

2012 Annual Report
Smile Train





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 2012 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 122,500 surgeries—bringing the total number of surgeries performed since we began to over 780,000.
- Smile Train surgeries now surpass the estimated new annual cleft births in 12 countries.
- We recognized important “Smilestones.” South Asia crossed 50,000 surgeries, Africa reached 10,000, Indonesia hit 8,000, Latin America reached 7,000, the Philippines surpassed 5,000 surgeries and Vietnam crossed 2,000 surgeries annually.
- Total support and revenue for the year exceeded \$174M, and we raised more than \$113M in fundraising contributions.
- 81.8% of our total expenses went to Programs Expenses.
- We now have more than 1,100 partners worldwide, and we have begun work in Chad, Gabon and Republic of Congo.

To continue our push to reinforce comprehensive care, we launched speech therapy and outreach pilots. We developed the first ever speech therapy manual in Mandarin for our Chinese partners. We also established regional training centers in China and India with speech therapists to deliver services to over 2,500 patients. In Tanzania, we began a program that incentivizes Smile Train Ambassadors to buy bus tickets for poor patients to help transport them to our partner hospitals. This program has doubled the number of patients treated in Tanzania for the same period year over year.

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
Chief Executive Officer





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.

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 780,000 free cleft surgeries in the past 13 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 of the most productive charities, dollar for deed, in the world.”

—The New York Times



1 goal

To Give Every Child Born with Cleft a Brighter Future



15%

Average Yearly Program Growth over the Last 5 Years



87

Countries



335+

Surgeries Everyday



1,100+

Partner Hospitals



2,200+

Partner Surgeons



122,500+

Surgeries This Year



780,000+

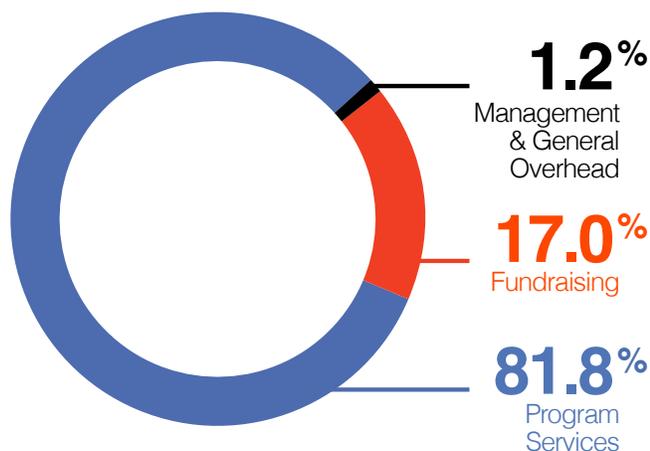
Free, Life-changing Cleft Surgeries in 13 Years

Combined Statement of Activities and Change in Net Assets

For the year ended June 30, 2012

	2012	2011
Support and Revenue	Total(\$)	Total(\$)
Contributions	113,825,537	126,069,203
Contributions in-kind	49,272,637	34,200,391
Investment Income	9,229,573	32,759,555
Other Income	2,657,468	831,628
Total Support and Revenue	\$174,985,215	\$193,860,777
Expenses		
Programs:		
Treatment/Training	100,483,656	89,397,889
Public Education	32,091,773	32,319,693
Administration and Overhead	1,911,078	2,371,937
Fundraising	27,637,799	29,206,454
Total Expenses	\$162,124,306	\$153,295,973
Change in Net Assets	12,860,909	40,564,804
Net Assets, Beginning of Year	184,009,872	134,601,638
Adjustments to Opening Net Assets	—	8,843,430
Net Assets/End of Year	\$196,870,781	\$184,009,872

Breakdown of Smile Train Spending in 2012

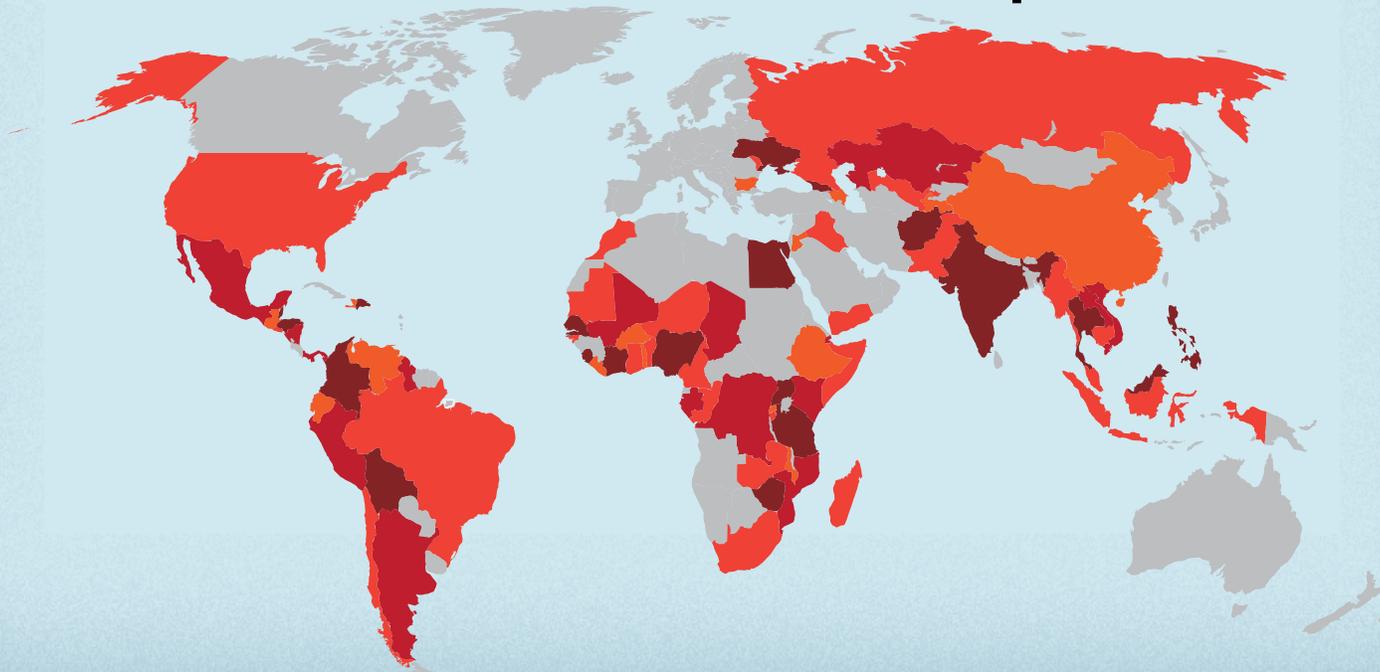


Combined Statement of Financial Position

June 30, 2012

	2012	2011
Assets	Total(\$)	Total(\$)
Cash and Cash Equivalents	28,007,654	26,695,436
Investments	175,425,931	164,343,727
Contributions Receivable	822,148	2,161,063
Prepaid and Other Assets	2,095,973	1,358,531
Furniture and Equipment, Net	152,588	257,176
Total Support and Revenue	\$206,504,294	\$194,815,933
Liabilities and Net Assets		
Liabilities		
Grants and Contracts Payable	6,707,101	5,632,531
Accounts Payable and Accrued Expenses	2,926,412	5,173,530
Total Liabilities	\$9,633,513	\$10,806,061
Net Assets		
Unrestricted	194,966,711	181,443,899
Temporarily Restricted	1,904,070	2,565,973
Total Net Assets	196,870,781	184,009,872
Total Liabilities and Net Assets	\$206,504,294	\$194,815,933

Countries where Smile Train has helped children.



Board of Directors

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Co-Founder & Chairman
Smile Train

Susannah Schaefer
Chief Executive Officer
Smile Train

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Executive Director
Charles B. Wang
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LLC

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Jane Kaczmarek
Howie Mandel
Reba McEntire
Bette Midler

Jimmy Pardo
General Colin Powell
Carly Simon
Hilary Swank
Robin Williams

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 www.SmileTrain.org



Contact Us

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SmileTrain
Changing The World One Smile At A Time.



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 Better Business Bureau Accredited Charity, which indicates a commitment to the 20 Standards for Charity Accountability. Smile Train meets all the Standards, which assess our organization's finances, governance and oversight, effectiveness measures, and fundraising and informational materials.



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. © 2013 Smile Train.