

Letter from the CFO Financial Results for 2020

(Fiscal year ended September 30)

During this past fiscal year, we experienced the unprecedented impact of COVID-19 on both our domestic and global operations. With God's provision, World Vision was able to continue empowering children, families and communities to overcome poverty and injustice. Despite many interruptions, our total revenue was \$394.4 million, which continued to provide the resources needed to fund our essential programs and maintain necessary operations. We are deeply grateful to our many supporters, including Canadians who chose to partner with us to make a lasting difference for the world's most vulnerable children.

Pledges, single gifts and gifts-in-kind

Through child sponsorship a total of \$171.7 million was received and directed toward programs benefitting 377,888 children, their families and their communities. This revenue declined by 7.0% due to the multi-year trend of sponsorship cancellations being higher than acquisitions. Overall acquisitions were significantly impacted by COVID-19 restrictions and decreased by 47.0%, with 16,895 new sponsorships. The remaining pledge revenue comes from 20,300 monthly donors and decreased by 7.9% to \$3.9 million. The largest offering was from the Raw Hope initiative, which supports children in the world's most dangerous places.

Single gifts received from donors were essentially unchanged, but the annual revenue decreased by 2.5% to \$42.0 million due to deferred revenues having been included in the prior year.

Gifts-in-kind were essentially unchanged at \$116.2 million.

Grants and other revenue

Grant revenue from partners like [Global Affairs Canada](#), multilateral agencies and the [World Food Programme](#) shrank overall by 6.1% to \$59.8 million. Although 3.2% more grants were received, a significant amount came late in the year and deferred to fiscal 2021.

Program services and support costs

In the 2020 fiscal year, our revenue directly supported \$327.0 million in programs to make the world a better place for children. In all, 82.9% of revenue went into programs.

Support costs decreased by 23.1% from 2019 with administrative costs down 4.9% and fundraising costs down 30.5%. These resulted from the significant curtailment of activities due to COVID-19.

Staffing levels were down 14% as we took restructuring measures to enhance sustainability and effectiveness and proactively respond to the continued, challenging fundraising environment.

Statement of Financial Position

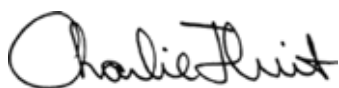
Cash increased to \$51.5 million, up from \$33.9 million in 2019, due to the increase in deferred contributions and the sale of surplus investments. We are thankful to have sufficient financial liquidity and reserves to fulfill our ongoing commitments.

Auditing, risk management and accountability

The preparation of financial information is an integral part of the ongoing oversight of the organization. World Vision Canada's management team, along with our independent Board of Directors, is responsible for the financial statements and all other information included in the [Annual Impact Report](#). The financial statements have been prepared in accordance with accounting principles for not-for-profit organizations as established by the Accounting Standards Board of the Accounting Standard Oversight Council. The financial statements have also been externally audited KPMG LLP. Their report outlines the scope of KPMG's examination as well as their opinion on the financial statements.

World Vision International undertakes audits of its overseas operations, including those to which World Vision Canada sends funds to do its program work. Internal audits are regularly conducted to ensure adherence to internal policies, local laws and the effectiveness of operations. [World Vision International](#) also publishes an Accountability Report every year, independently reviewed by [Accountable Now](#).

World Vision Canada is amongst the Top 100 Rated Charities ranked by [Charity Intelligence Canada](#). We voluntarily adhere to the standards required by several external accountability bodies, including the [Canadian Council of Christian Charities](#), the [Imagine Canada Standards Program](#), the Better Business Bureau and the [Canadian Council for International Cooperation](#).



Charlie Fluit, CPA, CA
Chief Financial Officer

NOTES:

World Vision is incorporated under the laws of Canada as a corporation without share capital and is a non-profit charitable organization (registration number 1193 04855 RR0001). World Vision Canada files a publicly accessible [annual information return \(T3010\) with the Canada Revenue Agency Charities Directorate](#).

We are dedicated to maximizing the impact of the cash contributions we receive. World Vision continues to be committed to the highest standards of financial and ethical accountability in our accounting, fundraising, communications and programs. For more information about our financial accountability visit worldvision.ca/annualreport.