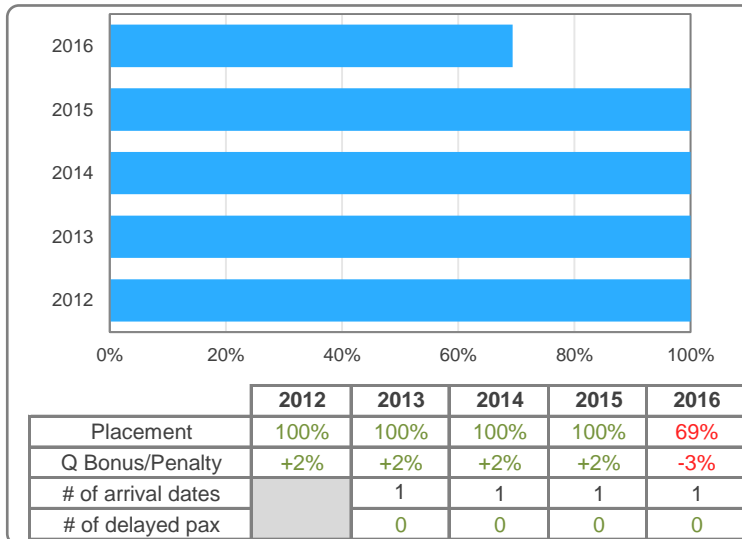


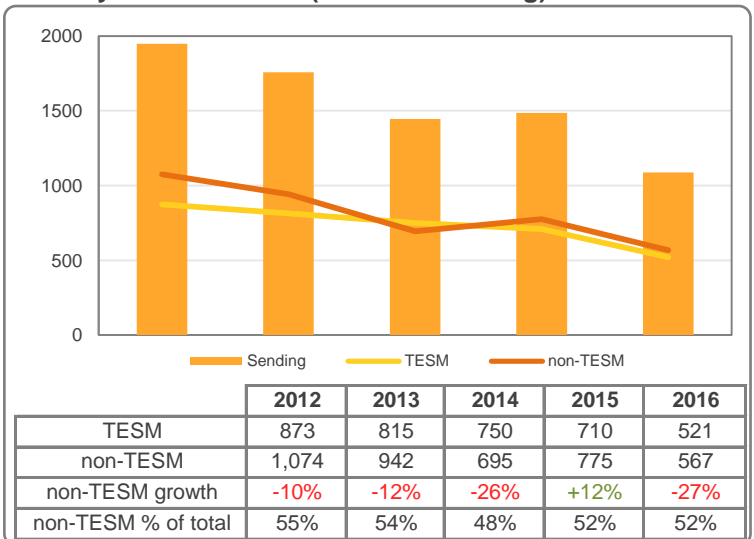
***Unrestricted Net Assets is meaningless because these are negative

Updated Snapshot: Austria (AUT)

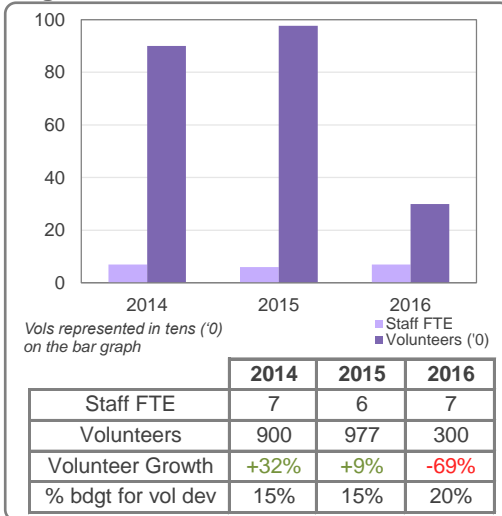
On-time Placement Performance



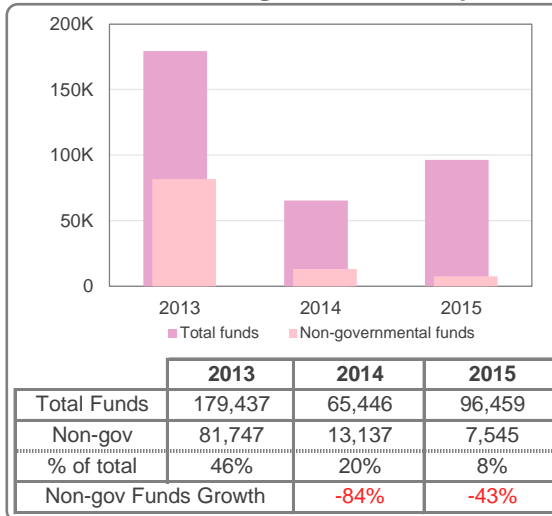
Country Diversification (Pax Mos Sending)



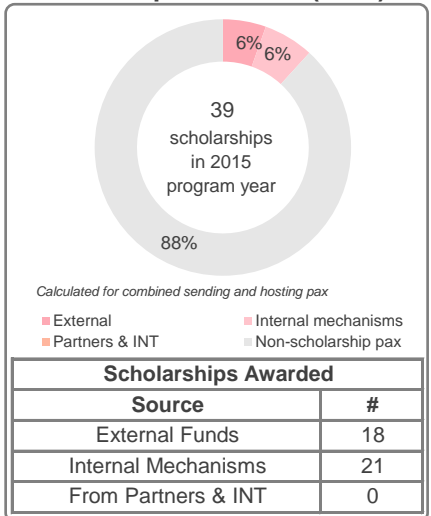
Organizational Structure



External Fundraising for Scholarships



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

Orientations								
	PD	A	PA	MS	PR	EOS	PoR	Other
Pax	●	●	●	●	●		●	
Host Fams	●							
Nat Fams	●		●		●			
Sch/CPOs								
Attendance:	0% (blank)	1-25% ●	26-50% ●	51-75% ●	76-100% ●			

PD = pre-departure, A = arrival, PA = post-arrival, MS = mid-stay, PR = pre-return, EOS = end-of-stay, PoR = post-return, Oth = other

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;
Fee paying = paying tuition and often hosted in paid host families

Competitors	
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

Educational System and Accreditation

Educational Designation & Credit Agreement	
■	Designated as an Educational Entity
■	(Full) Credit Agreement
□	(Partial) Credit Agreement

Ties to the World around AFS

International Exposure and Collaboration with Others	
■	Joint project/new affiliation
■	External forum or event

Market Environment

Market Trends and Forecasts
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.