

PEOPLE



**LOOKING
BACK AT
2018**



*help*alliance

OVERVIEW

104

young adults are currently being trained in Vietnam to work with children with autism.

Each of our projects is managed voluntarily by **EMPLOYEES** of the Lufthansa Group or Condor.

All project managers work on a **VOLUNTARY BASIS** and are regularly on site.

700

children will receive access to education through our iThemba Primary School project in Cape Town.

30

young people participated in vocational training in São Paulo, Brazil and immediately found a job.

100 %

Every cent you donate reaches its destination!

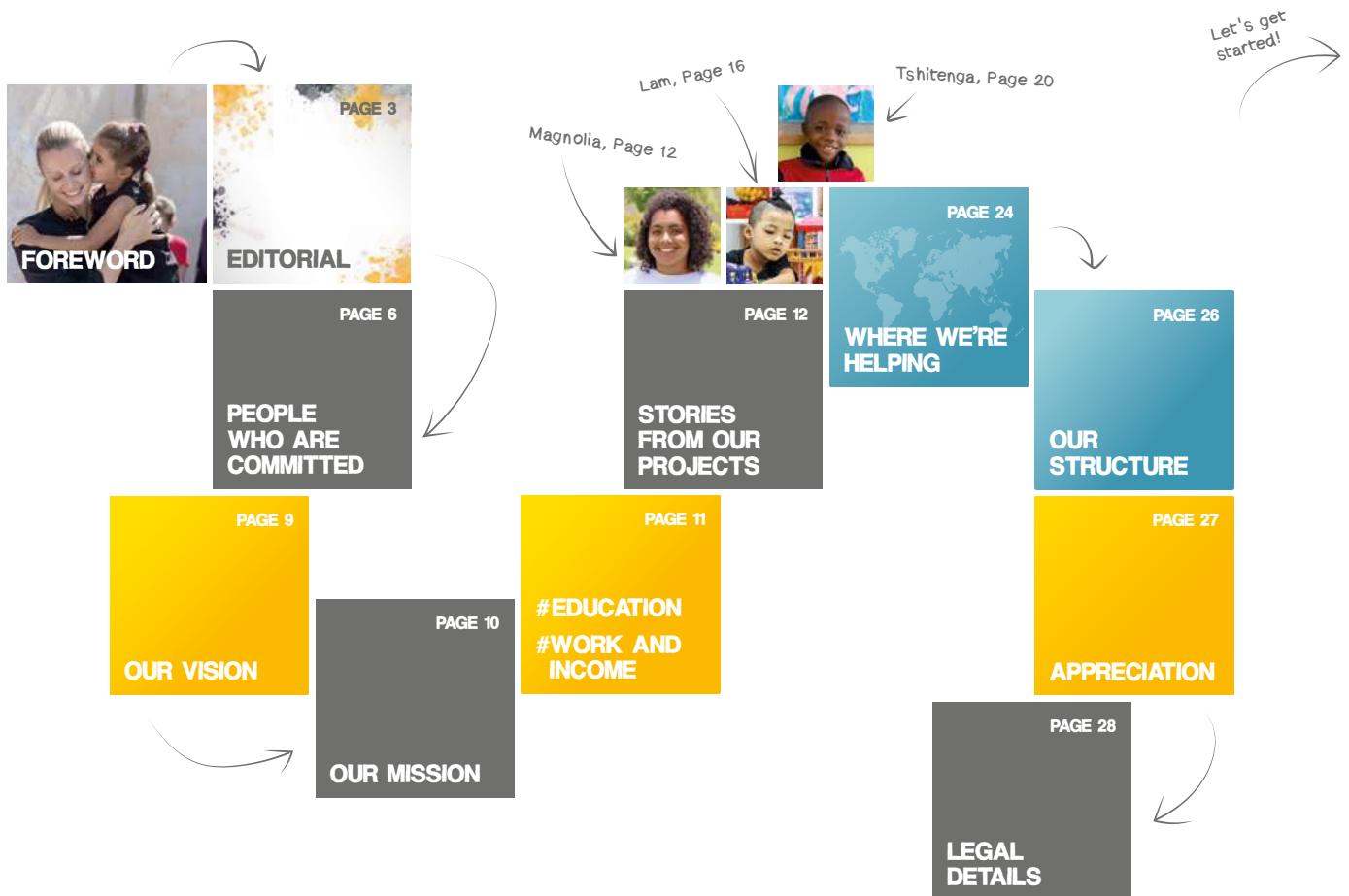
Around

23,000

disadvantaged people benefit either directly or indirectly from our support.


more info
on page 10.

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FOREWORD



Vivian Spohr,
Patroness of
help alliance

**DEAR READERS,
DEAR SUPPORTERS OF
THE HELP ALLIANCE,**

The help alliance has been working as a non-profit limited company for two years now. We have chosen to use this new corporate structure to place our aid organization on a more sustainable footing and to further optimize our operations. As a result, and thanks to the increased support of the Lufthansa Group, we were again able to do a lot of good in 2018, and we have particularly developed new ideas and expanded our project work. As patron of the help alliance, I cordially invite you to read about our work in the following pages and learn more about our aid organization. For example, did you know that each of our current 39 projects is managed by an employee of the Lufthansa Group?

Or that our project managers are regularly on site to ensure that 100 percent of your donation goes to the projects? Well, it's true. For almost 20 years, the help alliance has been active where help is most urgently needed. In 1999, 13 Lufthansa employees founded our aid organization and thus started a movement from among the workforce. This unique initiative has become a blessing for thousands of young people around the globe. Through the personal and voluntary commitment of Lufthansa Group employees, we have been able to offer children and young people prospects for the future. With our projects, we particularly promote education and vocational training, because these

are key to a self-determined and independent life.

A big thank you goes to all those who volunteer for this good cause or make donations to support the help alliance.

Please continue to support our work – we look forward to every contribution!

Yours truly,
Vivian Spohr

Andrea Pernkopf is one of the two managing directors



THE COURSE HAS BEEN SET

TWO YEARS AS A NON-PROFIT LIMITED LIABILITY COMPANY – TWO YEARS OF EVEN MORE TARGETED HELP

help alliance is the aid organization of the Lufthansa Group and its employees and has been supporting initiatives and aid projects that focus on education, work and income for the past two years. As the central pillar of social commitment, it forms part of the Group's overall corporate responsibility concept. Join us in taking a look back at our highlights from 2018 and discover some of the exciting projects that we support.

OUR WORK IS PROVING VERY SUCCESSFUL!

More and more colleagues are motivating each other to get involved in the help alliance and we want to continue to spread the word even more. In 2018, several cross-divisional charity initiatives were formed – we are delighted that the various departments are supporting us even more strongly and that our enthusiasm is spreading. On Volunteer Day, we were able to give something back to our colleagues and express how much we appreciate their volunteer work. We also want to give something back when we celebrate the 20th anniversary of the help alliance in September. We want to say thank you – to all those who put their

heart and soul into the good cause. In the future, the good cause will benefit even more from the skills of company's employees. The Executive Board of the Lufthansa Group has decided to support its social commitment even more strongly than ever before, especially at Lufthansa's larger locations. True to the motto "Giving young people a good start in life", help alliance will therefore increasingly promote projects in Germany in the future – a further example of the successful cooperation between help alliance and the Lufthansa Group.

Andrea Pernkopf Susanne Kotysch

Yours truly, Andrea Pernkopf and Susanne Kotysch

Susanne Kotysch is one of the two managing directors



OUR HIGHLIGHTS 2018



Kerstin Krowas, Fundraising:
"For our success, we depend on the support of our donors — online and offline."



NEW ONLINE FUNDRAISING TOOLS:
GIFT SHOP, FUNDRAISER TOOLS, FACEBOOK FUNDRAISERS

More on page 20



105
CHILDREN ENROLLED IN SCHOOL IN SOUTH AFRICA



Mona Adler, Project Portfolio Management: "We have clear guidelines and criteria on the basis of which we decide to sponsor a project."



39
PROJECTS

30
SUCCESSFULLY COMPLETED AP- PRENTICESHIPS IN BRAZIL

More on page 12



Katharina Jeschke, Strategy:
"Our aim is to awaken the enthusiasm that lies within us and our volunteers in other people as well."



STRATEGIC FOCUS
ON TARGET GROUP-ORIENTED COMMUNICATION AND FUNDRAISING

Birgit Kleff, Donor Support:
"All Lufthansa Group employees have the opportunity to submit their projects as project managers and have them sponsored."



**DONATION
PILLARS
AT FRANKFURT
AIRPORT**

**CLOSE COOPE-
RATION WITH
FRAPORT**



Lorena Eisentraud, Cooperation Partnerships: "While serving the good cause, we are not alone — our co-operation partners fully support us."



**PAYROLL-
GIVING**
PARTICIPANTS
HAVE TRIPLED

**REGULAR
FUNDRAISING
ACTIVITIES**
HOSTED BY
EMPLOYEES AND
COMPANIES

**FROM 0 TO
€ 70,000:
THE ONEBOARD
COLLECTONS FROM
EDELWEISS AIR**



**VOLUN-
TEER DAY
LUFTHANSA
GROUP**

Marleen Kullmann, Finance:
"The Lufthansa Group's generous donation enables us to cover our administrative costs. So every cent you donate reaches its destination."



**REPRE-
SENTED
AT TOP
CUSTOMER
EVENTS**

Sabrina Chaudhry, Communications: "With emotional stories directly from the projects, we create trust in our work and arouse enthusiasm."

**AROUND
2.2
MILLION EUROS IN
PROJECT FUNDING**

HELP ALLIANCE IS SPECIAL FOR ME BECAUSE ...

RAIKO MORALES

... IT CREATES PERSPECTIVES AND BRINGS HELP INTO THE WORLD. IT MANAGES TO MAKE THE DREAMS OF CHILDREN AND ADOLESCENTS COME TRUE.



← Raiko Morales, help alliance Project Manager in Brazil Sao Lorenzo, Occupational Safety Lufthansa



I CAN MAKE A BIG DIFFERENCE IN THIS REGION OF THE WORLD WITH THE SPORT I LOVE, BOXING.



Anne Czirwitzky,
Donor, Key Account
Management, Lufthansa

ANNE CZIRWITZKY

... IT IS SIMPLY A WON-
DERFUL AND NECES-
SARY THING TO GIVE
DISADVANTAGED
CHILDREN AN OPPORTU-
NITY FOR THE FUTURE.

More committed
people here!

Benjamin Fischer,
help alliance Project Manager
in Pattaya, Thailand, Pilot with
Lufthansa CityLine



BENJAMIN FISCHER

... IT GIVES US
LUFTHANSA EMPLOYEES
THE CHANCE TO DO
GOOD IN THE WORLD
AND HELP PEOPLE
OVER THE LONG TERM.

Inga Holtmann,
contact-person for help alliance
in Hamburg, Product Management
at Lufthansa Technik

INGA HOLTSMANN

... IT MAKES PEOPLE SHINE AND IS ALSO COMMITTED TO LOCAL PROJECTS. HELPING BEGINS RIGHT AT YOUR OWN DOORSTEP.



MICKEY LEDERER

... EVEN SMALL PROJECTS HAVE OPPORTUNITIES WITH THE ORGANIZATION AND DISADVANTAGED PEOPLE HAVE A BIG ALLIANCE AT THEIR SIDE.



JAN WEGNER

... EVERY EMPLOYEE GETS THE OPPORTUNITY TO CONTRIBUTE ACCORDING TO HIS OR HER OWN INTERESTS AND AVAILABILITY.



Jan Wegner,
Mobile Engine Services,
Lufthansa Technik

Mickey Lederer,
help alliance Project Manager at
Safe House in South Africa, Purser
at Lufthansa

“TOGETHER WITH OUR EMPLOYEES, THEIR DIVERSE SKILL-SETS AND THE COLLECTIVE STRENGTH OF THE LUFTHANSA GROUP, WE CREATE PERSPECTIVES FOR PEOPLE AROUND THE WORLD TO ENABLE THEM TO LEAD SELF-DETERMINED AND INDEPENDENT LIVES.”

THIS IS HOW WE DO IT

OUR WORLDWIDE PROJECTS DIRECTLY AND INDIRECTLY ENABLE 23,000 PEOPLE TO LEAD DIGNIFIED, SELF-DETERMINED LIVES.

SUCCESS THROUGH TRANSPARENCY AND TRUST

Each project is managed by an employee of the Lufthansa Group or Condor. Our colleagues, who work on a voluntary basis, form the bridge between us and the local partner organization. The local partners have many years of experience in development aid and know the needs of the people. The success of our projects is based on frequent project visits and cooperation at eye level. This creates transparency and trust and leads to success.

EDUCATION CREATES OPPORTUNITIES FOR THE FUTURE

Access to educational institutions and qualified instruction offers children and young people a perspective. This approach is one of the primary focuses of our work. In addition, we support projects that provide young people with a good education and help them generate their own income or set up their own business.

SUSTAINABLE SUPPORT

Global challenges can only be solved together, and the Agenda 2030 expresses the international community's conviction to do so. The cornerstone of the agenda is

a catalogue with 17 goals for sustainable development, to which our projects are oriented with varying intensity and character. The same applies to the ten principles of the UN Global Compact. The combination of employee commitment and the involvement of the local community helps our projects to achieve their full potential and the goal of helping people to help themselves. In order to meet the challenges of development aid even more effectively, we have worked with our partners on remaining in line with the sustainability criteria.

↙ #EDUCATION

4 HIGH QUALITY EDUCATION



Education is a human right and the key to a successful, healthy and self-determined life. It enables people to improve their political, social, cultural and economic situation. Every child has the right to a school education and everyone has the right to satisfy their

basic learning needs — throughout their entire life. All our educational projects are oriented towards the sustainable development Goal 4: Quality Education.

#WORK AND INCOME

A good education is the prerequisite for a successful professional life and helps one to generate one's own income. In addition, based on the sustainable development Goal 8: Decent Work and Economic Growth – we support young people with professional

development opportunities, targeted training or micro-credits so that they can develop a business idea or set up and expand their own company.

8 DIGNIFIED WORK AND ECONOMIC GROWTH





← This is Magnolia from Guarulhos, Brazil.



A REASON TO GET UP IN THE MORNING

#work & income

MAGNOLIA SUCCESSFULLY COMPLETED HER APPRENTICESHIP AS BAKER AND CONFECTIONER IN THE PROJECT “BROADENING HORIZONS” IN GUARULHOS, BRAZIL. THROUGH THE PROJECT, SHE NOW HAS A RENEWED PERSPECTIVE ON LIFE.

Magnolia had no drive – she had no motivation to get up in the morning because she had no job, no work and no expectations; no plans, no dreams, no prospects. She never got out of bed before noon. What’s the point? After finishing school, Magnolia had looked for a job for several years but to no avail. This is not uncommon in the megacity of Guarulhos, which directly borders São Paulo. Together with her 61-year-old grandmother, the now 20-year-old lived in a 1-room apartment, which she could hardly fi-

nance without a fixed income. Since she always liked to bake, she tried to earn some extra money by baking and selling birthday cakes. In the beginning, it was a bit tricky though: “The first cake was really a disaster, but I got better over time,” she recounts with a smile on her face. On average, she was able to contribute 70 euros a month to the household by selling cakes. “At the time, cooking and baking was just one way to support my family. I would never have believed that the help alliance project would give

me the opportunity to make it part of my profession and that it would become my passion,” she continues. As a child, she dreamed of becoming a dentist. In Brazil, which is marked by inequality, this wish is often only fulfilled for those who can afford it, and Magnolia is not one of them.



A WIDE RANGE OF TRAINING

Everything changed for Magnolia when, one day, her sister told her about the advertisement that featured the project. Immediately, she realized: that's where I belong. "Broadening Horizons", as the program is called, not only enables 30 disadvantaged young people aged between 17 and 22 from communities around São Paulo Airport (GRU) to train as bakers or confectioners and thus open opportunities in the labor market; it also gives employees of the Lufthansa Group's local affiliates an opportunity to contribute their know-how and skills as mentors of apprentices.

The courses in the project range from the basics of management, law, communication, entrepreneurship and nutrition to practical modules on hygiene, work safety, handling appliances, reading recipes and cooking. The apprenticeship is successfully completed after half a year.

As there are many catering companies, hotels, hospitals and supermarket chains in the region, there is a high demand for labor in this sector.

LSG Sky Chefs provided the ingredients for the practical training – help alliance not only supported the project by providing funding for a kitchen and kitchen appliances worth around 20,000 euros, but also covered the costs of transporting the students to school, along with the teachers' salaries. "The fact that the project also covered the cost of the bus to work made it possible for me to participate in the first place. Otherwise, I wouldn't have been able to afford it," says the young woman.

SHE'S THE PRIDE OF HER FAMILY

"Many young people in the region around São Paulo lack the most necessary resources. This closes doors before they can even open," explains Mariam Meletti, who, as project manager, is the link between the help alliance and the project. The Brazilian has been part of Lufthansa for nine years and is responsible for marketing at the São Paulo airport. "For me, it is of the utmost importance to see that my employer and I share the same values. What I saw in this project in collaboration with help alliance and our local man-

Mmmm, yummy :)



The first-year apprentices together with help alliance project manager Mariam Meletti

agement was a real interest in changing people's future in a sustainable way. That makes me very proud of my work at Lufthansa and motivates me a lot," she continues.

Magnolia graduated fourth in her class: "My grandmother was so proud during the graduation ceremony. She had never imagined that one of us would ever get the chance to complete a proper apprenticeship. The young woman has big plans for the future: "I want to gain more experience and save up my salary so that I can get married soon. I can also imagine

myself becoming self-employed at some point." With the training offered in the help alliance project, discipline and motivation also found their way into Magnolia's life: "I'm happy and grateful to finally have something worth getting up for in the morning."

#education

A TEACHER FOR LAM

THE HELP ALLIANCE PROJECT SAIGON CHILDREN'S CHARITY HAS BEEN WORKING FOR MANY YEARS TO IMPROVE THE EDUCATION OF CHILDREN WITH SPECIAL NEEDS. THE VIETNAMESE MINISTRY OF CULTURE HAS NOW OFFICIALLY INCLUDED PART OF THE PROGRAM IN ITS CURRICULA.

When Thanh Tong first met little Lam, the 3-year-old couldn't make any noises, nor could he understand when someone spoke to him. He didn't react to the sound of his name, and it was very difficult for him to make eye contact. Due to his disability, Lam is a special case in Vietnamese society. The usual treatment of this group of people, which, depending on the source and definition of the disability, affects between ten to

20 million people in the Southeast Asian country, has long been to provide dignified care and support. For the social workers, the fact that it was possible to improve the situation of the children through targeted, coordinated measures was almost beyond imaginable. But not for Thanh Tong. The 26-year-old has been working at the "Center for Rehabilitation and Education for Disabled Children" in Khanh Hoa, about ten

hours by car from Ho Chi Minh City, since 2013. That's where he met Lam two years ago. "In the beginning, it was hard for both of us. Despite my university degree and three years of professional experience, I lacked the right training to properly look after him," he explains.



↙
This is Lam from
Khan Hoa, Vietnam



CONTINUING EDUCATION FOR TEACHERS

In 2016, Thanh Tong took part in a continuing education course on the early detection of autism in children in Khanh Hoa. The program is part of the cooperation between help alliance and Saigon Children's Charity, which aims to educate teachers and improve

the lives of children with disabilities in Vietnam. "During the training period, I learned many intervention techniques for children with disabilities and realized how important it is to work closely with parents," he explains. The teacher was able to put what he had learnt into practice and continue working with Lam and his mother.

"Providing teachers who work with people with disabilities with intensive training is essential. My experiences have shown that there is a great need here," says Dominik Kopp, Lufthansa A340 pilot and help alliance project manager, explaining the program's approach.

“At the beginning of the project, I spoke to the head of a school for autistic children. He told me about a child who rolled from the gates of the school into the school building every day without anyone being allowed to touch him; another child bit the teachers. But they didn’t understand why the children exhibited such behaviors and they didn’t know how to deal with them.” For many years, he has been volunteering for help alliance in Vietnam and has recognized that especially children with disabilities need a strong voice. “Almost every fifth child in our kindergartens had a disability. Unfortunately, the reality is that these children were often socially and privately isolated and led miserable lives.” In addition to providing continuing education, the program has improved standardized procedures for early detection and developed curricula and therapy plans for the disabled.

“If you recognize a hearing impairment very early and treat it properly, that child will grow up perfectly normal – the longer you ignore it, the more dramatic the circumstances become,” says Dominik Kopp.

PART OF THE VIETNAMESE CURRICULUM

In 2016, Kopp and his local partners in Ho Chi Minh City tested the needs of children with special needs in twelve schools. The results showed that teachers encountered many difficulties when applying the old curriculum. “That’s why we helped Ho Chi Minh City’s Department of Education and Training drive our curriculum forward. Before 2016, only 4.2 percent of schools for special needs used this new curriculum; by 2018, that figure had risen to 91.2 percent.” Two years have passed since Thanh Tong and Lam first looked each other in the eye. Lam can now communicate, and he’s a bright kid. “It makes me so happy to see how he’s developed. Lam sometimes even drives his mother crazy with his many questions,” he says with a smile.

“These are exactly the experiences that make me love my work and the children. I hope to expand my knowledge even further so that I can help as many children with disabilities as possible.”



Thanh Tong is a dedicated teacher



For many years, Dominik Kopp has been volunteering for help alliance in Vietnam

SEEK AND YOU SHALL FIND

#education

TSHITENGA ATTENDED ITHEMBA PRE-SCHOOL AND IS NOW IN THE SECOND CLASS OF ITHEMBA PRIMARY SCHOOL. THE HELP ALLIANCE PROJECTS IN CAPRICORN, A TOWNSHIP NEAR CAPE TOWN, OFFER A TOTAL OF 290 CHILDREN THE CHANCE TO FIND A WAY OUT.

She found him. After days of asking around and driving through town, luck was on Veronika Nicholas' side when she finally saw Tshitenga sitting on the street in the township of Vrygrond. Veronika, director of the iThemba Pre-School, had not seen the boy for over a year ... ever since the day the youngest of six siblings left preschool and spent his days playing in front of his grandmother's hut in the streets of a crime and poverty-ridden township.

At the age of six, the boy with the big smile was too old for preschool and he couldn't be enrolled at the elementary school because it was too full. Veronika had made it her goal to find Tshitenga as soon as the situation changed. This was the case at the beginning of 2018 – the iThemba Primary School opened its doors. Among the students: Tshitenga.

ITHEMBA CLOSES THE GAP

105 children have been studying at iThemba Primary School since 2018, and by 2019, that number will have risen to 210. Once all construction phases have been completed over the next few years, the primary school will offer space for 700 girls and boys. And this is desperately needed, because more than 2,000 children still live without attending school in the socially and economically disadvantaged suburb of the South African tourist-city.



This is Tshitenga
from Cape Town,
South Africa.

iThemba and help alliance are countering this development with the existing preschool and the new primary school. The foundation for this is already being laid in the preschool, where around 85 children between the ages of three and six are being looked after. In addition to qualified English lessons, the teachers there teach social skills that often fall by the wayside in the maelstrom of poverty and violence. The basis for successful learning, in addition to the wide range of learning and recreational opportunities, is good supervision and daily healthy meals. The close cooperation with the families and the local community creates trust and acceptance.



The new primary school also works in line with this successful approach.

TSHITENGA CAN TAP INTO HIS POTENTIAL

“We were convinced that it was necessary to continue offering qualified education to the children and their families even after preschool in order to maintain and develop the level of education. That’s why we started building this primary school,” says Susanne French, help alliance project manager and Lufthansa purser. help alliance is bearing the construction costs for the first phase of the primary school, which amounts to more than one million euros. It is the largest project the aid organization has ever undertaken. Over the last few years,



← Tshitenga has a lot of fun at school

→ Susanne French and Vivian Spohr at the opening of the iThemba Primary School

Susanne French has worked tirelessly to get this project off the ground ... with much success. After years of negotiations, the school authorities were convinced to cooperate with help alliance and therefore bought the property so that the construction of the school could begin. The Western Cape Department of Education also assumes the costs for the day-to-day operations. But there’s more: “When the school is finished, a community college for the whole family is to be set up, because we intend to continue taking a holistic approach,” explains Christian Haude, Lufthansa Technik employee and also project manager of the iThemba schools.

Adolescents are particularly at risk, as gang crime, drugs and alcohol are unfortunately the norm. “We are aware that this is an ambitious goal and that we still need a lot of donations for it.” Tshitenga flourished in primary school and has developed into a true jack-of-all-trades:

“Football, chess, reading, mathematics, action films – the boy has a thousand interests and was even the best in his class in first grade,” Veronika is pleased to say. “The fact that I found him was the greatest thing that could have happened.”



Where we're helping

39
PROJECTS
WORLDWIDE

**HELP
NOW!**

www.helpalliance.org

8 DIGNIFIED WORK
AND ECONOMIC
GROWTH



**#WORK AND
INCOME**

**6x
EUROPE**

help



HELP

**6x
AMERICA**



HELP



help



15 x
AFRICA



help

12 x
ASIA

help



HELP

#EDUCATION

4 HIGH-QUALITY
EDUCATION



THE STRUCTURE OF THE ORGANIZATION



Andrea Pernkopf
Managing Director



Susanne Kotysch
Managing Director



Lorena Eisentraud
Assistant



Mona Adler
Project Portfolio
Management



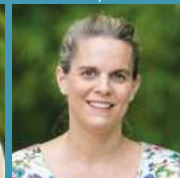
Marileen Kullmann
Finances



Birgit Kleff
Donor Support



Katharina Jeschke
Strategy



Kerstin Krowas
Fundraising



Sabrina Chaudhry
Communications

THANKS

Whether
you ...



... or whether you think of help alliance on other occasions and support us in other ways: we would like to say **THANK YOU!** Only with your help can we continue to enable disadvantaged people in our projects to lead self-determined lives in the future.

LEGAL DETAILS

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You can also donate in one of the following ways:

- Donate your miles at www.miles-and-more.com
- For selected projects at betterplace.org
(helpalliance.betterplace.org)
- As well as all other ways listed out on our website
at www.helpalliance.org/Spenden/?lang=en

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(via Corporate and Group Companies/help alliance)


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help alliance
**ON FACE-
BOOK**


... OR ON
INSTAGRAM:
help_alliance

Thanks for
your support!

*help*alliance

**CLOSER
TO THE
WORLD.
CLOSER
TO ITS
PEOPLE.**

FACTS

**LOOKING
BACK AT
2018**

*help*alliance

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5%

increase in donations in 2018
compared to 2017.

PAGE 11

86%

of topic-related expen-
diture was invested in
education worldwide.

PAGE 6

€30,000

generous single donation.

PAGE 8

€150,000

was collected via Condor's
OnBoardCollection.

PAGE 10

**OVER
€2M**

of the expenditures went to the projects.

PAGE 8

€98,619

has been raised through
salary donations since the
introduction of the Payroll
Giving campaign.

2018 ANNUAL REPORT

THE ANNUAL REPORT OF THE GGMBH CONSISTS OF THE BALANCE SHEET, PROFIT AND LOSS STATEMENT, FIXED ASSET ANALYSIS, PROVISIONS ANALYSIS AND AN APPENDIX.

It is based on the general commercial regulations for accounting in accordance with sections 238 to 263 HGB and the regulations for micro-corporations in accordance with section 267a (1) HGB. The accounting and valuation methods applied comply with the regulations of the Institut der Wirtschaftsprüfer (IDW) RS HFA 21 and the regulations of the German Commercial Code (§§ 238 to 263 HGB).

The classification scheme of the nature of expense method is applied to the profit and loss statement. The annual reports of the gGmbH, including the accounting, are audited on a professional basis by the auditing company PricewaterhouseCoopers GmbH, as elected by the general assembly.

The annual report for 2018 was thus audited accordingly. help alliance gGmbH received an unqualified audit opinion.

TRANSPARENCY AND COMPARABILITY

The gGmbH is committed to providing the greatest possible financial transparency for its donors as well as for the organization itself. Transparency for the donors creates trust and enables us to continue doing good for our projects in the future. For us as an organization, transparency means a reflection of our goals and performance, enabling us to guarantee an open learning culture and thus an ever higher quality of our services for our projects.

The preparation of the figures according to HGB standards and their explanations in this report contribute to a high degree of transparency and comprehensibility with respect to the financial situation of help alliance gGmbH. The tabular presentation of the figures includes a comparison with the previous year and allows conclusions to be drawn on the development of the financial situation.

The figures were always rounded up or down to the nearest full euro. Below is the data for the 2018 financial statements:

a lot of figures here :)

BALANCE SHEET

ASSETS:

Compared with the previous year, our fixed assets were reduced by a depreciation of €2,118. At the same time, however, fixed assets increased by €7,227 due to the addition of donation pillars. Our donation pillars can be found at many airports, as well as at other designated locations.

Current assets include the bank balance as of December 31st, 2018 in the amount of €506,755, as well as existing receivables from affiliated companies in the amount of €299,743 and third parties in the amount of €74,721. Receivables include donations not yet received, although they

were known to the help alliance gGmbH in the form of fixed donation commitments when the 2018 Annual Report was prepared.

	31.12.2018 €	31.12.2017 €
A. Fixed Assets		
Intangible assets	1	1
Tangible assets	7,729	2,270
	7,730	2,271
B. Current Assets		
Receivables and other assets	74,721	27,529
Receivables from affiliated companies	299,743	193,590
Bank balances	506,755	632,484
	881,219	853,603
Balance sum	888,949	855,873

A big increase!



FIXED ASSETS ANALYSIS	Purchase and Production Costs					Accumulated Depreciation					Carrying Value	
	Carried forward 01.01.18	Inflow	Outflow	Rebooking	Status 31.12.18	Carried forward 01.01.18	Inflow	Outflow	Rebooking	Status 31.12.18	Status 31.12.18	Status 31.12.17
I. Intangible Assets												
1. Concessions, property rights and similar rights and assets, and licenses for such rights and assets	1	-	-	-	1	0	-	-	-	0	1	1
Intangible Assets	1	0	0	0	1	0	0	0	0	0	1	1
II. Tangible Assets												
2. Misc. assets, factory and office equipment	2,619	7,227	-	-	9,847	350	1,768	-	-	2,118	7,729	2,270
Tangible Assets	2,619	7,227	0	0	9,847	350	1,768	0	0	2,118	7,729	2,270
TOTAL Fixed Assets	2,620	7,227	0	0	9,848	350	1,768	0	0	2,118	7,730	2,271

LIABILITIES:

As a gGmbH, the help alliance, like a non-charitable GmbH, must maintain a subscribed capital of €25,000 for liability reasons. This share capital is not financed by donations, but was provided by Lufthansa Commercial Holding as a shareholder of help alliance gGmbH.

If our donations, whether general, focus-bound or regionally bound, have not yet been used up, they are shown on the liabilities side of the balance sheet. They can be found in the special item „Unused Donations“. This item amounted to €518,304 at the end of the finan-

cial year. These donations enable us to finance our projects and ensure their continuation at the beginning of a new year.

	31.12.2018 €	31.12.2017 €
A. Equity		
Subscribed Capital	25,000	25,000
Net Profit/Loss for the Year	0	0
	25,000	25,000
B. Special Item		
Unused Donations	518,304	494,190
	518,304	494,190
C. Provisions		
Misc. provisions	103,439	212,044
	103,439	212,044
D. Accounts Payable		
Accounts payable to third parties (supplies & services)	75,947	1,062
Accounts payable to affiliated companies	106,903	80,151
Other payables	0	15,912
Other payables (projects)	59,356	27,515
	242,206	124,640
Balance Total	888,949	855,873

CHANGES IN PROVISIONS

	01.01.18	Used	Reversed	Acquisitions/Rebookings/ Allocations	Allocation	Accrued interest	31.12.18	Of which to affiliated companies
Misc. provisions	€	€	€	€	€	€	€	€
Holidays and flexitime credits	0	-	-	-	18,870	-	18,870	-
Other purposes < 1 year	0	-	-	-	5,000	-	5,000	-
Outstanding supplier invoices	212,044	123,139	23,741	-	14,405	-	79,569	52,694
Misc. provisions	212,044	123,139	23,741	0	38,275	0	103,439	52,694

PROVISIONS

Last year, help alliance gGmbH was able to use €123,139 of its provisions, since the anticipated business transactions took place. €23,741 of the provisions allocated last year was reversed. In 2018, €38,275 was allocated to provisions, which still left €103,439 in other provisions at the end of the year. These consist of commitments that are still to be expected from our business activities.

ACCOUNTS PAYABLE

The accounts payable consist mostly of project disbursements not yet settled in 2018, which will be settled directly in the following year in agreement with the projects. In addition, there are accounts payable from project-related donations for which we have an obligation to our donors to spend them according to their wishes, and from deliveries and services rendered in 2018 but for which no invoice has yet been issued.

PROFIT & LOSS STATEMENT

In 2018, we raised a total of €2,722,654. In the previous year, revenues amounted to €2,585,387. This increase in donations compared to the previous year thus equates to five percent.

As a non-profit GmbH, we are funded by donations from private individuals, but also by contributions from companies, foundations and other donors.

LOYAL PERMANENT DONORS

Private individuals can donate to us directly by depositing funds into our account, by placing a standing order or by direct debit. In 2018, our donors were once again an important source for our work. Thanks to the loyalty of our permanent donors, along with numerous single donations, we were able to generate revenues amounting to €421,282 in this area. We are very grateful for this and appreciate that so many people place their trust in us through their donations and thus support our projects.

We would like to particularly mention a generous single donation of €30,000 made by the married couple Karl-Heinz and Sigrid Frenzen.

DONATE VIA OUR HOMEPAGE

Since December 2018, after a few months of restructuring, we now offer again the possibility to donate online via our homepage again. Now you can make permanent or one-off donations even more quickly and easily using the payment method of your choice. In keeping with the season, we also introduced an online gift shop where you have the opportunity not only to help people in need, but also to surprise your loved ones by doing good in their name. In return, you will receive a certificate of appreciation. Another new feature in 2018 is the possibility to donate via Facebook. You also still have the possibility to make a donation via betterplace.org, which allows you to easily select our organization and make donations for specific projects. With the option of being able to donate

online, a total of around €30.000 was raised for the rest of 2018. However, you also have a variety of other options through which you can send us a donation. For example, you can put the leftover money from your holiday either into one of our numerous donation pillars at the airports or donate comfortably on board Lufthansa long-haul flights or when flying with one of our partner airlines – thanks to our so-called OnBoardCollection. Through this option, €421,002 could be collected in 2018.

PROFIT AND LOSS STATEMENT IN €

2018

Donations received during the financial year	2,722,654
Donations from private individuals including online donations	449,387
Donations from the OnBoardCollection and donation pillars	421,002
Donations from Payroll Giving	98,619
Donations via Donation Platform	3,430
Donations from companies	987,550
Donations from Lufthansa employee campaigns	102,051
Donations from charities	117,167
Donations from associations	5,286
Donations from special campaigns	538,162
+ Donations used from previous year	521,705
./. Unused donations in the current financial year	532,541
Earnings from used donations during the financial year	2,711,818
Other operating income	30,190
Wages and salaries	218,529
Social contributions	39,622
Depreciation of fixed assets	1,768
Disbursements for charitable projects	2,061,388
Other operating expenses	420,701
Earnings after taxes	0
Net profit/loss for the year	0

Donations up 5 percent

Thanks for the great support!

All values in euros

FLYING HIGH WITH EDELWEISS

We would particularly like to highlight our cooperation with the Swiss holiday airline Edelweiss Air, which belongs to the Lufthansa Group. The first full year of the OnBoard-Collection on board Edelweiss aircrafts is already a year full of achievement. The Edelweiss flight attendants were able to collect a total of €68,802 from the passengers on their flights. And to top it off, this extraordinary commitment of its flight crews was then rewarded by Edelweiss Air AG by doubling the donations collected on board, so that a total of 150,000 Swiss francs, the equivalent of €135,356, went to the help alliance. The funds collected on board Edelweiss were used to support two of the help alliance gGmbH's current projects, and the cooperation also made it possible to launch the Ocean Care project.

GREAT COMMITMENT AT CONDOR

Furthermore, we would like to point out our long-standing cooperation with ConTribute, Condor's fundraising initiative. Thanks to the great efforts of Condor's flight crews, a total of €134,000 in donations was collected along Condor's routes. Many thanks to all our colleagues in the cabin, who drew attention to our OnBoardCollection with their announcements and who have again done a great job in 2018!

THANK YOU FRAPORT AG

We would also like to thank Fraport AG, which makes it possible for you as a donor to deposit your small change in donation pillars at designated locations at Frankfurt Airport.

WITH JUST ONE CLICK: PAYROLL GIVING

The „Payroll Giving“ option implemented in 2017 made it possible for Lufthansa Group employees to donate part of their salary to help alliance projects in 2018. Altogether, this donation option is available to almost 70,000 Lufthansa Group employees. You can easily round up your salary to the desired amount or donate a certain amount of your salary directly to us with just one click. In 2018, a total of €98,619 could be collected in this way. In comparison, a total of €30,714 was received in the previous year. We would like to thank you for this tremendous increase in donations, which have tripled since 2017. In 2018, the employees of the Lufthansa Group once again demonstrated their voluntary commitment to the fundraising of the help alliance by putting forth new ideas. As a result, a total of €102,050 was collected in 2018.

THANK YOU LUFTHANSA GROUP

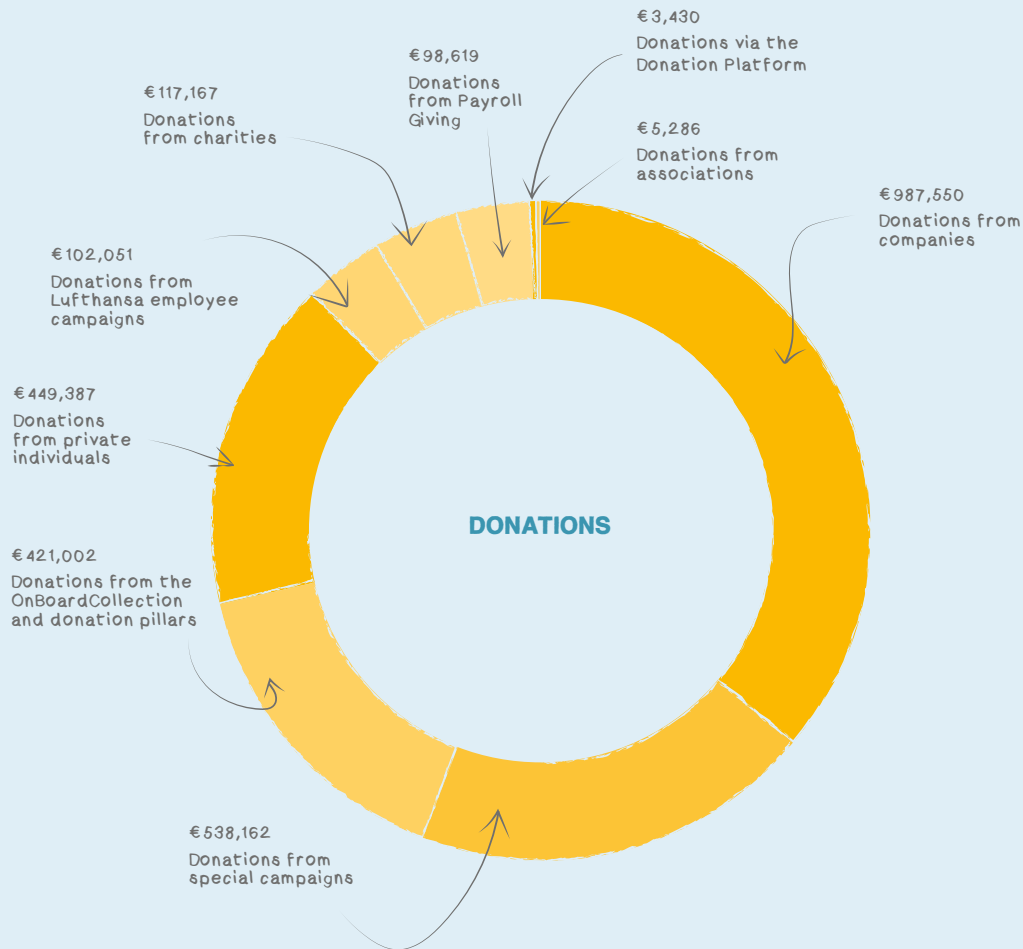
Among the company donations is the generous contribution from the Lufthansa Group, which enables us to cover administrative, public relations and fundraising costs amounting to 19 percent. We can therefore guarantee that every cent or euro you donate will flow directly into our projects.

RTL DONATION MARATHON

For the third time in a row, the help alliance took part in the RTL Donation Marathon (RTL Spendenmarathon) in November 2018. Thanks to the cooperation with the foundation RTL – Wir helfen Kindern e.V., €60,000 could be raised for the project „Education and Health for the Poorest“ in India and €57,000 was raised for the project „A New Life for Girls with Experience of Violence“ in Mexico. We were particularly able to present the project in Mexico to a broad audience on television.

MILES TO HELP

We received a particularly large donation from Mastercard Europe SA, whose contribution of €200,000 supported our projects in Thailand („Protection against Exploitation and Child Trafficking for Street Children“), South Africa („Future through Education for Township Children“) and Germany („Educational Support for Students“).



A large part of our revenue item „Donations from special campaigns“ comes from the „Miles to Help“ campaign of our long-standing partner Miles & More. At Miles & More, frequent flyers can not only exchange their accumulated miles for flights, upgrades and material rewards, but they can also donate to help alliance and thus to the good cause. Many Miles & More participants once again took advantage of this opportunity in 2018.

A BIG THANK YOU!

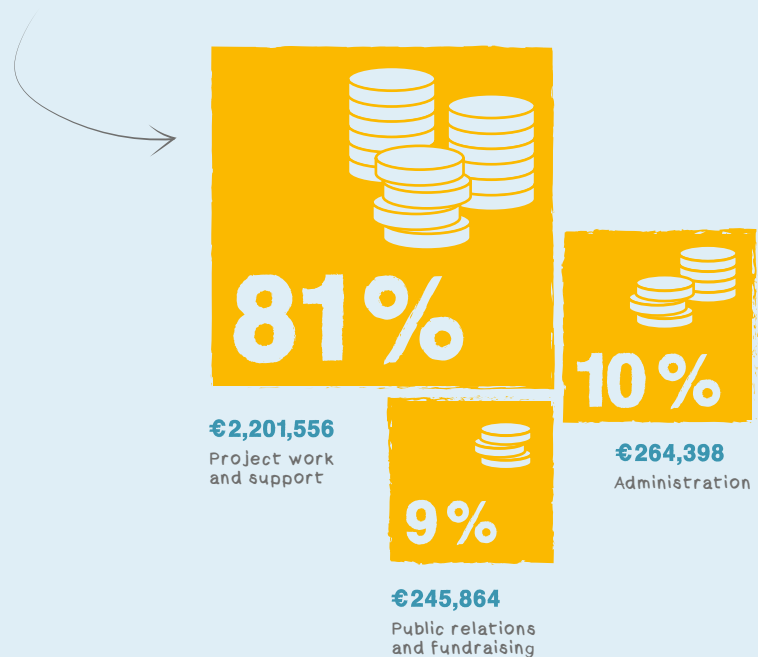
Once again this year, we would like to thank all our donors, sponsors and supporters. Only with your help can we support disadvantaged people worldwide in our projects in the future and enable them to lead self-determined lives. You make a significant contribution to this endeavor, as help alliance is supported exclusively by donations, since it has no financial resources of its own.

MANY THANKS TO ALL OUR VOLUNTEER COLLEAGUES

We would especially like to mention all our volunteer colleagues who support us as project Project Coordinators, mentors, volunteers or „friends of help alliance“. We know that this is by no means a given. In most cases, they sacrifice their precious free time to make a better life possible for strangers they may never have the chance to meet. Your motivation to do good is our incentive. Thank you to all of you, who are an essential part of our society!

Costs in €

COST BREAKDOWN	Project funding and support	Administration	Fundraising and Public Relations
Project funding	2,061,388	-	-
Personnel expenses	61,618	101,005	95,363
Misc. expenses	78,550	163,393	150,501
Total	2,201,556	264,398	245,864
In %	81 %	10 %	9 %



The expenses of help alliance gGmbH are basically divided into three areas. These include the expenses for project funding and project support, the administrative costs as well as the costs for fundraising and public relations. The costs and funding amounts were sometimes allocated proportionately to the various areas and cost items, as this enables a precise and thematically accurate presentation.

A total of €2,711,818 was spent in 2018. From this, €2,201,556 benefited our projects and project support. That's 81 percent of our total expenses. The administrative costs amounted to a total of €264,398. This includes, for example, the respective personnel costs for our administrative staff, as well as the costs of operating our accounting software. These costs represent 10 percent of our total expenses. The costs for fundraising and public relations in the amount of €245,864 include operating the

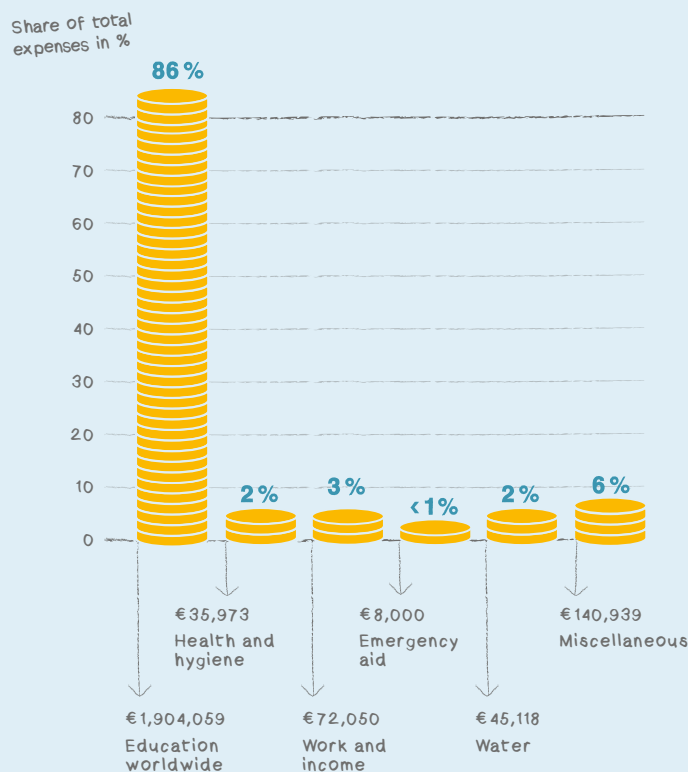
donor database both technically and administratively and are divided between personnel expenses and other expenses. It also includes communication services that we have taken advantage of, which is designed to attract even more attention and thus more donors. These costs represent 9 percent of total costs. All in all, this means that administrative costs, fundraising and public relations account for 19 percent of the total.

COMPARISON TO PREVIOUS YEAR

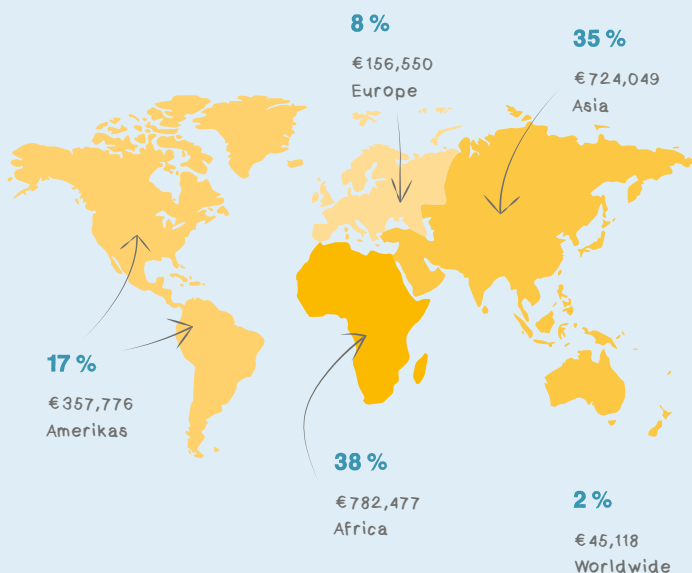
In the previous year, help alliance g GmbH had expenses totaling €2,659,819. Of this, €2,156,258 went directly into our projects and project management. Total expenses included administrative costs in the amount of €235,208. The costs for fundraising and public relations amounted to €268,353. The share of administrative costs last year was also 19 percent.

The additional costs of around €7,000 compared to the administrative costs and the costs for fundraising and public relations last year can mainly be attributed to the fact that we further expanded our fundraising and administration staff in 2018. However, these costs will be offset by lower operating expenses.

EXPENSES BY AREA OF FOCUS



EXPENSES BY REGION



FOCUS ON EDUCATION WORLDWIDE

The funding amounts for our projects can be presented by area of focus, as well as by region. The focus is on Africa and Asia. But also projects in regions such as Europe and Southern and Central America is supported by us. The presentation of the project funds by area of focus shows our clear focus on the area of „Education worldwide“. But also the areas „Work and income“, „Health and hygiene“ as well as „Water“ and „Emergency aid“ can be found in our project portfolio. The item „Miscellaneous“ contains project funds that are not attributable to these areas of focus. It also includes project management costs.

PROJECTS

EDUCATION

Destination: Bildungschancen, Germany	65,350
Stern des Südens, Germany	45,000
Offene Schule Köln, Germany	40,000
Street Smart, India	26,096
Catch up School, Jordan	25,354
Safe House, South Africa	30,000
Sunshine Project, India	148,858
Watoto, Kenya	28,750
iThemba Primary School, South Africa	313,191
iThemba Pre School, South Africa	50,000
Abeni, Benin	50,000
Kinder Paradise, Ghana	60,000
Leona, Senegal	100,000
Human Help Network, Thailand	98,112
Prana, India	60,000
Patenschaftskreis, India	200,000
Saigon Children's Charity, Vietnam	47,029
Rainforeststation, Indonesia	30,000
Happy Child Education, Kenya	48,374
Moinworld, Germany	6,200
Ziegenprojekt Mubuga, Rwanda	19,440
Jugendzentrum Sao Lorenzo, Brazil	7,000
Mädchenhaus Puebla, Mexico	326,704
Schule in Nepal, Nepal	72,600
AUM Yoga Shala, India	6,000

HEALTH

Freundeskreis Ostafrika, Kenya	6,000
Obizi, Nigeria	29,973

EMERGENCY AID

Emergency Aid for Mexiko and Puerto Rico	8,000
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WATER

Ocean Care, worldwide	45,118
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MISCELLANEOUS

Homes of Hope, Costa Rica	771
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EMPLOYMENT AND INCOME SUPPORT

Impact Week, Rwanda	5,000
Impact Week, Nigeria	15,000
Impact Week, Columbia	5,000
Broadening Horizons, Brazil	10,300
kommTOGOgehweiter, Togo	13,750
Projekt-E, Ethiopia	13,000
Impact Week, Guwahati	5,000
Impact Week, New Delhi	5,000

LEGAL DETAILS

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You can also donate in one of the following ways:

- Donate your miles at www.miles-and-more.com
- For selected projects at betterplace.org (helpalliance.betterplace.org)
- As well as all other ways listed out on our website at www.helpalliance.org/Spenden/?lang=en

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