Treasurer’s Report

by Bernard Gouget (FR)
IFCC Executive Board Treasurer
Paola Bramati (IT)
IFCC office
Audit report 2011
by IFCC
Consultants
H&G - Milan (IT)
# 2012 Summary

<table>
<thead>
<tr>
<th>Description</th>
<th>Proposal 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Expenses</td>
<td>1,759,229.09</td>
</tr>
<tr>
<td>Total Income</td>
<td>633,200.00</td>
</tr>
<tr>
<td>Profit (-loss) for the year</td>
<td>-1,126,029.09</td>
</tr>
</tbody>
</table>
2012 INCOMES (CHF)
Income by categories
September 2012
2012 Total income: CHF 633,200.00

- Full Members: 179,660.23; 25.43%
- Corporate Members: 272,008.00; 38.49%
- Affiliate Members: 2,737.00; 0.39%
- CLSI royalties: 1,606.80; 0.22%
- IRMM royalties: 48,312.93; 6.84%
- SD sponsorships: 4,836.00; 0.68%
- TF Sponsorships: 24,203.75; 3.43%
- CPD sponsorships: 3,371.00; 0.48%
- VLP support: 29,016.00; 4.11%
- No income from IFCC event
- Income from securities/interests: 137,419.00; 19.45%
Full members 2012 dues by Regions

Total 2012 Full Members dues: CHF 192,069.50

- **EFLM**: 100,521 - 52.34%
- **APFCB**: 24,825 - 12.93%
- **COLABIOCLI**: 15,711 - 8.18%
- **OTHERS**: 45,848 - 23.87%
- **AFCC**: 1,713 - 0.89%
- **AFCB**: 3,450 - 1.80%
## Outstanding Full Members' dues 2010-2012 (CHF)

<table>
<thead>
<tr>
<th>Region</th>
<th>2010-2011 outstanding dues</th>
<th>2012 outstanding dues</th>
<th>Total outstanding dues 2010-2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AFCB</strong> - Arab Federation of Clinical Biology</td>
<td>780,00</td>
<td>720,00</td>
<td></td>
</tr>
<tr>
<td><strong>AFCC</strong> - African Federation of Clinical Chemistry</td>
<td>970,50</td>
<td>1.035,50</td>
<td></td>
</tr>
<tr>
<td><strong>APFCB</strong> - Asia-Pacific Federation for Clinical Biochemistry and Laboratory Medicine</td>
<td></td>
<td></td>
<td>1.350,00</td>
</tr>
<tr>
<td><strong>COLABIOCLI</strong> - Latin-American Confederation of Clinical Biochemistry</td>
<td>4.800,00</td>
<td>4.963,00</td>
<td></td>
</tr>
<tr>
<td><strong>EFLM</strong> - European Federation of Clinical Chemistry and Laboratory Medicine</td>
<td>480,00</td>
<td>480,00</td>
<td></td>
</tr>
<tr>
<td><strong>Other</strong> independent Societies</td>
<td>2.700,00</td>
<td>3.000,00</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>9.730,50</td>
<td>11.548,50</td>
<td><strong>21.279,00</strong></td>
</tr>
</tbody>
</table>

## Outstanding Affiliate Members' dues 2010-2012 (CHF)

| Total                                            | 400,00                     | 800,00                | **1.200,00**                     |
Full members dues by fees’ levels
Total 2012 Full Members dues: CHF 192,069,50

Dues levels per Societies’ Members:

Low Income dues: CHF 4
(6 countries)

Lower Middle Income: CHF 5.5
(19 countries)

Upper Middle Income: CHF 6
(26 countries)

High Income: CHF 6.5
(37 countries)

- High Income: 152,022,50; 79.15%
- Upper Middle Income: 26,820; 13.96%
- Lower Middle Income: 11,562; 6.02%
- Low Income: 1,665; 0.87%
Full members 2012 dues payments’ overview (CHF - October 2012)

Total 2012 Full Members dues: CHF 192,069.50 (received CHF 179,660.23 93.54%)

Outstanding dues from years 2010-2011: CHF 9,730.50
Affiliate Members 2012 payments (CHF – October 2012)

- Total 2012 Affiliate Members dues: **CHF 3,600**

- Paid dues: **2,668,18; 74.12%**

- Loss on exchange rate: **131,82; 3.66%**

- Outstanding dues: **800,00; 22.22%**
Corporate Members’ dues scheme

Corporate membership dues (CHF)
Annual Turnover in the field of clinical chemistry:

<table>
<thead>
<tr>
<th>Turnover Range</th>
<th>US $</th>
<th>CHF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to</td>
<td>3 Mio.</td>
<td>2.250</td>
</tr>
<tr>
<td>Up to</td>
<td>20 Mio.</td>
<td>5.600</td>
</tr>
<tr>
<td>Up to</td>
<td>100 Mio.</td>
<td>8.950</td>
</tr>
<tr>
<td>Up to</td>
<td>400 Mio.</td>
<td>10.100</td>
</tr>
<tr>
<td>Up to</td>
<td>600 Mio.</td>
<td>11.200</td>
</tr>
<tr>
<td>More than</td>
<td>600</td>
<td>13.500</td>
</tr>
</tbody>
</table>

Outstanding Corporate Members' dues 2011-2012

<table>
<thead>
<tr>
<th>Year</th>
<th>Outstanding dues 2011</th>
<th>Total outstanding dues 2011</th>
<th>Outstanding dues 2012</th>
<th>Total outstanding dues 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2011-2012</td>
<td>15.700,00</td>
<td></td>
<td>61.700,00</td>
<td></td>
</tr>
</tbody>
</table>
Corporate Members 2012 dues (CHF- October 2012)

- 2012 received dues: CHF 272,012 - 81.38%
- 2012 dues to be received: CHF 61,700 - 18.46%
- Loss on rate of exchange: CHF 537 - 0.16%

Total 2012 Corporate Members dues: CHF 334,250
To be received from 2011: CHF 15,700
2012 EXPENSES
Yearly Budget functional units' overview compared to grand total budget - (CHF 1,759,229.09)
Yearly Budget functional units' overview of expenses (%) by functional units budget - September (CHF)

/ compared to allocated sums - CHF
# Overview of budget September 2012 (CHF)

## 2012 summary

<table>
<thead>
<tr>
<th>Description</th>
<th>Proposal 2012</th>
<th>ACTUAL YTD</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>CHF</td>
<td>CHF</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>1,759,229.09</td>
<td>493,053.13</td>
</tr>
<tr>
<td>Total Income</td>
<td>633,200.00</td>
<td>706,615.71</td>
</tr>
<tr>
<td>Net Income</td>
<td>-1,126,029.09</td>
<td>213,562.59</td>
</tr>
</tbody>
</table>
2012-2014 finances - strategic plan
✓ The General Conference in Kuala Lumpur is representing the major expense (not considering fixed ones) for 2012.

✓ Despite of this, the actual flow cash amount at Credit Suisse should be enough 2012 expenses.

✓ Evolution of the LGT bank portfolio (assets)

✓ Immediate future years, with significant incomes:
  2013: EuroMedLab – Milano
  2014: WorldLab - Istanbul
  2015: EuroMedLab – Paris
Credit Suisse accounts
### Credit Suisse accounts’ actual available cash (Nov 13, 2012)

<table>
<thead>
<tr>
<th>Account</th>
<th>CHF Amount</th>
<th>USD Amount</th>
<th>EUR Amount</th>
<th>CHF Equivalent</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHF account:</td>
<td>CHF 460 733,55</td>
<td>USD 7 940, 19</td>
<td>EUR 318 639, 03</td>
<td>~CHF 7 531,27</td>
</tr>
<tr>
<td>USD account:</td>
<td></td>
<td></td>
<td></td>
<td>~CHF 384 178,57-</td>
</tr>
<tr>
<td>EUR account:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Total cash available at Credit Suisse:**

**CHF 852 443, 39**

### Proposal from Credit Suisse for short term investments:

- One proposal could be to invest part of the capital into a short (3-6 months) fixed interest account
- Exclusive Selection CHF (composite portofolio)
LGT bank portfolio
### Statements of assets

Historic performance (2010 – 2011) end of 2011 = 1,984,652,43 €

<table>
<thead>
<tr>
<th>Calendar Year</th>
<th>Reference Currency</th>
<th>Total Assets *</th>
<th>Change in Net Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>EUR</td>
<td>1,984,652.43</td>
<td>-88,014.32</td>
</tr>
<tr>
<td>01.05. - 31.12.2010</td>
<td>EUR</td>
<td>2,072,666.75</td>
<td>32,472.40</td>
</tr>
</tbody>
</table>

* at year end
2012 Strategic plan for Finances

- What are our free assets (with no fixed or anticipated liabilities) in a medium term 3-5 years?

- What is our investment horizon?

  <3 years Fixed Income
  3-5 years Conservative Income
  5-8 years Balanced
  8-12 years Growth
  >12 years Equity?

- What kind of returns and losses (volatility) can we support in turbulent markets?
LGT portfolio investment’s options

An overview of our offering Mandates with alternative investments

<table>
<thead>
<tr>
<th></th>
<th>Income</th>
<th>Conservative</th>
<th>Balanced</th>
<th>Growth</th>
<th>Equity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment objectives</td>
<td>Interest income</td>
<td>Predominantly interest income</td>
<td>Balanced strategy</td>
<td>Emphasis on capital gains</td>
<td>Capital gains</td>
</tr>
<tr>
<td>Risk tolerance</td>
<td>Very low risk tolerance, minor value fluctuations</td>
<td>Low risk tolerance, moderate value fluctuations</td>
<td>Medium risk tolerance and fluctuations</td>
<td>High risk tolerance, major value fluctuations</td>
<td>Very high risk tolerance, very high value fluctuations</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Upper and lower limits</th>
<th>Fixed Income</th>
<th>Equities</th>
<th>Alternative</th>
</tr>
</thead>
<tbody>
<tr>
<td>70% - 95%</td>
<td>50% - 90%</td>
<td>30% - 70%</td>
<td>0% - 40%</td>
</tr>
<tr>
<td>0%</td>
<td>5% - 35%</td>
<td>25% - 55%</td>
<td>55% - 85%</td>
</tr>
<tr>
<td>5% - 30%</td>
<td>5% - 25%</td>
<td>5% - 25%</td>
<td>5% - 25%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Strategic Allocation</th>
<th>Bonds</th>
<th>Equities</th>
<th>Alternative</th>
</tr>
</thead>
<tbody>
<tr>
<td>80%</td>
<td>63%</td>
<td>47%</td>
<td>16%</td>
</tr>
<tr>
<td>0%</td>
<td>17%</td>
<td>33%</td>
<td>63%</td>
</tr>
<tr>
<td>20%</td>
<td>20%</td>
<td>20%</td>
<td>21%</td>
</tr>
</tbody>
</table>

Actual IFCC chosen profile 2012

Ex IFCC chosen profile
Statement of assets
as of 12 Nov. 2012
Total = **2.106 787,37 €**
end of 2011 = **1.984 652,43 €**

Performance since Jan 2012
+6,16 % net
LGT overview of IFCC portfolio

• For the time being, **we do not recommend you to change the investment profile**, neither to invest the liquidity part that is currently in the Money Market Funds. The reasons:

• Even if **the re-election of President Obama was positive for the markets**, even if the US Consumer Confidence came out surprisingly positive last Friday,

• **the US will have to face a real challenge by the end of this year with its US fiscal cliff** (some years ago, President Busch reduced taxation on dividends from 37% to 15% and this came to an end on December 31st, 2012.

• President Obama has to do something, taking into consideration their big trade balance deficit on one hand, but also the fragile economical situation on the other hand.

• Therefore **we would rather stay cautious right now**.

• **The interest rates will stay on a very low level in 2013; no interest rate increase before 2014 or even 2015!** This is positive for "niche" sectors, like inflation bonds, high yields bond or emerging market bonds.

• LGT Bank has in general a defensive strategy as we don't want too high volatility.

• I would like to thank you again for your trust and look forward to continuing our pleasant collaboration.

*Olivier Christen, Director, LGT bank Geneva (Nov 13, 2012)*
What can be done now to improve IFCC finances?

Equilibrated balance of finances and new investments

- Implementing realistic functional units budgets 2013-2014
- Obtaining possible supporting resources (non governmental org., international foundations...)
- Lobbying with Health Industry (IVD, Biomedical, Pharmaceutical)
- Searching new partners for research and integrated projects
- Developing Web/tele-activities: continuous training; web-conferences
- Creating an IFCC Foundation to reinforce IFCC leadership in Laboratory Medicine
Thank you!