

Child & Youth Finance International
ANNUAL REPORT

**20
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We thank you all for your invaluable support which in 2017 helped us deliver the results reported herein.

Child & Youth Finance International

ANNUAL REPORT

**20
17**



GLOBAL MONEY WEEK.

Learn. Save. Earn.

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Learn. Save. Earn.

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Learn. Save. Earn.

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CINQUEM

LETTER FROM THE SECRETARIAT

Dear Reader,

Learn. Save. Earn.

The theme of the 2017 iteration of the Global Money Week campaign not only encapsulates the scope of our work here at Child and Youth Finance International, but also speaks volumes about the mindset of everyone. All of us have a shared commitment to strive for a world where children and youth truly become the agents of their own change- agents that are knowledgeable about their choices, empowered to take action and perhaps most importantly, live in a place where they are recognized as such.

We say Learn because we understand the importance of teaching children and youth about financial matters, their rights and their responsibilities to themselves, others around them and their society as a whole.

We say Save because engraining the habit in young people is crucial for their futures. We must learn to save not only for the good things we want and need in life, but also for the potential emergencies that can come up and by actively saving we are encouraged to look and plan for the future.

We say Earn because creating a livelihood is crucial for young people to take control of their own lives and build and shape their futures.

Within our Systems Change approach, we have focused on activities and initiatives that will help enable these three skills for young people around the world. During 2017 our main advocacy campaign Global Money Week was again an incredible success, with activities organized by stakeholders in 137 countries, reaching 7.8 million children and youth. The Global Inclusion Awards reached a new level this year, as they were held under the auspices of the German Presidency of the G20 in Berlin. At the Awards we saw once again innovative and inspirational programs, policies and people from around the world. It was truly our pleasure to be able to honor all of these organizations that are working so hard to advance Economic Citizenship.

What's more, through our demonstration initiative, SchoolBank programs are now reaching over 50,000 young people from Asia to Africa and MENA, with more set to begin in 2018. Our Ye! initiative continues to grow and has focused on expanding the community to reach the last mile of young entrepreneurs. Ye! has increased our engagement through expanding the reach to entrepreneurs both on and offline; the platform itself now has more than 15,000 users from the around the world.

To all of our stakeholders, friends and supporters, we are immensely honored and proud to be able to work with you, and we look forward to a continued partnership in the years to come. None of what is listed in this report would have been possible without your tireless support and work. From everyone at CYFI, thank you!



Bram van Eijk
Co-Director
Child & Youth Finance International (CYFI)



Lubna Shaban
Co-Director
Child & Youth Finance International (CYFI)

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ABOUT

CHILD AND YOUTH FINANCE INTERNATIONAL

THEORY OF CHANGE

In June 2010, 126 experts from 40 countries gathered for the first Child and Youth Finance meeting in the Netherlands to share their insights and expertise in developing the Child and Youth Finance Movement as well as the organization’s Theory of Change. Over the course of June 2010 – July 2011, they came together in dedicated working groups for each of the key strategic areas of the Movement. The CYFI Research Working Group comprised of leading academics in the fields of financial literacy and children’s rights, combining their expertise to develop CYFI’s Theory of Change in the form of a detailed model of Full Economic Citizenship.

CYFI’s model poses that **financial education, social and livelihoods education, and financial inclusion** are the building blocks of **empowerment** and **financial capability** that underpin **Full Economic Citizenship** for children and youth. Financial education includes instruction and/or materials designed to increase financial knowledge and skills. **Social education & livelihoods**

education are the provision of knowledge and skills that change individuals’ understanding and awareness of their rights and the rights of others. It also involves fostering of life skills. Financial inclusion is access to appropriate, quality, and affordable financial services. **Empowerment** is the sense of confidence and efficacy experienced by children and youth through controlling their own lives, claiming their rights, and having empathy toward others. **Financial capability** has individual and structural components. It combines a person’s ability to act with the opportunity to act. To be financially capable, people must have financial knowledge and skills as well as access to appropriate financial services to enhance social and economic well-being.

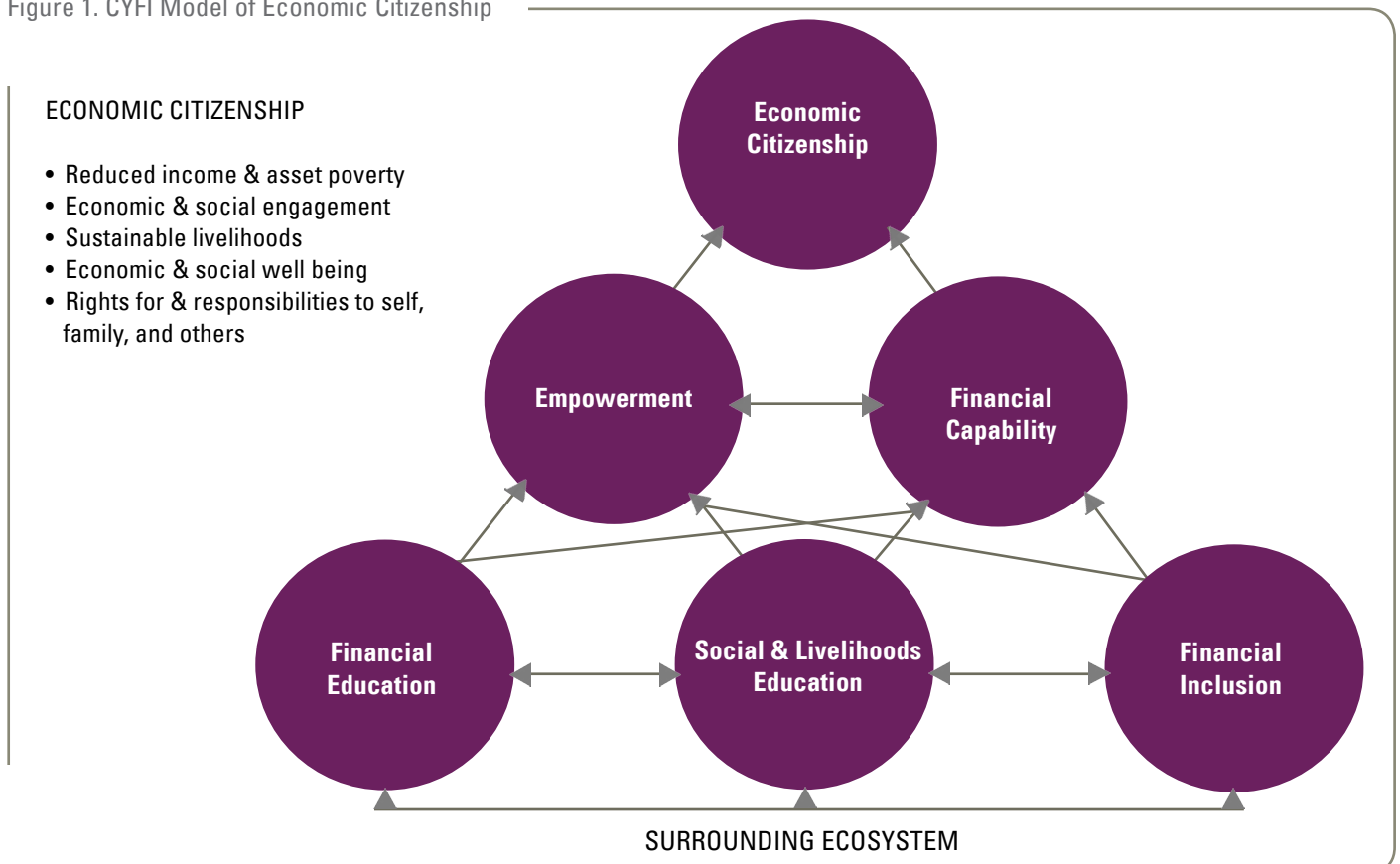
At the center of the Theory of Change lies the ultimate beneficiary, the individual child or youth. When developing the CYFI Theory of Change, the Research Working Group used the UN Convention on the Rights of the Child as its base. The Convention outlines the child’s right:

- To survive;
- To develop to the fullest;
- To protection from harmful influences, abuse, and exploitation; and
- To participate fully in family, cultural and social life.

States that are parties to the Convention recognize that poverty and unemployment severely restrict, if not completely deny, children and youth these fundamental rights. In order to reach the goal of Full Economic Citizenship, the group concluded that a concentrated effort of intertwined development interventions is necessary.

CYFI’s Full Economic Citizenship Model states that holistic financial, social, and livelihoods education, when implemented in combination with financial inclusion, can lead to greater capability and empowerment, thus helping children and youth to become thriving economic citizens (Figure 1). In the next phase, we’ll review and, if needed, update this model based on new research and the learnings from the last 5 years.

Figure 1. CYFI Model of Economic Citizenship



Source: Child & Youth Finance International, 2011



SYSTEMS CHANGE

From the outset, we realized that our large-scale challenge requires large scale thinking, and that the current situation - as well as the barriers on the way to change - is the result of the systems in which we live. Like Russian “Matryoshka” dolls that fit one inside the other, most systems contain other systems and are contained within larger systems: cells within organs, within individuals, within communities, within counties, states, and continents. Changing a system affects both the systems within it and the systems in which it is nested. The challenge for change agents is choosing the right level, or levels, of scale for the changes they seek. The answer is often working at multiple levels: top down, bottom up, outside in, and inside out.

Most of the qualities of a living system are aspects of a single fundamental network pattern: nature sustains life by creating and nurturing communities and lasting change requires a critical mass or density of interrelationships within a community. It is difficult, however, to direct a living system. You can only disturb it by introducing information that contradicts old assumptions, by demonstrating that things people believe they cannot do are already being accomplished somewhere, by inviting new people into the conversation, and by rearranging structures so that people relate in ways they’re not used to and presenting issues from different perspectives.

At the same time, one can create conditions that take advantage of the system’s capacity for generating creative solutions: nurture networks of connection and communication, create climates of trust and mutual support, encourage questioning, and reward innovation. It is CYFI’s role as a leader and change agent to recognize emergent opportunities, articulate them, and incorporate them into organization and/or program designs.

OUR UNIQUE APPROACH: COLLABORATIVE SYSTEMS CHANGE

To meet the considerable challenges facing us, we pioneered a new way of thinking and designed our “Collaborative Systems Change” management approach. Uniquely suitable for tackling large-scale problems, this innovative model recognizes that there is no one big answer to complex problems, but rather a plethora of smaller efforts working in harmony that propel the entire machine forward.

To drive the necessary change and combat cycles of poverty, a wider-scale, long-term systems change approach is needed. At the center of this Collaborative Systems Change model, CYFI serves as an agent of change - driving innovation, demonstrating proof of concept, sharing knowledge, rallying all relevant stakeholders to the cause, and propelling joint actions.

Our approach relies on 3 complementary elements:

- **Innovation:** as organizations are often unwilling to invest time, money and effort into new and untested approaches, it is our role as an agent of change to offer both innovation and proof of concept.
- **Collaboration:** for a lean organization such as CYFI – which does not possess the means of the UN, OECD or even large international NGOs – the way to affect global-scale change relies on highly effective collaboration between different types of organizations, in order to create the needed critical mass of efforts.
- **Expert Change Agent:** at the center of this model, we activate the collaborative network and affect implementation by driving innovation, exchanging knowledge, rallying all relevant stakeholders to the cause, and propelling joint actions.

The combination of these elements is the key to our exponential growth with very modest resources in such a short period of time. Unlike advocacy organizations aimed to raise awareness, we go further and offer our network partners concrete tools and road maps to implement changes that will gradually alter the ecosystem of youth economic empowerment in every country in which we work.

ACTIVITIES IN 2017

BY STRATEGIC OBJECTIVE

CYFI 4 MAIN STRATEGIC OBJECTIVES

Child and Youth Finance International has four main strategic objectives which guide its decision making activities, partnerships and investments:

1 Global Platforms

On the international level continue to create alliances among policymakers and financial regulators to further increase Economic Citizenship Education and access for children and youth at national levels.

2 Regional and National Platforms

Building and maintaining national and regional collaborations and networks. We wish to ensure that countries have or are developing national strategies for the inclusion of children and youth in the financial sector.

3 Education and Inclusion

The main objective of education and inclusion is to help children and youth under the age of 18 gain access to high quality Economic Citizenship Education and safe and reliable banking services.

4 Innovations

The main objective of Innovations is to develop and check the feasibility of innovations which can support the goals of the Movement and which are based upon the Movement needs. During 2017 this was fully committed to further expansion of YE!

The major activities during 2017 at Child and Youth Finance International have been focused across all four objectives with education and inclusion seeing an uptick in spending throughout the year in comparison to the year prior, mainly due to greater

emphasis on SchoolBank programmes as well as product development workshops. Both regional and national platforms and global platforms saw a marked decrease in expenses during 2017 mainly due to the fact that there was not a summit held in 2017 and there were fewer donor funded activities in Europe during the year.

Operations and Resource Mobilization

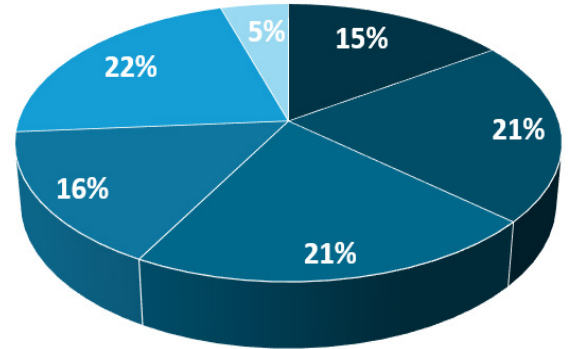
Though not considered a strategic objective, Operations and Resource Mobilization (fundraising) are critical to the functioning of the Secretariat as they provide the needed backup to all activities within the organization.

See Figure 2 for how monetary resources are spent per strategic objective at CYFI.



Figure 2: Spend per objective

Objectives	2017 Euro Amount	2017 % of Expenses	2016 Euro Amount	2016 % of Expenses
Education and Inclusion	199,037	15%	122,286	8%
Global Platforms	275,797	21%	361,825	24%
Regional and National Platforms	276,054	21%	420,034	28%
Innovations	205,353	16%	298,954	20%
Operations	279,966	22%	259,770	17%
Fundraising	60,384	5%	50,568	3%
Total	1.296.591	100%	1.513.437	100%



- 15% Education & Inclusion
- 21% Global Platforms
- 21% Regional & National Platforms
- 16% Innovations
- 22% Operations
- 5% Fundraising

Source: Child & Youth Finance International, 2017



1 GLOBAL PLATFORMS

Continue to create international level alliances between policymakers and financial regulators, to further increase financial education and access for children and youth at national levels.

GLOBAL MONEY WEEK

Global Money Week (GMW) is an annual money awareness campaign built to inspire children and young people to learn about money matters, livelihoods and entrepreneurship.

The goal of GMW is to promote the importance of Economic Citizenship Education (ECE) and the social and economic empowerment of youth. Through a number of interactive activities such as workshops, visits to banks and stock exchanges, educational games, essay competitions, classroom debates and

dramatic productions, young people are able to share their ideas in a constructive manner. The Week's ideas, events and lessons learned are intended to have a long-lasting impact. GMW also helps to advance the strategic focus areas of CYFI, namely through its role as an advocate, network connector, and expert hub and network advisor for the Child and Youth Finance Movement.

This year's GMW theme was 'Learn.Save. Earn'. Around the world, children and youth took part in interactive and engaging activities, held by financial institutions, government bodies, civil society and communities dedicated to supporting financial education and inclusion for young people. With innovative and exciting activities taking place worldwide, there were so many ways in which participants raised awareness about the importance of economic empowerment for youth!

GMW2017 has been our biggest yet, and international collaboration and partnerships highlighted the growth of the Week and its effect on raising awareness about the importance of financial inclusion and economic citizenship education for young people everywhere.

Global Collaboration

Exciting collaborations underlined the success of GMW2017. Collaborative thought leadership documents were launched during the week – including leading document 'Safer Payments for Minors: Guiding Minors Towards Financial Autonomy' co-authored by CYFI, Mastercard and partners. Linking to the awareness-raising mission of GMW, CYFI and UNCDF launched the 'Bank the Youth' campaign during the Week – the campaign will continue to advocate for increased access to responsible, accessible and affordable financial services for youth.



H.M. Queen Máxima of the Netherlands

During Global Money Week 2017, H.M. Queen Máxima of the Netherlands joined a special joint celebration organized by CYFI in collaboration with the Money Wise Platform (platform Wijzer in geldzaken) and partners.

Queen Máxima is a leading global voice advancing universal access to affordable, effective and safe financial services in order to strengthen human development, especially among the poor. She holds the role of Honorary Chair of the Money Wise Platform and is the UN Secretary-General's Special Advocate for Inclusive Finance for Development.



Global Events

Activities and events took place in 137 countries to celebrate GMW. The launch of GMW took place at the Bundesbank in Frankfurt in collaboration with the German Presidency of the G20, while a special joint GMW celebration held with Dutch Ministry of Finance in Amsterdam was attended by H.M. Queen Máxima of the Netherlands. Bangladesh held a national closing ceremony to round up the Week's excitement and closed their event with a

roundtable discussion to bring forward financial education and inclusion in the country.

Global Participation

In GMW tradition, young people around the world participated in interactive online activities and discussions as part of the global community. From the Regional Rally in Latin America, to a record-breaking number of submissions in this year's GMW Selfie Challenge, Money Box Challenge and

brand-new Video Challenge, young people engaged with their peers and celebrated what learning, saving and earning means to youth in their country.

Global Money Week once again experienced strong growth in 2017. 7.8 million children and youth across 137 countries participated in one of the 27,000+ activities organized by the 23,000+ organizations (Figure 3 & 4).

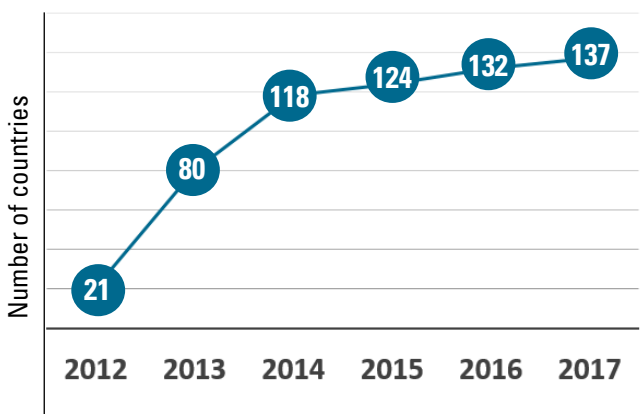


Figure 3: GMW country growth

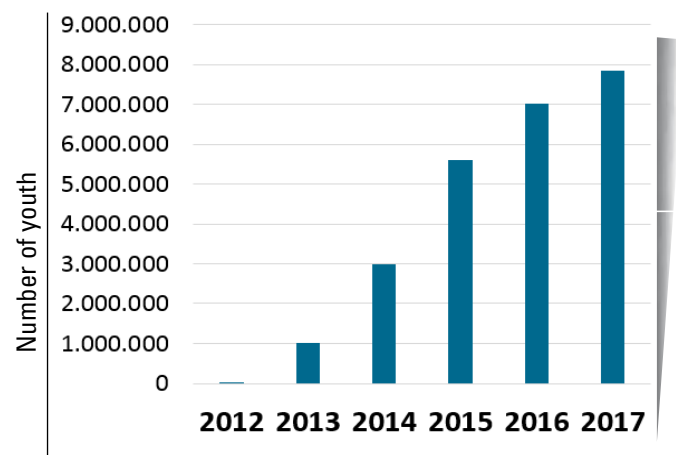


Figure 4: GMW youth growth



GLOBAL INCLUSION AWARDS

The Global Inclusion Awards recognize and honor those that achieve greatness and demonstrate innovation in financial, social and livelihoods education, financial inclusion, and entrepreneurial support for children and youth at the national, regional and international level.

Goals of The Global Inclusion Awards

- Develop public awareness and understanding of the importance of financial inclusion and financial capability for children and youth;
- Encourage national authorities, NGOs and financial institutions to strive for excellence in Economic Citizenship Education programs and thereby promote the advancement of their services;
- Acknowledge outstanding young entrepreneurs and economic citizenship activists.

The applicants for the awards were evaluated on the following aspects:

- **Excellence:** Nominees must be of outstanding character and reputation.
- **Accountability:** Nominees must demonstrate good governance and transparent financial management.
- **Creativity:** Nominees must show creative use of resources to deliver innovative and flexible programs.
- **Partnership:** Nominees must be able to demonstrate that integral to their activities is the spirit of effective collaboration and partnership.
- **Sustainability:** Nominees must show how their work will continue to impact young

Specific criteria for each individual award are detailed in the award categories below.

The 6th annual Global Inclusion Awards Ceremony was held on 3 May 2017 at the historic Meistersaal in Berlin, Germany. The event was organized in collaboration with the German G20 Presidency/German Federal Ministry for Economic Cooperation and Development (BMZ).

Prior to the Awards Ceremony, the G20 Global Partnership for Financial Inclusion (GPFI) Forum brought together speakers, panelists participants and partners from

around the world from 2-3 May 2017 in Berlin, Germany. Some of the numerous sessions included “Regional Initiatives on Financial Inclusion”, “SME Finance in Sustainable Global Value Chains – Helping SMEs to Go Global”, “Strengthening Digital and Financial Literacy and Awareness”, and “Making Young Entrepreneurs Visible and Bankable.” The 2030 Agenda for Sustainable Development and its central tenet to “leave no one behind” forms the overarching framework of the German G20 presidency. The key guiding document for the GPFI until 2020, the Financial Inclusion Action Plan 2017 was therefore aligned with the 2030 Agenda and highlighted a focus on vulnerable groups, including women and youth, but also forcibly displaced persons. In a similar vein, an emphasis was placed on the financial inclusion of SMEs, especially to further their integration into sustainable global value chains via appropriate financing models, policy frameworks and incentives. During the Forum, outstanding young entrepreneurs and finalists of the ‘Global Youth Entrepreneur Award’ category also shared the business models that they use to create positive social impact. Their insights and perspectives kicked off a discussion panel on possible next steps for increasing

financing for youth-led SMEs by financial institutions, policy makers and other stakeholders. The GPF, an inclusive platform for all G20 countries, interested non-G20 countries and relevant stakeholders, continues to carry forward work on financial inclusion, including the implementation of the G20 Financial Inclusion Action Plan, endorsed at the G20 Summit in Seoul in 2010.

There were 6 awards presented at the Meistersaal in the evening following the GPF Forum: Child and Youth Friendly Banking Award, Economic Citizenship Education Award, CYFI Country Award, Global Money Week Award, Outstanding Youth Economic Citizenship Awards and the Global Youth Entrepreneur Award. The ceremony was hosted by Miranda Oben and opened a stirring performance by two very talented young musicians from the Junge Philharmonie Berlin. Following this, speeches were given by Wessel van Kampen and Ms. Natascha Beinker, Deputy Head, German Federal Ministry for Economic Cooperation and Development, G20 German Presidency. During the interlude, soprano Fatma Said delighted the audience with multiple musical numbers. Following the presentation of the various

awards, the night was capped off with an address from Mr. Heinrich Haasis, President of the World Savings and Retail Banking Institute/European Savings and Retail Banking Group.

AWARD CATEGORY
Child & Youth Friendly Banking Award

The Child & Youth Friendly Banking Award acknowledges the accomplishments of financial service providers that pioneer innovative and original Child and Youth Friendly Banking Products, combined with an education component, delivered through a variety of media channels and employing a variety of learning methodologies.

Specific evaluation criteria include:

- Demonstrated products and services developed and provided are consistent with the Child and Youth Friendly Banking Principles.
- Demonstrated exemplary partnerships with schools and/ or community centers.
- Demonstrated development and active engagement in educational programming in collaboration with civil society and education authorities.

GIA 2017

- Demonstrated development of original and novel television, radio, or online programs to aid education of children and youth.

WINNER: • Commonwealth Bank of Australia, Australia | “School Banking project” and “Youthsaver account”

FINALISTS: • Diamond Bank Plc, Nigeria | “Diamond Cool-Teens” • Finance Trust Bank Limited, Uganda | “Girl’s Choice Savings Account”, “Teen Classic Savings Account” and “Trust Junior Savers Account” • JSC Bank of Georgia, Georgia | “sCool Card” • Kerala Gramin Bank, India | “Junior Savings Account” • National Savings & Credit Bank, Zambia | “Girls Dream Account”, “YAPASA Youth Empowerment Programme” and “Minor Savings Product”



AWARD CATEGORY

Economic Citizenship Education Award

The Economic Citizenship Education (ECE) Award acknowledges the accomplishments of organizations who have effectively implemented outstanding financial, social and livelihoods education programs in the field.

Specific evaluation criteria include:

- Demonstrated successful design and delivery of financial, social and livelihoods educational programming, while encouraging greater financial inclusion for children and youth.
- Demonstrated leadership in inspiring change while developing innovative approaches that solve pressing needs facing children and youth.
- Demonstrated innovative partnership building, including public-private initiatives and combined efforts with financial service providers and other nonprofit organizations.
- Demonstrated that results are tracked and documented.
- Demonstrated that results show a positive, tangible and sustainable impact on the lives of children and youth.

- Demonstrated long term commitment to the communities served.
- Demonstrated commitment to the advancement of Economic Citizenship, including financial inclusion, highlighting creative, cost-effective approaches that make a significant impact in the lives of children and youth.

WINNER: • Banqer, New Zealand | “Banqer”

FINALISTS: • Banco de Credito del Peru, Peru | “Contigo en tus Finanzas en Aula” • BBVA Bancomer, Mexico | “Valores de Futuro” • Financial Education Foundation, Italy | “EconomiAscuola – EconomicSchool” • Mobaderoon, Syria | “FADA program”, “The Life Street Program” & “Aflatoun and Aflateen Program” • World Vision Armenia, Armenia | “IMPAC/SKYE Clubs”

AWARD CATEGORY

CYFI Country Award

The CYFI Country Award acknowledges the accomplishments of government authorities (for example central banks, ministries of education) in building alliances among key national stakeholders, initiating child and youth friendly financial regulation and expanding the reach of quality Economic

Citizenship Education through formal and non-formal education channels. Countries were evaluated for achievements in 2016.

Specific evaluation criteria for this award include:

- Demonstrated exceptional accomplishments and innovation in delivering financial education and inclusion policies and programs for children and youth.
- Demonstrated strong alliance building between policymakers and financial regulators.
- Demonstrated an exceptional strategy to implement Child and Youth Finance initiatives.
- Demonstrated substantial efforts in building alliances among local stakeholders.

Americas & The Caribbean

REGIONAL WINNER: • Peru, Superintendence of Banks, Insurances and Private Administrations of Pensions | “Implementation of the Financial Education component of the National Strategy for Financial Inclusion (ENIF)”





REGIONAL FINALISTS: • Chile, Central Bank of Chile, Superintendence of Banks and Financial Institutions | “Central en tu Vida, Financial Inclusion Strategy” • El Salvador, Central Bank of El Salvador | “Financial Education Program”

Europe & Central Asia

REGIONAL WINNER: • Romania, National Bank of Romania, Authority for Financial Supervision, Ministry of Education of Romania | “Financial Educational National Programs”

REGIONAL FINALISTS: • Azerbaijan, Central Bank of Azerbaijan, Economic Education Service of the Center for Research and Development | “Financial Literacy” • Georgia, National Bank of Georgia | “National Strategy for Financial Literacy; SchoolBank project led by NBG; Curriculum integration process” • Latvia, Financial and Capital Market Commission (National Coordinator for Financial Literacy Issues in Latvia appointed by OECD INFE) and Bank of Latvia | “National Strategy for Financial Literacy in Latvia (2014-2020)” and “Diversity of Teaching and Learning Methodologies for Training Financial

Literacy” • Russian Federation, Ministry of Finance of the Russian Federation and partners | Ministry of Finance and World Bank project “Increasing financial literacy of population of the Russian Federation” (Introducing financial literacy in Russian schools at the national level; national-level awareness-raising campaigns)

Africa

REGIONAL WINNER: • Zambia, Bank of Zambia | “National Strategy for Financial Education (2012-2015); Curriculum Integration Process”

REGIONAL FINALISTS: • Burkina Faso, Ministry of Economy, Finance and Development | “Program of Financial and Social Inclusion” • Rwanda, National Bank of Rwanda | “Draft of the National Financial Inclusion Strategy for Rwanda 2017- 2020”

Middle East & North Africa

REGIONAL WINNER: • Egypt, Egyptian Banking Institute | “Shaping the Future Initiative”

REGIONAL FINALISTS: • Lebanon, Central Bank of Lebanon, Ministry of Social Affairs | “Financial education initiatives and pilots” • Palestine, Palestine Monetary Authority | “National Strategy for Financial Inclusion in Palestine”

Asia & The Pacific

REGIONAL WINNER: • Indonesia, Indonesia Financial Services Authority | “Indonesia National Financial Literacy Strategy and Financial Inclusion Initiatives”

REGIONAL FINALISTS: • India, Reserve Bank of India, Ministry of Finance, National Centre for Financial Education | “National Strategy for Financial Education and Overall Country Child Financial Inclusion Advancements” • Pakistan, State Bank of Pakistan | “Children and Youth Financial Literacy Program, under Phase 2 of the Pakistan National Financial Literacy Program (NFLP)”



AWARD CATEGORY
Global Money Week Award

The Global Money Week Award acknowledges the efforts and accomplishments of countries in implementing “Global Money Week 2017” held between 27 March – 2 April 2017 at the national level.

Specific evaluation criteria for this award include:

- Demonstrated exceptional diversity, efficiency and innovation in GMW activities.
- Country reached a significant number of children and youth, directly and indirectly.
- Demonstrated substantial efforts in engaging and collaborating with different local stakeholders including financial service providers and civil society organizations.
- Demonstrated GMW activities are organized in a cost sensitive manner.

The Global Money Week Award is awarded to a governmental/national authority (or a group of governmental authorities) leading and coordinating the engagement of the country in the GMW activities.

GLOBAL WINNER: • Bangladesh, Bangladesh Bank (Central Bank), Daffodil International University, JobsBD
SPECIAL RECOGNITION: • Ivory Coast, Ministry of Education, Positive Planet
SPECIAL RECOGNITION: • Libya, Central Bank of Libya

Americas & The Caribbean

REGIONAL FINALISTS: • Colombia, National Organizing Committee of Global Money Week Colombia • Dominican Republic, Central Bank of the Dominican Republic • Paraguay, Central Bank of Paraguay

Europe & Central Asia

REGIONAL FINALISTS: • Belgium, Financial Services and Markets Authority • Hungary, Ministry of Human Capacities, Ministry for National Economy, Money Compass Foundation (founded by the Central Bank of Hungary), Hungarian Banking Association, Junior Achievement Hungary • The Netherlands, Money Wise Platform, Ministry of Finance, Dutch Central Bank, Dutch Ministry of Education, Culture and Science • Sweden, Finansinspektionen – Financial Services Authority of Sweden • Ukraine, National Bank of Ukraine, USAID,

Ministry of Education and Science, Ministry of Finance, Banking University, Independent Association of Banks

Africa

REGIONAL FINALISTS: • Ivory Coast, Ministry of Education, Positive Planet • Kenya, Central Bank of Kenya • Madagascar, Ministry of Finance • Swaziland, Ministry of Finance, Central Bank of Swaziland and Ministry of Education

Middle East & North Africa

REGIONAL FINALISTS: • Egypt, Egyptian Banking Institute • Libya, Central Bank of Libya • Morocco, Moroccan Foundation for Financial Education • Palestine, Palestine Monetary Authority

Asia & The Pacific

REGIONAL FINALISTS: • Bangladesh, Bangladesh Bank (Central Bank), Daffodil International University, JobsBD • Bhutan, Royal Monetary Authority of Bhutan (Central Bank of Bhutan) • Mongolia, Bank of Mongolia (Central Bank), Mongolian Bankers Association

AWARD CATEGORY
Global Youth Entrepreneurship Award

The Global Youth Entrepreneur Award is designed to celebrate exceptional young entrepreneurs who are running an enterprise which has the potential for high job creation and sustainable impact. The Global Youth Entrepreneur serves as an inspiration to other young entrepreneurs around the world.

Specific evaluation criteria of the Global Youth Entrepreneur Award and special recognitions include:

- The entrepreneur was running a successful, revenue generating enterprise.
- The enterprise had high potential for growth.
- The enterprise had a positive impact on society.
- The enterprise had high potential for sustainable job creation.
- The entrepreneur had to be between 16 - 30 years of age and had to be the founder/ co-founder of the enterprise.
- The enterprise had to be legally incorporated.
- The enterprise had to be over a year old with a proven customer base.
- The enterprise was post-revenue.

This year, two global winners were chosen for this award. These included one winner

of the Ye! Rising Star Award (for enterprise with an annual turnover of under 500,000 US dollar) and the Ye! Super Star Award (for enterprise with an annual turnover of 500,000 US dollar or above).

YE! RISING STAR AWARD: Mabel Suglo, Ghana | Eco Shoes

FINALISTS: • Amira Cheniour, Tunisia | I.T.Grapes • Caritta Seppä, Finland | Tespack • Fredrick Matress, Malawi | Honey Products Industries • Karim Dawood, Egypt | InterAct • Mario Jordan "Magellan" Fetalino III, Philippines | Acudeen Technologies • Pietro Paolo Ganis, Italy | Laboratori Fabrici SRL

YE! SUPER STAR AWARD: Momarr Mass Taal, Gambia | Tropingo Foods

FINALISTS: • Elia Timotheo, Tanzania | East Africa Fruits Farm & Co Ltd. • Judith Joan Walker, The Netherlands | African Clean Energy

AWARD CATEGORY
The Outstanding Youth Economic Citizenship Award

The Outstanding Youth Economic Citizenship Award highlights the activities of children and youth to raise awareness of the importance of financial education

and/or financial inclusion for young people, both in school and/or in other community settings.

Specific criteria for the Outstanding Youth Economic Citizenship Award 2017 are as follows:

- Projects included a financial education and/or financial inclusion aspect.
- Peer-to-peer formal and non-formal education activities/projects were highly preferred.
- Other children and youth are involved in the entire process of creating and delivering the activity/ project.
- The project demonstrated tangible results and achievements.
- The project had a follow-up component that encourages ongoing engagement of the participants with the project.

Applicants had to be between 8 – 20 years of age.

WINNER: • Nikhiya Shamsher, India | "knics-nacs.com"

FINALISTS: • Haris Murati, Montenegro | "Vrata Mladih" • Theodora Mihaela Cleja, Romania | "Minimalist Drawing Competition" • Victoria Yetunde Akinfolarin, Nigeria | "Bizkidz Board game" • Zhu Hui Yi, China | "21-day's challenge to record money"



G20

• As an affiliate member of the G20's Global Partnership for Financial Inclusion SME Finance Subgroup, we have partnered together with the SME Finance Forum of the IFC to carry out a global stocktaking of successful work on financing young entrepreneurs. Our stock-taking activity seeks to identify good practices in supporting this challenging SME market segment. The paper will be presented to the GPFI for their endorsement in 2018, and eventually to the Finance Ministers for their review.

• This year, CYFI held the 7th edition of the Global Inclusion Awards during the G20's GPFI Forum. It was attended by G-20 country representatives as well as experts in the field of financial inclusion and SME financing.

• CYFI also organized and moderated a panel in the Forum entitled If not them– Who? Making Young Entrepreneurs visible and bankable. CYFI invited young entrepreneurs from within its Ye! network to share about their challenges and ideas on the subject of increasing financial access for youth-led SMEs. The panel also featured financial institutions who shared their best practices in financing this segment.

2 REGIONAL AND NATIONAL PLATFORMS

Building and maintaining national and regional collaborations and networks. We wish to ensure that countries have or are developing national strategies for the inclusion of children and youth in the financial sector.

REGIONAL MEETINGS

PARAGUAY

The 4th Regional Summit of Finance for Youth in the Americas was held, organized by Child and Youth Finance International and the Central Bank of Paraguay in Asuncion, Paraguay, on 1-2 November. The event was opened by Carlos Fernández, President of the Central Bank of Paraguay, María del Carmen Giménez, Vice Minister, Ministry of Education and Science of Paraguay, and Jerroo Billimoria, Founder of CYFI. In addition, the Minister of the Technical Planning Secretariat of Paraguay, José Molinas, and several international representatives such as Carlos Moya of AFI and Miguel Arrango of CAF took part in the event's agenda.

The conference had a multicultural and sectoral focus, with exhibitors from seven countries, representing the private and public sectors. During the event participants Elena Caballero of the Institute of Peruvian Studies (IEP), Oscar Hernandez of the Central Bank of Guatemala, Luis Allain of the Superintendency of Banks of Peru (SBS), Vera Rita of B3 Educação and Tania Ziegler of the University of Cambridge presented the projects and initiatives that they are developing in their respective countries.

In discussion with several national authorities in Paraguay, among others Ernesto Velazquez, Member of the Board of Directors of the Central Bank, and Adriana Insaurralde of the ENIF, it was agreed to intensify the collaboration between CYFI and the Central Bank of Paraguay. In relation to the efforts relevant to projects such as Global Money Week and strategic issues such as the incorporation of financial education in the curriculum for young people between 8 and 14 years. In addition, SchoolBank will be piloted in the first half of 2018.

The conference in Paraguay reached certain results in relation to the implementation of SchoolBank at a regional level. In Paraguay



a new working group has been established within the national strategy that is responsible for organizing the first pilot in 2018. For Peru it has been agreed with IEP and the SBS to form a working group in conjunction with several financial institutions to explore opportunities for the implementation of SchoolBank. For Guatemala, it has been discussed to leverage the monthly fairs that the Central Bank organizes to open bank accounts for children and young people.

REGIONAL COORDINATION SOUTH EASTERN EUROPE

The Regional Working Group for Youth Financial Education and Financial Inclusion serves as the place for sharing best practices, exchanging experiences, identifying technical assistance opportunities to support action plans development and implementation by the CYFI Secretariat and its network. As of June 2017, more than 24 governmental institutions from 10 countries of the region (central banks, financial regulators, ministries of finance and education) are members of the Working Group.

The third meeting of the CYFI Regional Working Group for Youth Financial Education and Financial Inclusion for South-Eastern Europe took place in Pristina, Kosovo on 5-6 October. The 2017 meeting was hosted by the Central Bank of the Republic of Kosovo, in cooperation with Kosovo Bankers Association and the Development Facility of the European Fund for South-Eastern Europe.

The meeting brought together more than 25 international participants from across the region, including representatives of the central banks, other financial regulators, ministries and educational authorities, as well as more than 40 local stakeholders interested in advancing financial education and financial inclusion agenda in Kosovo.

Participants discussed trends and developments in advancing financial education and financial inclusion national agendas and policy, specific programs and initiatives targeting children and youth in the countries of the region, plans for the future, and exchanged the experience and best practices in targeting the youth segment.





The CYFI Secretariat also presented the publications, work and regional research from the field, including the joint CYFI & EFSE DF publication on “Insights into Financial Behavior and Knowledge of Children and Youth in Selected Countries of South-Eastern Europe”. The study was conducted in the second quarter of 2016 and included in-depth focus groups and interviews with children and youth between 10 and 24 years old, as well as a wide quantitative study of more than 2,000 children and youth people across 7 countries of the region. The full report of the research is available on the CYFI website.

Mastercard representatives participated as guest speakers at the meeting, and presented the recently launched joint publication, “Guidelines on Safer Payment Products for Minors”, as well as opened the



discussion on the role of both private and public sectors in promoting youth financial literacy by facilitating the access to digital financial products in a safe and responsible way.

The meeting also saw the launch and Inauguration of the National Financial Literacy and Training Center of the Central Bank of Kosovo, the new facility that was recently renovated and re-opened in the ancient city of Prizren, with the support of EFSE. The Working Group members also had a chance to visit and have a tour around the Center’s facilities on October 6th.

The Central Bank of Kosovo (CBK) also awarded a special recognition to Child & Youth Finance International for outstanding contribution in the advancement of the financial education agenda in Kosovo. CBK’s contribution to bringing the national stakeholders together and promoting financial education for children and youth was recognized by Ms. Shkendije Himaj, Coordinator for General Function in CBK, as well as the important role that the Working Group plays in promoting the best practices in the field across the countries of the region, and how they can learn from each other’s experiences.

DIAGNOSTIC TOOL

During 2016 CYFI developed a standardized method of tracking a given country’s progress toward systems change in areas of youth economic citizenship which allows CYFI to efficiently monitor its unilateral and collaborative actions in relation to a given country. The tool is comprised of ten stages,

each of which contains no more than five country activities. Countries that provide full economic citizenship for children and youth will remain at Stage Ten, a steady state, and countries that have not undertaken activities for financial inclusion and education for children and youth will begin at Stage One.

The Diagnostic Tool is driven by the Child and Youth Finance Movement’s goal of collaborative systems change. Based on the experiences of CYFI team members, network consultations, and advice from strategy consultants McKinsey & Company and Deloitte, we have been able to outline the ten steps a country should take that would lead to the desired systems change. These steps are based on the assumption that the desired system in each country has the following characteristics:

- The system encourages the provision of ECE and financial inclusion for children as a priority.
- The system’s processes and infrastructures are designed in a way that enables all players within the system to provide ECE and financial inclusion in the most efficient and harmonised manner.
- All players within the system, especially those who are not actively involved, are taking steps toward providing ECE and financial inclusion.
- Collaborative relationships between players of the system are formed so that efforts are harmonised.
- The ability for the system to grow organically, self-govern, and self-regulate is inherent in the system (e.g. different banks from across the world can share best practices and be inspired by one another, thus making innovation and learning part of the system).

With this tool, CYFI hopes to support governments engaged in the implementation of Financial Inclusion and Economic Citizenship Education strategies that target children and youth (not necessarily exclusively). It will allow countries to identify further opportunities for policies and programs, which will facilitate support at the highest governmental level for projects aimed at increasing full economic citizenship for children and youth. The tool will also track their progress against short term objectives and long term expected outcomes. This function enables stakeholders from both the public and private sector to mobilize resources by showing continuous progress.

The internal objectives of the Diagnostic Tool include assessing CYFI's efforts to measure its own involvement in aiding a given country's development in the area of youth economic citizenship. CYFI-assisted actions include promotional efforts, workshops with stakeholders, implementation of Economic Citizenship Education into curricula, and a host of other collaborative activities.

During 2017 CYFI, with the help of pro-bono partners Deloitte made some final adjustments to the tool, after which McKinsey & Company undertook an analysis of the information contained therein for the period 2012-2017 and the results confirmed that indeed there had been considerable progress towards Economic Citizenship in the past 5 years.

The results show when investigating the potential relationship between a country's CYFI diagnostic stage and the macro-economic indicators of Economic Citizenship (Figure 5) it was found that:

- **A higher score on the CYFI country diagnostic tool relates to higher levels of macro-economic indicators.** On average, if a country scores one stage higher on the CYFI diagnostic tool this relates to:
- **4% more children & youth with an account at a financial institution** (as measured by the Worldbank Findex)
- **2% higher lower secondary-school participation rates** (as measured by UNICEF)
- **3% higher scores on the global entrepreneurship index** (as measured by the Global Entrepreneurship Database)

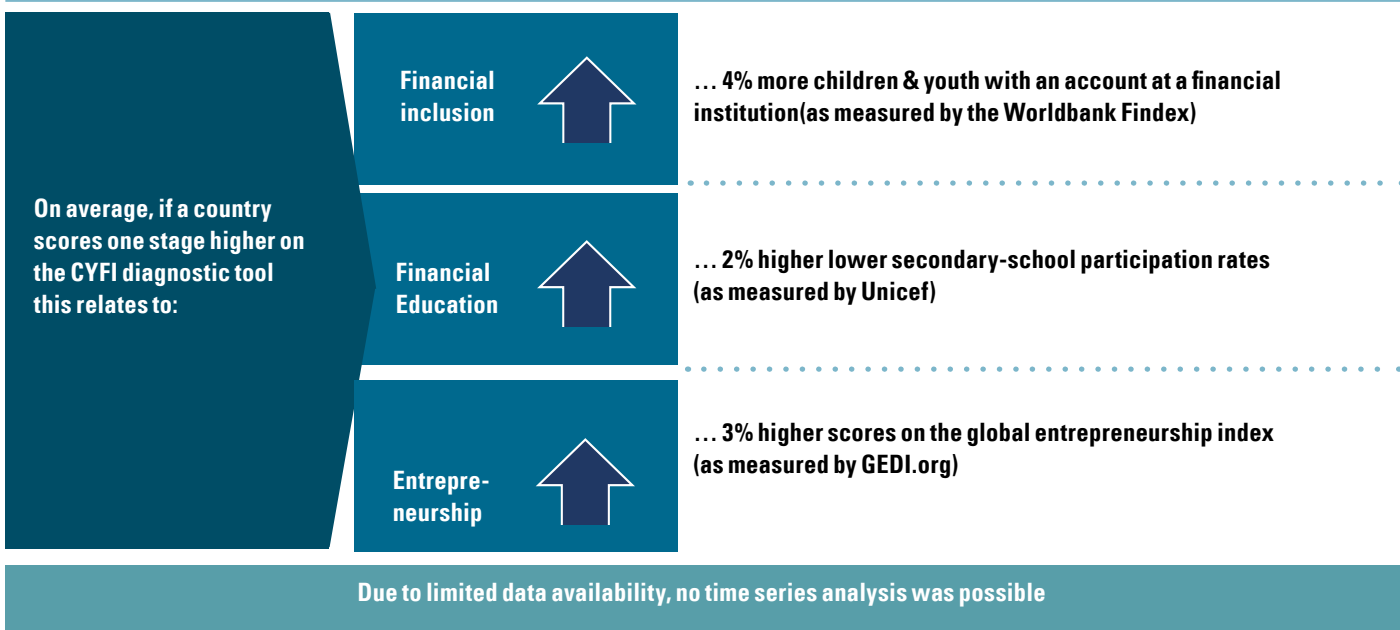
When investigating the link between CYFI activities and the stage of a country on the CYFI diagnostic (Figure 6) it was found that:

- **Countries that saw a greater progression in diagnostic stages had also received more CYFI activities on average.** Over the 2012-2016 period, countries that progressed 5-6 stages received 40 CYFI activities on average, whereas countries that progressed 0-2 stages only received 12 activities on average. This could indicate that CYFI is successful at helping policy makers in countries to progress along the stages when preparing for Economic Citizenship of children and youth
- **CYFI is increasingly supporting countries in later stages of the diagnostic.** In 2012, only 18% of CYFI activities were performed in stage 3 – 10. By 2016, 39% of CYFI activities were performed in stage 3 – 10.

- **CYFI in increasingly performing the role of 'connector' and 'technical advisor'.** In 2012, 16% of CYFI activities were related to 'technical advisor' and 'connector' roles. By 2016, this was 23%. In contrast, CYFI had less 'initiator' activities
- **CYFI classifies countries in 3 segments depending on improvement potential.** Countries classified as 'high improvement opportunity' experienced 3,5 stage progression on average, versus 1,4 stages on average for low improvement countries. Despite this success, there seems to be potential for CYFI to provide additional support to some mid- and high-improvement countries.

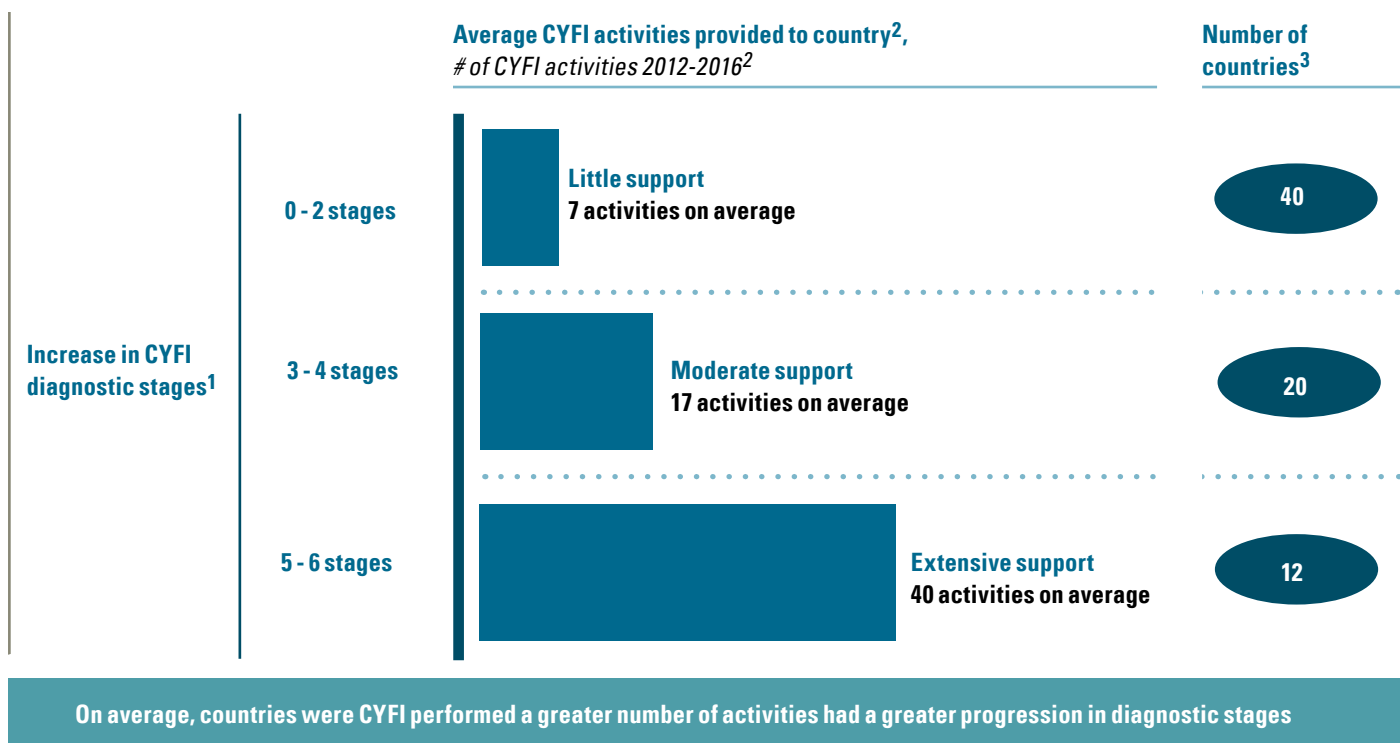
This analysis has shown that there has been much progress in terms of Economic Citizenship for young people, and it seems as if the system is at a point where it is self-sustaining. By and large it would appear that much of the "push" work around the globe is complete and countries are on the path to enabling young people to become Economic Citizens. There are still some countries that will require some further work as there has been little progress, and as such, CYFI will be taking this and the other findings into account in its strategic planning for 2018.

Figure 5: Relationship between country diagnostic score and measures of full economic citizenship in a country
 Correlations significant at the 99% confidence level



Source: Worldbank Findex (2016), Unicef (2017), GEDI.org (2017)

Figure 6: Average CYFI activities provided to country



¹ Increase in country diagnostic score is calculated through the difference between the diagnostic score 2016 and diagnostic score 2012 of a country

² CYFI activities is the sum of the CYFI activities performed in the stages the country progressed through

³ Excluding countries that did not have a diagnostic score in 2012 or 2016, had a diagnostic score of '10' in 2015 or 2016, and located in Western Europe or Northern America

EDUCATION AND INCLUSION

The main objective of education and inclusion is to help children and youth under the age of 18 gain access to high quality Economic Citizenship Education and safe and reliable banking services .

PRODUCT DEVELOPMENT WORKSHOPS

Product Development workshops given by CYFI have the objective of supporting stakeholders in understanding why child and youth- friendly products and services are important, exploring the business case for products aimed at young people, sharing experiences and expanding and improving participants' youth product portfolio. During 2017 Product Development Workshops were held in Lebanon, Chile, Peru, Madagascar, Georgia, Zimbabwe and Malawi.

LEBANON

The Child & Youth Friendly Financial Products Development Workshop, hosted and organized in collaboration with the

Ministry of Social Affairs of the Republic of Lebanon (Higher Council for Childhood), was held in Beirut, Lebanon in February. The workshop welcomed over 17 participants representing the product and business development units from 3 private banks in Lebanon (Visa, Fransabank, Audi Bank), policy makers representing the ministries of education and finance, representatives of public and private school associations as well as NGOs. During this workshop policy makers and financial institutions worked on topics related to financial education and financial inclusion of children and youth in Lebanon, with a special focus on the business case for Lebanese banks to offer financial services to youth segments as well as developing innovative and adequate banking products for children and youth. The workshop was an initiative by the Ministry of Social Affairs of the Republic of Lebanon (Higher Council for Childhood) in line with the development of the national strategy on financial inclusion, which has a particular focus on promoting financial education and literacy for children and youth in Lebanon.

CHILE AND PERU

Product Development Workshops were held in collaboration with Instituto de Estudios

Peruanos (IEP) in Lima, Peru and Santiago, Chile in June.

The purpose of the workshops was two-fold; CYFI and IEP intended to bring together the dominant organizations in the financial inclusion and education sectors in both countries to talk about the achievements in the field so far and look ahead at the progress still to be made. In addition to this, workshops focused on the development of child and youth friendly banking products in both countries.

As part of the workshops, multiple banks and other financial institutions looked at the opportunities and challenges to increase financial inclusion rates and financial capabilities of young people by discussing regulatory frameworks, financial education material, need and wants of children and youth, and marketing of banking products. These discussions were fueled by presentations from CYFI, IEP and various expert speakers from the Alliance for Financial Inclusion (AFI), Banco Caja Social from Colombia and ADOPEM from the Dominican Republic.

One of the principle outcomes of both events is a commitment to the dedicated effort of improving existing and developing new





banking products for children and youth and the implementation of SchoolBank in Chile and Peru.

MADAGASCAR

CYFI facilitated a product development workshop co-organized and co-hosted with local partner, the Coordination Nationale de la Finance Inclusive in Antananarivo, Madagascar in June.

More than 50 participants attended the Product Development Workshop, which focused on discussing the creation of a SchoolBank pilot and the adoption of the concept to align to the local circumstances. Participants shared their views and ideas on the best strategy to successfully implement a SchoolBank in Madagascar starting in the new school year.

The main outcome of the workshop was the implementation of the SchoolBank program in Madagascar. The workshop brought together all national key stakeholders essential for the successful implementation of the SchoolBank program. All participants of the workshop expressed their willingness to collaborate to implement the program and local financial service providers already

have financial products adapted for children and youth. Next steps will build upon the various existing contacts between local banks and schools in the capital of Antananarivo, but will also expand to the more rural Southern part of the country.

The Coordination Nationale de la Finance Inclusive is also currently working on the draft of a National Strategy for Financial Inclusion with a strong emphasis on children and youth have been leading the organization of GMW in Madagascar since 2016.

MALAWI

In cooperation with the hosting partner, the Reserve Bank of Malawi, CYFI organized a Product Development Workshop in Blantyre, Malawi in April.

The workshop welcomed delegates from the major commercial banks, as well as a deposit-taking microfinance institution. In addition, the workshop was joined by officials from the Reserve Bank of Malawi who provided input and feedback from the viewpoint of the financial sector regulator. The workshop was moderated by CYFI, and covered topics such as the importance of

financial inclusion for young people, needs and wants of youth, product design and marketing channels, and other aspects related to the development of savings and current accounts for children and youth in Malawi.

The workshop provided a platform to start discussions on the importance of financial education and financial inclusion of young people in Malawi, and to guide the local financial institutions in the process of developing child and youth-friendly banking products. The two-day workshop served as a space to exchange best practices and experiences, and present case studies from across the world, and especially those within the Africa and SADC regions.

At the end of the workshop, one of the participants stated “we recommend a shift on the legal perspective, and our institution can be one of the key drivers of the policy change”, and another stated “if we can support and take youth seriously, the sky is the limit.”



GEORGIA

CYFI and The National Bank of Georgia (NBG) held a product development workshop in Tbilisi, Georgia in July.

The Governor of the National Bank of Georgia, Koba Gvenetadze opened the workshop and encouraged commercial banks to invest in developing financial capabilities of children and youth. During the workshop participants from 7 commercial banks in Georgia discussed the importance of youth financial literacy and financial inclusion, product design, needs and wants of the young generation, as well as the business case for developing child and youth-friendly banking products. CYFI experts shared international experience and best practices in the field, while NBG specialists discussed the regulatory framework, consumer protection principles and NBG's planned activities in the direction of financial education for children and youth. CYFI partner, Savings Banks Foundation for International Cooperation (SBFIC) also shared with the participants the German experience in developing financial products

for children and youth. The workshop was also attended by the representatives from the Ministry of Education and Science of Georgia, who stressed the importance of financial education at schools and perspectives on integration of financial education into the school curriculum, and discussed the Ministry's cooperation framework with NBG.

Children and youth are one of the main priority target groups within the frames of the National Strategy for Financial Education that Georgia adopted in 2016. As part of these efforts, NBG and CYFI have been working on implementing the SchoolBank project in Georgia since 2015. The project aims to provide school children with financial education classes, as well as the real opportunity to practice savings and easy transactions by providing them with safe banking products, such as depositing small savings on the bank account or paying for lunches with a debit card.

"In today's world, the young generations have to make important financial decisions at increasingly earlier stages of their lives.

For this purpose, children and youth not only need theoretical financial knowledge, but also the ability to apply financial literacy to practical situations. Thus, it is crucial for the young generation to have access to appropriate financial products and services, in order to develop healthy financial attitudes, save money, set financial goals, and expand their opportunities. In this process, it is imperative to protect children's rights and interests. In a long-term perspective, these initiatives will help the youth become economically active and financially responsible citizens, reinforcing their financial well-being" - stated Koba Gvenetadze, Governor of the National Bank of Georgia during the opening ceremony of the event.

ZIMBABWE

The Reserve Bank of Zimbabwe (RBZ) released an ambitious National Financial Inclusion Strategy (NFIS) in 2016, aiming to extend financial services to 90% of the population by 2020. The NFIS makes explicit reference to children and youth as a key target group, emphasizing the importance of building financial capability of the next generation of Zimbabweans.

In an effort to accelerate this aspect of the NFIS, RBZ partnered with CYFI and the People's Own Savings Bank (POSB) to carry out a two-day Product Development Workshop and National Stakeholder Gathering in Harare on 19-20 October. With participation from Aflatoun International, FinMark Trust and the World Bank Group, the workshop covered a variety of topics relevant to the provision of financial services and financial education to children and youth in Zimbabwe. Sessions included

those on the impacts of financial inclusion and education on young people, the business case for youth financial services, the financial needs and wants of children and youth, regulatory solutions to increase youth financial inclusion and curriculum integration models for social and financial education. Participants also had the opportunity to learn from the experiences of other government authorities and financial literacy champions in the country, with guest speakers from the Bank of Zambia, the Reserve Bank of Malawi and the Banking Association of South Africa.

The workshop benefited from having a diverse set of relevant stakeholders in attendance, all interested and engaged in various aspects of the NFIS. This included representatives from the RBZ, the Ministry of Finance, the Ministry of Education, the Zimbabwean Youth Council, commercial banks, microfinance institutions, academics and non-government organizations. The

workshop concluded with the participants breaking into thematic groups to further discuss challenges and solutions for the regulatory environment, financial service provision and the expansion of quality financial education throughout the country. Draft action plans were outlined, indicating the resources needed and roles and responsibilities required to carry out the desired initiatives.



SCHOOLBANK

SchoolBank aims to increase financial inclusion of children and young people through the school system. The program uses innovative distribution channels (e.g. schools) and technology (e.g. mobile banking and online banking) with the goal of financially empowering children and youth in a cost efficient and sustainable way. Through an innovative multi-stakeholder approach, SchoolBank aims to create systems change by providing children and youth with a Child & Youth Friendly bank account that they can use to save money, while at the same time imparting the appropriate education to teach them why and how to save and what their economic rights are. We believe by economically empowering children and youth we will be able to break the cycle of poverty.

The SchoolBank model (Figure 7) aims to deliver three basic services to children and youth:

- *A one-time banking initiation:* providing an account to open, which may include collaterals such as passbooks, ATM cards, check books and/or magnetic cards;

- *Continuous educational inputs:* providing economic citizenship education and generating financial awareness;
- *On-going transaction support:* providing withdrawal and deposit facility, enabling cash transfers between accounts, balance inquiry, etc.

Each of these services are offered through schools, allowing the children and youth to save in a safe and trusted place. By providing these services, the goal is to enable children and youth to save money, receive allowances, and make payments. Additionally, if local circumstances allow, and if appropriate for the target group, the model can be supported by technology-enabled solutions, such as an online bank account, a mobile banking application or a mobile wallet.

During 2017 CYFI was looking to launch new SchoolBank projects, building on the learnings of the pilots completed in 2016. The focus was on expansion of some of the successful pilots, as well as launching in new locations, mainly in Africa. An overview of each of the pilots in 2017 can be found below.

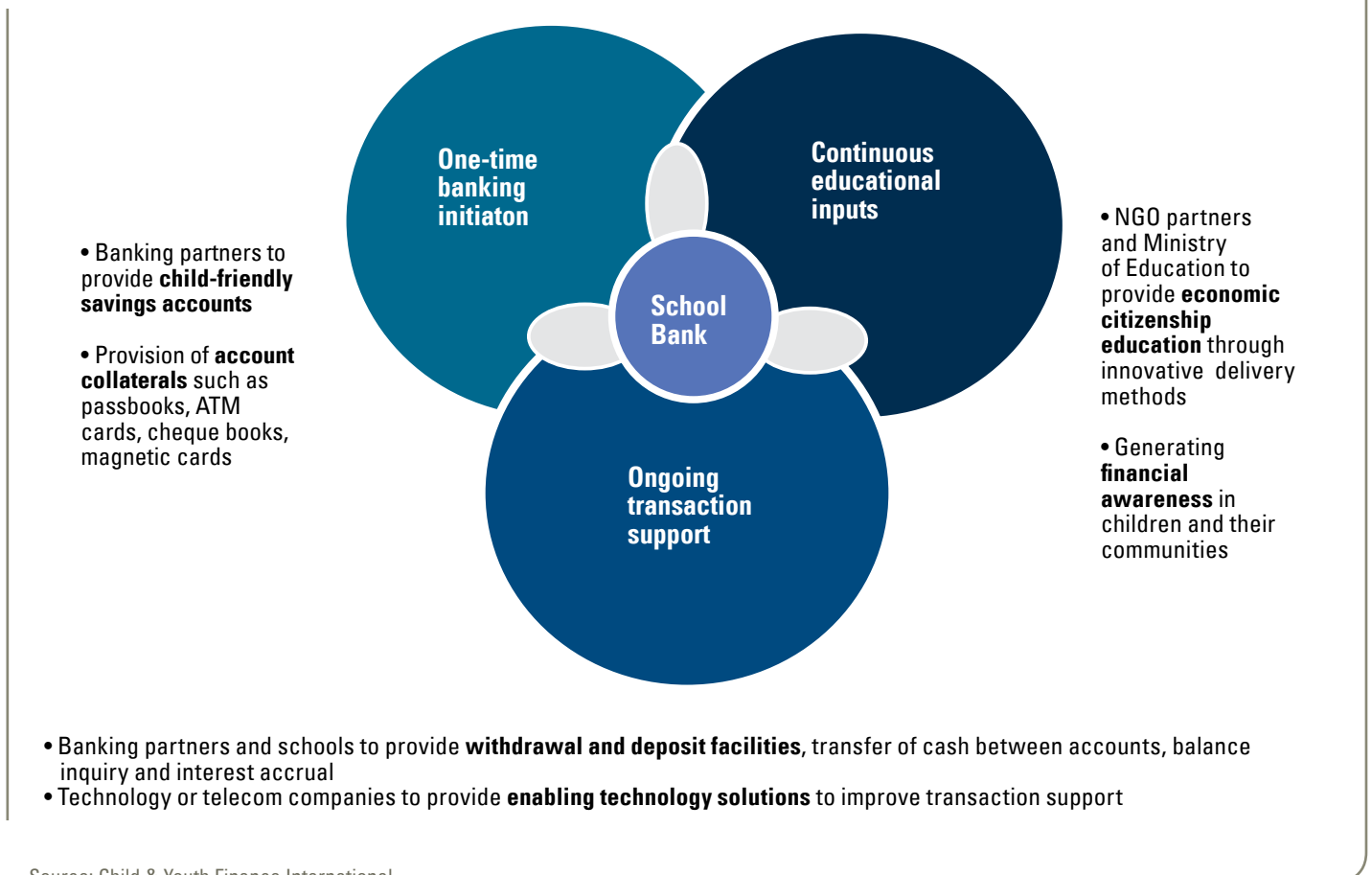
UGANDA

The SchoolBank was initiated by CYFI in collaboration with PEDN and Finance Trust Bank during Global Money Week 2017. PEDN, implementing the Aflatoun CSFE curriculum, 18 teachers were trained which in turn reached almost 1000 young people through the project by the end of 2017. Furthermore, PEDN partnered with technology provider, Oratec, to create a school-based savings product, installed in all 20 target schools, which can be easily transferred over to a FSP at a later point. Through this, 552 school based accounts have been opened totaling over 5,000,000 UGX saved by the end of 2017. 69 accounts were transitioned to FSPs by the end of the year.

IVORY COAST

The SchoolBank in Cote d'Ivoire was born from the product development workshop held in Abidjan in 4th quarter, 2016. The SchoolBank was officially launched in collaboration with the Ministry of Education and EcoBank in November 2017. At year end the initial pilot was reaching about 250 young people in 3 schools with the

Figure 7: SchoolBank model delivers three basic services to children and youth



Source: Child & Youth Finance International



educational product, though it is anticipated to scale to 2000 young people in 2018. The financial product of EcoBank will be introduced in the 2nd quarter of 2018.

NAMIBIA

The SchoolBank in Namibia, a unique partnership between GiZ, CYFI, Aflatoun and the Ministry of Finance of Namibia is a

pilot for the primary schools in Namibia and would be evaluated through a Randomized Control Trial.

The program had four sessions with the children, each of a maximum 120 minutes. Based on this indication, a modified curriculum was developed jointly between CYFI and Aflatoun. Following the curriculum development, a teacher training was

organized in Windhoek with teachers from the schools in which the SchoolBank pilot would be tested. The product of the SchoolBank pilot in Namibia was offered by the First National Bank of Namibia. At the end of 2017, results had not yet been made available by GiZ.



INDIA

Launched in April 2015, the SchoolBank in Kerala was a project initiated after the country lowered the minimum age to open and operate a bank account independently is now 10 year's old. CYFI partnered with Kudumbashree, Rajagiri Outreach, and NABARD to launch a small-scale pilot of 561 children in the first phase of the project. The project was further scaled with the State Government of Kerala and have reached more than 11,000 children. Due to the success of this scale-up, Kerala Gramin Bank partnered with CYFI to deliver the FI@School program, a replication of the SchoolBank model which launched at Assisi Vidyanikethan Public School in Kakkannad, Kochi in January, 2017. In the program seasoned bankers were hired as trainers, both retired and from existing staff, to deliver financial education to the school children and each branch of the bank identified and "adopted" one school in their district in which to implement the program. Customized financial literacy booklets were designed by the Kerala Gramin Bank and were supplied to the students taking part in the program. Overall, the program was a huge success, reaching 60,000 students in 580 schools with financial education and opening 33,000 junior savings accounts!

GEORGIA

The SchoolBank project developed further in Georgia over the course of 2017. At the

end of 2016 the National Bank of Georgia collaborated with CYFI and the Bank of Georgia to develop and deliver financial, social and livelihoods education to 175 youngsters with more than 100,000 sCool debit cards to students, which also give them free public transportation. During 2017 the educational module was further refined and published by the National Bank of Georgia and the approval to offer SchoolBank as an extracurricular activity was given by the Ministry of Education. Further teacher trainings were done in June and October 2017 and the online M&E tools were developed, also in October. At this point the SchoolBank was being offered in 11 public schools of Tbilisi, Mtskheta and Rustavi, as well as the National Youth and Children's Palace of Georgia. Starting in 2018, it is expected that the program will spread to other regions of Georgia as well.

EGYPT

The Egyptian Banking Institute launched the first School Bank project in the Middle East and North Africa region in partnership with CYFI, Banque Misr and Modern Education Schools in December 2016 and was structured in a proof of concept format, before a larger project could be launched at a later date.

Two pilots were launched and lasted until June 2017. In total, 180 students in grade 7, 8 and 9 (aged 11-15) received in total 12 hours of financial education, with one group of 90

receiving it throughout the whole year and the second group of 90 receiving a condensed version in one semester. In addition, SchoolBank markets were organized every two weeks where children could buy and sell handicrafts. This happened under the supervision of the teachers. Apart from this, the teachers were trained prior to the start of the school year to be able to teach financial education classes. For the first group of 90, the financial education classes were complemented with a prepaid card that was provided by Banque Misr. For the second group, Banque MISR expanded the capabilities of the card to also be used with a savings function. To launch the pilot parents and students were invited by the school to attend presentations from EBI and Banque Misr on the project and product. Parental consent was needed for the youngsters to activate the card. The prepaid card can be used to do payments and can be topped up by the children themselves. A pre and post survey to measure financial capabilities was conducted, but so far the data have not been released.

Based on the successes of these proof of concept programs, a "mega" SchoolBank is being planned with the Egyptian Ministry of Education with a target date of launch in the third quarter of 2018.





ECONOMIC CITIZENSHIP EDUCATION CURRICULUM ASSESSMENT AND ENDORSEMENT

CYFI introduced an assessment service for payment products that was in line with the Safer Payment Guidelines that CYFI published with the Mastercard Corporation in 2017. CYFI also expanded its international review committee from 10 members to 16. This committee provides a third party check on the product or curriculum assessment reports being put forward for endorsement.

In total, CYFI performed assessments of 35 different products and curriculum materials from around the world, including those from government authorities, civil society and the private sector. 10 of these assessments qualified for full endorsement. Curriculum endorsements were awarded to the Banquer Curriculum in New Zealand (<https://www.banquer.co>), The Skye Material from New Horizons Foundation in Romania (<http://www.noi-orizonturi.ro>), "Social Enterprise – Active Citizenship" Material from Mobaderoon in Syria (<http://mobaderoon.org>), "I Can Manage my Money" Material from Visa Turkey (<https://www.paramiyonetebiliyorum.net>) and Ragball International (<http://www.ragballinternational.com>).

Banking Endorsements were awarded to the Girls Choice Savings Account from Finance Trust Uganda (www.financetrust.co.ug), the Aspire Savings and Future Millionaire Savings Accounts from XacBank in Mongolia (<https://www.xacbank.mn>), the Junior Savings Account from Kerala Gramin Bank in India (<https://www.keralagbank>).

com) and the SMATA Savings Account from the Kenya Post Office Savings Bank (<http://www.scac.go.ke>).

THOUGHT LEADERSHIP

In 2017, CYFI continued to advance its role as a thought leader in the field of financial inclusion and education for children and youth. This was led by the release of the revised guidebook on Economic Citizenship and the Sustainable Development Goals (SDGs), illustrating how an integrated strategy on youth financial inclusion, education and entrepreneurship can help policy makers and practitioners contribute to the achievement of a number of the SDGs and related sub-targets. CYFI also released a publication Exploring the Economic and Social Motivations for Child and Youth Friendly Banking, which examined case studies from Bolivia, Georgia, Lebanon, Tanzania and Yemen. CYFI contributed an article on Global Citizenship Education to the Development Education Journal and Collaborated with Aflatoun and Child Helpline International on producing an article for the Impacter Journal on the importance of education, financial inclusion and child protection in achieving the SDGs. CYFI also produced Op Eds on Cryptocurrencies, Digital Finance and Mobile Banking in Africa.

In 2017, CYFI continued its participation in a number of relevant thought leadership working groups including the Think Forward Initiative on Financial Literacy, the European Entrepreneurship Education Hub, the CreditSuisse Advisory Group on Financial Empowerment for Adolescent Girls and the Global Platform for Financial Inclusion.

#BANKTHEYOUTH CAMPAIGN

CYFI partnered with the United National Capital Development Fund (UNCDF) on an advocacy campaign to increase access to responsible, accessible, and affordable finance for children and youth around the world.

The Campaign saw many resounding successes in increasing awareness about responsible, accessible, and affordable finance for young people. Advocacy activities included Campaign launch events during Global Money Week, monthly bulletins, topical webinars on digital finance and youth empowerment, product development workshops and World Savings Day celebrations. In total, the #BanktheYouth campaign expanded to cover 14 countries in Sub-Saharan Africa in 2017. These countries include: Benin, Botswana, Burkina Faso, Cameroon, DRC, Ethiopia, Ghana, Ivory Coast, Kenya, Madagascar, Senegal, Tanzania, Uganda and Zimbabwe. CYFI and UNCDF saw amazing efforts from Impact Champions and Campaign members representing a wide range of sectors and stakeholders, such as regulators, government authorities, UN agencies, FSPs, YSOs and youth themselves. We have been reading about Impact Champions and their initiatives thanks to the stories from the field and to their contributions in all #BankTheYouth activities. 63 Impact Champions signed up for the Campaign and CYFI and UNCDF would like to thank all of them for their tremendous support throughout 2017!

Research and develop innovative concepts and products to support our mission and goals. Innovations is essentially a laboratory for new innovative concepts that can potentially be released as programs throughout the Child and Youth Finance Movement. Typically, projects “incubate” for a period of 2-3 years, gaining the conceptual clarity needed and potential platforms in which to launch the ideas before they are released.

YE!

The objective of the Ye! Community is to address the issue of youth unemployment, globally, through offering an international support network of youth entrepreneurs, both online and offline.

The Ye! Community aims to support youth entrepreneurs online by offering peer support, mentors, resources, tools, and news through the Ye! blog. Offline, Ye! offers support to youth entrepreneurs by working with Ye! Ambassadors – exceptional Ye! members active in their local startup ecosystem, to organize Ye! local chapters. These local chapters organize monthly meet-ups, provide information on local events, offer guidance, and assist CYFI staff with organizing large-scale youth entrepreneurship awareness building events to highlight the unique needs of youth entrepreneurs.

Ye! Community activities in 2017 focused on expanding the community to reach ‘the last

mile’ of young entrepreneurs (Figure 8) and to increase our engagement with entrepreneurs around the world through expanding the number of Ye! entrepreneurs both online and offline. Ye! also worked on building new and increasingly important partnerships. This can be seen via our engagement with Salesforce and the G20.

In 2017 Ye! worked to broaden its reach and expand the number of Community members to bring the youth-led movement to a greater number of countries and entrepreneurs.

ONLINE ACTIVITIES

Ye! engaged in a number of activities to strengthen our online offering. This included: expanding the number of entrepreneurs with access to the community resources, building new partnerships, re-structuring current partnerships, increasing efficiency in internal data referencing processes, and utilizing our large network of experts to strengthen the Ye! Community online. The number of users increased year over year by 32% while the number of coaches signing up increased by 89%!

Arabic Website

Ye! sought to enhance its offering by building the Ye! website in Arabic to reach more youth entrepreneurs in MENA. To achieve this goal, Ye! partnered with SANAD, MENA Fund for micro, small, and medium enterprises. Ye! worked diligently with our web developers and translators to ensure a high-quality translation and that the Arabic used was accessible to the greatest number of Arabic speakers.

Building Partnerships/Expanding the Mentor Community

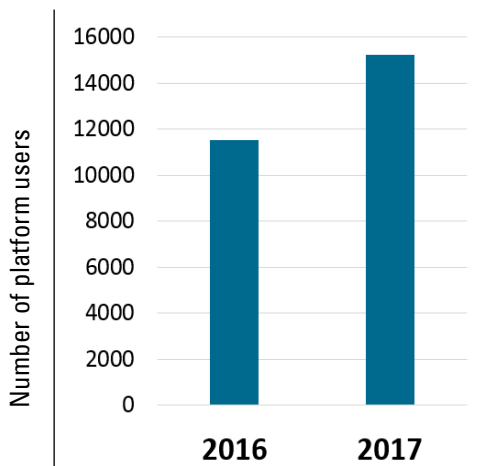
Ye! worked to engage new and existing CYFI partners to bring a greater number of expert coaches to the Ye! “coaching community”. Ye! reached out to Citi Alumni and Citi Group through its pathways to progress initiative where our call for mentors reached Citi employees and alumni in more than 120 countries. Ye! also worked with EY Netherlands ITC, and McKinsey & Co. to bring more mentors to the site and increase engagement with entrepreneurs (Figure 9).

We targeted outreach to coaches who could offer guidance, advice and linguistic support to our increasing numbers of Arabic speaking entrepreneurs on the platform. To do this, Ye! also engaged established Egyptian hubs and accelerators to bring Egyptian coaches to the platform. Ye! targeted: Endeavor Egypt, Enpact, Griffinworx (previously Startup Cup), and Nahdet El Mahrousa. Ye! is currently collaborating with 3 of the 4 organizations to create a stronger and more comprehensive support network to early stage youth entrepreneurs in Egypt. This outreach will ensure a greater number of Arabic speaking mentors are available on the Ye! platform.

Offering new Features on the Ye! Platform

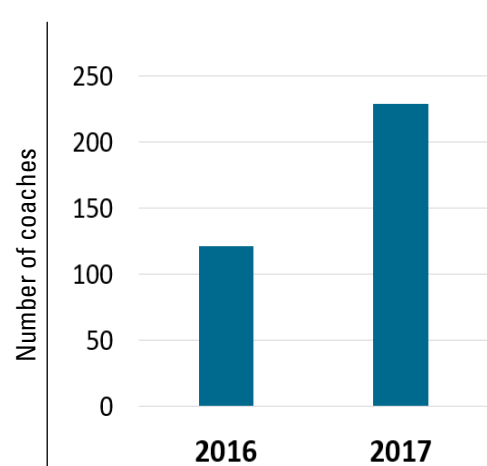
Ye! worked with the web developers in 2017 to bring a new feature to the platform – the Ye! activity stream. The stream allows young entrepreneurs on the platform to pose questions, seek guidance, and connect with their fellow entrepreneurs. The stream mirrors the Facebook newsfeed, making it easy to use. The posts can be filtered by the most recent or by highest engagement. This feature was created at the request of Ye! entrepreneurs who asked for a way to see

Figure 8. Platform Users



Source: Child & Youth Finance International, 2017

Figure 9. Coaches



Source: Child & Youth Finance International, 2017



what activity was happening on the site, what issues other entrepreneurs are facing, and to connect in real-time with their peers.

Through the creation of the stream, Ye! was able to work with the coaches to offer virtual question and answer sessions. At the end of 2017 Ye! offered the first “Ask a Coach Hour” session on the stream. An expert coach was live for one hour to field questions from the community on a number of business related topics. Entrepreneurs could engage directly with the coach and the activity saw high user engagement. In 2018 we will continue building a line-up of coaches to participate in this virtual activity.

Leveraging CYFI Network to Enhance Ye! Content

The final online activity Ye! undertook in 2017 was to strengthen Ye!’s network of content contributors. Ye! leveraged CYFI’s existing partners to engage coaches, employees and alumni at Citi, EY, and McKinsey & Co., to create meaningful content for Ye! entrepreneurs. We also worked with student organizations, hubs, and volunteers to outsource the content creation to experts instead of creating it in house. By attacking the blog in this way, we are able to utilize our staff towards other projects and have writers who are knowledgeable on a variety of topics provide content for the blog. By working with students, hubs, and experts, Ye! engaged its

network partners and youth at another level. By working with contributors in this way, we also strengthen the contact with our network.

OFFLINE ACTIVITIES

In 2017 the Ye! Community organized a number of awareness building events, appointed new Ye! Ambassadors and fostered new offline communities. The following activities brought the resources of the Ye! platform to a greater number of youth entrepreneurs and brought the activities of youth in countries around the world to the attention of governments, stakeholders, and banks, with the goal of fostering stronger support systems, networks, policies, and programmes. Ye! organized a number of activities and formalized the process to become a Ye! Ambassadorship with these goals in mind.

ZAMBIA

Ye! Community Training & Pitching Competition, Zambia

In March of 2017, Ye! in collaboration with COMESA and BongoHive organized the Ye! Training and Pitching event as part of the Zambia National Youth Entrepreneur and Innovation Forum. This event was hosted by the Ministry of Youth, Sport and Child Development. The winner received the award

from the Honourable Minister Moses Mawere. This event served not only as a training and pitching event, but also as an awareness building activity to highlight the work of local youth entrepreneurs in providing valuable employment opportunities for youth.

Over ninety young people took part in the events on the 9th and 10th of March. Entrepreneurs participated in workshops where they had the opportunity to set up mock enterprises, testing their skills and abilities in dealing with problems that might arise when starting up or operating an enterprise.

The second day featured the Ye! pitching event. The entrepreneurs gave their pitches to the panel of esteemed judges. With just a few minutes to pitch their business plans and impress the judges, the pitch event was a true test for the young entrepreneurs seeking investment.

The entrepreneurs who pitched were: Nalishebo Mungowa –Broadband College, a literacy and entrepreneurship skills educational institution; Gilbert Mwale – Founder of emsika.com a digital marketing and eCommerce platform; Choolwe Nakalonga – Creator of peza.co.zm an online source for event management; Inota Cheta – Founder of she-entrepreneurs.com a social

UGANDA

Ye! Community Uganda Summit – Pitching & Training Event

In June 2017, Ye! headed to Uganda for the Ye! Summit. This two-day event was the first event organized 100% by the youth for the youth. Ye! worked closely with the Ye! Ambassador to Uganda, Sandra Letio. Sandra has built one of the most active and vibrant local chapters. Each month the community organizes a meet-up, where they invite local mentors, trainers, and other experienced professionals to provide guidance to the growing community.

Sandra worked diligently with her core organizing team to build a summit that featured, an expert panel, a pitching competition, followed by two training sessions. The event brought together more than 130 young entrepreneurs from around Uganda. The event was in fact, both organized and hosted by the young Ye! Uganda local chapter.

The pitching event was the highlight of the two-day Summit. Seven young entrepreneurs were given three minutes to pitch their enterprises to the esteemed Jury. The Jury was comprised of investors, bankers, and respected Ugandan entrepreneur, Mr. Patrick Bitature. The pitchers were: Ronald Mugulusi—YODIME, a financial services and payments company; Sam Turyatunga—



practices among females; Byenda Nkwanda –CEO of Golden Triab, a high-end African fashion company; Tamara Zymbabo –Founder of a natural; Tafadzwa Bete Sasa – Creator of the GoalGetter Planner, a planning tool for young entrepreneurs. Gilbert Mwale took home the Ye! Award by wowing the judges with his concrete, concise and clean pitch.

The Ye! Community continues to work closely with its Zambian partners to create an

ecosystem where entrepreneurs can grow and thrive. The Zambian Ministry for Youth, Sport and Child development is one of the first on the African continent to write up an action for “Youth Empowerment and Employment.” We hope to build on this action place and ensure its implementation and work with local youth to build their enterprises with this legislative support.





Tursam Investments, a fresh fruit juice producer and distributor; Vincent Nsereko—Ziimart, an online marketplace for agricultural production; Yunus Masaba—Track 24 (U), a company that has created a tracking device for local motorcycle taxis; Best Ayiorwoth—Girls Power Micro Lending Organization (GIPOMO); Arthur Woniala—Khainza Energy, creator of a cleaning burning cookstove.

response was overwhelmingly positive with everyone stating the pitching event and the presence of Mr. Bitature had been the highlight of the Summit.

From the success of the Summit, Sandra and her team were able to expand the community and engage youth entrepreneurs beyond Kampala. The Summit brought a spike in the

number of profiles create on the online platform. Thus, the event served as a gateway to bringing the resources, tools, mentors, and peer support of the platform to a greater number of aspiring entrepreneurs. The event also succeeded in raising awareness on the need for the Uganda government to support youth-led enterprises by showcasing their activities in the pitching competition.

The winner of the competition was Sam Turyatunga. Sam buys local fruit and uses value-addition to produce ready to drink organic and non-organic juices. Uhuru Fruit Drinks has expanded beyond Uganda, supplying products to Rwanda and DRC. Sam's pitch was concrete, simple, and clear. When answering the Jury's questions, it was clear Sam was well prepared. He received the Ye! Award – Uganda from Mr. Patrick Bitature himself.

The second day of the Summit featured trainings from Enterprise Uganda on the topics of confidence and leadership, followed by a training on financial management and business planning. The audience was engaged throughout the presentations and took part in team building activities as well as role-play. At the end of the second day the attendees filled in a feedback form. The





EGYPT

Ye! Community Egypt – Training & Workshop in collaboration with Cairo Innovates Exhibition

The Ye! Community Egypt Training and Workshop was held in November 2017. The workshop took up the topic of public speaking and business presentation. It was held in collaboration with Nile University and their Nilepreneur program. It was hosted as an official event of the Cairo Innovates Exhibition. More than twenty young entrepreneurs joined the workshop to elevate their public speaking skills. The experience also served as an opportunity for Ye! director, Lubna Shaban to get to know young entrepreneurs in Egypt, find a potential Ye! Ambassador to Egypt and discuss with the youth what is missing in the startup ecosystem. The workshop was a great success and has allowed us to work directly with the youth to open discussions on finding mentors and what they need from that mentor. Furthermore, it has provided the groundwork for our partnership outreach in Egypt as we approach potential partners with the feedback from the young entrepreneurs themselves.

NEW YE! AMBASSADORS AND LOCAL CHAPTERS

Ye! has worked to expand its offline network of local chapters by appointing new Ye! ambassadors in Cameroon, Georgia, Zambia, Nigeria. Ye! has also brought on new ambassador in existing local chapters such as in the Philippines and Kenya. The work of Ye! local ambassadors has brought new youth entrepreneurs into the Ye! virtual network and offers a local network of peer support for business related guidance and advice.

Ye! Ambassador to Cameroon, Mr Desmond Egbe

Desmond Egbe is the founder of Camer Human Capital (CHC) and one of the newest Ye! Ambassadors. He has built a flourishing WhatsApp discussion group where youth entrepreneurs are actively engaged in sharing upcoming events, news, and articles to help one another. He has created a Ye! Cameroon Facebook page, and he has already organized two meet-ups, one to assess the needs of the community and the second featuring a role-play activity led by

the Global Youth Movement. Following this second meeting, attendees were able to discuss what topics to focus on for the next meet-up. The topics discussed were: market analysis, funding, and ICT skills training. Desmond will work with local partners to organize future meet-ups on these topics.

Desmond will continue working closely with Ye! to strengthen connections between Ye! and government ministries, local stakeholders, and businesses. The aim of building this network is to organize an awareness building event at the end of 2018 to highlight the role of youth-led enterprises in reducing unemployment in Cameroon and the need for increased legislative support.

Ye! Ambassador to Georgia, Mr Zurab Pertaia

Zurab Pertaia is the newly appointed Ye! Ambassador to Georgia. He is the founder of Augep, an augmented reality menu offering consumers a 3-D image of the food they want to order. Zurab is well connected within the local startup ecosystem. He is part of Startup Hub Tbilisi, Impact Hub, and has been involved with previous Ye! Boostcamps. Zurab is working to leverage his strong ties to

the University in Tbilisi to engage aspiring young entrepreneurs and provide them with a network of support to help them grow their enterprises. He has recently created a Ye! Facebook page for Georgia and is going to begin organizing meet-ups in collaboration with the hubs and University.

Ye! Ambassador to Zambia, Mr Gilbert Mwale

Gilbert Mwale was the winner of the Ye! Zambia pitching competition and is an active member of the local startup community. The exposure Gilbert received from winning the Ye! pitching competition has allowed him to expand his business, grow his network and begin working with Ye! to increase its offline presence in Zambia.

Gilbert is associated with the University of Lusaka. He is currently working with the University to organize a Ye! Community Zambia launch event to engage aspiring entrepreneurs from the University and the community more broadly. He is also working closely with Ye!'s partner BongoHive, to share the Ye! resources with their network and

leverage their resources to support the Ye! local chapter. He is working with BongoHive to identify what topics should be addressed to best support young entrepreneurs in Zambia.

Ye! Ambassador to Nigeria, Mr Lanre Adeloye Olanrewaju

Lanre was appointed as the Ye! Ambassador for Nigeria in September 2017. He has been extremely busy growing his enterprise alongside building the Ye! local chapter. He has created a thriving Facebook group where entrepreneurs share opportunities for funding, resources for business support and tools for operating their enterprises. He is working with other startup hubs in Nigeria to build up his network and contacts to ensure his meet-ups reach the maximum number of young entrepreneurs. He has organized a planning committee to assist him with these tasks when he is busy with his business. He will continue working with Ye! to organize an awareness building event and awards in the future.

YE! 2017



OPERATIONS AND RESOURCE MOBILIZATION

Operations and Resource Mobilization are critical sections of Child and Youth Finance International. Operational support for the Movement and the Secretariat will facilitate the conducting of the Secretariat's activities, ensure its capacity and sustainability. The Operations department is also involved in the

governance and internal processes of the organization. It also focuses on the logistical and operational aspects of the activities to support the Movements strategic goals, particularly regarding the smooth running of workshops, meetings and regional/international summits.

SUSTAINABILITY

As the Secretariat continues advancing Systems Change around the world, it must seek additional resources through voluntary

placements. This process is managed by the operations department. The department oversees not only the HR requirements, but also the operational need relating to finances, IT, administration and other tasks.

COMMUNICATION WITH THIRD PARTIES AND DONORS

We produce this annual report outlining the activities of the previous year and including the audited financial statements. Additional



reports to donors are made as per specific requirements.

FINANCIAL RESERVES AND INVESTMENTS

In accordance with the Wijffels Code, CYFI's policy aims to build, at a minimum, a 6 month operational reserve. CYFI's funds are deposited in a current account and savings accounts and the organization does not invest in stocks or any other type of potentially risky financial endeavor.

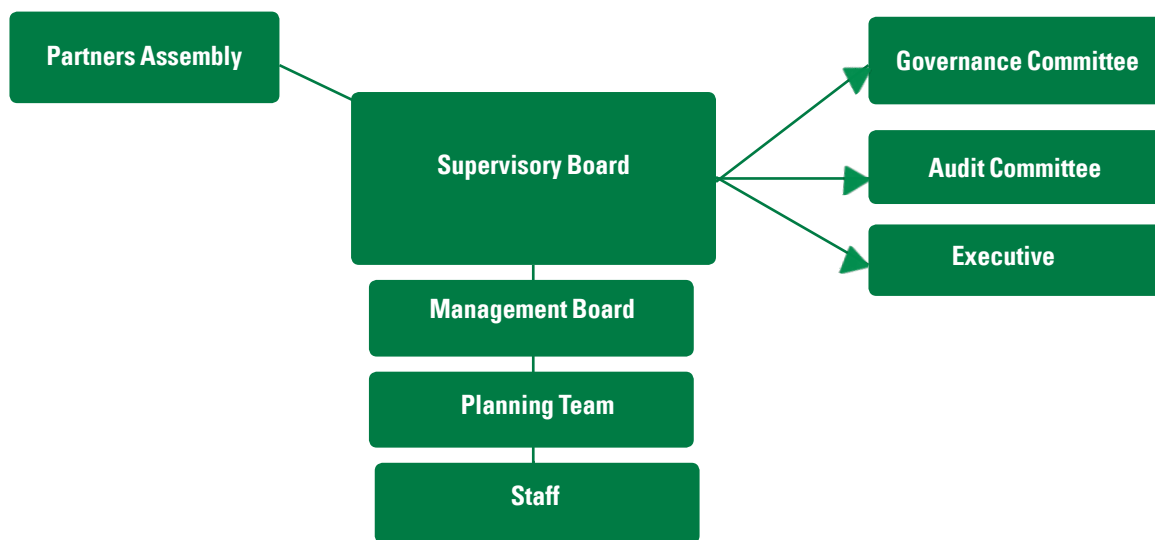
BUDGET

The operational budget for 2017 can be found in the attached financial statements.



GOVERNANCE AND OVERSIGHT

Figure 10: CYFI’s two-tier governance structure composed of a Supervisory Board and an operational management, ensures strong governance and effective, transparent oversight of the organization.



Source: Child & Youth Finance International

SUPERVISORY BOARD

Comprised of representatives from banking networks, NGOs, development foundations, multilaterals, academic institutions and corporations, the Supervisory Board is responsible primarily for strategy and selection and oversight of the Management Board members who are responsible for the daily operations of Child and Youth Finance International. Members of the Supervisory Board are appointed to a two-year term, do not receive a salary or any other compensation for their work, and typically meet twice a year in-person and twice telephonically. The following list includes all members of the Supervisory Board as of 31 December, 2017.

Members from the NGO sector

- *Jeroo Billimoria* (Deputy Chair) – Pioneering Social Entrepreneur and Founder of Child and Youth Finance International, Aflatoun and ChildHelpline
- *Jaap Doek* – A global authority in the field of Child Rights and former chairperson of the UN Committee on the Rights of the Child

Members from the Financial Services Sector

- *Wissam Fattouh* – Secretary General of the Union of Arab Banks

- *Chris de Noose* – Managing Director of the World Savings Bank Institute (WSBI)

Members from Government

- *Petra Hielkema* – Division Director of the Central Bank of the Netherlands

Members from Corporations

- *Willem Blom* – Managing Partner, Tax & Legal
- *Theodor Kockelkoren* – Partner at McKinsey & Company in The Netherlands
- *Michiel Wesseling* (Chair) – Partner at Houthoff Buruma

Ex-officio Members from Multinationals

- *Flore Anne Messy* – Principal in Financial Affairs Division at the OECD
- *Beth Porter* – Policy Advisor at UNCDF

Ex-officio Members from Government

- *Dimitar Bogov* – Governor of the Central Bank of Macedonia
- *Shitangshu Kumar Sur Chowdhury* – Deputy Governor of the Central Bank of Bangladesh
- *Denny Kalyalya* – Governor of the Central Bank of Zambia
- *Abdel Aziz Nossier* – Executive Director of the Egyptian Banking Institute
- *Ernesto Velazquez* – Board of Directors of the Central Bank of Paraguay

Executive Committee

Assists with the day-to-day tasks of the CYFI Secretariat, including:

- Support and evaluate the Managing Director;
- Review and approve major organizational decisions, commitments and plans including expenditures and leases;
- Review the budget and recommend it to the Supervisory Board in consultation with the Managing Director;
- Evaluate progress toward program and financial goals;
- Ensure the continuity of the organization through development and recruitment of staff members
- In conjunction with the Managing Director, provide leadership on organizational transition, structure and planning

The committee is composed of the following members:

- *Jeroo Billimoria*
- *Willem Blom*
- *Petra Hielkema*
- *Theodor Kockelkoren*
- *Michiel Wesseling*

Audit Committee

We developed a strong set of financial controls and standards for bookkeeping, expenses, procurement and travel, which

are audited annually internally and externally (with the support of our pro-bono partner, EY). The Audit Committee oversees these activities, specifically:

- Overseeing CYFI's financial statements and recommending approval of the annual report and accounts;
- Overseeing CYFI's compliance with regulatory requirements and the independent auditor's qualifications and independence;
- Overseeing the performance of CYFI's internal audit function and independent auditors and recommending external auditors to the Supervisory Board
- Overseeing the risk assessment and management for CYFI including the process for monitoring statutory compliance

The Committee is composed of the following:*

- *Willem Blom*

Nominations Committee

Broadly, the Nominations Committee is looking at board succession planning as well as assisting with the development of key organizational documents. Specifically, the Nominations Committee has been tasked with the following:

- Make recommendations regarding the Supervisory Board's composition, operations and performance;
- Develop profiles and recommendations for new Supervisory Board members;
- Develop and execute an effectiveness assessment process for members of the Supervisory Board for use by the Chair and

the overall functioning of the Supervisory Board and its committees with the exception of the Nominations Committee.

The Nominations Committee shall be assessed by the Executive Committee;

- Serve in an advisory capacity to the Supervisory Board on matters of organization, management succession plans, major changes in the organizational structure of the Foundation, and the conduct of board activities.

The committee is composed of the following:*

- *Beth Porter*

**Further members are being added in 2018*





2017

GLOBAL INCLUSION AWARDS

Federal Ministry for Economic Cooperation and Development

Child & Youth Finance International



Global Inclusion Awards 2017

3 May 2017 | Berlin, Germany



CYFI SECRETARIAT TEAM

Management Team

As of 31 December 2017, the Management Team consisted of the following individuals:

- *Bram van Eijk*, Director of Operations and Communications
- *Wessel van Kampen*, Managing Director
- *Jared Penner*, Director of Thought Leadership and Consultancy
- *Lubna Shaban*, Director of Ye!

Staff

Being an international movement coordinating and driving activities around the world, CYFI's team is a mix of staff and

interns, who reflect the organization's diversity and international character, with members hailing from 4 continents. The team encompasses expertise in education, finance, research, communications as well as other areas, and operates day to day activities, including maintaining our network, reaching out to new stakeholders and developing financial inclusion and education strategies and materials. During 2017 CYFI employed on average 12 staff. The following list includes all employees in the organization as of 31 December, 2017.

- *Karina Avakyan*, Central Asia and Eastern Europe Regional Senior Manager
- *Linas Cepinskas*, Thought Leadership and

Consultancy Manager

- *Rene Cuartero*, Asia Regional Manager
- *Mano Delea*, Office Manager
- *Kim DeRose*, Network Advisory Services Manager
- *Frances Hague*, Communications Manager
- *Liina Liblik*, Communications Senior Manager
- *Violeta Licheva*, Bookkeeper
- *Foteini Katzilaki*, Fundraising Manager
- *Doran Oirbons*, MENA and Americas Regional Advisor
- *Stella Pastuszka*, Operations Manager
- *Anne Reynaud*, Africa Regional Manager
- *Claire Sterngold*, Ye! Community Manager

CYFI 2017



At the conclusion of 2017, there were multiple staff changes at the Management Level as well as at the Staff level. Within Management, Wessel van Kampen and Jared Penner concluded their employment with CYFI. These changes at the management and staff levels were due in part to cost cutting measures, but also a recognition by the Supervisory Board that the needs of the organization are changing moving forward as it begins to focus more heavily on the Earn portion of Learn, Save and Earn and thus the human resourcing of the organization needs to adjust to that.

Interns

During 2017 Child and Youth Finance International benefitted greatly from the assistance and hard work of interns. Thanks to these mostly students, CYFI was able to accomplish much more than the staff would have normally been able to do. The students were typically required by their universities to do an internship for the completion of their studies and clear goals and plans were created with them to help aid in their personal and professional growth.

Internships ranged in time from 1 month to 6 months. The Secretariat would like to wish a warm thank you to everyone that has interned at CYFI during 2017.

- Tarek Amirdach, Syria
- Altantsetse Baasanjav, Mongolia
- Alessandra del Bello, Italy
- Emma Bielschowsky, United Kingdom
- Jean-Baptiste Brule, France
- Shelly Chan, China
- Marika D'Amico, Italy
- Yiming Deng, China
- Laura Eberlein, Germany
- Isabela Favero, Brazil
- Karla Feijoo, United States
- Roberto Formicone, Italy
- Shayista Majid Ganaie, India
- Tidjane George, Belgium
- Sara Gnauck, Germany
- Ivan Gonzales, Mexico
- Aytan Ismayilova, Azerbaijan
- Garrett Jones, Canada
- Malek Kanaan, Syria
- Avigail Kohn, United Kingdom
- Iryna Kurilets, Ukraine
- Elise Lindron, France
- Coline Lopez, France
- Georgios Maraitis, Greece
- Opelo Matome, Botswana
- Sofia Minduri, Italy
- Mariana Moroni, Brazil
- Abraham Naous, Lebanon
- Ekaterina Nikiforova, Russia
- Ricardo Lopes de Oliveira, Brazil
- Stefano Oricchio, Italy
- Laura Patane, France
- Sarah Popelka, United States
- Tessa Pratt, United States
- Ana Reiter, Brazil
- Anne Reynaud, France
- Stephanie Salazar, Peru
- Ricardo Rivbas Santolim, Brazil
- Deepali Seth, India
- Stephanie Sieber, Austria
- Claire Sterngold, United States
- Scarlett Tanous, United States
- Maelle Valoir, France
- Danilo Ventura, Brazil
- Jos Vlaar, Netherlands
- Pieter-Jan van der Vliet, Belgium
- Sophie Yates, United Kingdom

LOOKING AHEAD TO 2018

Since its inception, Child and Youth Finance International has set out to increase Economic Citizenship for children and youth through collaborative systems change. It therefore created and coordinated a network of hundreds of organizations who collaboratively took on this important issue, formed partnerships, shared experiences and developed relevant activities and policies. This was the growth of a global movement.

It was our vision that this global movement would eventually reach a tipping point – a point after which it was growing and enriching itself, and CYFI's role would change.

Over the past year, we have monitored the progress of the movement by studying activities on Economic Citizenship for youth at the country and global levels. We have seen that large number of organizations have entered this domain since we first started, particularly in the field of financial education. We have also seen that a substantial number of countries have taken on this issue, and at a faster rate than we had expected. Expertise in this field has been built, and a number of organizations are now actively engaging in furthering Economic Citizenship for children and youth.

It has been extremely heartening for us to see the level of change that has come about through the systems change approach, and the tipping point it has reached. Thus for CYFI 2018 will be a year of transition: we will be narrowing down the countries and areas where we can continue creating maximum impact through our systems change efforts whilst still giving strong attention to Global Money Week, the Global Inclusion Awards and SchoolBank. At the same time, we will ramp up our work on youth entrepreneurship via Ye!. We see this as a natural progression of the work we have done so far: where we have seen significant change in Save and Learn, we will shift our focus to Earn.

We are excited by what the new year will bring, and we look forward to furthering our efforts in once again using collaborative systems change to further Economic Citizenship and enhance youth entrepreneurship.

CYFI 2018

2018 – a year of transition: we will be narrowing down the countries and areas where we can continue creating maximum impact through our systems change efforts whilst still giving strong attention to Global Money Week, the Global Inclusion Awards and SchoolBank. At the same time, we will ramp up our work on youth entrepreneurship via Ye!. We see this as a natural progression of the work we have done so far: where we have seen significant change in Save and Learn, we will shift our focus to Earn.





GLOSSARY

Term	Definition
Banking Product	Any product offered by a Financial Service Provider
Boost Camp	Within the context of Ye!, the boost camp is an intensive training programme for young entrepreneurs whereby they will receive training in aspects of growing and maintaining their endeavor.
Child	CYFI adopts the UN definition of a Child: “An individual under the age of 18, or under the age of majority as prescribed by national law” (Office of the High Commissioner for Human Rights (1990), ‘The Convention on the Rights of the Child’)
Child & Youth Finance International (CYFI)	The legal organization responsible for coordinating the Child and Youth Finance Network and the Partners within the CYFI network
CYFI Secretariat (CYFI)	The organizing entity of Child and Youth Finance International (CYFI) which reports to the CYFI Supervisory Board and coordinates activities within the CYFI Network. The acronym CYFI can signify both the legal organization CYFI as well as the CYFI Secretariat
CYFI Supervisory Board	The supervisory Board of CYFI, responsible for CYFI’s strategic direction and supervisory management
Child and Youth Finance Activities	All actions, projects and programs relating to the promotion and implementation of undertakings to further financial access and education for children and youth as described in the CYFI strategy
CYFI Annual Summit & Award Ceremony	The annual meeting of CYFI Partners and stakeholders. The purpose of this summit is to strengthen relations, disseminate best practices and share innovations, coordinate activities between partners and stakeholders within the CYFI Network
Child and Youth Finance Movement (the Movement)	An international, inclusive, multi-stakeholder movement comprising CYFI Partners and stakeholders supporting: the creation and strengthening of systems, structures and policies which provide children with choices; informs them of their rights; instills values in them; empowers them to make sound financial decisions, build their assets and invest in their own futures
Child and Youth Finance Movement Theory of Change	The theoretical base upon which the Child and Youth Finance Movement stands and which outlines how the various interventions of the Child and Youth Finance Network lead to the Movement’s desired outcomes
CYFI Network	The multi-stakeholder group of CYFI Partners, comprised by practitioners, policy makers, and researchers and their respective organizations and networks who contribute to, and further the efforts of, the Child and Youth Finance Movement
Child and Youth Friendly Banking	A system of financial services that promotes the creation and provision of financial products and services which are designed to promote safe financial access and financial capability for all children and youth under the age of majority
Child and Youth Friendly Banking Product Certificate	The certificate awarded to financial institutions for banking products offered to children and youth which meet the required Child and Youth Friendly Banking Product standards
Child and Youth Friendly Banking Product	Savings and current accounts which meet a set of minimum standards as defined by the CYFI Regulation and Inclusion Working Group. These standards ensure that banking products remain inclusive and appropriate, and are designed in the best interest of the child
Economic Citizenship	Economic and civic engagement to promote: reduction in poverty, sustainable livelihoods, sustainable economic and financial well-being and rights for self and others
Economic Citizenship Education	An education curriculum combining the three modules of financial education, social education, and livelihoods education for children and youth as defined in the CYFI Education Learning Framework

Term	Definition
CYFI Education Learning Framework (ELF)	The structured set of desired learning outcomes and competences in economic citizenship education as defined by the CYFI Education working Group
Diagnostic Tool	A standardized method of tracking a given country's progress toward systems change in areas of youth economic citizenship which allows CYFI to efficiently monitor its unilateral and collaborative actions in relation to a given country.
Empowerment	Increasing an individual's confidence and ability to take charge of their lives, claim their rights and build empathy with others
Entrepreneurship	The ability to use one's technical and business skills to take advantage of market opportunities to deliver products and services that generate a sufficient financial return
Financial Access	A means of safely accumulating, controlling and acquiring assets
Financial Education	<p>CYFI adopts the OECD definition of Financial Education:</p> <p>"The process by which individuals improve their understanding of financial products and concepts; and through information, instruction and/or objective advice develop the skills and confidence to become more aware of Financial risks and opportunities, to make informed choices, to know where to go for help, and to take other effective actions to improve their financial well-being and protection."</p> <p>OECD (2005). Recommendation on Principles and Good Practices for Financial Education and Awareness</p>
Financial Capability	Combining the knowledge, skills, attitudes, and behaviors that increase financial literacy with access to financial products and services providing individuals with the opportunity to act in their best interest
Financial Inclusion	Access to financial products and services that are affordable, usable, secure and reliable
Financial Institution	A deposit-holding institution with a license from the relevant national financial regulatory authority and providing financial services for its clients or members
Financial Literacy	<p>CYFI adopts the OECD definition of Financial Literacy:</p> <p>"Financial concepts, and the skills, motivation and confidence to apply such knowledge and understanding in order to make effective decisions across a range of financial contexts, to improve financial wellbeing of individuals and the society; and to enable participation in economic life,"</p> <p>OECD (2012). PISA 2012 Financial Literacy Framework</p>
Financial Services	Services offered by FSPs complementary to, and comprising, banking Products
Financial Service Provider (FSP)	Organization providing financial products, including deposits. This includes Financial Institutions as well as non-regulated organizations offering financial services
Fintech	<p>Fintech (financial technology) describes an emerging financial services sector in the 21st century. Originally, the term applied to technology applied to the back-end of established consumer and trade financial institutions. The term has expanded to include any technological innovation in the financial sector, including innovations in financial literacy and education, retail banking, investment and even crypto-currencies like bitcoin.</p> <p>Investopedia "What is Fintech"</p>
Global Money Week (GMW)	A week dedicated to the promotion and awareness of financial inclusion and economic citizenship education for children and youth around the globe, coordinated by CYFI

Term	Definition
National/Regional/Global Platforms	Activities and structures to catalyze national, regional, and global collaboration advancing the objectives of the Child and Youth Finance Movement
Livelihoods Education	Programs aimed at developing employability skills and entrepreneurial behavior
Livelihood Skills	<p>CYFI adopts the UNICEF definition of Livelihood Skills:</p> <p>“Capabilities, resources and opportunities to pursue individual and household economic goals. Livelihood skills relate to income generation and may include technical / vocational skills, job seeking skills, business management skills, entrepreneurial skills and money management skills.”</p> <p>UNICEF (2011) Life skills Definition of Terms</p>
Minimum standards for Child and Youth Friendly Banking Products	The standards a banking product must meet to be awarded a Child and Youth Friendly Banking Product Certificate. The standards were developed by the CYFI Regulation and Inclusion Working Group
Pitching Event	Within the context of Ye!, a pitching event is a session where young entrepreneurs present their business to investors, receive feedback and explore funding opportunities.
Product Development Workshop	Product Development workshops support stakeholders in understanding why child and youth- friendly products and services are important, exploring the business case for products aimed at young people, sharing experiences and expanding and improving participants’ youth product portfolio.
SchoolBank	SchoolBank aims to increase the economic empowerment of children and youth by providing them with access through appropriate banking products and economic citizenship education. Local banks offering Child & Youth Friendly banking products will be engaged with the local schools, under the supervision of the Ministry of Education and Central bank regulators, to provide such products through the school system. Not only will the children will receive financial education, but will also have the chance to put in practice what they learn, thanks to the access to savings accounts or other similar products
Social Education	Programs aimed at increasing knowledge of human rights, encouraging self-reflection and self-awareness and instilling respect for oneself and others
Social Entrepreneurship	The ability to recognize social, human rights, political or environmental needs and to use one’s technical and business skills to create effective solutions, that address these issues in a sustainable manner
Socio-Financial Capability	The ability to make informed financial decisions that benefit the individual and community
Teacher Training Workshops	To empower teachers on delivering effective financial education using active learning methods, particularly in relation to SchoolBank, Teacher Training workshops presents the concept of an integrated approach to financial education to local stakeholders
CYFI Working Groups	Groups of experts from across linked sectors contributing to the strategic focus of the global Child and Youth Finance Movement
Ye! Community	The Ye! Community is an online community for young entrepreneurs and provides young entrepreneurs around the world with a peer community, resources on how to start a business in their country, coaching and funding opportunities, with the goals of supporting youth entrepreneurship, promoting ethical entrepreneurial culture and stimulating job creation
Young People	CYFI adopts the UN definition of Young People: “Anyone between the ages of 10 and 24” United Nations. Definition of Youth
Youth	CYFI adopts the UN definition of Youth: “An individual between the ages of 15 and 24” United Nations. Definition of Youth



ANNEX B
**FINANCIAL STATEMENT
AND INDEPENDENT
AUDITORS REPORT**

Independent auditor's report

To: the management of Stichting Child and Youth Finance International

Report on the audit of the financial statements 2017

Our opinion

We have audited the financial statements 2017 of Stichting Child and Youth Finance International, based in Amsterdam.

In our opinion the accompanying financial statements give a true and fair view of the financial position of Stichting Child and Youth Finance International as at 31 December 2017 in accordance with the Guideline for external reporting RJ 650 "Fondsenwervende instellingen" (Fund Raising Organizations) of the Dutch Accounting Standards Board.

The financial statements comprise:

- ▶ The balance sheet as at 31 December 2017
- ▶ The statement of revenue and expenditure for 2017
- ▶ The notes comprising a summary of the accounting policies and other explanatory information

Basis for our opinion

We conducted our audit in accordance with Dutch law, including the Dutch Standards on Auditing. Our responsibilities under those standards are further described in the "Our responsibilities for the audit of the financial statements" section of our report.

We are independent of Stichting Child and Youth Finance International in accordance with the Verordening inzake de onafhankelijkheid van accountants bij assurance-opdrachten (ViO, Code of Ethics for Professional Accountants, a regulation with respect to independence) and other relevant independence regulations in the Netherlands. Furthermore we have complied with the Verordening gedrags- en beroepsregels accountants (VGBA, Dutch Code of Ethics).

We believe the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Report on other information included in the annual report

In addition to the financial statements and our auditor's report thereon, the annual report contains other information that consists of:

- ▶ Annual report 2017
- ▶ Other information pursuant to the Guideline for external reporting RJ 650 "Fondsenwervende instellingen" (Fund Raising Organizations) of the Dutch Accounting Standards Board

Based on the following procedures performed, we conclude that the other information is consistent with the financial statements and does not contain material misstatements.

We have read the other information. Based on our knowledge and understanding obtained through our audit of the financial statements or otherwise, we have considered whether the other information contains material misstatements.

By performing these procedures, we comply with the requirements of the Guideline for external reporting RJ 650 "Fondsenwervende instellingen" (Fund Raising Organizations) of the Dutch Accounting Standards Board and the Dutch Standard 720. The scope of the procedures performed is less than the scope of those performed in our audit of the financial statements.

Management is responsible for the preparation of the other information, including the annual report in accordance with the Guideline for external reporting RJ 650 "Fondsenwervende instellingen" (Fund Raising Organizations) of the Dutch Accounting Standards Board and other information pursuant to the Guideline for external reporting RJ 650 "Fondsenwervende instellingen" (Fund Raising Organizations) of the Dutch Accounting Standards Board.

Description of responsibilities for the financial statements

Responsibilities of management for the financial statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the Guideline for external reporting RJ 650 "Fondsenwervende instellingen" (Fund Raising Organizations) of the Dutch Accounting Standards Board. Furthermore, management is responsible for such internal control as management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

As part of the preparation of the financial statements, management is responsible for assessing the company's ability to continue as a going concern. Based on the financial reporting framework mentioned, management should prepare the financial statements using the going concern basis of accounting unless management either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so. Management should disclose events and circumstances that may cast significant doubt on the company's ability to continue as a going concern in the financial statements.

Our responsibilities for the audit of the financial statements

Our objective is to plan and perform the audit assignment in a manner that allows us to obtain sufficient and appropriate audit evidence for our opinion.

Our audit has been performed with a high, but not absolute, level of assurance, which means we may not have detected all material errors and fraud during our audit.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. The materiality affects the nature, timing and extent of our audit procedures and the evaluation of the effect of identified misstatements on our opinion.

We have exercised professional judgment and have maintained professional skepticism throughout the audit, in accordance with Dutch Standards on Auditing, ethical requirements and independence requirements. Our audit included e.g.,:

- ▶ Identifying and assessing the risks of material misstatement of the financial statements, whether due to fraud or error, designing and performing audit procedures responsive to those risks, and obtaining audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- ▶ Obtaining an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- ▶ Evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- ▶ Concluding on the appropriateness of management's use of the going concern basis of accounting, and based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause a company to cease to continue as a going concern.
- ▶ Evaluating the overall presentation, structure and content of the financial statements, including the disclosures.
- ▶ Evaluating whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with management regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant findings in internal control that we identify during our audit.

Amsterdam, July 20, 2018

Ernst & Young Accountants LLP

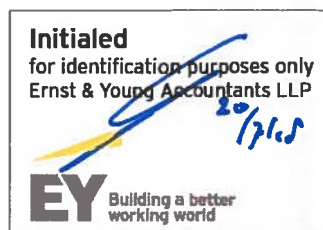


Y.M. Jansen

Stichting Child and Youth Finance International
Amsterdam

Financial statements for 2017

Stichting Child and Youth Finance International
Rokin 117
1012 KP AMSTERDAM



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Balance sheet

December 31, 2017

(before proposed appropriation of the balance of income and expenses)

Assets

	2017	2016
	EUR	EUR
Fixed assets		
Tangible fixed assets (1)	9,541	3,517
Current assets		
Receivables and prepayments (2)	115,745	289,106
Cash at banks and in hand (3)	495,340	656,995
Total assets	<u>620,626</u>	<u>949,618</u>

Reserves, funds and liabilities

Reserves and Funds (4)		
Continuity Reserve	199,600	238,533
Destination Reserve	100,859	100,859
Destination Fund	160,779	413,303
Balance of income and expenses for the period	(199,351)	(291,457)
Total reserves and funds	<u>261,887</u>	<u>461,238</u>
Current liabilities (5)	358,739	488,380
Total reserves, funds and liabilities	<u>620,626</u>	<u>949,618</u>

Statement of revenue and expenditure for the period ended December 31, 2017

	Actuals 2017	Budget 2017 (unaudited)	Actuals 2016
	EUR	EUR	EUR
Source of income			
Income from own organizational fundraising (6)	1,096,624	1,433,733	1,221,914
Interest income (7)	616	-	66
Total income sources	1,097,240	1,433,733	1,221,980
Expenses			
Expenses made for Strategic Objectives			
Objective 1: Education and inclusion: Helping children and youth under the age of 18 gain access to high quality Economic Citizenship education and safe and reliable banking services	199,037	263,773	122,286
Objective 2: Global Platform: On international level continue to create alliances, among policymakers and financial regulators to further increase financial education and access for children and youth at national levels.	275,797	326,417	361,825
Objective 3: Regional and National Platforms: Building and maintaining national and regional collaborations and networks.	276,054	335,985	420,034
Objective 4: Innovations: Develop and check the feasibility of innovations which can support the goals of the Movement and which are based on the Movements needs	205,353	190,301	298,954
Subtotal Objectives 1, 2 ,3 & 4	956,241	1,116,476	1,203,099
Expenses for fundraising			
Expenses from own organizational fundraising	60,384	85,675	50,568
Operational and administrative expenses	279,966	302,375	259,770
Total expenses	1,296,591	1,504,526	1,513,437
Result	(199,351)	(70,793)	(291,457)

It is proposed to appropriate the result 2017 as follows:

	EUR	EUR
Addition to destination fund [A]:		
- People's Postcode Lottery	8,578	
- Sanad	<u>1,276</u>	
		9,854
Deduction from destination fund [B]:		
- The Mastercard Foundation	(39,725)	
- EFSE Schoolbank	(37,987)	
- EFSE YE!	(20,625)	
- European Commission	(14,838)	
- GSRD Foundation	<u>(9,127)</u>	
		(122,302)
Deduction from continuity reserve [C]:		
- General income, income for contribution meetings and others	<u>(86,903)</u>	
		(86,903)
		<u><u>(199,351)</u></u>

Footnote A: The amount as proposed to add to destination fund of EUR 9,854 is concerned with the differences between income recognized in 2017 and expenses recognized in 2017.

Footnote B: The amount as proposed to deduct from destination fund of EUR 122,302 is concerned with the differences between income recognized in 2017 and expenses recognized in 2017.

Footnote C: The negative amount of EUR 86,903 is concerned with the difference between income recognized in 2017 and expenses recognized in 2017 relating to various donors for which no agreement is in place where specific requirements for spending are agreed.

Index numbers	2017	2016
-Operational and administrative expenses in % of Total expenses [D]	22%	17%
-Expenses made for strategic objectives in % of Total expenses	74%	79%
-Expenses for fundraising in % of income of fundraising	6%	4%
-Expenses made for strategic objectives in % of Total income	87%	98%

Footnote D: The operational and administrative cost reached 22% of the total expenditure in the financial year 2017. This includes direct and indirect costs as well as pro-bono contribution relating to work at Secretarial level in support of the strategic objectives and work supporting activities directly related to the strategic objectives. The EUR 269,942 in overhead cost allocated to administrative and operational cost represent 24% of total cost less pro-bono contributions, respectively.

Commentary on actuals versus budget 2017

Actual expenses in 2017 of EUR 1,135,242 excluding pro-bono were 9% lower when to the budget for 2017 of 1,252,042 with considerable variations seen in the objectives as well. Overall on the year, the foundation had a negative result of 199,351. A negative result was not unexpected; the foundation had expected a negative result of EUR 70,793 according to the budget prepared last year. The negative result is funded out of the available reserves. The decrease in actuals compared to the budget is explained below by objective.

When pro-bono costs are factored in, the overall difference between the budgeted and actual expenses was 207,935, or a bit less than 13% lower than budgeted. Much of this was due to cost-cutting measures implemented by the foundation regarding personnel roles and a lower than expected pro-bono overall contribution on the year.

Education and inclusion – much of the costs incurred on this objective are due to product development workshops, SchoolBank and salaries. The difference between the budget and the actuals for this objective (75% of budget realized) is mainly due to lower than budgeted salary expenditures and lower costs related to SchoolBank. The activities associated with the cost savings of SchoolBank will be taking place in 2018 instead.

Global Platforms – the main costs associated with global platforms were Global Money Week, the Global Inclusion Awards in Berlin, Germany, communications and salaries. The difference between the budget and the actuals for this objective (84% of budget realized) was mostly due to lower than expected costs associated with the Global Inclusion Awards. In 2017, these were done in a special partnership with the German Presidency of the G20, thus much of the expected costs were realized by the G20 instead of CYFI.

Regional and National Platforms – the main costs within Regional and National Platforms were salary of regional advisors, meeting organization, travel and technical assistance related expenses. The difference between the budget and actuals (82% of budget realized) for this objective was due to a couple of factors. Mainly, the personnel reduction within the foundation accounts for much of this, but also lower than expected costs related to regional meetings due to the fact that meetings were not held in Asia and Africa in 2017.

Innovations – the main costs within this objective are YE! activities and salary time of relevant associated employees. The difference between the budget and the actuals (108% of budget realized) was due to substantially higher than forecasted YE! website costs with the translation of the entire site to Arabic.

Fundraising – the expenses for fundraising were salary costs and travel. In terms of the budget versus the actuals (70% of budget realized) can be accounted for by the later than expected hiring date of a fundraiser.

Operations – the main costs associated with this are salary, rent and general office expenses. Costs were slightly lower than expected (93% of budget realized) due to the fact that the organization had anticipated moving out of its former zero cost premises in March, though that was not take place until June.

Cash flow statement 2017

	2017		2016	
	EUR	EUR	EUR	EUR
Cash flow from operating activities				
Net result	(199,351)		(291,457)	
Depreciation	5,058		2,681	
		(194,293)		(288,776)
<i>Changes in working capital</i>				
Receivables and prepayments	173,361		115,072	
Current liabilities	(129,641)		263,788	
		43,720		378,860
Cash flow from operating activities		(150,573)		90,084
Cash flow from investing activities				
Additions tangible fixed assets	11,082		1,657	
		(11,082)		(1,657)
Net cash flow		(161,655)		88,427
Increase/(decrease) cash and cash equivalents		(161,655)		88,427
Movements in cash and cash equivalents				
Opening balance cash and cash equivalents		656,995		568,568
Increase/(decrease) cash and cash equivalents		(161,655)		88,427
Closing balance cash and cash equivalents		495,340		656,995

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Notes to financial statements

General

Activities

Large numbers of vulnerable children and youth are still not able to acquire essential skills provided through social and financial education, nor access financial services that can build their asset base and financial capability. Child and Youth Finance International aims to initiate, leverage and coordinate a global multi-stakeholder approach to these challenges, ultimately building a global consensus on a multifaceted, culturally sensitive, approach to the provision of child friendly banking services and social and financial education for children in all countries of the world.

Foundation Child and Youth Finance International is a foundation located in Amsterdam.

Foundation Child and Youth Finance International was founded on June 30, 2011, its vision is *"That all children and youth realize their full potential as responsible economic citizens"*.

To achieve our mission, strategic objectives are structured along the four pillars of the organization:

- 1 Education and Inclusion: Helping children and youth under the age of 18 gain access to high quality Economic Citizenship education and safe and reliable banking services with the purpose of equipping them with the opportunities for financial and social security needed as they grow older.
- 2 Global Platform: On international level continue to create alliances among policymakers and financial regulators to further increase financial education and access for children and youth at national levels.
- 3 Regional and National Platforms: The core activities in this area relate to building and maintaining national and regional collaborations and networks which have placed Child and Youth Finance topics into their agendas.
- 4 Innovations: Developing and checking the feasibility of innovations which can support the goals of the Movement and which are based on the Movement's needs. These includes innovations related to the use of technology and innovations in reaching children and youth.

In December 2017, the Supervisory Board of Child and Youth Finance International approved an eventual strategic shift for the Foundation. This shift will not take immediate effect however, and will be further built during the course of 2018. Building upon the successful approach of Systems Change for Economic Citizenship that has been followed since its foundation, the organization will be applying the same Systems Change logic to youth entrepreneurship. The organization will continue with its current approach throughout 2018, but will prepare a strategy and execution plan for review and approval of the Supervisory Board in December 2018.

As of December 31, 2017, W.T.J van Kampen resigned as managing director.

As of January 1, 2018, the co-directors are J.A. van Eijk and L. Shaban.

Accounting principles

The financial statements are prepared under the historical cost convention in accordance with accounting principles generally accepted in the Netherlands pursuing RJ 650 (Fund Raising Organizations).

Allocation of expenses

The expenses recognized in the reporting year are allocated to the objectives or to operational and administrative costs. The allocation has been prepared in the schedule allocation of expenses to objectives.



Index numbers

The index number operational and administrative expenses provides the percentage from total expenses used for operative and administrative tasks.

The index number expenses made for strategic objectives provides the percentages from total expenses used for expenses made for strategic objectives.

The index number expenses from fundraising provides the percentages from total income from fundraising or expenses made for fundraising.

The index number expenses made for strategic objectives provides the percentages from total income used for expenses made for strategic objectives.

Summary of significant accounting policies

Foreign currencies

Assets and liabilities denominated in foreign currencies are translated into EUR at year-end exchange rates; exchange gains and losses are charged to the Statement of revenue and expenditures. Transactions in foreign currencies during the financial year are translated into euro's at the rate of exchange ruling on transaction date.

Tangible fixed assets

Tangible fixed assets are valued at historical purchase price less depreciation, determined on a straight-line basis over the estimated useful economic lives of the assets concerned, taking into account any residual values.

Receivables

Current receivables are initially recognized at fair value plus transaction costs and subsequently stated at amortized cost based on the effective interest method net of a provision for doubtful debts when necessary.

Cash at bank and in hand

Cash at bank and in hand includes cash in hand, bank balances, notes and checks. It also includes deposits if these are effectively at the Foundation's free disposal, even if interest income may be lost.

Cash at bank and in hand not expected to be at the Foundation's free disposal for over twelve months is classified as financial fixed assets. Cash at bank and in hand are carried at face value.

Current liabilities

On initial recognition, current liabilities are carried at fair value less directly attributable transaction costs. After initial recognition, current liabilities are carried at amortized cost. This is usually the face value for current liabilities.

Principles of determination balance of income and expenses

General

The result is determined as the difference between income generated by contributions, membership fees and others, and the costs and other charges for the year. Income is recognised in the year in which it is realised.

Income relating to services in kind and expenses of pro bono services received are valued at their respective fair value amounts.

Income and expenses

Income is recognised in the period it has been received or by contract agreed.

Expenses are recognised at the historical cost convention and are allocated to the reporting year in which they occurred. As the result of the aforementioned, in instance, income might not match with expenses and are in these cases processed via destination fund and/or reserves.

Depreciation

Depreciation is provided by the straight-line method over the estimated useful economic life.

Cash flow statement

The cash flow statement has been prepared applying the indirect method.

Notes to the balance sheet
December 31, 2017

	Office equipment
	EUR
Fixed assets	
Tangible fixed assets (1)	
Net book value at January 1, 2017	3,517
Additions	11,082
Depreciation charge for the year	(5,058)
Net book value at December 31, 2017	<u>9,541</u>
Cost	46,704
Accumulated depreciation	37,163
Net book value at December 31, 2017	<u>9,541</u>

Office equipment is depreciated over a life term of 3 years.

Current assets

	2017	2016
	EUR	EUR
Receivables and prepayments (2)		
Other receivables and prepayments	115,745	289,106
	<u>115,745</u>	<u>289,106</u>

	2017	2016
	EUR	EUR
Cash at banks and in hand (3)		
Current account ABN AMRO Bank	483,674	645,913
Saving account ABN AMRO Bank	7,488	7,483
Bank Business Deposit	2,000	2,000
Paypal bank account	838	1,112
Cash in hand	1,340	487
	<u>495,340</u>	<u>656,995</u>

Cash at banks and in hand are available on demand.

Reserve and funds (4)

	Continuity reserve	Destination reserve	Destination fund	Balance of income / expenses	Total
Balance at 1 January, 2017	238,533	100,859	413,303	(291,457)	461,238
Appropriation of balance 2016	(38,933)	-	(252,524)	291,457	-
Balance income / expenses 2017	-	-	-	(199,351)	(199,351)
Balance at December 31, 2017	199,600	100,859	160,779	(199,351)	261,887

In accordance with the provisions of Article 19 of the articles of association, the Board decides on the appropriation of the balance of income and expenses. The appropriation of balance income and expenses is proposed on page 5 of the financial statements.

Continuity reserve

The Foundation wants to ensure sustainability of the organization so that its international network is not affected. Therefore the Foundation wants to create a continuity reserve to cover operational and program costs for a period of 6 months. This time frame is based on a prudent assessment of the time required to source additional funding. According to 'The Wijffels code' this reserve should not exceed 1,5 times the operational costs. A higher reserve will need clarification. On December 31, 2017, the reserve was below this limit. The continuity reserve is built up by income primarily from private donors or membership fees that are not specified for a particular activity.

Within the continuity reserve before result appropriation no balance is included as destination fund.

Destination reserve

The Foundation creates a destination reserve for the purpose to allow the organization to reach out to vulnerable children and youth around the world, ensuring they have access to economic citizenship education and access to financial services. As per board recommendations, the reserve remains locked until the end of 2017 at which point it will become available for immediate use, though future use of this reserve will be decided in agreement with the Board.

Destination fund

The Foundation creates a destination fund for income recognized in a year, conform contract terms, which is not spent yet.

	2017	2016
	EUR	EUR
Current liabilities (5)		
Accounts payable	19,297	4,182
Other payables	14,057	29,637
Wage tax and social security's payables	34,321	20,948
Accrued holidays	7,045	18,228
Received in advance People's Postcode Lottery	196,589	262,547
Received in advance Mastercard Foundation	87,430	82,594
Received in advance Mastercard International	-	70,244
	<u>358,739</u>	<u>488,380</u>


Employee information

In 2017 the Foundation employed on average 12 (FTE:11,2) employees and 2016:17 (FTE: 15,1). The employees are divided in FTE's over the objectives as follows:

	2017	2016
Education and inclusion	1,1	2,3
Global Platform	2,1	2,3
Regional and National platforms	3,1	4,6
Innovations	2,6	3,1
Fundraising	0,1	0,1
Operations	2,2	2,7
Total employees	<u>11,2</u>	<u>15,1</u>

	EUR	EUR
Gross salary	618,576	624,432
Social contributions	113,347	106,597
Total personnel cost	<u>731</u>	

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Remuneration Board of Directors

The foundation was managed by the executive director who had a full time base definite contract ending December 31, 2017.

In 2017, the foundation had a management board of five members, being led by the executive director. The following costs are derived from the salary administration and comprise of the salary of the members of the management board for the period January 1, 2017 until December 31, 2017:

Management board member	Gross salary EUR	Social contributions EUR	Total salary costs management board EUR
W. Van Kampen	76,675	9,720	86,395
A. Van Eijk	57,630	9,720	67,350
L. Shaban	49,712	6,697	56,409
J. Penner	68,349	9,956	78,305
B. Isaincu	28,150	5,095	33,245
Total EUR	280,516	41,188	321,704

The executive director was employed as from September 1, 2016. The gross salary per month was EUR 5.916.

Contingencies and commitments

The foundation has a rental commitment of EUR 4,417 per month. The rent contract expires in May, 31 2019.

Notes to the statement of revenue and expenditure

December 31, 2017

	2017	2016
	EUR	EUR
Income from own organisational fundraising (6)		
The Mastercard Foundation [1]	349,744	255,123
People's Postcode Lottery	262,547	65,706
Mastercard International	137,955	100,000
Sanad	82,036	-
GSRD Foundation	31,250	43,750
Value Investor Conference	24,921	-
FPC Philanthropies	39,581	-
Centro Studi Cultura Sviluppo	12,800	-
De Nederlandsche bank	11,000	10,000
Ministerie van Financiën	7,500	-
Skoll Foundation	1,140	-
European Commission [2]	(7,688)	92,563
EFSE Schoolbank [2]	(10,459)	80,000
EFSE YE![2]	(17,668)	132,110
Emirates Foundation	-	73,258
International Visegrad Fund	-	40,000
Partnership fees	-	6,581
Contributions and meetings	-	1,314
Pro bono Google	81,691	100,508
Pro bono McKinsey & Company	55,000	75,000
Pro bono Services Houthoff	5,146	89,945
Pro bono Services EY Accountants LLP	-	9,075
Pro bono Salesforce	13,305	13,556
Pro bono Services Deloitte	6,207	25,670
Others	10,616	7,755
	<u>1,096,624</u>	<u>1,221,914</u>

Multiple year donor commitments are as follows:

- 1 The Mastercard Foundation – three year contract from April 2016 until March 2019, totaling USD 1,243,266 of which EUR 349,744 is the second year of income in 2017 .
- 2 European Commission, EFSE Schoolbank and EFSE YE! present negative income. This is caused by the write of regarding the balance sheet receivable position as of 31-12-2016. For these projects less income is received according to contract because activities were cancelled. There were no expenditures that are not covered by related income. The negative income is fully financed by the opening balance of the destination fund.

Interest income (7)

	<u>2017</u>	<u>2016</u>
	EUR	EUR
Interest saving account ABN AMRO Bank	<u>616</u>	<u>66</u>
	<u>616</u>	<u>66</u>

Allocation of expenses to objectives

	Strategic objectives			
	1	2	3	4
	EUR	EUR	EUR	EUR
Education and inclusion: Helping children and youth under the age of 18 gain access to high quality Economic Citizenship Education and safe and reliable banking services.	39,162	-	-	-
Global Platform: On international level continue to create alliances among policymakers and financial regulators to further increase financial education and access for children and youth at national levels.	-	52,664	-	-
Regional and National Platforms: Building and maintaining national and regional collaborations and networks			19,129	
Innovations: Developing and checking the feasibility of innovations which can support the goals of the Movement and which are based on the Movement needs	-	-	-	80,474
Wages	111,631	112,679	210,483	99,787
Social securities and taxes	18,707	18,738	36,418	15,068
Depreciation and interest expenses	-	-	-	-
Other costs	-	-	-	-
Subtotal	169,500	184,081	266,030	195,329
Pro bono services [E]	29,537	91,716	10,024	10,024
Total expenses	199,037	275,797	276,054	205,353

Donor allocations have been made in accordance to the specifications of the donors in the contracts. Allocations of costs to objectives have been made based on actual costs and salary costs spent on meeting the said objective.

Expenses for Fundraising	Operational and administrative [F]	Total 2017	Budget 2017	Budget 2018
EUR	EUR	EUR	EUR	EUR
-	-	39,162	62,500	86,000
-	-	52,664	71,500	15,500
-	-	19,129	21,024	34,500
-	-	80,474	49,000	36,150
38,475	101,619	674,674	763,740	298,199
7,171	17,245	113,347	134,778	52,623
-	5,058	5,058	3,000	3,000
4,714	146,020	150,734	146,500	150,500
<u>50,360</u>	<u>269,942</u>	<u>1,135,242</u>	<u>1,252,042</u>	<u>676,472</u>
10,024	10,024	161,349	252,484	161,349
<u>60,384</u>	<u>279,966</u>	<u>1,296,591</u>	<u>1,504,526</u>	<u>837,821</u>

Footnote E: Pro bono goods and services for 2017 are valued at EUR 161,349 and have been added to the expenses totals for 2017.

Footnote F: The operational and administrative cost reached 22% of the total expenditure in the financial year 2017. This includes direct and indirect costs as well as pro-bono contribution relating to work at Secretarial level in support of the strategic objectives and work supporting activities directly related to the strategic objectives.

The EUR 269,942 in overhead cost allocated to administrative and operational cost represent 24% of total cost less pro-bono contributions, respectively.

Signatories to the financial statements

Amsterdam , 2018

Co-directors:

J.A. van Eijk

L. Shaban

Other information

Proposed result appropriation

In accordance with article 19 of the articles of association, the annual proceeds from the reserve and funds as well as the gains whatsoever named and received in any year, not destined to be regarded as reserve and funds, can be used for the realisation of the objectives of the company.

The managing director proposes to appropriate the balance of income and expenses as follows:

- Addition: EUR 8,578 People's Postcode Lottery, EUR 1,276 Sanad.
- Deduction: EUR 39,725 The Mastercard Foundation, EUR 37,987 EFSE Schoolbank, EUR 20,625 EFSE YEI, EUR 14,838 European Commission and EUR 9,127 GSRD Foundation.
- Deduction: EUR 86,903 from continuity reserve.

For a detailed explanation of the result appropriation, reference is made to page 5 of the financial statements.

Awaiting a decision from the Board, the balance sheet is prepared before appropriation of the balance of income and expenses.

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Auditors report

Budget 2018 (unaudited)

	Budget 2018
	EUR
Source of income	
Income from own organizational fundraising	871,349
Income from government	-
Interest income	-
Total income sources	<u>871,349</u>
Expenses	
Expenses made for Strategic Objectives	
Objective 1: Education and inclusion: Helping children and youth under the age of 18 gain access to high quality Economic Citizenship education and safe and reliable banking services	180,368
Objective 2: Global Platform: On international level continue to create alliances, among policymakers and financial regulators to further increase financial education and access for children and youth at national levels.	186,402
Objective 3: Regional and National Platform: Building and maintaining national and regional collaborations and networks.	109,356
Objective 4: Innovations: Develop and check the feasibility of innovations which can support the goals of the Movement and which are based on the Movements needs	<u>111,006</u>
Sub total Objectives 1, 2, 3 & 4	587,132
Expenses for fundraising	
Expenses from own organizational fundraising	12,524
Operational and administrative expenses	<u>238,165</u>
Total expenses	<u>837,821</u>
Result	<u><u>33,528</u></u>



Child & Youth Finance International (CYFI)

PO Box 16524, 1001 RA Amsterdam, the Netherlands

✉ info@childfinance.org | ☎ +31 (0)20 520 3900

🌐 www.childfinanceinternational.org |   @ChildFinance

CYFI initiatives are:

- **Global Money Week (GMW)** | 🌐 www.globalmoneyweek.org
- **Global Inclusion Awards (GIA)** | 🌐 www.childfinanceinternational.org/initiatives/awards.html
- **Ye! Community** | 🌐 www.yecomunity.com