 €</b> Establishing and cultivating raspberry plantations and sheep distribution, delivering food, medical care and coronavirus aid		<b>4,577</b>
 <b>Ethiopia</b>	<b>261,381 €</b> Emergency relief for flooding, drought, desert locusts and COVID-19, medical advice and treatment, delivery of relief items such as food and hygiene products, preparation for humanitarian emergencies		<b>213,877</b>
 <b>Bangladesh</b>	<b>91,224 €</b> Emergency aid, improving the healthcare situation, preparation for humanitarian emergencies		<b>135</b>
 <b>Nagorno-Karabakh (Azerbaijan)</b>	<b>75,779 €</b> Delivery of food parcels, supporting a prosthetics centre		<b>510</b>
 <b>Germany</b>	<b>40,406 €</b> Preparation for humanitarian emergencies		<b>27</b>
 <b>DR Congo</b>	<b>498,957 €</b> Agricultural training in improved cultivation methods, construction of wells, providing lunch for street children		<b>28,620</b>
 <b>Guatemala</b>	<b>124,468 €</b> Delivery of food parcels, medical check-ups, preparation for humanitarian emergencies		<b>2,652</b>
 <b>Haiti</b>	<b>9,091 €</b> Preparation for humanitarian emergencies		<b>15</b>
 <b>India</b>	<b>260,828 €</b> Reforestation of mangrove forests, creation of alternative sources of income, delivery of relief supplies such as food parcels		<b>112,653</b>
 <b>Iraq</b>	<b>36,680 €</b> Preparation for humanitarian emergencies		<b>15</b>
 <b>Yemen</b>	<b>136,876 €</b> Hygiene education, delivery of relief supplies such as food and hygiene articles		<b>202,359</b>





Country	Humanitarian aid and development cooperation	Human rights	Number of people reached
 Kenya	<b>434,673 €</b> Medical advice and treatment, delivery of relief items such as food and hygiene items as well as medicines and water, cholera and COVID-19 emergency aid, support for children with special needs, preparation for humanitarian emergencies.	<b>17,501 €</b> Empowering women about their rights	<b>121,408</b>
 Lebanon	<b>150,727 €</b> Delivering food, offering psychological support for children, providing medical care in Beirut		<b>4,625</b>
 Malawi	<b>242,515 €</b> Agricultural training in improved cultivation methods, distributing tools, construction of grain silos		<b>23,000</b>
 The Philippines	<b>65,543 €</b> Preparation for humanitarian emergencies		<b>124</b>
 Rwanda	<b>106,602 €</b> Constructing toilets, laying water pipes, hygiene education		<b>3,645</b>
 Zambia	<b>10,038 €</b> Raising awareness through educational campaigns		<b>10,000</b>
 Zimbabwe	<b>63,735 €</b> Emergency food aid, food security, delivery of donations in kind such as school materials, seeds and wheelchairs		<b>11,399</b>
 South Sudan	<b>1,427,856 €</b> Construction of toilets in schools, training for teachers, wheelchairs for physically challenged students and teachers, educational radio, renovation of deep wells, providing care for malnourished children, delivery of relief items such as food and hygiene products, preparation for humanitarian emergencies	<b>283,390 €</b> Information campaign and research on drinking water pollution by the oil industry, support for people affected by mental illnesses	<b>728,172</b>
 Turkey		<b>116,921 €</b> Education	<b>448</b>
 Uganda	<b>1,557,848 €</b> Providing basic health care in rural areas, training in farming methods – including for refugees – and improving market access, ensuring access to water and sanitation, delivery of relief supplies to protect against COVID-19	<b>27,973 €</b> Climate change analysis	<b>203,575</b>
<b>Total project countries</b>	<b>6,186,602 €</b>	<b>445,785 €</b>	<b>1,671,836</b>
<b>Other project costs incl. donations in kind</b>	<b>999,900 €</b>	<b>14,443 €</b>	
<b>Campaigns &amp; public relations work</b>	<b>575,802 €</b>	<b>69,674 € *</b>	
<b>Total</b>	<b>7,762,304 €</b>	<b>529,902 €</b>	

\*Petition campaigns on human rights cases in Algeria, Burkina Faso, China, Honduras, India, Cameroon, Colombia, Cuba, Nigeria, Pakistan, Philippines, Russia, South Sudan, Sudan, Uzbekistan, United Arab Emirates

# Uganda:

## Ensuring that the land feeds its people

Expanding access to healthcare and strengthening farming communities are two ways to improve the quality of life of rural populations.

### Republic of Uganda



Inhabitants: 44.3 million  
HDI\*: 159 (0.544)

Despite its abundant resources, Uganda is considered one of the poorest countries in the world. The tropical, humid country is increasingly suffering from water shortages.

- Drainage of wetlands, deforestation and overgrazing are causing ecological disasters.
- There is only one doctor for every 12,000 people.



### Opening of the clinic in Kosike

Acute malnourishment and a high HIV infection rate are part of everyday life in the district of Amudat. 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 runs a clinic in the village of Kosike to provide basic medical care for around 20,000 people. Even before the official opening, six clinic staff members treated many patients on two days a week. Since its opening in November 2019, the clinic has offered a nutrition programme for malnourished children, maternal nutrition classes, antenatal and obstetric care and an immunisation programme. Patients with injuries and illnesses are treated both as outpatients and as inpatients. Model gardens and farm animals are used to teach people about high-yield agriculture. A “travelling

health clinic” also delivers medical care to remote villages around Kosike. Additional measures were put in place during the coronavirus pandemic to be able to treat COVID-19 patients.

**What we achieved:** 5,000 patients treated, vaccinations for 720 infants, special food for approx. 150 malnourished children. More than 1,800 people were reached with our travelling clinic.

**Outlook:** The clinic will continue its work.





### How we helped

**Activities:** Providing basic health care in rural areas, training in farming methods – including for refugees – and improving market access, ensuring access to water and sanitation, delivery of relief supplies to protect against COVID-19, climate change analysis



**Total expenditure:** 1,585,821 €

**Number of projects:** 7

**Number of people reached:** 203,575

**Project partners:** Adraa Agriculture College, Caritas Moroto, Diocese of Moroto, MapTailor, SOCADIDO, Cooperation & Development

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

**Focuses:**      

### Securing livelihoods through agriculture

People from South Sudan in particular but also from the DR Congo are taking refuge in north-western Uganda. At the Adraa Agriculture College in the Arua district, both refugees and local people are given the opportunity to acquire basic agricultural and entrepreneurial skills. The college in Adraa is run by Franciscan brothers and the Diocese of Nebbi. Participants of the courses learn how to grow vegetables sustainably, keep poultry and grow saplings. “Multipliers” are also trained to pass on their knowledge to others. One of them is 31-year-old Lukwang Andrew, who is now comfortably supporting his family of six with his farming. “My early years were dominated by hardship. Now I feel more confident. I feel as though I should not be the only one to benefit from what I learnt at the school in Adraa. That’s why I’m hap-

py to be able to pass on my new skills.” Furthermore, the capacity at the college is being expanded. The project is supported by the German Federal Ministry for Economic Cooperation and Development.

**What we achieved:** 1,137 people have completed the training programme. 25 multipliers have set up demonstration gardens, reaching 498 people.

**Outlook:** The project has a duration of three years – it will come to an end in September 2021.



\*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 2019 (out of a total of 189 countries).





### Action against climate change

Increasing changes in rainfall, drought and the climate as a whole are creating new challenges for the population living in and around Awoja in the Teso region. Our joint project with SOCADIDO aims to regenerate threatened ecosystems as well as to make agriculture more efficient and more diverse in order to create stable, long-term incomes for the local populace. This is intended to mitigate the effects of climate change. The project is supported by the German Federal Ministry for Economic Cooperation and Development.



**What we achieved:** 426,000 tree seedlings were planted, 1,155 training courses were held with a total of around 25,000 participants, 2,880 energy-saving cookers were installed for older people or people with disabilities, and drought-resistant or flood-resistant plants were supplied. For COVID-19 prevention: 120 radio messages for raising awareness, installation of 51 hand washing facilities, provision of 51 boxes of soap, 51 hand sanitizers, 1,820

protective masks, 91 boxes of protective gloves and suits.

**Outlook:** The three-year project is due to run until December 2021. The aim is to provide further training and to plant a total of 600,000 saplings of fruit trees or trees for the forest, which will help to boost household incomes.





### Clean water for the people of Kosike

The nomadic population living in the Amudat district is increasingly exposed to water shortages due to climatic changes. The resulting lack of hygiene is conducive to the spread of diseases, including COVID-19. Commissioning a well to be drilled by our partner organisation Cooperation & Development, analysis of the water extracted there and installation of water tanks are among the measures intended to contribute to improving the drinking water supply and hygiene conditions for the inhabitants of Kosike and the surrounding villages.

**What we achieved:** Installation of the well, water tanks and tapping points, creation and training of a 10-person “water committee”.

**Outlook:** The project came to a successful conclusion.

### Strengthening communities, securing food

Together with our project partner SOCADIDO, Sign of Hope has been helping to improve the food security and boost the incomes of 2,000 smallholder families in the Teso region since 2017. Participating farmers receive training on how to farm efficiently, trade, invest money, network and earn income. Gender roles, diseases such as HIV, human rights and crisis management are also addressed in the courses with the aim of strengthening local togetherness and promoting ways of working as a community.

**What we achieved:** In total, some 11,000 people benefited from this initiative.

**Outlook:** The project came to a successful end.





# South Sudan: Support on every front

Poor quality education, lack of medical care and inadequate nutrition are part of everyday life in South Sudan. There are also human rights violations, such as those committed by the oil industry.

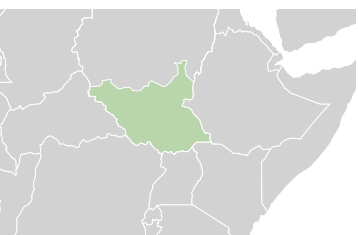
## Republic of South Sudan



Inhabitants: 11.1 million  
HDI: 185 (0.433)

Violent conflicts and corruption are making it difficult to stabilise the country. Crop failures and catastrophic food shortages shape the daily struggle for survival that many people face.

- The illiteracy rate in 2020 was 65.5 % – one of the highest in the world. The average expected length of schooling is just 5.3 years.
- Between 20 and 34 % of the population suffer from under nutrition.

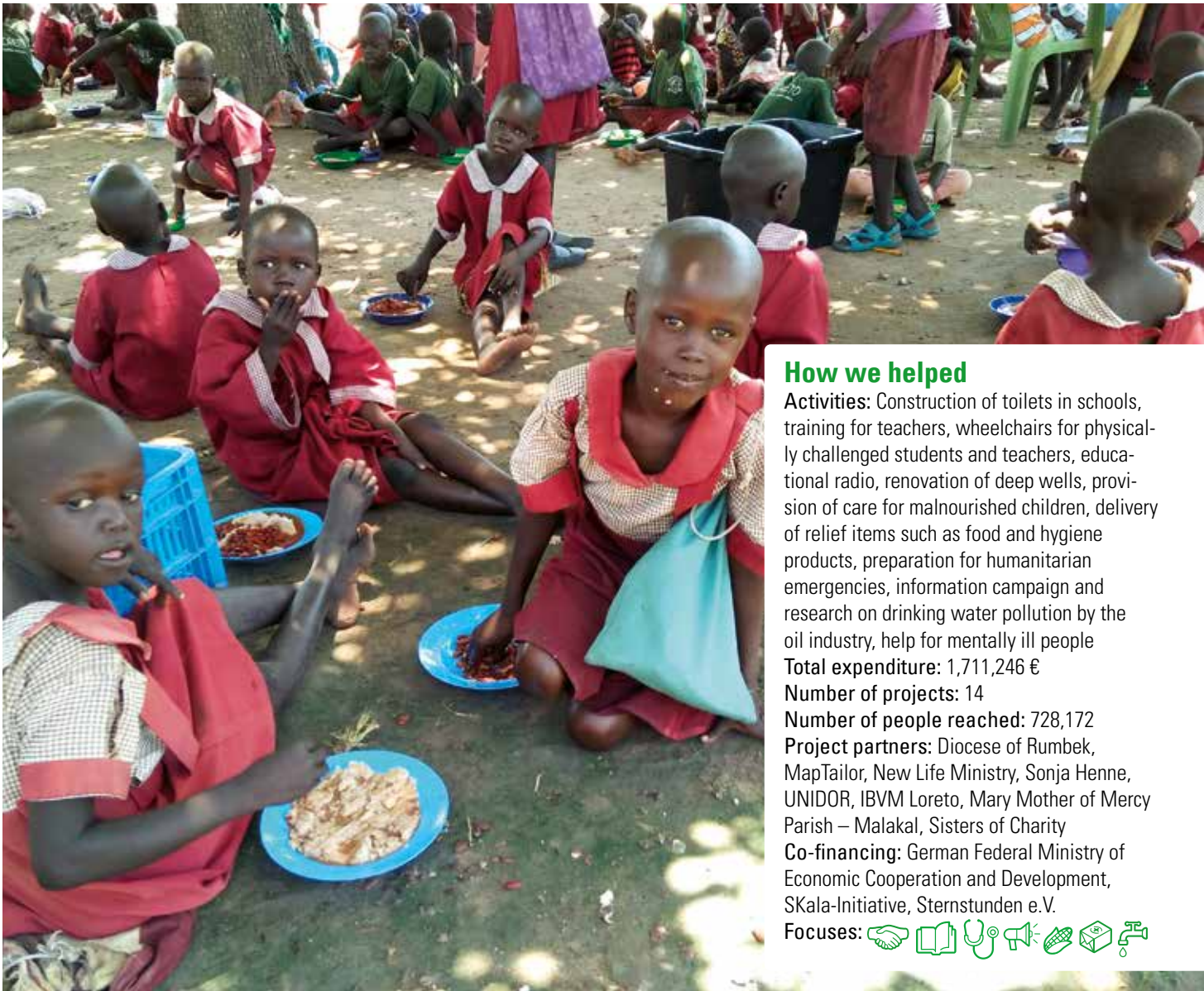


### Education as an investment in the future

School education is the first step towards bringing about a lasting change in the precarious circumstances of the people in the Diocese of Rumbek. With funding from the German Federal Ministry for Economic Cooperation and Development, Sign of Hope has launched an education project for around 8,000 schoolchildren in conjunction with the Diocese of Rumbek. The project comprises the construction and renovation of classrooms and latrines at twelve schools, further training for teachers, psychosocial training for traumatised children, support for girls and vocational training opportunities. The project moreover offers individual support for 50 physically disabled young people. Paralysed 20-year-old John Barabbas is one of them; his school fees are paid for as part of the project and he has been provided with a hand-operated bicycle so that he can get to school.

**What we achieved:** A 16 % increase in the number of female pupils in their final year of school, support for 60 traumatised children, 50 children with special needs received school fees and uniforms, five paralysed children and three teachers received hand-operated bicycles, construction and refurbishment of latrines, wells and school buildings, hygiene and awareness courses for approx. 1,000 boys and girls, teacher training, radio programmes on social issues.

**Outlook:** The project is scheduled to run for three years and will come to an end in October 2022.



### How we helped

**Activities:** Construction of toilets in schools, training for teachers, wheelchairs for physically challenged students and teachers, educational radio, renovation of deep wells, provision of care for malnourished children, delivery of relief items such as food and hygiene products, preparation for humanitarian emergencies, information campaign and research on drinking water pollution by the oil industry, help for mentally ill people

**Total expenditure:** 1,711,246 €

**Number of projects:** 14

**Number of people reached:** 728,172

**Project partners:** Diocese of Rumbek, MapTailor, New Life Ministry, Sonja Henne, UNIDOR, IBVM Loreto, Mary Mother of Mercy Parish – Malakal, Sisters of Charity

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

**Focuses:**

### Food for the brain and the stomach

Around 1,100 pupils attend the primary school in Maker Kuei, which is run by the Sisters of Loreto. Not only do the children receive important school lessons, but with the support of Sign of Hope they also receive healthy and nutritious food twice a day - for some of the boys and girls the only meals they get each day, as many families in the region have insufficient food. Rice, maize porridge and beans are on the menu. More and more parents are sending their children to the nuns for lessons because of this. Both enrolment rates and class attendance have increased as a result of providing school meals. "I get breakfast and a hot lunch here," reports 17-year-old David Maluer. "It's easier for me to concentrate and pay attention in class with a full stomach." Most of the pupils are between five and 14 years old. David is older because he had to help his family look after their cattle for a long time. Now the boy is

looking forward to graduating from school before too long.

**What we achieved:** 1,146 children from kindergarten age to eighth grade received two meals every school day. 300 older boarding school girls were catered for all day.

**Outlook:** The collaboration is ongoing.







**Support for returnees**

Many people fled South Sudan during the civil war. Many displaced people have been returning home since the 2018 peace agreement, hoping for a fresh start – but it is an arduous journey. In order to assist the people in need, Sign of Hope supported the most vulnerable returnees in the settlement of Tonga with food, working in conjunction with a local parish of the Catholic Diocese of Malakal. The aid supplies were acquired in the town of Renk and transported by boat upstream along the White Nile to the remote region.



**What we achieved:** 750 households (about 3,750 people), especially single parents, the elderly and the disabled, each received a 50 kg bag of sorghum millet.

**Outlook:** The project is complete.



**Assistance in the midst of a pandemic**

The clinic has been a vital drop-in centre for the people of Rumbek for many years. Run by Sign of Hope from 2012, it has been managed by the Diocese of Rumbek since the beginning of 2017. The Sisters of Charity work with the clinic to offer a nutrition programme for malnourished children, for which Sign of Hope regularly provides food and supplies. The effects of the COVID-19 pandemic were felt from May 2020 onwards, when shopping and transport became more difficult and essential products became more expensive.

**What we achieved:** Provision of soap, disinfectants, protective suits and masks, hygiene training, hand washing stations, delivery of food, relief supplies and medicines.

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





### Taking responsibility for clean oil production

Publicly available satellite images from the European Space Agency (ESA) reveal that one of South Sudan's main oil pipelines is in a state of disrepair. Several million litres of oil have leaked into the environment. This and the improper disposal of production waste from the oil industry are poisoning the drinking water of more than 600,000 people. Sign of Hope has been working continuously since 2008 to expose environmental pollution in the oil fields of South Sudan, support the affected population and campaign for an effective supply chain law.

**What we achieved:** Scientific documentation of oil pollution, protest note to the South Sudanese government, support for civil society organisations in South Sudan, protest note to German Chancellor Dr Angela Merkel to initiate a supply chain law.

**Outlook:** The project is ongoing.

### A more dignified life for the mentally ill

In South Sudan, traumatised or mentally impaired people are often "kept safe" in prisons because there are no adequate medical services. We are supporting the prison in Rumbek with aid supplies and are training volunteers in how to interact with patients. "Thanks to the support provided by Sign of Hope, we are able to provide our mentally ill patients with basic necessities. The training courses have given my colleagues and me a basic understanding of how to treat these people," explains prison warden Jacob Maker.

**What we achieved:** 60 mentally ill patients were given care, food, medication and clothing. Prison staff and medical personnel have been made more aware and have received training in how to work with their patients.

**Outlook:** The project has been making a difference since early 2016 and is ongoing.



# Kenya:

## Emergency aid and health care

Extreme weather events are becoming more frequent as a result of climate change. Supplies of water, food and medicine are inadequate in many areas.

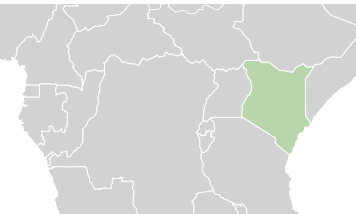
### Republic of Kenya



Inhabitants: 52.6 million  
HDI: 143 (0.601)

The coronavirus pandemic has left many Kenyans unemployed. Families are going hungry, children are malnourished. Hardship is especially great in the rural north.

- Infant mortality was 38/1,000 births in 2019, while maternal mortality was 342/100,000 births.
- Economic growth virtually stagnated in 2020 due to the COVID-19 pandemic.



### Mobile clinic and healthcare

Extreme weather events in the communities of Illeret and Dukana in the northern Kenyan district of Marsabit are destroying people's livelihoods. Sign of Hope staff regularly travel to remote areas in a "mobile clinic", which is an all-terrain vehicle with medical equipment. The team examines and treats the most common diseases, and malnourished children are given special food. Food is also distributed. The coronavirus pandemic exacerbated an already desperate situation, which is why we expanded our aid to include coronavirus prevention measures. In isolated regions, women are often left to their own devices during pregnancy and birth. Malaria is also a danger. At the Illeret Health Centre we provide treatment, care for malnourished children, antenatal and postnatal care, obstetric care and health courses.

**What we achieved:** Among other things, provision of protective equipment for medical workers, distribution of water and soap to approx. 4,500 households, treatment of approx. 6,000 patients, antenatal care for approx. 800 expectant mothers, training of 33 community health workers, complete vaccination of 289 young children, registration of 1,445 children under the age of five on the feeding programme, 601 of whom were discharged in good health.

**Outlook:** The projects will be continued in the 2021 fiscal year.







### How we helped

**Activities:** Medical advice and treatment, delivery of aid supplies such as food and hygiene items as well as medicines and water, cholera outbreak and COVID-19 emergency aid, support for children with special needs, preparation for humanitarian emergencies

**Total expenditure:** 452,174 €

**Number of projects:** 11

**Number of people reached:** 121,408

**Project partners:** MIDP, PISP, DDO

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

**Focuses:**     

### Helping people in their time of need

In late 2019, floods and landslides destroyed large swathes of land in West Pokot district. Sign of Hope was on the scene to assist those affected by providing essential items.

With some 250,000 inhabitants, the impoverished district of Kibera in Kenya's capital Nairobi is considered Africa's largest slum. The inhabitants live in poverty in cramped conditions; it is not uncommon for up to 50 families to share one latrine. During the pandemic, we distributed aid supplies in order to prevent disease and ensure food security.

Cholera broke out in Northern Kenya as a result of flooding. Health and hygiene measures were carried out among the population to contain its spread in the Illeret region.

862 households in the village of Saru in Dukana were internally displaced in 2019 due to local conflict and drought. We were on the ground providing emergency aid.

**What we achieved:** Distribution of food, hygiene items, medicines, water containers and blankets to those affected by the floods in western Kenya.

90 women-led households (approx. 450 people) in Kibera slum were supplied with soap and food over a period of three months.

Approx. 2,000 people in the village of Illeret benefited from cholera prevention measures.

Around 2,500 internally displaced people (IDPs) (500 households) were provided with food and water.

**Outlook:** The emergency projects have been concluded.





# Armenia:

## An uncertain future

There has been hardship and poverty in Armenia since before the conflict with Azerbaijan flared up. We are delivering aid both in crisis situations and with a long-term outlook.

### Republic of Armenia



Inhabitants: 3.0 million  
HDI: 81 (0.776)

Armenia is one of the oldest Christian cultures. Conflicts with neighbouring countries are slowing down the country's development.

- Unemployment was around 20 % in 2020, and more than 40 % in the Shirak region.
- Approx. 4,000 Armenian soldiers died in the war over Nagorno-Karabakh in the autumn of 2020.



### Prospects for smallholders

In cooperation with our local project partner, Green Lane, we are conducting training courses to enable smallholders in the village of Haykavan to work efficiently and establish a stable livelihood through raspberry cultivation. The courses cover teamwork, cultivation and care, using inputs and fertilisers, trellising and marketing the harvest. During the course, the groups also work together to find solutions to problems such as adverse weather conditions and pest infestations. Some courses were held online due to the COVID-19 pandemic.

**What we achieved:** The livelihoods of 144 households were improved by issuing more efficient seeds and using efficient cultivation, irrigation and crop storage methods.

**Outlook:** The three-year project will come to an end at the beginning of the next reporting year.

### Support during the pandemic

In the economically underdeveloped north of Armenia, the effects of the pandemic lockdown quickly threatened the existence of many families. We supported smallholder families in the villages of Gegharkunik, Shirak, Tavush and Lori with hygiene products, seeds and food through an emergency coronavirus project. Single parent Lilit Chichyan is one of the recipients and is particularly grateful for the seeds and seedlings she received as a participant of the project run by our local partner, Green Lane, in time for the sowing season.

**What we achieved:** 200 families were provided for through the project.

**Outlook:** The emergency aid project is now complete.



### How we helped

**Activities:** Establishing and cultivating raspberry plantations and sheep distribution, delivering food, medical care and coronavirus aid

**Total expenditure:** 591,375 €

**Number of projects:** 6

**Number of people reached:** 4,577

**Project partners:** Green Lane

**Co-financing:** German Federal Ministry of Economic Cooperation and Development, Peter Osypka Foundation

**Focuses:**    

### Support in the depths of an icy winter

The devastating earthquake of 1988 severely damaged northern Armenia and deprived many of everything. Even today, many families still live in abject poverty because of this. Some people are still living in damaged houses or makeshift containers. In two annual relief campaigns – at the beginning and towards the end of winter – our staff members Wigen Aghanikjan and Aljona Zeytunyan hand out food parcels, soap and washing powder to vulnerable households in Shirak province. The recipients are impoverished families, single pensioners and disabled people.

**What we achieved:** At each of the two distributions, 150 families or single elderly people receive a package of food containing, for example, flour, salt, cooking oil, pasta and canned food. The contents of one package will last for several weeks.

**Outlook:** The project is ongoing.

### Securing incomes with sheep

The northern Armenian province of Shirak is marred by severe poverty. There is a lack of income opportunities and food. The soil there is not suitable for growing vegetables. This is why farmers, elderly people and socially disadvantaged people each received five sheep as part of our project. Veterinary care and food are provided to begin with. The sheep enable the families to support themselves and generate income from the sale of wool and dairy products. The first three lambs born to them are given to other families.

**What we achieved:** 30 donations of five sheep each were made, and the beneficiaries of the project were subsequently supported.

**Outlook:** Follow-up projects are planned.





## The Democratic Republic of Ethiopia



Inhabitants: 112.1 million  
HDI: 173 (0.485)

### How we helped

**Activities:** Emergency relief for flooding, drought, desert locusts and COVID-19, medical advice and treatment, delivery of relief items such as food and hygiene products, preparation for humanitarian emergencies

**Total expenditure:** 261,381 €

**Number of projects:** 6

**Number of people reached:** 213,877

**Project partners:** ECC-SDC, SCORE

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

**Focuses:**    



### Bracing against the forces of nature

Measures against a plague of locusts and the spread of COVID-19 were undertaken in the South Omo region. The Mirab Abaya region is affected by unpredictable droughts. Smallholders there were trained in new farming methods and given drought-resistant seeds to help them adapt to weather extremes.

› 4,200 households in Mirab Abaya received drought relief. 150 families in South Omo were given financial support and COVID-19 prevention efforts reached approx. 5,000 people.

## DR Congo



Inhabitants: 86.8 million  
HDI: 175 (0.480)

### How we helped

**Activities:** Agricultural training in improved cultivation methods, construction of wells, providing lunch for street children

**Total expenditure:** 498,957 €

**Number of projects:** 2

**Number of people reached:** 28,620

**Project partners:** PEDER, HPP-Congo

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

**Focuses:**     



### Escaping hardship through education

At the four centres run by our partner in Bukavu, PEDER, street children are offered overnight accommodation, daily meals, education, psychological support and legal aid. In Sud-Ubangi, we are supporting farmers with training in cultivation methods and marketing, and malnourished children are being given special food.

› Approx. 600 street children are supported by PEDER. The agriculture and nutrition project in Sud-Ubangi is helping 4,000 farmers.





### Support for blast victims

In the aftermath of the catastrophic explosion in Beirut in August 2020, we supported those affected by providing food, drinking water, hygiene kits and psychological support. Psychological support for children and adults traumatised by the disaster was stepped up in a follow-up project.

- › Disaster relief for about 1,900 children and 450 families and elders. Psychological support for traumatised victims.



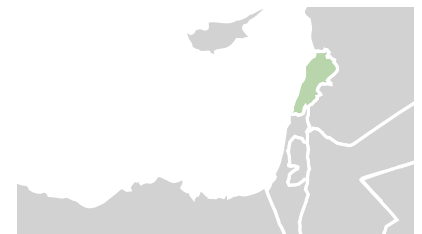
## Lebanese Republic

Inhabitants: 6.9 million  
HDI: 92 (0.744)

### How we helped

Activities: Delivering food, offering psychological support for children, providing medical care in Beirut  
Total expenditure: 150,727 €  
Number of projects: 3  
Number of people reached: 4,625  
Project partner: Development Action without Borders Naba'a, INARA  
Co-financing: BILD hilft e.V.

Focuses:   



### Relief in one of the world's poorest countries

Around 10 million people in Yemen were at risk of starvation in 2020. We have been supporting those in need since 2017; in the reporting year 2020 we distributed vouchers for food such as flour, sugar, cooking oil, salt and beans. In order to slow down the spread of COVID-19, health workers were trained to inform and educate the local population about the dangers of the pandemic.

- › 100 families were given food vouchers. 141 health workers were trained.



## Republic of Yemen

Inhabitants: 29.2 million  
HDI: 179 (0.470)

### How we helped

Activities: Hygiene education, delivery of relief supplies such as food and hygiene articles  
Total expenditure: 136,876 €  
Number of projects: 2  
Number of people reached: 202,359  
Project partner: Relief and Development Peer Foundation  
Co-financing: –  
Focuses: 



## Republic of India



Inhabitants: 1,366.4 million  
HDI: 131 (0.645)

### How we helped

**Activities:** Reforestation of mangrove forests, creation of alternative sources of income, delivery of relief supplies such as food packages

**Total expenditure:** 260,828 €

**Number of projects:** 2

**Number of people reached:** 112,653

**Project partners:** DIW-Vision India, DRCSC

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

**Focuses:**   



### Sustainable management secures livelihoods

Long-term, sustainable strategies were developed over the course of a three-year project together with local communities to protect the ecosystem and the livelihoods of the people on the Sundarban Islands. After Cyclone Amphan in May 2020, we distributed food, children's clothes, kitchen utensils and plastic sheets to those in need.

› Approx. 3,000 people were trained in sustainable agriculture methods. 300 families received support in the aftermath of the cyclone.



## People's Republic of Bangladesh

Inhabitants: 163.0 million  
HDI: 133 (0.632)

### How we helped

**Activities:** Emergency aid, improving the healthcare situation, preparation for humanitarian emergencies

**Total expenditure:** 91,224 €

**Number of projects:** 3

**Number of people reached:** 135

**Project partners:** BNM, KOINONIA

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

**Focuses:**   



## Federal Republic of Germany

Inhabitants: 83.5 million  
HDI: 6 (0.947)

### How we helped

**Activities:** Preparation for humanitarian emergencies


**Total expenditure:** 40,406 €

**Number of projects:** 1

**Number of people reached:** 27

**Project partners:** –

**Co-financing:** SKala-Initiative

**Focuses:** 



## Nagorno-Karabakh

Inhabitants: 10.0 million  
HDI: 88 (0.756)  
(Azerbaijan)

### How we helped

**Activities:** Delivery of food parcels, supporting a prosthetics centre

**Total expenditure:** 75,779 €

**Number of projects:** 1

**Number of people reached:** 510

**Project partners:** –

**Co-financing:** –

**Focuses:**  



## Republic of Guatemala

Inhabitants: 17.6 million  
HDI: 127 (0.663)

### How we helped

**Activities:** Delivery of food parcels, medical check-ups, preparation for humanitarian emergencies

**Total expenditure:** 124,468 €

**Number of projects:** 2

**Number of people reached:** 2,652

**Project partners:** FUNDAP

**Co-financing:** Medicor Foundation, SKala-Initiative

**Focuses:**   





## Republic of Haiti

Inhabitants: 11.3 million  
HDI: 170 (0.510)



### How we helped

Activities: Preparation for humanitarian emergencies  
Total expenditure: 9,091 €  
Number of projects: 1  
Number of people reached: 15  
Project partners: Foi et Joie  
Co-financing: SKala-Initiative  
Focuses:



## Republic of Iraq

Inhabitants: 39.3 million  
HDI: 123 (0.674)



### How we helped

Activities: Preparation for humanitarian emergencies  
Total expenditure: 36,680 €  
Number of projects: 1  
Number of people reached: 15  
Project partners: AAS-I  
Co-financing: SKala-Initiative  
Focuses:



## Republic of Malawi

Inhabitants: 18.6 million  
HDI: 174 (0.483)



### How we helped

Activities: Providing training in improved cultivation methods, distributing tools, construction of grain silos  
Total expenditure: 242,515 €  
Number of projects: 2  
Number of people reached: 23,000  
Project partners: CADECOM, CICOD  
Co-financing: German Federal Ministry of Economic Cooperation and Development  
Focuses:



## Republic of the Philippines

Inhabitants: 108.1 million  
HDI: 107 (0.718)



### How we helped

Activities: Preparation for humanitarian emergencies  
Total expenditure: 65,543 €  
Number of projects: 1  
Number of people reached: 124  
Project partners: UCCP  
Co-financing: SKala-Initiative  
Focuses:



## Republic of Rwanda

Inhabitants: 12.6 million  
HDI: 160 (0.543)



### How we helped

Activities: Constructing toilets, laying water pipes, hygiene education  
Total expenditure: 106,602 €  
Number of projects: 2  
Number of people reached: 3,645  
Project partners: ARDE/KUBAHO, GHDF  
Co-financing: German Federal Ministry of Economic Cooperation and Development  
Focuses:



## Republic of Zambia

Inhabitants: 17.9 million  
HDI: 146 (0.584)



### How we helped

Activities: Raising awareness through educational campaigns  
Total expenditure: 10,038 €  
Number of projects: 1  
Number of people reached: 10,000  
Project partners: DAPP Zambia  
Co-financing: –  
Themen:



## Republic of Zimbabwe

Inhabitants: 14.6 million  
HDI: 150 (0.571)



### How we helped

Activities: Emergency food aid, food security, delivery of donations in kind such as school materials, seeds and wheelchairs  
Total expenditure: 63,735 €  
Number of projects: 3  
Number of people reached: 11,399  
Project partners: CADECOM, Caritas Zimbabwe, DAPP Zimbabwe, LIFE International  
Co-financing: –  
Focuses:



## Republic of Turkey

Inhabitants: 83.4 million  
HDI: 54 (0.820)



### How we helped

Activities: Education  
Total expenditure: 116,921 €  
Number of projects: 1  
Number of people reached: 448  
Project partners: Archdiocese of Tur Abdin  
Co-financing: –  
Focuses:



# Balance sheet

issued 30 September 2020

## Assets

	30.09.2020 EUR	30.09.2019 EUR
<b>A. Fixed assets</b>		
I. Intangible assets Concessions acquired against payment, commercial proprietary rights and similar rights and assets such as licenses for such rights and assets	4,350.00	6,536.00
II. Tangible assets		
Other facilities, fixtures and fittings	336,406.00	369,181.00
<b>B. Current Assets</b>		
I. Accounts receivable and other assets Other assets	22,820.09	16,711.80
II. Cash assets, bank balance at Federal Bank, credit balances at financial institutions and cheques	4,330,316.25	3,748,494.40
<b>C. Accruals and deferred income items</b>	270,749.55	195,887.82
	<b>4,964,641.89</b>	<b>4,336,811.02</b>

## Liabilities

	30.09.2020 EUR	30.09.2019 EUR
<b>A. Equity capital</b>		
I. Reserve assets Free reserves (§ 62 Revenue Code (AO))	3,299,037.29	2,817,550.22
II. Retained earnings	0.00	0.00
<b>B. Unspent donations</b>		
1. Donations as yet unspent on statutory work	171,722.59	108,807.19
2. Long-term donations	594,628.89	559,473.14
	<b>766,351.48</b>	<b>668,280.33</b>
<b>C. Provisions</b>		
Other provisions	168,310.55	221,080.46
<b>D. Liabilities</b>		
1. Liabilities from as yet unused donations for specific purposes	602,023.95	559,211.69
2. Trade payables	102,342.11	51,384.40
3. Other liabilities	26,576.51	19,303.92
	<b>730,942.57</b>	<b>629,900.01</b>
	<b>4,964,641.89</b>	<b>4,336,811.02</b>

# Explanatory note to the financial statement

## General information

The association's fiscal year (FY) relates to the period between 1 October 2019 and 30 September 2020. The annual financial statement issued on 30 September 2020 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 needs of fundraising 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. This was done 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 our articles of association. 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 to 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 valued at up to 952 € up to and including 30.06. and 928 € in the period from 01.07. to 30.09.2020 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.

The tangible assets relate to depreciated fixtures and office equipment in our premises in Konstanz, Berlin, 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 17,000 €, which are to be assigned to the following year. The increase compared to the previous year results from the accrual of the buildings at our clinic in Kosike (Uganda), currently amounting to 254,000 €.

### Liabilities and equity – equity capital

481,000 € were added from the income to the free reserves, 51,000 € of which came from legacies in accordance with Section 62 (3) No. 1 of the Revenue Code (AO) and 430,000 € 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

Despite allocating donations from previous years to projects in the form of liabilities (602,000 €) as a result of the use of funds accounting statement, the total amount of as yet unused donations in accordance with the statutes has increased thanks to the large number of donations received. The fixed assets are predominantly made up of longer-term donations.

### Liabilities and equity – provisions

This item 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. Other provisions are greatly reduced, as there are currently no receivables risks.

### Liabilities and equity – liabilities

This year, liabilities from as yet unused earmarked donations have remained at the same high level as in the previous 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.

Accounts payable trade are liabilities for payments to suppliers and service providers that had not been settled at the accounting date.

Other liabilities mainly include liabilities for payroll and church taxes in Germany.

## Income statement: Explanatory notes and significant changes

### Revenues

The composition of the revenues from donations amounting to 10,090,000 € can be viewed on page 39. The significant increase in donations received by a total of 1,145,000 € is the result of growth in every category of donations. Individual donations, including bequests, continue to represent the largest share of donations.

The income from donations (9,949,000 €) 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 (+811,000 €) less the donations that could not be spent in this fiscal year (-952,000 €).

### 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 5,606,000 €. The personnel costs required to achieve this rose by 150,000 € to 1,168,000 €. 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 share of administrative costs, the expenses for our employees in the East Africa Branch are included in the expenses for fulfilling our articles of association, as they mainly supervise our own projects on site. 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 922,000 € 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 20,000 € 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 approx. 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 25. 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 guidelines 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 50,000 € compared with the previous year to 750,000 €. The allocation shows the high weighting given to mailing lists relating to current events.

The result of the non-profit department amounted to 404,000 €, 19,000 € 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 2020, amounting to 481,000 €, 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 more than 99 % 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 13.13 % (compared with 13.37 % the year before). See page 13 for more details.

## Independent auditor's report

Attn Hoffnungszeichen | Sign of Hope e.V.:

### Audit opinions

We have audited the annual financial statements of Hoffnungszeichen | Sign of Hope e.V. Konstanz, comprising the balance sheet dated 30.09.2020 and the income statement for the fiscal year from 01.10.2019 to 30.09.2020, and the appendix. In addition, we have audited the management report of Hoffnungszeichen | Sign of Hope e.V. for the fiscal year from 01.10.2019 to 30.09.2020.

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

- The attached annual financial statements comply in all material respects with German commercial law provisions applicable to all merchants.
- 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 the German statutory provisions applicable to all merchants under commercial law and appropriately highlights 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 as applicable to all merchants in all material respects. 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 statements 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 company's position and is consistent, in all material respects, with the annual financial statements 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 statements 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 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 ex-



press 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  
Certified public accountancy firm  
Tax consultancy

(Th. Rondot)  
Certified Accountant



(H.-J. Philipp)  
Certified Accountant

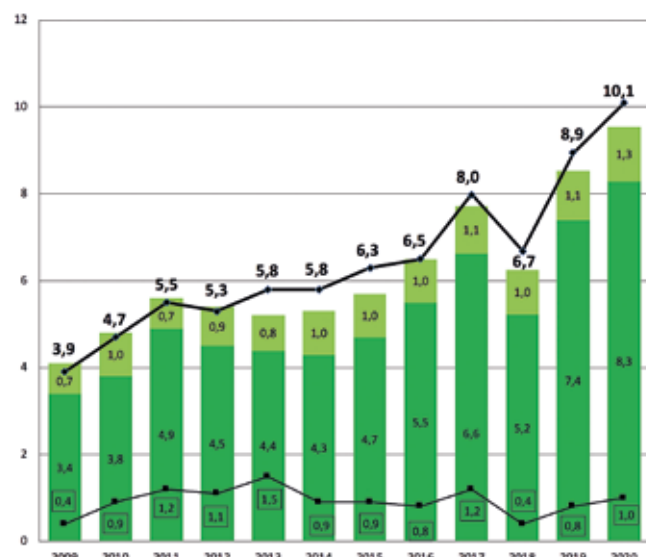


WISTA AG

Mannheim,  
24 February 2021

### 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 fiscal year

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

Donation revenues	Fiscal Year	
	2020 EUR	2019 EUR
Cash donations (monetary donations without bequests)	5,878,458.26	5,244,663.51
+ Public sector funds	2,081,355.12	1,622,646.85
+ Private sector funds	1,079,220.00	1,216,141.56
+ Fines	700.00	450.00
+ Legacy gifts	50,669.40	56,524.29
+ Donations in kind	999,899.86	804,808.46
<b>= Donations received during the fiscal year</b>	<b>10,090,302.64</b>	<b>8,945,234.67</b>
+ used earmarked donations from the previous year	810,659.69	903,144.73
- unused donations from the current year	-951,543.10	-923,683.77
<b>= Donation revenue (income from donations)</b>	<b>9,949,419.23</b>	<b>8,924,695.63</b>

# Multi-division accounting

for the fiscal year from 1st October 2019 to 30th September 2020

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

All figures given in euros		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	for humanitarian aid and development cooperation
1.	Donations received during the fiscal year	10,090,302.64	10,090,302.64	0	0
2.	Use of donations received in previous years	810,659.69	810,659.69	0	0
3.	Unspent donations from the fiscal year	-951,543.10	-951,543.10	0	0
4.	<b>Income from use of donations in the fiscal year / Sum of revenues from voluntary sector</b>	<b>9,949,419.23</b>	<b>9,949,419.23</b>	<b>0</b>	<b>0</b>
<b>Expenses from fulfilling the aims laid out in the articles of association</b>					
5 a)	Project payments	-5,605,650.24	-5,605,650.24	0	-5,539,237.02
5 b)	Personnel expenses	-1,167,717.19	-1,167,717.19	0	-992,606.41
5 c)	Depreciations	-84,349.65	-84,349.65	0	-77,371.27
5 d)	Information for donors	-921,749.27	0	-921,749.27	-748,867.95
5 e)	Other expenses from fulfilling the aims laid out in the articles of association	-512,738.97	-512,738.97	0	-404,220.89
5.	<b>Overall costs of projects and statutory activities</b>	<b>-8,292,205.32</b>	<b>-7,370,456.05</b>	<b>-921,749.27</b>	<b>-7,762,303.54</b>
<b>Administrative expenses</b>					
6 a)	Personnel expenses	-287,977.87	0	0	0
6 b)	Depreciations	-22,309.70	0	0	0
6 c)	Occupancy costs	-21,550.26	0	0	0
6 d)	Other administrative expenses	-171,045.54	0	0	0
6.	<b>Total administrative expenses Konstanz/Africa</b>	<b>-502,883.37</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Publicity expenses</b>					
7 a)	Personnel expenses	-206,288.04	0	0	0
7 b)	Depreciations	-8,584.74	0	0	0
7 c)	Magazine	-43,477.16	0	0	0
7 d)	Direct mailings	-252,390.75	0	0	0
7 e)	Supplements	-97,155.27	0	0	0
7 f)	Other printing and shipping	-88,602.35	0	0	0
7 g)	Other publicity expenses	-53,470.61	0	0	0
7.	<b>Total publicity expenses</b>	<b>-749,968.92</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total expenses</b>					
		<b>-9,545,057.61</b>	<b>-7,370,456.05</b>	<b>-921,749.27</b>	<b>0</b>
8.	Other operating revenues	77,252.39	68,100.70	0	0
9.	Other interest and related income	0.06	0	0	0
10.	Interest and related expenditure	-127.00	0	0	0
	<b>Annual net earnings / Net loss for the year</b>	<b>481,487.07</b>	<b>2,647,063.88</b>	<b>-921,749.27</b>	<b>0</b>
	Total revenues (EUR)	<b>10,026,671.68</b>	10,017,519.93	0	0
	Income (%)	100.00 %	99.91 %	0 %	0 %
	Total expenses (EUR)	<b>-9,545,184.61</b>	7,370,456.05	921,749.27	0
	Total expenses (%)	100.00 %	-77.22 %	-9.66 %	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
	Executive Board / Management	Publicity for donations	Subtotal direct activities			
for human rights						
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
-66,413.22	0	0	0	0	-5,605,650.24	0
-175,110.78	0	0	0	0	-1,167,717.19	0
-6,978.38	0	0	0	0	-84,349.65	0
-172,881.32	0	0	0	0	-921,749.27	0
-108,518.08	0	0	0	0	-512,738.97	0
<b>-529,901.78</b>	0	0	0	0	<b>-8,292,205.32</b>	0
0	-287,977.87	0	-287,977.87	0	0	0
0	-22,309.70	0	-22,309.70	0	0	0
0	-21,550.26	0	-21,550.26	0	0	0
0	-171,045.54	0	-171,045.54	0	0	0
0	<b>-502,883.37</b>	0	<b>-502,883.37</b>	0	0	0
0	0	-206,288.04	-206,288.04	0	0	0
0	0	-8,584.74	-8,584.74	0	0	0
0	0	-43,477.16	-43,477.16	0	0	0
0	0	-252,390.75	-252,390.75	0	0	0
0	0	-97,155.27	-97,155.27	0	0	0
0	0	-88,602.35	-88,602.35	0	0	0
0	0	-53,470.61	-53,470.61	0	0	0
0	0	<b>-749,968.92</b>	<b>-749,968.92</b>	0	0	0
0	0	0	<b>-1,252,852.29</b>	0	0	0
0	3,123.18	6,028.51	9,151.69	0	0	0
0	0	0	0	0	0	0.06
0	-127.00	0	-127.00	0	0	0
0	<b>-499,887.19</b>	<b>-743,940.41</b>	<b>-1,243,827.60</b>	<b>0.00</b>	<b>-8,292,205.32</b>	<b>0.06</b>
0	2,996.18	6,028.51	<b>9,024.69</b>	0	0	0.06
0 %	0.03 %	0.06 %	<b>0.09 %</b>	0 %	0 %	0 %
0	503,010.37	749,968.92	<b>1,252,979.29</b>	0	8,292,205.32	0
0 %	-5.27 %	-7.86 %	<b>-13.13 %</b>	0 %	-86.87 %	0 %

WISTA AG  
 Certified public accountancy firm  
 Tax consultancy

Mannheim, 24 February 2021  
 Ro/Ph/GM



# Outlook & strategy

## The goals of our 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 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 intend to create will further the quality of our statutory activities in particular.

The number of employees in Africa will gradually increase from 38 to 45 in the course of the 2021 fiscal year due to the launch of our internally run health station in Uganda and the further expansion of our activities in Kenya and Ethiopia.

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 18 %.

## Planning the finances for the fiscal years 2021 to 2025 according to the definition of the German Charities Council

Income in millions of euros	Fiscal Year				
	2021	2022	2023	2024	2025
Individual financial donations	5.90	6.30	6.60	6.70	6.90
Public financial donations	2.70	3.10	3.20	3.30	3.45
Institutional donors/foundations/NGOs	1.25	1.30	1.30	1.30	1.40
Donations in kind	0.70	0.75	0.75	0.80	0.80
Other sources of revenue	0.05	0.05	0.05	0.05	0.05
<b>Total revenues</b>	<b>10.60</b>	<b>11.50</b>	<b>11.90</b>	<b>12.15</b>	<b>12.60</b>

Expenses in millions of euros	Fiscal Year				
	2021	2022	2023	2024	2025
Project work/work to fulfil aims of articles of association	9.80	10.00	10.00	10.20	10.45
Administration	0.80	0.80	0.85	0.85	0.90
Publicity/donor liaison	0.80	0.90	0.90	0.95	0.95
<b>Total expenses</b>	<b>11.4</b>	<b>11.70</b>	<b>11.75</b>	<b>12.00</b>	<b>12.30</b>
<b>Proportion of administrative and publicity costs in overall expenditure in %</b>	<b>14.0</b>	<b>14.5</b>	<b>14.9</b>	<b>15.0</b>	<b>15.0</b>

Liquid assets in millions of euros	Fiscal Year				
	2021	2022	2023	2024	2025
Liquid assets	3.53	3.33	3.48	3.63	3.93



### 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 fiscal 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.

Uncertainties surrounding the economic and financial situation, especially in the post-pandemic period, pose a risk both in relation to the provision of funds by institutional and public donors and in terms of individual donations.

After South Sudan declared independence from the rest of Sudan on 9 July 2011, the world's youngest state became more and more repressive and authoritarian. Corruption and recurrent conflicts 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 therefore monitor human rights violations and instances of exploitation that seriously damage the health of people in the oil fields of South Sudan due to industrial pollution caused by improper waste disposal all the more closely and continue to condemn the behaviour of the polluter Petronas. 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.

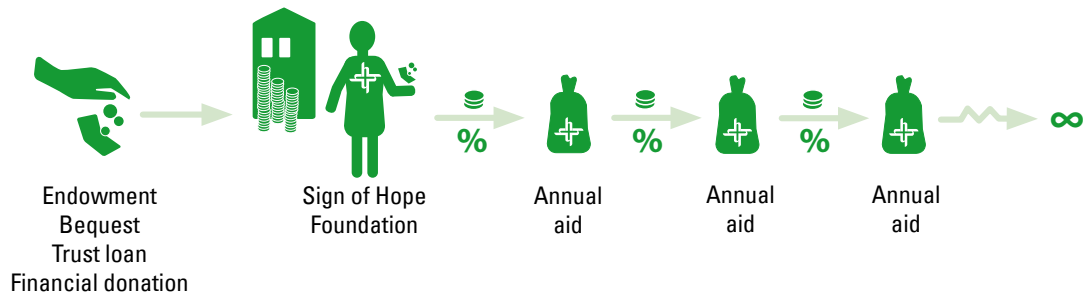
Our employees themselves may also pose risks for Sign of Hope. People make mistakes and, for medical personnel in particular, mistakes can have serious consequences. We try to counteract this risk through quality assurance measures.

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.

These pages contain a summary of the management report from 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 us by becoming a donor

The Sign of Hope Foundation, which was established in 2007, offers you a way of providing lasting support to people in need – even beyond your lifetime.



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. This is because, unlike a non-profit association, a foundation enables donations, endowments or real estate to be invested with lasting effect. Property assets allow the income from rental income or interest to be used on behalf of their donors for generations to come. The foundation established by Sign of Hope does not employ its own staff and is supported by the association as regards personnel and finances.

### 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 five different countries were supported in the fiscal year. This aid benefited the Women's Centre and nursery in the South Sudanese town of Nzara. In Kenya, young South Sudanese refugees were able to complete training courses.

Three Mother and Child Centres in Ethiopia were supplied with food. Girls living on the streets of Bukavu (DR Congo) were given psychosocial support, education and access to health care. 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. 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 23,000 German foundations. With 4,400 members, it is the largest association of foundations in Europe.





## Balance sheet

issued on 30 September 2020

### Assets

	30.09.2020 EUR	30.09.2019 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	995,674.00	1,029,088.00
2. Technical systems and machines	343.00	758.00
3. Other systems and business equipment	3,170.00	3,815.00
	<b>999,187.00</b>	<b>1,033,661.00</b>
<b>II. Financial assets</b>		
Investment securities	30,135.64	30,045.50
	<b>1,029,322.64</b>	<b>1,063,706.50</b>
<b>B. Liquid assets</b>		
<b>I. Inventory</b>		
Raw materials & supplies	3,100.00	8,000.00
<b>II. Receivables and other assets</b>		
1. Account receivables from deliveries and services	774.42	0.00
2. other assets	20,776.23	19,399.88
<b>III. Bank balances, credit balances at financial institutions</b>	21,550.65	19,399.88
	<b>524,234.30</b>	<b>448,791.82</b>
<b>C. Accruals and deferred income items</b>	232.86	232.86
	<b>1,578,440.45</b>	<b>1,540,131.06</b>

### Liabilities

	30.09.2020 EUR	30.09.2019 EUR
<b>A. Equity capital</b>		
<b>I. Endowment capital</b>	1,468,625.17	1,408,336.69
<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>	-129,029.09	-120,426.04
	<b>1,383,555.34</b>	<b>1,331,869.91</b>
<b>B. Extraordinary items from donations and similar grants</b>	13,135.57	13,523.37
<b>C. Provisions</b>		
Other provisions	31,600.00	13,150.00
	<b>31,600.00</b>	<b>13,150.00</b>
<b>D. Liabilities</b>		
1. Accounts payable from deliveries and services Thereof with a remaining term of up to one year 4,070.85 € (previous year 23,525.78 €)	4,070.85	23,525.78
2. Trust loans	118,000.00	131,500.00
3. Other liabilities Thereof with a remaining term of up to one year 24,681.45 € (previous year 20,446.05 €) thereof from taxes 100.53 € (previous year 2,371.89 €)	24,681.45	20,446.05
4. Liabilities from as yet unused donations for specific purposes	2,320.24	6,115.95
	<b>149,072.54</b>	<b>181,587.78</b>
<b>E. Accruals and deferred income items</b>	1,077.00	0.00
	<b>1,578,440.45</b>	<b>1,540,131.06</b>

## Profit and loss statement

For the fiscal year 1 October 2019 to 30 September 2020

	2020 EUR	2019 EUR
1. Grants received in the fiscal year	43,417.94	49,482.60
2. Use of grants received in previous years	17,154.23	9,666.77
3. As yet unused donations and similar grants	-15,455.57	-18,949.37
<b>4. Income from use of donations in the fiscal year</b>	<b>45,116.60</b>	<b>40,200.00</b>
<b>5. Leasing and rental revenues</b>	<b>153,797.01</b>	<b>150,861.55</b>
6. Expenses from fulfilling the aims of the articles of association: project costs	-45,116.60	-40,200.00
7. Manufacturing costs for realising income from renting and leasing	-154,885.64	-141,177.63
<b>8. Gross profit on sales</b>	<b>-1,088.63</b>	<b>9,683.92</b>
9. General administration costs	-8,181.13	-11,063.39
	-9,269.76	-1,379.47
10. Other operating revenue	1,653.17	154.11
11. Other interest and related income	422.46	603.65
12. Interest and related expenditure	-0.24	-16.28
<b>13. Result after tax</b>	<b>-7,194.37</b>	<b>-637.99</b>
14. Other taxes	-1,408.68	-1,408.68
<b>15. Annual result</b>	<b>-8,603.05</b>	<b>-2,046.67</b>
16. Account carried forward for previous year	-120,426.04	-118,379.37
17. Account carried forward	-129,029.09	-120,426.04

### 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 03.05.2021 (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)









---

# Thank you!

With your help, in the **2020** reporting year Sign of Hope was able to run **60 projects** in **21** countries. This support reached **1,671,836 people**.

This was made possible by **26,629 donors**, who gave **88,991 financial donations** amounting to **9.09 million euros**.

As well as 3.3 million euros of unrestricted donations, 1.61 million euros were devoted to our work in **South Sudan**, 1.07 million for projects in **Armenia** and 1.05 million to provide support in **Uganda**.

**Nagorno-Karabakh** (0.33 million), **Lebanon** (0.27 million), **Yemen** (0.23 million) and **DR Congo** (0.21 million) also received special attention.

We are particularly grateful to the **2,347** donors who support our commitment in the long-run with a **sponsoring partnership**.

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

---





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

*Matthew 25:40*

---

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

---

Schneckenburgstr. 11 d · 78467 Konstanz  
Tel. +49(0)7531 94501-60 · Fax +49(0)7531 94501-61  
Email: [info@hoffnungszeichen.de](mailto:info@hoffnungszeichen.de)  
Website: [www.hoffnungszeichen.de](http://www.hoffnungszeichen.de)

---