

## Beyond Social Services

| Income (\$'000)          |                |                |                |                 |                |                |
|--------------------------|----------------|----------------|----------------|-----------------|----------------|----------------|
|                          | 2017           | 2018           | 2019           | 2020            | 2021           | 2022           |
| Donations in Cash        | 1,714.5        | 1,967.4        | 2,711.8        | 7,426.7         | 2,951.1        | 1,981.1        |
| - Tax-Deductible         | 1,353.8        | 1,473.6        | 1,823.4        | 6,744.8         | 2,392.3        | 1,475.9        |
| - Non Tax-Deductible     | 360.7          | 493.8          | 888.4          | 681.8           | 558.8          | 505.2          |
| Grants & Govt Subvention | 1,791.6        | 1,844.4        | 1,861.3        | 3,003.5         | 3,288.6        | 2,934.0        |
| Sponsorships (NTDR)      | 321.6          | 448.2          | 246.6          | 1,505.3         | 512.6          | 280.9          |
| Investment Income        | 37.2           | 60.8           | 107.3          | 97.9            | 49.3           | 120.5          |
| Investment Gains         | -              | -              | -              | -               | -              | -              |
| Programme Fees           | 554.2          | 564.9          | 514.8          | 449.3           | 339.4          | 250.6          |
| Others                   | 312.7          | 67.9           | 83.1           | 41.2            | 27.8           | 35.5           |
| <b>Total Income</b>      | <b>4,731.8</b> | <b>4,953.5</b> | <b>5,525.0</b> | <b>12,523.7</b> | <b>7,168.7</b> | <b>5,602.6</b> |

| Expenses (\$'000)                        |                |                |                |                |                |                |
|--|----------------|----------------|----------------|----------------|----------------|----------------|
|  | 2017           | 2018           | 2019           | 2020           | 2021           | 2022           |
| <b>Fund Raising Expenses</b>             |                |                |                |                |                |                |
| - Direct Expense                         | 70.6           | 94.4           | 142.0          | 42.9           | 25.3           | 21.7           |
| - Indirect Expenses                      | -              | -              | -              | -              | -              | -              |
| - Sponsorship Expenses                   | 321.6          | 448.2          | 246.6          | 1,505.3        | 512.6          | 280.9          |
| <b>Charitable Activities Expenses</b>    |                |                |                |                |                |                |
| Local <sup>(1)</sup>                     | 3,450.7        | 3,677.1        | 3,849.5        | 7,689.0        | 5,582.5        | 4,308.8        |
| <b>Governance cost</b>                   | 34.5           | 35.6           | 18.9           | 23.7           | 18.0           | 17.0           |
| <b>Other expenditures</b> <sup>(2)</sup> | 137.6          | 154.0          | 158.0          | 115.2          | 102.6          | 89.3           |
| <b>Total Expenditure</b> <sup>(3)</sup>  | <b>4,015.0</b> | <b>4,409.3</b> | <b>4,415.1</b> | <b>9,376.1</b> | <b>6,241.1</b> | <b>4,717.7</b> |
| <b>Surplus/(Deficit)</b>                 | <b>716.7</b>   | <b>544.2</b>   | <b>1,110.0</b> | <b>3,147.6</b> | <b>927.7</b>   | <b>884.9</b>   |

(1) Included an apportionment of overhead and shared costs.

(2) Other expenses comprised depreciation, loss on disposal of equipment and inv

| Balance Sheet (\$'000)   |                |                |                |                 |                 |                 |
|--------------------------|----------------|----------------|----------------|-----------------|-----------------|-----------------|
|                          | 2017           | 2018           | 2019           | 2020            | 2021            | 2022            |
| Plant and Equipment      | 333.7          | 357.3          | 298.6          | 202.7           | 159.7           | 153.4           |
| Investment Assets        | -              | 513.4          | 1,279.1        | 1,026.6         | 1,018.8         | 758.3           |
| Accounts Receivables     | 513.0          | 743.1          | 213.1          | 669.0           | 600.2           | 312.0           |
| Cash & Deposits          | 5,359.8        | 5,096.4        | 5,898.3        | 9,244.8         | 10,294.0        | 11,896.9        |
| <b>Total Assets</b>      | <b>6,206.5</b> | <b>6,710.2</b> | <b>7,689.1</b> | <b>11,143.1</b> | <b>12,072.7</b> | <b>13,120.6</b> |
| Unrestricted Fund        | 5,088.5        | 6,061.3        | 7,156.5        | 10,294.1        | 11,212.9        | 12,101.3        |
| Restricted Fund          | 440.7          | 12.2           | 26.9           | 36.9            | 45.9            | 42.4            |
| <b>Total Funds</b>       | <b>5,529.3</b> | <b>6,073.5</b> | <b>7,183.4</b> | <b>10,331.0</b> | <b>11,258.7</b> | <b>12,143.6</b> |
| Long-Term Liabilities    | -              | -              | -              | -               | -               | -               |
| Current Liabilities      | 677.3          | 636.7          | 505.7          | 812.1           | 813.9           | 977.0           |
| <b>Total Liabilities</b> | <b>677.3</b>   | <b>636.7</b>   | <b>505.7</b>   | <b>812.1</b>    | <b>813.9</b>    | <b>977.0</b>    |

|                                      | 2017           | 2018           | 2019           | 2020            | 2021            | 2022            |
|--------------------------------------|----------------|----------------|----------------|-----------------|-----------------|-----------------|
| <b>Total Liabilities &amp; Funds</b> | <b>6,206.5</b> | <b>6,710.2</b> | <b>7,689.1</b> | <b>11,143.1</b> | <b>12,072.7</b> | <b>13,120.6</b> |

#### Other Information

|   | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  |
|---|-------|-------|-------|-------|-------|-------|
| Donations, Grants & Sponsorship to Other Charities (\$) | -     | -     | -     | -     | -     | -     |
| No. of Employees (Ave)                                  | 53    | 55    | 57    | 59    | 56    | 55    |
| Total Employee Costs (\$'000)                           | 2,896 | 3,131 | 3,239 | 3,378 | 3,655 | 3,202 |
| Total Related Party transactions (\$'000)               | -     | -     | -     | -     | -     | 8     |
| Fund-raising Efficiency Ratio                           | 4.1%  | 4.8%  | 5.2%  | 0.6%  | 0.9%  | 1.1%  |
| Unrestricted Fund Ratio to Total Expenditure            | 1.27  | 1.37  | 1.62  | 1.10  | 1.80  | 2.57  |

Fund-raising Efficiency Ratio is the total fund-raising and sponsorship expenses divided by total gross receipts from fund-raising and sponsorships. Sponsorship refers only to cash and in-kind sponsorships where TDRs are issued.