2014 ANNUAL REPORT
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Photography

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Legal entity: Private foundation

Founding date: 31 January 2000

Registration number: 08-0391

Bank account numbers:
IBAN: ES23-2100-0891-59-0200160431 - SWIFT:CAIXESBBXXX
IBAN: ES84-2038-8978-14-6000176732 - SWIFT:CAHMESMMXXX
Board of Directors
December 31st, 2014

President
John de Zulueta Greenebaum
Rafael Vila San Juan Sanpere
Borja Oria Riu
Javier Ruiz Paredes
Maite Arango García-Urtiaga
Jaime Carvajal Hoyos
Consuelo Castilla López
David Coral Morral
Santiago Font Torent
Pau Guardans Cambó
Pedro León y Francia
Yolanda Menal Martínez
Ricardo Penalva López
Francesc Prat Farreras
Natxo Velasco Suárez Bravo
Joan Prat Armadons

First Vicepresident
Second Vicepresident
Secretary
Committee Members

Advisory Board
December 31st, 2014

Coloma Armero
Julio Carlavilla Citigroup
Nora de Liechtenstein
Maria Entrecanales Fundación Balia
María Herrero
Asis Martín de Cabiedes Europa Press
Francisco Mesonero Fundación Adecco
Javier Nadal
Jesús Peregrina
Josefina Sánchez Errazuriz Nuevo Futuro
Josep Santacreu DKV Seguros
Paula Toledano Fundación Santos Toledano
Alba Vicente Fundación Solidaridad Carrefour

Founder and Honorary President
Salvador Mas de Xaxàs
2. Letter from the President
Dear friends,

In my first year as President of Fundación Exit, I would like to highlight and express appreciation for the great job done by the Board of Directors, the Advisory Board, the professional team and all our partners and supporters. Thanks to their assistance and commitment, we have surpassed our 2014 goals.

We have helped 42% more young people than last year who are facing difficult economic conditions as well as social barriers. We have created opportunities for their future by supporting and strengthening their education, training and talent.

Through creating shared value, enhancing networking and searching for excellence, our organization has achieved growth and consolidation of its three projects: Coach, eDuo and Yob.

Firstly, we have reached our aims of increasing loyalty among our collaborators and of recruiting new international partners. Moreover, our budget has increased 25% thanks to many funders having renewed their support. In addition, organizations such as Montpelier Foundation (UK) and Stavros Niarchos Foundation (Greece), among others, have made Fundación Exit’s fundraising truly European in scope.

Furthermore, the projects are in a phase of growth by way of scalability and replication. Specifically, we have taken Project Coach, already successful in Barcelona and Madrid, to new cities, both nationally (Palma, Zaragoza and Sevilla) and, in collaboration with Casal dels Infants, internationally (Morocco).

This year will be an especially important year for us. Fundación Exit will celebrate its 15th anniversary and begin implementing a three-year strategic plan. Our objective is to continue improving the employability of young people who have greater difficulty accessing the labor market.

I am convinced that, working together, we will succeed in the challenge of bringing Project Coach to Latin America (starting in Perú with Fundación Fe y Alegría) as well as attaining our new budget goal: one million euros.

For our ambitious goals I am counting on your continued support.

Best regards,

John de Zulueta
3. Letter from the Director
Dear friends,

In our 2013 annual report we informed you that our projects had helped 23% more young people than the previous year. In 2014 this number has increased to 42%. We can confirm that trend is growth. Our challenge now is not to die of success. To this end, we are working on our 2015-18 strategic plan.

Briefly, I would like to share with you some key elements necessary for our growth while maintaining our “Exit DNA”:

Focus on the group of young people with the greatest barriers to access employment and strengthen our collaborations with other organizations. This year we have partnered with 116 youth serving entities to connect their young people with the labor market. This is where we can contribute the most added value.

Investing in new technologies. In order to replicate our projects we must be able to count on online resources, this will assure our impact without losing quality.

Strengthening our public/private partnerships. The future labour market will demand young people with certified training. Our Project eDuo has been recognized in 2014 as the first official program of FP Dual for young people at risk of dropping out of school. Our work with public schools has shown excellent results.

Launching high impact group projects. We are a small NGO with big ideas that we can make a reality if we join efforts with others. The tool Emplea+, which we will talk about in this annual report, is an excellent example.

Empowering these young people. We want to create an Alumni Community. The young people who have participated in our projects are our best ambassadors and the mirror for the new young people to see themselves.

To sum up, these are the keys to overcome the challenge of solving the youth unemployment problem, one which I am passionate about and would love to count on your support.

Best regards

Nacho Sequeira
4. Mission, Vision and Values
Currently, youth unemployment is one of our country’s main problems. Spain has the highest rate of youth unemployment in the European Union. According to figures from Eurostat, in the first quarter of 2015, the unemployment rate amongst young people aged between 16 and 19 was 70.45%, and it was 47.15% amongst young people aged between 20 and 24.

In addition, an ensemble of structural weaknesses, such as the high school dropout rate (which doubles EU figures), the pronounced division of the job market, the young people that drop out of their studies with hardly any qualifications, and groups that are at risk of social exclusion’s struggle to access the job market, among other things, have a direct influence on youth unemployment figures.

In the case of young people that have failed at school and are in a situation where they are at risk of social exclusion, the situation is extremely worrying. That’s why at Fundación Exit we think it is fundamentally important to carry out projects that are aimed at increasing the interest of these young people in education, putting them in contact with the business world and helping them to put together a professional goal and a plan of action to achieve it.

For this reason, Fundación Exit’s Mission is to get young people that are at risk of social exclusion back on track through innovative training projects that help them stand out from the rest and increase their chances to network.

Our Vision is to get companies to make training and employment of young people that are at risk of exclusion part of their business strategy, by replicating our projects and increasing the effect that they have.

We always stand by our Values: our trust in young people, equal opportunities, innovation, sustainability, professionalism, networking and diversity.

Fundación Exit’s goal is to act as a bridge between the social world and the business world. We do this by means of three projects. Each one of them represents a different phase of a plan to incorporate a young person at risk of social exclusion into the working world: Project Coach (guidance and training), Project eDuo (specialisation) and Project Yob (incorporation). These training projects are noteworthy due to their strong focus on innovation and for being win-win projects: young people improve their employability, companies put corporate social responsibility into practice and educational and social entities reinforce their work in the labour sector.
Activity 2014
Project Coach is a corporate volunteer initiative that aims to improve the employability of young people at risk of social and employment exclusion through coaching and mentoring.

It is intended for socially responsible companies who want to involve their staff in a solidarity project for a short period of time with assured results.
Where

**Project Coach figures**

- **74%** of young people have approved the course.
- **85%** of young people are clear on what training they need to pursue the job they want in the future.

**Project Coach involved**

- **366** young people
- **440** corporate volunteers
- **30** companies
- **40** social and educational institutions

**Where**

- **Madrid**: 2
- **Sevilla**: 1
- **Casablanca**: 1
- **Tanger**: 1
- **Palma**: 2
- **Barcelona**: 1
- **Zaragoza**: 1

**Number of experiences**

- **18**
Corporate partners:


Social, educational and public partners:

2014 Highlights

In 2014, Project Coach has continued to evolve favorably in order to have a scalable project model.

Demand from our corporate and social partners has grown steadily. After 6 years of development, we think the project is ripe to be replicated.

This year we have expanded Project Coach to five cities in Spain and two in Morocco through an associate partner, Casal dels Infants, where we have transferred the methodology training and accompanied them in the implementation process.

We have started thinking about a new management platform to support the scalability model.

We have reevaluated the indicators of our impact on young people and volunteers to obtain data more closely related to our mission.

A new figure to highlight is the graduation rate among the young people involved, which stood at 74% for boys and girls who studied the first level of Formación Profesional (PCPI programs).
Youth success rates

- 87% know how a company works.
- 89% have increased their self-awareness.
- 87% have set a target to improve some aspect of their working life.

Volunteers success rates

- 84% feel more capable of leading and motivating people after going through the project.
- 78% consider that the project improves the company working environment.
- 86% believe in their company’s commitment to social projects by participating in initiatives like this one.
5.1.2. Project eDuo

Specialization:
Link company training with school studies

In the Project eDuo, young people balance school and company education through a remunerated internship program.

We offer them pre-professional experience and a scholarship that complements the first level of professional training (PCPI Programs and Formación Profesional). The aim is to motivate these young people to continue their studies and technical training.
65% of young people continue studying.

28% of young people start working.

Of these, 14% study and work.

Project eDuo involved

164 young people
7 companies
30 educational institutions

Where

Barcelona
Madrid
Participants

- **DESIGUAL**
  - **Grade:** PCPI and Professional Training-Medium level
  - **Profile / Role:** Sales assistant

- **FUNDACIÓN MAHOU SAN MIGUEL**
  - **Grade:** Professional Training-Medium level. Certificate of Competence
  - **Profile / Role:** Waiter

- **GRUPO VIPS**
  - **Grade:** PCPI and Professional Training-Medium level
  - **Profile / Role:** Waiter and kitchen assistant

- **REPARALIA**
  - **Grade:** PCPI
  - **Profile / Role:** HVAC and maintenance

- **FUNDACIÓN MUTUA MADRILEÑA / TALLERES ASETRA**
  - **Grade:** Professional Training-Medium level
  - **Profile / Role:** Bodywork (body and paint)

- **KPMG**
  - **Grade:** Professional Training-Medium level
  - **Profile / Role:** IT support assistant
Corporate partners:
Desigual, Fundación Mahou San Miguel, Grupo VIPS, KPMG, Mutua Madrileña / Talleres Asetra and Reparalia.

Educational institution partners:
2014 Highlights

This year, the main aspect of Project Eduo has been the signing of the first FP Dual agreement (Dual Professional Training) between a social entity, a company, Desigual, and the Education Department of the Generalitat de Catalunya in Barcelona. It is also the first specific agreement for young people at risk of dropping out of school.

We closed 2014 with the incorporation of a new company to Project eDuo: Fundación Mahou San Miguel. This new partner allows us to reach 47 young people and incorporate them into the value chain of the company. 17 students combine their studies in Intermediate Hospitality Services, with in-company training and the other 30 students study the Certificate of Competence in Bar and Cafeteria services offered by the School of Hospitality and Tourism Simone Ortega and Fuenllana Education Centre.

Finally, we have initiated a program with EADA Business School to measure the social impact of CSR (Corporate Social Responsibility), in this case the Project Eduo. It’s intended to measure the impact from a model that goes beyond the indicators (such as: number of beneficiaries, investment or program length) and includes skills such as communication, autonomy and teamwork. We will present the final result over 2015.
5.1.3. Project Yob

Working life integration:
Job search and employment

The Project Yob’s objective is intended to increase the employability of young participants through direct contact with companies.

We train them to join the labor market by providing them with the necessary tools and supporting them to achieve their career goals.

We develop two complementary activities:
Intensive Training to enter the labor market and Tailored Training.

Project Yob figures

- 50% of young people find a job.
- 38% of young people continue studying.
- Of these, 15% study and work.
Intensive Training figures

6 editions

Intensive Training involved

- 66 young people
- 48 companies *
- 14 social and educational institutions **

- young people: 32
- social and educational institutions: 7
- companies: 24

*Some of these companies have participated in Barcelona and Madrid
**Some of these social and educational institutions have participated in Barcelona and Madrid
Corporate partners:


Social and educational institution partners:

Asociación Horuelo, Asociación Iceas, Asociación Semilla, Associació Bayt Al-Thaqafa, Creu Roja, Fundació Adsis, Fundació Intermedia, Fundació Joan XXIII, Fundació Mercè Fontanilles, Fundación Balia, Ginso, Opción3, Punt de Referència and Via Laboral.
Tailored Training figures

13 editions
Tailored Training involved

148
YOU NG
PEOPLE

5
COMPANIES*

50
SOCIAL AND
EDUCATIONAL
INSTITUTIONS **

- **Some of these social and educational institutions have participated in Barcelona and Madrid**

- *Some of these companies have participated in Barcelona and Madrid*

- Carrefour
  - 2 editions
  - 25 young people

- Carrefour
  - 2 editions
  - 26 young people

- Fnac
  - 2 editions
  - 37 young people

- Fnac
  - 2 editions
  - 24 young people

- Lateral
  - 1 edition
  - 7 young people

- Lateral
  - 1 edition
  - 14 young people

- Morao Tapas
  - 2 editions
  - 14 young people

- Morao Tapas
  - 2 editions
  - 15 young people

- Wogaboo
  - 2 editions
  - 26 young people

- Wogaboo
  - 2 editions
  - 37 young people
Corporate partners:

Carrefour, Fnac, Lateral, Morao Tapas and Wogaboo.

Educational institution partners:

2014 Highlights

2014 has been the consolidation year of the Project Yob. The two activities designed to facilitate the incorporation of the most vulnerable young people into the labor market, the Intensive Training and Tailored Training, have proven to be effective. Both types of training, have helped a large number of young people to earn their first job, taught them the most demanded market skills and shown them the importance of ongoing training and being proactive in seeking employment.

Two new companies have joined the Tailored Training: Morao Tapas and Lateral.
Since it was launched in 2006, we have participated in the labor mediation program “Incorpora” of “la Caixa”. This program intends to promote the integration of young people with difficulties in accessing the labor market. Its activities cover the entire national territory and Morocco.

A recent development is that in 2015 the program will include professional training.

Fundación Exit will manage one of Incorpora’s Training points in Barcelona, where we will offer technical professional and skills training, and include an in-company internship period.

During 2014:

191 YOUNG PEOPLE
52 FOUND WORK (27%)
5.2.2 Barclays Financial Education

Through the Money Skills Program, corporate volunteers from Barclays have given two practical sessions on financial education in Madrid and Barcelona, respectively.

This training has been implemented:

• In Madrid, by the Project eDuo with Reparalia, with 9 young professional students who are skilled in plumbing and electricity.

• In Barcelona, by the Project eDuo with Desigual, with 8 young people who have studied a PCPI and medium level professional training in sales.
5.2.3. Citi Financial Education

Citi Foundation continues to support the Project Yob Tailored Training through a scholarship program dedicated to internships for young people.

This program enables young people to earn a small salary so they can cover transport and other minor expenses.

In addition, they have received financial education to increase their knowledge on how to manage their finances.

In 2014, Citi Foundation awarded 29 young people in Barcelona and 35 in Madrid with this scholarship.
5.2.4. Project Conecta

Project Conecta started as a joint venture between Carrefour, Foundation d’Enterprise Carrefour and Fundación Exit to establish secure working channels between our training programs with the Carrefour recruitment process.

This partnership belongs to two of Fundación Exit’s projects:

**Project Coach:** Established participation of volunteers from corporate headquarters, who began for the first time last year, in addition to the Carrefour Markets managers, who have participated previously.

This year the turnout was of 10 young people and 10 corporate volunteers between Madrid and Barcelona, with a very positive outcome, not only for the Carrefour volunteers, but also for the young people selected by Fundación Exit.

**Project Yob:** Within the framework of the Tailored Training, 51 young people have worked in different Carrefour Markets in Barcelona and Madrid, 19 of them have been hired.
5.2.5. Làbora Program

At the end of 2014, we started participating in the Làbora Program of the Ajuntament de Barcelona. Làbora is a program that promotes employment among young people with difficulty accessing the labor market.

It’s led by the Institut Municipal de Serveis Socials de l’Ajuntament de Barcelona, in partnership with the social organizations and the business community of the city.

More information: www.espailabora.cat
5.3.1 Fundación Exit networking projects

116 Social and educational entities have participated in our projects, among which we’d like to highlight:
5.3.2. Networks in which Fundación Exit is involved
In 2014 we have helped 130 young people find a job in these different sectors:

1. Administration
2. Health
3. Business and sales
4. Warehouse and logistics
5. Construction
6. Costumer service
7. Hospitality
8. Industry
9. IT and telecommunications
10. Cleaning
11. Mechanical
12. Education
13. Aeronautic
During 2014, more than 700 young people have participated in our projects.

This means a 42% increase compared to 2013.

**County of origin**
- 53% Spain
- 25% Latin America
- 10% North Africa
- 4% Sub-Saharan Africa
- 3% Asia
- 3% Others
- 2% Eastern Europe
- 3% Others

**Gender**
- 63% Male
- 37% Female
VOLUNTEERS

Volunteers who have spent time working on the entity

Amalia Zarcero, Ana María González, Bito Cels, César Maila, Iván Pérez, Eva Patricia Muro, Francesca Zabban, Francisco Marián, Gonzalo Juez, Iria Rodríguez, Irina Cruz, Laura Romero, Laura Vílchez, Leticia Barbeito, Jarolicy Sosa, Juan Manuel Álvarez, Josep Maria Font, Matilde Becerra, Mario Llonch, Natxo Velasco, Natalia Pelegrí, Paloma de la Puente, Raquel Díaz and Xavier Obiols.

Corporate volunteers through the projects

440 Project Coach
164 Project eDuo
127 Project Yob
We launched the new website www.fundacionexit.org
In 2014, Fundación Exit made **70 media impacts**, the most important were:

- Article “NGOs implement new plans against unemployment”. *El Periódico, Suplemento personas.*
- Article “Corporate volunteers: Companies involve their employees in social projects”. *La Vanguardia, Monográfico RSC.*
- Article “Opportunities for young people”. *TVE – Tinc una idea program*
- News “Accessing the inaccessible”. *El Periódico.*
- Article “Project Coach: a bridge between social exclusion and companies”. *La Razón, Suplemento RSC.*
- News “Animata’s objective”. *La Vanguardia, Tendències.*
- News “How can corporate volunteers help employment?” *Compromiso RSE.*
- Interview with Nacho Sequeira in the program “Hoy por hoy” de Cadena SER.
- Report on social mentoring in *TN Vespre de TV3.*
Awards and Recognitions

- Project eDuo “Young Professionals”, in collaboration with Fundación Mutua Madrileña, received the 2014 Expansión Awards in Innovation + Sustainability + Network.

- Project Coach was awarded 5th place among best practices of volunteers focused on employment within the frame of the VERSO Program (Volunteers for European Employment).

- Project Coach was awarded by Foment del Treball for having the best presentation.

Events

- Appearance in the Subcommission for the studies of best practices, follow-up and tailored measures for youth employment created at the Commission of Employment and Social Security of the Congress.

- VERSO Project Conference (Volunteers for European Employment).

- Iberoamerican Congress on Corporate Volunteering.

- “The future of employment in Spain” where JP Morgan, strategic partner of Fundación Exit, presented its plan “New Skills at work”.

- V Edition of the Talent Solidarity Program of Fundación Botín.
East Riding Voluntary and Community Sector Conference 2014.

Commitment Creating and Sharing Experiences, CSR event organized by Cruz Roja Española.

Corporate Social Responsibility Chair at the University of Alcalá.

Open Day Brussels: Volunteering as a route to employment.

European Meeting of social mentoring: “Pontenciamos habilidades, creamos redes”, organized by the coordinator Mentoria per a la Inclusió and the Generalitat de Catalunya Departament de Benestar Social i Família.

Annual Adecco Convention.

**Solidary Events:**

Wine tasting solidarity event sponsored by “Señorita Malauva” benefiting Fundación Exit.

“Quema TURRONES 100x100” training organized by Marnaton.

Cursa dels Nassos organized by the Ajuntament de Barcelona.
103 companies, private foundations and public administrations have supported our work, during this year. We wish to highlight:

Strategic Partners
Collaborators


Friends

Atiram Hotels, Cementos Molins, Comunidad de Madrid. Consejería de Asuntos Sociales, DHL, Diputación de Barcelona, DKV, Esteve, Everis, Ferrovial, Fondation d’Enterprise WFS, Fundación Fernando Pombo, Fundación Pacamu, Fundació Privada Cottet Mor, Fundación Profesor Uría, General Electric, Grupo Uriach, HP, Kiko Cosmetics, Kiosko Bacoa, Lee Hecht Harrison, Microsoft, Morao Tapas, NH Hoteles, Ramón y Cajal Abogados, SAP, SARquavitae and Unilever.
NEW DEVELOPMENTS IN GOVERNMENT AGENCIES

The main new development has been the naming of John de Zulueta as the new President of Fundación Exit on January. Zulueta has replaced Salvador Mas de Xaxás, the Founder of the entity, who was named Honorary President at the Board meeting in June.

In accordance with the succession plan, during 2014 the Naming, Donation and External Relations Committees have been fully operative. It has also been decided to create the Audit Committee.

During 2014, it was decided not to add new board members in order to close the presidential succession process.

During this year, in addition to the regular activities of Fundación Exit, we have been designing the new strategic plan for 2015-18 and preparing for the 15th anniversary celebration.
The Board of Directors participated in a self-evaluation of the governing bodies designed by Fundación Lealtad and KPMG, from which we have obtained interesting results on how to improve our operations.

As in prior years, we have maintained a space at the meetings for young people to share their experience, and also for Exit’s professional team and business representatives to know first-hand the projects and their impact on participants.

We have held the planned Advisory Board meetings in which the focus was on the strategic replication of projects in new territories and the growth strategy of projects, among other topics.
Executive Director: Nacho Sequeira
Project Coach Manager & Director Madrid: Esther Lillo
Project eDuo Manager: Martina Soler
Project Yob Manager: Jose Alonso
Management and Financial Manager: Verónica Tort
External Relations Manager: Vanessa Lecointre
Communication Manager: Isabel Montoyo
Project Coach Coordinator, Barcelona and Madrid: Eva Fernández
Project eDuo Coordinator, Barcelona: Aina Giral
Project eDuo Coordinator, Madrid: Carolina Elvira
Project eDuo Coordinator, Madrid: María Huertas de la Gándara
Project Yob Coordinator, Barcelona: Marta Fusté
Project Yob Coordinator, Madrid: Ana Martínez
Project Yob Coordinator, Barcelona: Carles Martín
Project Yob Coordinator, Barcelona: María Bobes
In 2014, our staff has continued to grow with the integration of Aina Giral and María Huertas de la Gándara in Project eDuo; Carles Martín, María Bobes and Raquel López in Project Yob; and Isaura Tort and Susana Díez in Làbora Program.

Associates

Project Coach Coordinator, Barcelona: Ana Guiu
Project Coach Coordinator, Madrid, Palma and Zaragoza: Ana Pozo
Project Coach Coordinator, Sevilla: Marga Royuela
Project Coach Tutors Trainer: Ángela Borja
Project Yob Tutors Trainer: Ainhoa Berganza
Auren Consulting has worked pro bono performing an external audit.

This fiscal year’s result was 18.887€ and we have earmarked to compensate for previous year’s losses.
Revenue
2013-2014 year earnings were **814,837€**

Private Funding represents 84.51% of total revenue. Most of our donors have continued their support and 23% of them have increased their donation.

Expenses
Total expenses were **795,951€**

Spending on projects reached 644,371€, which is 80.95% of totally spending. 26.24% of which for Project Coach, 27.92% for Project eDuo, 36.88% for Project Yob and 8.96% for R&D.

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How do we get our revenues?

- **84.51%** Contribution from private entities and companies
- **0.40%** Other
- **4.27%** Private donations
- **10.82%** Public Funds

How do we distribute our funds?

- **81%** Mission
- **9.61%** Management
- **9.39%** Fundraising
Informe de Auditoría de las Cuentas Anuales
Correspondientes al Ejercicio Cerrado al 31 de Agosto de 2014

A los Patronos de Fundación EXIT:

1. Hemos auditado las cuentas anuales abreviadas de Fundación EXIT, que comprenden el balance de situación al 31 de agosto de 2014, la cuenta de resultados y la memoria correspondientes al ejercicio anual terminado en dicha fecha. Los Patronos son responsables de la formulación de las cuentas anuales de la Fundación, de acuerdo con el marco normativo de información financiera aplicable a la entidad (que se identifica en la Nota 2 de la memoria adjunta) y, en particular, con los principios y criterios contables contenidos en el mismo. Nuestra responsabilidad es expresar una opinión sobre las citadas cuentas anuales en su conjunto, basada en el trabajo realizado de acuerdo con la normativa reguladora de la actividad de auditoría de cuentas vigente en España, que requiere el examen, mediante la realización de pruebas selectivas, de la evidencia justificativa de las cuentas anuales y la evaluación de si su presentación, los principios y criterios contables utilizados y las estimaciones realizadas, están de acuerdo con el marco normativo de información financiera que resulta de aplicación.

2. En nuestra opinión, las cuentas anuales del ejercicio cerrado a 31 de agosto de 2014 adjuntas expresan, en todos los aspectos significativos, la imagen fiel del patrimonio y de la situación financiera de Fundación EXIT al 31 de agosto de 2014, así como de los resultados de sus operaciones correspondientes al ejercicio anual terminado en dicha fecha, de conformidad con el marco normativo de información financiera que resulta de aplicación y, en particular, con los principios y criterios contables contenidos en el mismo.

Enrique Enríquez Marfil
Socio Auditor

Madrid, 17 de diciembre de 2014
### Fundación Exit

**Profit and Loss Statement**

**Statement of positions**

<table>
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<th>Description</th>
<th>Código</th>
<th>31.08.2014</th>
<th>31.08.2013 (%)</th>
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<td><strong>A)</strong> Excedente del ejercicio</td>
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<td>1. Ingresos de la actividad propia</td>
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<td>b) Ingresos de promociones, patrocinadores y colaboraciones</td>
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<td>15.682.25</td>
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<td>2. Gastos por ayudas y otros</td>
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<td>b) Gastos de personal</td>
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<td>3. Otros ingresos de la actividad</td>
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<td>4. Gastos de personal</td>
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<td>5. Otros gastos de la actividad</td>
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<td>14</td>
<td>(29.876.59)</td>
<td>(4.945.22)</td>
</tr>
<tr>
<td>7. Otras recaudadas</td>
<td>14</td>
<td>(1.591.82)</td>
<td>(8.315.70)</td>
</tr>
</tbody>
</table>

**A.1) EXCEDENTE DE LA ACTIVIDAD**

\[
\begin{align*}
1 &+2+3+4+5+6+7+8+9+10+11+12+13+14 \\
15 & \text{ingresos financieros} \\
\end{align*}
\]

\[
\begin{align*}
18.726.34 & \quad 12.113.96 \\
159.54 & \quad 328.48 \\
\end{align*}
\]

**A.2) EXCEDENTE DE LAS OPERACIONES FRAS.**

\[
\begin{align*}
(15+16+17+18+19) & \\
\end{align*}
\]

\[
\begin{align*}
155.54 & \quad 32.88 \\
\end{align*}
\]

**A.3) EXCEDENTE ANTES DE IMPUESTOS (A.1 + A.2)**

\[
\begin{align*}
18.885.90 & \quad 12.146.34 \\
\end{align*}
\]

**A.4) Var. del patr. neto reconocida en el exced. del ejerc. (A.3+20)**

\[
\begin{align*}
3 & \\
18.885.90 & \quad 12.146.34 \\
\end{align*}
\]

**B) Ingresos y gastos imputados directamente al patrimonio neto**

<table>
<thead>
<tr>
<th>Description</th>
<th>Código</th>
<th>31.08.2014</th>
<th>31.08.2013 (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Subvenciones recibidas</td>
<td>11</td>
<td>600.813.71</td>
<td>618.688.70</td>
</tr>
<tr>
<td>2. Var. patr. neto por ingr. y gtos. recon. patr. neto (1+2+3+4)</td>
<td></td>
<td>915.833.71</td>
<td>605.000.70</td>
</tr>
<tr>
<td>3. Redescripciones al excedente del ejercicio</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Subvenciones recibidas</td>
<td>11</td>
<td>(400.756.07)</td>
<td>643.143.96</td>
</tr>
<tr>
<td>5. Var. patr. neto por reclasif. al exced. del ejerc. (1+2+3+4)</td>
<td></td>
<td>(580.753.07)</td>
<td>(565.137.06)</td>
</tr>
<tr>
<td>6. Var. del patr. neto por ingr. y gtos. imput. direct. al patr. neto (B.1+C.1)</td>
<td></td>
<td>359.080.64</td>
<td>93.863.72</td>
</tr>
<tr>
<td>7. Ajustes por cambios de criterio</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8. Ajustes por errores</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9. Variaciones en la dotación fundacional o fondo social</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10. Otras variaciones</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**RESULTADO TOTAL, VARIAC. PATR. NETO EN EL EJERC.**

\[
\begin{align*}
A.4+D+E+F+G+H & \\
377.996.34 & \quad 108.018.14 \\
\end{align*}
\]
### Fundación Exit

**BALANCE ABREVIADO CORRESPONDIENTE AL EJERCICIO CERRADO A 31 DE AGOSTO DE 2014**

<table>
<thead>
<tr>
<th>ACTIVO</th>
<th>NOTAS DE LA MEMORIA</th>
<th>31.08.2014</th>
<th>31.08.2013 (*)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A) ACTIVO NO CORRIENTE</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>I. Inmovilizado intangible</td>
<td>5</td>
<td>20.554,75</td>
<td>7.091,76</td>
</tr>
<tr>
<td>III. Inmovilizado material</td>
<td>6</td>
<td>10.311,50</td>
<td>11.170,67</td>
</tr>
<tr>
<td>VI. Inversiones financieras a largo plazo</td>
<td>8</td>
<td>6.386,55</td>
<td>6.385,55</td>
</tr>
<tr>
<td><strong>B) ACTIVO CORRIENTE</strong></td>
<td></td>
<td>761.801,64</td>
<td>385.245,03</td>
</tr>
<tr>
<td>III. Usuarios y otros deudores de la actividad propia</td>
<td>8 y 10</td>
<td>486.014,66</td>
<td>153.843,94</td>
</tr>
<tr>
<td>IV. Deudores comerciales y otras cuentas a cobrar</td>
<td>8 y 13</td>
<td>53.565,27</td>
<td>28.013,60</td>
</tr>
<tr>
<td>VII. Periodificaciones a corto plazo</td>
<td></td>
<td>1.161,80</td>
<td>1.161,80</td>
</tr>
<tr>
<td>VIII. Efectivo y otros activos líquidos equivalentes</td>
<td>8</td>
<td>221.059,91</td>
<td>202.220,69</td>
</tr>
<tr>
<td><strong>TOTAL ACTIVO (A + B)</strong></td>
<td></td>
<td>799.054,44</td>
<td>409.894,03</td>
</tr>
</tbody>
</table>
### Liabilities

<table>
<thead>
<tr>
<th>PATRIMONIO NETO Y PASIVO</th>
<th>NOTAS DE LA MEMORIA</th>
<th>31.08.2014</th>
<th>31.08.2013 (*)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A) PATRIMONIO NETO</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A-1) Fondos propios</td>
<td>16</td>
<td>43,543,61</td>
<td>24,657,71</td>
</tr>
<tr>
<td>I. Dotación fundacional / Fondo social</td>
<td></td>
<td>48,080,95</td>
<td>48,080,95</td>
</tr>
<tr>
<td>1. Dotación fundacional / Fondo social</td>
<td></td>
<td>48,080,95</td>
<td>48,080,95</td>
</tr>
<tr>
<td>III. Excedentes de ejercicios anteriores</td>
<td></td>
<td>(23,423,25)</td>
<td>(35,570,09)</td>
</tr>
<tr>
<td>IV. Excedente del ejercicio</td>
<td>3</td>
<td>18,885,90</td>
<td>12,146,84</td>
</tr>
<tr>
<td>A-3) Subvenciones, donaciones y legados recibidos</td>
<td>11</td>
<td>689,892,90</td>
<td>330,812,26</td>
</tr>
<tr>
<td><strong>C) PASIVO CORRIENTE</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>III. Deudas a corto plazo</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Deudas con entidades de crédito</td>
<td></td>
<td>70,68</td>
<td>319,20</td>
</tr>
<tr>
<td>VI. Acreedores comerciales y otras cuentas a pagar</td>
<td></td>
<td>65,547,25</td>
<td>54,104,86</td>
</tr>
<tr>
<td>2. Otros acreedores</td>
<td></td>
<td>65,547,25</td>
<td>54,104,86</td>
</tr>
<tr>
<td><strong>TOTAL PATRIMONIO NETO Y PASIVO (A + B + C)</strong></td>
<td></td>
<td>799,054,44</td>
<td>409,894,03</td>
</tr>
</tbody>
</table>
Transparency and good deeds

All along, Fundación Exit has always been committed to transparency and accountability. NGO analyzed by Fundación Lealtad, this analysis is based on nine principles of transparency and good deeds.

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