

Report of the independent auditor

with consolidated financial statements as of 31 December 2017 of

International Table Tennis Federation, Renens



MAZARS SA

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Report of the statutory auditor to the Board of Directors of International Table Tennis Federation, Renens

Report of the independent auditor on the 2017 consolidated financial statements

As independent auditor and in accordance with our instructions, we have audited the accompanying consolidated financial statements of International Table Tennis Federation, which comprise the balance sheet, income statement and notes, for the year ended December 31, 2017. The consolidated financial statements for the year ended December 31, 2016 were audited by another auditor whose report, dated May 22, 2017, expressed an unqualified opinion on those financial statements.

Board of Directors' responsibility

The Board of Directors, represented by the Executive Committee, is responsible for the preparation of the consolidated financial statements in accordance with the requirements of Swiss law and the federation's articles of association. This responsibility includes designing, implementing and maintaining an internal control system relevant to the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error. The Board of Directors, represented by the Executive Committee, is further responsible for selecting and applying appropriate accounting policies and making accounting estimates that are reasonable in the circumstances.

Auditor's responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Swiss law and Swiss Auditing Standards. Those standards require that we plan and perform the audit to obtain reasonable assurance whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers the internal control system relevant to the entity's preparation of the consolidated financial statements 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 entity's internal control system. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of accounting estimates made, as well as evaluating the overall presentation of the consolidated financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.







Opinion

In our opinion, the consolidated financial statements for the year ended December 31, 2017 comply with Swiss law, the federation's articles of association and the consolidation and valuation principles as set out in the notes.

MAZARS SA

Michael Ackermann Licensed audit expert (Auditor in charge) Sébastien Gianelli Licensed audit expert

Lausanne, April 23, 2018

Enclosure

Consolidated financial statements (balance sheet, income statement and notes)



Consolidated balance sheet at December 31, 2017 (in \mbox{USD})

Note	2017	2016*
5	9,089,172	23,736,990
6	3,342,381	594,841
_	208,450 19,840,003	59,625 24,391,457
_	, ,	
5, 7	1,200,000	800,000
- ' -	1,200,000	800,000
8	3,563,774	3,776,699
9 _	543,330	175,943
_	4,107,104	3,952,642
=	25,147,108	29,144,098
	1,533,752	1,267,187
10	14,057,369	15,152,201
11 _		1,745,811
_	17,741,218	18,165,199
7	1,200,000	800,000
_	1,200,000	800,000
12	6,219,221	10,585,251
12 _	(13,333)	(406,353)
_	6,205,888	10,178,899
_ _	25,147,108	29,144,098
	5 6 	5 9,089,172 7,200,000 6 3,342,381 208,450 19,840,003 5,7 1,200,000 1,200,000 8 3,563,774 9 543,330 4,107,104 25,147,108 1,533,752 10 14,057,369 11 2,150,098 17,741,218 7 1,200,000 1,200,000 1,200,000 12 6,219,221 12 (13,333) 6,205,888

^{*}restated



Consolidated statement of income and expenditure for the year ended December 31, 2017

(in USD)

Income	Note	2017	2016*
Marketing rights	13	13,839,339	6,975,238
Olympic fund	10	3,000,000	2,700,000
Competitions	14	225,715	150,721
High Performance & Development	15	434,740	307,030
Equipment Approval Fees	16	1,251,466	1,263,457
• • • • • • • • • • • • • • • • • • • •	10		· · · · · · · · · · · · · · · · · · ·
Membership fees	17	33,900	22,950
Other income	17	334,416	312,060
Total Income		19,119,576	11,731,456
Expenses Competitions Marketing expenses Administration expenses High Performance & Development Governance Equipment Olympics & Paralympics	18 19 20 21 22 23 24	(6,733,278) (10,569,094) (3,292,494) (1,820,786) (673,255) (134,040) (2,930)	(1,579,150) (515,588)
Foreign Currency Gains and (Losses)	26	(63,054)	307,632
Total Expenses		(23,288,931)	(10,160,791)
Net profit / (loss) for the period		(4,169,355)	1,570,666

^{*}restated



Notes to the consolidated financial statements 2017

1. Activity

The International Table Tennis Federation (ITTF), domiciled in Renens/Lausanne, Switzerland, is an international non-governmental not-for-profit organisation in the form of an association with the status of a legal person. The objectives of the Federation are:

- **a)** to develop the spirit of friendship and mutual assistance among affiliated table tennis associations and players;
- **b)** to regulate relations between affiliated table tennis associations and between table tennis associations and other organizations;
- **c)** to seek continual improvement in the technical standard of table tennis and in the extent of participation in the sport throughout the world;
- **d)** to foster friendly sporting competition and to eliminate unfair and unsporting practices;
- **e)** to establish and maintain the Laws of Table Tennis and the Regulations for international Competitions;
- **f)** to publish the standard text of the Rules, consisting of the Constitution, the Laws and the Regulations;
- **g)** to encourage the publication of the Rules in other languages and to check the accuracy of such publications;
- h) to promote and to supervise World and Olympic title competitions; and
- i) to employ the funds of the ITTF as may be expedient in the interests of international table tennis.
- **j)** to endeavor to increase participation at all levels, to enhance the popularity of the sport, to develop new sources of revenue and to manage the sport through a systematic planning process.
- **k)** to encourage players, coaches and officials to present the sport positively in the best ways so as to enhance its image.
- I) to encourage and to support the promotion of women in sport at all levels and to ensure significant representation of women in ITTF Committees, Commissions and Working Groups.

In addition to the activities of the ITTF Lausanne, these consolidated financial statements include the activities of International Table Tennis Federation Asia-Pacific Ltd, Singapore (ITTF Singapore) and of International Table Tennis Federation Ottawa (ITTF Ottawa).

2. Summary of significant accounting policies

2.1 Basis of accounting

The financial statements of ITTF are presented in accordance with the Swiss Code of Obligations (title 32 of the Swiss Code of Obligations deals with the commercial accounting and financial reporting) and the significant accounting policies described below, which have been consistently applied to the years presented, unless otherwise stated. The financial statements are prepared under the historical cost convention.

Transactions and balances among the consolidated organisations have been eliminated.

These consolidated financial statements will be approved by the Finance Committee of ITTF on 28 April 2018 in representation of the ITTF Board of Directors.

The amounts shown in these consolidated financial statements are presented in US dollars, in view of the international nature of the ITTF's operations and due to the majority of its revenues being earned in that currency.



Change in presentation

There has been a change to the presentation of the financial statements in 2017, which is in relation to presenting a more transparent set of financial statements, based on the key operational areas of the ITTF - Marketing, Competitions, Administration, High Performance & Development, Governance and Olympic related expenses. The presentation has been structured to show each of these areas and the expenses incurred, but also displaying certain elements that cover all areas of key expenses, such as the human resource expenses.

Certain comparative income statements figures have been reclassified to conform to the current year's presentation.

Correction of error

With the change in ITTF governance bodies, a deep review of ITTF main contracts was performed during the year, which lead to a different interpretation on the contract signed in August 2014 with the Shanghai Municipal Education Commission and the Chinese Table Tennis Association. Previously, it was understood by ITTF that the funds being received yearly were able to be declared as revenue. However, upon further understanding of the contract, it became evident that the funds are not only to be maintained in a dedicated bank account but also to be held as an equity guarantee until the maturity of the contract in 2024.

Therefore, both an Asset and Liability has been realised based on the contract, in which the ITTF has setup a Term Deposit asset with the amount of funds which have been received thus far, as well as a liability in relation to the Equity Guarantee.

The 2016 comparative figures have been restated to reflect this change in interpretation and the impact were as follows:

USD

ITTF Museum fund - 800,000 Unrestricted fund - 800,000 Other income - 400,000 Net result for the period - 400,000

2.2 Foreign currencies

The Federation's consolidated financial statements are presented in US dollars, which is the main currency used by the organization. For each entity the Federation determines the functional currency and items included in the financial statements of each entity are measured using that functional currency.

i) Transactions and balances

Transactions in foreign currencies are initially recorded by the Federation's entities at their respective functional currency at a fixed exchange rate adjusted on a yearly basis. Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency spot rates of exchange at the reporting date.

Differences arising on settlement or translation of monetary items are recognised in income statement.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions.

ii) Translation

On consolidation, the assets and liabilities of foreign operations are translated into USD at the rate of exchange prevailing at the reporting date and their income statement is translated at



the yearly average rate. The exchange differences arising on translation for consolidation are recognised as equity.

The main exchange rates used are as follows:

1 UCD against	20)17	20)16
1 USD against:	Average	Year-end	Average	Year-end
SGD	1.3807	1.3365	1.3245	1.3808
CHF	0.9844	0.9761	1.0000	0.9839
CAD	1.3346*	1.3211*	1.3240	1.3437

^{*} The CAD Average for 2017 is from 1 January until 30 June, as no further transactions were processed after 19^{th} June 2017, as the organisation was closed and wound up. The CAD Yearend exchange rate was taken from 19^{th} June 2017, as this was the final day of financial operations of ITTF Ottawa.

The functional currency of ITTF Lausanne was Swiss Francs until December 31, 2016 but after the termination of TMS agreement and the internalization of the marketing function, it became clear that the majority of the revenues will be earned in US dollars and as a consequence, the functional currency was changed to that currency. The impact of the change of functional currency was recognized directly in the statement of income and expenditure as a financial expense for USD 199,425 (Note 26).

2.3 Revenue recognition

Marketing rights

The marketing income relates to funds received through sponsorship, television & data rights, advertising income, and income generated through the intangible asset Table Tennis X. These rights are recognised on the successful completion of the respective competition. Instalments received by the ITTF prior to this date are deferred as they may be repayable, in whole or in part, to the sponsors or television networks at any time up to the completion of the event. Interests earned on the instalments received are of the benefit of ITTF and are recorded as interest income.

Olympic fund

The Federation's policy is to release the Olympic revenue, as previously approved by the General Meeting as part of the budgeting process. The funds are to be released over the four-year period and in accordance with the ITTF's planned efforts in developing Table Tennis. The amount released during 2017 equated to 17% of the total fund received, as approved by the 2017 Annual General Meeting.

Competition income

The competition income is in relation to fees received on behalf of local organising committees, in relation to entry and participation fees. Competition income also relates to sanction fees for local organisers to host ITTF competitions. Those incomes are recognized when the respective competition takes place.

High Performance & Development income

The income derived through High Performance & Development is primarily through external sources, such as Olympic Solidarity, and other grants in relation to sport development. Income is also generated through some educational means.

Equipment Approval Fees income

Income is generated through the approval process for equipment to be certified as meeting the technical standards set by the ITTF, and therefore approving the equipment to be used during



ITTF competitions. The corresponding revenue is recognized over the period covered by the certification granted to equipment distributors.

2.4 Tangible & intangible fixed assets

Tangible and intangible fixed assets are stated at acquisition cost less accumulated depreciation/amortisation and any accumulated impairment losses. Assets with finite useful lives are depreciated/amortised on a straight-line basis over their estimated useful lives and assessed for impairment whenever there is an indication that the assets may be impaired. Intangible assets with indefinite useful lives are not amortised but are tested for impairment annually. When assets are retired or otherwise disposed of, the cost of the asset and the related accumulated depreciation/amortisation are removed from the accounts. Any profit or loss on disposal of fixed assets is reflected in the statement of income for the period.

Depreciation and amortization are calculated on the basis of the cost of the assets and on their estimated useful lives and is provided as follows:

Tangible fixed assets

Furniture and equipment 33.3% straight-line basis
Computers 33.3% straight-line basis
Building 4% straight-line basis
Museum Collection not depreciated

Intangible fixed assets

Table Tennis X intangible asset
IT & Software
33.3% straight-line basis
Table Tennis X mobile application
50% straight-line basis

3. Financial risk management

The Federation's financial instruments consist of cash, fixed term deposits, accounts receivable and accounts payable. The carrying values of these financial instruments approximate their fair value. Unless otherwise noted, it is management's opinion that the Federation is not exposed to significant interest, currency or credit risks arising from these financial instruments.

Most of the Federation's financial instruments (cash at bank and financial assets) are nominated in USD.

4. Related parties

TMS International

TMS International ("TMS") is an independent, non-profit Marketing Corporation that conducts marketing and commercial activities on behalf of the Federation and other entities.

The ITTF and TMS had a marketing agreement covering the periods 2015-2020 with automatic renewal if all conditions were met, for the period 2021-2024. This contract was including an income-sharing between ITTF (75%) and TMS (25%). On the initiative of ITTF, this agreement was terminated effective 1 January 2017. The termination agreement was approved by ITTF Executive Committee and signed by ITTF and TMS on 2 October 2016.

During the 2016 Financial Year, TMS International made a contribution of USD 6.6 million to the ITTF.

A payment was processed to TMS International following the termination of the agreement between ITTF and TMS International, which saw ITTF pay USD 7.7 million, as a commission towards contracts that were already in place for the period from 2017-2024. However, during



2017, it was evident that not all income would be received as mentioned within the termination contract, therefore the decision was taken to expense the full amount of the payment made to TMS International. Further details about this payment can be found in Note 19.

5. Cash, Cash Equivalents and term deposits

4	2017	2016
Current accounts with banks	9,087,295	18,542,495
Call Accounts	-	5,005,829
Money market	563	179,770
Petty Cash	1,314	8,897
	9,089,172	23,736,990
Term deposits		
Current	7,200,000	-
Non-current	1,200,000	800,000
	8,400,000	800,000

The ITTF cash in excess resulting from the International Olympic Committee distribution after the 2012 and 2016 Olympic Games was invested in short term money deposits, as well as fixed term deposits, with first ranking banks. These financial assets are accounted for at market value.

The non-current term deposits asset corresponds to the amount of funds which have been received thus far, as an Equity Guarantee liability from the Shanghai Municipal Education Commission and the Chinese Table Tennis Association in relation to ITTF Museum. Further details are available under note 7 below.

The cash, cash equivalents and term deposits are held within the following currencies:

United States Dollars Swiss Francs Euros Singapore Dollars Canadian Dollars	2017 15,987,772 408,374 892,442 200,584 - 17,489,172	2016 23,214,223 336,231 528,108 458,072 356 24,536,990
6. Trade receivables		
	2017	2016
Accounts receivable third parties	3,708,428	13,604
Accounts receivable related parties	27,332	604,565
Accounts receivable	3,735,760	618,169
Accrued income	130,330	-
Bad debt allowance	(523,709)	(23,328)
Accounts receivable, net	3,342,381	594,841

7. ITTF Museum Equity Guarantee and Term Deposit Fund

An agreement was signed in August 2014 with the Shanghai Municipal Education Commission and the Chinese Table Tennis Association. According to this agreement, a new ITTF Museum opened in Shanghai and is run by the local authorities. ITTF relocated its collection to this new Museum and receives an equity guarantee amounting to USD 2 million split over a 5-year period (from 2014 to 2018). According to the agreement, the amount received is to be maintained in a dedicated bank account until the end of the period. The cumulated amount received for the years 2015 to 2017 (USD 1.2 million) was therefore recognized as a non-



current term deposit and a corresponding amount is recognized as liability as the criteria to recognize revenue are not met.

8. Tangible Fixed Assets

• • • • • • • • • • • • • • • • • • • •	2017	2016
Land and building (Renens)	2,981,972	3,221,618
Furniture and equipment	72,055	45,334
Museum Collection	509,747	509,747
	3,563,774	3,776,699
Depreciation incurred during the period		
Depreciation incurred during the period	2017	2016
Depreciation – Land and building (Renens)	239,646	243,565
Depreciation – Furniture and equipment	32,520	27,629
Depreciation – Museum Collection	52,520	27,025
	272,166	271,194
9. Intangible Assets		
	2017	2016
Internally generated (TTX)	251,023	175,943
TTX Mobile Application	205,768	· -
IT Software – Entry & Results System	86,540	-
	543,331	175,943
Amortisation incurred during the period		
	2017	2016
Amortisation – Internally generated (TTX)	14,293	-
Amortisation – TTX Mobile Application	18,107	-
Amortisation – IT Software	1,594	
	33,994	

The internally generated intangible asset was developed during the years 2016 and 2017 and relates to Table Tennis X, a new discipline of Table Tennis game. Table Tennis X will be amortised over a twelve-year period due to the current master rights licensing agreement in place.

The TTX Mobile Application was developed by an external third party and has an expected useful-life of two years. The completion of the intangible asset was in November 2017, and therefore two months have been amortised during 2017.

The IT Software – Entry & Results System has commenced development, with certain areas already in operation, and therefore the amortization commenced upon initial payment of first installment (December 2017). The expected useful-life is three years.

10. Deferred revenues – Olympic funding

Olympic funding at the end of the year	14,057,369	15,152,201
Olympic funding at the and of the year	14 0E7 260	15 152 201
Foreign exchange impact	-	-
Used in year	(3,000,000)	(2,700,000)
Received in year	1,905,168	15,152,201
Olympic funding at the beginning of the year	15,152,201	2,700,000
, ,	2017	2016

The amount received during the year 2017 relates to the third and final instalment for the Rio 2016 Olympic Games, whereas the first two instalments were received during 2016, and have been accounted for accordingly.



	13,039,339	0,913,236
TTX Project	508,956 13,839,339	6,975,238
Advertising income Social Media income	245,084 89,539	10,148 -
Television & Data Rights	6,083,675	6,614,724
Sponsorship income	2017 6,912,085	2016 350,366
13. Marketing income	2017	2016
Equity (after restatement)	6,205,888	10,178,899
	6 205 000	
Currency translation adjustment		(209,677)
Unrestricted funds at the end of the year (after restaten	nent)	10,388,576
Net profit for the period CTA recognized within restricted fund		1,576,369 (196,676)
Unrestricted funds at the beginning of the year		9,008,883
Currency translation adjustment		196,676
Unrestricted funds at the end of the year		(196,676)
Impact of the closing of Ottawa activities on:		
Unrestricted funds at the beginning of the year	-	(800,000)
Unrestricted funds at the beginning of the year Net profit for the period		(400,000) (400,000)
Impact of the restatement of prior year figures on	:	
Equity (audited figures)	6,205,888	10,978,899
Currency translation adjustment	(13,333)	(406,353)
Unrestricted funds at the end of the year	6,219,221	11,385,252
Net profit for the period	(4,169,355)	1,976,368
Unrestricted funds at the beginning of the year	2017 10,388,576	9,408,883
12. Equity	2017	2016
The deferred income includes USD 317'985 of licensing	revenues from the	Table Tennis X.
TI 1.6 1:	6 11	
Accided expenses	2,150,098	1,745,811
approvals Accrued expenses	830,025 1,320,073	842,178 903,633
Deferred income & advance equipment		2010
	2017	2016

11. Deferred income and accrued expenses

During 2017, the ITTF received all marketing income directly, whereas during 2016, the marketing income was received through a related party – TMS International. The significant increase was due to managing the commercial rights of the ITTF internally, rather than through a related, or third, party.



Based on the previous contract with TMS International, and the revenue share structure of 75% for ITTF and 25% for TMS, it can be assumed that the Marketing income generated by TMS International would have been USD 8.8 million, in which ITTF received 75% of these incomes.

14. Competitions income	2017	2016
W. 11 TH.	2017	2016
World Title events ITTF World Tour	19,749	4,610
ITTF World Tour	27,653 41,471	49,540
Para Table Tennis	130,864	- 96,571
Other Competitions	5,978	90,371
Other Competitions	225,715	150,721
	223/723	100// 11
15. High Performance & Development income	2017	2016
Consta	2017	2016
Grants	168,891	50,000
Education Olympic Solidarity	25,298	29,126
Olympic Solidarity Other Income	136,008 104,544	78,700 149,204
Other Income	434,740	307,030
	TJ7,770	307,030
16. Equipment Approval Fees		
	2017	2016
Balls	318,809	280,427
Racket Coverings	605,934	470,395
Tables	215,620	198,560
Nets	25,804	24,000
Sports Flooring	49,246	50,800
Equipment Testing Fees	36,053	239,275
		1 262 457
	1,251,466	1,263,457
17. Other income	1,251,466	<u>.</u>
17. Other income	1,251,466 2017	2016
17. Other income Merchandise	1,251,466 2017 22,965	2016 20,763
17. Other income Merchandise Publications	2017 22,965 2,743	2016 20,763 475
17. Other income Merchandise Publications URC Exam Fees	2017 22,965 2,743 5,286	2016 20,763 475 41,072
17. Other income Merchandise Publications URC Exam Fees Rental income	2017 22,965 2,743 5,286 137,033	2016 20,763 475 41,072 124,750
17. Other income Merchandise Publications URC Exam Fees Rental income Other income	2017 22,965 2,743 5,286 137,033 148,777	2016 20,763 475 41,072 124,750 123,916
17. Other income Merchandise Publications URC Exam Fees Rental income	2017 22,965 2,743 5,286 137,033 148,777 17,612	2016 20,763 475 41,072 124,750 123,916 1,084
17. Other income Merchandise Publications URC Exam Fees Rental income Other income	2017 22,965 2,743 5,286 137,033 148,777	2016 20,763 475 41,072 124,750 123,916
17. Other income Merchandise Publications URC Exam Fees Rental income Other income	2017 22,965 2,743 5,286 137,033 148,777 17,612 334,416	2016 20,763 475 41,072 124,750 123,916 1,084 312,060
17. Other income Merchandise Publications URC Exam Fees Rental income Other income Interest 18. Competitions expenses	2017 22,965 2,743 5,286 137,033 148,777 17,612 334,416	2016 20,763 475 41,072 124,750 123,916 1,084 312,060
17. Other income Merchandise Publications URC Exam Fees Rental income Other income Interest 18. Competitions expenses World Title events	2017 22,965 2,743 5,286 137,033 148,777 17,612 334,416	2016 20,763 475 41,072 124,750 123,916 1,084 312,060 2016 2,804,788
17. Other income Merchandise Publications URC Exam Fees Rental income Other income Interest 18. Competitions expenses World Title events ITTF World Tour	2017 22,965 2,743 5,286 137,033 148,777 17,612 334,416	2016 20,763 475 41,072 124,750 123,916 1,084 312,060
17. Other income Merchandise Publications URC Exam Fees Rental income Other income Interest 18. Competitions expenses World Title events ITTF World Tour ITTF Challenge	2017 22,965 2,743 5,286 137,033 148,777 17,612 334,416 2017 2,667,437 2,920,518 402,544	2016 20,763 475 41,072 124,750 123,916 1,084 312,060 2016 2,804,788 1,200,310
17. Other income Merchandise Publications URC Exam Fees Rental income Other income Interest 18. Competitions expenses World Title events ITTF World Tour ITTF Challenge ITTF World Junior Circuit	2017 22,965 2,743 5,286 137,033 148,777 17,612 334,416 2017 2,667,437 2,920,518 402,544 160,302	2016 20,763 475 41,072 124,750 123,916 1,084 312,060 2016 2,804,788 1,200,310
17. Other income Merchandise Publications URC Exam Fees Rental income Other income Interest 18. Competitions expenses World Title events ITTF World Tour ITTF Challenge ITTF World Junior Circuit Para Table Tennis	2017 22,965 2,743 5,286 137,033 148,777 17,612 334,416 2017 2,667,437 2,920,518 402,544 160,302 23,979	2016 20,763 475 41,072 124,750 123,916 1,084 312,060 2016 2,804,788 1,200,310
17. Other income Merchandise Publications URC Exam Fees Rental income Other income Interest 18. Competitions expenses World Title events ITTF World Tour ITTF Challenge ITTF World Junior Circuit Para Table Tennis Continental Competitions	2017 22,965 2,743 5,286 137,033 148,777 17,612 334,416 2017 2,667,437 2,920,518 402,544 160,302 23,979 125,313	2016 20,763 475 41,072 124,750 123,916 1,084 312,060 2016 2,804,788 1,200,310 - 153,003 2,801 31,638
17. Other income Merchandise Publications URC Exam Fees Rental income Other income Interest 18. Competitions expenses World Title events ITTF World Tour ITTF Challenge ITTF World Junior Circuit Para Table Tennis Continental Competitions Other Competitions	2017 22,965 2,743 5,286 137,033 148,777 17,612 334,416 2017 2,667,437 2,920,518 402,544 160,302 23,979 125,313 32,311	2016 20,763 475 41,072 124,750 123,916 1,084 312,060 2016 2,804,788 1,200,310 - 153,003 2,801 31,638 9,188
Merchandise Publications URC Exam Fees Rental income Other income Interest 18. Competitions expenses World Title events ITTF World Tour ITTF Challenge ITTF World Junior Circuit Para Table Tennis Continental Competitions Other Competitions Human Resources – Salaries & Services	2017 22,965 2,743 5,286 137,033 148,777 17,612 334,416 2017 2,667,437 2,920,518 402,544 160,302 23,979 125,313 32,311 309,792	2016 20,763 475 41,072 124,750 123,916 1,084 312,060 2016 2,804,788 1,200,310 - 153,003 2,801 31,638 9,188 520,898
17. Other income Merchandise Publications URC Exam Fees Rental income Other income Interest 18. Competitions expenses World Title events ITTF World Tour ITTF Challenge ITTF World Junior Circuit Para Table Tennis Continental Competitions Other Competitions	2017 22,965 2,743 5,286 137,033 148,777 17,612 334,416 2017 2,667,437 2,920,518 402,544 160,302 23,979 125,313 32,311	2016 20,763 475 41,072 124,750 123,916 1,084 312,060 2016 2,804,788 1,200,310 - 153,003 2,801 31,638 9,188



19. Marketing expenses

	2017	2016
Marketing expenses	8,509,086	104,676
Media expenses	68,662	38,759
Sponsorship expenses	125,634	-
Marketing Events	115,767	139,026
Commercialisation Agreements	670,812	-
Marketing Agreements	151,534	196,940
TTX Project	160,304	32,434
Human Resources – Salaries & Services	543,941	229,187
Human Resources – Expenses	223,354	141,458
	10,569,094	882,480

Marketing expenses includes both internal and external commissions in relation to income received for commercial rights sold. Within this balance is the full payment processed to TMS International following the termination agreement between ITTF and TMS International, which saw ITTF pay USD 7.7 million, as a commission towards contracts that were already in place for the period from 2017-2024. However, during 2017, it was evident that not all income would be received as mentioned within the termination contract, therefore the decision was taken to expense the full amount of the payment made to TMS International.

20. Administration expenses

	2017	2016
Lausanne Office	280,016	333,432
Singapore Office	53,632	41,202
Ottawa Office	15,555	29,016
Home Offices	44,431	-
Depreciation	306,159	271,194
Professional Services	342,407	111,609
Websites	170,196	90,241
Technology & Software	73,226	79,437
Publications	40,680	51,982
Intellectual Property	13,490	16,770
Anti-Doping	44,350	30,453
Postage & Couriers	35,113	64,589
Bank Fees & Charges	19,847	22,087
Other Expenses	592,847	12,215
Human Resources – Salaries & Services	1,024,185	707,521
Human Resources – Expenses	236,360	72,577
	3,292,494	1,934,325

It should be noted that Bad & Doubtful Debts totaled USD 549,693 during 2017 and is presented within Other Expenses.

21. High Performance & Development expenses

	2017	2016
Continental Development	929,618	830,652
High Performance	345,575	137,633
Education	59,121	34,788
Corporate Social Responsibility	48,360	138,087
Human Resources - Salaries & Services	320,817	427,350



Human Resources – Expenses	117,295	10,640
	1,820,786	1,579,150
22. Governance expenses		
	2017	2016
AGM & BoD	26,071	14,175
ITTF President	306,767	265,827
Executive Committee	175,159	68,382
Commissions & Committees	110,289	89,129
Affiliation Fees	5,984	6,333
Working Groups	41,937	71,102
Continental Meetings	667	640
Multi-Sport Games	6,381	-
•	673,255	515,588

It should be noted that within the expenses incurred in relation to the ITTF President USD 94,233 was paid as an honorarium for the services provided, this figure is also shown within Note 25.

23. Equipment expenses

	2017	2016
Table Tennis Equipment Testing Fees	126,709	200,287
Racket Control expenses	7,331	13,045
· _	134,040	213,332
24. Olympic & Paralympic Games expenses		
, , , , , , , , , , , , , , , , , , , ,	2017	2016
Olympic Games	2,930	608,313
Youth Olympic Games	-	-
Paralympic Games	-	10,709
_	2,930	619,022
25. Human Resources		
	2017	2016
ITTF Employees (Lausanne)	505,269	317,799
ITTF Employees (Singapore)	414,020	211,407
ITTF Service Providers	1,230,642	1,355,750
ITTF President	94,233	68,382
-	2,244,164	1,953,338
	2017	2016
Management Team	334,820	299,879
Marketing Department	543,941	229,187
Competition Department	309,792	520,898
High Performance & Development Department	320,817	427,350
Operations Department	640,561	407,642
ITTF President	94,233	68,382
<u>-</u>	2,244,164	1,953,338

The amounts shown above include both ITTF employees, and ITTF service providers, and provides a breakdown between the different human resource costs between each of the operating departments within the ITTF.



26. Financial result

	2017	2016
Investment income/loss	-	4,459
Currency exchange gain	140,190	439,570
Currency exchange loss	(20,512)	(136,397)
	119,678	307,632
Effect of change in functional currency	(199,425)	-
Recycling of Ottawa CTA	16,693	-
Financial result	(63,054)	307,632

27. Guarantee/Pledged assets

As of 31 December 2017, and 31 December 2016, the land and buildings in Lausanne are pledged to the bank to the extent of CHF 2,000,000 in guarantee of the credit limit granted. As of December 31, 2017, the credit line is not used.

28. Other information required by law

In 2017 and 2016, the number of full time equivalent employees is less than 50.