

Annual Report 2023



hoffnungszeichen
sign of hope

Cover photo

The people of northern Kenya are suffering from the consequences of extreme weather conditions such as severe droughts and unpredictable rainfall, which are causing hunger. Healthcare in the widely scattered villages of the neglected Marsabit county is inadequate. Sign of Hope operates a mobile clinic in the area – an off-road vehicle equipped with medicines and staffed by medical personnel that regularly travels to various locations. The mobile clinic reaches people who would otherwise live too far away from help: two of the beneficiaries of this clinic are the woman and her child in our cover photo. They live among the Gabbra people of Dukana Ward and receive help from the mobile clinic run by Sign of Hope in cooperation with the local Government Health Department.

Legal notice

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Miriam Schütze (Vice Chairperson)

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Stefan Daub (Deputy Chairman),
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Annual Report 2023

Sign of Hope

Foreword & acknowledgements	04
Klaus Stieglitz & Miriam Schütze: Review and outlook	05 - 07
About Sign of Hope	08 - 17
Who we are, what we do, who we help	08 - 11
Organisation and structure	12
Transparency and communication	13
Memberships	14
How your donations are used	15
Core focuses	16 - 17
Where we operate	18 - 31
Project countries around the world	18 - 19
Our operations in figures	20 - 21
Our employees around the world	22
Armenia	23
Ukraine	24
South Sudan	25
Uganda	26
Ethiopia	27
Yemen	28
DR Congo	29
Kenya	30
Our staff in action	31
Finances	32 - 37
Balance sheet and explanation	32 - 33
Auditors' report	34 - 35
Multi-division accounting	36 - 37
Outlook and strategy	38 - 39
The Sign of Hope Foundation	40 - 41

Foreword

Whether it's in response to a major disaster or a hidden crisis, we need perseverance, optimism and a clear focus on the essentials in order to support those in need all over the world! And yet providing emergency assistance is always a service to individuals.



Manfred Steiner
Chairman of the
Volunteer Supervisory
Board

The images of the earthquake that shook south-eastern Turkey and northern Syria on 6 February 2023 are still vivid in my mind's eye. Almost 60,000 people lost their lives; millions are still being affected due to the consequences on the area's infrastructure, the loss of their living environment and by grief, injury and trauma. Back in 1988, there was a devastating earthquake in Armenia, the consequences of which are still causing enormous suffering to those affected today – 36 years later. A moment of destruction takes a decades-long toll. Is it even possible to provide meaningful aid to those affected in the context of such disasters? Isn't all well-intentioned support drowned out by the global noise of wars, famines, human rights violations and natural disasters?

We encounter faceless, overwhelming numbers just as much as individual stories in our everyday work at Sign of Hope. As soon as we see the suffering and need for help, as well as the gratitude and hope of an individual person, the need is given a face and our assistance becomes meaningful. In Zechariah 4 we are told that nothing that anyone does out of faith in God or out of love for people or in the hope

of justice is in vain. Whether or not a child in South Sudan receives school meals, an earthquake victim in Turkey a warm blanket, a woman in Yemen professional training, a family in Armenia livestock or young people in Ukraine psychological help plays a crucial role in their lives.

We are very grateful to you for helping us to make a difference. Our annual report is intended to inspire, encourage and inform you in equal measure – we have achieved a lot and still have a lot to do! Please feel free to contact us if you have any questions, suggestions or criticism. I look forward to continuing our journey together.

A handwritten signature in black ink, which appears to read 'M. Steiner'.

Urgently needed emergency aid provided by Sign of Hope reached victims of the earthquake in Syria and Turkey. The aid programme was sponsored by Sternstunden e. V.



Of striving for more human dignity

Sign of Hope has been helping the oppressed and exploited around the world for the past four decades. In this interview with Klaus Stieglitz and Miriam Schütze, we look back over the 2023 reporting year and talk about the passing of the baton at the association's Executive Board.

Last year saw the retirement of Reimund Reubelt, who had been a member of the Executive Board for many years. Mr Stieglitz, what was your experience of the transition at the Executive Board?

Stieglitz: Reimund Reubelt has shaped this organisation like no other. He prepared Miriam Schütze and myself intensively for our new roles and gave us God's blessing. Miriam Schütze and I have been working together for several years. We therefore gelled very quickly as a new management team and are now working together as equals.

Mrs Schütze, how do you look back on your time as a member of the Executive Board so far?

Schütze: The first few months as a board member were an exciting but also challenging time for me. The position brings with it great responsibility, I am aware of that. Our decisions as an Executive Board have an equal impact on our employees and on our projects and beneficiaries worldwide.

What was your most important task after the change in the Executive Board?

Stieglitz: In the first phase, we focused on handing over responsibilities and saying goodbye to Reimund Reubelt. This was a sizeable challenge for both of us, both professionally and personally. Saying goodbye to Reimund Reubelt was very difficult for me emotionally – I had the honour of working with him for a good 25 years and held him in high regard as a person and in his role as "our boss". Maintaining direct contact with our donors and open channels of communication were particularly important to us as the new Executive Board. We received many touching and inspiring blessings that continue to resonate with me.



What's next for Sign of Hope?

Stieglitz: Ensuring continuity is extremely important to us. For example, Reimund Reubelt will remain with Sign of Hope – despite his retirement – as Honorary Chairman and will be on hand with advice and support in the future. The same applies to Pastor Wilhelm Olschewski, who has handed over the authorship of the "Dear Friends" section to Pastor Sibylle Giersiepen and will continue to support us as an honorary member. There are many regions in the world where there is a pressing need to improve the protection of human rights. We want to use our humanitarian assistance to continue to improve people's chances of survival after natural or man-made disasters. With our development cooperation projects, we want to help people out of hunger and poverty in the long term. We want to continue to be hands-on and close to the people we help.

Sign of Hope Executive Board members Klaus Stieglitz and Miriam Schütze, in conversation with beneficiaries during a project trip.

Sign of Hope is an organisation shaped by Christian values. What role does faith play in your day-to-day work?

Schütze: We Christians have been instructed by Jesus to love our neighbour. I find it very rewarding to contribute to honouring this commitment through my work. It is hugely motivating to see how our team at Sign of Hope is helping to fulfil this commitment. At the same time, our faith also creates a strong bond within our team. I feel this, for example, when we come together in the morning for a short prayer or on project trips when working with our partner organisations.

Stieglitz: It is important for me to keep looking to God for guidance in my everyday work. This is especially true for decisions that are made quickly, for which I ask for help. Our Father in heaven already knows what we need even before we ask Him for it (Matthew 6,7-8). Our work is always focussed on the needs of the people we serve. Our aim is to minister to these people, in other words to reach out to them so that they can lift themselves up. Our guiding principle is to focus on the well-being of those we serve. My faith is both a motivation and a source of strength for me.

Klaus Stieglitz takes time in Uzhhorod (Ukraine) to talk to refugees in an emergency shelter for internally displaced persons.



What were the biggest challenges for Sign of Hope last year?

Stieglitz: The biggest challenge for us was the sheer number of people in need of aid. The humanitarian need caused by wars and destruction all over the world was immense and presented us at Sign of Hope with major challenges. Joining forces with our supporters in order to help those affected is an important and challenging task for us. The war in Ukraine and the Nagorno-Karabakh conflict between Armenia and Azerbaijan in particular were very much on our minds last year. The conflict over Nagorno-Karabakh alone has led to the displacement and flight of around 120,000 people to Armenia. Many of the people there still urgently need our support.

Where were the needs of affected people particularly great?

Stieglitz: Last year, people were hit hard by natural disasters such as the ongoing drought in East Africa and the severe earthquake in Turkey and Syria. Wars, destruction and mass displacements such as the conflicts in Ukraine, Armenia and the Middle East, on the other hand, are caused by people. It makes me unspeakably sad when I see mothers crying for their sons and daughters in Ukraine. We are committed to showing solidarity and compassion when man-made disasters occur. It is important to us to provide a counterbalance to hatred and hostility and in so doing build a "bridge of love" and give hope to those affected.

What surprised you in a positive way?

Schütze: The solidarity and compassion shown by our donors in particular, remains constant. Even in the face of numerous disasters, they show a remarkable sensitivity to the needs of those affected by crises.

Stieglitz: Even in the darkest moments, we have always found hope – even if only in the form of the smallest light. Hope lives in people's hearts, even if they have lost everything. Miriam Schütze and I visited Ukraine and spoke to the local people. We met people there who had lost everything they had worked so hard to build up overnight as a result of the war and destruction. Nevertheless, they look to the future with hope and optimism, without losing faith in humanity.

You regularly visit Sign of Hope projects in your role as a member of the Executive Board. Why are these trips important to you?

Schütze: For me, it is essential to visit our projects on the ground and meet the people we support in person. This is an invaluable part of the job for me. At the same time, seeing first hand the impact our work has on people really motivates me and fills me with gratitude.

Stieglitz: Project trips are particularly important to me personally, as they bring me into direct contact with the people we are helping. It is a privilege to be able to reach out to other people. When I see the plight of the local people, I bow my head to the generosity of our supporters. Their solidarity is the cornerstone of our work, and we are very conscious of this.

Which projects have you visited?

Stieglitz: My most recent visit was to our health centre. In Kosike in Uganda, nutritional support is at the centre of our efforts to improve the health of the local people. We focus on helping malnourished children and providing comprehensive support for mothers and expectant mothers. The dedicated work of our midwives, who are there for their patients day and night, is particularly important. The work that our employees in Kosike do is exceptional. Many of them work tirelessly, day and night, and always have the care of their patients at the forefront of their mind.

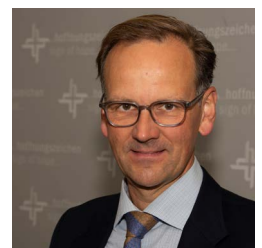
What particularly stuck in your mind during your travels?

Schütze: During my visit to Ukraine, I had the opportunity to visit a shelter for internally displaced persons and talk to people from the war zones in Ukraine. One encounter in particular has etched itself deep into my memory: a mother who previously worked as a pharmacist. She had to flee in a hurry with her family, including a daughter and a son with disabilities. Now they live in a room in a refugee centre. As a mother, this fate touched me deeply – to see how this family had to leave everything behind from one day to the next and now lives in such a difficult situation. What impressed me was that despite all these challenges, this woman has always remained hopeful and tried to make the best of the situation.

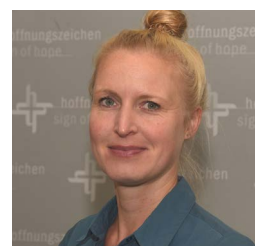
How did you feel when you returned from your trip?

Schütze: Despite the suffering I saw during my trip to Ukraine, I also felt a lot of joy and optimism. On my return, I was primarily motivated and energised, rather than feeling a sense of helplessness. I am aware that we cannot help everyone. Nevertheless, it is worth all the effort if we can improve even one person's life in the long term.

Stieglitz: During my visit to our health centre in Kosike, I experienced the whole spectrum of human life within half an hour: the birth of a child and the loss of an adult – life and death rub up against each other almost daily in the centre, which had a strong influence on my perception of the importance of our work. We are committed to improving the time that we as humans have in this world. Our aim is to enable people to live a life without suffering so that they can lead a life in dignity.



Klaus Stieglitz
Chairperson



Miriam Schütze
(Vice Chairperson)

Who we are

Sign of Hope has been committed to alleviating hardship, providing aid and assisting the persecuted for the past 40 years. 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.

Hoffnungszeichen | Sign of Hope e.V. is a faith-based Christian organisation dedicated to human rights, humanitarian assistance and development cooperation. Our work focusses on delivering aid worldwide to victims of oppression and exploitation. 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. Following the termination of a co-operation with CSI-International, the General Meeting in 1999 gave the association its current name Hoffnungszeichen | Sign of Hope e.V. and a new image.

The **Hoffnungszeichen | Sign of Hope Foundation** was founded in 2007. The organisation moved into the premises of the Hoffnungszeichen Foundation in Constance in 2013.

Our mission: "we extend a hand to help people lift themselves up." Sign of Hope sees itself as a bridge of love and creates a connection between those who give and those who receive.

Our donors and the staff at Sign of Hope join forces to extend a hand to people in need and distress. This enables those in need to lift themselves up by their own efforts and look to the future with their heads held high in hope.

Our goal: A future in which birthplace no longer determines a life in dignity no longer determines whether they can live a dignified life. Where someone is born still often determines a person's chances in life. Anyone born in the slums of Nairobi or in rural areas of South Sudan has a much lower chance of a life of social and material prosperity than a person born in the global North. This fact is the most fundamental expression of global social injustice.

Sign of Hope has been a member of the German Donation Council (Deutscher Spendenrat

e.V.) since 1997 and was one of the first sponsors of the umbrella organisation when the Donation Certificate was introduced in 2017. We have been part of the umbrella organisation "Association of German Development and Humanitarian Aid NGOs" (VENRO) since 2013.

We are also a signatory to the declaration of commitment to the Transparent Civil Society Initiative. Sign of Hope also has United Nations Consultative Status.

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



You can find the articles and mission statement of Sign of Hope at www.hoffnungszeichen.de. You can read about the Sign of Hope Foundation on pages 40–41.



What we do

Whether it be food for the starving, emergency shelters for earthquake victims, protest campaigns for persecuted Christians, support for small farmers or education for women and children, our work around the world helps people to help themselves.

Sign of Hope is committed to a future in which birthplace no longer determines a life in dignity.

The regional focus of our work is on the African continent, particularly in central East Africa. In the reporting year, our focus was on South Sudan, where Sign of Hope has been active since 1994, and our health work in Uganda and Kenya. However, we were also increasingly active in countries such as Ukraine and Armenia.

Human rights work

As part of our human rights work, we initiate regular protest campaigns and calls for prayer and deliver relevant projects in a range of countries. Sign of Hope is also once again involved in the United Nations Human Rights Council this year.

Humanitarian assistance

In short-term disaster relief, Sign of Hope works to safeguard the livelihoods of victims of hunger, violence and natural disasters. As part of short and medium-term emergency assistance, we deliver aid to people in priority countries affected by wars and crises.

Development cooperation

The aim of helping people to help themselves is to bring about structural change and in so doing create more dignified living conditions. Sign of Hope works with local partners and employees on the ground to help people achieve project goals that are geared towards sustainability.



Read more about our core focuses on pages 16–17.

How we help

Streamlined work processes, a network of trustworthy partners and comprehensive monitoring mechanisms: Providing aid to individuals requires careful planning and diligence. This makes our work effective and efficient, to the benefit of both those receiving and giving help.

Further information on the organisations of which Sign of Hope is a member can be found on p. 14

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 treat both the participants in our project and our donors as equals – with respect, appreciation and tolerance. The main pillars of our work are trust, neutrality and tolerance.

We have been involved in trusting collaborations with a number of different partner organisations for several years now with a view to achieving our goals. Aside from this, we also initiate and carry out projects using solely our own resources. Emergencies and the causes of structural poverty are becoming increasingly complex. In order to achieve high levels of quality and to continue to improve our work, it is important to ensure that everything is handled professionally, from planning to implementation to the monitoring and evaluation of our projects.

Sign of Hope aligns itself with internationally recognised principles of humanitarian assistance and development cooperation, for example, the Core Humanitarian Standard, the

standards of the Sphere Project and the codes of VENRO and 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.

*“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)

Sign of Hope provides aid for refugees from Nagorno-Karabakh in Armenia by delivering vital relief supplies.



More on the quality standards, supervisory bodies and internal guidelines can be found at www.hoffnungszeichen.de.





Ukraine – Support for those affected by the war



Uganda – Access to medical care



Yemen – humanitarian assistance for IDPs



Armenia – escaping poverty through livestock farming



South Sudan – Future prospects through education

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.

Sign of Hope has a total of 51 salaried employees in Germany at the end of fiscal year 2023:

- 47 in Constance including five dual university students and one intern
- Four in our office in Berlin

In addition, we employ a total of 47 people in Africa, including 16 in Kenya, 26 in Uganda, three in Ethiopia and two employees who work in several African countries. We have two project-based employees working for us in Armenia and five in Ukraine.

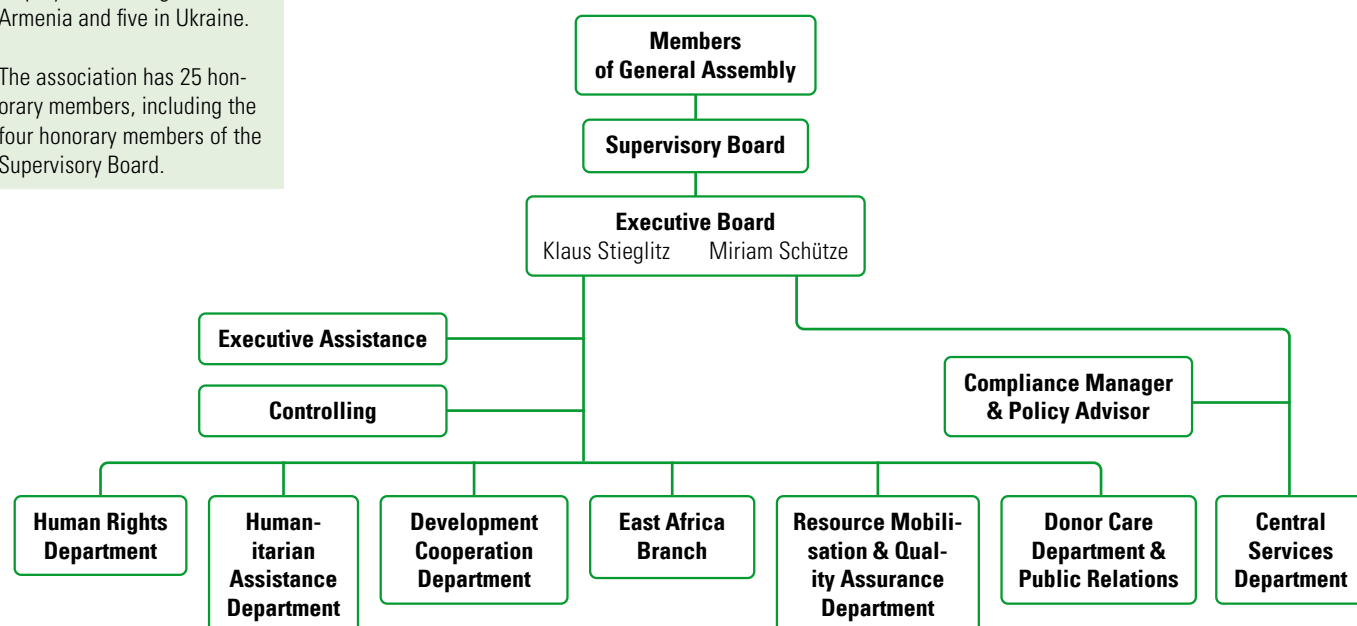
The association has 25 honorary members, including the four honorary members of the Supervisory Board.

Human rights, humanitarian assistance 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.

In addition to the main offices in Konstanz, over the years Sign of Hope has also established its own structures in Eastern Europe and particularly in East Africa. Our staff in Yerevan (Armenia), Nairobi (Kenya) and Addis Ababa

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

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



You can find out more about the Sign of Hope team here:



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

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

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

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

Transparency and communication

We are acutely aware that your trust underpins all our work. In order to do justice to it, we rely on high standards of quality and open communication.

Acting responsibly

Ensuring that the donations entrusted to us are used carefully is our top priority. A range of internal mechanisms and guidelines, as well as compliance with strict external policies are intended to ensure this. An independent auditor monitors compliance with these standards. Our approach is endorsed, for instance, by the Donation Certificate awarded by the German Charities Council (Deutscher Spendenrat).

Publicity for a good cause

In addition to federal institutions, companies and foundations, we also count many private donors among our sponsors. We need professional fundraising in order to realise our association's objectives. We use this fundraising to prepare relevant information and make it accessible to donors as well as interested parties – for example with our monthly magazine or this annual report.

Printed appeals for donations are a particularly effective method of gaining new donors for our projects. 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 school classes and congregations with collection campaigns. We will also gladly give presentations about our work at trade fairs, lectures and other events. Birthdays, anniversaries and weddings also represent an opportunity for gathering donations.

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 are 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 Labour Agreement (TVöD).

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 donate to us.

Further information about transparency can be found on p. 14/15.

Allocation of resources for the Fiscal Year 2023

(expenses in millions of euros according to the German Charities Council)

Work to realise the articles of association	18.99
- Project work	15.68
- Campaigns and public relations work	0.97
- Human resources and amortisation	2.34
Administrative and advertising expenses	1.66
- Publicity	0.87
- Administration	0.79
Total	20.65

92.0 % statutory work
 75.9 % project work
 4.7 % campaigns and public relations work
 11.3 % human resources and amortisation

8.0 % Administrative and advertising expenses
 4.2 % publicity
 3.8 % administration



Our memberships

Our membership of organisations and networks are fundamental when it comes to sharing knowledge, exchanging ideas and continuous development.

Our network

Sign of Hope is involved in various initiatives that enable it to address concerns that are important to the general public. Reciprocal sharing of knowledge enables us to work more efficiently.

- Deutscher Fundraising Verband e.V.
(German Fundraising Association) (DFRV)
- Deutscher Spendenrat e.V.
(German Charities Council) (DSR)
- EU-CORD Network (European Christian Organisations for Relief and Development)
- Gemeinwohl-Ökonomie Deutschland e.V.
(Economy for the Common Good)
- Initiative Lieferkettengesetz
(Supply Chain Act Initiative)
- Sponsoring Organisation
Transparency Initiative
Civil society
- Humanitarian Aid Coordination Committee
- United Nations/UN consultative status
ECOSOC
- WASH Network
- VENRO – Association of German
Development and Humanitarian Aid
Non-Governmental Organisations

German Donations Council (DSR):

Sign of Hope has been a member of the DSR since 1997. The umbrella organisation of charitable organisations that collect donations is committed to ensuring the maximum possible transparency, efficiency and sustainability in dealing with donations. Sign of Hope was one of the first organisations to be awarded the DSR's Donation Certificate. Members undertake to disclose their structures, projects and finances to the German Donations Council and

the public on an annual basis in a transparent, verifiable and understandable manner. They have their finances audited by certified public accountants. The results are published on an annual basis.

Economy for the Common Good (GWÖ):

Sign of Hope was awarded the GWÖ certificate for sustainable management for the 2019 reporting year. The organisation uses 20 indicators to reveal how it takes sustainable responsibility for society and the environment in various value categories along the entire value chain.

Transparent Civil Society Initiative (ITZ):

Sign of Hope has been a signatory to the ITZ since August 2015 and thereby commits to making specific relevant information accessible to the public. This includes the articles of association, the names of key decision-makers and information on the source of funds, how funds are used and personnel structure.

UN consultative status:

Our expertise is also in demand at the United Nations: thanks to our consultative status at ECOSOC, Sign of Hope can influence discussions and decisions through submissions, publications and events.

VENRO:

The umbrella organisation of German development and humanitarian non-governmental organisations, VENRO, and its members pursue the following shared goals, among others: the eradication of global poverty, the upholding of human rights and the preservation of natural resources.



Further information
can be found here:

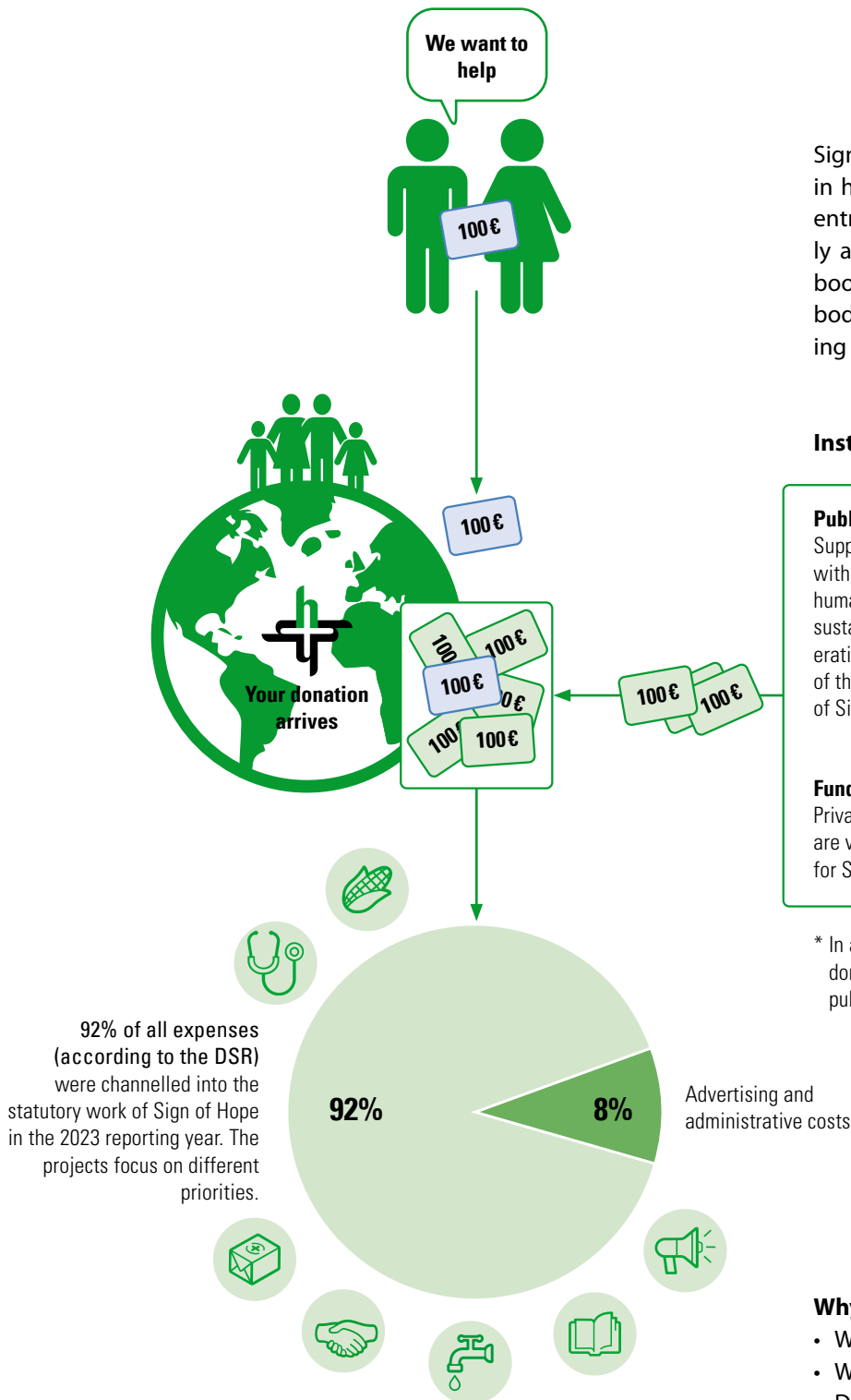


Initiative
Transparente
Zivilgesellschaft



Organisation mit
UNO-Beraterstatus

How your donations are used



Sign of Hope sets great store by transparency in how it deals with the funds and donations entrusted to us. We use our resources effectively and sparingly. To ensure transparency and boost our donors' confidence in us, external bodies regularly check that Sign of Hope is acting in accordance with the guidelines.

Institutional donors *

Public sector sponsors

Support from state institutions with a wide reach makes humanitarian assistance and sustainable development cooperation possible. It is also proof of the quality and effectiveness of Sign of Hope's projects.



Funding organisations

Private foundations, associations and organisations are valuable partners and important sources of funding for Sign of Hope.

* In addition to the use of Sign of Hope's own funds, your donation is multiplied by the financial support from public sector donors.

Why you can trust Sign of Hope

- We carry the DSR donation seal
- We are a member of the German Donation Council
- We work with verifiable transparency
- We are audited by independent auditing firms

We say thank you!



Core focuses

In order to achieve its goals of providing aid in the short-term, achieving change in the long-term and satisfying basic human needs, Sign of Hope projects concentrate on seven priority issues.

Food

We help people who suffer from food insecurity by supplying them with food and providing them with seeds and tools to grow food.



Healthcare

People continue to die from preventable diseases. Sign of Hope provides healthcare as part of various projects and provides information on disease prevention.



Human rights

Sign of Hope is committed to improving the human rights situation worldwide. We provide information about grievances in our projects and exert pressure on those responsible with our petitions.



Emergency and disaster relief

In crisis situations, for example those resulting from natural disasters such as earthquakes or floods, immediate assistance is often required. We work with local partners who understand the urgent needs of those affected. These include clean drinking water, hygiene products and emergency shelters.



Combating poverty

Poverty affects millions of people worldwide. Sign of Hope helps them to improve their lives through their own efforts, for instance by creating income opportunities.



Water

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



Education & social issues

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.



Project countries around the world

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



Armenia



Page 23

Ukraine



Page 24

Latvia

Moldova

Georgia

India

Turkey

Iraq

Bangladesh

Syria

Rwanda

Uganda



Page 26

Kenya



Page 30

Malawi

Madagascar

Mozambique

Zambia

DR Congo



Page 29

Our operations in figures

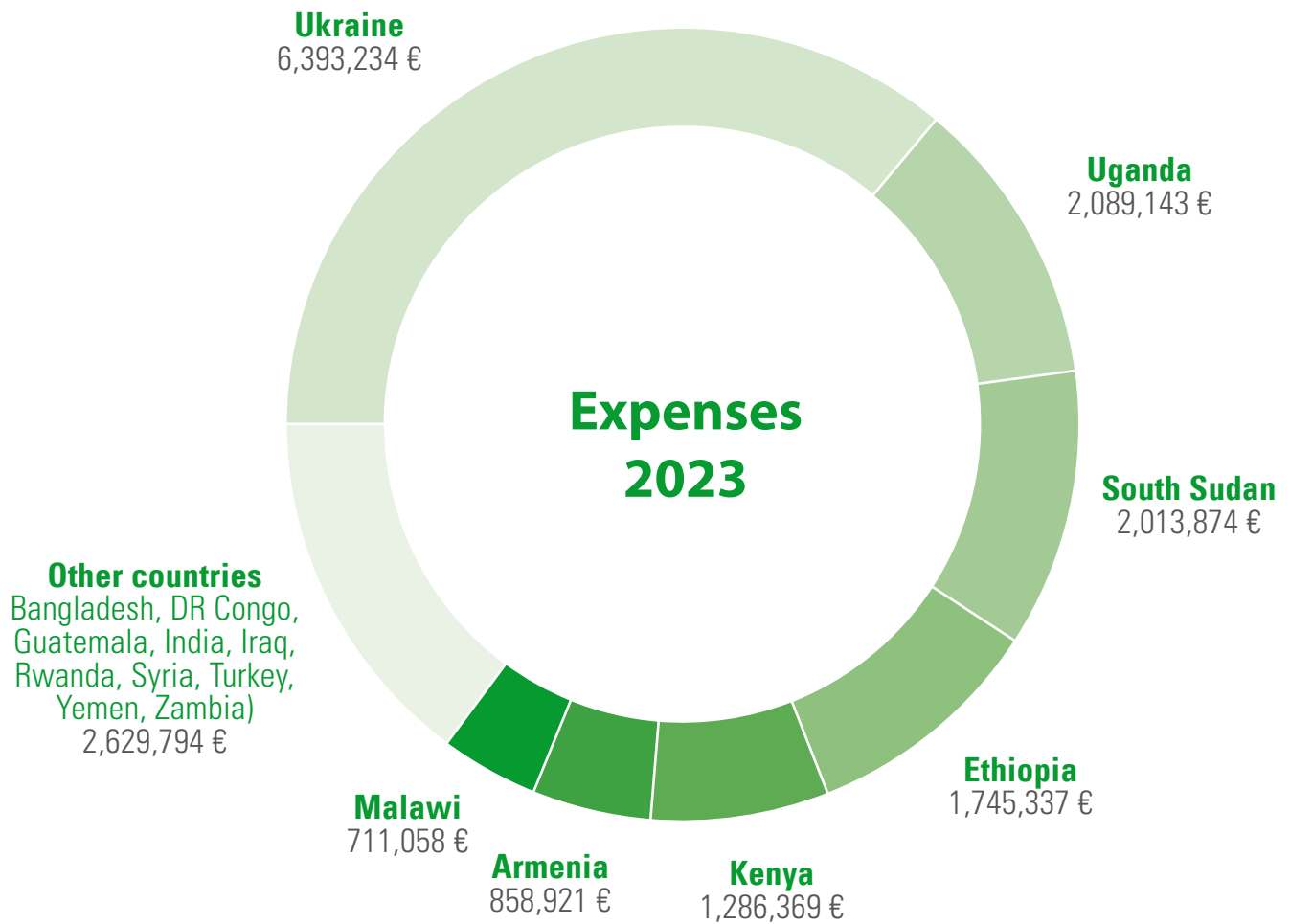
Below is a representation of the costs from the reporting year 2023 for statutory activities. Countries in which Sign of Hope ran projects are listed in detail.

Country	Expenses	Core focuses*	Number of people reached:
 Armenia	858,921 €	  	3,169
 Ethiopia	1,745,337 €	     	181,254
 Bangladesh	313,618 €	  	44,623
 DR Congo	546,917 €	    	69,773
 Georgia	2,996 €		14
 Guatemala	192,929 €	    	6,610
 Haiti	15,728 €	 	608
 India	512,603 €	    	61,724
 Iraq	29,662 €	   	2,025
 Yemen	194,665 €	   	770
 Kenya	1,286,369 €	      	156,279
 Latvia	1,028 €		9
 Madagascar	27,667 €		38,907
 Malawi	711,058 €	  	25,950
 Morocco	22,092 €	  	3,000
 Mozambique	10,311 €	   	800
 Rwanda	148,075 €	     	53,941
 Zambia	266,676 €	   	325,000
 South Sudan	2,013,874 €	      	59,293
 Syria	264,283 €	 	27,358
 Turkey	80,543 €		17,764
 Uganda	2,089,143 €	      	261,304
 Ukraine	6,393,234 €	  	165,458
Total project countries	17,727,731 €	      	1,505,633
Other project allocations and, if applicable, donations in kind	334,357 €		
Campaigns and public relations work	931,125 € **		
Total	18,993,213 €		

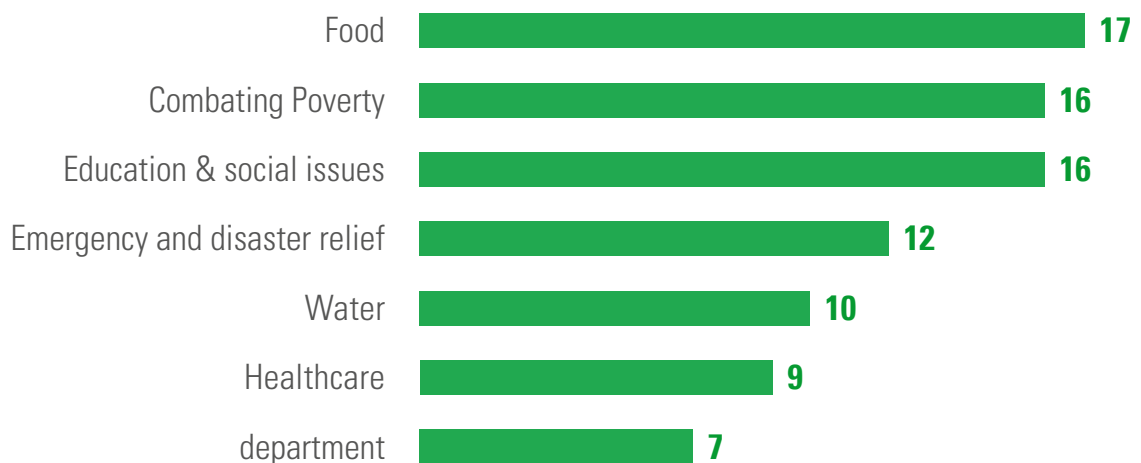
*Core focuses

 Combating Poverty  Education & social issues  Healthcare  department  Food  Emergency and disaster relief  Water

** Petition campaigns on human rights cases in Cameroon, Eritrea, Germany, Honduras, Iran, Lebanon, Nicaragua, Nigeria, Pakistan, Qatar, Russia, Saudi Arabia, Somalia, Sri Lanka, Sudan, Tajikistan, Tanzania, Tunisia, Venezuela, worldwide (UN)



Number of project countries per thematic area in 2023



Our employees

Putting their heart and soul into their work in the project countries.

Sign of Hope's employees are significantly instrumental in delivering the organisation's projects around the world. Below, three of them give us an insight into their day-to-day work, the challenges they face and their aspirations.



Veronika Filipek Country Officer Ukraine, Sign of Hope

I have been working for Sign of Hope as a country officer since 2022, in which capacity I help to deliver humanitarian assistance in Ukraine. In this role, I oversee a project that supports more than 40,000 people with a wide range of needs. Our cooperation with local organisations enables us to provide help even in the most remote areas. One example of this is support for vulnerable, elderly or disabled people in rural areas who are unable to move into collective accommodation.

The mission of Sign of Hope particularly motivates me in my work. Our team in Ukraine is showing enormous dedication to providing aid for those who need it.

From a humanitarian perspective, one of the biggest challenges we face in Ukraine is reaching and accessing the many people in need. This is why we work closely with local organisations so that we can provide aid even in the most remote areas.



Wigen Aghanikyan Project Manager Armenia, Sign of Hope

I have been working for Sign of Hope since 1998, initially as a logistics volunteer and since 2000 as project manager for various projects in Armenia. My main responsibilities comprise running food aid and livestock farming projects.

My primary motivation is the opportunity to help those of my compatriots who are in desperate need through my dedication. Thanks to our humanitarian projects, we have been able to help numerous families who are in dire need, single elderly people and orphaned children in Nagorno-Karabakh.

The biggest challenge in my home country is the constant threat of a new war and the uncertainty about the future. Poverty and unemployment dominate the lives of many Armenians. However, Sign of Hope can make a significant impact in this regard.



Chol Thomas Dongrin Country Director South Sudan, Sign of Hope

I have been working for Sign of Hope for eight years now. To begin with, I worked as a Local Communications Officer. Today, I am Sign of Hope's Country Representative in South Sudan. **In this role**, I am primarily responsible for writing articles for the Sign of Hope magazine and I also manage projects on the ground. I also assist our project partners and represent Sign of Hope in dealings with the local authorities.

What motivates me in my work is how we are able to deliver humanitarian assistance to impoverished, oppressed and hard-to-reach people through the dedication of Sign of Hope.

The principal challenge in my home country is climate change, which repeatedly causes floods and droughts and therefore affects local food production. This leads to hunger, malnutrition and poverty.

Armenia: scarred by war

The most meaningful way to help disadvantaged people is to enable them actively to improve their situation themselves – for example through raising livestock. However, we also support people by providing our tried and tested emergency assistance.



Republic of Armenia

Inhabitants: 2.9 million

The north of Armenia is dominated by poverty. The influx of refugees in the course of the war over Nagorno-Karabakh exacerbated the situation.

- The effects of the 1988 earthquake are still trapping many families in poverty.
- The war over Nagorno-Karabakh in 2020 and the expulsion of its inhabitants in 2023 triggered a large wave of refugees to Armenia.

Alleviating hardship, creating opportunities

Providing families in need with livestock (such as sheep or cows) improved the living conditions of dozens of people in various villages in the northern Armenian province of Shirak in the reporting year. The first three newborn lambs or the first calf in these two projects are given to other recipient families. At the start of the livestock farming programme, the participants in the project are given guidance, veterinary support and animal feed.

Our long-established winter aid programme in Shirak that is geared towards families in extreme need and elderly people who live alone also continued in this reporting year. The aid supplies were procured locally by our Armenian employees and diligently delivered to the selected households. Our aid packages contain essential foodstuffs such as pasta, flour, cooking oil and tinned foods, as well as detergent and soap.

The war over Nagorno-Karabakh in 2020 and the expulsion of its inhabitants in 2023 drove thousands of people to flee to Armenia. Our projects focussed on involving the many refugees in the various project activities. Innovative farming methods that are adapted to climate change were introduced and smallhold-

ers were provided with seeds in order to reduce poverty in the long term. Due to the high unemployment rate in Armenia, young adults were also supported with an education project and encouraged to start their own business.

What we achieved: 31 families each received five sheep and thirteen families were given one cow in the reporting year. We handed out food parcels to around 150 refugee households and 300 families in need. More than 250 smallholders are now using climate-change-ready agricultural cultivation methods and over 200 young people took part in training courses.

Outlook: Both the livestock farming and distribution projects will be continued. The agricultural and educational project is also ongoing. The reconquest of Nagorno-Karabakh by Azerbaijan in September 2023 once again drove tens of thousands of people to flee their homes, and we are there to support them.

How we helped:

Activities:



Expenses: 858,921 €

Number of projects: 6

Number of people reached: 3,169

Project partners: Development Principles, Green Lane

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



You can find out more about our aid project in Armenia in our magazine programme



Ukraine: Surviving the war

Russia's invasion of Ukraine, which violates international law, is causing suffering for millions of people. Our various projects reach war victims of all ages and help them to cope with the difficulties of everyday life.

Ukraine*



Inhabitants: 43.3 million

Sign of Hope began to support those affected shortly after the fighting began in February 2022 and has been providing emergency assistance in Ukraine and neighbouring countries ever since.

- The war resulted in around five million internally displaced persons.
- Almost 15 million people are dependent on humanitarian assistance.



ZOA

How we helped:

Activities:



Expenses: 6,393,234 €

Number of projects: 3

Number of people reached: 165,458

Project partners: Ave Copiii, GCEK, Insha Osvita, MetaLab, New Way, Spasibo, PIN SK, ZOA

Co-financing:

German Federal Foreign Office, Sternstunden e. V.



You can find out more about our assistance programme in Ukraine by visiting our website



Alleviating the suffering of war**

The comprehensive aid measures implemented with funding from the German Federal Foreign Office since April 2022 were continued in the 2023 reporting year. We supported our partners Insha Osvita, People in Need Slovakia (PIN) and the Greek Catholic diocese in Košice, Slovakia (GCEK) to enable them to deliver psychosocial education, training and therapy programmes for children and young people. In Zakarpattia Oblast, we offered a total of 376 traumatised children places at summer camps to help them overcome their trauma. Over a period of five months, 120 elderly people in the city of Korosten, some of whom were in need of care, were given food and hygiene packages as well as help with household chores. In Kharkiv, Donetsk and the Dnipropetrovsk Oblast, we supported as required 1,000 internally displaced persons and 400 households that have taken in refugees – for example by providing firewood. Together with our partner New Way, we provided 240 families who were housed in dilapidated emergency shelters with heating materials during the winter months. In Odessa, 2,000 families, some with elderly relatives in need of care, were given food and hygiene products by our partner Spasibo.

In collaboration with our local partner MetaLab, we renovated abandoned buildings in western Ukraine to provide habitable accommodation for internally displaced people; with the help of our project partner ZOA, we assisted households with rebuilding their damaged homes. In addition to these projects, together with our partner Spasibo and with the financial assistance of Sternstunden e. V., we supported 415 families with children in particular need by providing speciality and baby food, hygiene articles and medicines, among other things.

What we achieved: The various aid measures directly reached a total of around 45,000 people.

Outlook: The project components funded by the German Federal Foreign Office will run until the end of December 2023. There are plans to continue the aid measures in 2024.

* The aid also reached people in need in Slovakia and Moldova.

** The aid measures mentioned in the text are only a selection and therefore not a complete list.

South Sudan: Food, education, healthcare

In addition to nutrition and medical care, access to education for the people of South Sudan is a major concern for us. School meals, education and nutrition programmes are therefore part of our assistance programme.



Republic of South Sudan

Inhabitants: 12.1 million

Poverty and hunger are omnipresent in South Sudan, while medical care provision and educational opportunities are severely underdeveloped.

- Three in five children did not go to school in the 2023 reporting year.
- Approximately 1.4 million children under the age of five were at risk of malnutrition.

Help at every level

The daily meals at the Loreto School and in the nutrition programme run by the nuns in Maker Kuei were facilitated by food deliveries made in cooperation with Sternstunden e. V. Some 2,200 children in four schools in the diocese of Tombura-Yambio were also given food every day. The "Education for the Future" initiative in the federal states of Lakes and Warrap is a multi-year programme run jointly with the Catholic Diocese of Rumbek and with the support of the German Federal Ministry for Economic Cooperation and Development. It comprises constructing and repairing school buildings and wells, access to education for traumatised and disadvantaged children, continued professional development for teachers and vocational training.

In Rumbek prison, we helped to provide 50 mentally ill patients with food, hygiene products and medication, among other things, and to give them access to professional assistance by training the staff. In the "leprosy village" of Malou, which is supported by the diocese of Rumbek, people suffering from leprosy who had been rejected by society were given food and other aid supplies. We also supported the nutrition programme run by the nuns of the

Sisters of Charity in Rumbek with special food and other relief supplies. We supplied food to households affected by flooding and displacement in six villages around Rumbek.

What we achieved: Daily school meals for approximately 3,940 schoolchildren. In total, approximately 16,000 people benefitted from the project. We also provided assistance for 138 people with leprosy and our emergency assistance was delivered to 500 households.

Outlook: Long-term nutrition and education projects are being continued and emergency assistance measures have been completed.

How we helped:

Activities:



Expenses: 2,013,874 €

Number of projects: 9

Number of people reached: 59,293

Project partners: Diocese of Rumbek, Catholic Diocese of Tombura – Yambio, Loreto Rumbek, Sisters of Charity, SoH S Sudan, IBVM (Loreto Sisters Maker-Kuel)

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



Find out more about our aid project in South Sudan in our magazine programme



Uganda: Help for poor rural populations

The people of the Karamoja region are faced with a dire nutritional situation and a lack of medical care. Our Sign of Hope Health Centre provides patients with medical care and food.

Republic of Uganda



Inhabitants: 47.7 million

While the economy in the south and centre of the country is prospering and improvements are taking place, the north continues to lag behind.

- Uganda remains one of the poorest countries in the world.
- Climate change is influencing and changing existing cultivation techniques and available foodstuffs.



Medical assistance and food

Owing to food insecurity in the Karamoja region, one of the most undersupplied areas in northern Uganda, hundreds of people had already succumbed to hunger by January 2023 and tens of thousands were in a catastrophic situation. A combination of a lack of rainfall and insect infestations destroyed almost half of the last harvest. Working together with village organisations in the regions of Moroto, Nakapiripirit, Namalu and Amudat, we supported malnourished children, the elderly, the sick and disadvantaged population groups. 200 households in particularly dire need received a parcel containing essential basic foodstuffs. Medical assistance was provided for the local population at the Sign of Hope health centre in Kosike: measures included nutrition programmes for malnourished children, birth prevention and assistance, vaccination programmes as well as inpatient and outpatient treatment. We moreover regularly take an off-road vehicle loaded with medical supplies to remote areas in the region. This is also used to deliver food parcels to those in need. We supported these efforts by, for instance, distributing food to a total of 150 families. At the same time, progress was made with the expansion of

our clinic: the shell of the new paediatric ward was completed in the reporting year.

What we achieved: 350 households received food aid. The clinic provided care for thousands of people.

Outlook: The food distributions will be continued in times of hunger. The clinic continues to operate and the new paediatric ward is now operational.

How we helped:

Activities:



Expenses: 2,089,143 €

Number of projects: 7

Number of people reached: 261,304

Project partners: Caritas Moroto, Diocese of Moroto, SOCADIDO

Co-financing:

German Federal Ministry of Economic Cooperation and Development, EKFS, FIDA



Find out more about our aid project in Uganda in our magazine programme



Ethiopia: No life without water

Changes to the climate and the associated weather extremes, conflicts and displacement are the main factors that are causing a permanent emergency situation in various parts of Ethiopia.



Republic of Ethiopia

Inhabitants: 116.4 million

Ethiopia is struggling with crises such as extreme weather, plagues of locusts, conflicts between ethnic groups and the rising cost of living.

- No precipitation had fallen in the reporting region in the previous two years.
- Millions of farmed animals have died, depriving people of their livelihoods.

Food for survival

People in southern Ethiopia in particular suffered from extreme drought in the reporting year. More than 20 million people were starving, eight million of them severely. Some of them ate dried leaves from bushes in order to survive. Many vital breeding animals died. Arable farming was only possible with huge crop losses. "I tried everything to save my animals. But there is simply nothing for them to eat. Everything has dried up," said aid recipient Wariyo Shekere, who had only 30 of his original 250 cattle left at the time.

Together with our project partner, the Ethiopian Catholic Church (ECC), we therefore provided survival aid for 150 households in the Benatsemay district (South Omo Zone). 140 families in the Debre Birhan internally displaced persons camp (Amhara region), where 30,000 people live, also received food aid from us in cooperation with the ECC. The internally displaced persons often had to leave their home regions due to armed conflicts. In the Dubluq district, we worked with our local partner SCORE to supply 650 internally displaced persons households suffering from the drought with essential foodstuffs, soya and

maize flour and cooking oil over a period of three months.

What we achieved: Around 4,700 people were supplied with food.

Outlook: The food aid programme has been completed.

How we helped:

Activities:



Expenses: 1,745,337 €

Number of projects: 9

Number of people reached: 181,254

Project partners: APDA, CEHRO, ECC-SDCO ACS, ECC-SDCO, SCORE, SSD

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



You can find out more about our aid programme in Ethiopia on our website



Republic of Yemen: surviving in a state of emergency

The country has collapsed as a consequence of years of civil war and millions of people have been forced to flee. A large proportion of the population is suffering hardship owing to the effects of war and natural disasters.

Republic of Yemen



Inhabitants: 31.5 million

Yemen is considered the most unstable country in the world and a "failed state". 70% of the population were dependent on aid for their survival at the end of 2022.

- Around 35,000 households in various districts suffered from the consequences of flooding in the reporting year.
- Around 17 million people had insufficient food.



Improving livelihoods

We continued our successful collaboration with our local partner Relief and Development Peer Foundation (RDP) in the reporting year. In the Al-Marawi'ah district in the western governorate of Al-Hudaida, 110 particularly vulnerable households of internally displaced persons and other groups of people in need were given food vouchers. 30 hygienic family latrines were built for 210 households. Some refugees living in the Al-Salam refugee camp (Al-Hudaida) were given money and food vouchers in return for their work to build latrines and clear rubbish. 20 people were given the opportunity to undergo vocational training.

20 women living in the refugee camp were given sheep as livestock. They first attended a training course that familiarised them with raising and breeding sheep. Two ewes and a ram form the basis for starting their own small livestock farm. The animals are undemanding and only need a little pasture and concentrated feed, which is provided for the families to begin with. They provide milk for turning into cheese and yoghurt and wool for making warm blankets.

What we achieved: Food security and access to sanitary facilities for more than 1,000 people.

Outlook: The cooperation with our long-standing local partner will continue.

How we helped:

Activities:



Expenses: 194,665 €

Number of projects: 1

Number of people reached: 770

Project partners: RDP



You can find out more about our aid programme in Yemen on our website



DR Congo: Hungry people, children in need

The people in the province of Sud-Ubangi suffer from malnutrition and poor hygiene conditions. Thousands of children live on the streets in the large city of Bukavu in the province of Sud-Kivu. Our projects help them.



Democratic Republic of Congo

Inhabitants: 111.8 million

The DR Congo is one of the poorest countries in the world due to exploitation, corruption and years of war.

- More than 2.2 million children were undernourished in the reporting year.
- In Bukavu, the capital of Sud-Kivu, there were at least 5,000 children living on the streets.

Routes out of hunger and marginalisation

The human right to food is inextricably linked to the natural dignity of human beings. In order to help the starving people in the province of Sud-Ubangi, we have launched an agricultural and food project funded by the German Federal Ministry of Economic Cooperation and Development. Together with our project partner Humana People to People Congo (HPP-Congo), we were able to assist around 4,000 families with sustainable cultivation methods and marketing of food in the reporting year. HPP-Congo also organises training courses focussed on balanced nutrition, water treatment and hygiene.

In the city of Bukavu, thousands of children live on the streets and struggle to survive every day. They are often no longer in contact with their families and are exposed to exploitation and psychological, sexual and emotional abuse. Sign of Hope has been supporting its project partner PEDER – an aid programme run by the diocese of Bukavu specifically for street children – since 2007. Four centres offered 610 boys and girls safe accommodation, medical assistance and a hot meal every day in the reporting year. 120 children were also able to attend school and 40 young people were able to

complete vocational training. Legal and psychosocial support was also offered.

What we achieved: Agricultural support for 4,000 families; safe care for 610 street children.

Outlook: The projects are intended to be long-term and will be continued in the future.

How we helped:

Activities:



Expenses: 546,917 €

Number of projects: 3

Number of people reached: 69,773

Project partners: HPP-Congo, PEDER

Co-financing: German Federal Ministry of Economic Cooperation and Development, Anne Frank Fonds



You can find out more about our aid programme in DR Congo by visiting our website



Kenya: Survival aid in times of need

Income and resources are distributed unevenly across the regions in Kenya. Poverty is particularly acute in the north of the country. The people there are suffering from the effects of various crises that have hit the country.

Republic of Kenya



Inhabitants: 57.0 million

Medical care, especially in rural areas, is inadequate. The infant mortality rate in 2022 was 28 per 1,000 births.

- Many regions of Kenya experienced the worst drought in 40 years in 2023.
- More than five million people went hungry.



Food and healthcare

Unpredictable droughts made livestock farming difficult for the sheep-herding tribe living in the municipality of Illeret (Marsabit County). The consequence was hunger – especially among the children. At the same time, women were often left to their own devices during pregnancy and childbirth. At the Illeret health centre, we worked together with the Marsabit County Government to offer basic medical treatment as well as special food for malnourished children, prenatal and postnatal care and obstetrics. Food was distributed to the population during periods of famine. A medical team regularly travelled to the widely scattered villages in the region in an off-road vehicle loaded with medicines. We also offered this mobile clinic in the Dukana region. Together with our local partner Caritas Marsabit, we also provided emergency aid in the districts of Loiyangalani and Korr/Ngurnit. As part of the project sponsored by Sternstunden e. V., families were helped with buying food and children were provided with meals at school. The project also included medical aid, particularly for malnourished children, pregnant women and breastfeeding mothers. Many women are cast out by their families if they become pregnant before

marriage. 60 participants of the self-help group "Step by Step" located in Dukana were given training in human rights, entrepreneurial and psychosocial skills and received start-up support to help them earn an income.

What we achieved: In total, more than 2,000 households in various districts benefitted from the various aid measures.

Outlook: The projects are being continued as required.

How we helped:

Activities:



Expenses: 1,286,369 €

Number of projects: 11

Number of people reached: 156,279

Project partners: Arche Nova, Malteser International, German WASH Network, MID-P, Caritas Marsabit, EACHRights, HAART
Co-financing: German Federal Foreign Office, German Federal Ministry of Economic Cooperation and Development, Sternstunden e. V.



You can find out more about our aid programme in Kenya on our website





Balance sheet

issued 30 September 2023

Assets

	30.09.2023 €	30.09.2022 €
A. Anlagevermögen		
I. Intangible assets Concessions acquired against payment, commercial proprietary rights and similar rights and assets such as licenses for such rights and assets	136.235,00	180.803,00
II. Tangible assets Other facilities, fixtures and fittings	372.818,00	297.384,00
B. Current Assets		
I. Inventories Raw materials and supplies	4.981,48	4.981,48
II. Accounts receivable and other assets Other assets	21.141,60	23.645,05
III. Cash assets, bank balance at Federal Bank, credit balances at financial institutions and cheques	5.341.556,26	6.636.406,30
C. Accruals and deferred income items	99.917,11	147.533,39
	5.976.649,45	7.290.753,22

Liabilities

	30.09.2023 €	30.09.2022 €
A. Equity capital		
I. Reserve assets Free reserves (§ 62 Revenue Code (AO))	3.855.945,19	5.523.895,85
II. Retained earnings	0,00	0,00
B. Unspent donations		
1. Donations as yet unspent on statutory work	391.011,53	577.122,89
2. Long-term donations	578.626,71	592.647,42
	969.638,24	1.169.770,31
C. Provisions		
Other provisions	852.592,02	230.018,38
D. Liabilities		
1. Liabilities from as yet unused donations for specific purposes	27.628,04	149.475,55
2. Trade payables	240.093,39	123.938,89
3. Other liabilities	30.752,57	93.654,24
	298.474,00	367.068,68
	5.976.649,45	7.290.753,22

Explanatory note to the financial statement

General information

The association's fiscal year (FY) relates to the period between 1 October 2022 and 30 September 2023. The annual financial statement issued on 30 September 2023 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 (IDW) 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 statutory purposes. Instead, non-purpose-specific donations received in previous years were counted as income and added to the free reserves. This creation of reserves was done with the aim of ensuring the association's institutional capacity to fulfil the aims set out in the articles of association and to balance out periodic variations in revenue.

Accounting and evaluation methods

The balance sheet and profit and loss statement were drawn up in accordance with the accounting and valuation provisions of sections 246 et seqq. and 252 et seqq. of the HGB. The structure conforms with the provisions of Sections 265 and 266 of the HGB. Tangible fixed assets are valued at acquisition or production cost and are subject by scheduled depreciation. The straight-line depreciation on depreciable tangible fixed assets is calculated based on the asset depreciation range of the objects of between three and 13 years. Assets with a value of up to € 952 were written off immediately. Receivables and other fixed assets are stated at their nominal value or lower fair values determined at the accounting date. Other provisions account for all apparent risks and uncertain liabilities up to the accounting date and until the creation of the balance statement. They are measured based on anticipated use. The liabilities are reported in the balance sheet at their settlement value. Receivables and liabilities in foreign currencies were recorded in principle with the exchange rate used when the payment was converted or with the monthly average exchange rate. Losses resulting from changes in the exchange rate by the reporting date were taken into consideration. Bank liabilities, cash assets and bank liabilities in foreign currencies were converted at the reporting date using the mean spot exchange rate.

Balance sheet: Explanatory notes and significant changes

Assets - fixed assets

Tangible fixed assets are valued at acquisition or production cost less scheduled depreciation. Straight-line depreciation is calculated on the basis of an asset depreciation range of three to four years. This relates to acquired and depreciated software. The tangible assets relate to depreciated fixtures and office equipment in our premises in Konstanz, Berlin, Kosike (Uganda), Nairobi (Kenya) and Uzhhorod (Ukraine).

Assets - liquid assets

As well as liquid assets (bank and cash balances), this also includes deposits and health insurance claims. The raw materials and supplies are medicines for our clinic in Kosike (Uganda).

Assets - deferred income

This asset includes prepaid invoices amounting to €30,000, which are to be assigned to the following year. The accrual of the buildings at our clinic in Kosike (Uganda) currently amounts to €70,000.

Liabilities and equity - equity capital

In this fiscal year, €1,668,000 was utilised from the free reserves in accordance with Section 62 (1) No. 3 AO.

Liabilities and equity - unspent donations

Donations from previous years were allocated to projects in the form of liabilities totalling €28,000 based on the statement of appropriation of funds. The total amount of donations not yet utilised in accordance with the Articles of Association has decreased as a result of a planned reduction in liquidity. The fixed assets are predominantly made up of longer-term donations.

Liabilities and equity - provisions

This item comprises provisions for project risks, the 13th month's salary (pro rata), storage costs, closing and audit costs, holiday and travel days not yet taken as well as overtime worked and other provisions.

Liabilities and equity - liabilities

The liabilities from unused earmarked donations were reduced this year. Accounts payable trade are liabilities for payments to suppliers and service providers that had not been settled at the accounting date. Other liabilities mainly included liabilities for wage and church tax in Germany and liabilities to donors and project partners.

Income statement: Explanatory notes and significant changes

Revenues

The composition of the revenues from donations amounting to €18,636,000 can be viewed on page 35. The significant increase in donations received by a total of €4,210,000 is the result of growth in public sector donations. Individual donations, including bequests, continue to account for a large proportion of donations. The income from donations (€18,958,000) 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 (+€379,000) less the donations that could not be spent in this fiscal year (-€57,000).

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

The project expenses for humanitarian assistance, development cooperation work and human rights work performed with a view to fulfilling the aims in the articles of association amount to €13,930,000. The personnel costs required to achieve this rose by €413,000 to €2,245,000. 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 for donor information totalling €968,000 were incurred in particular while promoting the various purposes of the association (such as humanitarian assistance and human rights work) both among existing donors and the general public. 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 in administration increased by €150,000 compared to the previous year. All employees in Germany are paid in line with the pay scale of the Labour Agreement (TVöD). In addition, staff members travelling in crisis and war zones receive a special allowance of €190 gross per month. 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 €249,000. 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 48.8. 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.

Allocation of pay grades to job titles as per the Labour Agreement (TVöD-VKA)

Pay grade	Job title
E15 Ü Z*	Chairperson
E15 Z*	Vice Chairperson
E14	Head of Division
E13	Head of Division
E12	Deputy Head of Division/Team Leader/Senior Consultant
E11	Deputy Head of Division/Team Leader/Consultant/Policy Officer
E10	Consultant/Country Consultant/Assistant to the Board
E9 a/b/c	Project Coordinator/Specialist Manager/Assistant to the Board
E8	Project administrator/Specialist
E7	Assistant/Project Assistant/Specialist Employee
E6	Team Assistant/Specialist Employee
E5	Specialist Employee

Z* = Executive Board bonus of 10.5% of basic salary

Publicity expenses

The income statement drawn up against the 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 €73,000 compared with the previous year to €867,000. The allocation shows the high weighting given to mailings in the current circumstances. The result of the non-profit department amounted to -€1,667,000, which is €2,805,000 lower 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 2023, amounting to -€1,668,000, was offset from 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 the sum of advertising and administrative expenses to total expenses (as defined by the German Charities Council) – is 8.04% (previous year 10.1%); of which advertising expenses made up 4.20% (5.89%) and administrative expenses 3.84% (4.23%). 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 30.09.2023 and the profit and loss statement for the fiscal year from 01.10.2022 to 30.09.2023, and the appendix. In addition, we have audited the management report of Hoffnungszeichen | Sign of Hope e.V. for the fiscal year from 01.10.2022 to 30.09.2023.

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 of the German Commercial Code and German generally accepted standards for the audit of financial statements promulgated by the Institute of Public Auditors (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 Institute of Public Auditors (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,

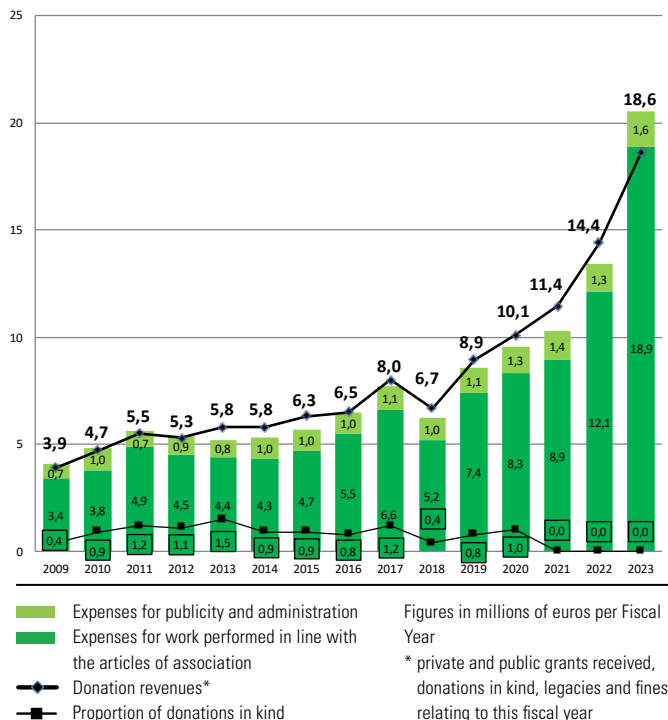
- we identify and evaluate the risks of material misrepresentations, whether intentional or not, of the annual financial statements and management report, plan and perform audit procedures in response to those risks, and obtain audit evidence sufficient and appropriate to provide a basis for our audit 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 express an independent opinion on the forward-looking statements or the underlying assumptions. There is a significant unavoidable risk that future events will differ considerably from the forward-looking statements.

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



Development of donation revenues and expenses

Millions of euros



Donation revenues

	Fiscal year	
	2023	2022
	EUR	EUR
Cash donations (monetary donations without bequests)	7,420,921.51	7,777,804.43
+ Public sector funds	10,575,154.69	5,219,104.03
+ Private sector funds	386,741.79	954,205.86
+ Fines	350.00	1,150.00
+ Legacy gifts	252,666.02	473,454.21
+ Donations in kind	0.00	0.00
= Donations received during the fiscal year	18,635,834.01	14,425,718.53
+ used earmarked donations from the previous year	379,328.08	801,459.07
- unused donations from the current year	-57,348.50	-598,632.08
= Donation revenue (income from donations)	18,957,813.59	14,628,545.52

Funds transferred to partner organisations

Fiscal Year 2023 (from 01.10.2022 to 30.09.2023)

All figures given in euros

Country	Project partners:	amount in
Armenia	Development Principles	118,982.00
	Green Lane	176,093.90
Ethiopia	APDA Afar Pastoralis Development	290,683.37
	Catholic Church Admin Ethiopia	265,144.12
	Consortium of Ethiopian Human Rights Organisations	35,600.00
	ECC-SDCOAdB	535,997.86
	Support for Sustainable Development	102,352.83
Bangladesh	Bangladesh Nazarene Mission	70,058.52
	KOINONIA	112,937.00
DR Congo	Diocese of Bukavu	20,000.00
	Humana People to People Congo	329,538.00
	Soeurs de Santa Gemma V/C	92,128.30
Georgia	Aitsona Daitsona	1,500.00
Guatemala	FUNDAP	155,520.43
Haiti	Foi et Joie Haiti	15,000.00
India	Development Research Communication	396,602.88
	EFICOR	10,000.00
	Lokamata Rani Rashmoni Mission	18,725.00
Iraq	Amal Organization for Relief	20,000.00
Yemen	Relief and Development Peer	130,000.00
	Awareness Against Human Trafficking	15,000.00
	Catholic Diocese of Marsabit	403,459.29
	MID-P	301,425.53
Kenya	The East African Centre For HRT	44,000.00
	Global Aid Network GAIN	1,028.02
	Ny Tanintsika	20,000.00
Malawi	Circle for Integrated Community Dev	167,768.84
	ECM Progressio/CADECOM	365,907.05
Morocco	MBLA	10,000.00
Moldova	New Way	560,000.00
	NGO MetaLab	249,521.87
	Spasibo	288,106.00
	ZOA	400,000.00
Mozambique	Associacao ESMABAMA	10,142.45
Rwanda	Arde/Kubaho	67,025.00
Zambia	Development Aid from People	214,574.41
Slovakia	Greek Catholic Eparchy of Kosice	449,570.00
South Sudan	Catholic Diocese of Tombura-Yambio	10,000.00
	Diocese of Rumbek	898,480.23
	Loreto Primary School	166,000.00
	Loreto Rumbek	595,551.16
Syria	Amal Organization for Relief	210,000.00
Turkey	Amal Organization for Relief	19,925.00
Uganda	Caritas Moroto Diocese	296,792.88
	Diocese of Moroto	117,630.00
	SOCADIDO	1,006,140.17
Ukraine	AO AVE COPIII	300,000.00
	British Camp SPz.o.	37,306.92
	Clovek v ohrozeni	514,510.00
	FOP Holina Nelya Volodymyrivna	23,200.00
	FOP Kostyuk Larysa Zinoivna	33,868.80
	Greek Catholic Eparchy of Kosice	382,000.00
	Insha Osvita	350,000.00
	New Way	9,655.00
	NGO MetaLab	653,700.00
	Spasibo	87,104.00
	ZOA	870,000.00
Total amount of funds forwarded to partner organisations		13,046,256.83

Multi-division accounting

for the fiscal year from 1 October 2022 to 30 September 2023

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		
Designation	Activities	Profit and loss account total	Indirect activities	
			Total amount Indirect voluntary activities / Projects	Statutory educational/public relations activities of which humanitarian assistance and development cooperation
1. Donations received during the fiscal year		18.635.834,01	18.635.834,01	0
2. Use of donations received in previous years		379.328,08	379.328,08	0
3. Unspent donations from the fiscal year		-57.348,50	-57.348,50	0
4. Income from use of donations in the fiscal year / Sum of revenues from voluntary sector		18.957.813,59	18.957.813,59	0
Expenses from fulfilling the aims laid out in the articles of association				
5 a) Project payments		-13.930.173,04	-13.930.173,04	0
5 b) Personnel expenses		-2.245.101,14	-2.245.101,14	0
5 c) Depreciations		-96.051,68	-96.051,68	0
5 d) Information for donors		-968.003,63	0	-968.003,63
5 e) Other expenses from fulfilling the aims laid out in the articles of association		-1.753.884,88	-1.753.884,88	0
5. Overall costs of projects and statutory activities		-18.993.214,37	-18.025.210,74	-968.003,63
Administrative expenses				
6 a) Personnel expenses		-495.592,04	0	0
6 b) Depreciations		-18.965,79	0	0
6 c) Occupancy costs		-33.756,16	0	0
6 d) Other administrative expenses		-215.924,11	0	0
6. Total administrative expenses Konstanz/Africa		-764.238,10	0	0
Publicity expenses				
7 a) Personnel expenses		-199.679,73	0	0
7 b) Depreciations		-30.935,90	0	0
7 c) Magazine		-57.134,48	0	0
7 d) Direct mailings		-285.359,15	0	0
7 e) Supplements		-94.999,72	0	0
7 f) Other printing and shipping		-152.928,21	0	0
7 g) Other publicity expenses		-45.951,73	0	0
7. Total publicity expenses		-866.988,92	0	0
Total expenses		-20.624.441,39	-18.025.210,74	-968.003,63
8. Other operating revenues		26.185,08	20.513,20	0
9. Other interest and related income		1.634,22	0	0
10. Interest and related expenditure		-29.142,16	0	0
Annual net earnings / Net loss for the year		-1.667.950,66	953.116,05	-968.003,63
Total revenues (in euros)		18.985.632,89	18.978.326,79	0
Income (%)		100,00 %	99,96 %	0 %
Total expenses (in euros)		-20.653.583,55	18.025.210,74	968.003,63
Total expenses (%)		100 %	-87,27 %	-4,69 %

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."

-related activities

	Direct activities			Purpose-related activities (including Executive Board)	Total statutory activities	Asset-managemen
	Executive Board/ Managemen	Publicity for donation	Subtotal direct activities			
of which 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
-210.903,93	0	0	0	0	-13.930.173,04	0
-245.920,86	0	0	0	0	-2.245.101,14	0
-20.478,00	0	0	0	0	-96.051,68	0
-198.249,78	0	0	0	0	-968.003,63	0
-129.717,88	0	0	0	0	-1.753.884,88	0
-805.270,45	0	0	0	0	-18.993.214,37	0
0	-495.592,04	0	-495.592,04	0	0	0
0	-18.965,79	0	-18.965,79	0	0	0
0	-33.756,16	0	-33.756,16	0	0	0
0	-215.924,11	0	-215.924,11	0	0	0
0	-764.238,10	0	-764.238,10	0	0	0
0		-199.679,73	-199.679,73	0	0	0
0		-30.935,90	-30.935,90	0	0	0
0		-57.134,48	-57.134,48	0	0	0
0		-285.359,15	-285.359,15	0	0	0
0		-94.999,72	-94.999,72	0	0	0
0		-152.928,21	-152.928,21	0	0	0
0		-45.951,73	-45.951,73	0	0	0
0		-866.988,92	-866.988,92	0	0	0
0		0	-1.631.227,02	0	0	0
0	1.142,70	4.529,18	5.671,88	0	0	0
0	0	0	0	0	0	1.634,22
0	-29.142,16	0	-29.142,16	0	0	0
0	-792.237,56	-862.459,74	-1.654.697,30	0	-18.993.214,37	1.634,22
0	-27.999,46	4.529,18	-23.470,28	0	0	1.634,22
0 %	-0,15 %	0,02 %	-0,12 %	0 %	0 %	0,01 %
0	793.380,26	866.988,92	1.660.369,18	0	18.993.214,37	0
0 %	-3,84 %	-4,20 %	-8,04 %	0 %	-91,96 %	0 %

Outlook and strategy

The goals of our article-related work

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

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

Sign of Hope stands up for people whose human rights have been violated or are under threat. Sign of Hope provides humanitarian assistance for people in need in the form of disaster and emergency assistance and is committed to sustainable development cooperation in accordance with the principle of “helping people to help themselves”.

In this context, Sign of Hope sees itself as a bridge of love that is based on humanity, charity and solidarity and strives to create a connection between those who give and those who receive. Sign of Hope provides aid for those in need, supports sustainable development and gives people who are willing to help the opportunity to do so.

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 reserves are intended to enable the organisation to continue as a going concern should risks result in a negative change in 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”. Over the next five years, we are planning for a moderate increase in income and a corresponding rise in expenditure during the period of overall

economic recovery, which will primarily be put towards our statutory work and therefore towards helping people in need in the countries where we are active.

We are planning to keep the number of staff at Sign of Hope stable.

We increased the number of employees in Africa to 49 in the course of the 2023 fiscal year following the completion of the health centre we built ourselves 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 15%.

Planning the finances for the fiscal years 2024 to 2028 according to the definition of the German Charities Council

Income in millions of euros	Fiscal year				
	2024	2025	2026	2027	2028
Individual financial donations	7,68	7,99	8,55	9,32	10,07
Public financial donations	11,62	7,90	8,40	9,00	9,30
Institutional donors/foundations/NGOs	0,90	1,10	1,30	1,60	2,00
Donations in kind	0,00	0,00	0,00	0,00	0,00
Other sources of revenue	0,05	0,05	0,06	0,07	0,07
Total revenues	20,25	17,04	18,31	19,99	21,44

Expenses in millions of euros	Fiscal year				
	2024	2025	2026	2027	2028
Project work/work to fulfil aims of articles of association	17,33	13,44	14,51	15,49	16,24
Administration	1,20	1,30	1,40	1,50	1,60
Publicity/donor liaison	2,20	2,30	2,40	2,50	2,60
Total expenses	20,73	17,04	18,31	19,49	20,44
Proportion of administrative and publicity costs in overall expenditure in %	16,4	21,1	20,8	20,5	20,5

Liquid assets in millions of euros	Fiscal year				
	2024	2025	2026	2027	2028
Liquid assets	5,00	5,00	5,00	5,50	6,50

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 Armenia, Bangladesh, Ethiopia, DR Congo, India, Iraq, Malawi, Nagorno-Karabakh, South Sudan, Uganda and Yemen 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 refocusing 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 and during the war in Ukraine, pose a risk both in relation to the provision of funds by institutional and public donors and in terms of individual donations.

In the reporting year, we provided humanitarian assistance, were involved in development cooperation or human rights work in the following countries: Armenia, Bangladesh, DR Congo, Ethiopia, Georgia, Guatemala, Haiti, India, Iraq, Kenya, Latvia, Madagascar, Malawi, Moldova, Morocco, Mozambique, Nagorno-Karabakh, Rwanda, Slovakia, South Sudan, Syria, Turkey, Uganda, Ukraine, Yemen, Zambia.

During the reporting year, we carried out a total of 71 projects in 25 countries in our statutory areas of human rights work, humanitarian assistance and development cooperation. We provided humanitarian assistance and were involved in development cooperation and human rights work in our project countries in the reporting year.

We have systematically expanded our project activities in central East Africa on an ongoing basis. The bush clinic in Kosike, Uganda, is fully operational. We are driving forward health programmes in northern Kenya (including mobile clinics). Owing to Russia's war of aggression against Ukraine, we have channelled a large proportion of our financial and human resources into emergency assistance for Ukraine.

The high-quality projects that we run ourselves and the projects carried out by local partners in our project countries open up opportunities for us to boost our income in the next financial year. We intend to achieve this by applying for public funding as well as grants from other institutions, such as foundations. Our commitment to human rights in South Sudan creates an opportunity for public recognition. Our emergency assistance programme, which we



launched on 24 February 2022 in response to Russia's war of aggression against Ukraine, poses particular risks, as we are carrying out our activities in a country where an aggressive superpower is trying to achieve its goals regardless of the cost in human lives. Even before the war, the issue of corruption was a challenge in Ukraine. This problem could be exacerbated by the war. Project partners in Ukraine may find it difficult to meet our exacting donor requirements in full. At the same time, we recognise that there is an opportunity to help numerous victims of the war in their time of need and to raise our profile as an internationally active organisation.



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.hoffnungszeichen.de.

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. Hoffnungszeichen e.V. is one of the tenants.

Many donors are keen to contribute their own capital on a long-term basis to help overcome hardship and poverty. This wish is fulfilled by the Hoffnungszeichen | Sign of Hope e.V. foundation. 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.

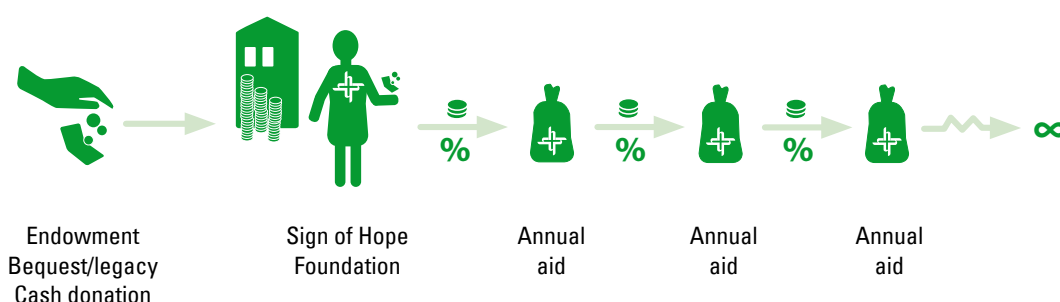
Revenues for a good cause

Rent revenues, donations and interest income allow the foundation to deliver aid to destitute people year after year. These funds meant five projects across four different countries were supported in the fiscal year. The projects in the women's centre and the kindergarten in Nzara in South Sudan were continued. In northern

Kenya, we assisted those people in need of help to mitigate the effects of the ongoing drought. South Sudanese Refugees and Kenyan children and young people were given support in Nairobi. In Ethiopia, we provided school meals for 300 primary school pupils in Kechene. In Kolkata, India, the foundation was able to boost healthcare for people living in the slums there.

Become a donor

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



The Sign of Hope Foundation is a member of the **Association of German Foundations**, which represents the interests of more than 25,000 German foundations. With 4,800 members, it is the largest association of foundations in Europe.



Balance sheet issued on 30 September 2023

Assets

	30.09.2023 €	30.09.2022 €
A. Fixed assets		
I. Intangible assets		
1. Concessions acquired against payment, commercial proprietary rights and similar rights and assets such as licenses for such rights and assets	5.293,00	5.144,00
II. Tangible assets		
1. Land, rights similar to land rights and buildings, including structures on third-partyland	914.758,00	934.099,00
2. Technical systems and machines	32.727,00	4,00
3. Other systems and business equipment	4.994,00	5.661,00
	952.479,00	939.764,00
II. Financial assets		
1. Investment securities	60.388,59	60.148,00
B. Current Assets		
I. Receivables and other assets		
1. Account receivables from deliveries and services	0,00	0,00
2. Other assets	15.750,85	15.677,07
III. Cash assets, bank balance at Federal Bank, credit balances at financial institutions and cheques	15.750,85	15.677,07
	809.319,66	809.560,75
C. Accruals and deferred income items	232,86	232,86
	1.843.463,96	1.830.526,68

Profit and loss statement

For the fiscal year 1 October 2022 to 30 September 2023

	2022 €	2021 €
1. Grants received in the fiscal year	59,118.68	64,734.42
2. Use of grants received in previous years	39,880.00	28,804.76
3. As yet unused donations and similar grants	-58,798.68	-43,299.18
4. Income from use of donations in the fiscal year	40,200.00	50,240.00
5. Leasing and rental revenues	161,809.32	164,441.35
6. Expenses from fulfilling the aims of the articles of association: project costs	-40,200.00	-50,240.00
7. Manufacturing costs for realising income from renting and leasing	-122,091.41	-105,885.17
8. Gross profit on sales	39,717.91	58,556.18
9. General administration costs	-10,719.34	-13,413.58
10. Other operating revenue	425.27	941.83
11. Other interest and related income	543.28	254.47
12. Interest and related expenditure	-46.73	-72.38
13. Result after tax	29,920.39	46,266.52
14. Other taxes	- 1,408.68	-1,408.68
15. Annual result	28,511.21	44,857.84
16. Account carried forward for previous year	-95,074.33	-139,932.17
17. Account carried forward	-66,563.12	-95,074.33

Liabilities

	30.09.2023 €	30.09.2022 €
A. Equity capital		
I. Endowment capital	1.640.932,89	1.627.146,89
II. Free reserves as per Section 62 Para. 1 No. 3 AO	43.959,26	43.959,26
III. Account carried forward	-66.563,12	-95.074,33
B. Extraordinary items from donations and similar grants	59.748,57	38.058,51
C. Provisions		
1. Tax liabilities	0,00	0,00
2. Other provisions	35.400,00	21.400,00
	35.400,00	21.400,00
D. Liabilities		
1. Liabilities to credit institutions – of which with a remaining term of up to one year € 2,702.15 (€ 0)	0	2.702,15
2. Accounts payable from deliveries and services – of which with a remaining term of up to one year € 9,741.85 (€ 13,777.26)	9.323,91	9.741,85
3. Donor loans – of which with a remaining term of up to one year € 11,250.00 (€ 2,500.00) – of which with a remaining term longer than 5 years € 60,000.00	105.000,00	161.250,00
4. Other liabilities – of which from taxes 0.00 € (€ 370.90) – of which with a remaining term of up to one year € 14,965.97 (€ 16,442.61)	14.585,45	14.965,97
5. Liabilities from as yet unused donations for specific purposes Donations	0	5.299,38
	128.909,36	193.959,35
E. Accruals and deferred income items	1.077,00	1.077,00
	1.843.463,96	1.830.526,68

The Sign of Hope Foundation

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

Voluntary Board of Directors:	Reimund Reubelt (Chairman of the Board) Klaus Stieglitz (Deputy Chairman)
Voluntary Supervisory Board:	Ute Felgenhauer-Lai (Chairwoman) Manfred Steiner (Deputy Chairman) Stefan Daub
Foundation supervisory authority:	Regional Council of Freiburg (File no. 14-2214.8)
Non-profit status:	Notice of exemption dated 10.04.2024 (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.hoffnungszeichen-stiftung.de

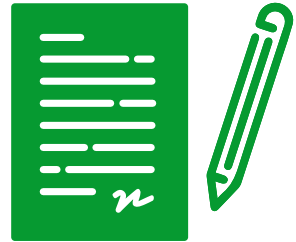


We say thank you!

By joining forces with our **29,653 donors**
we were able to achieve the following:



71
supported
projects*



23
petitions
conducted



25
project countries *



18.6 million
received in donations



1.5 million
people reached

Donation account:
DE72 5206 0410 0000 0019 10

* incl. training projects for disaster relief operations



*“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 | Sign of Hope e.V.

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