

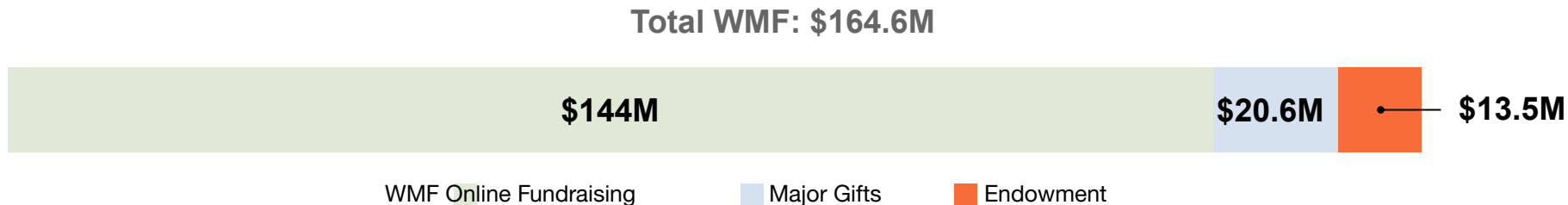
# Resourcing our organization and the movement

# Year-end FY2022 Financial Overview

We set an aggressive budget plan to grow our FY21-22 investment by 37% and increase our impact by resourcing specific Foundation and Movement priorities.

- We **grew our programmatic spend to 76%**, up +2% from the previous year.
- We grew overall **grant and affiliate funding grew by 92%** (\$9.1M) compared to the prior year.
- We made several **key infrastructure investments**, including in Wikidata and an additional data center.
- We developed and rolled out accounting processes for **software development** capitalization.
- We grew our revenue, and were able to **contribute \$22M** to our sustainability reserve.
- We carefully managed our budget and underspent our expenses budget by (-5%).

- Overall FY 2021-22 WMF Fundraising: **\$164.6M\***
  - Online Fundraising & Chapter Gifts: \$144M
  - Major Gifts: \$20.6M
  - Endowment: \$13.5M

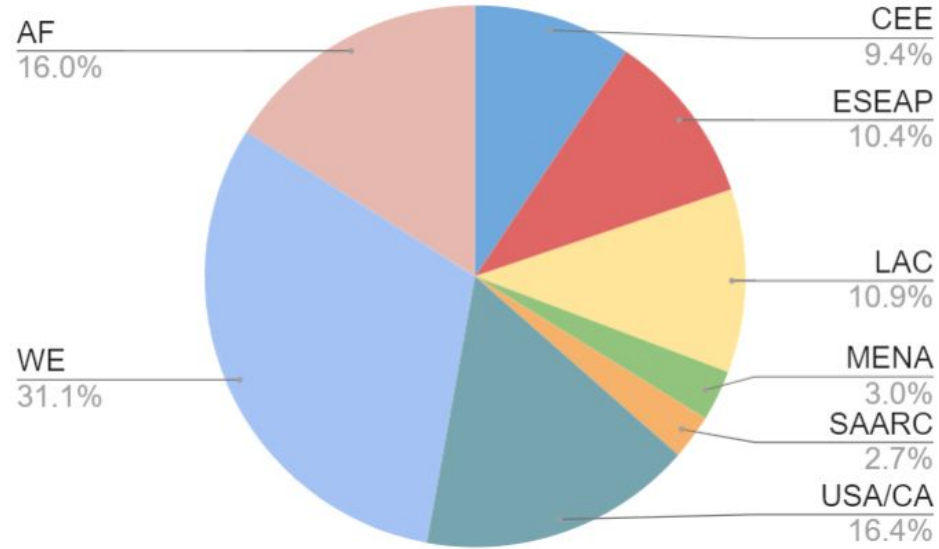
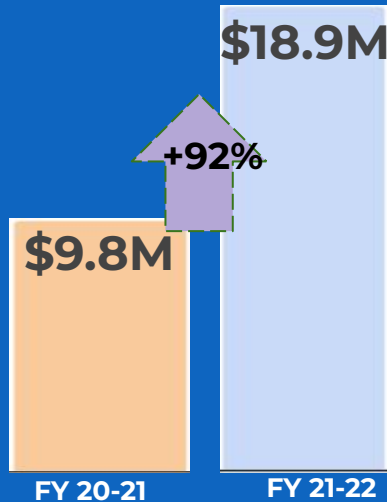


\*Excluding fundraising for the WM Endowment

# Grants Update

## Grants grew by 92% vs. prior year

We funded increases in all of our major types of grants and community support, including significant growth in the regional grantmaking strategy, Wikidata, and restarting grants for in person conferences.



We focused our growing investment in emerging regions. This included proportional growth in Latin America and the Caribbean (LAC); East, Southeast Asia, and Pacific (ESEAP): with proportional declines in North America (USA/CA).\*

# EOY Financials

**A Revenue & Reserve:** We grew our revenue, and were able to contribute \$22M to our reserve. This includes over \$3M in revenue from WM Enterprise and realized investment income.\*

**B Services & Travel:** We underspent in travel due to restarting travel and events later in the year than expected.

**C Other Exp:** Due to implementing a new accounting standard, we expensed an additional payment for Wikidata in FY22-23 than budgeted. Note that other expenses include \$4M Wikidata Collaboration funding that will be categorized as grants in future years.

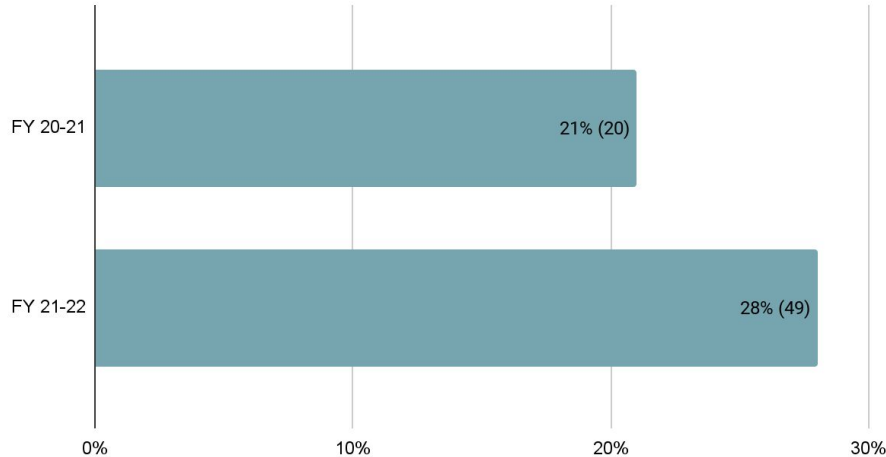
\*Note: all FY21-22 amounts do not include unrealized gains or losses caused by changes investment values or foreign exchange values. This is consistent with financial reporting in the IRS Form 990 but differs from US GAAP and our audited financial statements.

		EOY Actual compared to Budget		YoY Actual compared to FY19-20	
		FY22 Act (\$)	FY22 Var (%)	FY21 Act (\$)	YoY Var (%)
Financials (\$M)	<b>Total Revenue</b>	167.9 <b>A</b>	7%	158.9	6%
	<b>Programmatic</b>	114.1	-3%	83.3	37%
	Personnel Exp	71.1	-2%	56.3	26%
	Services & Travel	14.3 <b>B</b>	-15%	8.7	63%
	Grants	14.9	-8%	9.8	52%
	Data Center Exp	5.2	-7%	4.1	26%
	Other Exp <sup>(1)</sup>	8.6 <b>C</b>	27%	4.4	95%
	<b>Fundraising</b>	15.7	-4%	14.5	9%
	<b>General &amp; Admin.</b>	18.5	-3%	14.1	31%
	<b>Total Expense before Cap</b>	148.3	-3%	111.8	33%
	<b>Capitalized SW Dev</b>	(2.3)	0%	0.0	0%
	<b>Total Expenses</b>	146.0	-5%	111.8	31%
<b>Change in Net Assets</b>	21.9 <b>A</b>	-	47.0	-	

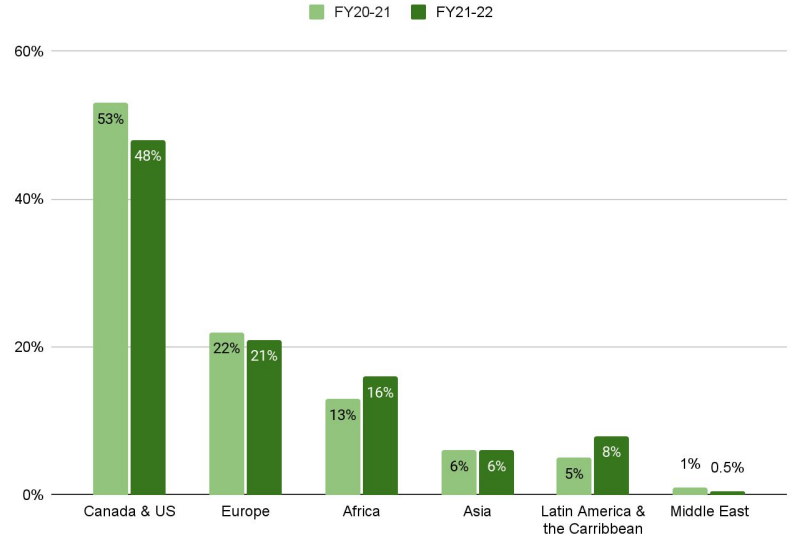
# Req Hires Breakdown by Global Region

**22% of our req hires FY 22-23 YTD are based in Emerging Communities\***

Req Hires in Emerging Communities



Change in Overall Hires by Region



\*Source: [https://meta.wikimedia.org/wiki/Community\\_Engagement/Defining\\_Emerging\\_Communities](https://meta.wikimedia.org/wiki/Community_Engagement/Defining_Emerging_Communities)