



2013
ANNUAL REPORT

MESSAGE FROM OUR CEO

Dear Friends,

At Smile Train, we are committed to helping children no one else will help in some of the poorest regions on earth. In Fiscal Year 2013 Smile Train continued to achieve the highest productivity of any cleft charity in the world:

- We had our best surgery year-to-date, providing more than 125,000 surgeries— bringing the total number of surgeries performed since we began to over 880,000.
- Formally launched **Rwanda Smiles** to create the first ever cleft-free country in Africa.
- We unveiled the state-of-the-art **Smile Train Virtual Surgery Simulator**, the first free, open-access, web-based, interactive Virtual Surgery Simulator designed to enhance training for surgeons in developing countries on how to repair clefts.
- We recognized record-breaking highs for surgery numbers by region. South Asia crossed 52,000 surgeries, China reached 31,000 and Latin America crossed 7,700.
- Total support and revenue for the year exceeded \$169M, and we raised more than \$97M in fundraising contributions.
- 83.8% of our total expenses went to Programs Expenses.

The rapid growth of our treatment programs proves the effectiveness of our unique strategy. By giving free training, free equipment and financial support, we empower local doctors to help desperate parents change the fate of their child, and help local communities become self-sufficient and sustainable.

For our donors, Smile Train represents an opportunity to deal in the miraculous. By funding a single surgery that can cost as little as \$250, they can restore a child's face - and change their fate. They can do for these children what their impoverished parents cannot.

Of course, no matter how many children Smile Train helps in developing countries, there are so many more who need us. With your support, we will continue to reach as many of them as we can.

Nothing could be more human, or more lasting.



Susannah Schaefer
Smile Train, CEO



SHOWING THE WORLD WHAT IT MEANS TO BE HUMAN.

They come from hundreds of miles away. By bus, bike and on foot. Over mountains, through deserts, jungles, war zones. They go into debt to pay for the trip.

They do whatever they have to do to get their child to a Smile Train partner hospital, where a trained local doctor can perform cleft surgery for a fraction of what it would cost a mission group.

Our Smile Train story is so simple, as it embraces the time-honored proverb: Give a man a fish and you feed him for a day. Teach a man to fish and you feed him for a lifetime. Smile Train was the first cleft charity to pioneer this “teach a man to fish” approach. We train local doctors and provide funding for equipment and financial aid so these hospitals can provide free cleft surgery every day. This is a safe, more efficient and sustainable way of providing quality cleft treatment. Many Smile Train surgeons perform hundreds of cleft surgeries a year, and are there on the ground to provide continued follow-up care.

Our approach helps desperately poor communities become self-sufficient and sustainable for generations, while transforming innocent young victims into beautiful children.



WE DON'T DO EVERYTHING. WE DO ONE THING.

Unlike other children's charities that do a little of everything, Smile Train is laser-focused on one goal: to ensure that every child born with a cleft—anywhere in the world—has the opportunity to live a full and productive life. We are helping to relieve the suffering.

This is not a medical problem but an economic one: Families in developing countries are too poor to afford the surgery. With over 880,000 free cleft surgeries in the past 14 years, we are well on our way to solving this problem.

Smile Train sets the standards for cleft surgery and quality worldwide.

Our Medical Advisory Boards establish the safety standards and protocols that every Smile Train partner hospital must meet. They review our surgeries, medical training and education programs to ensure we meet the absolute highest standards.

We work smart to make sure your money does the most good. Smile Train has pioneered new technology such as virtual surgery software, a digital patient database, and the world's largest virtual cleft library. Thousands of pages of invaluable cleft-related information can be accessed with one mouse click.



ONE GOAL. TO GIVE EVERY CHILD BORN WITH CLEFT A BRIGHTER FUTURE.



340+ surgeries a day



1,100+ partner hospitals



125,000+ surgeries a year



2,100+ partner surgeons



85+ countries where Smile Train has helped children



880,000+ surgeries in 14 years



1,000+ free medical articles and publications we make available



1,400+ Smile Train supported medical conferences & trainings



76% of total surgeries provided this past year that were cleft lip and/or palate surgeries

COMBINED STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS

For the year ending June 30, 2013

Support and Revenue

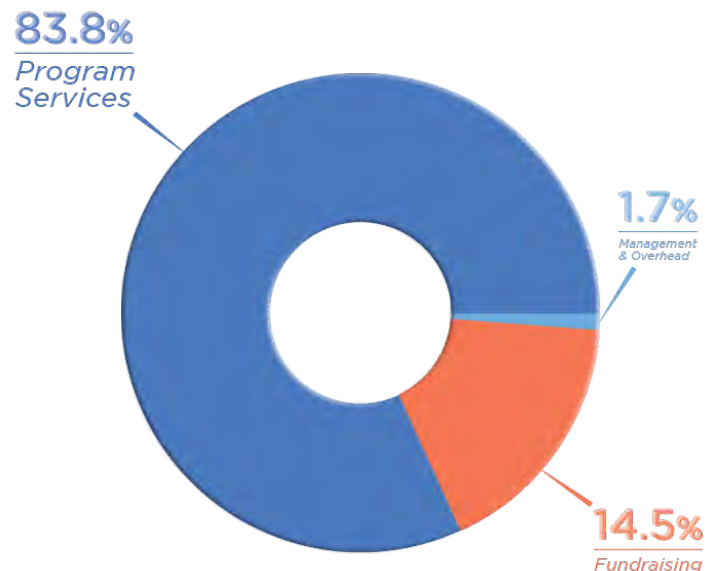
Contributions	\$97,087,119
Contributions in-kind	52,525,367
Investment Income, net	18,733,464
Other Income	1,578,718
Total Support and Revenue	169,924,668

Expenses

Programs:	
Treatment/Training	\$108,327,420
Public Education	10,311,966
Administration and Overhead	2,353,327
Fundraising	20,531,010
Total Expenses	141,523,723

Change in Net Assets	28,400,945
Net Assets, Beginning of Year	196,870,781
Net Assets, End of Year	\$225,271,726

BREAKDOWN OF SMILE TRAIN SPENDING IN 2013



COMBINED STATEMENT OF FINANCIAL POSITION

As of June 30, 2013

Assets

Cash and Cash Equivalents	\$16,207,275
Investments	214,243,129
Contributions Receivable, Net	612,779
Prepaid Expenses and Other Assets	1,745,314
Furniture and Equipment, Net	298,111
Total Assets	233,106,608

Liabilities and Net Assets

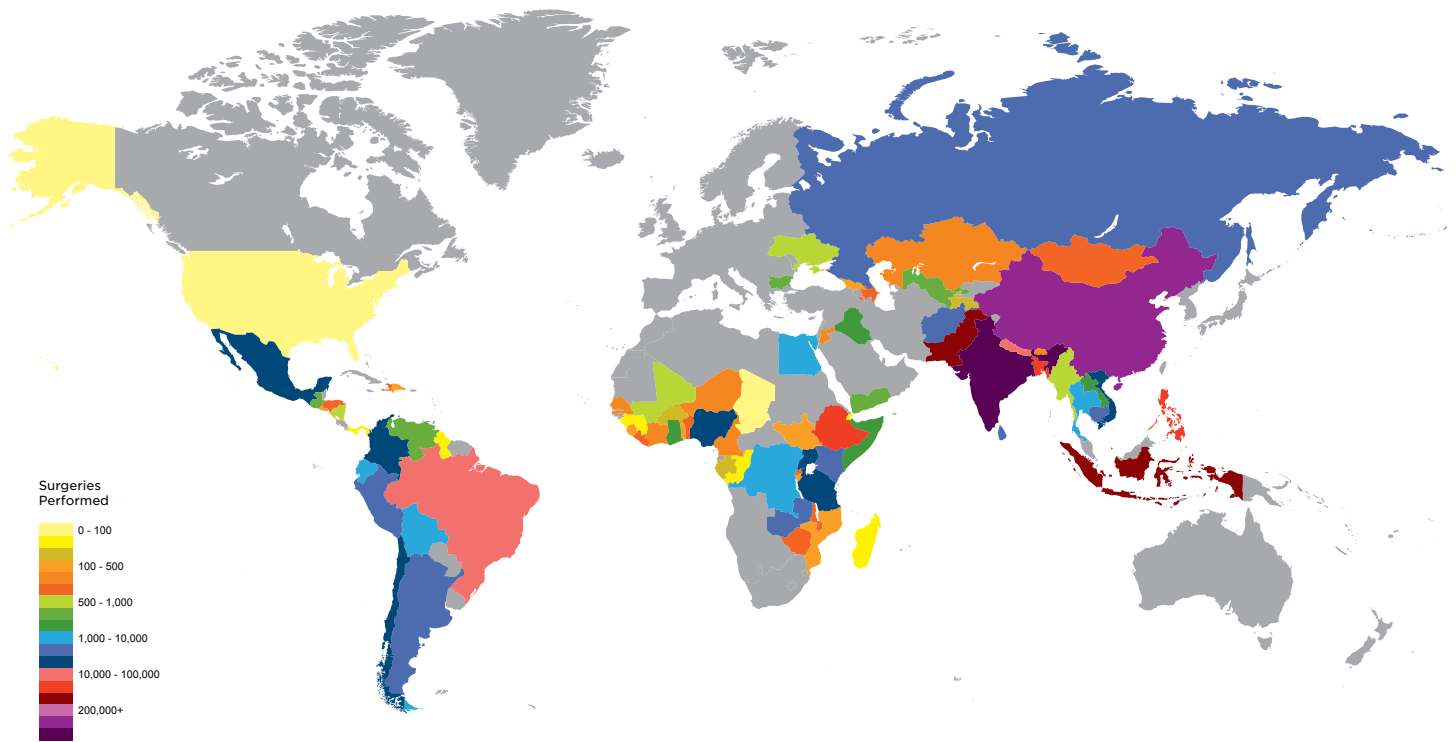
Liabilities

Grants and Contracts Payable	\$5,240,947
Accounts Payable and Accrued Expenses	2,593,935
Total Liabilities	7,834,882

Net Assets

Unrestricted	224,439,568
Temporarily Restricted	832,158
Total Net Assets	225,271,726
Total Liabilities and Net Assets	\$233,106,608

SMILE TRAIN. SHOWING THE WORLD THE TRUE POWER OF A SMILE AROUND THE GLOBE.



SMILE TRAIN BOARD OF DIRECTORS

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Susannah Schaefer

Executive Vice Chair & Chief Executive Officer, Smile Train

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Dr. APJ Abdul Kalam



A SIMPLE \$250 SURGERY.

Cleft lip or palate can be reversed with a simple surgery that can take as little as 45 minutes—one that is extremely safe and has been available for decades.

Moments after the surgery you see the results—the child looking in the mirror at a new face, the parents crying with joy, knowing their child's fate has been transformed.

The surgery can cost as little as \$250, paid for by the contributions of caring people like yourself who make the work of Smile Train possible.

To find out more, please visit smiletrain.org



SmileTrain

Changing the World One Smile at a Time

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Smile Train Updates on:



This Annual Report is short, sweet and cheap! We much prefer to spend money on helping children than producing fancy annual reports.

Smile Train is a 501(c)(3) nonprofit recognized by the IRS, and all donations to Smile Train are tax-deductible in accordance with IRS regulations. © 2014 Smile Train.