



WORKING BUDGET

01.01.2020 – 31.12.2021

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FIS, OBERHOFEN (SUI), APRIL 2020

**INCOME AND
EXPENDITURE**
**COMPTE DE
RESULTATS**
**ERFOLGS-
RECHNUNG**
**Budget 2020/ 2021
TCHF**

INCOME	RECETTES	ERTRAG	Note	2020	2021	2020/21	2018/19	
				budget	budget	budget	actual	budget
OWG	JOH	OWS	1	12'932	12'932	25'864	18'081	20'000
WSC	CSM	SWM	2	1'030	19'836	20'866	18'101	15'293
World Cups	Coupes du monde	Weltcups	3	-1'101	1'023	-79	8'003	5'734
Partnerships	Patronages	Partnerschaften	4	497	428	924	1'147	1'235
Rights	Droits	Rechte		13'357	34'218	47'576	45'333	42'263
Membership	Membres	Mitglieder		85	85	170	173	175
Calendar	Calendrier	Kalender		750	950	1'700	1'955	1'700
Registrations	Inscriptions	Einschreibungen		1'019	1'019	2'038	2'238	1'888
Homologations	Homologations	Homologationen		60	60	120	151	100
NSA Fees	Cotisations ANS	NSV Gebühren	5	1'914	2'114	4'028	4'517	3'863
Other income	Recettes div.	Ertrag div.		38	38	75	205	75
Sales / Others	Ventes / Divers	Verkäufe / Divers	6	38	38	75	205	75
TOTAL	TOTAL	TOTAL		15'309	36'370	51'679	50'055	46'201

HUMAN EXPEND.	DEP. PERSONNEL	PERSONALAUFW.	Note	2020	2021	2020/21	2018/19	
				budget	budget	budget	actual	budget
Salaries	Salaires	Besoldungen		-2'200	-2'200	-4'400	-4'150	-4'200
External fees	Honoraires externes	Drittleistungen		0	0	0	0	-50
Expenses	Frais et débours	Spesen		-295	-370	-665	-499	-720
Administration staff	Personnel admin.	Admin.personal	7	-2'495	-2'570	-5'065	-4'649	-4'970
MH Foundation	Personnel FMH	MH Stiftung	10	-2'480	-2'480	-4'960	-4'328	-4'520
Salaries	Salaires	Besoldungen		-2'400	-2'400	-4'800	-4'428	-3'900
External fees	Honoraires externes	Drittleistungen		-800	-850	-1'650	-1'333	-1'400
Expenses	Frais et débours	Spesen		-1'043	-1'163	-2'205	-2'062	-2'665
Technical staff	Personnel technique	Techn. Personal	8	-4'243	-4'413	-8'655	-7'824	-7'965
Social costs	Charges sociales	Sozialleistungen		-1'087	-1'087	-2'174	-1'736	-1'750
Other staff expenses	Dépenses div.	Aufwand div.		-28	-28	-55	-43	-60
Other staff expend.	Dépenses pers. div.	Personalaufw. div.	9	-1'114	-1'114	-2'229	-1'779	-1'810
Congresses	Congrès	Kongresse	11	-500	0	-500	-599	-865
Council	Conseil	Vorstand	11	-218	-238	-455	-414	-355
Committees	Comités	Komitees		-232	-252	-484	-461	-419
Doping control	Contrôle de dopage	Dopingkontrolle		-1'000	-1'100	-2'100	-2'021	-2'200
Equipment control	Contrôle d'équipm.	Materialkontrolle		-330	-385	-715	-666	-590
Snow control	Contrôle d'enneigem.	Schneekontrolle		-10	-10	-20	-16	-20
Homologations	Homologations	Homologationen		-20	-20	-40	-33	-60
TD / Jury	DT / Jury	TD / Jury		-102	-134	-236	-295	-85
Competition control	Contrôle de compét.	Wettkampfkontrolle	12	-1'462	-1'649	-3'111	-3'032	-2'955
Press services	Services de presse	Pressedienst		-263	-293	-556	-446	-558
TA / Assistant services	CT / Services d'assist.	TB / Assistenzdienste		-372	-392	-764	-720	-883
Course construction	Construction pistes	Pistenkonstruktion		-184	-184	-367	-293	-375
Competition services	Services de compét.	Wettkampfdienste	13	-819	-869	-1'687	-1'458	-1'816
TOTAL	TOTAL	TOTAL		-13'562	-13'584	-27'146	-24'544	-25'675
INTERMED. RESULT	RES. INTERMED.	ZWISCHENERGEBNIS		1'747	22'786	24'533	25'510	20'427

BUSINESS EXPEND.	FRAIS GENERAUX	SACHAUFWAND	Note	2020	2021	2020/21	2018/19	
				budget	budget	budget	actual	budget
Rent	Loyer	Miete		-420	-420	-840	-840	-840
Extra expenses	Dépenses suppl.	Nebenkosten		-40	-40	-80	-57	-70
Office	Bureau	Büro	14	-460	-460	-920	-897	-910
Furnishings/Eqt	Equipements	Mobilien		-6	-6	-12	-9	-50
Depreciation	Amortissement	Abschreibungen		-120	-120	-240	-218	-190
Vehicles	Véhicules	Fahrzeuge		-30	-30	-60	-47	-60
Facilities	Equipements	Einrichtungen	14	-156	-156	-312	-274	-300
Equipment, liability	Equip.,responsab.	Mobiliar & Haftpflicht		-731	-731	-1'461	-1'202	-1'141
Charges, duties	Redevances, droits	Abgaben, Gebühren		-25	-25	-50	-92	-200
Insurances	Assurances	Versicherungen	15	-756	-756	-1'511	-1'294	-1'341
Office suppl., shipm.	Mat. bureau, exp.	Büromaterial, Versand		-75	-75	-150	-126	-180
Communication	Communication	Kommunikation		-15	-15	-30	-25	-40
External fees	Honoraires externes	Drittleistungen		-420	-420	-840	-642	-750
Other admin. expend.	Administration div.	Administration div.		-75	-75	-150	-94	-115
Administration	Administration	Administration		-585	-585	-1'170	-886	-1'085
Computing	Ordinateurs, logiciel	Computing		-250	-250	-500	-395	-550
Internet services	Frais d'internet	Internetgebühren		-50	-50	-100	-70	-150
IT	Informatique	EDV	16	-300	-300	-600	-465	-700
FIS Bulletin	Bulletin FIS	FIS Bulletin		-60	-75	-135	-145	-150
FIS Publications/Rules	Publications FIS	FIS Publikationen		-50	-50	-100	-105	-105
FIS Websites	Websites FIS	FIS Websites		-650	-650	-1'300	-985	-850
Publications	Publications	Publikationen	17	-760	-775	-1'535	-1'235	-1'105
Honours, medals	Distinctions	Auszeichnungen		-125	-125	-250	-231	-250
Promotion material	Articles de promotion	Promotionsartikel		-270	-270	-540	-548	-350
Public Relations	Public Relations	Public Relations		-155	-155	-310	-260	-320
Marketing	Marketing	Marketing		-571	-571	-1'143	-969	-1'193
Event Service	Event Service	Event Service		-20	-20	-40	-23	-50
Special Projects	Projets spéciaux	Spezielle Projekte		-385	-285	-670	-755	-480
PR / Marketing	PR / Marketing	PR / Marketing	18	-1'526	-1'426	-2'953	-2'786	-2'643
Research	Recherche	Forschung		-295	-175	-470	-310	-350
Safety	Securité	Sicherheit		-20	-20	-40	0	-50
Research and Safety	Recherche et Securité	Forschung und Sicherheit		-315	-195	-510	-310	-400
TOTAL	TOTAL	TOTAL		-4'858	-4'653	-9'511	-8'148	-8'484
NSA	ANS	NSV		-5'000	-5'000	-10'000	-10'080	-10'000
NSA Support	Allocation ANS	NSV Unterstützung		-5'000	-5'000	-10'000	-10'080	-10'000
OPERATING RESULT	RES. D'EXPLOIT.	BETRIEBSERGEBNIS		-8'111	13'133	5'023	7'283	1'943

FINANCES	FINANCES	FINANZEN	Note	2020 budget	2021 budget	2020/21 budget	2018/19 actual budget	
Liquid assets	Liquidités	Flüssige Mittel		25	25	50	3	50
Short-term deposits	Avoirs à court terme	Geldanlagen		150	150	300	259	50
Securities	Titres	Wertschriften		3'475	3'475	6'950	7'827	8'500
Other income	Recettes divers	Ertrag divers		0	0	0	1	0
Income from investm.	Participation	Beteiligungsertrag		700	700	1'400	1'632	510
Income	Recettes	Ertrag	19	4'350	4'350	8'700	9'721	9'110
Liquid assets	Liquidités	Flüssige Mittel		-40	-40	-80	-43	-100
Short-term deposits	Avoirs à court terme	Geldanlagen		0	0	0	0	0
Securities	Titres	Wertschriften		-800	-800	-1'600	-1'305	-3'000
Fees, Charges	Frais	Gebühren, Spesen		-1'010	-1'010	-2'020	-1'525	-2'010
Expenditure	Dépenses	Aufwand		-1'850	-1'850	-3'700	-2'872	-5'110
Currency diff.	Différ.monnaie	Währungsdiff.		-1'750	-1'750	-3'500	-1'952	-2'500
Value adjustment	Rectification de valeur	Wertberichtig.		-6'750	-750	-7'500	-646	-1'500
Valuation	Evaluation	Bewertungen		-8'500	-2'500	-11'000	-2'598	-4'000
Result	Résultat	Ergebnis		-6'000	0	-6'000	4'251	0
ORDINARY RESULT	RESULTAT ORDIN.	ORDENTL. ERGEBNIS		-14'111	13'133	-977	11'534	1'943
EXTRAORDINARY	EXTRAORDINAIRE	AUSSERORDENTLICH	Note	2020 budget	2021 budget	2020/21 budget	2018/19 actual budget	
Income	Recettes	Ertrag		150	150	300	680	0
Expenditure	Dépenses	Aufwand	20	-325	-325	-650	-541	-650
Result	Résultat	Ergebnis		-175	-175	-350	139	-650
OVERALL RESULT	RESULTAT GLOBAL	GESAMTERGEBNIS		-14'286	12'958	-1'327	11'674	1'293
OVERVIEW	SOMMAIRE	ÜBERSICHT		2020 budget	2021 budget	2020/21 budget	2018/19 actual budget	
INCOME	RECETTES	ERTRAG		15'309	36'370	51'679	50'055	46'201
HUMAN EXPEND.	DEP.PERSONNEL	PERSONALAUFW.		-13'562	-13'584	-27'146	-24'544	-25'675
BUSINESS EXPEND.	FRAIS GENERAUX	SACHAUFWAND		-4'858	-4'653	-9'511	-8'148	-8'484
NSA SUPPORT	ALLOCATION ANS	NSV UNTERSTÜTZUNG		-5'000	-5'000	-10'000	-10'080	-10'000
OPERATING RESULT	RES. D'EXPLOIT	BETRIEBSERGEBNIS		-8'111	13'133	5'023	7'283	2'043
FINANCES	FINANCES	FINANZEN		-6'000	0	-6'000	4'251	0
ORDINARY RESULT	RESULTAT ORDIN.	ORDENTL. ERGEBNIS		-14'111	13'133	-977	11'534	2'043
EXTRAORDINARY	EXTRAORDINAIRE	AUSSERORDENTLICH		-175	-175	-350	139	-650
OVERALL RESULT	RESULTAT GLOBAL	GESAMTERGEBNIS		-14'286	12'958	-1'327	11'674	1'393

FUNDS	FONDS	FONDS	Note	2020 budget	2021 budget	2020/21 budget	2018/19 actual budget	
FUNDS DEVELOPMENT PROGRAMME								
Candidates WSC Projects Development Progr.	Candidats CSM Projets Development Progr.	Kandidaten SWM Projekte Development Progr.	21	0 -1'050 -1'050	800 -1'070 -270	800 -2'120 -1'320	1'350 -1'707 -357	800 -2'100 -1'300
Contributions Olympic Solidarity Proj. Activities FIS Solidarity Activities DP Solidarity	Dotations Proj. Olympic Soliarity Activités FIS Solidarity DP Solidarity Activités	Zuwendungen Olympic Solidarity Proj. Aktivitäten FIS Solidarity Aktivitäten DP Solidarity		0 0 -115 -115	0 0 -115 -115	0 0 -230 -230	272 -4 -202 65	0 0 -230 -230
Funds result	Résultat du fonds	Fondsergebnis		1'165	385	1'550	292	1'530
Total Fund	Totale du fonds	Total Fond		0	0	0	0	0
FUNDS PRIZE MONEY								
Contributions Projects Funds result	Dotations Projets Résultat du fonds	Zuwendungen Projekte Fondsergebnis	22	0 -80 80	0 -1'400 1'400	0 -1'480 1'480	0 -1'486 1'486	0 -1'180 1'180
Total Fund	Totale du fonds	Total Fond		0	0	0	0	0
MASTERS FUND								
Contributions Projects Funds result	Dotations Projets Résultat du fonds	Zuwendungen Projekte Fondsergebnis	23	10 -5 -5	10 -5 -5	20 -10 -10	33 -14 -19	20 -20 0
Total Fund	Totale du fonds	Total Fond		0	0	0	0	0

COMMENTS TO THE “WORKING BUDGET” 2020 – 2021 (TCHF)

GENERAL ASSUMPTIONS

Due to the COVID-19 pandemic the budget has been adjusted according to the current level of knowledge, for the time being specifically for the year 2020. This has therefore caused a negative impact on the income for World Cup Rights for the 2019-2020 as well as and especially for the finances. On the other hand there are savings in some areas, such as travel and accommodation expenses. These considerations are included in the present version of the working budget.

It is the intention to further adjust the working budget when there is more information forthcoming about the developments in relation to the restrictions imposed as a result of the COVID-19 pandemic.

The exchange rate is based on the actual EUR/CHF: 1.00 EUR = 1.00 CHF.

The FIS Budget 2020-2021 financial period has been established on an actual cash-flow basis for the second time and the income and expenditure are distributed as accurately as possible over the annual quarters, based on current information from contracts and previous accounting records.

Nevertheless, seasonal shifts in the receipt of income and outgoing expenditure, particularly in this present situation, are therefore likely affect the deviation between the budget and the actual figures per quarter.

INCOME AND EXPENDITURE

1 Net Income Rights Olympic Winter Games (OWG)

The total income for the Olympic Winter Games 2018 in PyeongChang (CHF 44.338 mill) is deferred over the four-year Olympic period (2018-2021). The deferred income amounts to TCHF 25'871.

2 Net Income Rights World Ski Championships (WSC)

Income for the FIS World Championships is budgeted according to the respective contracts, which are fixed amounts: Ski Flying with the European Broadcasting Union (EBU) for television rights and FIS Marketing for sponsoring, had to be postponed from March, provisionally until December 2020, and the FIS Alpine and Nordic WSC in 2021 with Infront for both media and marketing. The contracts for these are all in Euros.

The income and expenditure for each edition of the WSC is booked in the year that the Championships take place. Hence the great majority of the WSC income is booked in the uneven year 2021. The even year when only the Ski Flying World Championships take place, means that the result for 2020 is significantly less income booked than the following year 2021. That leads to a negative overall result of the FIS Accounts for the first year 2020 of the two-year 2020-2021 period.

3 Net Income Rights World Cups

The income for the World Cups is based only on signed sponsoring contracts, which presently include the FIS Alpine, Cross-Country, Ski Jumping, Nordic Combined and Ski Cross World Cup series. Due to cancellation of events in the first quarter 2020 and thereby non-fulfilment of the contractual number of events and TV exposure, the income for the 2019-2020 season had to be decreased by 20% in 2020.

The calculation of the direct expenses related to each contract (service handling, data and timing, operational costs, etc.), is based on actual figures of the previous period. There is still no sponsor to date for Data & Timing in the Nordic and Freestyle Ski-Snowboard disciplines, but the operational costs have to be calculated, as mentioned above.

4 Rights Partnerships

Income is budgeted from sponsoring contracts with AUDI/AMAG for the provision of FIS cars to cover the leasing costs for the vehicles provided (see also point 10, Technical Staff) as well as from co-operations with Garaventa-Doppelmayr, Sufag, Zaugg, Prinoth, Viessmann, Nüssli and Halti FIS-clothing. Amwerk supports the FIS “Bring Children to the Snow” programme in 2020 as a first step of a partnership.

- 5 National Ski Association Fees (NSA)**
 The expected income from NSA fees (membership, licence registration, homologation) corresponds with the previous period. The approved measure by the FIS Council at its Meeting on 27th March 2020 to waive calendar fees for the Covid-19 cancelled events in 2020, is already included in the budget.
- 6 Sales / Others**
 The sale of FIS accreditations, potential sanction fees, as well as discounts for early payment of social insurances are budgeted under other income.
- 7 Administration Staff**
 An adjustment for inflation and of approx. 2% which also covers previously agreed adaptations is budgeted.
- 8 Technical Staff**
 An adjustment for inflation of approx. 2% which also covers previously agreed adaptations is budgeted. The salary costs for contractual partners are calculated on the existing contracts. For Ski Jumping and Freestyle Skiing there is an overlap of salaries due to the recruitment of new competition management following the retirement of two employees.
- 9 Other staff expenditure**
 The position Social Costs has been adapted in line with the salary costs. Staff education is included here.
- 10 Marc Hodler Foundation (MHF)**
 The costs for human expenditure (salaries and social costs) according to the agreement with the MHF for the services of personnel are paid to the Marc Hodler Foundation.
- 11 Congresses / Council**
 The FIS Congress 2020 in Royal Cliff (THA) has been postponed until later in 2020 in connection if the conditions permit. Expenses for the FIS Council include two official in-person meetings and one gathering per year.
- 12 Competition control**
 The costs for competition control (anti-doping, equipment controls, snow control, homologations, technical officials) reflect the necessary level of activities in these fields. FIS invests an amount of CHF 2.1 million in anti-doping and less controls could be made in the first quarter 2020.
- 13 Competition services**
 The costs for competition services (press services, technical advisors, course construction) reflect the scope of activities in these areas.
- 14 Office and Facilities**
 The actual budget for the different positions within the Business Expenditure is in line the previous period.
- 15 Insurance and Administration**
 Insurance premiums are calculated according to the existing contracts. The premiums of the liability insurance and accident insurance for athletes have been increased by TCHF 50 p.a. each.
- 16 IT**
 IT services (computing, internet fees) include the services and activities.
- 17 Publications**
 Expenses under this item include the FIS Website, Newsflash, communications and the FIS App.
- 18 PR / Marketing**
 The costs for the "Bring Children to the Snow" campaign are based on a separate detailed Budget. The other items are in line with the previous period.
- 19 Finances**
 A considerable negative impact has been calculated due to the collapse of the stock market in the first quarter 2020. FIS only makes negative value adjustments on securities and a lower negative outcome than the real market is presently expected.

20 Extraordinary expenditure

Provision for liability purposes is budgeted at TCHF 500.

FUNDS**21 Development Programme**

The costs for all FIS Development Programme activities are based on a separate budget which is managed by the FDP Working Group and approved by the Council.

22 WSC Prize Money

The budgeted amount is based on the allocations of the previous period with 50% of the prize money purse for the respective disciplines paid to the Organising Committees prior to the WSC in 2020 and 2021.

23 Masters Fund

The Masters Fund is self-financed through the master FIS registration fees and organiser fees.