Updated Snapshot: Latvia (LAT)



3D Health Indicators 2012-2016 40% 30% 20% LAT16 Q=90% LAT13 LAT15 -20% -20% -10% Growth in Participant Months

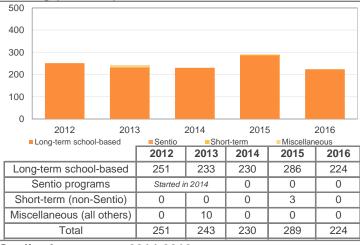
Yr Growth Finances Quality 16 -10% 4% 90% 15 +12% 1% 84% 14 -7% -2% 79% 13 +5% -1% 79%

12

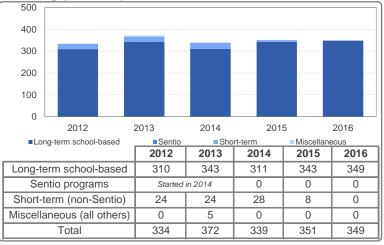
Yr Phase 16 Phase I 15 Phase III 14 Phase III 13 Phase III 12 Phase III

Partner has an unsettled LoC.

Sending (Pax Mos) 2012-2016



Hosting (Pax Mos) 2012-2016



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)	80%		95%	96%	80%		83%	100%	95%	90%	0	90%
2015 (CSE15, PSE15-14)	83%		93%	95%			61%	92%	87%	85%	-1%	84%
2014 (CSE14, PSE14-13)	77%		88%	86%	88%		73%	82%	94%	84%	-5%	79%

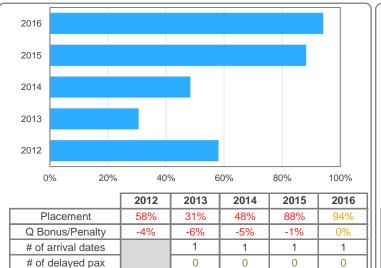
Key Financial Numbers in Effective USD 2013-2015

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	361,815	0%	349,505	0%	12,310	83%	73,577	21%	14,901	4%
2014	379,623	0%	370,175	0%	9,448	305%	68,609	19%	3,098	1%
2013	539,779	0%	542,871	0%	-3,092	***	122,271	23%	-8,889	-2%

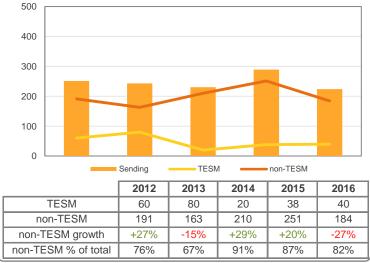
^{***}Unrestricted Net Assets is meaningless because these are negative

Updated Snapshot: Latvia (LAT)

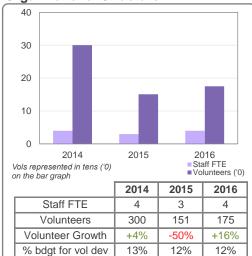
On-time Placement Performance



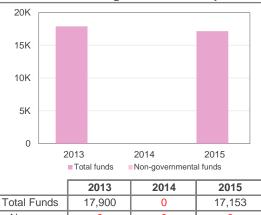
Country Diversification (Pax Mos Sending)



Organizational Structure

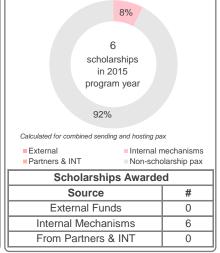


External Fundraising for Scholarships



	2013	2014	2015
Total Funds	17,900	0	17,153
Non-gov	0	0	0
% of total	0%	N/A	0%
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	58	0	1					
% of Total	32.4%	0.0%	0.6%					

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 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)	1-259	% (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

	Competitors									
٦	Sending (sc programs)	Hosting (sc programs)								
	YFU, Linktour, Meridian	YFU								
H	Sending (18+ programs)	Hosting (18+ programs)								
	Erasmus+, Meridian, Linktour	Erasmus+								

Educational System and Accreditation

	Educational Designation & Credit Agreement
	Designated as an Educational Entity
	(Full) Credit Agreement
	(Partial) Credit Agreement
700	- 1 - 11 - W 1 1 1 A E O

Ties to

the World around AFS								
International Exposure and Collaboration with Others								
Joint project/new affiliation	1							
External forum or event	1							

Market Environment

Globally the growth of school mobility programs is driven by students from low- and medium-income countries (Latvia included). Thus, the majority of prospective program participants come from high-income families with strong individual demands. Growth in European regional mobility is set back by increased attention to security issues as a result of which several leading destinations are losing shares.

Market Trends and Forecasts