Management Report

International Committee for Animal Recording ICAR For the period 1st January – 31st December, 2019



Prepared on

February 12th, 2020

Table of Contents

| Profit and Loss | .3 |
|--|-----|
| Notes to Profit and Loss | .4 |
| Balance Sheet | .5 |
| Notes to Balance Sheet | .6 |
| Appendix 1 - Follow-up budget by quarter | . 7 |
| Appendix 2 – Outstanding membership fees | . 8 |

| | As | at December 3 | 31st | Versus E | Budget | Versus Prior Year | |
|--|-------------|---------------|-------------|----------|--------|-------------------|------|
| | Actual 2019 | Budget 2019 | Actual 2018 | Euro | % | Euro | % |
| REVENUES | | | | | | | |
| Member fees | 320.725 | 322.875 | 324.175 | (2.150) | (1) | (3.450) | (1) |
| Special projects | 17.052 | 10.000 | 9.170 | 7.052 | 71 | 7.882 | 86 |
| TOTAL REVENUES | 337.777 | 332.875 | 333.345 | 4.902 | 1 | 4.432 | 1 |
| | | | | | | | |
| EXPENSES | | | | | | | |
| Employee related expenses | 172.540 | 200.000 | 200.729 | (27.460) | (14) | (28.189) | (14) |
| Travel | 28.050 | 35.000 | 33.815 | (6.950) | (20) | (5.765) | (17) |
| Office (rental and supplies) | 19.891 | 15.000 | 14.546 | 4.891 | 33 | 5.345 | 37 |
| Administrative services (accounts, legal, bank, audit) | 41.436 | 20.000 | 51.388 | 21.436 | 107 | (9.951) | (19) |
| Special project expenses | 58.242 | 60.000 | 14.042 | (1.758) | (3) | 44.200 | 315 |
| TOTAL OPERATING COSTS | 320.159 | 330.000 | 314.520 | (9.841) | (3) | 5.639 | 2 |
| | | | | | | | |
| OPERATING PROFIT/ (LOSS) | 17.617 | 2.875 | 18.825 | 14.742 | | (1.207) | |
| Bad debts | (14.100) | 0 | 0 | | | | |
| Investment income (expense) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| NET PROFIT (LOSS) | 3.517 | 2.875 | 18.825 | 14.742 | | (1.207) | · |

REVENUES

1. Membership fees

Total amount from membership fees.

2. Special projects and other income

As per agreement, payment of 10.000 Euro received from Czech Moravian Breeders' Corp. for the organisation of the ICAR Annual Conference.

Payment of 5.502 Euro received as partial reimbursement of legal fees for the AR case as established by the Court.

Reimbursement of 1.550 Euro from NDHIA to support participant in Prague.

EXPENSES

3. Contracted consultant costs

Expenses related to the management and administration including the Chief Executive and other consultants for an amount of 85.793 Euro, and contracted services paid to SERVICE-ICAR SrI for an amount of 91.463 Euro.

4. Travel

Total cost for travel, accommodation and meals of the office, Board, Groups and General Assembly.

5. Office

Total cost to run the office (postage, telephone, office material, printing, Web site, etc.), including rent. In 2019 there was an extra cost for renting in Utrecht for an amount of 2.904 Euro.

6. Administrative services

Cost for outsourcing services (accounting, legal, bank expenses, etc.), including 28.406 Euro for extra legal fees.

7. Special projects expenses

These are the special projects budgeted in 2019:

- 1. Recording Devices Projects/Test Lab S/W upgrades (€14k).
- 2. CDN Parentage Discovery S/W (€6k).
- 3. Transfer of the seat (€30k).

In 2019 there were 20.606 Euro expenses related to special project 1, and 22.635 Euro to special project 3.

The project 2 was deferred to 2020 and in addition there was a special grant of 15.000 Euro to support InterBeef Working Group.

8. Bad debts

This is the total amount cancelled for outstanding fees (detail in appendix 2).

| | | | Year ove (2019 vs. | |
|----------------------------|----------------------|----------------------|-----------------------|-------|
| | Actual 31/12/2019 | Actual 31/12/2018 | Euro | % |
| ASSETS | | | | |
| | | | | |
| Cash | 367.663 | 356.709 | 10.954 | 3 |
| Member Fees receivable | 21.300 | 28.650 | (7.350) | (26) |
| Other receivables | 0 | 0 | 0 | 0 |
| Prepayments | 31.289 | 31.632 | (343) | (1) |
| TOTAL CURRENT ASSETS | 420.252 | 416.991 | 3.261 | 1 |
| | | | | |
| Fixed assets | 0 | 0 | 0 | 0 |
| Financial assets | 11.700 | 11.700 | 0 | 0 |
| TOTAL NON-CURRENT ASSETS | 11.700 | 11.700 | 0 | 0 |
| TOTAL ASSETS | 431.952 | 428.691 | 3.261 | 1 |
| EQUITY AND LIABILITIES | | | | |
| Retained earnings | 420.520 | 401.695 | 18.825 | 5 |
| Operating profit (loss) | 3.517 | 18.825 | (15.308) | (81) |
| MEMBER'S EQUITY | 424.037 | 420.520 | 3.517 | 1 |
| Accounts payable | 7.915 | 6.871 | 1.044 | 15 |
| Deferred income | 0 | 1,300 | (1.300) | (100) |
| LIABILITIES | 7.915 | 8.171 | 1.044 | 13 |
| TOTAL LIABILITIES & EQUITY | 431.952 | 428.691 | 3,261 | 1 |

ASSETS

Current assets

1. Cash

Includes cash on hand and current bank account balances.

2. Member fees receivable

Includes members with maximum two years of arrears (2018 and 2019) in the current financial year (detail in Appendix 2).

3. Prepayments

The Association owns the ICAR, Interbull and InterBeef logos. The depreciation of the cost is over 10 years. This is the total amount remains. In addition, there is a payment for an amount of 4.174 Euro for the new contract at HNK Utrecht for deposit and renting office in January 2020.

Long term assets

4. Fixed assets

Nil.

5. Financial assets

The amount of Euro 10.400 represents the share of capital in the business company "SERVICE-ICAR S.r.I." owned by the Association. The amount is unchanged since the creation of SERVICE-ICAR SrI in 2001.

In addition, there is the deposit with ExecutiveOffice for an amount of Euro 1.300 for the rent of one room.

EQUITIES AND LIABILITIES

Current liabilities

6. Accounts payable

Invoices related to QTR4 of 2019 business activities but to be paid in January 2020 (e.g. consultants and operational expenses).

7. Deferred income

Nil.

Reserves

Cash Position December 31st, 2019 = €425.672

Total reserves: 15,5 months (policy target of 9 months)

Liquid reserves: 15,5 months equivalent (policy target of 9 months)

Based on ICAR Annual Operating Costs as budgeted for 2019 of €330.000

Appendix 1

Follow-up budget by QTRs

| | Q1 Actuals March 2019 | Q1 Budget March 2019 | Diff. Vs. Budget Q1 | Q2 Actuals June 2019 | Q2 Budget June 2019 | Diff. Vs. Budget Q2 | Q3 Actuals Sept. 2019 | Q3 Budget Sept. 2019 | Diff. Vs. Budget Q3 | Q4 Actuals Dec. 2019 | Year-end Budget 2019 | Diff. Vs. Budget 2019 |
|--|--------------------------|-------------------------|------------------------|-------------------------|------------------------|------------------------|--------------------------|-------------------------|------------------------|-------------------------|-------------------------|--------------------------|
| REVENUES | | | | | | | | | | | | |
| Member fees | 57.982 | 75.000 | (17.018) | 153.000 | 161.440 | (8.440) | 215.445 | 242.155 | (26.710) | 320.725 | 322.875 | (2.150) |
| Special projects | 0 | 0 | 0 | 0 | 0 | 0 | 15.502 | 10.000 | 5.502 | 17.052 | 10.000 | , , |
| TOTAL REVENUES | 57.982 | 75.000 | (17.018) | 153.000 | 161.440 | (8.440) | 230.947 | 252.155 | (21.208) | 337.777 | 332.875 | 4.902 |
| EXPENSES | | | | | | | | | | | | |
| Employees and related expenses | 50.143 | 50.000 | 143 | 93.734 | 100.000 | (6.266) | 143.876 | 150.000 | (6.124) | 172.540 | 200.000 | (27.460) |
| Travel | 3.167 | 7.000 | (3.833) | 12.585 | 20.000 | (7.415) | 15.930 | 30.000 | (14.070) | 28.050 | 35.000 | (6.950) |
| Office costs | 3.803 | 3.000 | 803 | 9.392 | 6.000 | 3.392 | 14.993 | 10.000 | 4.993 | 19.891 | 15.000 | 4.891 |
| Administrative services (accounting, legal, audit, bank) | 8.925 | 2.000 | 6.925 | 30.991 | 10.000 | 20.991 | 35.897 | 20.000 | 15.897 | 41.436 | 30.000 | 11.436 |
| Special project expenses | 133 | 12.500 | (12.367) | 10.044 | 25.000 | (14.956) | 18.792 | 37.500 | (18.708) | 58.242 | 50.000 | 8.242 |
| TOTAL OPERATING COSTS | 66.171 | 74.500 | (8.329) | 156.746 | 161.000 | (4.254) | 229.488 | 247.500 | (18.012) | 320.159 | 330.000 | (9.841) |
| OPERATING PROFIT / (LOSS) | | | | | | | | | | | | |
| Bad debt for cancel members | | | | | | | | | | (14.100) | | (14.100) |
| NET PROFIT / (LOSS) | (8.189) | 500 | (8.689) | (3.746) | 440 | (4.186) | 1.459 | 4.655 | (3.196) | 3.518 | 2.875 | (8.248) |
| | | | | | | | | | | | | |

Appendix 2

Outstanding fees 2018 and 2019

| | 2019 | 2018 |
|-----------------|--------|-------|
| SNIG, Uruguay | 1.000 | |
| WBF Guernsey | 1.500 | |
| AIA, Italy | 10.000 | |
| ACHA, Argentina | 4.400 | 4.400 |

TOTAL FEES RECEIVABLE for 2018 and 2019: 21.300 Euro

Membership cancelled in December 2019

| | 2017 | 2018 |
|---------------------------|-------|-------|
| Res.Institute, Russia | | 1.450 |
| EMBRAPA, Brazil | 1.650 | 1.650 |
| Ministry Agric., Portugal | 5.250 | 4.100 |
| TOTAL | 6.900 | 7.200 |

TOTAL FEES TO BE CANCELLED: 14.100 Euro