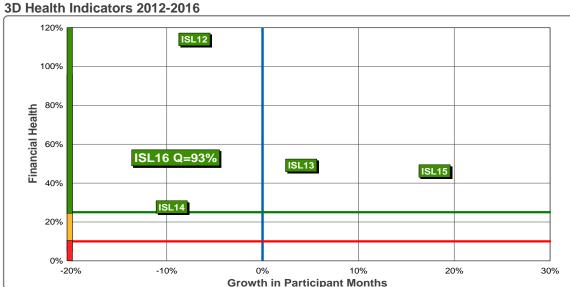
Updated Snapshot: Iceland (ISL)

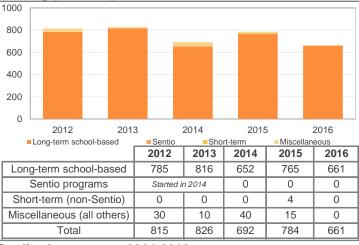




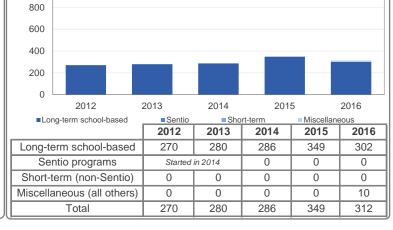
Yr Growth Finances Quality 16 -14% 53% 93% 15 +16% 46% 89% 14 -12% 28% 92% 13 +2% 49% 88% 12 -9% 114% 88%

NPPR Status Yr Phase 16 No phase 15 No phase 14 No phase 13 No phase 14 No phase 15 No phase 16 No phase 17 No phase 18 No phase

Sending (Pax Mos) 2012-2016



Hosting (Pax Mos) 2012-2016



Quality Assessment 2014-2016

		Hostin	g CSE		Sending CSE				Overall		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)	100%	100%	97%	100%	82%	94%	65%	86%	97%	91%	+2%	93%
2015 (CSE15, PSE15-14)	60%	100%	100%	100%	96%	90%	70%	71%	97%	87%	+2%	89%
2014 (CSE14, PSE14-13)	100%	86%	95%	100%	94%	81%	72%	81%	100%	90%	+2%	92%

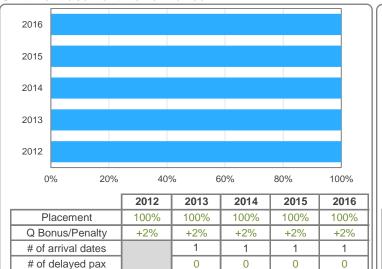
Key Financial Numbers in Effective USD 2013-2015

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	1,076,701	1%	990,509	1%	86,193	16%	1,305,540	132%	525,072	53%
2014	1,288,916	1%	1,072,766	1%	216,150	44%	1,389,187	129%	495,903	46%
2013	1,058,712	1%	965,086	1%	93,625	35%	1,235,378	128%	267,488	28%

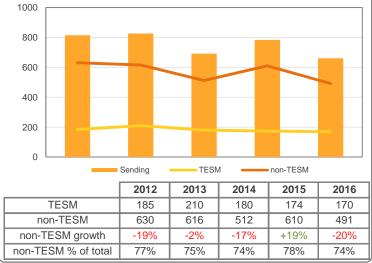
^{***}Unrestricted Net Assets is meaningless because these are negative

Updated Snapshot: Iceland (ISL)

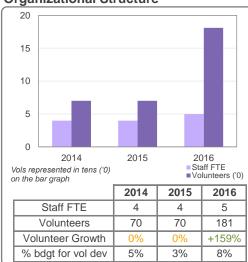
On-time Placement Performance



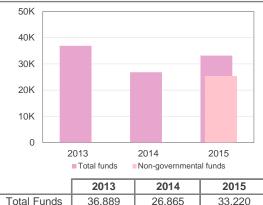
Country Diversification (Pax Mos Sending)



Organizational Structure

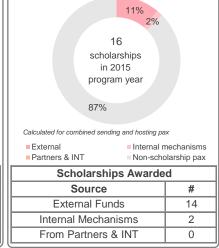


External Fundraising for Scholarships



	2013	2014	2015
Total Funds	36,889	26,865	33,220
Non-gov	0	0	25,311
% of total	0%	0%	76%
Non-gov Fun	ds Growth	N/A	N/A

Scholarships Awarded (2015)



Education and ICL

Learning Program Participants (started and completed)								
Level	W	1 - 3	QT					
Staff & Vols	2	0	3					
% of Total	1.1%	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**

1	Estimated Market Share (Latest Year Available)									
1	Outbound	Inbound non-fee paying	Inbound fee & non-fee							
1										
	100.0%	100.0%	100.0%							

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

Orientations								
	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	% •
PD = pre-departure	e, A = arrival,	PA = post-a	rrival, MS = r	nid-stay, PR =	= pre-return,			

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

	Competitors									
7	Sending (sc programs)	Hosting (sc programs)								
	Mundo, Erasmus+, Rotary	Mundo, Erasmus+, Rotary								
ı	Sending (18+ programs)	Hosting (18+ programs)								
	-	-								

Educational System and Accreditation

	Educational Designation & Credit Agreement
	Designated as an Educational Entity
	(Full) Credit Agreement
	(Partial) Credit Agreement
T:	a to the Mental ansumal AEC

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

ISL is for the first time facing direct competition in the area of school programs; Mundo is a recently established for-profit organization that is growing fast and targeting the same audience as AFS. We also note growing number of 18+ program offerings similar to these of AFS/Sentio.