

Novak Djokovic Foundation (USA) and Affiliate

Consolidated Financial Statements

December 31, 2018 and 2017

Novak Djokovic Foundation (USA) and Affiliate

TABLE OF CONTENTS

| | |
|-----------------------------------------------------------|------|
| INDEPENDENT ACCOUNTANT’S REVIEW REPORT | 1-2 |
| CONSOLIDATED FINANCIAL STATEMENTS: | |
| Consolidated Statements of Financial Position | 3 |
| Consolidated Statements of Activities | 4 |
| Consolidated Statements of Cash Flows | 5 |
| Consolidated Statements of Functional Expenses | 6-7 |
| Notes to Consolidated Financial Statements | 8-13 |
| SUPPLEMENTAL INFORMATION: | |
| Consolidating Schedule: Statements of Financial Position | 14 |
| Consolidating Schedule: Statements of Activities | 15 |
| Consolidating Schedule: Statements of Functional Expenses | 16 |



INDEPENDENT ACCOUNTANT'S REVIEW REPORT

To the Board of Directors of the
Novak Djokovic Foundation (USA)

We have reviewed the accompanying consolidated financial statements of Novak Djokovic Foundation (USA) (a nonprofit organization) and affiliate, which comprise the consolidated statement of financial position as of December 31, 2018, and the related consolidated statement of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the consolidated financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement whether due to fraud or error.

Accountant's Responsibility

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the consolidated financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

Accountant's Conclusion

Based on our review, we are not aware of any material modifications that should be made to the accompanying consolidated financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Supplementary Information

The 2018 supplemental information consisting of consolidating schedules of the statement of financial position, statement of activities and statement of functional expenses is presented for purposes of additional analysis and is not a required part of the basic consolidated financial statements. Such information is the responsibility of management and was derived from, and relates directly to, the underlying accounting and other records used to prepare the consolidated financial statements. The supplemental information has been subjected to the review procedures applied in our review of the basic consolidated financial statements. We are not aware of any material modifications that should be made to the supplemental information. We have not audited the supplemental information and do not express an opinion on such information.

Report on 2017 Financial Statements

The 2017 consolidated financial statements were audited by us, and we expressed an unmodified opinion on them in our report dated October 24, 2018. We have not performed any auditing procedures on the consolidated financial statements since October 24, 2018.


Hoffman Mulligan CPAs, LLP
Certified Public Accountants

October 21, 2019
New York, NY

**NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILIATE
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2018 AND 2017**

| <u>ASSETS</u> | <u>2018</u> | <u>2017</u> |
|------------------------------------------|--------------|--------------|
| Cash and cash equivalents | \$ 565,368 | \$ 2,280,217 |
| Contributions receivable | - | 50,437 |
| Prepaid expenses | 2,507 | 2,507 |
| Auction items inventory | 20,000 | 20,000 |
| Investments at fair value | 2,027,743 | 2,137,840 |
| | 2,615,618 | 4,491,001 |
| Total Current Assets | 2,615,618 | 4,491,001 |
| Total Assets | \$ 2,615,618 | \$ 4,491,001 |
| <u>LIABILITIES AND NET ASSETS</u> | | |
| LIABILITIES | | |
| Accrued Expenses | \$ 15,064 | \$ 33,606 |
| | 15,064 | 33,606 |
| Total Current Liabilities | 15,064 | 33,606 |
| NET ASSETS | | |
| Unrestricted | 2,600,554 | 4,457,395 |
| | 2,600,554 | 4,457,395 |
| Total Liabilities and Net Assets | \$ 2,615,618 | \$ 4,491,001 |

See Notes to Financial Statements

**NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILIATE
CONSOLIDATED STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017**

| | <u>2018</u> | <u>2017</u> |
|--------------------------------------------|--------------|--------------|
| SUPPORT | | |
| Contributions | \$ 305,685 | \$ 411,205 |
| Total | 305,685 | 411,205 |
| EXPENSES | | |
| Program | 1,644,676 | 2,000,222 |
| Fundraising | 171,762 | 155,575 |
| General and administrative | 213,555 | 246,140 |
| TOTAL EXPENSES | 2,029,992 | 2,401,937 |
| OTHER INCOME (LOSS) | | |
| Interest income | 332 | 521 |
| Unrealized gain on investments | 22,984 | 111,607 |
| Foreign currencies exchange gains (losses) | (155,850) | 317,595 |
| TOTAL OTHER INCOME (LOSS) | (132,534) | 429,723 |
| CHANGE IN NET ASSETS | (1,856,841) | (1,561,009) |
| NET ASSETS - Beginning of year | 4,457,394 | 6,018,404 |
| NET ASSETS - End of year | \$ 2,600,553 | \$ 4,457,395 |

See Notes to Financial Statements

**NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILIATE
CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017**

| | <u>2018</u> | <u>2017</u> |
|--------------------------------------------------------------------------------------------------------------|--------------------|---------------------|
| Cash flows from operating activities | | |
| Change in net assets | \$ (1,856,841) | \$ (1,561,009) |
| <i>Adjustments to reconcile change in net assets to net cash provided by (used) in operating activities:</i> | | |
| Unrealized gain on investments | (22,984) | (111,607) |
| Changes in assets and liabilities: | | |
| Contributions receivable | 50,437 | 326,006 |
| Prepaid expenses | - | (2,507) |
| Auction items inventory | - | - |
| Accrued expenses | (18,542) | (108,438) |
| | <u>(1,847,930)</u> | <u>(1,457,555)</u> |
| Net cash used by operating activities | | |
| | <u>(1,847,930)</u> | <u>(1,457,555)</u> |
| Cash flows from investing activities | | |
| Proceeds on sales of investments | 133,081 | - |
| Cash paid for investments | - | (1,396,178) |
| | <u>133,081</u> | <u>(1,396,178)</u> |
| Net cash provided (used) by investing activities | | |
| | <u>133,081</u> | <u>(1,396,178)</u> |
| Net change in cash and cash equivalents | (1,714,849) | (2,853,733) |
| Cash and cash equivalents - beginning of year | <u>2,280,217</u> | <u>5,133,950</u> |
| Cash and cash equivalents - end of year | <u>\$ 565,368</u> | <u>\$ 2,280,217</u> |

**NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILIATE
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2018**

| | <u>PROGRAM</u> | <u>FUNDRAISING</u> | <u>GENERAL AND ADMINISTRATIVE</u> | <u>TOTALS</u> |
|-----------------------------------|---------------------|--------------------|---------------------------------------|---------------------|
| Contributions to NDF Serbia | 1,497,048 | - | - | 1,497,048 |
| Other Contributions | 96,746 | - | - | 96,746 |
| Insurance | - | - | 823 | 823 |
| Bank and credit card fees | - | - | 4,858 | 4,858 |
| Salaries and related | 49,202 | 49,201 | 49,201 | 147,603 |
| Miscellaneous | - | 5,088 | 1,769 | 6,857 |
| Professional fees | - | 8,000 | 133,830 | 141,830 |
| Public relations | - | 91,696 | - | 91,696 |
| Publication, postage and mailings | - | - | 138 | 138 |
| Subscriptions | - | - | 9,612 | 9,612 |
| Travel and related | 1,680 | 5,355 | 1,679 | 8,714 |
| Telephone | - | - | 378 | 378 |
| Computer and software | - | - | 10,920 | 10,920 |
| Website costs | - | 12,422 | 347 | 12,769 |
| Totals | <u>\$ 1,644,676</u> | <u>\$ 171,762</u> | <u>\$ 213,555</u> | <u>\$ 2,029,992</u> |

See Notes to Financial Statements

**NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILIATE
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2017**

| | <u>PROGRAM</u> | <u>FUNDRAISING</u> | <u>GENERAL AND ADMINISTRATIVE</u> | <u>TOTALS</u> |
|-----------------------------------|---------------------|--------------------|---------------------------------------|---------------------|
| Contributions to NDF Serbia | 1,943,499 | - | - | 1,943,499 |
| Other Contributions | - | - | - | - |
| Insurance | - | - | 247 | 247 |
| Bank and credit card fees | - | - | 861 | 861 |
| Salaries and related | 51,575 | 51,575 | 51,575 | 154,725 |
| Miscellaneous | - | - | 4,877 | 4,877 |
| Professional fees | - | - | 166,157 | 166,157 |
| Public relations | - | 81,405 | - | 81,405 |
| Publication, postage and mailings | - | - | 95 | 95 |
| Subscriptions | - | - | 186 | 186 |
| Travel and related | 5,148 | 5,148 | 5,148 | 15,444 |
| Telephone | - | - | 176 | 176 |
| Computer and software | - | - | 16,436 | 16,436 |
| Website costs | - | 17,447 | 382 | 17,829 |
| Totals | <u>\$ 2,000,222</u> | <u>\$ 155,575</u> | <u>\$ 246,140</u> | <u>\$ 2,401,937</u> |

See Notes to Financial Statements

**NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

NOTE 1 - Organization and Summary of Significant Accounting Policies

Organization

The Novak Djokovic Foundation (USA) and affiliate (The “Foundation”) was incorporated in Delaware on December 21, 2011 to award grants to fund organizations and projects in Serbia and the rest of the world that promote early childhood education and the development of young children who are from disadvantaged backgrounds. The intention is that by investing in these children and helping them to reach their full potential they will be able to bring positive changes to their communities in the future.

The Foundation is exempt from federal and state income taxes under Internal Revenue Code Section 501(c) (3) and New York State Not-for-Profit Corporation Law Section 402.

Summary of Significant Accounting Policies

Basis of accounting - The Foundation prepares its consolidated financial statements on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America as applicable to not-for-profit entities.

Financial statement presentation – In accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 958-205-05 *Presentation of financial Statements*, the Foundation is required to report that the amounts for each of the three classes of net assets, permanently restricted, temporarily restricted and unrestricted, be displayed in a statement of financial position and the amounts of change in each of those classes of net assets be displayed in a statement of activities. These reporting standards require the classifications of net assets and changes therein in one of three classes of net assets as follows:

Unrestricted Net Assets - Net assets that are neither permanently restricted nor temporarily restricted by donor-imposed stipulations or by New York Prudent Management of Institutional Funds Act (“NYPMIFA”).

Temporarily restricted net assets – Net Assets used for grants and financial assistance that is subject to donor-imposed restrictions that will be met either by actions of the Foundation or passage of time. In addition, earnings on certain donor-restricted endowment funds are classified as temporary restricted, pursuant to NYPMIFA until appropriated for spending by the Board of Directors.

Permanently restricted net assets – Net Assets resulting from contributions and other inflows of assets whose use by the Foundation is limited by donor - imposed stipulations that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Foundation.

NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILATE NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Organization and Summary of Significant Accounting Policies, (continued)

Principles of Consolidation - The accompanying consolidated financial statements include the accounts of Novak Djokovic Foundation (USA) and its wholly owned affiliate. All significant intercompany balances and transactions have been eliminated in consolidation. The following entities are included in the consolidated financial statements:

Novak Djokovic Foundation (USA) was incorporated in Delaware on December 21, 2011. This is the USA operating foundation that receives contributions mainly from US entities and/or tax payers but also receives donations from foreign entities and/or tax payers.

Novak Djokovic Foundation (UK) Limited is registered as a members' limited liability company and was incorporated on March 7, 2012. This is the UK operating foundation that receives contributions mainly from UK entities and/or tax payers but also receives donations from foreign entities and/or tax payers. This entity is 100% owned by the Novak Djokovic Foundation (USA).

Use of Estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reported period. Actual results could differ from those estimates.

Foreign Currencies – Assets and liabilities recorded in foreign currencies are translated at the exchange rate on the balance sheet date. Revenue and expenses are translated at average rates of exchange prevailing during the year. Translation adjustments resulting from this process are recorded in Other Income (Expense) on the Statements of Activities.

Cash and Cash Equivalents – Cash and cash equivalents include all monies in banks and highly liquid investments with maturity dates of less than three months.

Contributions Receivable which include income tax recoverable in relation to donations received under Gift Aid are unconditional promises to give and are recorded as receivables and revenues and are recognized when the promises are made at their net present value. The Foundation determines whether an allowance for doubtful accounts should be provided for pledges receivable. Such estimates are based on management's assessment of the aged basis of its contributions and other sources, current economic conditions, subsequent collections, and historical information. Receivables are written off against the allowance for doubtful accounts when all reasonable efforts have been exhausted.

**NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

Organization and Summary of Significant Accounting Policies, (continued)

Valuation of Portfolio Investments - US GAAP establishes a hierarchy that prioritizes inputs to valuation methods which the Foundation utilizes for its investments. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability (i.e., the “exit price”) in an orderly transaction between market participants at the measurement date. The three levels of inputs are:

- Level 1 - Unadjusted quoted prices in active markets for identical assets or liabilities that the Foundation has the ability to access.
- Level 2 - Observable inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly. These inputs may include quoted prices for the identical instrument on an inactive market, prices for similar instruments, interest rates, prepayment speeds, credit risk, yield curves, default rates and similar data.
- Level 3 - Unobservable inputs for the asset or liability, to the extent relevant observable inputs are not available, representing the Foundation’s own assumptions about the assumptions a market participant would use in valuing the asset or liability, and would be based on the best information available.

The availability of observable inputs can vary from security to security and is affected by a wide variety of factors, including, for example, the type of security, whether the security is new and not yet established in the marketplace, the liquidity of markets, and other characteristics particular to the security. To the extent that valuation is based on models or inputs that are less observable or unobservable in the market, the determination of fair value requires more judgment. Accordingly, the degree of judgment exercised in determining fair value is greatest for instruments categorized in Level 3.

The Foundation’s investments are traded in quoted public markets, primarily the London Stock Exchange. The year end valuation is prepared on the basis of mid-market prices from the appropriate stock exchange, the bid price from the relevant fund manager or the last traded price where applicable.

Auction Items Inventory – Inventories are stated at the lower of cost or market. Cost is principally determined using the first-in, first out (FIFO) method.

**NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

Organization and Summary of Significant Accounting Policies, (continued)

Financial statement classifications - Contributions and grants, including unconditional promises to give, are reported as increases in unrestricted net assets unless use of the related assets has donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets are reported as net assets released from restrictions in the statement of activities.

Functional Allocation of Expenses – The cost of providing the various programs and supporting services has been summarized on a functional basis in the accompanying statement of activities. Accordingly, certain costs have been allocated among the programs and services in reasonable ratios determined by management.

Concentration of credit risk – The Foundation maintains its cash and cash equivalents at major financial institutions, which at times may exceed federally insured limits. The Foundation has not experienced any losses on such accounts.

Income taxes – The Foundation follows FASB ASC Topic 740, *Income Taxes*, and evaluates its income tax positions each year. The Foundation is exempt from federal income taxes under Section 501(c)(3) of Internal Revenue Code and believes it has no uncertain tax positions for open tax years. Accordingly, no provision for income taxes has been made in the financial statements. In addition, the Foundation has been determined by the Internal Revenue Service not to be a “private foundation” within the meaning of Section 509(a) of the Internal Revenue code. There was no unrelated business income for 2018 or 2017.

The Foundation files a Form 990 informational return with the Internal Revenue Service as well as the State of New York. The years ending December 31, 2017, 2016 and 2015 remain subject to examination by applicable taxing authority.

Pensions – The Foundation contributes to personal pension plans for its employee. During the year ending December 31, 2018 and 2017, the Foundation contributed \$6,368 and \$6,747 to such plan, respectively.

Contribution expense – Contributions are recorded when the offer is made.

**NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILIATE
NOTES TO FINANCIAL STATEMENTS**

Organization and Summary of Significant Accounting Policies, (continued)

Subsequent events – In preparing these financial statements, the Foundation has evaluated events and transactions for potential recognition or disclosure through October 21, 2019, the date the financial statements were issued. There were no significant subsequent events or transactions which required recognition and disclosure in the financial statements.

NOTE 2 – Investments at Fair Value

The table below sets forth information about the level within the fair values hierarchy at which the Foundation’s investments are measured at December 31, 2018 and 2017 as well as the breakdown of investment income for the year ended December 31, 2018 and 2017:

| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
|-------------------------------------------|---------------------|-------------------|----------------|---------------------|
| As of December 31, 2018: | | | | |
| Equities | \$ 1,075,084 | \$ - | \$ - | \$ 1,075,084 |
| Fixed income securities | - | 854,809 | - | 854,809 |
| Cash held within the investment portfolio | <u>97,850</u> | <u>-</u> | <u>-</u> | <u>97,850</u> |
| Total securities owned, at fair value | <u>\$ 1,172,934</u> | <u>\$ 854,809</u> | <u>\$ -</u> | <u>\$ 2,027,743</u> |
| As of December 31, 2017: | | | | |
| Equities | \$ 1,193,693 | \$ - | \$ - | \$ 1,193,693 |
| Fixed income securities | - | 913,437 | - | 913,437 |
| Cash held within the investment portfolio | <u>30,710</u> | <u>-</u> | <u>-</u> | <u>30,710</u> |
| Total securities owned, at fair value | <u>\$ 1,224,403</u> | <u>\$ 913,437</u> | <u>\$ -</u> | <u>\$ 2,137,840</u> |

Investment income for the year ended December 31, 2017 and 2016 consists of the following:

| | <u>2018</u> | <u>2017</u> |
|-------------------------------|------------------|-------------------|
| Interest and dividend income | \$ 332 | \$ 521 |
| Unrealized and realized gains | 22,984 | 111,607 |
| | <u>\$ 23,316</u> | <u>\$ 112,128</u> |

**NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILIATE
NOTES TO FINANCIAL STATEMENTS**

NOTE 3 - Related Party Transactions

The Foundation made contributions to the Novak Djokovic Foundation (Serbia) of \$1,497,048 and \$1,943,499 during the years ended December 31, 2018 and 2017, respectively.

The founder of the Foundation made contributions during the year ended December 31 2017 \$250,000. Certain contributions have been designated by the Board of Directors as a separate Novak Djokovic donation fund to meet future core and administration costs. It is intended that the balance of these designated funds will be put towards direct charitable activities and future fundraising expenditure. Investment income earned on any amounts invested are included as part of the Novak Djokovic donation fund. As of December 31, 2018 and 2017, the balance of the Novak Djokovic donation fund was \$1,889,122 and \$3,921,054, respectively.

NOTE 4 - Concentrations

During the year ended December 31, 2018 and 2017 the Foundation received contributions from individual donors which represented 16% and 61% of total support, respectively.

**NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILIATE
SUPPLEMENTARY INFORMATION
CONSOLIDATING SCHEDULE: STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2018**

| | Novak Djokovic Foundation (USA) | Novak Djokovic Foundation (UK) Limited | Eliminations | Novak Djokovic Foundation Consolidated |
|---------------------------------------------------------|------------------------------------------|-------------------------------------------------|--------------------|-------------------------------------------------|
| <u>ASSETS</u> | | | | |
| Cash and cash equivalents | \$ 345,070 | \$ 220,298 | \$ - | \$ 565,368 |
| Contribution receivable | - | - | - | - |
| Prepaid expenses | 2,507 | - | - | 2,507 |
| Auction items inventory | 20,000 | - | - | 20,000 |
| Due from Novak Djokovic Foundation (USA) | - | 18,806 | (18,806) | - |
| Total Current Assets | 367,577 | 239,104 | (18,806) | 587,875 |
| Investments at fair value | - | 2,027,743 | - | 2,027,743 |
| Investment in Novak Djokovic Foundation (UK) Limited | 164 | - | (164) | - |
| Total Assets | \$ 367,741 | \$ 2,266,847 | \$ (18,970) | \$ 2,615,618 |
| <u>LIABILITIES AND NET ASSETS</u> | | | | |
| LIABILITIES | | | | |
| Accrued Expenses | \$ - | \$ 15,064 | \$ - | \$ 15,064 |
| Due to Novak Djokovic Foundation (UK) Limited | 18,806 | - | (18,806) | - |
| Total Current Liabilities | 18,806 | 15,064 | (18,806) | 15,064 |
| NET ASSETS | | | | |
| Share capital in Novak Djokovic Foundation (UK) Limited | - | 164 | (164) | - |
| Unrestricted Funds | 348,935 | 2,251,619 | - | 2,600,554 |
| Total Net Assets | 348,935 | 2,251,783 | (164) | 2,600,554 |
| Total Liabilities and Net Assets | \$ 367,741 | \$ 2,266,847 | \$ (18,970) | \$ 2,615,618 |

See Independent Accountant's Review Report.

**NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILIATE
SUPPLEMENTARY INFORMATION
CONSOLIDATING SCHEDULE: STATEMENTS OF ACTIVITIES
FOR THE YEAR ENDED DECEMBER 31, 2018**

| | Novak Djokovic Foundation (USA) | Novak Djokovic Foundation (UK) Limited | Eliminations | Novak Djokovic Foundation Consolidated |
|--------------------------------------------|------------------------------------------|-------------------------------------------------|-----------------|-------------------------------------------------|
| SUPPORT | | | | |
| Contributions | \$ 302,372 | \$ 3,313 | \$ - | \$ 305,685 |
| Events | - | - | - | - |
| TOTAL SUPPORT | 302,372 | 3,313 | - | 305,685 |
| EXPENSES | | | | |
| Program | 12,781 | 1,644,675 | (12,780) | 1,644,676 |
| Fundraising | 33,163 | 151,379 | (12,780) | 171,762 |
| General and administrative | 79,784 | 146,551 | (12,780) | 213,555 |
| TOTAL EXPENSES | 125,727 | 1,942,605 | (38,341) | 2,029,991 |
| OTHER INCOME (EXPENSE) | | | | |
| Interest income | - | 332 | - | 332 |
| Management fee | - | 38,341 | (38,341) | - |
| Unrealized gain on investments | - | 22,984 | - | 22,984 |
| Foreign currencies exchange gains (losses) | 13,267 | (169,117) | - | (155,850) |
| TOTAL OTHER INCOME | 13,267 | (107,460) | (38,341) | (132,534) |
| INCREASE (DECREASE) IN NET ASSETS | 189,912 | (2,046,752) | - | (1,856,840) |
| NET ASSETS - Beginning of year | 159,023 | 4,298,371 | - | 4,457,394 |
| NET ASSETS - End of year | \$ 348,935 | \$ 2,251,619 | \$ - | \$ 2,600,554 |

See Independent Accountant's Review Report.

NOVAK DJOKOVIC FOUNDATION (USA) AND AFFILIATE
SUPPLEMENTARY INFORMATION
CONSOLIDATING SCHEDULE: STATEMENTS OF FUNCTIONAL EXPENSES
DECEMBER 31, 2018

| | PROGRAM | | | FUNDRAISING | | | GENERAL AND ADMINISTRATIVE | | | TOTAL EXPENSES | | | |
|------------------------------------|---------------------------------|----------------------------------------|---------------------|---------------------------------|----------------------------------------|-------------------|-----------------------------------|----------------------------------------|-------------------|---------------------------------|----------------------------------------|--------------------|----------------------------------------|
| | Novak Djokovic Foundation (USA) | Novak Djokovic Foundation (UK) Limited | | Novak Djokovic Foundation (USA) | Novak Djokovic Foundation (UK) Limited | | Novak Djokovic Foundation (USA) | Novak Djokovic Foundation (UK) Limited | | Novak Djokovic Foundation (USA) | Novak Djokovic Foundation (UK) Limited | Eliminations | Novak Djokovic Foundation Consolidated |
| Contributions to NDF UK | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Contributions to NDF ONLUS (Italy) | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Contributions to NDF Serbia | - | 1,497,048 | 1,497,048 | - | - | - | - | - | - | - | 1,497,048 | - | 1,497,048 |
| Other Contributions | - | 96,746 | 96,746 | - | - | - | - | - | - | - | 96,746 | - | 96,746 |
| Insurance | - | - | - | - | - | - | - | 823 | 823 | - | 823 | - | 823 |
| Bank and credit card fees | - | - | - | - | - | - | 4,490 | 368 | 4,858 | 4,490 | 368 | - | 4,858 |
| Salaries and related | 12,781 | 49,201 | 61,982 | 12,780 | 49,201 | 61,981 | 12,780 | 49,201 | 61,981 | 38,341 | 147,603 | (38,341) | 147,603 |
| Miscellaneous | - | - | - | 5,088 | - | 5,088 | 1,707 | 62 | 1,769 | 6,795 | 62 | - | 6,857 |
| Professional fees | - | - | - | 8,000 | - | 8,000 | 60,807 | 73,023 | 133,830 | 68,807 | 73,023 | - | 141,830 |
| Public Relations | - | - | - | - | 91,696 | 91,696 | - | - | - | - | 91,696 | - | 91,696 |
| Publication, postage and mailings | - | - | - | - | - | - | - | 138 | 138 | - | 138 | - | 138 |
| Subscriptions | - | - | - | - | - | - | - | 9,612 | 9,612 | - | 9,612 | - | 9,612 |
| Travel and related | - | 1,680 | 1,680 | 3,676 | 1,679 | 5,355 | - | 1,679 | 1,679 | 3,676 | 5,038 | - | 8,714 |
| Telephone | - | - | - | - | - | - | - | 378 | 378 | - | 378 | - | 378 |
| Computer and Software | - | - | - | - | - | - | - | 10,920 | 10,920 | - | 10,920 | - | 10,920 |
| Website costs | - | - | - | 3,619 | 8,803 | 12,422 | - | 347 | 347 | 3,619 | 9,150 | - | 12,769 |
| Totals | \$ 12,781 | \$ 1,644,675 | \$ 1,657,456 | \$ 33,163 | \$ 151,379 | \$ 184,542 | \$ 79,784 | \$ 146,551 | \$ 226,335 | \$ 125,728 | \$ 1,942,605 | \$ (38,341) | \$ 2,029,992 |

See Independent Accountant's Review Report.