



**2018
ANNUAL REPORT**

Message from our CEO



Dear Friends,

At Smile Train, we have always been committed to helping children in need of cleft treatment all over the world.

In Fiscal Year 2018 Smile Train continued to strengthen global health systems by advancing our sustainable model of empowering local medical professionals to provide safe and quality cleft care to those in need.

Working together we:

- Celebrated all of our Smile Makers, our real-world superheroes giving children with clefts their forever smiles and the opportunity for new lives 365 days a year.
- Expanded our training and education programs focusing on comprehensive cleft care throughout the world by 25%, including programmatic expansion into Argentina, Bangladesh, Bolivia, Cameroon, and Mauritania.
- Launched 75 new local partnerships, including one new country for Smile Train: Gabon.
- Kicked-off a 5-year global partnership with Glaxo-Smith Kline (GSK) Consumer Healthcare. The partnership is helping to provide thousands of surgeries for children with clefts, raise awareness about cleft among both consumers and experts, and provide vital support in oral health and hygiene for patients in need.
- Honored our Academy Award® winning documentary short subject film, *Smile Pinki*, on its ten-year anniversary.
- Relocated our US Global Headquarters to our new permanent home at 633 Third Avenue in New York City.
- 83% of our total expenses went to Programs Expenses.

The growth of our treatment programs proves the effectiveness of our sustainable model. By providing free training, free equipment and financial support, we empower local medical professionals to help children with clefts have the opportunity to live full and productive lives, while helping local communities become self-sufficient.

For our donors, Smile Train represents an opportunity to deal in the miraculous. By funding cleft treatment that can cost as little as \$250, they can restore a child's future.

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

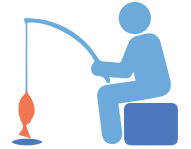
Nothing could be more human, or more lasting.

A handwritten signature in black ink that reads "Susannah Schaefer". The signature is fluid and cursive, with a large initial 'S'.

Susannah Schaefer
Smile Train, President & CEO

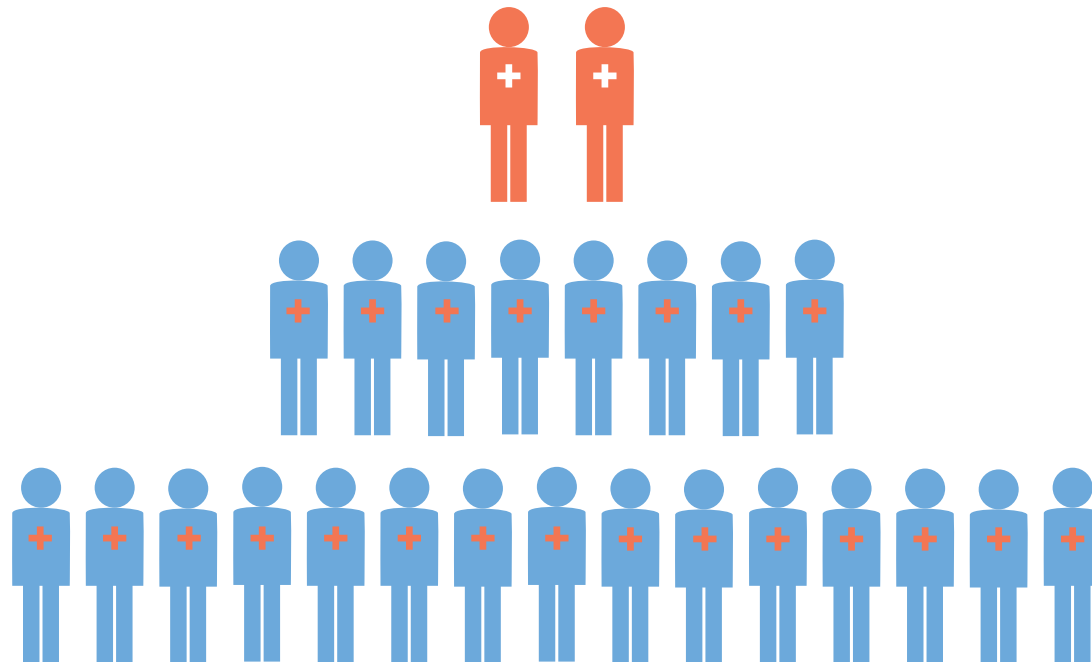
The True Power of a Smile

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 help train local medical professionals and provide funding for equipment and financial aid so these partners can provide free cleft surgery and comprehensive cleft care every day. This is a safe, more efficient and sustainable way of providing quality cleft treatment for a fraction of what it would cost a mission group. Many Smile Train partner surgeons perform hundreds of cleft surgeries a year, and are there on the ground to provide continued follow-up care.

Our approach helps resource poor communities become self-sufficient and sustainable for generations, while transforming the lives of those who are suffering needlessly.



Meet Sofia.

Sofia's mother Mayleen found out about Sofia's cleft only after she was born. Sofia was Mayleen's third child and her first two children were not cleft affected. When Mayleen finally saw Sofia shortly after her birth, she cried desperately as she knew she could not help her.

Thankfully, Mayleen's doctor let her know about Smile Train's free cleft programs in the Philippines and Sofia had her first cleft surgery when she was six-months-old. For the past eight years Sofia has received comprehensive cleft treatment at Smile Train's local partner hospital, including speech therapy.

Today, Sofia is a very happy and active child. She loves playing with her dolls and posing for pictures with Mayleen.



We are laser-focused on cleft treatment.

Unlike other children's charities that do a little of everything, Smile Train is focused on one goal: to ensure that every child with a cleft – anywhere in the world – has access to safe and quality cleft treatment. We have worked hard to innovate a more cost-effective, sustainable model for decades. And we have been partnering directly with local hospitals to strengthen health systems and empower local medical professionals to offer surgical services and comprehensive cleft care to children in their own communities.

Our scalable model has allowed us to build a strong network of medical professionals who deliver year-round cleft care, and the benefits to cleft patients are immense. Rather than waiting for mission groups to fly in, the patients that Smile Train supports receive safe, timely, high-quality cleft treatment from local providers who ensure the success of treatments, fostering pride in local healthcare systems, and creating a lasting resource to provide comprehensive cleft care including nutritional support, speech therapy and orthodontic treatment.

Smile Train is not only raising the standard of cleft care and safety – we're setting it.

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

We work efficiently to make sure your money does the most good. Smile Train has pioneered new technology such as our Virtual Surgery Simulator, our speech therapy apps, our digital patient database called Smile Train Express, our Virtual Reality patient journey experience, and the world's largest virtual cleft library. Thousands of pages of invaluable cleft-related information can be accessed with one click.



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



Every 5 Minutes

a Smile Train-supported cleft surgery helps a child in need



1.5 Million+
cleft surgeries since 1999



2,100+
cleft medical professionals



1,100+
partner hospitals



1,500+
supported medical
conferences & trainings



85+
countries where Smile Train
has helped children



1 Goal
to give every child
with a cleft the opportunity
for a healthy, productive life

COMBINED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

For the year ending June 30, 2018

Support and Revenue

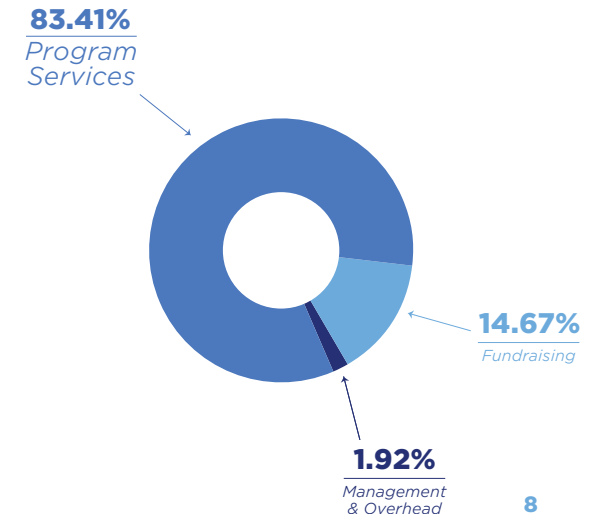
| | |
|----------------------------------|--------------------|
| Contributions | \$84,900,441 |
| Contributions In-Kind | 82,200,140 |
| Investment Income, Net | 23,418,970 |
| Other Income | 196,147 |
| Total Support and Revenue | 190,715,698 |

Expenses

| | |
|-----------------------------|--------------------|
| Programs: | |
| Treatment/Training | \$114,750,143 |
| Public Education | 24,347,651 |
| Administration and Overhead | 3,201,336 |
| Fundraising | 24,468,676 |
| Total Expenses | 166,767,806 |

| | |
|--------------------------------------|----------------------|
| Change in Net Assets | 23,947,892 |
| Net Assets, Beginning of Year | 298,066,499 |
| Net Assets, End of Year | \$322,014,391 |

HOW WE STEWARD YOUR GENEROUS DONATIONS



Smile Train, Inc. and Affiliates



COMBINED STATEMENT OF FINANCIAL POSITION

As of June 30, 2018

Assets

| | |
|--|--------------------|
| Cash and Cash Equivalents | \$7,810,399 |
| Investments – Board-Designated Operating Reserve | 90,184,563 |
| Investments – Board-Designated Endowment Fund | 208,885,326 |
| Contributions Receivable, Net | 1,788,216 |
| Prepaid Expenses and Other Assets | 1,611,452 |
| Property and Equipment, Net | 20,514,933 |
| Total Assets | 330,794,889 |

Liabilities and Net Assets

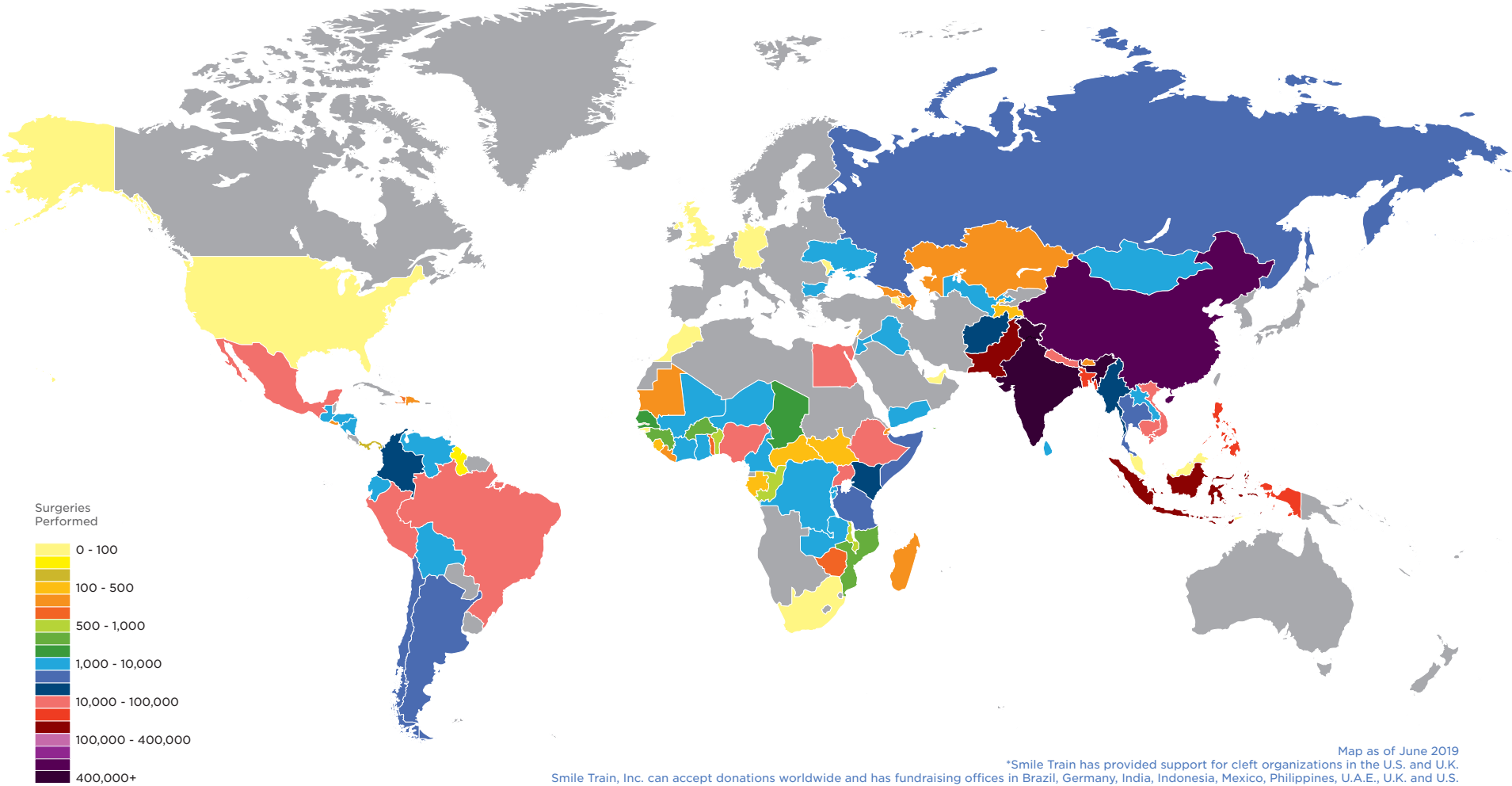
Liabilities

| | |
|---------------------------------------|------------------|
| Grants and Contracts Payable | \$3,283,202 |
| Accounts Payable and Accrued Expenses | 5,497,296 |
| Total Liabilities | 8,780,498 |

Net Assets

| | |
|---|----------------------|
| Unrestricted | 320,852,327 |
| Temporarily Restricted | 1,162,064 |
| Total Net Assets | 322,014,391 |
| Total Liabilities and Net Assets | \$330,794,889 |

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



OUR SUPPORTERS

SMILE TRAIN BOARD OF DIRECTORS

In Memoriam

Charles B. Wang (1944-2018)
Founder & Chairman, Smile Train

Susannah Schaefer
*Executive Vice Chair, President & Chief Executive Officer,
Smile Train*

Robert T. Bell
Finance Chair, Charles B. Wang Community Health Center, Inc.

Michael J. Dowling
President & Chief Executive Officer, Northwell Health

SMILE TRAIN MEDICAL ADVISORY BOARD

Larry H. Hollier Jr., MD, FACS
Chairman

Ian Jackson, MD, DSc(Hon)FRCS, FACS, FRACS(Hon)
Chairman Emeritus

Karoon Agrawal, MD

Shi Bing, MD

Philip Kuo-Ting Chen, MD

Faye Evans, MD

Ed Goren
Founder & Chief Executive Officer, Goren Media Group

Arthur J. McCarthy
Alternate Governor, New York Islanders

Roy E. Reichbach

Richard A. Ruderman
President & CEO, Krieger Ruderman & Co., LLC

Alvaro Figueroa, DDS, MS

Richard Hopper, MD

Eric Hubli, MD, FACS, FAAP, FICS

Ethylin Wang Jabs, MD

E. Heidi Jerome, MD

Randy Sherman, MD, FACS

S. Anthony Wolfe, MD

SMILE TRAIN SUPPORTERS

Tatyana Ali
Grant + Angie Balfour
John Bishop
Christie Brinkley
Quincy Brown
Dan Bucatinsky
Dean Cain
Stephen Colbert
Kevin Connolly
Kenyan Drake

Graham Elliot
Nathalie Emmanuel
Erik Estrada
Lucy Hale
Sammi Hanratty
Tyler Henry
Elizabeth Henstridge
Rebecca Herbst
Kylie Jenner
Olivia Jordan

Jane Kaczmarek
The Late Dr. APJ
Abdul Kalam
Howie Mandel
Mary McCartney
Reba McEntire
Steven R. McQueen
Nick Mercio
Bette Midler
Grace S. Msalame

Dikembe Mutombo
Taniya Nayak
Jimmy Pardo
General Colin Powell
Aishwarya Rai Bachchan
Marian Rivera
Julia Restoin Roitfeld
Kelly Rutherford
Gale + Ardythe Sayers
Sammy Sheik

Carly Simon
Gregg Sulkin
Hilary Swank
Nick Symmonds
Kristen Taekman
Lauren Thompson
Karrueche Tran
The Late Robin Williams
Justin Williams
Pia Wurtzbach

THE JOURNEY AHEAD

As we look forward, we know there is much more to be done in helping ensure all children with clefts receive proper treatment and have the opportunity to live healthy, productive lives. We will continue empowering our local medical partners to help children in their own communities. We will continue growing essential comprehensive cleft care programs, so that every child – no matter where they are born – has access to safe high-quality care. We will continue expanding our awareness and outreach efforts to help children in even the most remote areas of the world. And we will continue working together to help change the world one smile at a time.





Demonstrating our commitment to transparency, Smile Train is a GuideStar Platinum participant.

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. © 2019 Smile Train.

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Smile Train Updates on:

