World Sailing Finance Report

Management Accounts:

- January 2025 Management Accounts
- Full Year 2025 Reforecast vs. Budget
- WS Investment Trust fund
- MNA Debtors

November 2023

Contents – Management Accounts

Summary

This report includes the financial results for January 2025 together with an updated forecast for the rest of the year to 31 December 2025, compared to budget. The budget for this year was approved by the board on 3rd November 2024.

Actual results results for 2024:

The financial audit for the year 2024 is almost finalized. The actual results for 2024 were significantly better than budget. The net surplus for the year was £575K compared to a budgeted deficit of -£335K. The positive variance of £910K was primarily due to better-than-expected Paris 2024 distribution by £132K and direct and overhead cost savings of £555K. Currency gains and losses included unrealized FX gains of £311K (slide 4).

Slide 5 includes the actual results for the previous Quad 2021-2024 compared to the 2024 forecast.

Actual results for January 2025 and forecast for the year:

The net surplus for the month was £594K, which is £278K better than budget. The updated forecast for the year shows a net deficit for the year of -£226K, compared to a budgeted deficit of -£335K (slides 5 and 6).

Cashflow forecast:

The cashflow forecast for 2025 (slide 8) remains positive, with the receipt of the final instalment for Paris2024 in March. Actual income was £1.1M higher than budget. Actual cash at the end of March 2025 is expected to be £12M compared to forecasted cash of £10M, most of which is due to the higher income from the Games.

Profit & Loss: Prior Quad 2021-2024 Vs. Forecast

World Sailing

Consolidated Profit and Loss

For the quad 2021-2024

	Prior Quad Actual 2021-2024 (audited)					Budget/Forecast for quad (board-approved each year)					Variance vs. Budget				
	Actual 2021	Actual 2022	Actual 2023	Actual 2024	Actual 2021-2024	Actual 2021	Budget 2022	Budget 2023	Budget 2024	Budget 2021-2024	Variance 2021	Variance 2022	Variance 2023	Variance 2024	Variance 2021-2024
Turnover															
Income	5,843,496	6,473,780	7,253,702	5,681,763	**25,252,742**	5,843,496	6,181,538	8,376,232	5,631,902	26,033,168	0	292,242	(1,122,530)	49,862	(780,426)
Total Turnover	**5,843,496**	**6,473,780**	**7,253,702**	**5,681,763**	**25,252,742**	**5,843,496**	**6,181,538**	**8,376,232**	**5,631,902**	**26,033,168**	**0**	**292,242**	**(1,122,530)**	**49,862**	**(780,426)**
Cost of Sales															
Direct Costs	1,238,516	2,265,960	3,678,082	2,378,187	**9,560,744**	1,238,516	1,982,953	5,042,390	2,530,605	10,794,464	(0)	(283,007)	1,364,308	152,419	1,233,720
Total Cost of Sales	**1,238,516**	**2,265,960**	**3,678,082**	**2,378,187**	**9,560,744**	**1,238,516**	**1,982,953**	**5,042,390**	**2,530,605**	**10,794,464**	**(0)**	**(283,007)**	**1,364,308**	**152,419**	**1,233,720**
Gross Profit	**4,604,980**	**4,207,820**	**3,575,621**	**3,303,577**	**15,691,998**	**4,604,980**	**4,198,585**	**3,333,842**	**3,101,296**	**15,238,703**	**0**	**9,235**	**241,779**	**202,280**	**453,294**
Administrative Costs															
Employment Costs	1,980,217	2,305,485	2,328,827	2,406,761	**9,021,290**	1,980,217	2,280,340	2,845,914	2,894,653	10,001,124	(0)	(25,145)	517,087	487,892	979,834
Overheads	957,562	460,390	651,377	627,398	**2,696,727**	957,562	422,845	527,867	542,110	2,450,383	0	(37,546)	(123,510)	(85,289)	(246,344)
Currency Gains & Losses	148,732	(999,767)	(10,136)	(305,188)	**(1,166,358)**	148,732	(996,580)	0	0	(847,848)	(0)	3,187	10,136	305,188	318,511
Exceptional costs - Lease assignment	0	536,438		0	**536,438**	0	536,438	0	0	536,438	0	(0)	0	0	(0)
Total Administrative Costs	**3,086,511**	**2,302,547**	**2,970,067**	**2,728,971**	**11,088,096**	**3,086,511**	**2,243,043**	**3,373,781**	**3,436,763**	**12,140,097**	**(0)**	**(59,504)**	**403,713**	**707,792**	**1,052,001**
Net surplus/(deficit)	**1,518,469**	**1,905,273**	**605,553**	**574,606**	**4,603,901**	**1,518,469**	**1,955,542**	**(39,939)**	**(335,466)**	**3,098,606**	**0**	**(50,269)**	**645,492**	**910,072**	**1,505,295**

Main variances

Summary:

- The accounts for 2024 have now been audited, and the results for the Quad 2021-2024 are based on actuals compared to forecast for that period.
- Net surplus for the Quad was £4.6M and was £1.5 better than the cumulative budget for the Quad.

Profit & Loss: January 2025 Actual Vs. Budget

World Sailing Limited
Consolidated Profit and Loss

	Actual Jan 2025		
	Actual	**Budget**	**Variance**
Turnover			
Income	839,052	753,301	85,751
Total Turnover	**839,052**	**753,301**	**85,751**
Cost of Sales			
Direct Costs	58,861	159,999	101,138
Total Cost of Sales	**58,861**	**159,999**	**101,138**
Gross Profit	**780,191**	**593,302**	**186,888**
Administrative Costs			
Employment Costs	216,704	234,948	18,244
Overheads	44,861	42,991	(1,871)
Currency Gains & Losses	(74,996)	0	74,996
Total Administrative Costs	**186,569**	**277,939**	**91,369**
Net surplus/(deficit)	**593,621**	**315,364**	**278,258**

Main variances

Summary:

- The budget for 2025 was approved by the board on 3rd November 2024.
- Net surplus for the month of £593K is better than the budget by £278K, most of it is due to timing differences, but also includes unrealised FX gain of £75K.

Income:

- Actual income to date of £839K was above budget by £86K due to early recognition of £225K income from sponsors.

Direct costs:

- Direct costs of £59K were below budget by £101K, most of which is expected to be realised as savings.

Administration costs:

- Delays in recruitment and savings in contractor costs resulted in savings to date of £18K.

Profit & Loss: Full year 2025 Reforecast vs. Budget

World Sailing Limited
Consolidated Profit and Loss

	Forecast Jan-Dec 2025		
	Forecast	**Budget**	**Variance**
Turnover			
Income	5,549,185	5,631,902	(82,716)
Total Turnover	**5,549,185**	**5,631,902**	**(82,716)**
Cost of Sales			
Direct Costs	2,429,468	2,530,605	101,138
Total Cost of Sales	**2,429,468**	**2,530,605**	**101,138**
Gross Profit	**3,119,718**	**3,101,296**	**18,421**
Administrative Costs			
Employment Costs	2,876,408	2,894,653	18,244
Overheads	543,981	542,110	(1,871)
Currency Gains & Losses	(74,996)	0	74,996
Total Administrative Costs	**3,345,393**	**3,436,763**	**91,369**
Net surplus/(deficit)	**(225,676)**	**(335,466)**	**109,791**

Main variances

Summary:

- The forecasted deficit for full year 2025 of £226K is £110K lower than budget.

Income:

- Income is expected to be below budget for the year by £83K, related to sponsorship income. The forecast is based on a prudent basis.

Direct costs:

- Savings in January 2025 are expected to be realised fully for the year.

Administration costs:

- The forecast for the rest of the year has not been changed at this stage, although further savings are expected to be made due to delayed recruitment.

Balance sheet as at 31 January 2025

Consolidated Balance Sheet		
World Sailing Limited & World Sailing (UK) Limited		
	Jan-25	Dec-24
Assets	**£**	**£**
Bank		
Bank & Cash	11,293,305	11,376,371
Current Assets		
Accounts Receivable	638,388	327,984
Prepayments & Accrued income	1,819,605	1,840,011
Other Debtors	48,226	45,251
	2,506,219	2,213,246
Fixed Assets		
Net book value	340,709	349,894
Total Assets	14,140,233	13,939,512
Liabilities		
Accounts Payable	165,696	147,764
Accruals & Deferred income	9,717,870	10,104,453
Loans	500,052	495,398
Deferred Tax	5,727	5,727
Other creditors	89,078	117,982
	10,478,423	10,871,324
Net Assets	**3,661,809**	**3,068,188**
Equity		
Current Year Earnings	593,621	574,606
Retained Earnings	3,068,188	2,493,582
Total Equity	**3,661,809**	**3,068,188**

Main Highlights

- The balance sheet as at 31 December 2024 is based on audited accounts.

Quarterly Cashflow - Forecast for 2025

World Sailing

World Sailing

Quarterly Cashflows

2025 Cashflow forecast

	Q1	Q2	Q3	Q4	2024
Opening cash	**11,376,372**	**12,088,947**	**10,970,557**	**10,004,812**	**11,376,372**
Cash receipts	1,877,718	456,061	206,424	733,062	**3,273,265**
Cash payments	(1,263,039)	(1,679,355)	(1,254,466)	(1,231,756)	**(5,428,616)**
Fixed asset additions	58,778	57,636	56,320	60,500	**233,233**
VAT refunds	43,774	47,268	25,977	47,770	**164,788**
Net cash movement	**717,230**	**(1,118,390)**	**(965,745)**	**(390,425)**	**(1,757,329)**
Closing Cash - pre funding	**12,093,602**	**10,970,557**	**10,004,812**	**9,614,387**	**9,619,042**
Loans	(4,655)	0	0	(500,052)	**(504,707)**
Closing Cash - post funding	**12,088,947**	**10,970,557**	**10,004,812**	**9,114,335**	**9,114,335**

Borowing - Loan from IOC					
B/F loan balance	**495,398**	**500,052**	**500,052**	**500,052**	**495,398**
Revaluation - Currency FX movement	4,655	0	0	0	**4,655**
Repayments	0	0	0	(500,052)	**(500,052)**
C/F Loan balance	**500,052**	**500,052**	**500,052**	**0**	**0**

Main Highlights

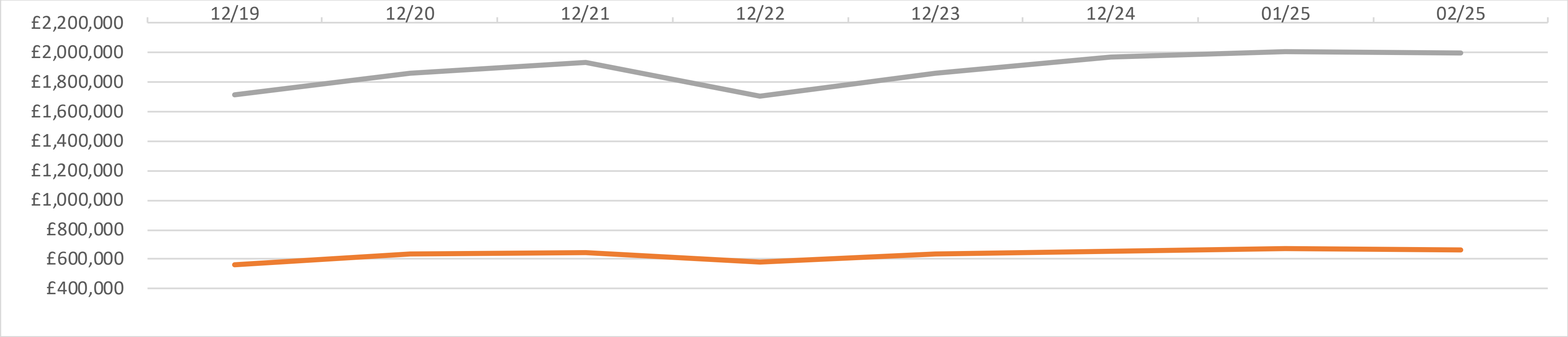
- Closing cash at the end of January 2025 £11.3M and is expected to be £9.1M at the end of 2025.
- Income from Paris2024 was $16.6M (£12.8M) against budgeted income of $15.2M (£11.7M). Olympic income is recognised over 4 years (2024-2027) and so each year, actual income will be higher than budget by £132K.
- The USD IOC loan of $620K is revalued each month based on the month-end exchange rate. The loan is however fully covered by USD bank reserves.

WS Investment Trust

The current valuation of the Trust fund, held under the independent WS Investment Trust, was £2.7M as of 28 February 2025. The chart below shows the movement over the years from 2019. Investments are managed by Barclays Investments and are held in low-risk investments. World Sailing has a standing overdraft facility of £900K secured against this fund.

WS Investment Trust - Fund Valuation

	31/12/2019	31/12/2020	31/12/2021	31/12/2022	31/12/2023	31/12/2024	31/01/2025	28/02/2025	Movement last 12 months	Movement since Dec19
Euro Portfolio	€ 663,564	€ 710,445	€ 764,763	€ 657,790	€ 730,956	€ 793,010	€ 799,893	€ 799,795		
Euro portfolio in Pounds Sterling	£ 562,366	£ 636,010	£ 641,476	£ 581,065	£ 633,462	£ 655,326	£ 668,834	£ 660,074		
Pounds Sterling portfolio	£ 1,711,135	£ 1,862,648	£ 1,936,814	£ 1,708,677	£ 1,859,806	£ 1,972,632	£ 2,008,504	£ 1,999,219		
Total Portfolio in Pounds Sterling	**£ 2,273,501**	**£ 2,498,658**	**£ 2,578,290**	**£ 2,289,742**	**£ 2,493,269**	**£ 2,627,958**	**£ 2,677,337**	**£ 2,659,293**	**£ 128,931 5.5%**	**£ 385,792 17.0%**
FX rate Euros / Pounds Sterling	1.180	1.117	1.192	1.132	1.154	1.210	1.196	1.212		



MNA Annual subscription debtor balances at 19 March 2025

World Sailing Limited - MNA Subscriptions debtor balances
19/03/2025

	Receivables	Total		Due for	
	African Sailing Confederation (ASCON)	£1,102.50	MNA	2021-2025	
	Mediterranean Sailing Union	£661.50	MNA	2023 -2025	
AHO	AHO Sailing	£32.71	MNA	2025 balance	underpaid
ARU	Aruba Sailing Association	£330.75	MNA	2025	
BAH	Bahrain Maritime Sports Association	£826.88	MNA	2025	
BOL	Bolivian Sailing Federation	£447.00	MNA	2021-2025	
BRU	Brunei Darussalam Yachting Assoc	£110.25	MNA	2025	
BUL	Bulgarian Sailing Federation	£826.88	MNA	2025	
BRA	Confederacao Brasileira de Vela	£13,891.50	MNA	2025	
CUB	Cuban Sailing Federation	£330.75	MNA	2025	
COK	Sailing Cook Islands	£992.25	MNA	2023 -2025	
COL	Federacion Colombiana de Vela	£826.88	MNA	2025	
ECU	Federación Ecuatoriana de Vela	£443.43	MNA	2024 balance & 2025	
EGY	Egyptian Sailing & Water Ski Federation	£826.88	MNA	2025	
GEO	Georgian Sailing Federation	£330.75	MNA	2025	
GRN	Grenada Sailing Association	£93.97	MNA	2025 balance	underpaid
ICE	Icelandic Sailing Association	£15.00	MNA	2025 balance	underpaid
IRA	Iran Canoeing, Rowing and Sailing Federation	£826.88	MNA	2025	
JAM	Jamaica Yachting Association	£330.75	MNA	2025	
JOR	The Royal Jordanian Marine Sports Federation	£110.25	MNA	2025	
PRK	Yacht Racing Association DPR Korea	£661.50	MNA	2024 & 2025	
KOR	Korea Sailing Federation	£6,945.75	MNA	2025	
LAB	Federation Libanaise de Yachting	£330.75	MNA	2025	
MAR	Mauritius Yachting Association	£330.75	MNA	2025	
MEX	Federacion Mexicana de Vela	£18.77	MNA	2025 balance	underpaid
MOR	Fédération Royale Marocaine de Voile	£826.88	MNA	2025	
MOZ	Federacas Mocambicana de la Vela e Canoagem	£330.75	MNA	2025	
NIC	Federacion Nicaraguense	£110.25	MNA	2025	
OMA	Oman Sail LLC	£826.88	MNA	2025	
PAG	Pago Pago Yacht Club Inc	£110.25	MNA	2025	
PAK	Pakistan Sailing Federation	£826.88	MNA	2025	
PNG	Sailing Papua New Guinea Inc.	£1,653.75	MNA	2021-2025	
SOL	Solomon Islands Yachting Association	£330.75	MNA	2023 - 2025	
SUD	Sudan Sailing Federation	£110.25	MNA	2025	
TAH	Federation Tahitienne de Voile	£110.25	MNA	2025	
TAN	Tanzania Sailing Association	£992.25	MNA	2023-2025	
TAJ	Sailing Federation of Tajikistan	£330.75	MNA	2025	
TIM	Timor Leste Sailing Federation	£108.52	MNA	2025 balance	underpaid
TUN	Federation Tunisienne de Voile	£826.88	MNA	2025	
UGA	Uganda sailing Federation Limited USAF	£110.25	MNA	2025	
UKR	Sailing Federation of Ukraine	£826.88	MNA	2025	
VEN	Federacion Venezolana de Vela	£1,653.76	MNA	2024 & 2025	
VIE	Vietnam Canoeing, Rowing and Sailing Federation	£330.75	MNA	2025	
BOT	Botswana Yacht Racing Association	£1,156.25	MNA SUSP PRE	2015-2025	
DJI	Federation Djiboutienne de Voile et des Sports Nautique	£1,311.75	MNA SUSP PRE	2012-2025	
KOS	Kosovo Sailing Federation	£956.25	MNA SUSP PRE	2017-2025	
NGR	Nigeria Rowing Canoe and Sailing Federation	£2,268.75	MNA SUSP PRE	2020-2025	
PAN	Panama Sailing Association	£856.25	MNA SUSP PRE	2018-2025	
ZIM	Sailing Association of Zimbabwe	£956.25	MNA SUSP PRE	2017-2025	
	Total MNA Fees Receivable	**£49,567.71**			