



DESMOS Non Profit Foundation

Impact Assessment

Athens, April 2018

Disclaimer

- This study was prepared by Deloitte (hereinafter also "Consultant") on behalf of the Non-Profit Foundation DESMOS (hereinafter also "Organization"), and was based on information provided by the organization, as well as data from other sources mentioned in the text. The Consultant has not carried out any kind of independent review of this information, nor has it in any way verified estimates made by the Organization or its representatives, and does not provide any kind of warranty or assume any liability with regard to their correctness or completeness.
- This study was based both on information and data provided by DESMOS and on primary data through questionnaires to analyze the component of the social and economic impacts of the individual programs, using a methodological approach, which is based on input-output tables of Eurostat and was discussed and agreed in advance. This study is not intended for any purpose other than the foregoing.
- As a result, Deloitte does not express an opinion, or provides any form of assurance or endorsement regarding the accuracy and completeness of the data and information contained in this report. Deloitte assumes no responsibility or liability of any kind with regard to this report and cannot be held responsible for any errors or omissions that may result from the use of the analyzes contained herein.
- No point in the study is or should be considered as a promise or binding provision for the future impact of the Organization. The results of the analysis presented here are indicative and are based on reasonable assumptions and other conditions adopted.
- This study (and the information contained herein) is for the exclusive use of DESMOS and cannot be included or referenced to a document or announcement that goes beyond the objectives of this study without the prior written consent of Deloitte.
- The use or support of this study by any party and any decisions based thereon are the sole responsibility of those using the study. The Consultant assumes no liability or liability for damages that may arise in any place as a result of decisions to be made based on this study.

EXECUTIVE SUMMARY

Introduction

DESMOS is a non-profit foundation founded in Athens in 2012 **as a response to the humanitarian crisis**, which had worsened and reached unprecedented levels during the **economic downturn in Greece**.

The goal of DESMOS is to effectively utilize the private initiative, to assist in creating sustainable networks of solidarity and to cultivate social and humanitarian responsibility.

DESMOS supports social welfare and public interest institutions (e.g. schools), which face increasing budget constraints, with in-kind and financial donations.

Demand for support has grown significantly during the last years and DESMOS has responded by evolving support and by engaging a distinct operating model with offices in Athens and in Thessaloniki since 2013.

Intermediary Function & Programs

DESMOS acts as an intermediary between the private sector and NGOs, channeling donations and surplus products to organizations in need. DESMOS creates value throughout the donation process, including communication with donors, the matching of supply and demand and logistics of the donation process.

DESMOS has initiated **six distinct programs**, targeted at different special interest groups. Among the programs is an online platform (*DESMOS Direct*),

which was established to connect organizations and donors and to simplify the donating process - ultimately engaging DESMOS on an innovative platform and supporting value creation throughout the donation process.

Impact Assessment

The present analysis was conducted to **measure the economic impact of DESMOS**, based on the interdependencies between different economic activities that are affected through the organization's operations. The distinctive value of the engaged approach is the ability to capture both, the contribution each activity makes directly and the indirect contribution due to spill-over effects to surrounding ecosystems.

The link from direct to overall effects is known as the "multiplier effect".

The impact assessment of DESMOS is conducted for each program separately and for the organization itself, providing an in-depth picture of the impact of DESMOS' overall activity.

The reach of DESMOS operations was also captured through the quantification of the **total number of beneficiaries affected directly by the programs**.

Where available information regarding total number of beneficiaries served by collaborating social welfare (e.g. NGOs) and public interest institutions (e.g. schools) are presented.

However within the scope of the project, a more targeted calculation of beneficiaries directly affected by DESMOS programs is pursued, as beneficiaries are quantified as **full equivalents** - this means that the number of beneficiaries of each organization are not summed up, but instead a standardization metric is used, which depicts the **full demand of one individual**. Therefore, the number of full equivalents expresses for how many beneficiaries DESMOS could cover the full demand.

Combined, the **economic impact assessment** and the number of **full equivalent beneficiaries** depict the added value of DESMOS as an organization to the Greek economy and society.

It should be noted that all data used for the analysis are historic data or data from a satisfaction survey conducted with beneficiary organizations and donors at the end of the year 2017.

DESMOS footprint – aggregates since 2012

The result of the impact assessment highlight the overall strong effect DESMOS has on its economic environment, since its inception in 2012.

DESMOS leverage effect is **x9**, which means that for every euro **spent for the operation of the organization**, the organization is able to generate **€9** of output within the wider Greek economy. The total number of **beneficiaries** (full equivalents) is estimated at close to **136,000**.

DESMOS can also be credited for **76** sustained Full Time Equivalent employees (FTEs) and the generation of public revenues of **€1.5 mn**, including savings due to non-payable unemployment benefits, over the course of its operations since 2012.

TABLE OF CONTENTS

1. ECONOMIC CRISIS IN GREECE	5
2. DESMOS PORTRAIT	11
3. DESMOS' IMPACT ASSESSMENT	18
4. OVERALL IMPACT – BENEFICIARIES	51
APPENDIX	56

A dark, atmospheric landscape featuring a winding road in the foreground, a body of water in the middle ground, and mountains in the background under a cloudy sky. The overall tone is somber and moody.

Economic Crisis in Greece

ECONOMIC CRISIS IN GREECE

DESMOS is a non-profit foundation operating in Greece, where as a result of the economic crisis overall economic activity has decreased significantly and unemployment rates are among the highest in the EU.

Greek Economy

The GDP growth rate between 2010 and 2016 shows the magnitude of the contraction that the Greek economy has suffered since the beginning of the economic crisis. By the end of 2016, the economy had shrunk by 22.9% in current prices compared to 2010 figures. This decline is by far the largest in comparison to other European economies over the same period. The depth, extent and duration of the recession are unprecedented in the country's modern economic history.

Unemployment

As a result of the Greek economic crisis, unemployment rates increased drastically and remain among highest of the EU28 countries to date. Especially individuals of the age group between 15–29 years have suffered from great difficulties to find work. Although the unemployment rate for this age group has decreased slightly since 2014, in 2016 close to 50% of the individuals between the 15-24 year olds are unemployed.

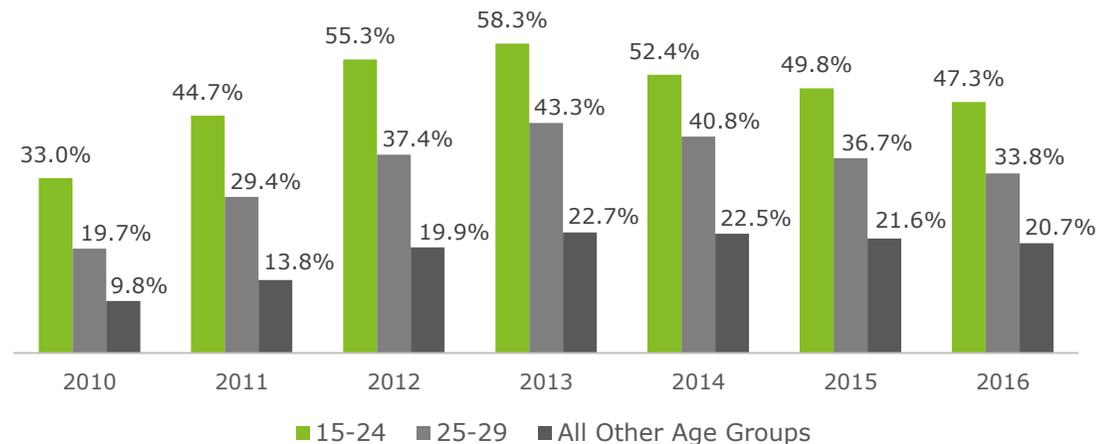
GDP at Market Prices (Chain linked volumes, percentage change on previous period)



GDP contraction 2010-2016 (€ mn.)



Unemployment by Age Group in Greece



Source: EUROSTAT

ECONOMIC CRISIS IN GREECE (CONTINUED)

The decrease in overall economic activity has led to a sharp decrease in living standards in Greece, while median disposable income has continually decreased between 2010 and 2016.

Living Standards

Living standards have declined sharply in Greece. As a respective measure, the Median Equivalised Disposable Income declined by 37,3% from around €12,000 in 2010 to ~€7,500 in 2016. Individuals in the lower income class are especially affected.

The at-risk-of-poverty threshold income is set at 60% of the median disposable income after social transfers, which constitutes the poverty line. Individuals with a lower income are considered poor. The extreme poor are considered individuals with an income lower than 40% of the Median Disposable Income.¹

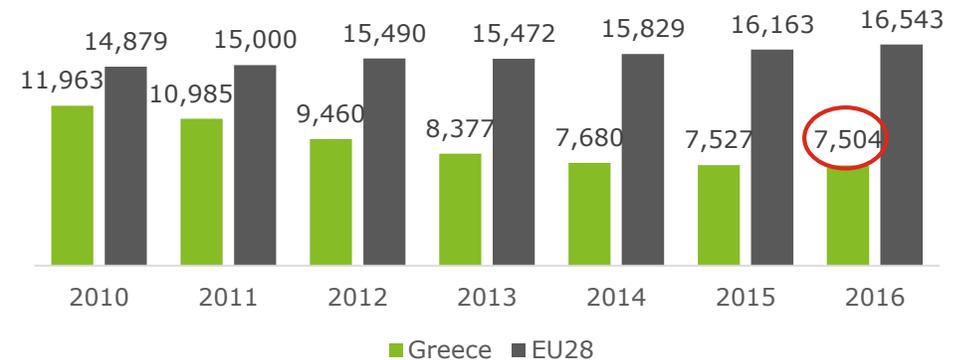
Degree of Poverty

The Poverty gap measures the degree of poverty and is calculated as the difference between the median disposable income of people below the at-risk-of-poverty threshold and the at-risk-of-poverty threshold (60% of median income). It therefore indicates the additional income necessary to reach the poverty threshold.

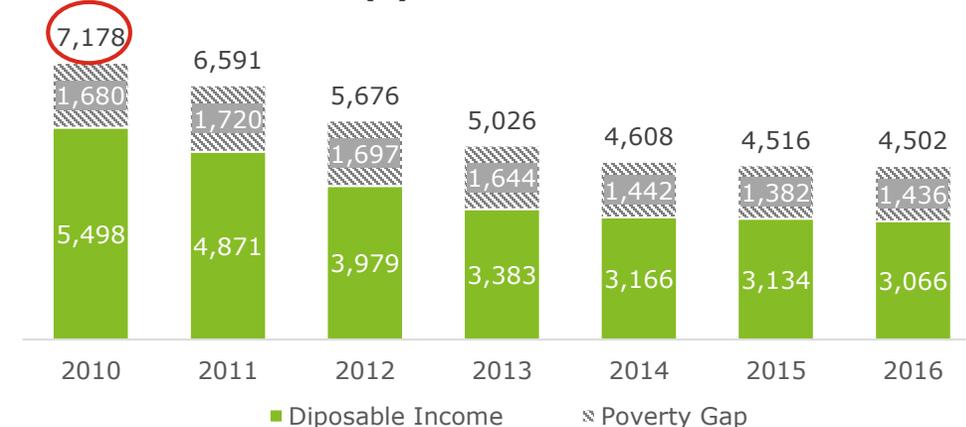
In 2016 the poverty threshold in Greece lies at €4,502, while the median disposable income of people below the at-risk-of-poverty threshold is €3,066. Thus, the poverty gap, i.e. the necessary income to reach the poverty threshold is €1,436 (31.9% of the median income).

The data further shows that the median income of €7,504 in 2016 (upper graph on the right) has been trending towards the poverty threshold of €7,178 in 2010 (lower graph on the right), further indicating the incline in overall poverty in Greece.

Median Equivalised Disposable Income in Greece per Person and year (€)



Poverty Gap at the 60% Median Income Poverty Threshold in Greece (€)



Source: EUROSTAT

ECONOMIC CRISIS IN GREECE (CONTINUED)

The number of financially strained households and individuals at the risk of poverty has increased between 2009 and 2016, while public social transfers cannot cover the total need.

Financially Strained Households

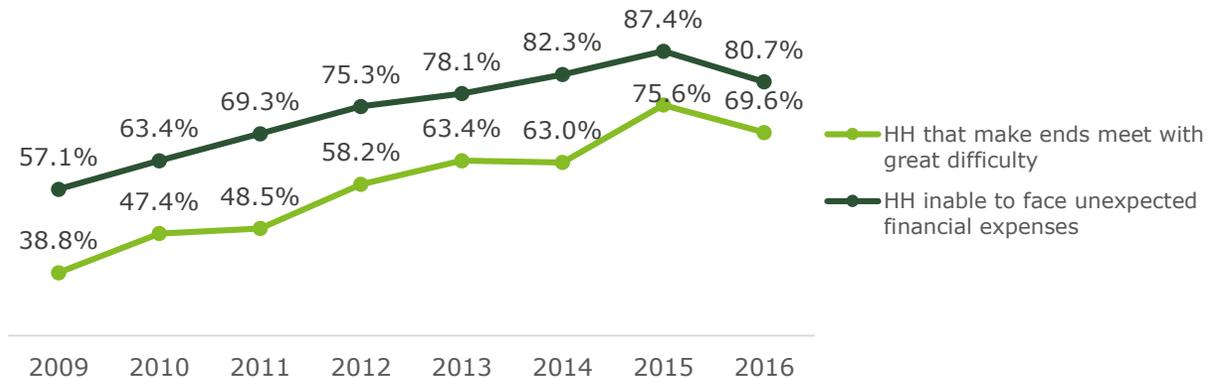
The number of households in Greece with a disposable income less than 60% of the median disposable income (poverty line: €4,500 in 2016), which are not able to face unexpected financial expenses and have great difficulties to maintain their livelihood, has increased extensively between 2009 and 2016.

Approximately 84% of single persons with dependent children have the difficulties in making ends meet, marking the most vulnerable group in 2016 and over time, while also 76.8% of households, which house more than 2 generations and with 3 or more adults and dependent children also have difficulties.

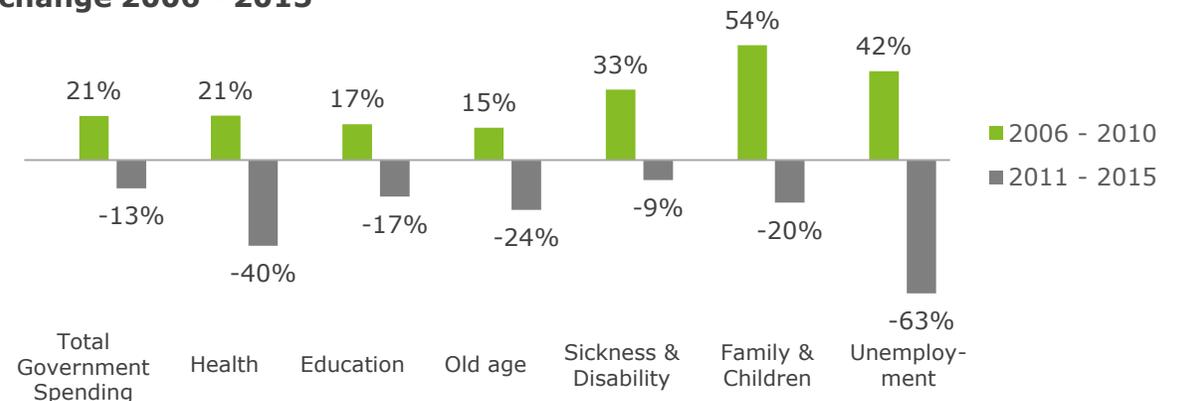
Greek Government Expenditure

The Greek government's social expenditure has fallen substantially in all main social expenditure categories during the 5 year period from 2011 and 2015. The biggest budget decline is seen for unemployment, health, and the elderly. The magnitude of the change is unprecedented among other European countries, leaving a vacuum that can only be filled by NGOs and other private initiatives.

Greek Households with less than 60% of the median disposable income that face financial difficulties



Greek Government Social Expenditure 5-year percentage change 2006 - 2015



Source: EUROSTAT

ECONOMIC CRISIS IN GREECE – GIVING CULTURE

Greece ranks very low in the World Giving Index, which reflects the country's state of solidarity among the population, while on the contrary Greece hosts a large number of NGOs - indicating that Greece lacks adequate mechanisms to enhance the influence of the NGOs.

World Giving Index

The World Giving Index (WGI) is compiled by the Charities Aid Foundation (CAF), using data gathered by Gallup and ranks around 140 countries in the world according to how charitable their populations are. The index ranks the countries based on the average percentage of people donating money, volunteering time, and helping a stranger. Overall, Greece ranks very low, both globally and among its peer countries in the southern European periphery, despite showing a slight improvement between 2012 and 2017.

NGO Landscape Greece

Within the last decade, Non-Governmental Organizations (NGOs) in Greece have become active in a great variety of sectors. Overall, it is estimated that there are between 20,000 – 30,000 NGOs in Greece with different objectives and target groups and approximately between 200 – 300 active volunteering organizations. The graph on the right shows the main activities of the NGOs in Greece based on a sample of 486 organizations from a survey conducted between the years 2012 - 2015. The data shows that the biggest threads are solidarity & social integration, health and welfare in general, as well as education.

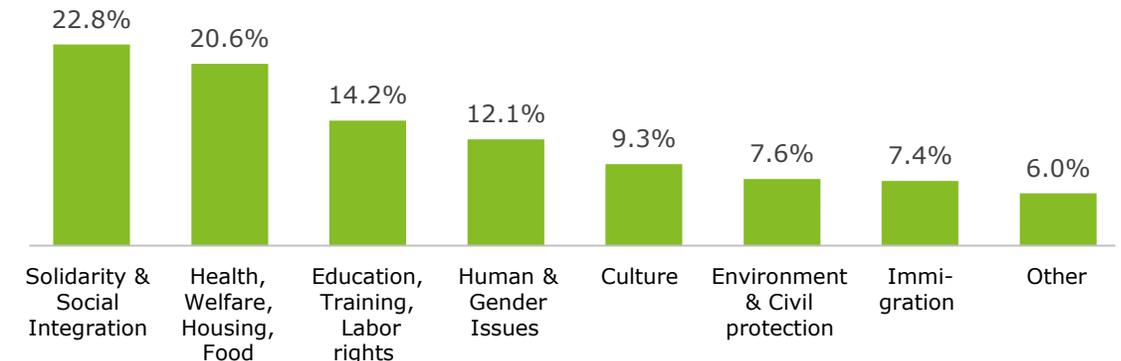
Source: ELIAMEP, *Economic Crisis, Social Welfare and Civil Society, March 2012 – November 2015 as prepared for the Special Committee on Institutions and Transparency of the Hellenic Parliament*)

World Giving Index Greece and Southern European Countries (2012 and 2017)

	2012		2017				
		GREECE		GREECE	ITALY	PORTUGAL	SPAIN
World Giving Index		145 th		114 th	84 th	104 th	71 st
Helping a Stranger Ranking		124 th		70 th	88 th	77 th	67 th
Giving Money Ranking		141 st		130 th	54 th	112 th	43 th
Volunteering Time Ranking		135 th		114 th	94 th	80 th	101 th

Source: World Giving Index annual reports

Greek NGOs by area of engagement (sample: 486 NGOs)



Source: ELIAMEP – Economic Crisis, Social Welfare and Civil Society

n=486 NGOs

ECONOMIC CRISIS IN GREECE – DESMOS’ RESPONSE

DESMOS is responding to the new realities in Greece that social welfare organizations and individuals face by creating an ecosystem of giving, solidarity and support to effectively target those most in need.

Economic & Humanitarian Crisis in Greece displayed by...

	Fall in government spending on children, women, and the elderly
	Fall in government spending on health
	Rise in poverty, material deprivation
	Rising (Youth) Unemployment
	Low level of social giving in Greece
	Fall in government spending on education



DESMOS Response

Creation of Ecosystem

DESMOS is the intermediary at the center of a network of donors, collaborating partners and organizations that together form an ecosystem of giving, solidarity and support across Greece.

Distinct Programs

DESMOS has designed distinct programs - implementing a targeted approach to support organizations and individuals that face the greatest difficulties to cover their needs.

Effective Donation Process

DESMOS continuously monitors the needs of organizations and takes over the whole donation process and its coordination, thereby increasing its effectiveness.

Adding Value

DESMOS adds value by offering transparency and advice to donors, publishing result reviews of its activities and improving its processes.

DESMOS Portrait



DESMOS PORTRAIT

DESMOS is a non-profit Foundation founded in response to the humanitarian crisis in Greece, that has also affected social welfare and public institutions. DESMOS functions as the intermediary between private donors providing a platform for both parties to increase efficiency in the donation process.

Description



DESMOS is a non-profit foundation in Greece, founded in 2012 by a team of young, dynamic people, which are connected by the honest vision for the need to responsibly and effectively utilize the private initiative in addressing the humanitarian crisis afflicting the country.

Vision



The ultimate goal for DESMOS is to assist in creating sustainable networks of solidarity and the cultivation of social and humanitarian responsibility.

Values

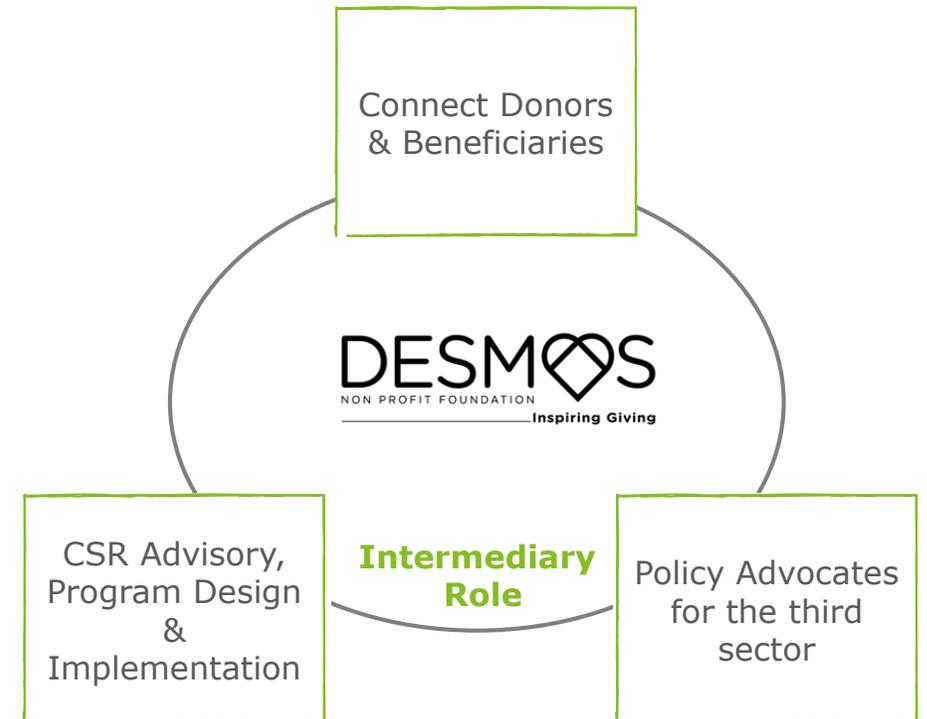


DESMOS is founded on the principles of social solidarity, the personal, social and corporate social responsibility as well as waste reduction and the reuse of material for humanitarian causes.

Action

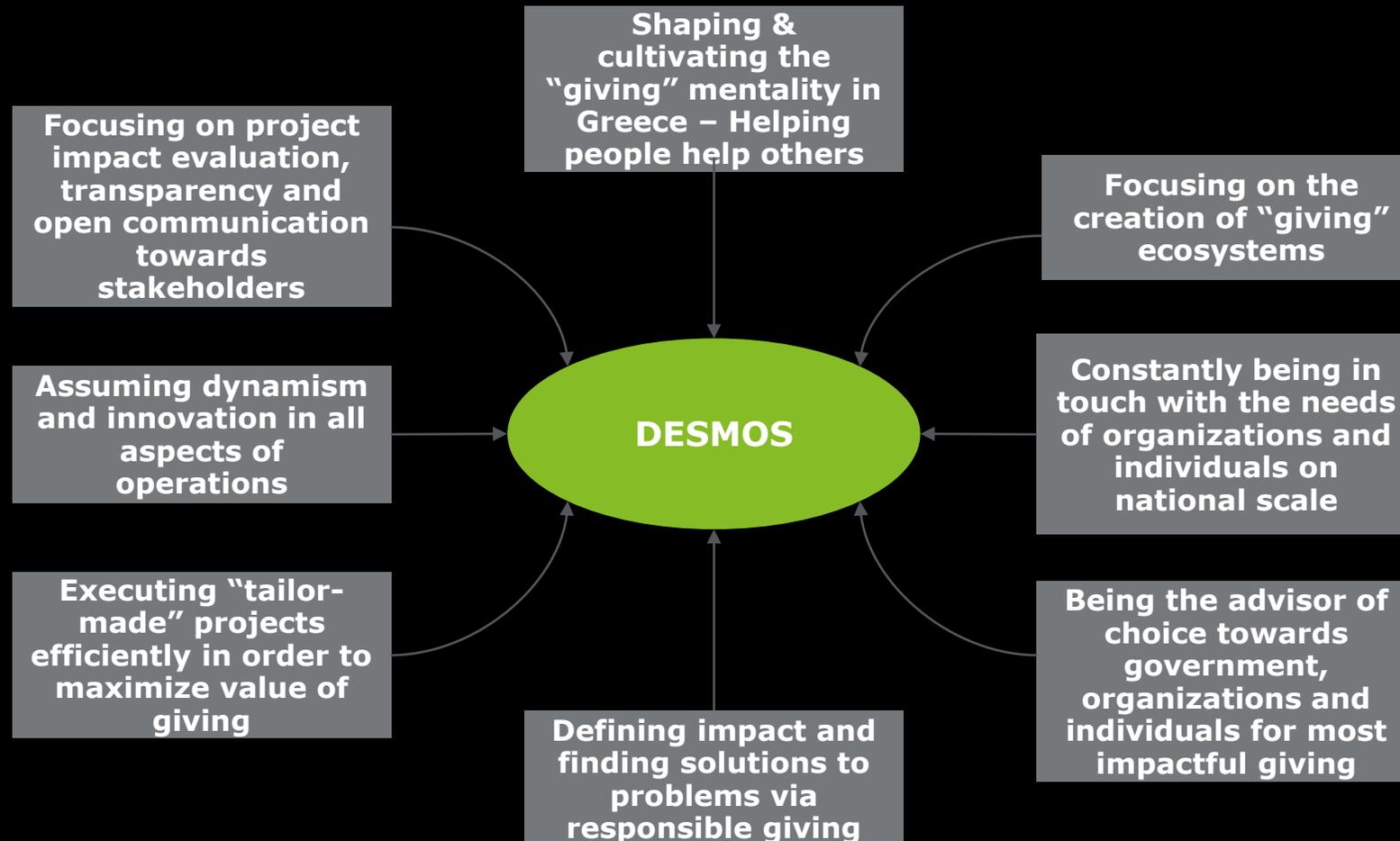


DESMOS acts as an intermediary between the private sector and NGOs, collecting surplus products and giving them new value by providing them to people in need, taking over the communication, coordination and logistics.



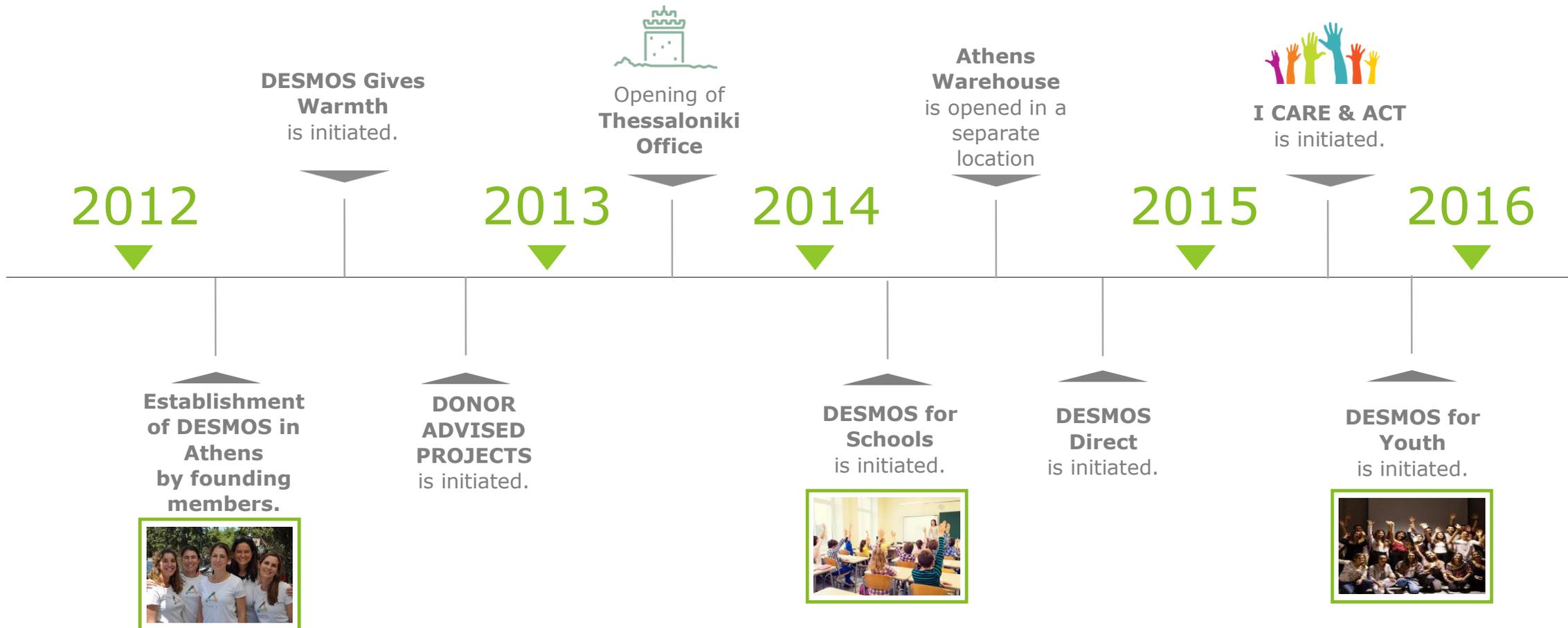
DESMOS' UNIQUE VALUE PROPOSITION

DESMOS has developed a differentiating strategy in order to distinguish itself among other Non-Profit Organizations which are operational in Greece. Main aspects of the DESMOS' unique value proposition, which also aims to guide the organization in its future endeavors are presented below.



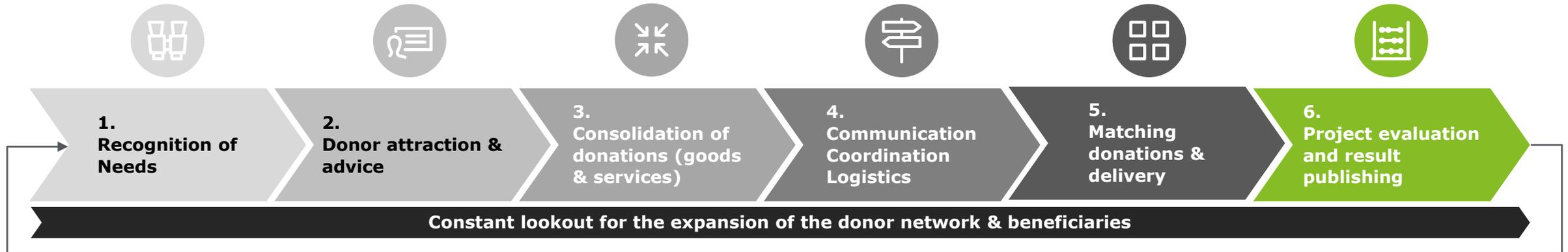
DESMOS FOUNDATION'S TIMELINE

Over time DESMOS has established various programs, a separate warehouse in Athens and a second office in Thessaloniki. The organization also maintains an online platform for the collection and distribution of donated items, "DESMOS Direct".



DESMOS VALUE CHAIN

The distinct value of DESMOS lies in its intermediary role between donors and beneficiaries catering to both parties and seeking to maximize the effectiveness of the donation process, continuously monitoring the results and improving on them.



- DESMOS is in constant communication with organizations monitoring and assessing their needs

- DESMOS gives donors the opportunity to define the cause they wish their donation to be used for themselves and ensures reliable and transparent reporting on the use of funds
- Irrespective of the size of their intended donation, donors can contact DESMOS in order to gain advice on where their donation would be most useful / impactful

- Financial donations transferred to DESMOS are spent directly on goods & services (as in the case of salaries covered of DESMOS for Youth program)
- In case of goods, DESMOS stores in-kind donations of various categories and allocates them to organizations based on the results of the monitoring of needs

- DESMOS is the point of reference for both donors and beneficiaries and oversees all communication, coordination and logistics of the donation process

- The matching of goods and services to the respective organizations in need is one of the key value adding activities of DESMOS and one of its key differentiating factors, distinguishing the organization from other NGOs
- In the case of goods, the platform DESMOS Direct - the first platform of its kind in Greece - provides an online space to match donors with beneficiaries

- Project evaluation and result publishing are an integral part of DESMOS' work to inform stakeholders and donors and to constantly improve its own operations

DESMOS PROGRAMS

DESMOS has established six different programs dedicated to helping different groups of people or institutions. Beneficiaries include social welfare organizations, public interest institutions such as schools as well as single individuals (e.g. unemployed youth).



DESMOS FOR YOUTH

DESMOS For Youth is a program that helps unemployed young and motivated individuals by providing a paid work placement in a social welfare organization for 1 year.

Beneficiaries: Unemployed Youth and NGO's



DESMOS FOR SCHOOLS

DESMOS for Schools helps schools in the remote areas of Greece to lift the burden of the restrained budget policies that schools face and benefits the students and the teachers.

Beneficiaries: Schools in Remote Areas



DESMOS FOR WARMTH

DESMOS For Warmth is a program that, through the donation of partners and donors, provides heating fuel to social welfare institutions during the cold months of winter.

Beneficiaries: Schools & Social Welfare Organizations



DESMOS DIRECT & WAREHOUSES

Both programs match donations with the respective organization in need, while DESMOS Direct is the innovative online platform that automates this process (e.g. schools, nursery homes etc.)

Beneficiaries: Social Welfare Organizations & Organizations of Public Interest



I CARE & ACT

I CARE & ACT is a structured program that promotes volunteerism in schools by organizing experiential activities regarding volunteerism, solidarity and active citizenship for a good cause, and organizes teacher trainings, which benefit students and teachers alike.

Beneficiaries: Schools & Students, NGO's



DONOR ADVISED PROJECTS

DESMOS acts as an advisor towards donors, giving them the opportunity to decide themselves what their donation should be used for and donate for a cause or social group their care about personally (e.g. children, women, elderly or disabled persons).

Beneficiaries: Social Welfare Organizations & Organizations of Public Interest

DESMOS TEAM & VOLUNTEERS

Founded by 5 individuals in 2012, DESMOS has become an organization with 1,100 registered volunteers, 7 members of staff and two offices in Athens and Thessaloniki.

Board of Directors

The Board of Directors has 7 members, including the president, vice-president, the secretary and treasurer, as well as four board members.

General Assembly

As of 2017 DESMOS has a total of 41 members in the General Assembly, of which 4 are honorary members.

The Team

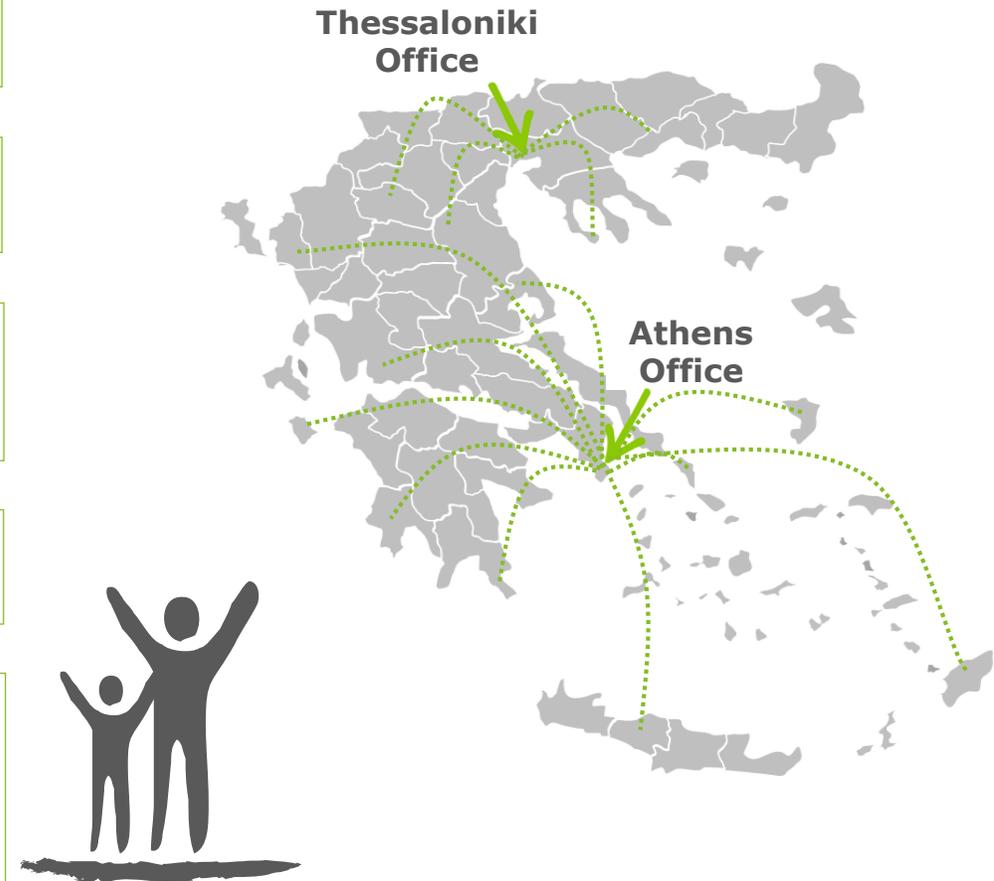
Since its establishment in 2012, the organization has grown to 7 employees (5 full-time and 1 part-time in the Athens office and 1 full-time in the Thessaloniki office).

Volunteers

As of 2017 DESMOS has a total of 1,100 registered volunteers out of which 50-100 are active volunteers, contributing keenly to the vision of DESMOS.

DESMOS' Supporters

DESMOS has created a network of different supporting groups. These include 46 "Friends" – individuals, who do not have the opportunity to contribute with their time, but help the organization with small annual financial contributions. Furthermore, DESMOS has around 150 contributors – multinational and local companies who contribute to the cause by various means.



A black and white photograph of a desk with drafting tools and a chair leg. The desk is made of wood and has a large sheet of paper with technical drawings on it. In the foreground, there is a pair of compasses, a pencil, and a pen. A metal chair leg is visible on the right side of the desk. The background is slightly blurred, showing more papers and a desk lamp.

DESMOS' Impact Assessment

IMPACT ASSESSMENT METHODOLOGY

The Impact Assessment is grounded on 4 pillars in a combined quantitative and qualitative approach, leading to the display of the catalyst effect that DESMOS has on economic activity as well as the overall number of beneficiaries, as the two main results.

1

Input-Output Model

The Input-Output model is a technique that represents the interdependencies between different economic activities and depicts inter-industry relationships within an economy, showing how output from one sector may become an input to another sector. It is used to measure the **economic impact of DESMOS' programs and operations**, which leads to multiplied economic output, public sector income and employment.

2

Beneficiary Quantification

For the calculation of the number of beneficiaries directly affected by DESMOS' activities, a standardization metric is defined where applicable and the concept of "**full equivalent**" beneficiaries is introduced. This metric expresses for how many beneficiaries DESMOS could cover the full demand, e.g. the full demand for clothing for 1 individual over the course of 1 year.

3

Questionnaires

Approx. 700 questionnaires were sent to donors, beneficiaries and program stakeholders to gain more insights from a participant's point of view. Overall, approximately 20% of survey participants responded and gave valuable insights to be used for the calculation of full equivalent beneficiaries and their **overall satisfaction rate** towards DESMOS and its programs.

4

Leverage effect

The overall catalyst effect of DESMOS on economic activity is expressed through the **Leverage effect**, which relates the total cost of DESMOS' operations (operational expenses) to the total output generated within the Greek economy.



IMPACT METHODOLOGY | I/O MODEL

The methodology to assess the economic impact includes all activities of DESMOS and the respective direct, indirect and induced impact which is created, captured via the Input-Output Model.

Economic Impact & The Input-Output Model

The **Input-Output model**¹ is used to determine the effect of DESMOS' operation and its programs on the economy in terms of economic output, public sector income and job creation. The model relates economic inputs, used for the operation of DESMOS and its programs, to economic outputs created in the wider economy.

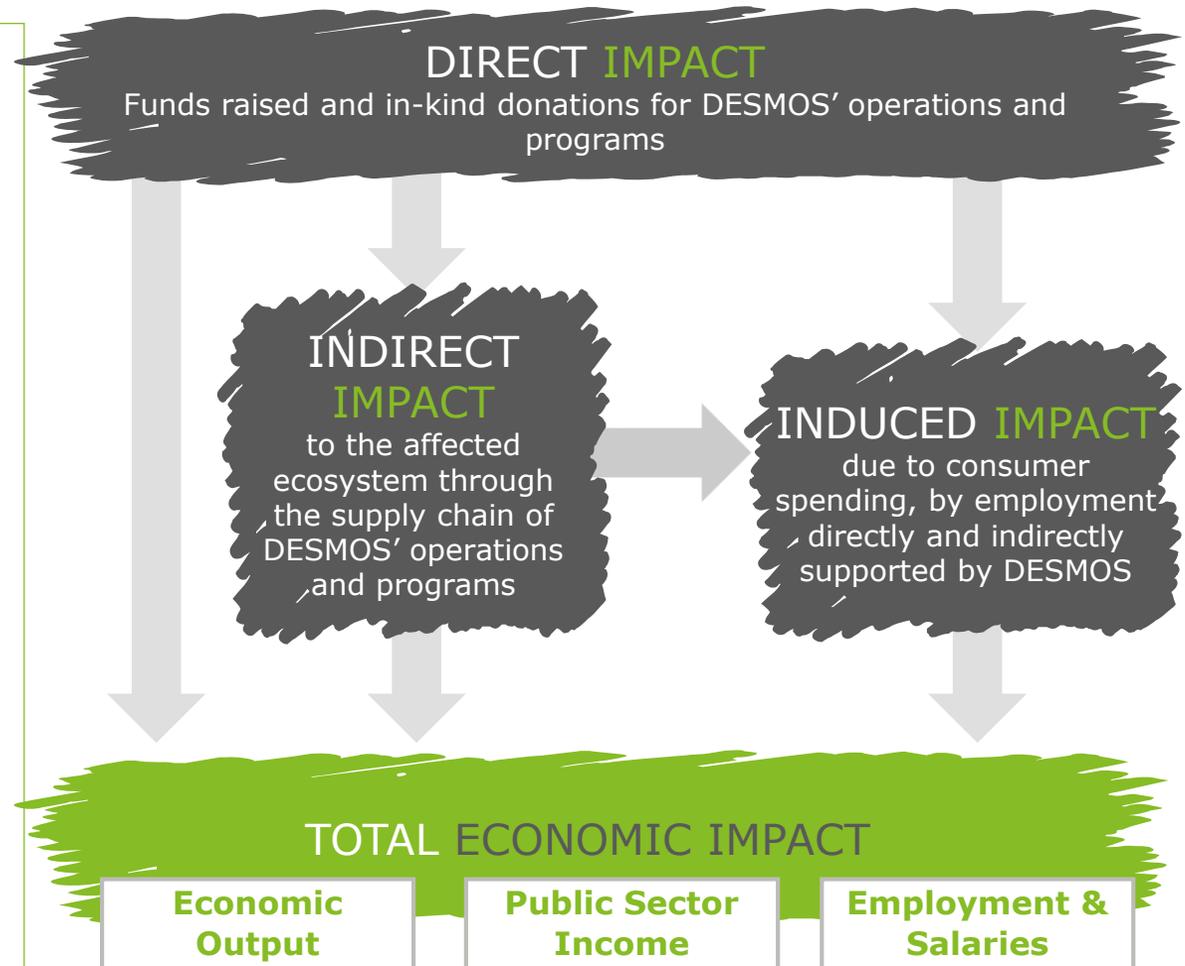
Economic Inputs and the **direct impact of DESMOS'** are all donations, financial and non-financial, that DESMOS manages to mobilize through its donor network.

Economic Output occurs as a result of inputs. Output is generated to other industries in the supply chain of DESMOS (**Indirect Impact**, e.g. in the sector of oil and petroleum products via the purchase of heating oil via DESMOS for Warmth Program) and through the consumption of disposable income supported by DESMOS (**Induced Impact**, e.g. as a result of salaries paid via DESMOS for Youth Program).

Public Sector Income describes the additional income that is created through taxes, which are accumulated due to the generated economic activity (e.g. VAT and income tax).

Job creation occurs due to the economic activity of the organization and may account for direct employment in the organization itself or for jobs sustained in the supply chain of the organization, as a result of its operations.

The impact assessment and the calculation of economic output is conducted per **program year**, not **calendar year**.

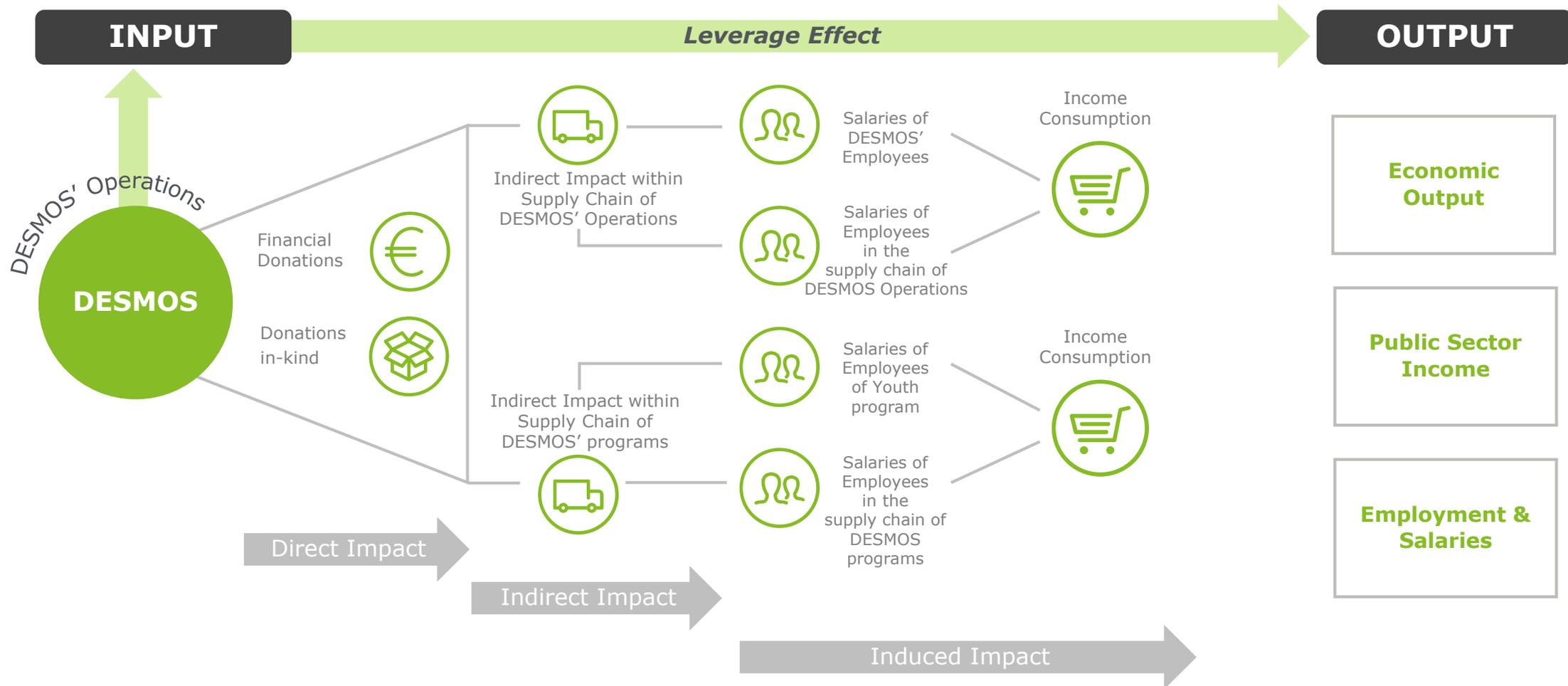


¹ For the input-output model, Leontief was awarded the Nobel Prize in 1973.

Note: Input - Output methodology is based on statistical information available from Eurostat

IMPACT METHODOLOGY | I/O MODEL

For the assessment the whole operation of DESMOS between 2012 and 2017 is considered, measuring the direct impact of DESMOS, the indirect impact in the supply chain and the induced impact due to the consumption of income of sustained salaries, which lead to economic output, public sector income and employment.



DESMOS FOR YOUTH | PROGRAM DESCRIPTION

DESMOS for Youth is a program initiated to address the high youth unemployment in Greece by providing paid work placements in social welfare organizations.

The Problem

Youth unemployment has increased drastically during the Greek economic crisis and has still not returned to pre-crisis levels, affecting a whole generation of new job market entrants, who face great difficulties in securing a job and earning their own living.

The Response

The program DESMOS for Youth helps young unemployed by matching the applicants with vacant positions at social welfare institutions, while the position is paid for by DESMOS-raised funds.

The program creates a mutual benefit for the participants. The employees benefit from earning important work experience and the opportunity to develop their professional skills which increases their employability and future prospects, while the organizations receive skilled employees.

Since its inception the program has raised €381,000 in funding and successfully matched 26 young unemployed to different positions according to their prior experience and interests.

€381,000
IN NET FUNDING



:

26 ORGANIZATIONS



:

26 PARTICIPANTS¹



:

1 Year EMPLOYMENT
per Participant



Source: DESMOS

Note: Above figures represent total data since program inception. Program years 2016-2017 and 2017-2018 - years represent program years, not calendar years

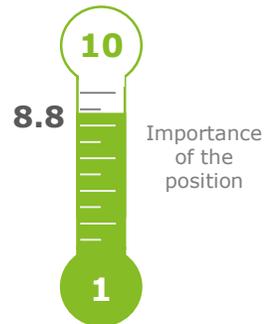
¹ 11 of the 26 participants are still employed at the time of this report (Program Year 2017-2018)

DESMOS FOR YOUTH | SATISFACTION SURVEY – ORGANIZATIONS (EMPLOYERS)

The program fills an important role for the organizations to provide necessary funding, that create new jobs or fills necessary existing positions at the organizations.

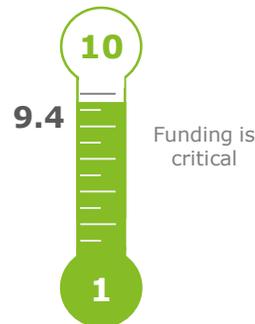
Result 1:

The program is critical in attaining funds for significant positions at the organizations



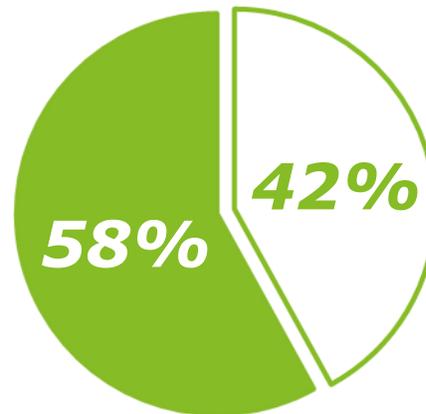
The **importance** of the respective position is rated high by the organizations

Organizations rate the funding **as very critical** to maintain the position



Result 2:

DESMOS finds the matching employee for the organizations



For **58%** of respondents the program supported their growth by funding **new positions**, while for **42%** of the organizations, DESMOS supported the matching with ideal candidates.

Result 3:

DESMOS plays an important role for social welfare institutions in Greece



Organizations are very satisfied with the program



DESMOS FOR YOUTH | SATISFACTION SURVEY – PARTICIPANTS (EMPLOYEES)

The program helps unemployed youth to enter the labor market and stimulates long-term employment, thereby effectively reducing youth unemployment.

Result 1:

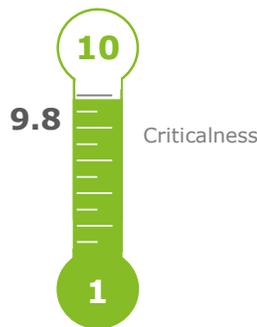
The program is a gateway into the job market

72%



of respondents stated that **work experience gained** was one of the main benefits of the program

Respondents stated that DESMOS is **critical as a means to offer work opportunities** to young unemployed



Result 2:

The program stimulates long-term employment

87%



of respondents who have completed the program **found new employment** in less than 1 month.

The percentage of participants who have completed the program **continued to work** for the same organization

86%



Result 3:

DESMOS effectively tackles youth unemployment

13 months



Is the **average duration of unemployment** of participants before joining the program.

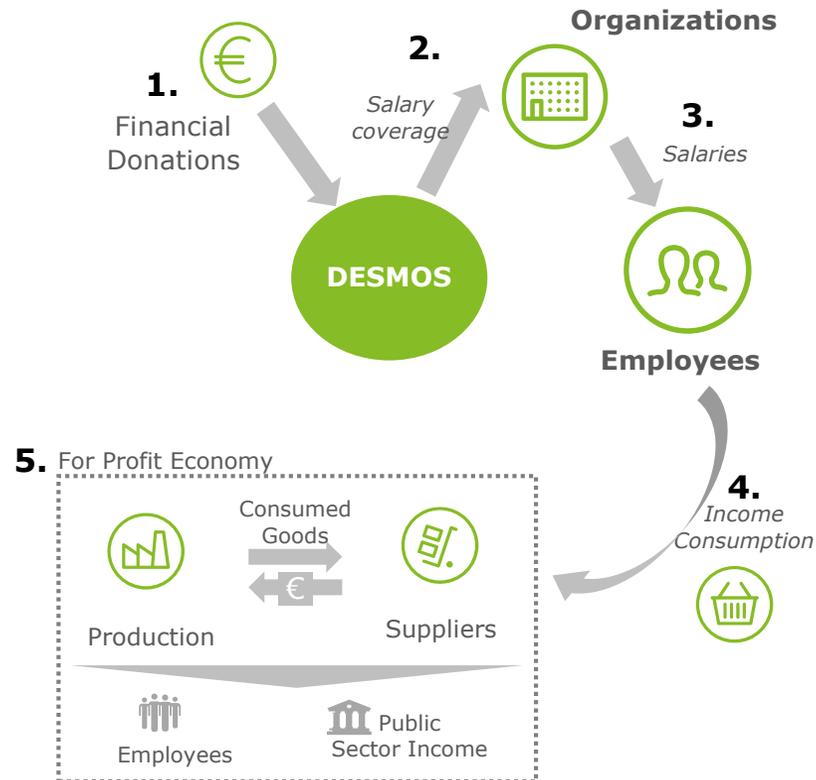
Respondents which continue to be employed after their participation in the Program rated their participation as **critical** for their **subsequent employment**.



DESMOS FOR YOUTH | ECONOMIC IMPACT - OVERVIEW

The economic impact of the DESMOS for Youth Program stems from economic activity induced due to sustained salaries, public sector savings as well as a prolonged impact due to certain participants' subsequent employment, after program participation, as a result of their improved employability.

DESMOS for Youth

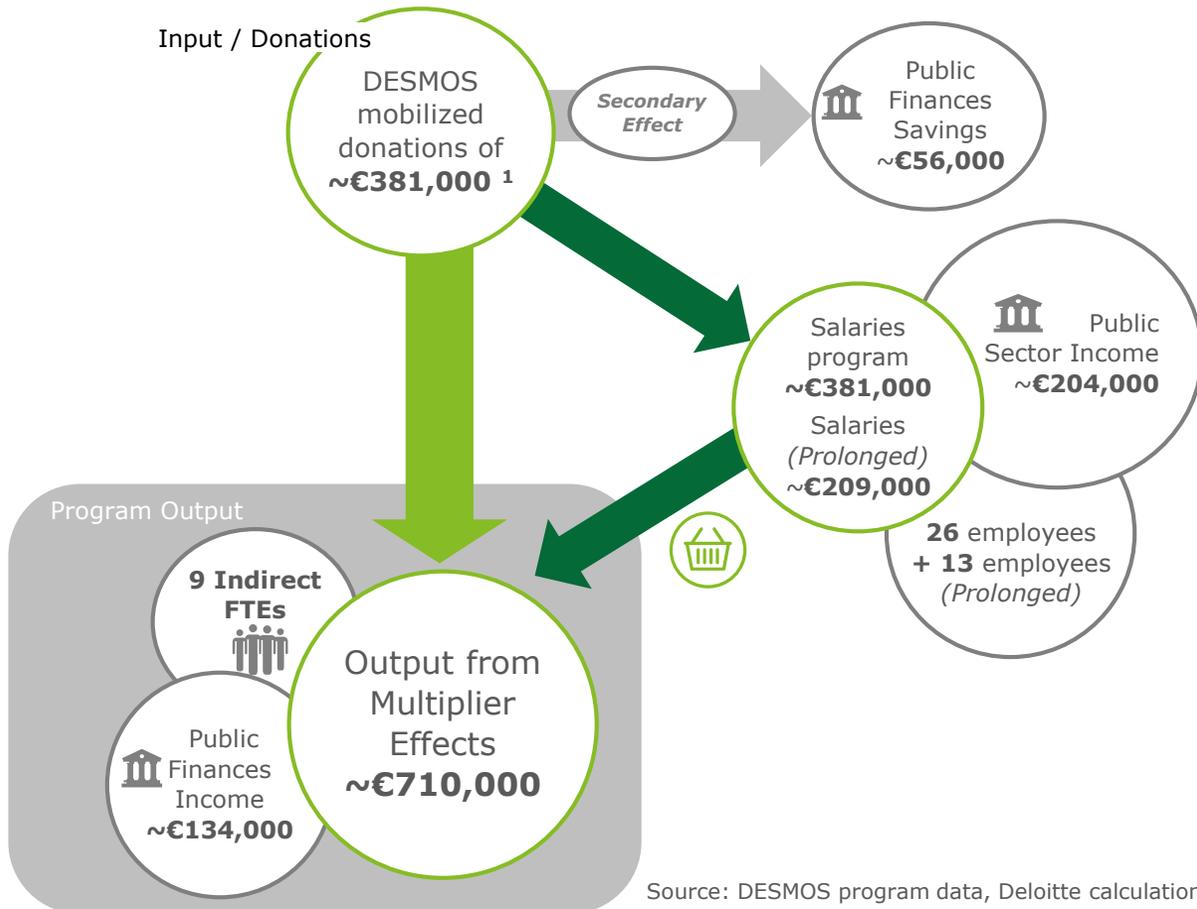


DESMOS FOR YOUTH – OVERVIEW OF ECONOMIC IMPACT

1. DESMOS receives financial donations for the program to provide work placements for young unemployed.
2. DESMOS covers the total employee cost to the organizations
3. Organizations employ the participants as normal full time employees and pay their salaries
4. Salaries sustained become private consumption, which induces economic output
5. As a result the induced economic impact further jobs are created in the economy as well as public sector income due to tax payments, employer contributions etc.

DESMOS FOR YOUTH | ECONOMIC IMPACT - CALCULATIONS

Since the program inception in 2016 it is estimated that DESMOS for Youth has created ~€710,000 of economic output, created jobs 26 directly as a result of the program, while further 9 indirect FTEs in the economy were indirectly sustained as a result of private consumption of program participants.



Source: DESMOS program data, Deloitte calculations

Economic impact

- Between 2016 and 2017, financial donations worth ~€381,000 were made to the program to pay salaries to the participants for one year.
- The spending of the participants' income induced economic output in the supply chain of ~€710,000, public sector income of ~€339,000 and sustained 9 indirect Full Time Equivalents (FTEs) in the economy.

Secondary effect

Public Finances Savings arise due to non-payable unemployment benefits that result from the employment of the participants over the time horizon of the program (~€56,000).

The adjacent figures include a "prolonged effect", that is, it takes into consideration induced impact of employed youth after the end of their participation in the program. Based on questionnaire responses it is assumed that out of 26 Program Participants, 13 persons secured a subsequent position as a result of their improved employability.

Data account for the years 2016-2017 and the prolonged impact of 2017.

¹ Salaries are depicted as total employee cost, while the economic impact is calculated on net income.

DESMOS FOR YOUTH | TAXONOMY OF BENEFICIARIES

Both employees and organizations are considered beneficiaries of the program. Furthermore, within the taxonomy of beneficiaries those of an “indirect” nature are estimated, namely individuals who received assistance as a result of participants’ work at the organizations.

Methodology

Direct beneficiaries

Participants who found employment through the program, as well as the respective organizations, which benefitted from receiving skilled employees. Each organization and employee counts as one beneficiary.

Indirect beneficiaries

The indirect beneficiaries are individuals who received assistance directly through the work of the participants at the organizations.

This number is assessed by DESMOS on a continuous basis, as part of the programs supervision and during the overall evaluation of the program.

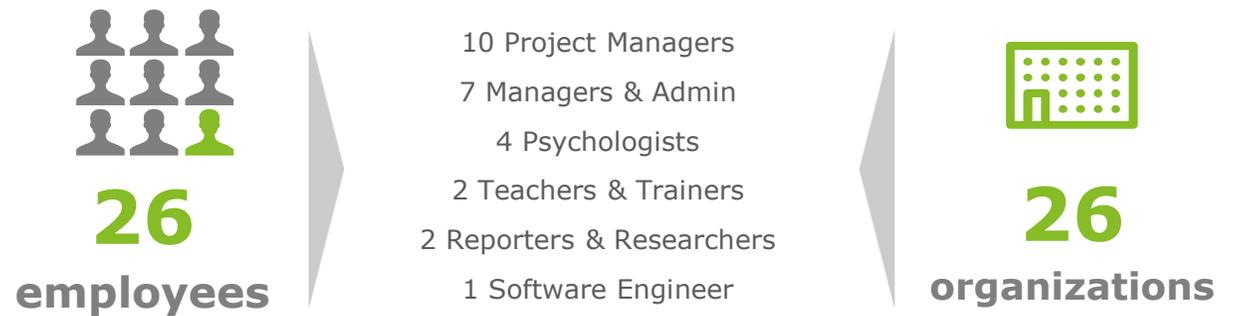
Further, the number of beneficiaries may vary significantly between positions, e.g. a psychologist naturally reaches fewer people over the course of one year compared to a journalist.

The concept of full equivalents is not applicable for this program, since per type of beneficiaries (interest groups), no statement can be made on how much of the annual demand was covered.

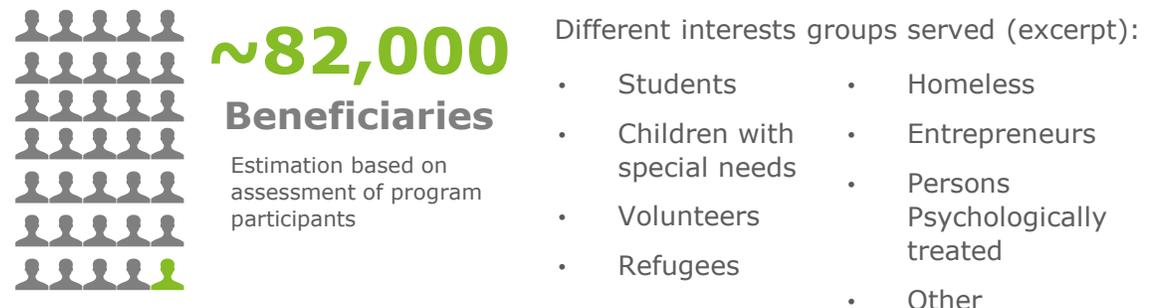
It is therefore assumed, that an individual counts as beneficiary, if he has received the full service of the respective organization, irrespective of the type of service.

Results

direct beneficiaries



indirect beneficiaries



DESMOS FOR SCHOOLS | PROGRAM DESCRIPTION

DESMOS for Schools helps schools in remote areas in Greece by providing equipment and consumables, that ease the budget constraint and improve the educational environment.

The Problem

Decreasing public finances in Greece severely affected schools' budgets. Schools struggle to cover their total demand in consumables, heating fuel, library and IT equipment, allocating resources to where its most needed and still not being able to cover every need at times.

The Response

The objective of DESMOS for Schools is to identify schools that cannot afford to cover their ongoing demand for equipment and consumables. The program assesses the demand and caters to the individual school's need.

Furthermore, the program is especially aiming at supporting schools in remote areas of Greece and to contribute to providing the basis for an equal educational environment irrespective of the schools' location.

Since its inception in 2014 the program has reached 69 schools and 5,275 students across Greece, who benefitted from IT equipment, teaching materials and other consumables with an overall value of €139,000



69 SCHOOLS



5,275 STUDENTS



€139,000
NET FUNDING



*Above figures represent total data since program inception (Program years 2014-2017 - Years represent program years, not calendar years)

Source: DESMOS

DESMOS FOR SCHOOLS | SATISFACTION SURVEY – SCHOOL DIRECTORS

DESMOS fills an important gap for schools in remote areas in Greece, which were successfully supported and covers a large portion of their annual demand through the program.

Result 1:

Donations are an important source of funds for schools

33%



*of schools stated that donations are the second most **important** regular source of funds for schools.*

88%

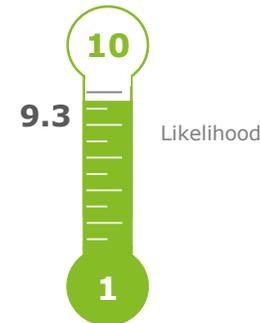


*of schools stated that without DESMOS, their demand would **not** be covered at all.*

Result 2:

Schools will need DESMOS' support again in the near future

*Organizations anticipate a high likelihood of requiring **DESMOS' support again** in the near future.*



Result 3:

DESMOS supports an enhanced educational experience

The 5 first ranked needs of schools are:

1. Electronic & IT equipment
2. Teaching materials & equipment
3. Furniture
4. Heating oil
5. Consumables

80% of schools received Electronic & IT equipment to enhance the educational experience of students

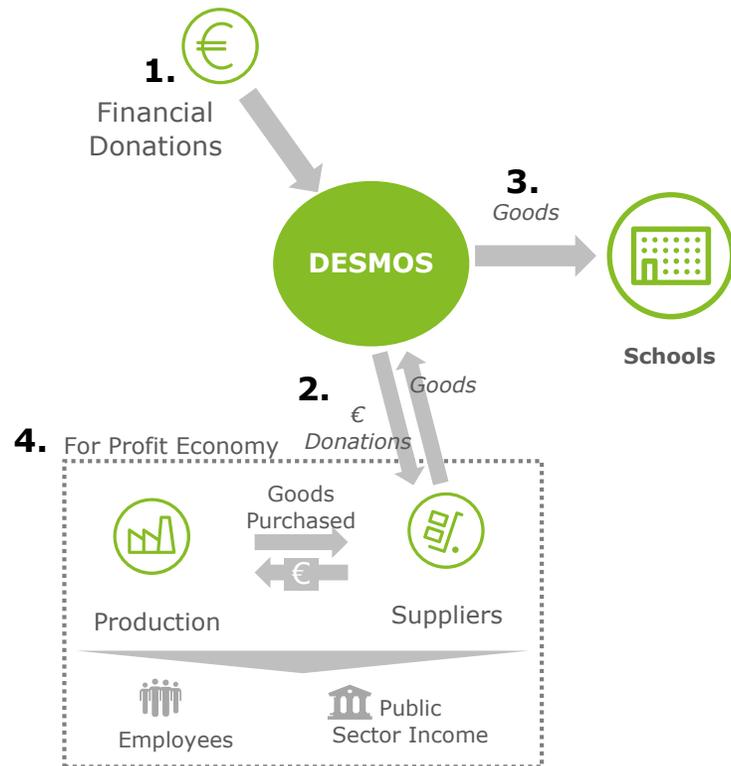
80%



DESMOS FOR SCHOOLS | ECONOMIC IMPACT - OVERVIEW

Donations made to the program result in an indirect economic impact, as they cause output as a result of economic activity sustained at the suppliers of the goods financed or provided in-kind.

DESMOS for Schools

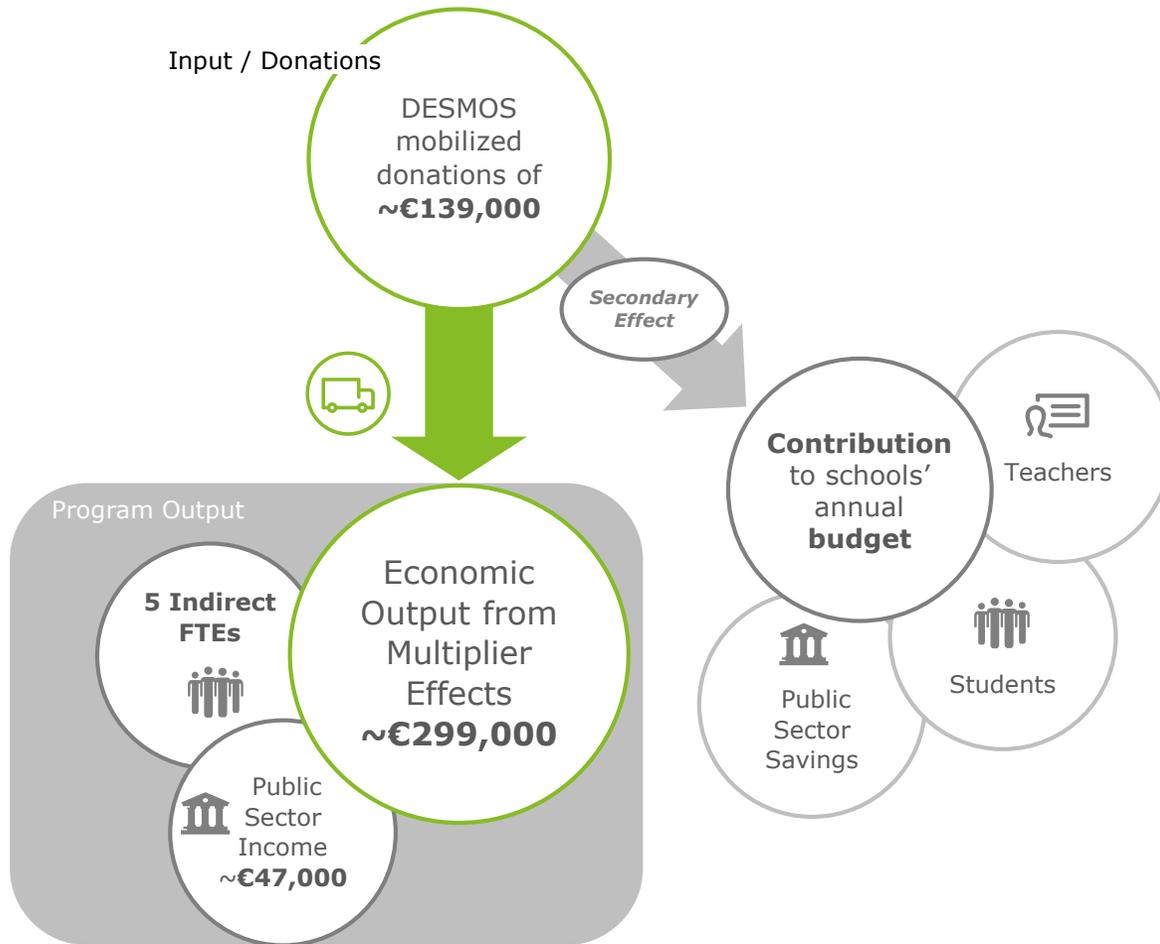


DESMOS FOR SCHOOLS- OVERVIEW OF ECONOMIC IMPACT

1. DESMOS receives financial donations to support the program.
2. The donations are used to buy equipment and supplies, which generate economic output along the supply chain of the program.
3. Goods are delivered to the schools.
4. The economic output generated in the economy (production and supply) further creates job and public sector income due to tax payments, employer contributions etc.

DESMOS FOR SCHOOLS | ECONOMIC IMPACT

Since the program inception in 2014 it is estimated that DESMOS for Schools has created ~€299,000 of economic output, sustained 5 indirect FTEs and generated public sector income of ~€47,000 in the economy.



Economic impact

- Between 2014 and 2017, financial donations worth ~€139,000 were made to support remote schools across Greece with necessary equipment and supplies.
- The spending of funds for the program generated economic output in the supply chain equal to ~€299,000, public sector income of ~€47,000 and sustained 5 indirect FTEs in the economy.

Secondary effects

- The contribution to the schools' budget through the program offers an alternative source of income for schools, leading to public sector savings.
- Further, the educational environment at the schools is improved both for teachers and students.

DESMOS FOR SCHOOLS | TAXONOMY OF BENEFICIARIES

Based on the average demand covered per school by DESMOS, as a percentage of total demand for equipment and supplies on a yearly basis, full equivalent beneficiaries are estimated at 37 schools for the whole duration of the program.

Methodology

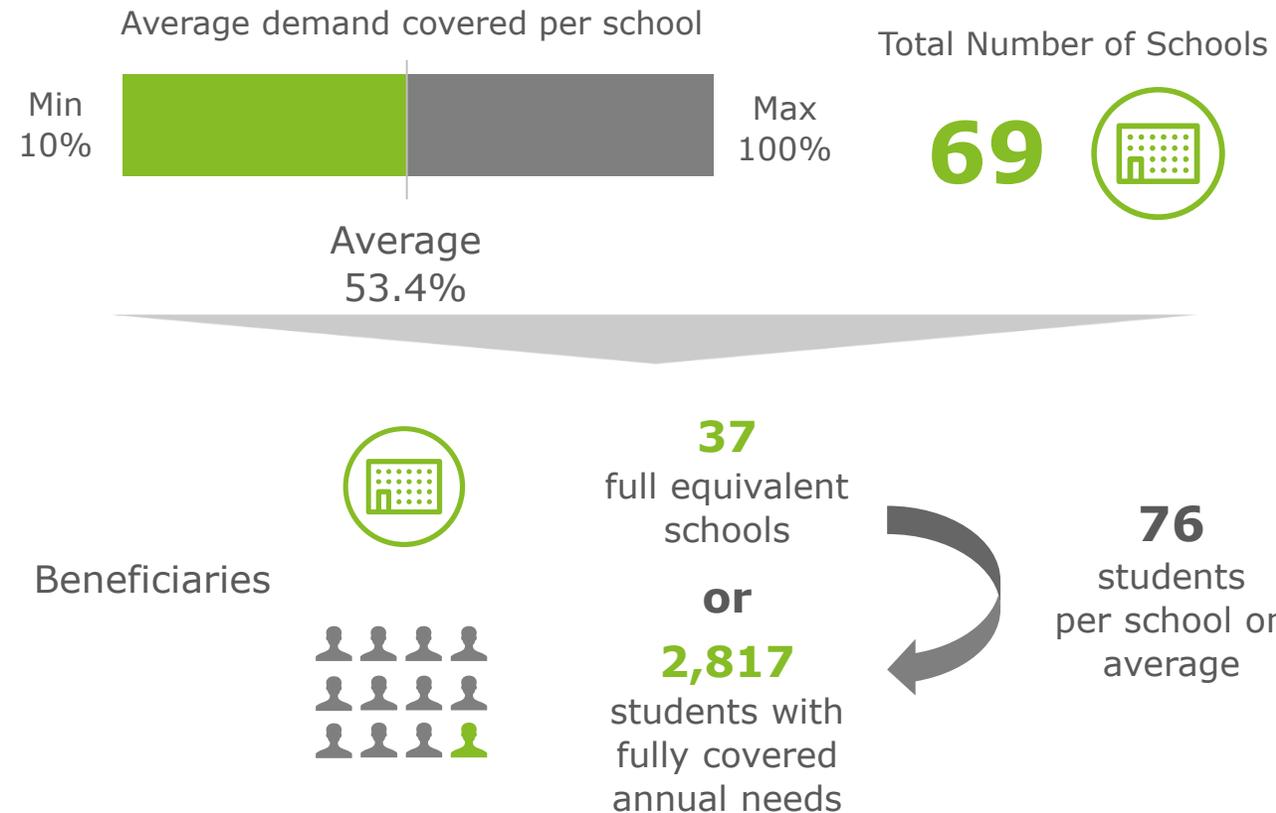
Questionnaires were sent to all schools which participated in the program over the years to enquire the average demand which was covered through the program for equipment and consumables, representing the main items donated through the program.

According to the questionnaire responses the average demand of schools covered was **53.4%** of the respective annual budget.

Since overall 69 schools were serviced through the program, equivalently the program could have covered 100% of the full demand for 37 schools and the respective number of students.

Thus, a total of **37** full equivalent schools and **2,817** full equivalent students could be served.

Results



DESMOS GIVES WARMTH | PROGRAM DESCRIPTION

The program DESMOS for Warmth helps organizations and people in need, providing heating fuel during the winter months.

The problem

Heating fuel is the main source for space heating in Greece (52% share in 2015¹), including the social welfare organizations DESMOS supports. Since the financial crisis the organizations face decreased budgets and at times cannot afford to fund their heating demand.

The Response

Initiated in 2014, the program DESMOS for Warmth provides heating fuel for organizations in need, including schools, nursing homes, remotely located hospitals and other philanthropic institutions across Greece.

The objective of the program is to identify and support organizations that cannot afford to cover their total demand in heating fuel.

The program is especially aiming at supporting organizations in remote areas with cold winters, where heating oil is required for more than 5 months a year. Since its inception the program has provided heating fuel to 300 organizations.

581,000
LITERS OF HEATING FUEL

€519,000 IN VALUE

300
ORGANIZATIONS



:



:



*Above figures represent total data since program inception (Program years 2012-2017 - Years represent program years, not calendar years) 2017 data is provisional since the program is still running at the time of analysis.



DESMOS GIVES WARMTH | SATISFACTION SURVEY – ORGANIZATION DIRECTORS

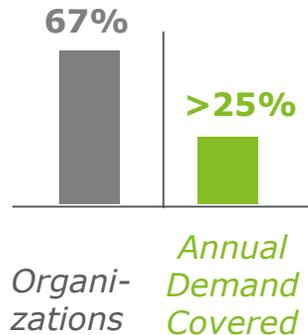
DESMOS has successfully supported those organizations with a higher than average demand for heating fuel and covered a large amount of their annual demand.

Result 1:

The program helped to fund a substantial amount of the annual heating fuel demand

Most participating organizations require space heating for **more than 5 months**.

5 months



For 67% of organizations the program covered **more than a quarter** of their annual heating fuel demand

n = 18 organizations

Result 2:

Donations have become an important source of heating fuel for social welfare institutions

41% of organizations cover their heating fuel demand **fully or partially** through donations



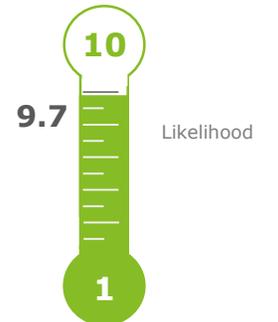
Respondents believe that DESMOS is **highly critical** on providing heating fuel to organizations



Result 3:

DESMOS' support will also be necessary in the future

Organizations estimate that they will **need DESMOS' support again** in the near future.



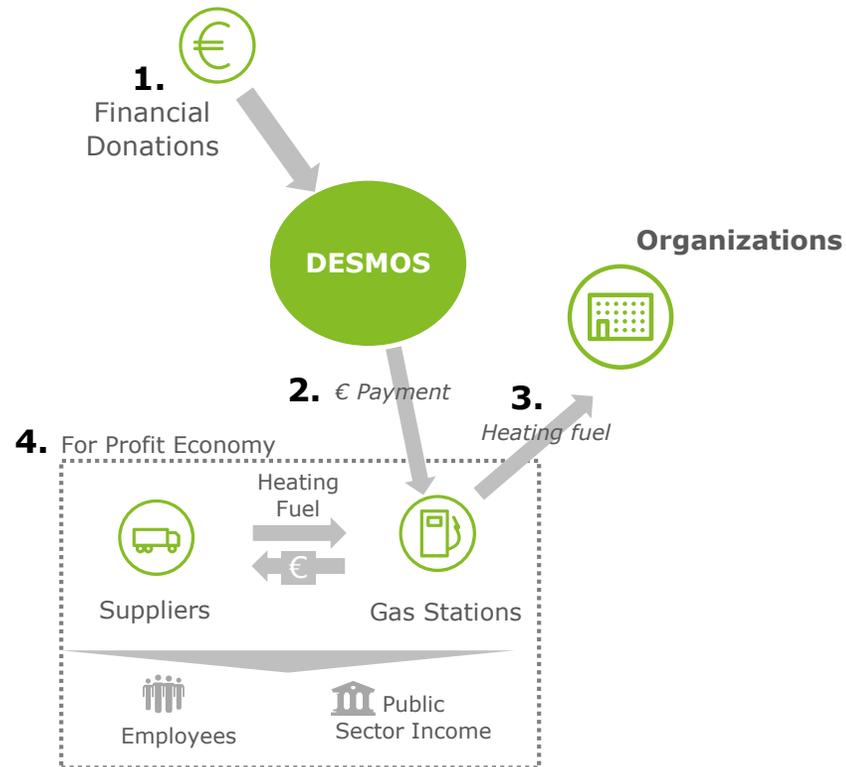
47% of organizations stated that without the program they would **not have covered** their full heating fuel demand



DESMOS GIVES WARMTH | ECONOMIC IMPACT - OVERVIEW

Financial donations made to the program are used to buy heating fuel for the participating organizations, resulting in a direct effect on the oil and petroleum sector and indirect effects on the sector's supply chain.

DESMOS Gives Warmth

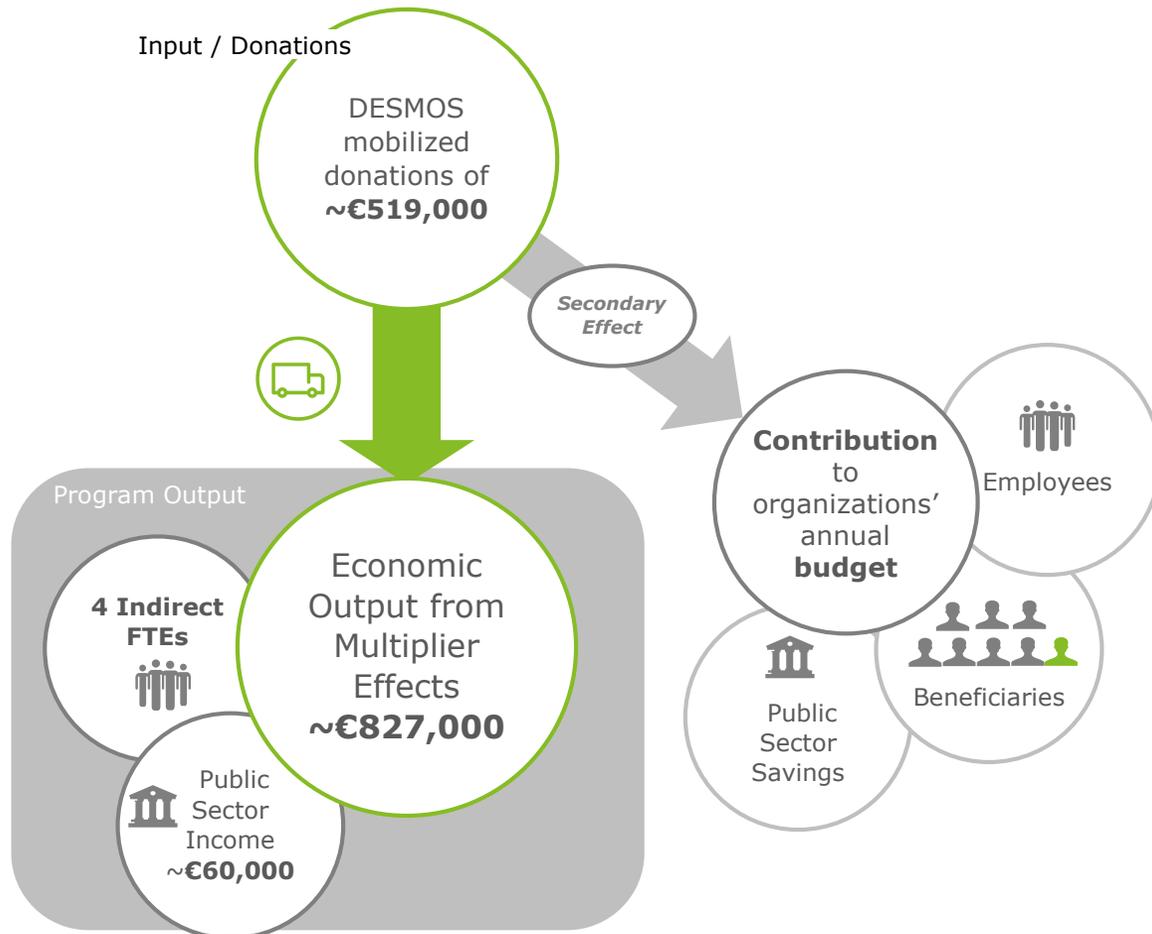


DESMOS GIVES WARMTH- OVERVIEW OF ECONOMIC IMPACT

1. DESMOS receives financial donations to support the program.
2. The donations are used to buy heating fuel, which generates economic output at the direct supplier (gas station) and along the supply chain.
3. The Gas stations deliver the heating fuel directly to the participating organizations.
4. The economic output generated in the economy (production and supply) further creates job and public sector income due to tax payments, employer contributions etc.

DESMOS GIVES WARMTH | ECONOMIC IMPACT

Since the program inception in 2012 it is estimated that DESMOS Gives Warmth has created ~€827,000 of economic output, sustained 4 indirect FTEs and generated public sector income of ~€60,000 within the wider economy.



Economic impact

- Between 2012 and 2017, financial donations worth ~€519,000 were made to provide remote schools across Greece with heating fuel.
- The spending of funds for the program generated economic output in the supply chain of ~€827,000, public sector income of ~€60,000 and sustained 4 Indirect FTEs in the economy.

Secondary effects

- The contribution to the organizations' budget through the program offers an alternative source of income, leading to public sector savings.
- Furthermore, the overall working and living environment at the organizations is improved for employees and beneficiaries.

DESMOS GIVES WARMTH | TAXONOMY OF BENEFICIARIES

Based on the average demand covered per social welfare institution and the respective average number of individuals housed, full equivalent beneficiaries are estimated at 89 organizations and ~5,100 individuals for the whole duration of the program.

Methodology

Questionnaires were sent to all organizations that participated in the program between the years 2012 and 2017 to enquire about the average demand for heating oil covered per organization per annum, since the organizations usually only cover part of their annual demand through the program.

Average number of beneficiaries
The calculation of the average number of beneficiaries per type of organization is based on historic program data.

Number of Full Equivalents (FE)
The number of full equivalent organizations is based on the number of organizations and the average demand covered per organization type.

Full Equivalent
The full equivalent indicates how many organizations could have been fully served with the total value and quantity (in liters) of donated heating fuel.

Results

	Total Number of Organizations	Average number of beneficiaries	Average Demand covered (%)	Number of beneficiary Full Equivalents (FE)
Schools 	130	68	37%	49 schools 3,305 students
Elderly & Disabled 	92	51	13%	12 institutions 618 individuals
Children & Adolescents 	53	41	35%	19 institutions 773 children
Shelter & Homeless 	17	38	25%	4 institutions 142 individuals
Women 	16	45	27%	4 institutions 192 women
Other Institutions 	8	46	25%	1 institution 73 individuals
 89 Organizations (Full Equivalent)				5,103 Individuals (Full Equivalent)

Rounding errors may occur

*Beneficiaries are calculated based on total donations between 2012-2017.

DESMOS I CARE & ACT | PROGRAM DESCRIPTION

The program I Care & Act aims at activating volunteerism, solidarity and active citizenship in students by undergoing experiential activities at schools. The program has been presented with the Bravo Sustainability award.

The Problem

Greece is ranked among the countries with the lowest index of social giving globally. Today, Greece needs more initiatives and solidarity, especially due to the new reality in the aftermath of the financial crisis.

The Response

Schools are one of the most important environments within which children learn about society, peers and responsibility.

In cooperation with schools the program initiates experiential volunteering activities for students between the age of 11 – 15 to convey the important values and mindsets of solidarity, social responsibility and active citizenship and to form a more inclusive society for the future.

To this end, teacher trainings and workshops are held, where teachers from different areas in Greece meet and can exchange ideas and experiences, creating a network of solidarity.

The volunteering activities can be of all sorts, including supporting refugees or improving the environment.

€816,000

NET FUNDING

367 SCHOOLS

38,500

STUDENT VOLUNTEERS



:



:

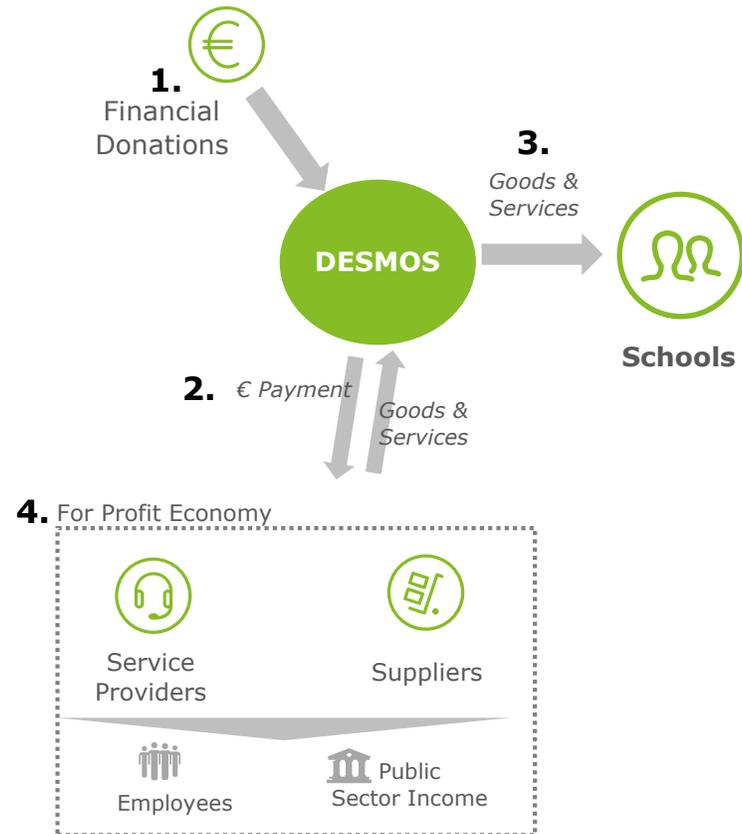


*Above figures represent total data since program inception (Program years 2015-2017 - Years represent program years, not calendar years)



DESMOS I CARE & ACT | ECONOMIC IMPACT - OVERVIEW

Financial donations made to the program are used to fund professional services and buy supplies for the volunteering projects, resulting in a direct and indirect effect on related supply chains in the economy.

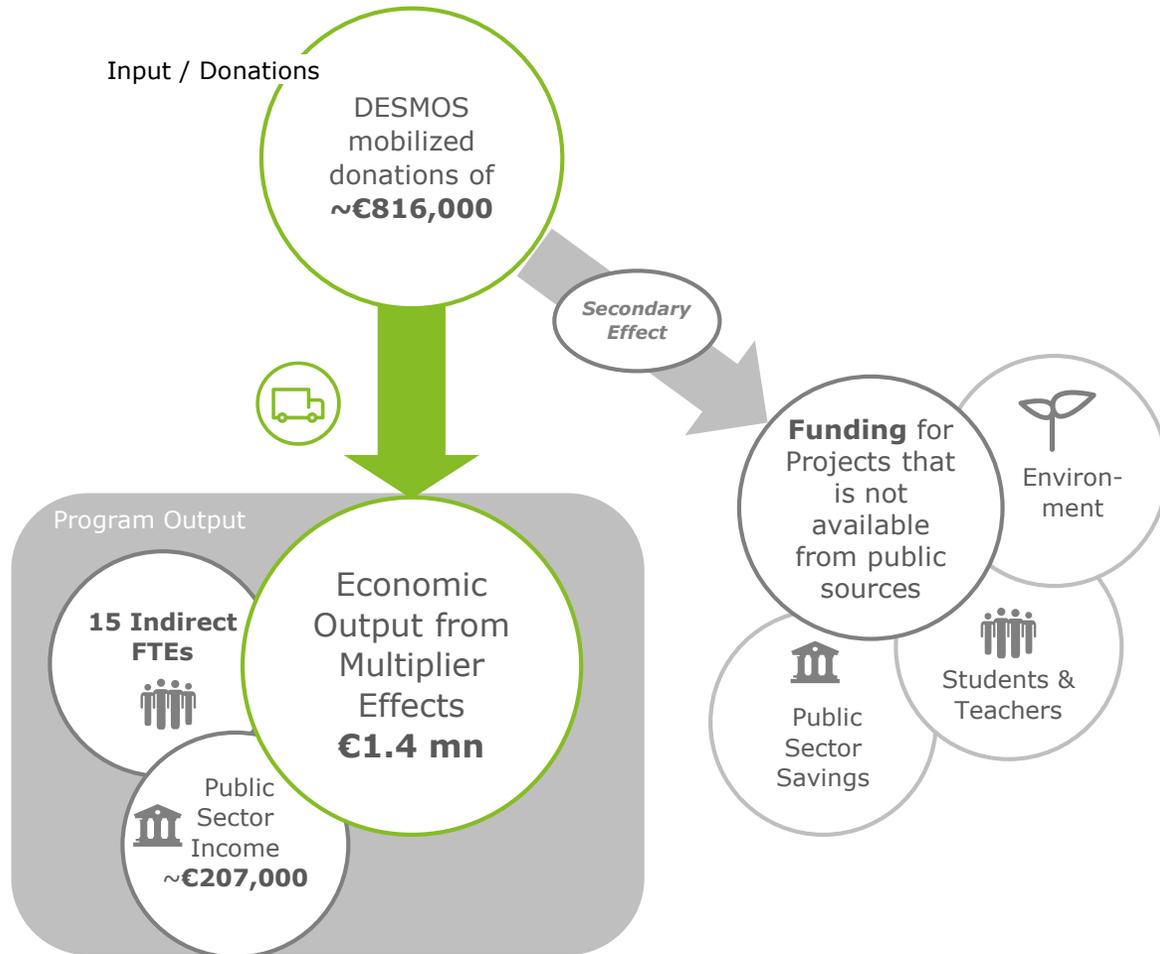


DESMOS I CARE & ACT – OVERVIEW OF ECONOMIC IMPACT

1. DESMOS receives financial donations to support the program.
2. The donations are used to pay for costs of equipment and services incurred during the program and the volunteering events.
3. The goods and service support the program at the schools.
4. The economic output generated in the economy (production and supply) further creates job and public sector income due to tax payments, employer contributions etc.

DESMOS I CARE & ACT | ECONOMIC IMPACT

Since the program inception in 2015 it is estimated that DESMOS I Care & Act has created €1.4 million of economic output, sustained 15 indirect FTEs and generated public sector income of ~€207,000 within the wider economy.



Economic impact

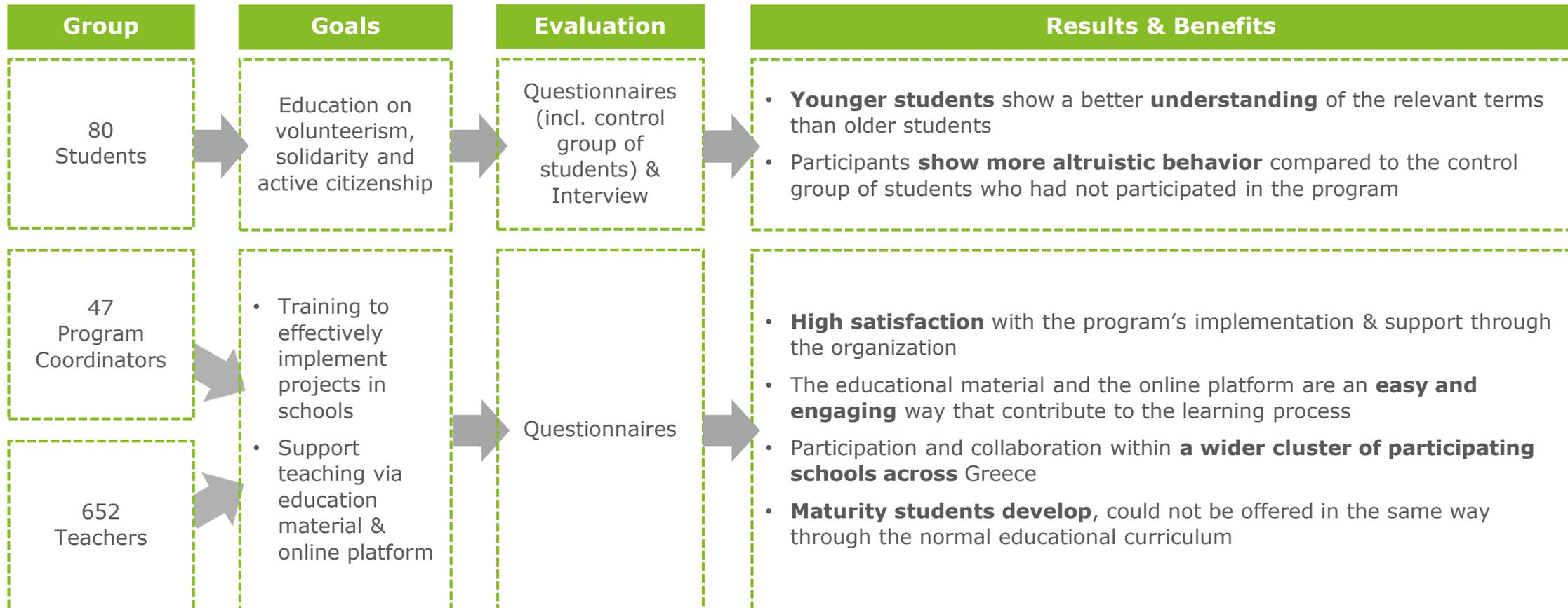
- Between 2015 and 2017, financial donations worth ~€816,000 were raised to initiate and implement volunteerism activities at schools across Greece.
- The spending of funds for the program generated economic output in related supply chains of €1.4 mn, public sector income of ~€207,000 and sustained 15 indirect FTEs in the economy.

Secondary effects

- The funding provided through the program offers an alternative source of income to public sources for organizations, leading to public sector savings.
- Further, Public Sector savings are also generated through short- and long-term societal and environmental benefits (e.g. planting a tree or helping refugees).

DESMOS I CARE & ACT | QUALITATIVE IMPACT EVALUATION

Based on evaluations of the University of Patras, the volunteerism program implemented at the schools showed a high acceptance among teachers and students, while particularly younger students showed a high acceptance of the values of solidarity and active citizenship and according behavior.



Source: University of Patras – External Analysis of the program 'I Care & Act', June 2016
 University of Patras – Internal Analysis of the program coordinators 'I Care & Act', May 2017
 University of Patras – Internal Analysis of the program teachers 'I Care & Act', May 2017

DESMOS DIRECT & WAREHOUSES | PROGRAM DESCRIPTION

DESMOS consolidates in-kind donations at its warehouses, which are subsequently allocated to the organizations in need. DESMOS Direct is the corresponding online platform that matches social welfare organizations with donors thus simplifying the donation process.

The Problem

Organizations across Greece find it increasingly difficult to meet all their demand themselves and turn to alternative ways, namely the private initiative, for support. On the other hand there is a large amount of surplus products in the economy in private hands, that is not made any use of.

The Response

Since 2012 DESMOS has established two warehouses in Athens and Thessaloniki with the mission to collect goods and allocate them to organizations in need.

DESMOS Direct is the online equivalent – an electronic platform that automatically matches the (surplus) goods of donors with organizations that have the corresponding need, simplifying the donation process and ensuring maximum utilization.

The platform informs exactly what is needed and donors can learn about the activities of the organizations, what their needs are and register the goods they are willing and able offer.

Since the inception of the program more than 200 organizations have been supported with donations of a total value of around €1 mn.

Source: DESMOS

DONATION PROCESS



DESMOS DIRECT & WAREHOUSES

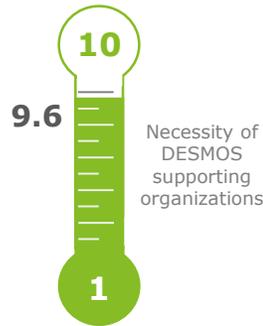
SATISFACTION SURVEY organization directors

DESMOS fills an important role for social welfare institutions, since most organizations need recurring support and cover a large portion of their annual demand through donations.

Result 1:

DESMOS fills an important support role for organizations

Organizations consider **DESMOS highly necessary** for covering the needs of social welfare institutions in Greece.



62%



Of the needs covered by DESMOS is **regularly covered through donations.**

Result 2:

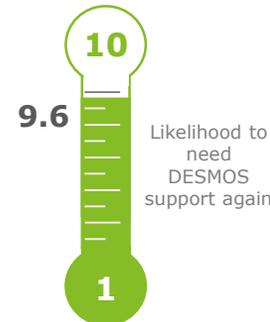
More than 50% of organizations benefit from DESMOS activities regularly

51%



of the organizations have participated in the program **more than once.**

The vast majority of respondents anticipate to need **DESMOS' support** in the near **future.**



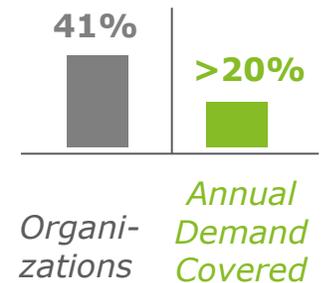
Result 3:

DESMOS makes important contributions to the beneficiary organizations

DESMOS' most important contribution to the organizations

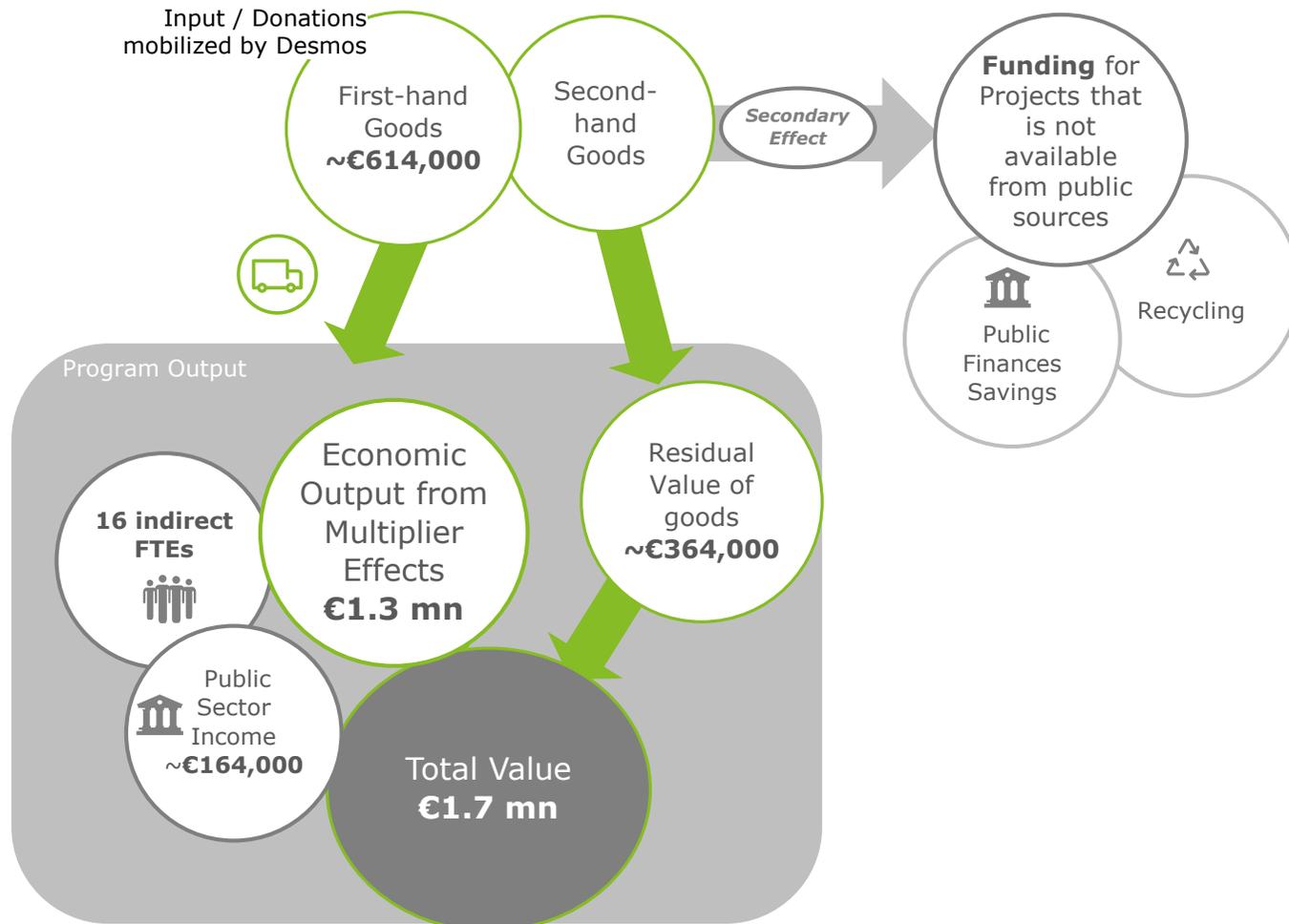


For 41% of organizations the program **covered more than 20%** of annual demand



DESMOS DIRECT & WAREHOUSES | ECONOMIC IMPACT

Since the programs inception in 2012 it is estimated that the program has created €1.3 million of economic output and collected surplus goods at a value of ~€364,000 leading to a combined value of €1.7 million.



Data account for the years 2014-2017.

Economic impact

- Between 2014 and 2017, in-kind donations of first-hand goods were made in total worth ~€614,000
- The purchase of first-hand goods generated economic output in the supply chain of €1.3 mn, public sector income of ~€164,000 and sustained 16 indirect FTEs in the economy.
- Furthermore second-hand goods with a residual value of ~€364,000 were made to DESMOS, which are added to the total value.

Secondary effects

- The funding provided through the program offers an alternative source of income to public sources for organizations, leading to public sector savings.
- Societal and environmental benefits are generated due to the re-use of second hand goods to cover the needs of organizations (recycling).

Source: DESMOS program data, Deloitte calculations

DESMOS DIRECT & WAREHOUSES | TAXONOMY OF BENEFICIARIES

The calculation of the number of beneficiaries of DESMOS Direct, uses the poverty gap as a measure of the amount which DESMOS seeks to cover through donations resulting in ~5,200 full equivalent individuals.

Methodology

Determine Average Individual Consumption per Product Category

Household spending data (source: ELSTAT) is considered to determine the annual demand per individual for food, clothing, health (incl. personal care), furnishings and equipment, and other consumables, which represent the categories in which DESMOS provides donations, as a percentage of total disposable income.

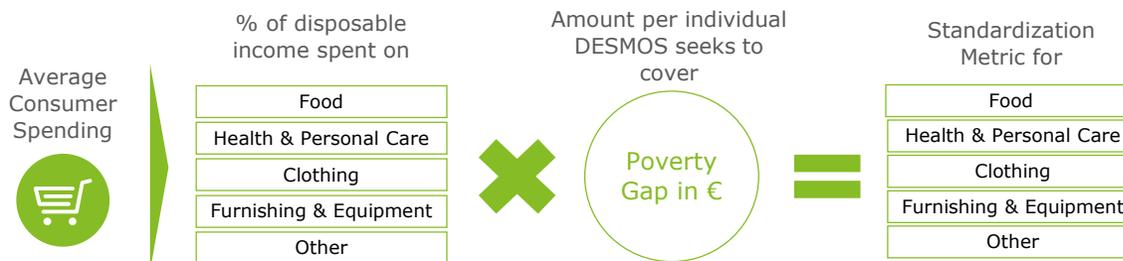
Poverty Gap & Standardization Metric

The poverty gap, which describes the distance of income of people with a disposable income below the poverty line to the income at the poverty line, is used as a proxy for the demand DESMOS seeks to cover for the organizations per individual.

A standardization metric per category is calculated by multiplying the average with the income value (€) of the poverty gap.

Number of Beneficiaries

The number of beneficiaries is determined by dividing the total value of donations of DESMOS by the standardization metric for each donation category. The result is the number of beneficiaries, for whom DESMOS could cover the demand for 1 whole year (Full Equivalent, FE).



Results

	Total Donation Value*	Standard Metric	# Beneficiaries (Full Equivalent)
Food	€333,000 ÷	€533.6	= 624 FE
Clothing	€295,000 ÷	€136.5	= 2,161 FE
Furniture & Equipment	€135,000 ÷	€104.7	= 1,290 FE
Health & Personal Care	€125,000 ÷	€175.8	= 712 FE
Other	€90,000 ÷	€213.0	= 421 FE
TOTAL			5,209 FE

*Beneficiaries are calculated based on total donations between 2012-2017.

DONOR ADVISED PROJECTS | PROGRAM DESCRIPTION

The program was initiated to enable donors to make a donation for a purpose they care about. DESMOS functions as the intermediary and implements the projects.

The Problem

Donors face a vast landscape of NGOs and organizations that seek funding, but their influence is very limited and the use of funds not transparent.

The Response

DESMOS turns things around and offers the opportunity to donors to use their funds for projects they care about personally. As an intermediary with an existing network and extensive experience in the design and implementation of projects, DESMOS has the capability to effectively channel and utilize the effort towards an organization with a corresponding need. Moreover, DESMOS informs the donors about the use of their funds and provides transparency.

Since the inception of the program more than 200 organizations have benefitted from ~€658,000 in funding.

€658,000
NET FUNDING



:

>200 ORGANIZATIONS



*Data concern program years 2012-2017.
Years represent program years, not calendar years



DONOR ADVISED PROJECTS | QUESTIONNAIRE

DESMOS has attracted active and loyal donors and fulfils an important function as an intermediary between the donors and the beneficiaries.

Result 1:

DESMOS donors are active and committed

57%



Make a donation **more than once** a year.

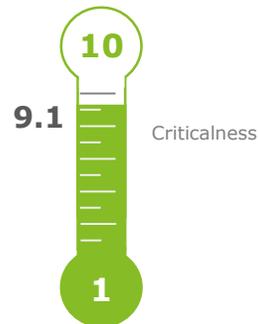
of donors have been donating to DESMOS for **more than 4 years.**

56%



Result 2:

DESMOS intermediary role is important to donors



According to respondents DESMOS is considered as **critical to them** for finding the right beneficiary organization.

Donors highly appreciate the fact that they can determine the use of their financial donation through **Tailor Made Projects.**



Result 3:

Donors are satisfied with DESMOS

Donors are very satisfied with the communication regarding the **use of their donation.**



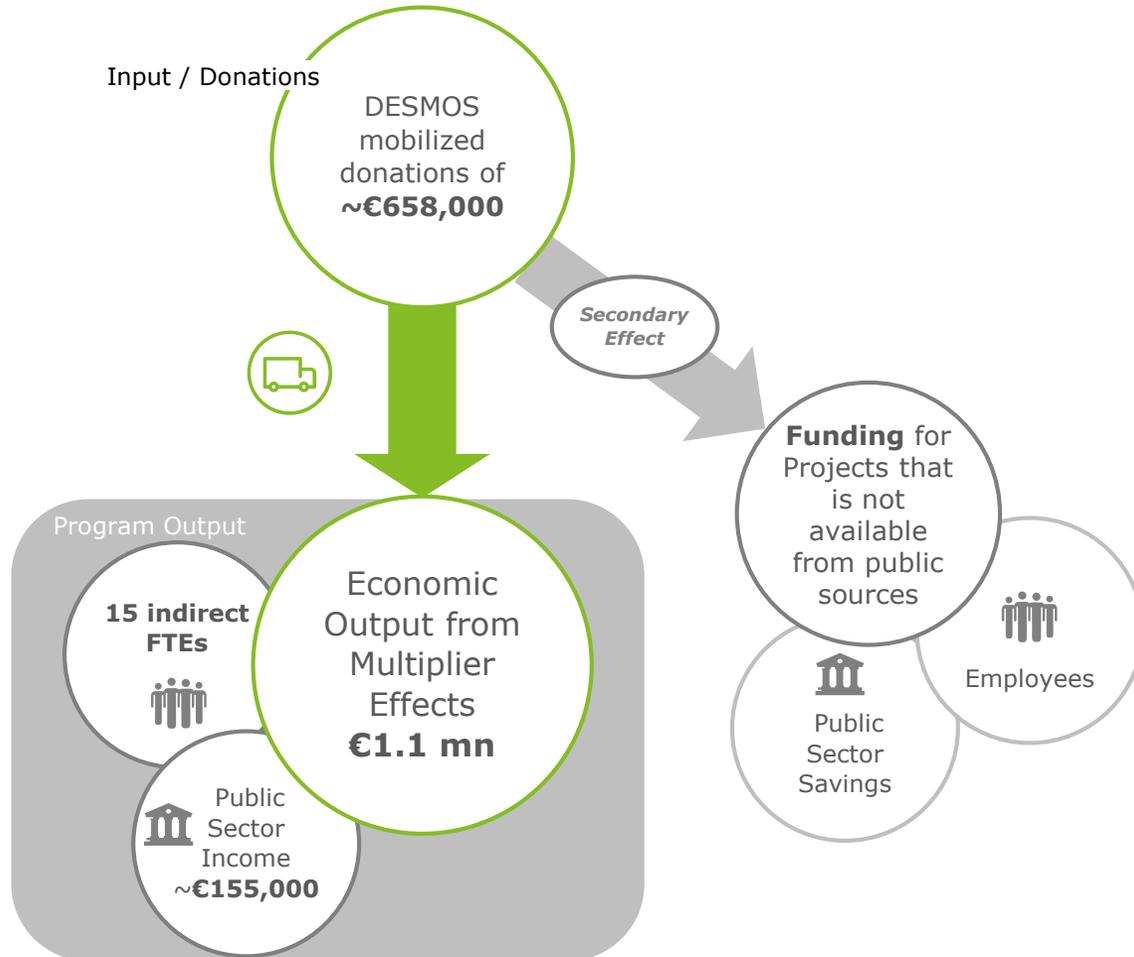
100%



Donors would **recommend DESMOS** to other potential donors

DONOR ADVISED PROJECTS | ECONOMIC IMPACT

Since the program inception in 2012 it is estimated that Donor Advised Projects have created €1.1 million of economic output, sustained 15 indirect FTEs and generated public sector income of ~€155,000 within the wider economy.



Economic impact

- Between 2012 and 2017, financial donations worth ~€658,000 were made to the program, which generated economic output in the supply chain of €1.1 mn, public sector income of ~€155,000 and sustained 15 indirect FTEs in the economy.

Secondary effects

- By giving the opportunity to donors to advise the use of their donations, additional projects can be implemented leading to public sector savings and an increased donor base.

*Data concern the calendar years 2012-2017.

Source: DESMOS program data, Deloitte calculations

DONOR ADVISED PROJECTS | TAXONOMY OF BENEFICIARIES

In total more than 200 organizations benefitted from donations worth ~**€658,000** , under the Donor Advised Projects framework which, using the poverty gap as standard metric, results in ~**2,700** beneficiaries.

Methodology

Determine Average Individual Consumption per Product Category

Household spending data (source: ELSTAT) is considered to determine the annual demand per individual for food, clothing, health (incl. personal care), furnishings and equipment, and other consumables, which represent the categories in which DESMOS provides donations, as a percentage of total disposable income.

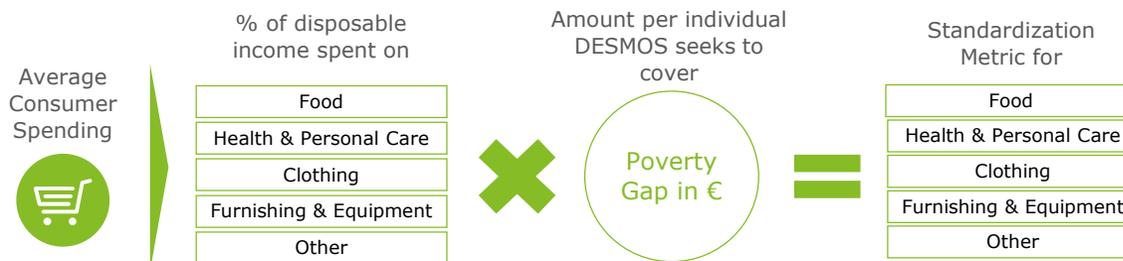
Poverty Gap & Standardization Metric

The poverty gap, which describes the distance of income of people with a disposable income below the poverty line to the income at the poverty line, is used as a proxy for the demand DESMOS seeks to cover for the organizations per individual.

A standardization metric per category is calculated by multiplying the average with the income value (€) of the poverty gap.

Number of Beneficiaries

The number of beneficiaries is determined by dividing the total value of donations of DESMOS by the standardization metric for each donation category. The result is the number of beneficiaries, for whom DESMOS could cover the demand for 1 whole year (Full Equivalent, FE).



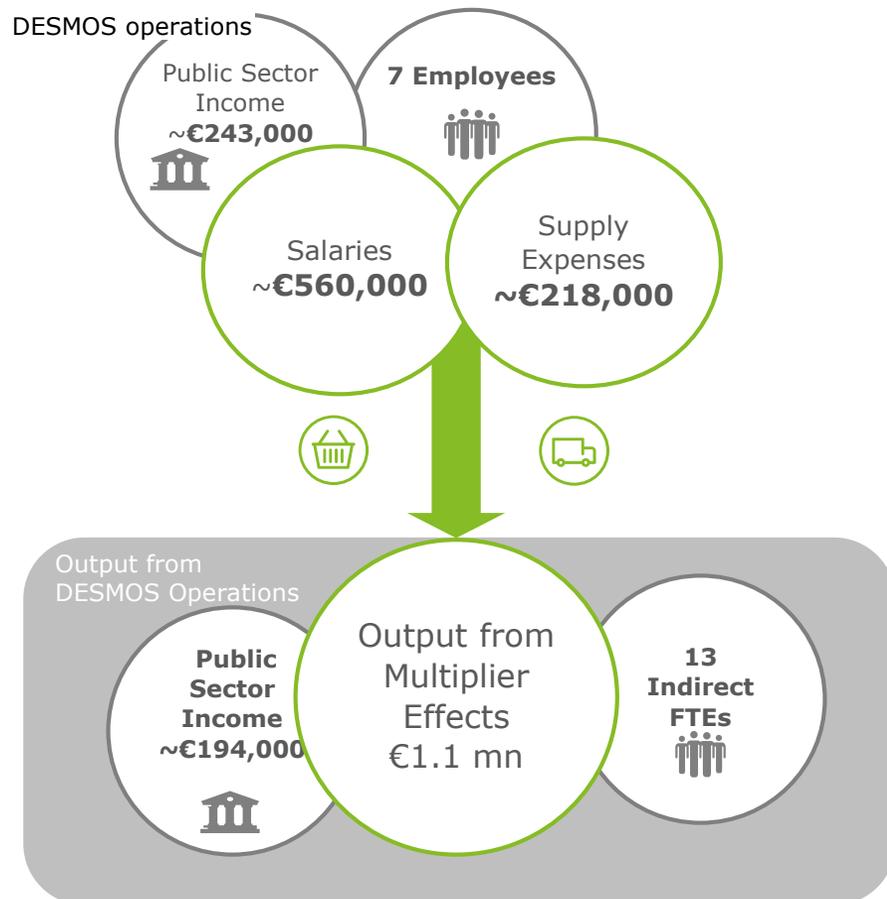
Results

	Total Donation Value*	Standard Metric	# Beneficiaries (Full Equivalent)
Food 	€255,000	÷ €533.6	= 478 FE
Clothing 	€26,000	÷ €136.5	= 192 FE
Furniture & Equipment 	€55,000	÷ €104.7	= 521 FE
Health & Personal Care 	€35,000	÷ €175.8	= 196 FE
Other 	€288,000	÷ €213.0	= 1,350 FE
TOTAL			2,737 FE

*Beneficiaries are calculated based on total donations between 2012-2017.

DESMOS ORGANIZATION | ECONOMIC IMPACT

Since the commencement of its operation in 2012, DESMOS has incurred operational expenses for salaries and expenses which flow into the supply chain, creating an overall economic output of €1.1 million, sustaining 13 indirect FTEs as well as generating public sector income of ~€194,000 within the wider economy.



Economic impact

Inputs

Since its establishment in 2012 DESMOS has incurred operational expenses in the form of goods, service and salaries for its 7 members staff at a total value of ~€778,000

Outputs

The economic output of €1.1 mn is generated due to:

- the consumption of salaries (disposable income), of DESMOS' employees
- Spending on all other goods and services, which are consumed due to the operation of DESMOS

Further between 2012-2017, 13 indirect FTEs were sustained and public sector income of ~€437,000 was generated by DESMOS within the wider economy.

Note: The operating expenses for 2017 are assumed to be equal to 2016, as during the preparation of this report no data was available.

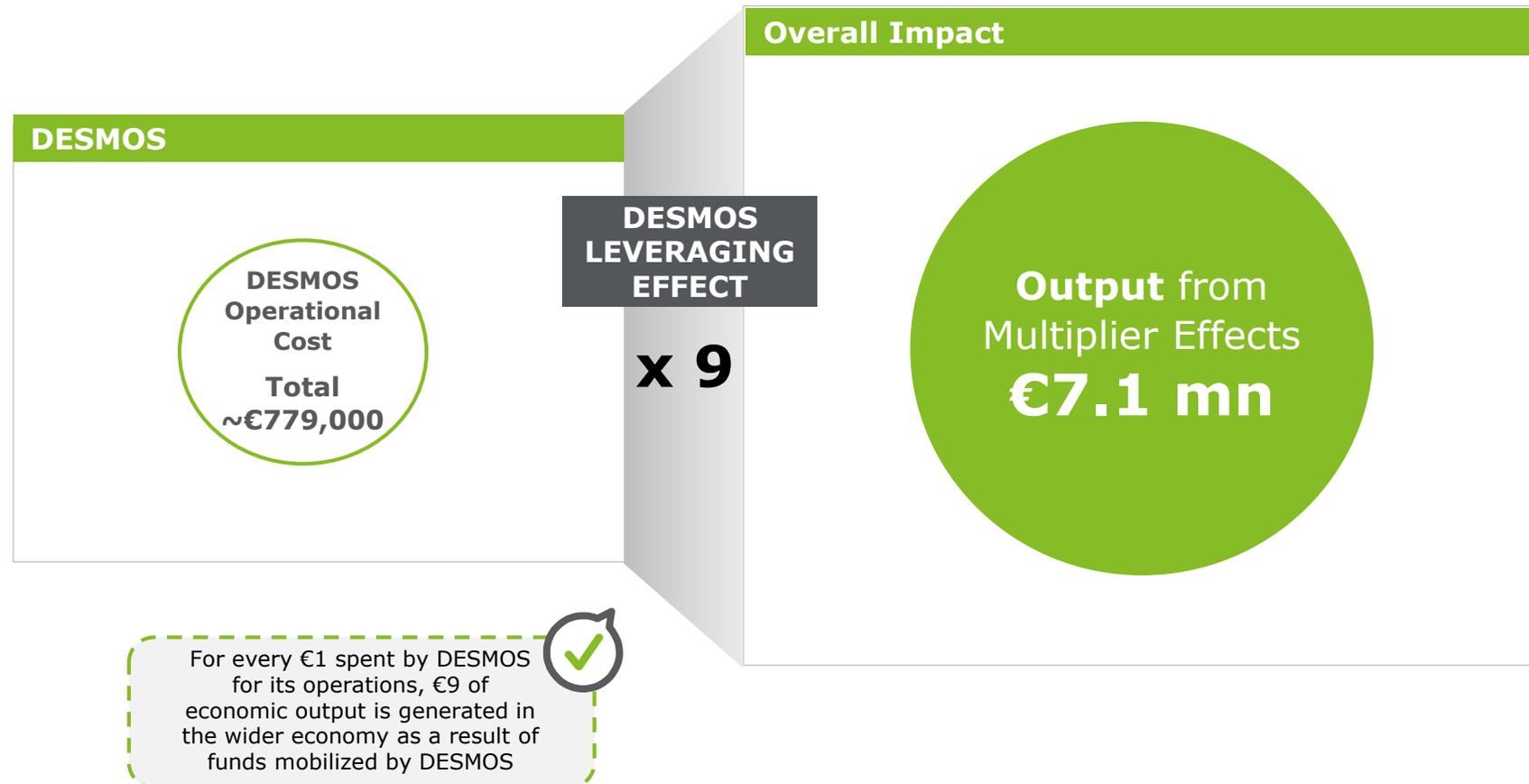
Source: DESMOS, Deloitte calculations



Overall Impact - Beneficiaries

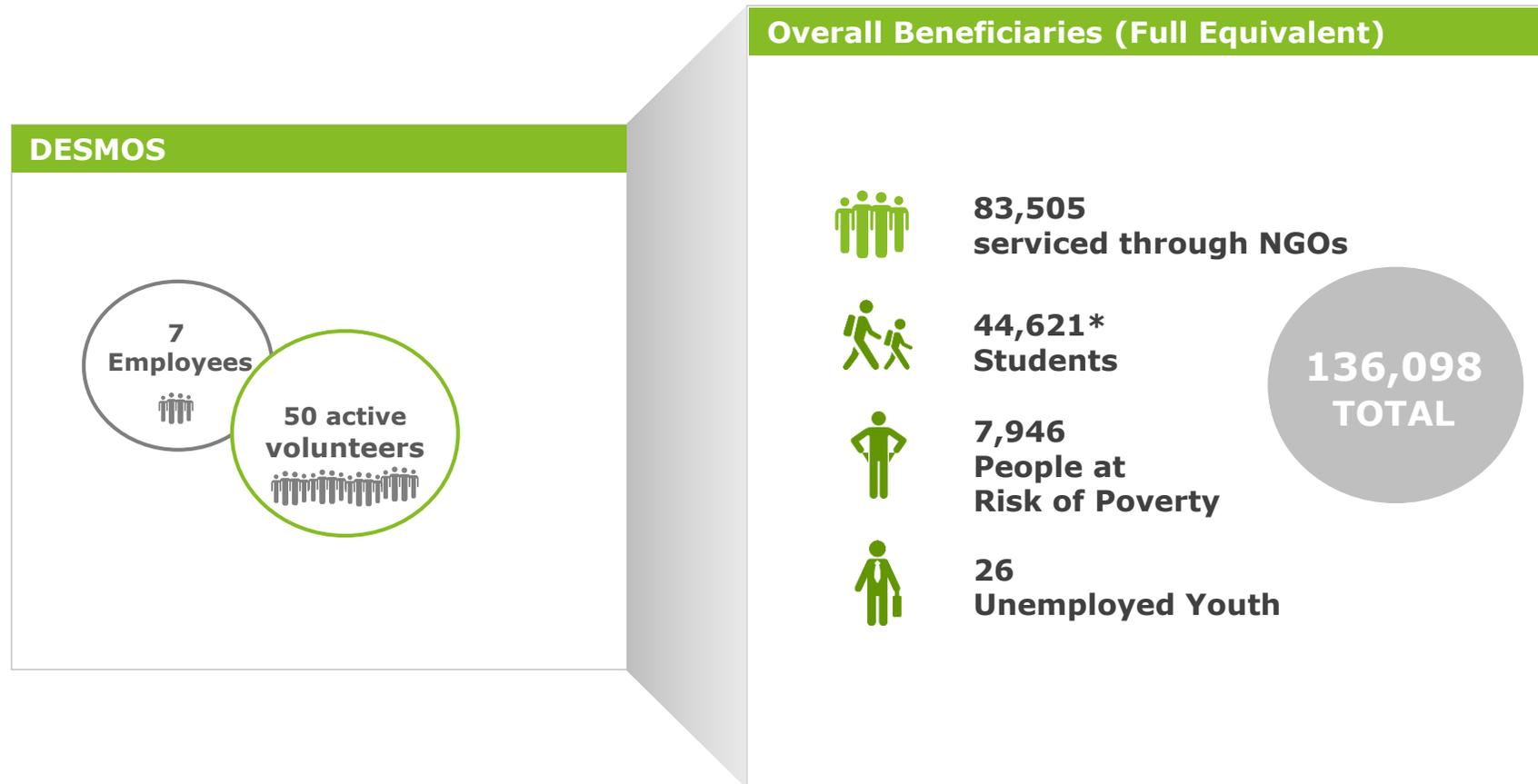
DESMOS | OVERALL OUTPUT

The overall economic impact of DESMOS since its establishment in 2012 results from the organization itself and the different programs that are maintained. The multiplier effect is **x9** resulting in **€7.1 million** of **economic output**, that is, **for every €1 spent for DESMOS' operations, €9 flow back into the economy** as a result of funds mobilized by DESMOS' efforts.



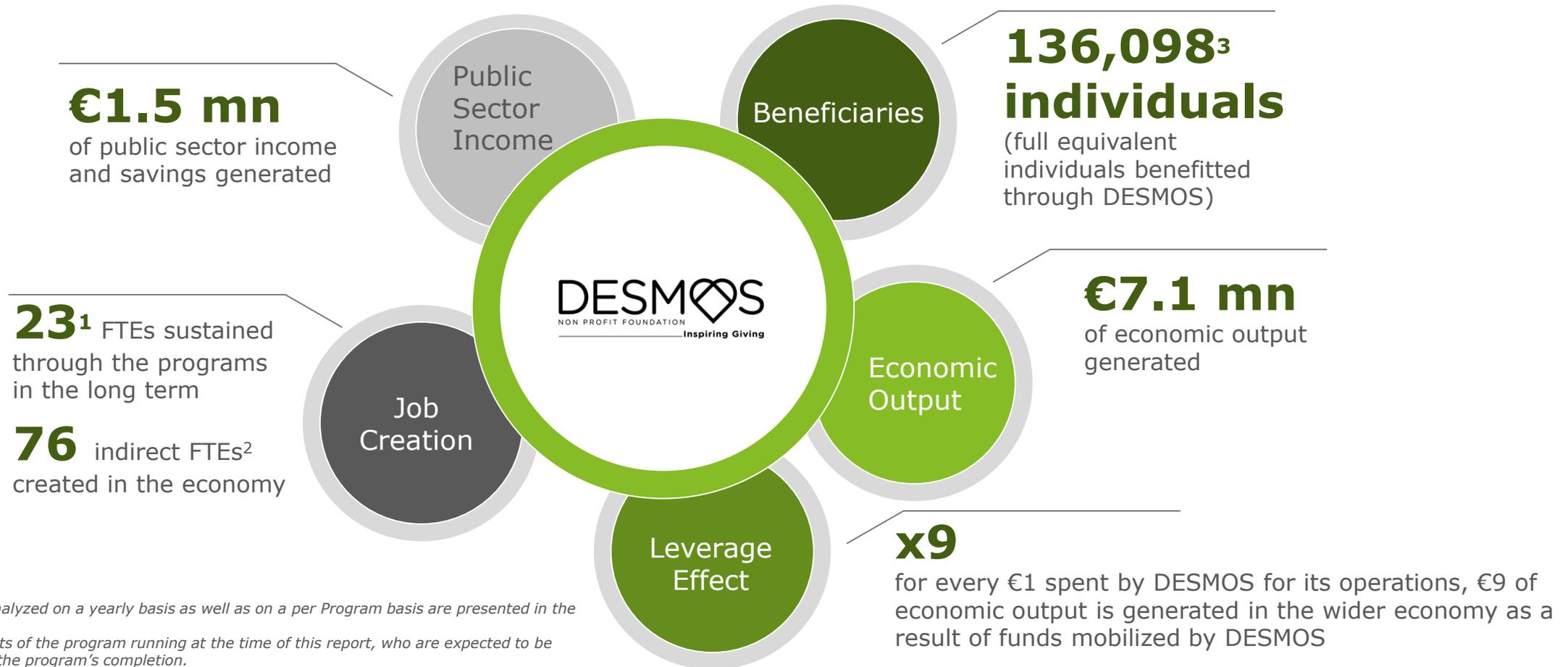
DESMOS | OVERALL BENEFICIARIES

Since DESMOS' establishment in 2012, over 136,000 individuals on a full equivalent basis have benefited from the Programs administered by the organization's 6 full-time employees and 1 part-time employee, with the support of more than 50 active volunteers.



DESMOS | OVERALL IMPACT OF DESMOS

DESMOS has an overall very high effect on its economic ecosystem. Since its establishment in 2012 DESMOS' operation has resulted in a total economic output of €7.1 mn, sustained 76 indirect FTEs and generated public sector income of €1.5 mn. The organization's **leverage effect is calculated at x9**.



Notes: Above figures analyzed on a yearly basis as well as on a per Program basis are presented in the Appendix.

¹ Includes 10 participants of the program running at the time of this report, who are expected to be further employed after the program's completion.

² Indirect FTEs refer to jobs sustained in the economy due to DESMOS economic activity

³ includes 38,500 volunteers of the I Care & Act program and 82,000 indirect beneficiaries of the youth program, who which the concept of "Full Equivalent" could not be applied.

DESMOS | IMPACT BY PILLAR OF ACTIVITY

Below a different perspective on the overall impact of DESMOS is presented, namely by pillar of activity. DESMOS is active in four pillars, which are “**Social Welfare**”, “**Building a Better Future**”, “**Healthcare**” and “**Emergency Response and Recovery**”.



Social Welfare



Economic Output



FTEs sustained



Public Sector Income



Beneficiaries



Building a Better Future



Economic Output



FTEs sustained



Public Sector Income



Beneficiaries



Healthcare



Economic Output



FTEs sustained



Public Sector Income



Beneficiaries



Emergency Response and Recovery



Economic Output



FTEs sustained



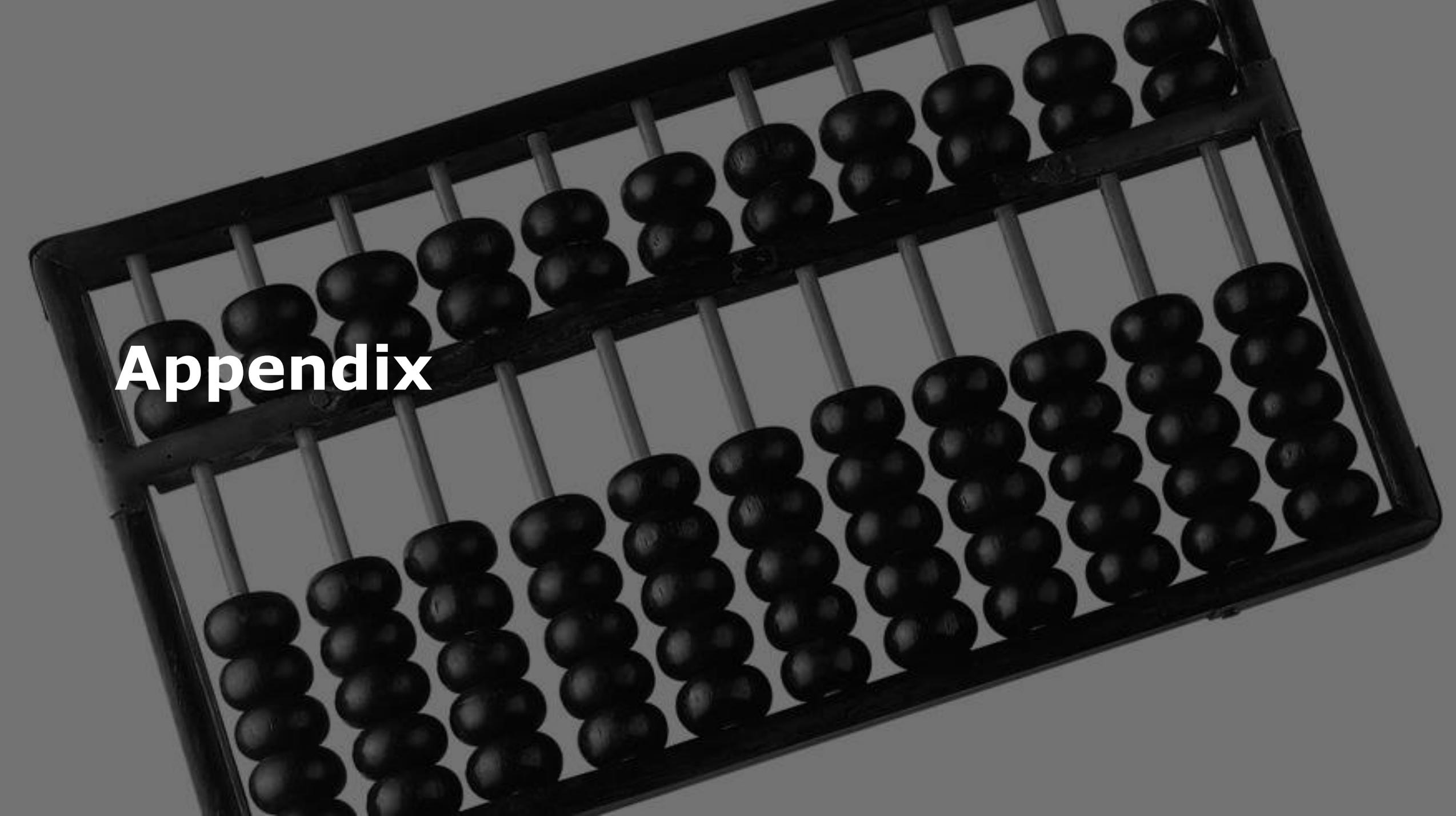
Public Sector Income



Beneficiaries

Notes:

- The “**SOcial WELFARE**” Pillar is made out of Programs “DESMOS FOR WARMTH”, “DESMOS DIRECT & WAREHOUSES”
- The “**BUILDING A BETTER FUTURE**” Pillar is made out of Programs “DESMOS FOR YOUTH”, “DESMOS FOR SCHOOLS” AND “I CARE AND ACT”
- The Donor Advised Program, touches upon multiple pillars, as the recipient cause or social group of the donation may relate to any one of the four above-mentioned pillars (Social Welfare, Building a Better Future, Healthcare or Emergency Response and Recovery).

A grayscale image of a traditional Chinese abacus (suanpan) is shown at an angle. The abacus consists of a wooden frame with several vertical rods. Each rod has two horizontal beams, one above and one below, with beads sliding between them. The top beam has five beads per rod, and the bottom beam has ten beads per rod. The word "Appendix" is overlaid in white, bold, sans-serif font on the left side of the abacus.

Appendix

APPENDIX | DESMOS' ECONOMIC IMPACT PER YEAR

The break-down per year shows how input and output change, while a high leveraging effect is observed over the years.

Year	2012	2013	2014	2015	2016	2017	Total
 Input*	€34,000	€83,000	€154,000	€155,000	€176,000	€176,000	€779,000
 Total Donations	€150,000	€156,000	€420,000	€1 mn	€1,3 mn	€857,000	3,9 mn
 Leverage Effect	x8.1	x3.3	x5	x12.5	x12.2	x9.4	x9
 Output	€275,000	€275,000	€771,000	€1.9 mn	€2.1 mn	€1.7 mn	€7.1 mn

*Note: Inputs relate to the operating expenses incurred by DESMOS. The leverage effect is calculated by dividing the outputs by the inputs for each program year. The leverage effect is lower in 2017, since not all data was available for the program year 2017 at the time of this report. However, the programs continue to create economic value in 2018.

APPENDIX | DESMOS' ECONOMIC IMPACT PER PROGRAM

The below break-down indicates each program's contribution to DESMOS leverage effect and output generated.

Aggregate Figures since DESMOS' establishment in 2012

Year	DESMOS for Youth	DESMOS for Schools	DESMOS Gives Warmth	I Care & Act	DESMOS Direct	Donor Advised Projects	DESMOS own operations	Total
 Input*	€76,000	€28,000	€104,000	€163,000	€122,000	€131,000	€155,000	€779,000
 Total Donations	€381,000	€139,000	€519,000	€816,000	€614,000*	€658,000	€779,000	€3,9 mn
 Leverage Effect	x10.8	x12.2	x9.4	x9.8	x14.9	x9.9	x1.4	x9
 Output	€818,000	€339,000	€975,000	€1.6 mn	€1.8 mn	€1.3 mn	€221,000	€7.1 mn

Note: Inputs relate to the operating expenses incurred by DESMOS. As no official breakdown of DESMOS operating expenses per program was available, above break down was calculated on the basis of the share of the donations raised for each per program to total donations raised. The leverage effect is calculated by dividing the outputs by the inputs for each year. *excl. residual value €364,000 of second hand goods.



Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee ("DTTL"), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as "Deloitte Global") does not provide services to clients. Please see www.deloitte.com/about to learn more about our global network of member firms.

Deloitte Certified Public Accountants S.A., Deloitte Business Solutions S.A., Deloitte Accounting Compliance & Reporting Services S.A. and Deloitte Alexander Competence Center Societe Anonyme of Business Consultants are the Greek member firms of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee ("DTTL"). "Deloitte Certified Public Accountants S.A." provides audit and risk advisory services, "Deloitte Business Solutions S.A." financial advisory, tax and consulting services and "Deloitte Accounting Compliance & Reporting Services S.A." accounting outsourcing services. "Deloitte Alexander Competence Center Societe Anonyme of Business Consultants" based in Thessaloniki is a center of innovation providing financial advisory, tax and consulting services.

"Koimtzoglou-Leventis & Associates Law Partnership" ("KL Law Firm") is a Greek law partnership qualified to provide legal services and advice in Greece.

Deloitte provides audit, consulting, financial advisory, risk advisory, tax and related services to public and private clients spanning multiple industries. Deloitte serves four out of five Fortune Global 500® companies through a globally connected network of member firms in more than 150 countries and territories bringing world-class capabilities, insights, and high-quality service to address clients' most complex business challenges. To learn more about how Deloitte's approximately 245,000 professionals make an impact that matters, please connect with us on Facebook, LinkedIn, or Twitter.

This communication contains general information only, and none of Deloitte Touche Tohmatsu Limited, its member firms, or their related entities (collectively, the "Deloitte Network") is, by means of this communication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified professional adviser. No entity in the Deloitte Network shall be responsible for any loss whatsoever sustained by any person who relies on this communication.