



Committed people creating  
future proof supply chains



# Abridged Report 2013

*16 April 2014*

# Table of contents

<b>1. Management Board Report .....</b>	<b>3</b>
1.1 Introduction .....	3
1.2 Mission and Vision .....	4
1.3 Composition of the Management Board.....	5
1.4 Summary of the reporting year .....	5
1.5 Financial.....	7
1.6 Outlook for 2014 .....	9
<b>2. Report of the Supervisory Board .....</b>	<b>11</b>
2.1 Composition.....	11
2.2 Supervisory role .....	11
<b>3. Financial statements 2013 .....</b>	<b>12</b>
3.1 Balance sheet (after appropriation of result).....	12
3.2 Income and expenditure statement .....	14
3.3 Appropriation of result 2013 .....	15
<b>4.0. Independent Auditors' report.....</b>	<b>16</b>





# 1. Management Board Report

## 1.1 Introduction

The past year has been a transition year for FairMatch Support. The number of programs has grown so fast in the past couple of years that the organisation had to re-organize in order to be ready for the next growth opportunities.

Next to continuing growth in number of clients, projects and implementing countries this was the major issue for the organisation 2013 that will be finalized in the course of 2014.

The core products of the organisation did not change over the years, but the funding did change. Whereas FairMatch Support started to create access to markets for farmers in the early years with funding from the public sector, nowadays more and more companies are interested to get connected to the sources of their products.

In 2013 the implementation of a new internal administration and project management system started in order to be able to manage projects in a more efficient and effective way. In the first half of 2014 the implementation will be completed.

In fact FairMatch Support is more than just an organisation in Holland, but becoming more and more a network of comparable organisations that work in the similar way and with shared approaches and codes. Currently the network consists of 10 network partners in Europe, Africa, Central Asia and Latin America.

The relation with the various partners intensified again in 2013. Discussions were held with key partners to start working under the same brand. This will materialize in a first franchise agreement in West Africa in the course of 2014.

In order to safeguard the ANBI status, consultations took place with the tax department how to structure this accordingly. Next to the foundation an Ltd for company assignments will start in order to separate the public from the private assignments.

Next to this, adjustments started in the management structure with next to the financial manager the recruitment of a new account manager for lead accounts to let grow the current portfolio.

The PR of FairMatch Support had some highlights, like a promotion film, a booklet and the start of a makeover of the website. In quite some occasions FairMatch Support got attention in the media and at fora like the In Cosmetics fair in Paris and the annual ACA conference in Accra.

All in all major changes that started in 2013 and will be finalized in the course of 2014. All this took place in a continuing interest for the work of Fair Match Support. Next to existing clients like Intersnack, OLVEA, TDG, GIZ, DFID and many others, new ones joined like OLAM and Albert Heijn.

In fact currently FairMatch Support has a wide range of clients from the private sector in Europe and local clients like Anatrans, ENP, Condor, Tahuamanu, Vega Plus, Gebana and others. On the public site the range of funding agencies has expanded again: IDH, GIZ (directly and indirectly funded by Gates Foundation), FRICH, Welt Hunger Hilfe, ICCO, HIVOS, CORDAID, Woord & Daad,

