

**International Archery Federation
Lausanne**

**Report of the Auditors
to the Congress and to the Council
on the Financial Statements 2010**

21 March 2011/55017886/11/WRW/bdy

Report of the auditors
to the Congress and to the Council of the
International Archery Federation
Lausanne

As auditor, we have audited the accompanying financial statements of the International Archery Federation, which comprise the balance sheet, statement of income and expenditure and notes, for the year ended 31 December 2010.

Executive Committee's Responsibility

The Executive Committee is responsible for the preparation of the financial statements in accordance with the requirements of Swiss law and the Federation's articles of incorporation. This responsibility includes designing, implementing and maintaining an internal control system relevant to the preparation of financial statements that are free from material misstatement, whether due to fraud or error. The Executive Committee is further responsible for selecting and applying appropriate accounting policies and making accounting estimates that are reasonable in the circumstances.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Swiss Auditing Standards. Those standards require that we plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers the internal control system relevant to the entity's preparation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control system. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of accounting estimates made, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements for the year ended 31 December 2010 comply with Swiss law and the Federation's articles of incorporation.

PricewaterhouseCoopers SA



William M. Wright
Audit expert
Auditor in charge



Didier Bridy
Audit expert

Lausanne, 21 March 2011

Enclosures:

- Balance sheet (Swiss Francs and US Dollars)
- Statement of income and expenditure (Swiss Francs and US Dollars)
- Notes to the financial statements



Balance sheet at December 31
(in Swiss Francs with convenience
translation into US Dollars)

	Notes	CHF		USD	
		2010	2009	2010 exchange rate 0.9320	2009 exchange rate 1.0337
Assets					
Current assets					
Cash and cash equivalents		1'053'516	2'095'383	1'130'382	2'027'070
Marketable securities		3'255'357	3'592'394	3'492'872	3'475'277
Accounts receivable	2	136'361	161'442	146'310	156'178
Other receivables		0	53'097	0	51'366
Transitory assets		33'798	32'282	36'264	31'230
Total current assets		4'479'033	5'934'597	4'805'829	5'741'121
Fixed assets					
Tangible fixed assets, net:					
Administrative building		1'615'473	1'615'473	1'733'341	1'562'807
Office furniture and equipment		4'131	27'565	4'432	26'666
Vehicle		0	5'823	0	5'633
Computer equipment		10'121	29'407	10'860	28'449
Event equipment		61'573	117'192	66'065	113'372
Total fixed assets		1'691'299	1'795'461	1'814'698	1'736'926
TOTAL ASSETS		6'170'332	7'730'058	6'620'527	7'478'048
Liabilities and funds					
Current liabilities					
Accounts payable		36'294	42'441	38'942	41'058
Other payables		0	20'897	0	20'216
Accruals		33'264	15'000	35'691	14'511
Membership fees 2011 and 2010		56'989	57'583	61'147	55'706
Deferred income		247'800	0	265'880	0
Total current liabilities		374'347	135'921	401'660	131'490
Non-current liabilities					
Mortgage loan		1'183'000	1'209'000	1'269'313	1'169'585
Total non-current liabilities		1'183'000	1'209'000	1'269'313	1'169'585
Funds					
Unrestricted funds, as per statement attached		4'612'985	6'385'137	4'949'554	6'176'973
TOTAL LIABILITES AND FUNDS		6'170'332	7'730'058	6'620'527	7'478'048



**Statement of income and expenditure for the year ended December 31
(in Swiss Francs with convenience
translation into US Dollars)**

	Notes	CHF		USD	
		2010	2009	2010 exchange rate 0.9320	2009 exchange rate 1.0337
Income					
Operating Income:					
Various Income & Fees	3	179'591	191'077	192'694	184'848
		179'591	191'077	192'694	184'848
Olympics Revenue	4	277'897	166'092	298'173	160'678
Commercial Revenue	5	1'380'221	1'525'576	1'480'924	1'475'840
Financial Income	6	188'651	124'787	202'415	120'718
Total Income		2'026'361	2'007'532	2'174'207	1'942'084
Expenses					
Administration Expenses:					
Salaries & Social Charges		-1'115'270	-1'126'538	-1'196'642	-1'089'812
Staff Expenses		-31'756	-27'566	-34'073	-26'668
Office Administration	7	-212'454	-330'471	-227'955	-319'697
Office Projects & Activities	8	-27'986	-36'660	-30'027	-35'465
Accounting & Legal fees	9	-18'414	-19'760	-19'758	-19'116
Depreciation	10	-130'570	-180'589	-140'096	-174'702
		-1'536'450	-1'721'584	-1'648'552	-1'665'458
Operating Expenses:					
Communications/Marketing/Sponsorship	11	-135'263	-123'715	-145'132	-119'681
Consulting (Fees, Think-Tank/Event Bidding)		-54'976	-39'099	-58'987	-37'825
Audiovisual Production	12	-70'288	-80'907	-75'416	-78'269
Congress Expenses		0	-73'648	0	-71'247
Council & Executive Expenses	13	-79'541	-112'419	-85'345	-108'754
Committee Expenses	14	-104'692	-104'347	-112'330	-100'945
Continental Confederations	15	-156'738	-177'414	-168'174	-171'630
Development Programs	16	-104'592	-101'697	-112'223	-98'382
Olympic Solidarity	17	-52'763	-29'347	-56'613	-28'390
Youth Olympic Games		-100'746	0	-108'096	0
Paralympic Games		0	-19'857	0	-19'209
World Championships Costs	18	-134'375	-294'530	-144'179	-284'928
Other Games, Bids & Future Events		-50'209	-32'057	-53'873	-31'012
World Cups	19	-1'042'945	-893'684	-1'119'040	-864'548
Extraordinary Expenses		-8'635	-1'110	-9'265	-1'074
Loss on Debtors		-128	-176'166	-137	-170'422
		-2'095'891	-2'259'995	-2'248'810	-2'186'317
Financial Expenses:					
Bank/Credit Card Charges		-6'246	-2'876	-6'702	-2'782
Mortgage Interest		-36'075	-36'855	-38'707	-35'653
Financial Expenses	20	-28'285	-309'921	-30'349	-299'817
Exchange Rate Differences		-95'565	280'637	-102'538	271'488
		-166'172	-69'015	-178'296	-66'765
Total Expenses		-3'798'513	-4'050'595	-4'075'657	-3'918'540
excess of income (+) / expenses (-) over income for the year		-1'772'152	-2'043'063	-1'901'451	-1'976'456
Unrestricted funds at beginning of the year		6'385'137	8'428'200	6'176'973	7'919'008
Exchange translation		0	0	674'032	234'422
Unrestricted funds at end of the year		4'612'985	6'385'137	4'949'554	6'176'973



Notes to the financial statements 2010

1. Summary of significant accounting policies

1.1 Basis of accounting

FITA uses the accruals basis of accounting in preparing the financial statements.

1.2 Accounting for foreign currencies

The accounting records of FITA are kept in Swiss Francs and, accordingly, the financial statements have been presented in Swiss Francs. US Dollars amounts presented in these financial statements are included solely for convenience.

Assets and liabilities denominated in currencies other than Swiss Francs are recorded in the Swiss Francs balance sheet based on exchange rates ruling at the year-end. Transactions denominated in other than Swiss Francs are recorded in the Swiss Francs statement of income and expenditure either at monthly average rates or at the date of transaction; all exchange losses and realised exchange gains are recognised as financial income or expense.

For the presentation of the financial statements in US Dollars, a year-end exchange rate has been used for both the balance sheet and the statement of income and expenditure.

1.3 Administrative building

FITA bought its administrative building in 2006 for a gross amount of CHF 1.8mio. Depreciation was calculated at the rate of 3% per annum on the net book value until December 31, 2009. As from January 1, 2010 the accounting policy has been changed; depreciation is no longer calculated on the FITA administrative building. An annual assessment is made as to whether the current estimated value of the administrative building is less than the net book value; should this estimated value be lower than the net book value, an impairment charge against the carrying value will be recorded.

FITA took out a mortgage of CHF 1.3mio to finance this purchase.

1.4 Marketable securities

FITA values its marketable securities at year-end market value. Gains or losses arising from the revaluation of marketable securities are taken to the statement of income and expenditure.

Notes to the financial statements 2010

	December 31, 2010	December 31, 2009	December 31, 2010 exchange rate 0.9320	December 31, 2009 exchange rate 1.0337
2. Accounts receivable				
Associate Members	27'494	28'427	29'500	27'500
(net of provision USD -; 2009: USD -)				
Members Associations	45'238	95'777	48'539	92'655
(net of provision USD -; 2009: USD 1'270)				
Other Debtors	37'916	22'935	40'683	22'187
(net of provision USD -; 2009: CHF 9'039.39 + USD 160'000 + EUR 26)				
Other Debtors MasterCard	-30	0	-32	0
Bad Debts	-496	0	-532	0
Development Fund Partner	4'660	0	5'000	0
Olympic Solidarity	21'579	14'303	23'153	13'836
	<u>136'361</u>	<u>161'442</u>	<u>146'310</u>	<u>156'178</u>
3. Various Income & Fees				
FITA Performance award	0	42	0	40
FITA Registered Tournaments	32'808	32'520	35'202	31'460
Tournaments Penalties	5'956	176	6'391	170
Capitation fee - Para Archery	0	16'282	0	15'751
Merchandising	13'925	0	14'942	0
Badges, Flags, Pin's & Others	86	13'495	93	13'055
Publications, Target, Arrow	709	5'622	761	5'439
Association Members Fees	58'144	60'213	62'386	58'250
Associate Members Fees	31'391	32'169	33'681	31'121
Rebilling Antidoping tests	79	278	85	269
Coaches Seminar registration fee	0	8'286	0	8'016
Income Video/DVD	0	5'186	0	5'017
Sundry, Income, Postage, etc	0	422	0	408
Sundry, Income, Postage EUR	7	0	8	0
Development Partner fees	18'433	7'025	19'778	6'796
Office renting	8'350	6'363	8'959	6'155
Extraordinary income	9'702	2'999	10'409	2'901
	<u>179'591</u>	<u>191'077</u>	<u>192'694</u>	<u>184'848</u>
4. Olympics revenue				
Various Incomes (ONOC, etc)	32'294	58'973	34'650	57'051
IOC Income	123'765	0	132'795	0
Other Olympic Income	0	3'241	0	3'135
Olympic Solidarity	52'967	28'111	56'832	27'195
Grant IOC/Olympic Solidarity IF	64'392	69'564	69'090	67'296
Olympic Solidarity Course Revenue	4'480	6'203	4'806	6'001
	<u>277'897</u>	<u>166'092</u>	<u>298'173</u>	<u>160'678</u>



Notes to the financial statements 2010

	CHF		USD	
	December 31, 2010	December 31, 2009	December 31, 2010	December 31, 2009
			exchange rate 0.9320	exchange rate 1.0337
5. Commercial Revenue				
Licences - Royalties	29'504	35'674	31'657	34'511
Sponsors (incl. VIK)	1'218'634	1'268'120	1'307'548	1'226'778
Internet Revenue	2'365	1'714	2'537	1'658
TV Revenue	37'011	50'218	39'711	48'581
Bid Cities	92'707	169'850	99'471	164'313
	<u>1'380'221</u>	<u>1'525'576</u>	<u>1'480'924</u>	<u>1'475'840</u>
6. Financial Income				
Interests on creditors	52'585	30'621	56'422	29'623
Profits on Investments	136'066	94'166	145'994	91'096
	<u>188'651</u>	<u>124'787</u>	<u>202'415</u>	<u>120'718</u>
7. Office Administration				
Building Service costs	-39'610	-38'003	-42'500	-36'764
Office Supply, Maintenance & Cleaning	-19'185	-14'778	-20'585	-14'296
Phone & Fax	-24'281	-24'639	-26'052	-23'835
Electricity	-5'904	-4'759	-6'334	-4'604
Postage	-5'554	-5'833	-5'959	-5'643
Lease Payments	-11'807	-24'074	-12'668	-23'290
Computing Costs & Internet costs	-72'245	-88'093	-77'516	-85'221
Insurances	-30'722	-18'745	-32'963	-18'134
Meeting Expenses	-1'138	-804	-1'221	-777
Freight & Customs	-2'010	-1'618	-2'157	-1'565
Istanbul Office	0	-109'126	0	-105'568
	<u>-212'454</u>	<u>-330'471</u>	<u>-227'955</u>	<u>-319'697</u>
8. Office Projects & Activities				
Anti-Doping Management	-27'986	-36'660	-30'027	-35'465
	<u>-27'986</u>	<u>-36'660</u>	<u>-30'027</u>	<u>-35'465</u>
9. Accounting & Legal Fees				
Accounting & Audit Fees	-18'414	-19'760	-19'758	-19'116
	<u>-18'414</u>	<u>-19'760</u>	<u>-19'758</u>	<u>-19'116</u>



Notes to the financial statements 2010

	CHF		USD	
	December 31, 2010	December 31, 2009	December 31, 2010	December 31, 2009
			exchange rate 0.9320	exchange rate 1.0337
10. Depreciation				
Office Furniture & Equipment depreciation	-23'434	-23'695	-25'144	-22'923
Computer Equipment depreciation	-19'286	-23'572	-20'693	-22'804
Event Equipment depreciation	-82'026	-79'478	-88'011	-76'887
Administrative building depreciation	0	-49'963	0	-48'334
Vehicle depreciation	-5'824	-3'881	-6'249	-3'754
	<u>-130'570</u>	<u>-180'589</u>	<u>-140'096</u>	<u>-174'702</u>
11. Communications/Marketing/Sponsorship				
Subscription to associations	-5'704	-6'201	-6'120	-5'999
Performance Awards & Medals	0	-1'715	0	-1'659
Publications, Target, Arrow, Advertising	-50'659	-38'221	-54'356	-36'974
Merchandising/Flags, Pin's, Ties & Others	-11'240	-32'468	-12'060	-31'409
Sponsorship costs	-43'100	-9'414	-46'244	-9'107
Public Relations	-23'876	-11'566	-25'618	-11'189
Graphic Design	-684	-7'477	-734	-7'233
FITA cost local solution	0	-14'847	0	-14'363
Rental Delessmetal	0	-1'808	0	-1'749
	<u>-135'263</u>	<u>-123'715</u>	<u>-145'132</u>	<u>-119'681</u>
12. Audiovisual Production				
TV Production	-24'802	-11'309	-26'611	-10'941
Expenses Internet - Development	-24'000	-25'680	-25'751	-24'843
TV Consulting	-21'486	-24'878	-23'054	-24'067
Olympic Film	0	-19'040	0	-18'419
	<u>-70'288</u>	<u>-80'907</u>	<u>-75'416</u>	<u>-78'269</u>
13. Council & Executive Expenses				
Council	-19'189	-62'475	-20'589	-60'439
Executive	-60'352	-49'943	-64'756	-48'315
	<u>-79'541</u>	<u>-112'419</u>	<u>-85'345</u>	<u>-108'754</u>



Notes to the financial statements 2010

	CHF		USD	
	December 31, 2010	December 31, 2009	December 31, 2010	December 31, 2009
			exchange rate 0.9320	exchange rate 1.0337
14. Committee Expenses				
<i>Committee</i>				
Finance & Audit Committee	-6'043	-6'259	-6'484	-6'055
Const. & Rules Committee	-238	-11'956	-255	-11'566
Target Archery Committee	-7'275	-2'137	-7'806	-2'068
Field Committee	-305	0	-327	0
Judges Committee & Conference & Uniforms	-40'516	-22'569	-43'472	-21'833
Medical Committee	-24'302	-11'643	-26'075	-11'263
Coaches Committee & Coaching Manual/Video	-3'755	-24'946	-4'029	-24'132
ParaArchery	-19'552	-24'194	-20'979	-23'405
	<u>-101'986</u>	<u>-103'703</u>	<u>-109'427</u>	<u>-100'322</u>
<i>Ad Hoc Committees & Coordinators</i>				
IMAP	-2'706	0	-2'903	0
Women in FITA	0	-643	0	-622
	<u>-2'706</u>	<u>-643</u>	<u>-2'903</u>	<u>-622</u>
	<u>-104'692</u>	<u>-104'347</u>	<u>-112'330</u>	<u>-100'945</u>
15. Continental Confederations				
DP OAC incl. MA's fees	-21'843	-53'880	-23'436	-52'123
DP FAA incl. MA's fees	-44'242	-38'543	-47'470	-37'287
DP COPARCO incl. MA's fees	-27'436	-28'927	-29'438	-27'984
DP AAF incl. MA's fees	-19'743	-15'222	-21'183	-14'726
DP EMAU incl. MA's fees	-43'474	-40'842	-46'646	-39'511
	<u>-156'738</u>	<u>-177'414</u>	<u>-168'174</u>	<u>-171'630</u>



Notes to the financial statements 2010

	CHF		USD	
	December 31, 2010	December 31, 2009	December 31, 2010	December 31, 2009
			exchange rate	exchange rate
			0.9320	1.0337
16. Development Programs				
Equipment	-11'641	-7'695	-12'490	-7'444
Development Middle East Center	-82'115	-93'581	-88'107	-90'530
Development Programs	-10'835	-421	-11'626	-408
	<u>-104'592</u>	<u>-101'697</u>	<u>-112'223</u>	<u>-98'382</u>
17. Olympic Solidarity				
Olympic Solidarity	-52'763	-29'347	-56'613	-28'390
	<u>-52'763</u>	<u>-29'347</u>	<u>-56'613</u>	<u>-28'390</u>
18. World Championships Costs				
WAFC - Visegrad 2010, HUN	-100'732	0	-108'082	0
WJOC - Ogden 2009, USA	0	-99'487	0	-96'243
WIC - Rzeszow 2009, POL	0	-20'334	0	-19'672
WOC - Ulsan 2009, KOR	0	-170'915	0	-165'343
3D WC - Latina 2009, ITA	0	-2'177	0	-2'106
Organisers Seminar & Workshop	-33'643	-1'617	-36'097	-1'564
	<u>-134'375</u>	<u>-294'530</u>	<u>-144'179</u>	<u>-284'928</u>
19. World Cups				
World Cup Travel & Accommodation	-182'665	-180'102	-195'992	-174'230
World Cup Marketing & Media	-13'917	-26'529	-14'933	-25'665
World Cup Anti-Doping	-2'802	0	-3'006	0
World Cup Various	-87'667	-27'948	-94'063	-27'037
World Cup Prize Money	-221'223	-205'520	-237'364	-198'820
World Cup Results/Timing	-48'530	-28'668	-52'071	-27'734
World Cup TD & Judges Costs	-23'203	-6'111	-24'896	-5'912
World Cup TV Production	-330'492	-294'847	-354'605	-285'235
World Cup Transportation & Logistics	-127'011	-117'299	-136'278	-113'475
World Cup repayment Penalty Fees	-5'434	-6'659	-5'830	-6'442
	<u>-1'042'945</u>	<u>-893'684</u>	<u>-1'119'040</u>	<u>-864'548</u>
20. Financial Expenses				
Interest and Charges	-28'285	-48'929	-30'349	-47'334
Loss on Shares	0	-260'992	0	-252'483
	<u>-28'285</u>	<u>-309'921</u>	<u>-30'349</u>	<u>-299'817</u>