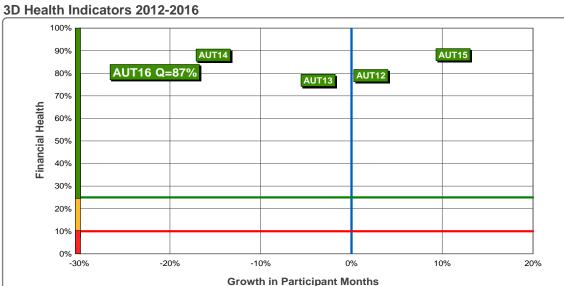
Updated Snapshot: Austria (AUT)





KPIs Growth Yr Finances Quality 87% 88% 89% 15 +9% 88% 91% 14 -18% 13 -6% 77% 12

NPPR Status Yr Phase 16 No phase 15 No phase 14 No phase 13 No phase 12 No phase

Sending (Pax Mos) 2012-2016 1500 1000 500 2012 2013 2014 2015 2016 Long-term school-based Sentio Short-term Miscellaneous 2012 2013 2015 2016 2014 Long-term school-based 1,884 1,403 1,454 1,049 Sentio programs Started in 2014 40 29 39

3

1,947

2

0

1,445

1,757

2

1,485

0

0

1.088

Hostii	Hosting (Pax Mos) 2012-2016										
2000											
1500											
1000											
500											
0											
	2012		2013	2014	201	5	2016				
■Lor	ng-term school-	-based	Sentio Short-term		rt-term						
			2012	2013	2014	2015	2016				
Long-te	ong-term school-based		1,284	1,279	1,057	1,238	888				
Sei	Sentio programs		Started	in 2014	0	0	0				
Short-term (non-Sentio)		0	0	0	0	0					
Miscellaneous (all others)			0	0	0	0	10				
	Total			1,279	1,057	1,238	898				

Quality Assessment 2014-2016

Short-term (non-Sentio)

Miscellaneous (all others)

Total

		Hostin	g CSE			Sendir	ng CSE			Overall	Bonus/	Final
Quality	host fam	school	other stu	other nat fam	stu	nat fams	other host fams	other schools	PSE	Eval Score	Penalty	Quality Score
2016 Network Total	78%	85%	94%	92%	94%	92%	78%	85%	92%	88%	-1%	87%
2016 (CSE16, PSE16-15)	76%	93%	93%	94%	97%	97%	83%	86%	94%	90%	-3%	87%
2015 (CSE15, PSE15-14)	72%	97%	91%	85%	92%	92%	76%	86%	94%	87%	+2%	89%
2014 (CSE14, PSE14-13)	73%	97%	90%	91%	83%	88%	85%	96%	94%	89%	+2%	91%

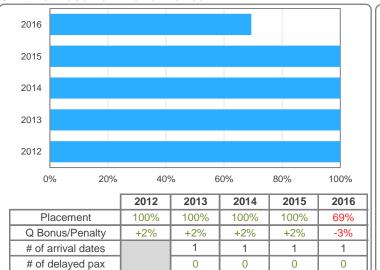
Key Financial Numbers in Effective USD 2013-2015

Finances	Annual Turnover	% of total	Total Expenses	% of total	Net Results	% of unr. net assets	Current Assets	% of expenses	Unr. Net Assets	% of expenses
2015 Network Total	183,453,070	100%	178,003,152	100%	5,449,918	8%	116,051,027	65%	70,545,137	40%
2015	2,119,552	1%	2,120,312	1%	-760	***	2,167,114	102%	1,706,959	81%
2014	2,338,639	1%	2,412,806	1%	-74,167	***	2,618,041	109%	2,129,795	88%
2013	2,565,708	1%	2,487,950	1%	77,758	4%	2,727,561	110%	2,191,213	88%

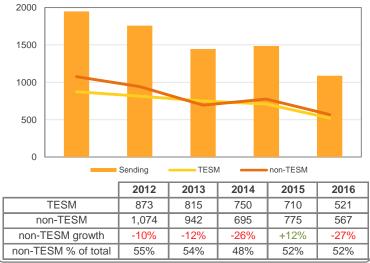
^{***}Unrestricted Net Assets is meaningless because these are negative

Updated Snapshot: Austria (AUT)

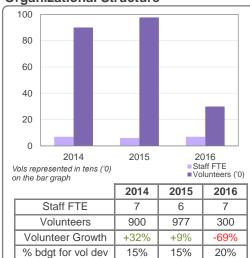
On-time Placement Performance



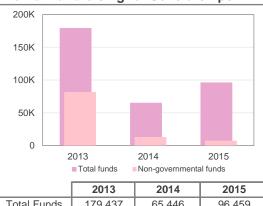
Country Diversification (Pax Mos Sending)



Organizational Structure

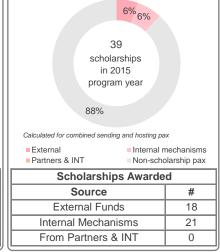


External Fundraising for Scholarships



	2013	2014	2015
Total Funds	179,437	65,446	96,459
Non-gov	81,747	13,137	7,545
% of total	% of total 46%		8%
Non-gov Fun	ds Growth	-84%	-43%

Scholarships Awarded (2015)



Education and ICL

Learning Program Participants (started and completed)							
Level	W	1 - 3	QT				
Staff & Vols	122	0	5				
% of Total	39.7%	0.0%	1.6%				

W = What Every AFSer Should Know About Intercultural Learning, 1 - 3 = LP levels 1, 2, and 3: QT = Qualified Trainers

AFS Market Share and Competitor Landscape

Estimated Market Share (Latest Year Available)						
Outbound	Inbound non-fee paying Inbound fee & non-fee					
N/A	N/A	N/A				

Non-fee paying = not paying tuition and hosted in volunteer host families n and often hosted in paid host famil

Orientations								
	PD	Α	PA	MS	PR	EOS	PoR	Other
Pax	•	•	•		•		•	
Host Fams	•							
Nat Fams	•		•		•			
Sch/CPOs								
Attendance: 0% (blank) 1-25% ₾ 26-50% Ū 51-75% ❶ 76-100% ❶								
PD = pre-departure, A = arrival, PA = post-arrival, MS = mid-stay, PR = pre-return,								

Educational System and Accreditation

Eut	Educational System and Accreditation						
Educational Designation & Credit Agreement							
		Designated as an Educational Entity					
		(Full) Credit Agreement					
		(Partial) Credit Agreement					
	4 48	147 11 1480					

Ties to

EOS = end-of-stay, PoR = post-return, Oth = other

o the World around AFS						
International Exposure and Collaboration with Others						
Joint project/new affiliation						
External forum or event						

	r ce paying = paying tallion and often nosted in pala nost farmines								
	Competitors								
1	Sending (sc programs)	Hosting (sc programs)							
	EF, Rotary, STS, YFU	Rotary, YFU, STS							
	Sending (18+ programs)	Hosting (18+ programs)							
	Erasmus+, Grenzenlos, Work&Travel, Don Bosco,EF	EF							

Market Environment

Volume numbers seem to decline in general for organizations because schools seem to be implementing class exchanges or similar substitutes within their own curriculum. There is also market fragmentation evident with emerging direct and substitute competitors.

Market Trends and Forecasts