Updated Snapshot: Bolivia (BOL)



3D Health Indicators 2012-2016 BOL16 Q=90% BOL15 BOL14 BOL13 BOL13

Growth in Participant Months

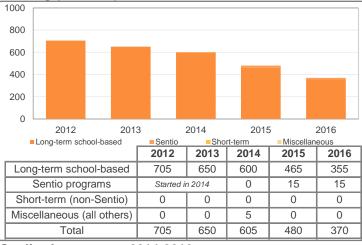
KPIs Yr Growth **Finances** Quality 90% 89% 15 88% 14 -9% 58% 13 +4% 53% 12

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

Sending (Pax Mos) 2012-2016

10%

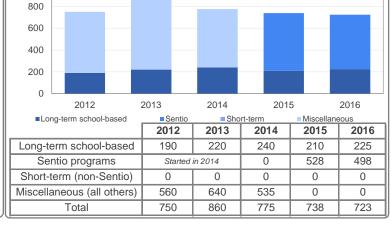
-20%



-10%

Hosting (Pax Mos) 2012-2016

10%



20%

Quality Assessment 2014-2016

		Hosting CSE			Sending 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)	99%	100%	89%	83%	100%	98%	59%	68%	94%	88%	+2%	90%
2015 (CSE15, PSE15-14)	98%	100%	96%	91%	98%	100%	62%	62%	100%	90%	-1%	89%
2014 (CSE14, PSE14-13)	96%	86%	95%	90%	98%	94%	78%	75%	100%	90%	-2%	88%

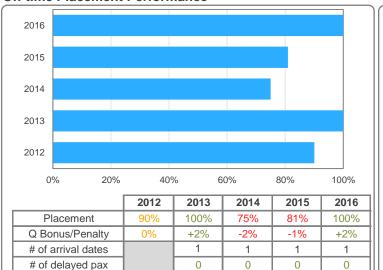
Key Financial Numbers in Effective USD 2013-2015

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	665,073	0%	664,783	0%	289	0%	571,533	86%	607,537	91%
2014	816,571	0%	816,571	0%	0	0%	734,416	90%	581,170	71%
2013	864,294	0%	864,020	0%	274	0%	750,188	87%	502,459	58%

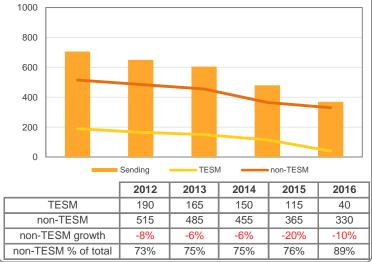
^{***}Unrestricted Net Assets is meaningless because these are negative

Updated Snapshot: Bolivia (BOL)

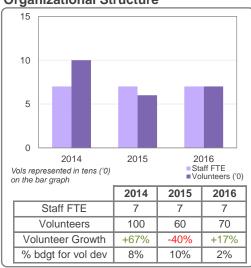
On-time Placement Performance



Country Diversification (Pax Mos Sending)



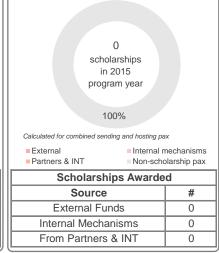
Organizational Structure



External Fundraising for Scholarships



Scholarships Awarded (2015)



Education and ICL

Learning Program Participants (started and completed)						
Level	W	1 - 3	QT			
Staff & Vols	56	0	2			
% of Total	72.7%	0.0%	2.6%			

= 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 I	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

			Orie	ntations	;			
	PD	Α	PA	MS	PR	EOS	PoR	Other
Pax	•	•	•	•			•	
Host Fams	•	•	•	•		•	•	
Nat Fams	•	•	•	•		•	•	
Sch/CPOs	•	•	•	•		•	•	
Attendance:	0% (blank)	1-25	% 🖰	26-50%)	51-75% 🗨	76-100	% ●
I								

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

	Comp	etitors
	Sending (sc programs)	Hosting (sc programs)
	Rotary, Dreamer Network, Minerva	Rotary, Minerva
$\ $	Sending (18+ programs)	Hosting (18+ programs)
	AIESEC, Au Pair, ICYE, SERES	Arco Iris, ICYE

Educational System and Accreditation

	Educational Designation & Credit Agreement
	Designated as an Educational Entity
	(Full) Credit Agreement
	(Partial) Credit Agreement
Tio	a to the Weild everyed ACC

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
New government policies and curricular requirements are affecting the school
exchange programs negatively; it is becoming increasingly difficult to recruit
participants because the current curriculum requires their presence to pass
through all academic levels.