

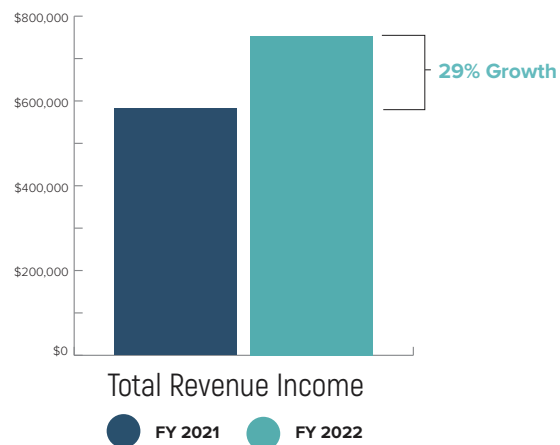


Your Impact

The financial year of 2022 has been one of significant growth for Give Freedom, with an impressive **29 per cent increase** in overall revenue. It is an extraordinary achievement, one very few organisations accomplish in their start-up phase, and we cannot thank you all enough for your support in helping us achieve this.

The rise can be attributed to the formal establishment of the Give Freedom Foundation, which saw our operational income increase from \$259,544 in 2021 to \$423,452 in the 2022 financial year.

As we adapt our funding model in line with our updated strategic direction, the result is a distinctly different dataset to the one we reported last year. Our program expenses for The Pokhara Project are lower and our operational income has more than doubled—as per our strategic direction to maximise our impact to support our field partner.



Never in our wildest dreams did we think we would achieve this level of growth in such a short time period. It is phenomenal.

Kath Kable, Managing Director





Program Expenditure

While we continue to support our Field Partner with emergency needs in the field, our priority and sights are on fully funding The Pokhara Project, which will increase 3 Angels Nepal's long-term capacity and sustainability.

Now plans have been drawn up, we have entered into the fundraising phase for The Pokhara Project. To maximise the impact of your giving we will wait for the project to be fully funded before construction begins. This is the most efficient, and cost effective process, and until then, program funds will be held with financial stewardship and transparency.

This approach is reflected in the program expenditure this year—\$45,289 versus the \$283,957 expended during the financial year 2021.

The majority of our program expenditure, \$43,969, went towards disaster relief and other emergency support. We are grateful our financial positioning enabled us to assist 3 Angels Nepal as the fallout from the COVID-19 pandemic continues to be felt.

Program funds were released during the last financial year, and the distribution of these in the form of emergency supplies, food and medical packs occurred during the 2022 financial year (as reported on page 24). Our emergency support has also kept more children at school with the purchase of a brand-new bus (see more on this on page 38).



Income

| ITEM | FY 2022 | FY 2021 |
|-----------------------------|------------------|------------------|
| Program Donations | \$329,776 | \$322,683 |
| Total Program Income | \$329,776 | \$322,683 |

Expenditure

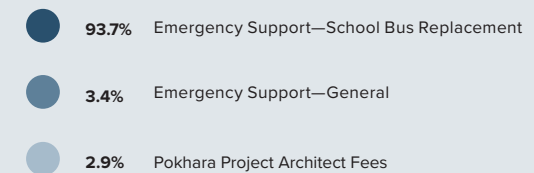
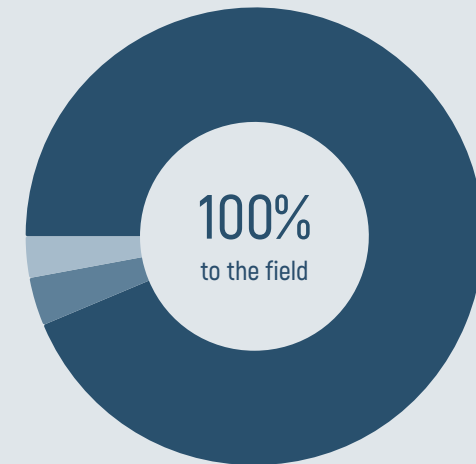
| ITEM | FY 2022 | FY 2021 |
|----------------------------------|----------------|------------------|
| The Pokhara Project | | |
| Architect Fees | \$1,320 | \$159,482 |
| Foundational Infrastructure | | \$11,578 |
| The Pokhara Project Total | \$1,320 | \$171,060 |

Disaster Relief and Other Emergency Support

| | | |
|--|-----------------|------------------|
| COVID-19 Relief | | \$105,568 |
| Emergency Support—General | \$1,545 | \$7,329 |
| Emergency Support—School Bus Replacement | \$42,424 | |
| Disaster Relief and Other Emergency Support Total | \$43,969 | \$112,897 |

| | | |
|--------------------------------------|------------------|------------------|
| Total Program Expenses | \$45,289 | \$283,957 |
| Program Funding Profit/(Loss) | \$284,487 | \$38,726 |

Program Expenditure Summary 2022





Operational Expenditure

There have been many changes behind the scenes at Give Freedom as we invest in an infrastructure aimed at growing the organisation's reach. Our biggest investment in this space is personnel. The recruitment of experienced professionals with not-for-profit experience will enable us to attract more investment, which in turn allows us to multiply our impact as we see each dollar donated more than doubling in economic return. All this combined gets us closer to our goal of fully funding The Pokhara Project.

Other figures cover the general business running costs associated with Give Freedom, including but not limited to the creation of marketing materials, the implementation and use of fundraising software and our website hosting fees.

What isn't covered in these figures are the donated goods and services given to Give Freedom by our supporters—and we would like to thank everyone who has helped us along the way. These gifts of time, expertise and space are invaluable and enable us to keep our operational expenditure down. Over the years they may fluctuate but for now please take a look at page 47 for more information on our donated goods and services.

Income

| ITEM | FY 2022 | FY 2021 |
|-----------------------------------|------------------|------------------|
| Give Freedom Foundation Donations | \$423,452 | \$259,544 |
| Total Operational Income: | \$423,452 | \$259,544 |

Expenditure

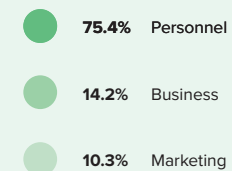
| ITEM | FY 2022 | FY 2021 |
|--|-----------------|----------------|
| Business | | |
| <i>Accounting fees</i> | \$7,497 | |
| <i>Auditor's fees</i> | \$1,900 | \$1,700 |
| <i>Bank fees (donation processing)</i> | \$2,913 | \$3,182 |
| <i>Business name registration</i> | | \$87 |
| <i>CRM—Raiser's Edge NXT</i> | \$14,710 | |
| <i>Computers</i> | | \$1,490 |
| <i>Office supplies</i> | \$5 | |
| <i>Insurance</i> | \$1,973 | \$1,665 |
| <i>Recruitment</i> | \$140 | |
| <i>Software</i> | \$582 | |
| <i>Staff amenities</i> | \$95 | |
| <i>Trademarking</i> | \$3,400 | |
| <i>Website hosting</i> | \$425 | |
| Business Total | \$33,640 | \$8,124 |



Expenditure

| ITEM | FY 2022 | FY 2021 |
|--------------------------------------|------------------|------------------|
| Marketing | | |
| <i>Advertising and marketing</i> | \$8,468 | \$14,601 |
| <i>Amortisation—website</i> | \$1,487 | \$1,487 |
| <i>Printing</i> | \$4,414 | |
| <i>Media production</i> | \$6,983 | \$6,686 |
| <i>Website development</i> | \$3,054 | \$13,733 |
| Marketing Total | \$24,406 | \$36,507 |
| Personnel | | |
| <i>Personnel</i> | \$178,069 | \$65,280 |
| Personnel Total | \$178,069 | \$65,280 |
| Total Operational Expenditure | \$236,115 | \$109,911 |
| Program Funding Profit/(Loss) | \$187,337 | \$149,633 |

Operational Expenditure Summary 2022







Donated Goods and Services



Volunteers

A number of key positions at Give Freedom are filled by unpaid volunteers, who give their time and expertise for free. These include our CEO, Partnerships Director and Finance team.



Discounted Services

We have received first class legal support at a significantly reduced rate, as well as successfully applying for not-for-profit discounts on the software we use. On top of this, Give Freedom receives a significant monthly advertising grant from Google which we use to build our brand awareness.



Office Space

Most of our staff work remotely, however we have the use of an official office in Newcastle. This has been donated, meaning there is no rent or overheads for Give Freedom.



Personnel

Our business model is structured so all core personnel are contractors, rather than employees. Financially speaking, this means there are no overheads for Give Freedom and staff costs are significantly lower. For personnel, it offers great flexibility in their work / life balance, a freedom we hold highly in our core values.