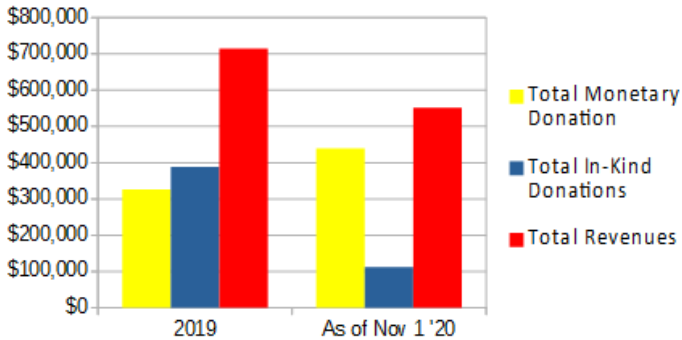




# Report: Results & Indicators as of Nov 1<sup>st</sup> 2020.

## TOTAL DONATIONS



- As of Nov 1, **Total Revenues at 77% of 2019 Results** due to a drop with in-kind donations as many major drives & organizational donations were canceled due to Covid-19.
- **Monetary Donations at +35%** led by **additional Grants (+47%)** to respond to Covid-19 and implement IRC's Programs. Digital & Individual donations also remain strong, at +19%.
- **2019 in-kind donations (54% of Total Revenues)** were big enough to partially compensate a **-71% drop in 2020**.



## 5,515 PEDIATRIC PATIENTS & 35,437 OVERALL CASES\*

Thousands of newborns & children helped by Friends' program in Valencia and 1,810 school-age children supported by our daily meal program in 4 public schools (before pandemic). A significant impact also on their families.

\* As of Aug Reports.



## 23 SHIPMENTS TO VENEZUELA

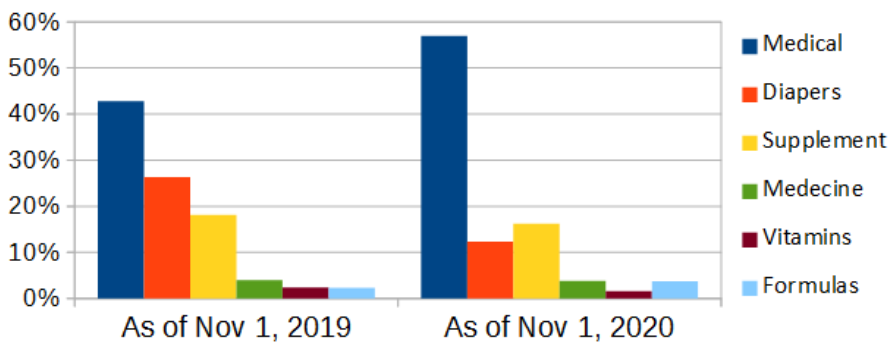
Safe door-to-door sea shipments from Miami with medical and baby supplies, and most recently school supplies, for both of our programs. Direct shipments from NY or Europe -as in the past- could not happen due to Covid-19.



## 1,541 cf (VOLUME) IN SHIPMENTS TO VENEZUELA

Despite 6 less shipments from the US, Friends so far has shipped 1,541 cf, that is, +29% in volume compared to the entire 2019 and +32% compared to the full cubic capacity of a 20' container. In sum, more volume or bigger shipments!

## SHIPMENTS - Share by Category - In Units



- As of Nov 1, **items shipped so far in units is at -41% and -26% in value.**
- **Nearly 60% of items so far shipped in units are Surgical & Medical.** Although volume shipped dropped by -22%, the value is +287% due to highly-priced clinical items.
- Except from Formulas at -6%, **all other categories dropped by 56%** on average, in units shipped so far.