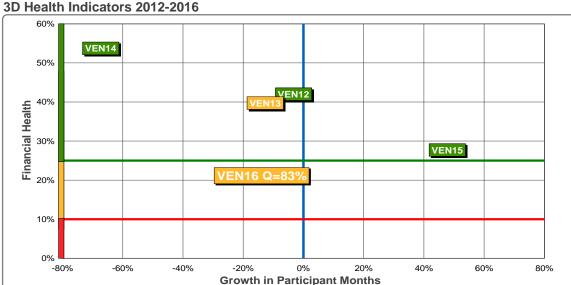
Updated Snapshot: Venezuela (VEN)

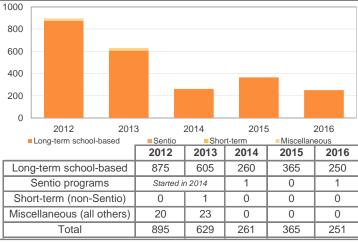




Yr Growth Finances Quality 16 -31% 21% 83% 15 +40% 28% 86% 14 -75% 54% 87% 13 -20% 41% 84% 12 -11% 42% 85%

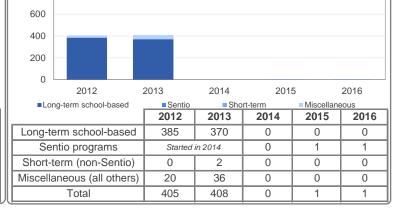
NPPR Status Yr Phase 16 Phase I 15 No phase 14 No phase 13 No phase 12 No phase

Sending (Pax Mos) 2012-2016



Hosting (Pax Mos) 2012-2016

800



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)					82%	91%	66%	85%	93%	83%	0	83%
2015 (CSE15, PSE15-14)					100%	94%	83%	86%	67%	86%	0	86%
2014 (CSE14, PSE14-13)	100%		84%	85%	92%	93%	83%	86%	75%	87%	0	87%

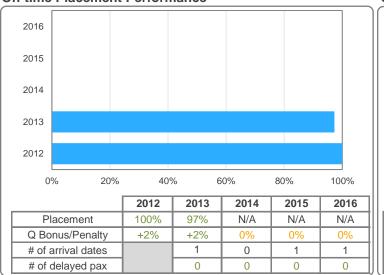
Key Financial Numbers in Effective USD 2013-2015

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	729,246	0%	993,188	1%	-263,942	***	812,755	82%	210,312	21%
2014	318,822	0%	478,932	0%	-160,110	***	885,492	185%	132,852	28%
2013	1,443,036	1%	1,304,393	1%	138,643	20%	1,850,393	142%	700,793	54%

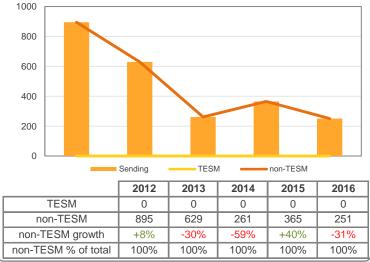
^{***}Unrestricted Net Assets is meaningless because these are negative

Updated Snapshot: Venezuela (VEN)

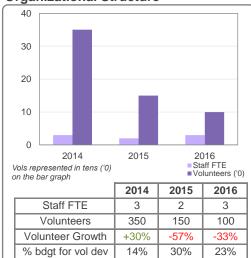
On-time Placement Performance



Country Diversification (Pax Mos Sending)

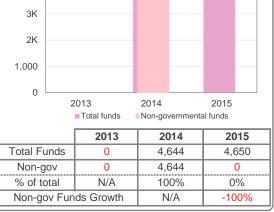


Organizational Structure

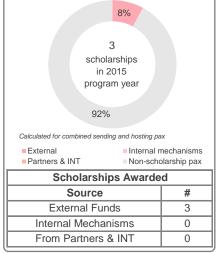


External Fundraising for Scholarships

4K



Scholarships Awarded (2015)



Education and ICL

Learning Program Participants (started and completed)							
Level	W	1 - 3	QT				
Staff & Vols	1	5	0				
% of Total	1.0%	4.9%	0.0%				

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

l	Estimated Market Share (Latest Year Available)							
1	Outbound	Inbound non-fee paying	Inbound fee & non-fee					
1								
١	N/A	N/A	N/A					

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

			Orie	ntations	\$			
	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	e, A = arrival,	PA = post-a	rrival, MS = I	mid-stay, PR =	= pre-return,			

Educational System and Accreditation

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

	Tee paying = paying tallion and often nosted in pala nost lamines								
	Competitors								
٦	Sending (sc programs)	Hosting (sc programs)							
	EF, Kaplan, Rotary	Rotary							
H	Sending (18+ programs)	Hosting (18+ programs)							
J	AIESEC, EF, Kaplan, Rotary	AIESEC, Rotary							

Educational Oystem and Accreditation						
	Educational Designation & Credit Agreement					
	Designated as an Educational Entity					
	(Full) Credit Agreement					
	(Partial) Credit Agreement					
Ties to the World around AFS						

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

Market Environment Market Trends and Forecasts						