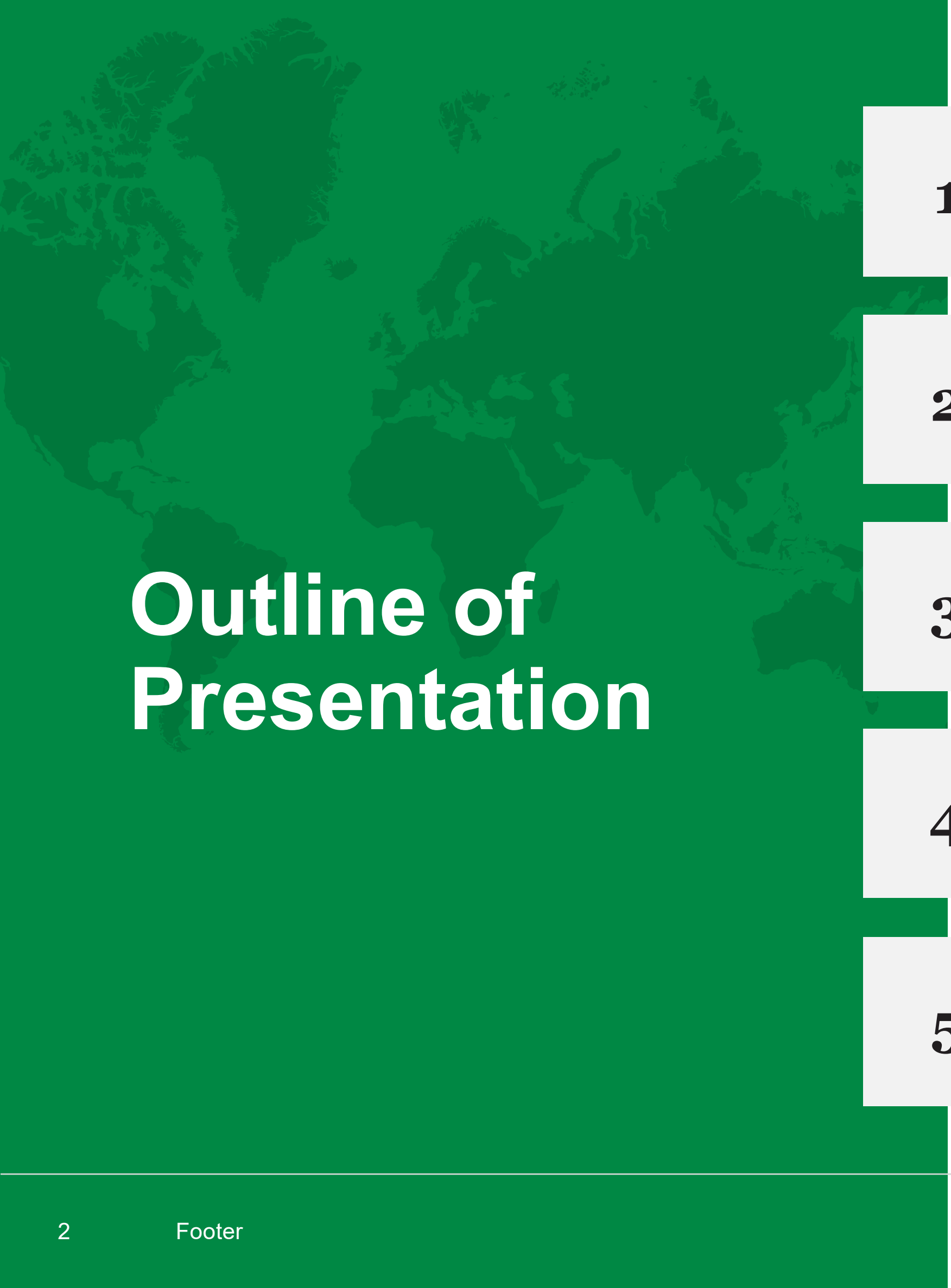


Financial Indicators

Reporting for Restoration Local Enterprises

A green-tinted world map serves as the background for the left side of the slide.

Outline of Presentation

1

Why Financial Reporting Matters to WRI

2

Key Financial Indicators for Enterprises

3

Data Sources and Verification

4

New Annual Report

5

Report Tips/Best Practices/Q&A



01 Why Financial Reporting Matters to WRI



Why Financial Reporting Matters to WRI



Demonstrates
Accountability



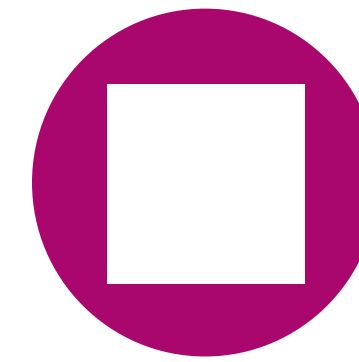
Builds trust
with WRI



Enables future
funding &
scaling
opportunities



Ensures
transparency in
project
implementation



Help WRI
showcase financial
growth of your
Business

02

Key Financial Indicators for Enterprises



WRI FINANCIAL INDICATORS

These indicators reflect spending efficiency, profitability, and financial health of your business -which will help us identify gaps or opportunity in reporting to our doners, attract additional funding and improve on WRI's Investment strategy.



Key Indicators for Enterprises

Net Profit Margin = $(\text{Net Profit} \div \text{Total Revenue}) \times 100$

Gross & Percent Change in Revenue = $((\text{Revenue Current Year} - \text{Revenue Previous Year}) / \text{Revenue Previous Year}) \times 100$

Current Ratio = $\text{Current Assets} \div \text{Current Liabilities}$

Loan Repayment Performance: % on-time repayments: % of finance repaid

External finance Catalyzed: Total amount of additional funds leveraged (loans, Equity or Grants)

A green-tinted world map serves as the background for the left side of the slide. The title 'Net Profit Margin' is overlaid on this map in large white font.

Net Profit Margin

1

Indicates the percentage of revenue that translates to Net Profit

2

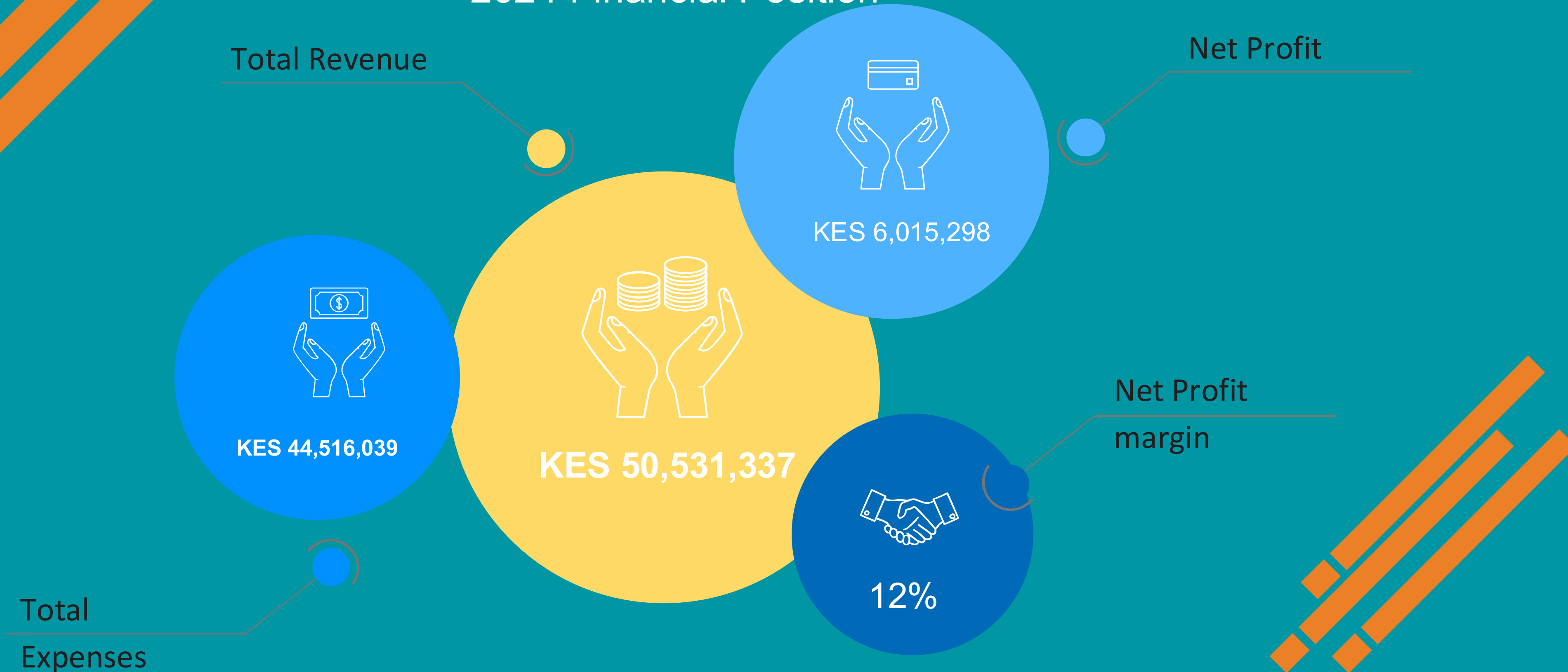
Helps assess operational efficiency and Cost Management

3

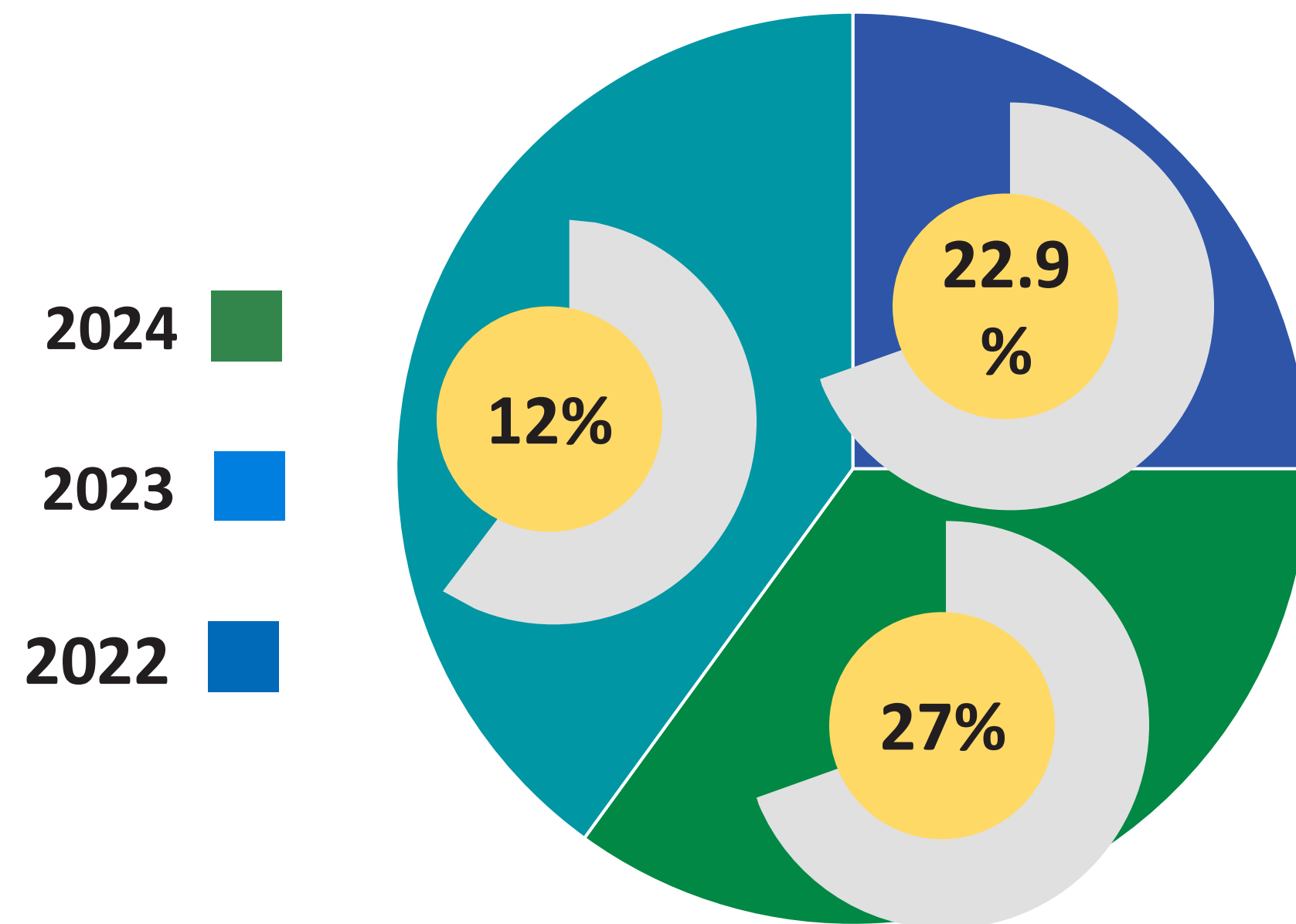
Indicates sustainability and Investment Readiness

Net Profit and Loss Margin-Enterprise

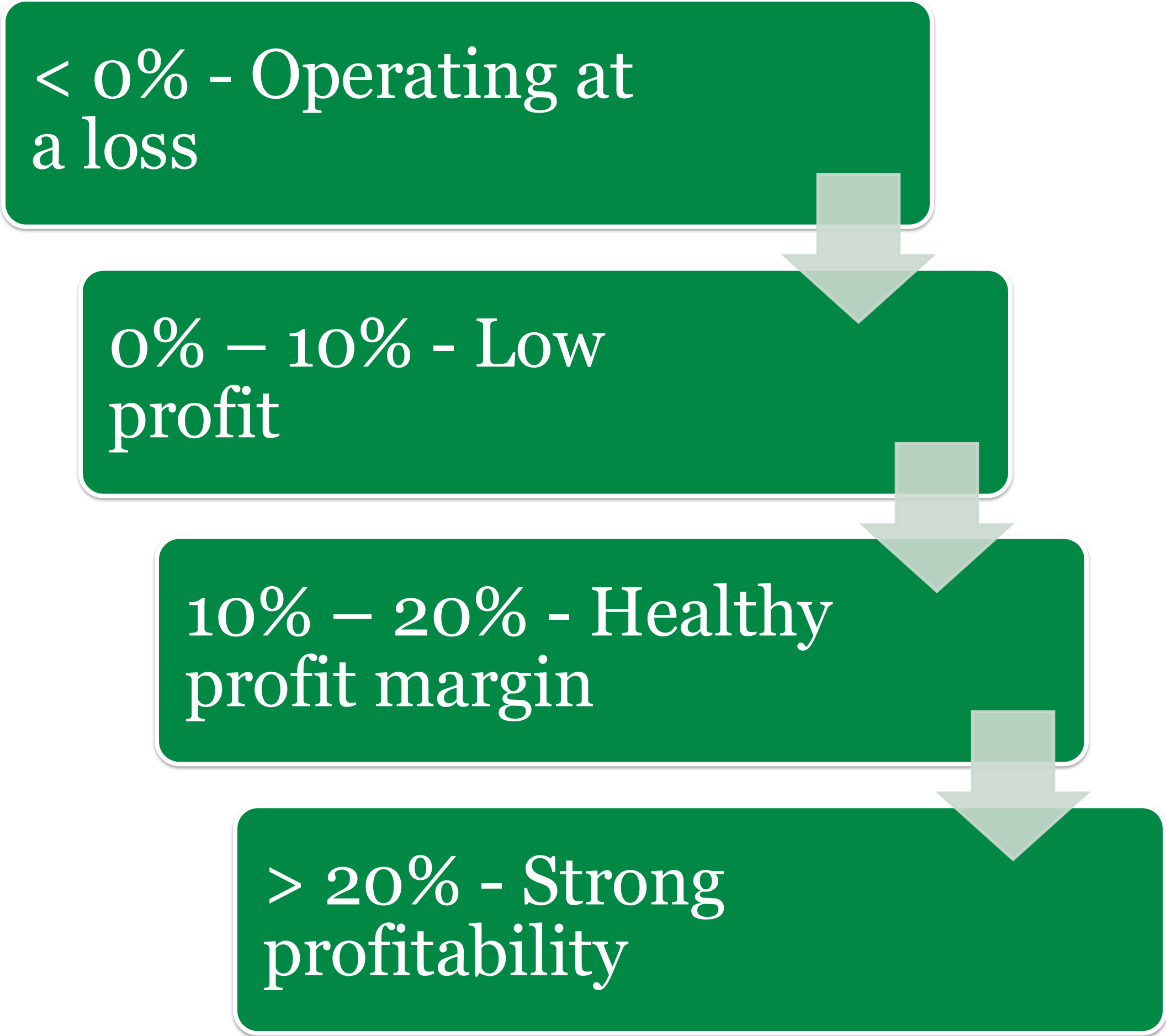
2024 Financial Position



Sample-In Depth Analysis Annual Growth Analysis



< 0% - Operating at
a loss

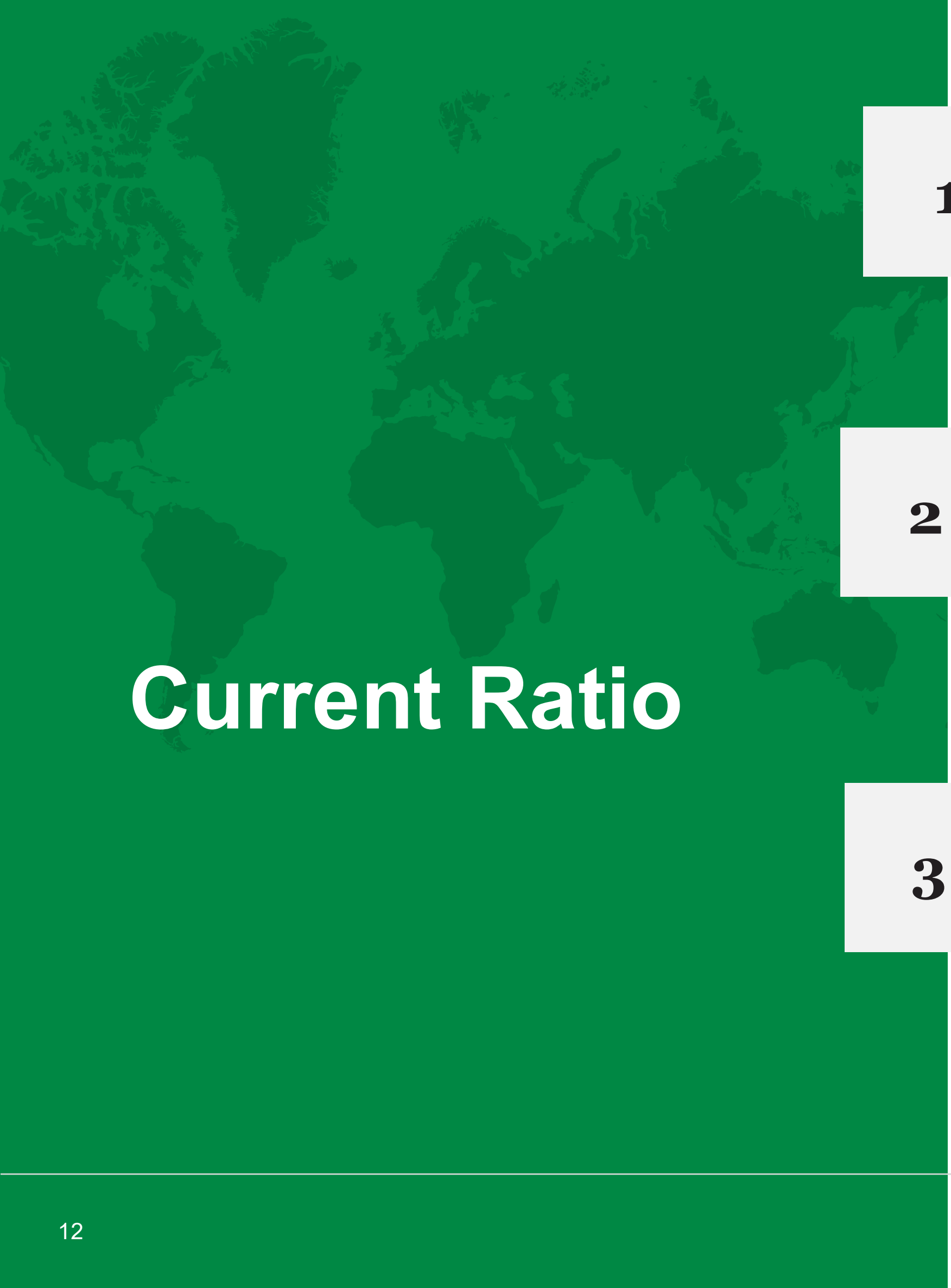


0% – 10% - Low
profit

10% – 20% - Healthy
profit margin

> 20% - Strong
profitability

Net Profit Margin Interpretation

A green-tinted world map serves as the background for the left side of the slide. The map shows the continents of North America, South America, Europe, Africa, Asia, and Australia. The title 'Current Ratio' is overlaid on the map in a large, white, sans-serif font.

Current Ratio

1

Assess enterprise's ability to pay short term debts

2

Reveals financial health of the enterprises

3

Helps identify potential cash flow problems

FINANCIAL HEALTH



Current Assets

Current assets are resources expected to be converted to cash or used within one year or a company's operating cycle, such as: Cash, Accounts receivable, Inventory, Prepaid expenses.

Current Liabilities

Current liabilities are debts or obligations that a company expects to settle within: One year or within its operating cycle. Such as: Accounts payable, Short-term loans, Accrued expenses, Taxes owed.

< 1.0 - Risk of short-term insolvency

1.0 – 1.5 - Tight liquidity

1.5 – 2.0 - Good liquidity

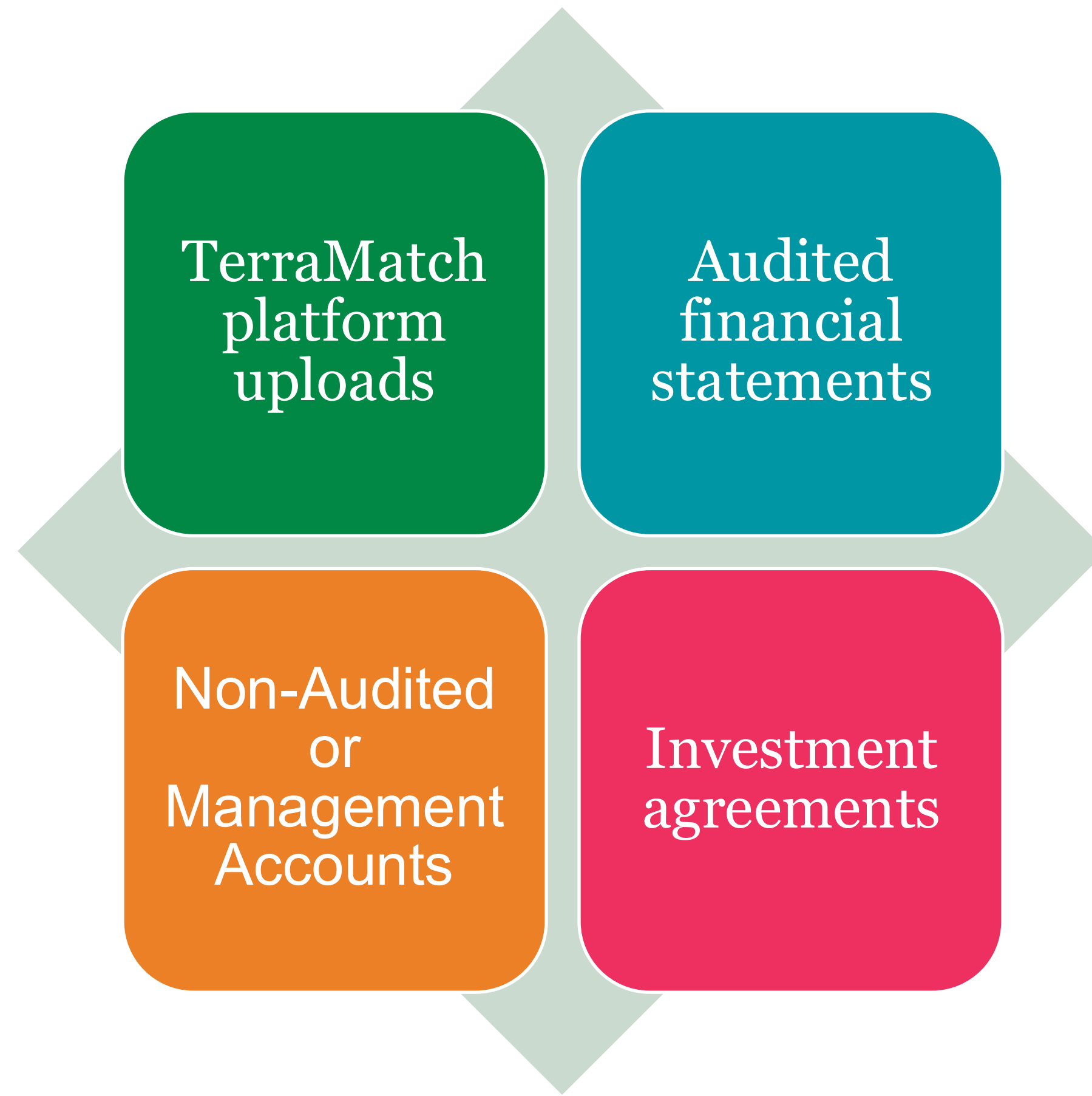
> 2.0 - Excess liquidity/
underused assets

Current Ratio Interpretation

03 Data Sources + Verification



Data Sources & Verification



04

Organizational Financial Report

Walk Through of the New Financial Report on TerraMatch



WORLD RESOURCES INSTITUTE

Step 1: Access the Annual Report On TerraMatch

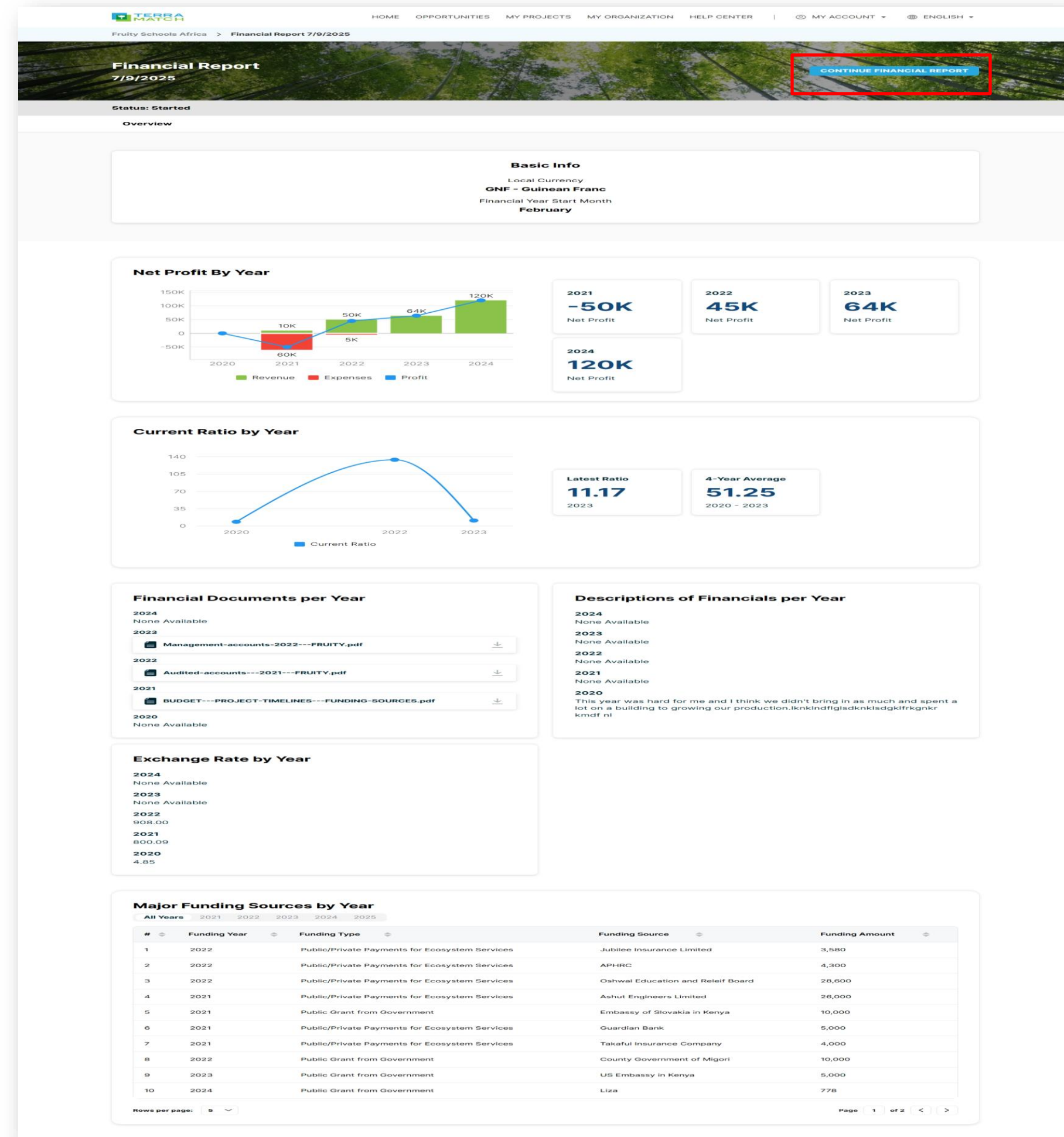
- You can find the report under "**My Organization**", under the "**Financial Information**" tab
- Report is location in top right of the "**Financial Information**" page
- To edit the report, click on report pill and then the blue "**update report button**"

The screenshot displays the TerraMatch user interface for a user's organization profile. The top navigation bar includes links for HOME, OPPORTUNITIES, MY PROJECTS, MY ORGANIZATION (highlighted with a red box), HELP CENTER, MY ACCOUNT, and a language selector. The main header shows the organization's name 'Test Organization', location 'Kenya', and type 'Non-Profit Organization'. Below this are social media icons and a tabbed interface with 'Overview', 'Financial Information' (highlighted with a red box), 'Projects', and 'Meet the Team'. The 'Financial Information' section contains two main areas: 'Basic Info' and 'Financial Reports'. The 'Financial Reports' area is highlighted with a red box and shows a report for 'Test Organization' for the year 2025, starting in January, with a 'View Report' button. At the bottom, a bar chart titled 'Net Profit By Year' shows profit growth from \$10K to \$120K over four years.

Year	Net Profit
Year 1	\$10K
Year 2	\$50K
Year 3	\$64K
Year 4	\$120K

Step 1: Access the Annual Report On TerraMatch

- You can find the report under "My Organization", under the "Financial Information" tab
- Report is location in top right of the "Financial Information" page
- To edit the report, click on report pill and then the blue "update report button"



Step 2: Fill out the Report

- Once you open the report you will find a few different sections for you to fill out.
- Previously submitted data will be found under different years, if these look incorrect, please fix them, but focus on updating the most recent years (2023 + 2024)

TERRA
MATCH

HOME

OPPORTUNITIES

MY PROJECTS

MY ORGANIZATION

HELP CENTER

MY ACCOUNT

ENGLISH

Fruity Schools Africa Financial Report

Progress: 1/3 steps complete Unsaved

CLOSE AND CONTINUE LATER

Step 1
Annual Financial Report

Step 2
Major Funding Sources

Step 3
Review Details

Annual Financial Report

This financial report is designed to help us understand the growth of your organization over the last four years. Some of this data may have been pre-filled based on past application data, but it is important that you verify its accuracy and update for any new fields or recent financial years that are missing.

Specifically, please ensure:

- All financial figures are in the correct currency
- The financial year start month is accurate
- Revenue and expense figures are correct and clearly documented
- Any supporting documentation is provided for each year

If any data is missing, incorrect, or unclear, please update the relevant fields and upload the necessary documents so that we can properly evaluate your organization's financial position.

FINANCIAL OVERVIEW

Please confirm that the revenue and expense data for each year reflects your organization's actual financial activity. If previous years' data have been carried over, double-check for accuracy and make sure all figures align with your records.

LOCAL CURRENCY

GNF - Guinean Franc

FINANCIAL YEAR START MONTH

February

PROFIT ANALYSIS

Revenue is defined as the total amount of money the business earns from selling its goods or services during their financial period, before any expenses are deducted. Expenses are defined as the sum of all the costs the business incurs to operate and generate revenue during their financial period, including taxes.

Year	Revenue	Expenses	Net Profit
2020	0 GNF	0 GNF	0
2021	10000 GNF	60000 GNF	-50,000

BACK

SAVE AND CONTINUE

TERRA
MATCH

© TerraMatch 2025

Currency, Start Month, Net Profit by Year

FINANCIAL OVERVIEW

Please confirm that the revenue and expense data for each year reflects your organization's actual financial activity. If previous years' data have been carried over, double-check for accuracy and make sure all figures align with your records.

LOCAL CURRENCY

GNF - Guinean Franc

FINANCIAL YEAR START MONTH

February

PROFIT ANALYSIS

Revenue is defined as the total amount of money the business earns from selling its goods or services during their financial period, before any expenses are deducted. Expenses are defined as the sum of all the costs the business incurs to operate and generate revenue during their financial period, including taxes.

Year	Revenue		Expenses		Net Profit
2020	0	GNF	0	GNF	0
2021	10000	GNF	60000	GNF	-50,000
2022	50000	GNF	5000	GNF	45,000
2023	64000	GNF	680	GNF	63,320
2024	120000	GNF	0	GNF	120,000

Current Ratio by Year

CURRENT RATIO

Current assets are defined as: Cash, accounts receivable, inventory, and other assets that are expected to be converted to cash within one year. Current liabilities are defined as: Accounts payable, short-term debt, and other obligations due within one year. Current ratio is defined as: Current assets divided by current liabilities. A ratio above 1.0 indicates the company can pay its short-term obligations.

Year	Current Assets		Current Liabilities		Current Ratio
2020	6000	GNF	70000	GNF	0.086
2021	0	GNF	0	GNF	0
2022	6700	GNF	6700	GNF	1
2023	6800	GNF	6700	GNF	1.015
2024	9	GNF	10	GNF	0.9

Documentation, Exchange Rate + Description By Year

DOCUMENTATION

Please provide supporting documentation for each year's financial data and add any relevant notes or context about your financial position.

Year	Description	USD Exchange Rate	Financial Documents
2022	Add description here	908.00	 Upload File Drag and drop or...
2023	Add description here	e.g. 6.97	 Upload File Drag and drop or...
2024	Add description here	e.g. 6.97	 Upload File Drag and drop or...

Major Funding Sources

Major Funding Sources

Please indicate any additional funding you have received since starting TerraFund. For each source of funding indicate who provided you funding, what type of funding did you receive, and how much funding did you received

Only list the funders that provided you more than \$10,000 USD. List the organisation or individual's name, the amount that you received converted to USD, and the type of financing that the funder provided. Do not use commas or full stops when adding in these numbers.

ADD YOUR MAJOR FUNDING SOURCES YOU RECIEVED SINCE STARTING TERRAFUND

Definitions for each of these types of financing can be found here.

+ ADD FUNDING SOURCE

#	Funding year	Funding type	Funding source	Funding amount		
11	2025	Public Grant from Government	Adam	7888888		
10	2024	Public Grant from Government	Liza	778		
9	2023	Public Grant from Government	TEST	5000		
1	2022	Public/Private Payments for Ecosystem Services	Dummy Name	3580		

Step 3: Submit the report + respond to any feedback

- Once you have filled out the report to the best of your abilities, please submit it for review
- Your PM will reach out with any questions or concerns
- Once questions are resolved, the PM will approve the report

TERRA
MATCH

HOME

OPPORTUNITIES

MY PROJECTS

MY ORGANIZATION

HELP CENTER

MY ACCOUNT

ENGLISH

Dummy Financial Report

Progress: 3/3 steps complete Saved

CLOSE AND CONTINUE LATER

Step 1
Annual Financial Report

Step 2
Major Funding Sources

Step 3
Review Details

Review Details

DOWNLOAD

Annual Financial Report

Edit

Financial Overview

Profit Analysis

2020, 0, 0, 0

2021, 10,000, 60,000, -50,000

2022, 50,000, 5,000, 45,000

2023, 64,000, 680, 63,320

2024, 120,000, 0, 120,000

Current Ratio

2020, 6,000, 70,000, 0.086

2021, 0, 0, 0

2022, 6,700, 6,700, 1

2023, 6,800, 6,700, 1.015

2024, 9, 10, 0.9

Documentation

2020, This year was hard for me and I think we didn't bring in as much and spent a lot on a building to growing our production.lknkndfjlsdknksdgnkfrkgknr

kmdf nl, 4.85,

2021, -, 800.09,

2022, -, 908.00,

2023, -, -,

2024, -, -,

Major Funding Sources

Edit

BACK

SUBMIT

25

Footer

 WRI AFRICA



05 Reporting Tips



Common Challenges & Solutions

1

Delays in report submission →
Set internal deadlines

2

Missing supporting documents
→ Maintain organized
financial records

3

Incorrect calculations → Use
provided templates and tools



Best Practices

1

Seek clarification early

2

Cross-check with TerraFund templates

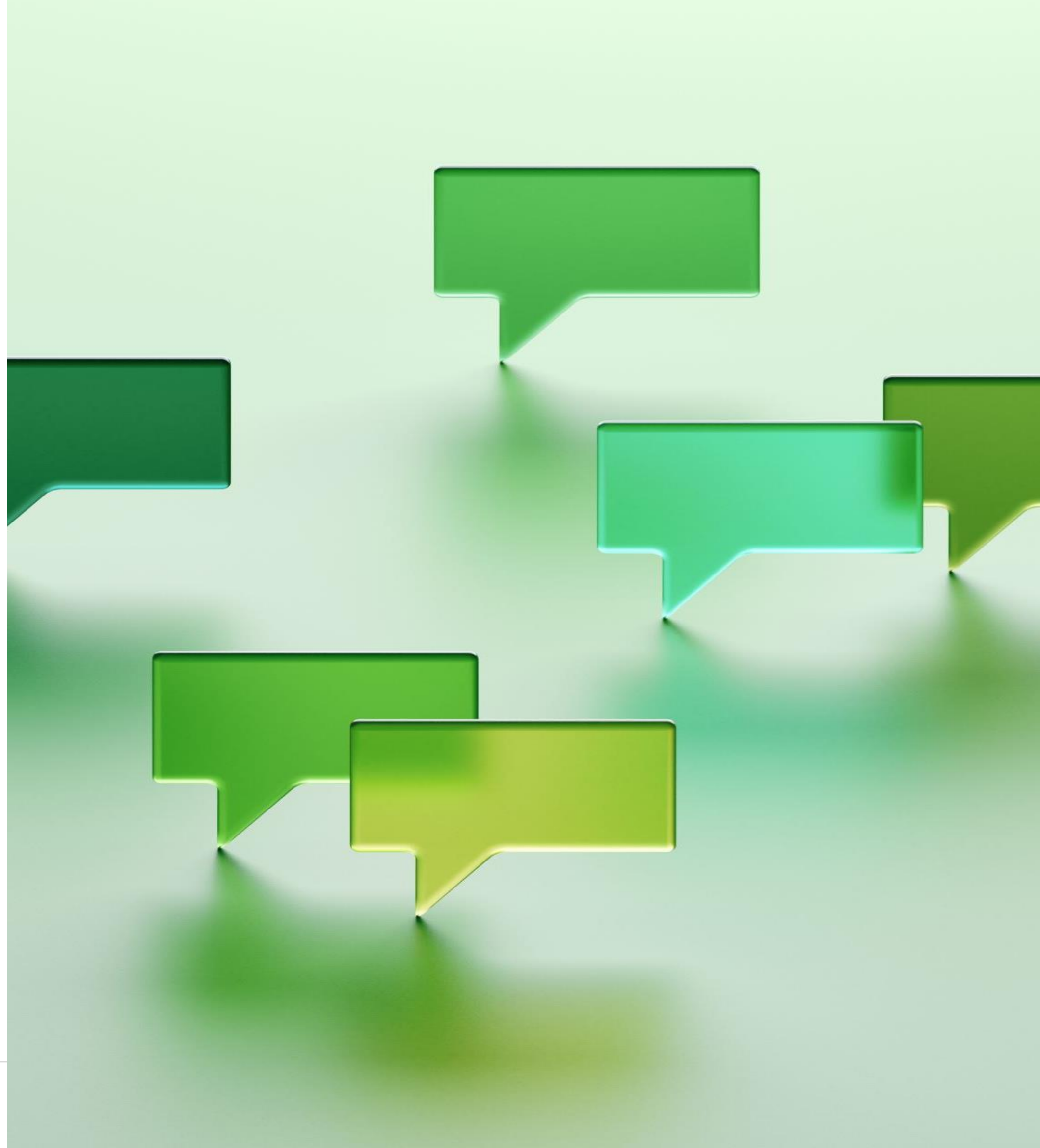
3

Align financial reporting with organizational goals

4

Regularly update financial records

Q&A and Discussion





Thank You.

CONTACT US



wri.org