

WE SEEK TO MAKE A GLOBAL CONTRIBUTION TO MEN LIVING HAPPIER, HEALTHIER AND LONGER LIVES. THIS AMBITION UNDERPINS ALL THAT WE DO AS AN ORGANISATION; NOTABLY OUR PROGRAM STRATEGY AND INVESTMENTS.

## MOVEMBER FOUNDATION 2015 ANNUAL REPORT

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# KING

RANKED 72ND OUT OF TOP 500 NGOS IN THE WORLD

AWARDED MOST INNOVATIVE NOT-FOR-PROFIT ORGANISATION IN AUSTRALIA To all the Movember Foundation supporters,

I write to you two years on as Chairman of the Board and feel immensely proud of where the Foundation now stands, building on the strength of successful campaigns to become one of the most significant years to date. Our past investments have come into fruition as breakthroughs in both prostate cancer and testicular cancer research. Our research into the mental health challenges men face has led to world-first reports into understanding men's health behavior and men's social connectedness. Insights from these reports have had a great influence on our men's health strategies—we are working year-round so that men can live happier, healthier and longer lives.

I feel honoured to be part of this global men's health movement and work with such incredibly passionate and talented people who truly live the values of the Foundation across our seven offices. This leads me to thank the inspiring efforts of our 719,217 Mo Bros and Mo Sistas across 21 countries in 2014 who have raised more than AUD \$105 million. This has helped us reach the milestone of over 1,000 men's health programs funded to date.

The funds raised throughout the year are being invested in programs which address the four areas which we have prioritised: prostate cancer, testicular cancer, poor mental health and physical inactivity. We continue to receive reports, which show that our programs are creating an impact both at an individual and community level. We have a committed team of over 20 programs experts worldwide in the area of men's health led by Paul Villanti, Executive Director, Programs. The Programs team strategically invests in research and services, which have the biggest potential to create a global impact.

The progress we are making would not have been possible without the support of our Movember Community, men's health partners and our Movember Foundation team. I would like to take this opportunity to acknowledge and thank the Directors of the Movember Foundation Board who donate their time and provide their unique expertise in helping to guide the evolution of the Foundation to what it is today.

At the helm of the organisation is an authentic and inspirational leader, Adam Garone who embodies the values that the Foundation stands for. He pushes us all to innovate so that we can be leaders in the field. This is reflected through our Movember Foundation team who are intrinsic to our success yet remain humble. They go out of their way to create remarkable experiences for all our Mo Bros and Mo Sistas who support us each year. I feel privileged to be amongst such dedicated and enthusiastic individuals who as I mentioned before, work tirelessly year round so that men can live happier, healthier and longer lives. We can achieve this together and look forward to reporting more about how we progress on this journey.

I LOST TWO GOOD MATES TO SUICIDE BY THE AGE OF 23. IT WAS ONLY THEN THAT MY DAD SHARED THAT HE HAD TACKLED DEPRESSION AS A YOUNG MAN. IT WAS THE FIRST REAL CONVERSATION WE'D HAD ABOUT MEN'S HEALTH.

> MO BRO KIERAN RYAN Stawell, Australia

#### WORD FROM THE Chief executive officer Adam garone

13 years ago, my brother Trav and mate Luke Slattery were enjoying a beer on a Sunday afternoon pondering why the moustache had never made a comeback. A few more beers and the idea of Movember was born with the challenge laid down to put the moustache back on the face of fashion. 30 of us grew that first year for fun, it was an amazing experience, one which prompted so many of the same questions— "why the moustache?"

The following year, 2004, Trav, Luke, JC and I pondered the impact a moustache could have in creating a conversation for good. Inspired by the women around us and all they were doing for breast cancer we decided to focus our efforts on men's health with the initial funding going to the number one male only cancer, prostate cancer. With that the Movember Foundation was born. We didn't know much about running a charity back then, but we were armed with an unwavering determination and passion to inspire men to live happier, healthier and longer lives.

The progress we've seen so far is very exciting, 21 countries, 5 million Mo Bros and Mo Sistas, AUD \$685 million raised, 1,000 programs funded, groundbreaking research advancements that will forever change the way prostate cancer and testicular cancer is treated. But the state of men's health is still in desperate need of greater support. Simply put, men are still dying too young, on average, across the world; men die 6 years earlier than women. 3 out of 4 suicides are men.

Given the momentum we have created, the changes I'm seeing in men with respect to their health, the openness with which men are starting to talk about their mental health, the global collaborative networks we have created, the technology innovation we are funding, I believe we have the opportunity right now to create a world where the boys being born in 2015 can live as long and as healthy as the girls. This would have a profound impact on the global economy and a natural flow on effect to women's health and prosperity.

The moustache will always be king but we have recognised the need to evolve and create new fundraising streams beyond just the Mo Bros growing moustaches in November. We also need to reposition our brand from being known as an annual fundraising campaign to being known as The Foundation for men's health. These changes will take time but I'm confident they will enable us to raise more money that fund more programs which will realise our vision sooner.

If you share my vision of creating a world where the boys born in 2015 can live as healthy and as long as the girls then please sign up at movember.com and help us change the face of men's health.

ADAM GARONE, CEO AND CO-FOUNDER EMAIL: ADAM@MOVEMBER.COM TWITTER: @ADAMGARONE

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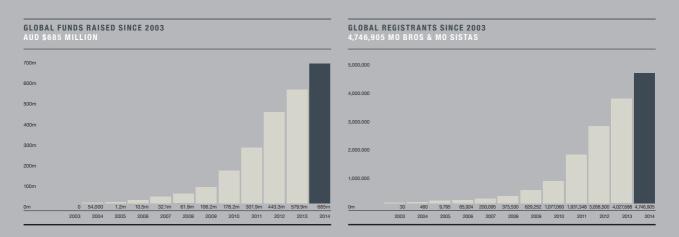
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## TO HAVE AN EVERLASTING IMPACT ON THE FACE OF MEN'S HEALTH

The Movember Foundation is a global men's health charity.

The Foundation raises funds that deliver innovative, breakthrough research and support programs that allow men to live happier, healthier and longer lives. Millions have joined the men's health movement, raising AUD \$685 million and funding over 1,000 projects, focusing on prostate cancer, testicular cancer, poor mental health and physical inactivity.

In addition to tackling key physical health issues faced by men, the Foundation is committed to encouraging men to stay healthy in all areas of their life, with a focus on men staying socially connected, becoming more open to discussing their health and significant moments in their lives.



In 2003, two mates Travis Garone and Luke Slattery from Melbourne, Australia were having a guiet beer at the Gypsy Bar on Brunswick Street, Fitzroy when their conversation turned to recurring fashion trends. They questioned where the Mo had gone and joked about bringing it back. The two friends decided to talk their mates into growing a Mo. Inspired by a friend's mother who was fundraising for breast cancer, they decided to make the campaign about men's health and prostate cancer. They designed rules and guidelines for Movember (which are still in place today) and agreed to charge ten dollars to grow a Mo. Trav designed the first Movember logo and they sent around an email titled 'Are you man enough to be my man?' They found 30 guys willing to take up the challenge.

THE ORIGINAL 30

JOSH ARMISTEAD — JOHN BATH — MATTHEW CAMPBELL — JC — ALEX DENMAN — ANTHONY DEVINE — JASON EVANS — TRAVIS GARONE — ADAM GARONE — STUART GEDDES — ANDREW GIBBINS — BILL GIBBINS — JAMES GIBBINS — MATTHEW GIBBINS — OSCAR GIBBINS — JOSH GURRIE — MARK KAYLER - THOMSON — CRAIG LEONARDE — DEREK LICK — ADAM MAJCHER — TRAVIS NEILSEN — JOC O'CONNELL — ANTHONY POWER — N RODRIGUEZ — LUKE SLATTERY (LUCKY) — JIM SLATTERY — SIMON WILLIAMS — THE CAPTAIN — THE UNKNOWN GUY 1-THE UNKNOWN GUY 2

Those first 30 Mo Bros grew their moustaches with such enthusiasm that in 2004 a decision was made to formalise the concept and get all participants growing for a cause. Adam Garone stepped up to help take Movember to the next level, registered a company and created a website. Justin Coghlan (JC) came on board to run the campaign in Queensland.

The guys researched men's health issues and agreed to formally support prostate cancer as their cause. They also explored prostate cancer groups and Adam approached the Prostate Cancer Foundation of Australia (PCFA). The PCFA agreed to accept funds from the 2004 campaign but was not an official men's health partner.

450 Mo Bros raised AUD \$54,000, with Spain and the UK becoming home to the first international Mo Bros. The entire proceeds were donated to the PCFA—all costs were covered by the four co-founders up through the 2005 campaign. That first Movember cheque to the PCFA was the largest single donation they had received to date.

The Urchin team designed a new campaign creative with the concept 'Give Prostate Cancer A Kick In The Arse'. A formal agreement was struck with the PCFA and they became Movember's first official men's health partner. The campaign that year saw 9,315 Mo Bros raise AUD \$1.2 million for the PCFA. The following year in 2006, the four co-founders established an official Australian charity, the Movember Foundation. By now, the campaign was too big to manage on nights and weekends, so Adam and Luke began working for Movember full time. Together they employed Movember's first full-time employee, and the campaign was run from Prahran in Melbourne, and Luke's apartment in Queensland. Luke developed Movember's official tagline "Changing the face of men's health."

Further research into men's health in Australia revealed that depression was a significant issue, and *beyondblue*: the national depression and anxiety initiative was brought on as Movember's second men's health partner. That year, the campaign was launched in New Zealand in partnership with The Prostate Cancer Foundation of NZ. Small unofficial campaigns were also run in the UK and Spain. A total of 56,129 Mo Bros and Mo Sistas in Australia and New Zealand raised AUD \$9.3 million.

In 2007, encouraged by the growing enthusiasm and efforts of Mo Bros and Mo Sistas around the world, the four co-founders decided to grow the campaign internationally. Adam moved to Los Angeles to launch the US and Canadian campaigns in partnership with The Prostate Cancer Foundation and Prostate Cancer Canada. JC launched the UK campaign with Prostate Cancer UK (formerly The Prostate Cancer Charity), and Luke ran the Australian and New Zealand campaigns. A small campaign was also run in Spain in partnership with FEFOC.

The Movember Board was formalised and extended beyond the four co-founders. Trav and the team at Urchin continued to look after the campaign creative and the concept that year was 'Mo man is an island: Mindset, Journey, Destination'. The campaign saw 134,171 Mo Bros and Mo Sistas in Australia, New Zealand, the US, Canada, the UK and Spain raise AUD \$21.5 million, generating enormous awareness of men's health issues.

Since those first few years, Movember has continued to grow at an extraordinary pace, and today, with the support of millions of Mo Bros, Mo Sistas and their donors, Movember is fulfilling its vision: To have an everlasting impact on the face of men's health. WHY MEN'S HEALTH?

## THE STATE OF MEN'S HEALTH IS IN A CRISIS. SIMPLY PUT, MEN ARE DYING TOO YOUNG.

Gender is one of the strongest and most consistent predictors of health and life expectancy. For men, this is not good news. On average, across the world, men die six years earlier than women<sup>1</sup>. Moreover, poor mental health affects men more than women: three quarters of suicides are by men. The World Health Organization estimates that 510,000 men die from suicide globally each year, that's 1 every minute<sup>2</sup>. The impact of prostate cancer and testicular cancer on lives is substantial, with prostate cancer being the second most common cancer in men worldwide and the number of cases expected to almost double to 1.7 million by 2030<sup>3</sup>.

Yet this gender-based inequality in health has received little national, regional or global acknowledgement or attention from health policy-makers or health-care providers. This is exactly why the Movember Foundation focuses on men's health. This is why Mo Bros and Mo Sistas from across the globe become a united voice every Movember, bringing vital funding and attention to the hidden men's health crisis.

1 www.who.int/bulletin/

- volumes/92/8/13-132795/en/ 2 World Health Organisation, Preventing Suicide: a global imperative, 2014.
- 3 Prostate cancer—World Cancer Research Fund International www.wcrf.org/cancer\_statistics/data\_ specific\_cancers/prostate\_cancer\_ statistics.php

The reasons for the poor state of men's health are numerous and complex and the Movember Foundation is committed to tackling the issue globally. We're doing this through the programs we fund and by putting men's health on the news agenda, prompting both public and private conversations that encourage and equip men to take action when it comes to their health.

Importantly, research is telling us that there are some key behavioral trends that contribute to poor men's health:

01

Men are often reluctant to openly discuss their health

02

Men are often reluctant to discuss the impact of significant life events and how they feel about these

03

Men are reluctant to take action when they don't feel physically or mentally well These behaviors are strongly linked to adherence to some harmful aspects of traditional masculinity. Men often feel pressure to appear strong, in control and never vulnerable, and talking about feeling mentally or physically unwell can be perceived as weakness. By allowing negative and harmful aspects of masculinity to be considered the norm, we're making men feel there's only one way they can be considered "manly".

Widespread lack of awareness, understanding, and stigmas only create more silence around men's health issues. Instead, we need to be making it the norm for men to be talking about and taking action when it comes to their health. Men coming forward with problems isn't a sign of weakness—there are plenty of different perceptions of "manliness" that aren't contingent upon the stereotypical 'strong and always in control' man.

This is not just an issue for men, in order to tackle the problem and work towards a world where future generations of men are not faced with the same issues as today, we need to take action at both an individual and community level. This means engaging both men and women, businesses, sporting groups, community organisations, governments, health policy makers and health care providers in the efforts to reduce the current gender inequality in health outcomes.

We're proud of all that we've achieved, but we only have one definition of success—funding breakthrough solutions that produce tangible improvements in the lives of men.

We want to give more life to our fathers and sons. We want men and women to take action. We want you to join the movement at Movember.com and help change the face of men's health. Let's fight to ensure the boys being born today live as long and as healthy as the girls. **OUR INVESTMENT STRATEGY** 

WE SEEK TO MAKE A GLOBAL CONTRIBUTION TO MEN LIVING HAPPIER, HEALTHIER AND LONGER LIVES. THIS AMBITION UNDERPINS OUR PROGRAM STRATEGY AND INVESTMENTS. Central to realising our goal is the strategy behind our investments.

## WE AIM TO HAVE AN EVERLASTING IMPACT ON MEN'S HEALTH

#### 01

The Movember Foundation is an independent, global men's charity with a vision to have an everlasting impact on the face of men's health. Operating in 21 countries around the world, the Foundation is committed to driving significant improvements in men's health.

#### 02

The Movember Foundation achieves its organisational goals through both undertaking and strategically investing in research and programs. Currently the Movember Foundation has invested in over 1,000 programs and projects around the world, directly through the Foundation and via Men's Health Partners.

#### 03

The Movember Foundation's major funded programs address critical challenges in men's health and wellbeing, and their treatment and care. We will create positive change for men's health globally.

Our model for change guides how we invest the money we raise. It clearly describes the steps we use to deliver change and the way these steps effect change within 5–10 years.

#### TRANSLATE KNOWLEDGE INTO ACTION

A key principle underlying our strategy for change is ensuring knowledge is translated into action. We not only undertake and invest in research, we use it and we encourage others to use it too. We want to accelerate new ideas into practice. 'Knowledge translation' is a term used to describe the activities that move knowledge into action. Knowledge translation aims to get the right information, to the right people, at the right time, and in the most effective way to ensure that the best available evidence informs policies, programs and practice. The Movember Foundation has a knowledge translation strategy that drives its methods of bringing about change. It ensures that the best available evidence informs our funded programs and projects, and that our funded research is used to improve health outcomes for men

MOVEMBER HELPED MY FATHER GET THROUGH HIS FINAL YEARS WITH PROSTATE CANCER, IT KEPT HIS SPIRITS HIGH AND CONTINUED TO GIVE HIM PURPOSE. HE WAS THE KIND OF MAN WHO FOUND MEANING IN HELPING OTHERS, THE KIND OF MAN THAT GAVE BACK TREMENDOUSLY AND THAT'S SOMETHING THAT I'VE TRIED TO CARRY ON. HE'S THE REASON WHY I GROW A MOUSTACHE.

> MO BRO JARED TESSIS TORONTO, CANADA

#### 01 Foster and facilitate national and global collaboration

02 Understand, promote and advocate for men's health

#### 03

Build evidence about what works and kick-start sustainable approaches

#### 04

Mobilise men to be more informed, active and connected

#### 05

Invest in biomedical, clinical and health services research in prostate and testicular cancer

#### Translate knowledge into action

Breakthrough knowledge that accelerates improvements in targeted men's health issues

Men taking action on their health and

wellbeing

Improved

and care

systems of treatment

01

02

01 Improved quality of life for men and boys 02 Reduced risk

of men and boys dying prematurely

03 Expanded community definition of maculinity Men living happier, healthier and longer lives THE MOST SIGNIFICANT ROLE MODEL IN MY LIFE IS ABSOLUTELY MY DAD. APART FROM TEACHING ME HOW TO SURF HE'S ALWAYS TAUGHT ME THAT THERE'S A LOT OF STRENGTH TO BE HAD IN VULNERABILITY. YOU CAN BE STRONG AND STILL BE KIND AND GENTLE. YOU DON'T HAVE TO BE ONE EXCLUSIVELY.

> MO SISTA CHARLOTTE CONNELL SYDNEY, AUSTRALIA

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## FOSTER AND FACILITATE NATIONAL AND GLOBAL COLLABORATION.

We want to help those researchers and practitioners focused on our priority men's health issues to work together toward common goals to enable them to share resources and knowledge. By eliminating overlap and duplication of effort while allowing more resources to be available, we support and accelerate the solving of complex men's health problems.

#### UNDERSTAND, PROMOTE AND ADVOCATE FOR MEN'S HEALTH.

By making the community aware of the issues around men's health, we foster an environment that supports men to take action when it comes to their health and wellbeing. We work across the whole population, and tailor approaches for different groups.

## BUILD EVIDENCE ABOUT WHAT WORKS AND KICK-START SUSTAINABLE APPROACHES.

The Movember Foundation has invested resources in innovative programs that have real and long-term impacts on improving how health promotion is undertaken, and how systems of treatment and care are delivered. We need to continually test and evaluate our approaches, share our learnings, and undertake further research, to refine our work. Once we find something that works, we find ways to catalyse its implementation where it can be of greatest benefit, scaling up what works so it has the greatest reach.

## MOBILISE MEN TO BE MORE INFORMED, ACTIVE AND CONNECTED.

Large-scale shifts in complex social problems are best achieved through engaging people across the many environments where they live, learn, work and play. We endorse programs that find creative and effective ways of supporting men to be proactive about their health, and to engage with each other about their health and wellbeing.

#### INVEST IN BIOMEDICAL, CLINICAL AND HEALTH SERVICES RESEARCH IN PROSTATE AND TESTICULAR CANCER.

A significant national and international research base supports that long term change can only be achieved by addressing the root causes of how men's health issues, such as prostate and testicular cancer, arise and the treatments that are available to manage them. Through undertaking and investing in research, we are actively contributing to the search for breakthrough knowledge that accelerates improvements in targeted men's health issues. We need to find answers to the key scientific and clinical questions that will lead to men living, and not dying from prostate or testicular cancer, and living long, quality lives. Through investing in research, we are making a powerful global contribution to finding those answers and accelerating improvement in these health issues.



#### **OUR WORK AREAS**

AS AN ORGANISATION WE'RE COMMITTED TO CHANGING THE FACE OF MEN'S HEALTH GLOBALLY AND AS SUCH HAVE AN INTEREST IN ALL ISSUES RELATING TO THE HEALTH OF MEN. OUR WORK AREAS Prostate cancer Prostate cancer is full of hard choices. Do I get treatment or actively monitor my health? What treatment is right for me? Is my type of prostate cancer harmless or lethal? Can I slow or stop the progression of my type of cancer? What are the side effects of treatment options and are they short term or permanent? Although treatment in many cases is successful in slowing or stopping the cancer progressing, it often leads to serious side effects including, incontinence, sexual dysfunction and bowel problems. If a man realises after treatment that he chose the wrong treatment or has trouble with the side-effects, this can lead to poor mental health.

The Movember Foundation is the largest non-government funder of prostate cancer research and services in the world. We are investing in research to find out how to give men the best possible outcomes after their diagnosis. Together with a coalition of Men's Health Partners from around the globe, we are tackling all of the critical issues facing men and using our size and global network to bring experts and men living with prostate cancer together from across the world to find answers and solutions. Programs like TrueNTH, Global Action Plan (GAP) and Prostate Cancer Outcomes are bringing together the best minds around the globe to have an unprecedented collective impact. The annual Movember campaign is a key way of getting men the information they need to take charge of their health, make informed treatment decisions, and empower them to take action where necessary. Through these and many other programs delivered through our partners, we are working hard to reach a day where no man dies of prostate cancer.

Testicular cancer strikes hard and strikes early. Around the world, it is among the leading cancer diagnosis in men and boys between 15 and 40. Better than 95% of cases in the developed world are cured but for the 1 in 20 men who are not, this is still a death sentence. Some of the treatments available can cause damage to the heart, brain and kidneys. Aggressive forms of chemotherapy especially in young men can also affect fertility; future parental goals are often not well defined. Despite these side effects, not enough is being done to make sure that affected men live well after their treatment. The Movember Foundation is filling this gap.

We are investing in treatment, educational and support services to improve outcomes for men and boys who have survived testicular cancer. We are looking at why some men get testicular cancer and also why some men respond better to treatment than others through programs like GAP. The annual Movember campaign is also our key way of spreading the message so that men and boys can get the information they need to take charge of their health and empower them to take action if they have concerns. Poor mental health affects men and boys of all ages and across the community and means that they cannot live their lives to the fullest. Even worse, too many men try to remain 'strong and in control', feeling that asking for help is unmanly and weak. Connecting with friends and family helps to protect men from poor mental health and suicide when the tough times come but too often men feel that they can't share their problems. This contributes to the high suicide rate among men, with approximately three quarters of all deaths by suicide being men. This needs to change.

To give men and boys the best chance of a happier, healthier and longer life, the Movember Foundation is working to determine how to improve the social networks of men and implement the findings. We are helping to develop better strategies so that men have the support they need to address their poor mental health problems, rather than trying to go it alone. This involves finding ways to encourage men to talk about significant life events and their mental health at work, on the sports field or watching a game. The Movember Foundation is also actively involved in calling out language that makes it harder for men to discuss their problems with friends. Whilst we are working with men and boys across the community, including our Mo Bros, we are putting a particular focus on men in harder to reach population groups who have a higher rate of poor mental health and suicide. Through working closely with these groups, the Movember Foundation has the biggest opportunity to have an everlasting impact on men's health.

#### OUR WORK AREAS POOR MENTAL HEALTH KEY DEFINITIONS

#### GENDERED APPROACH

Taking a gendered approach to health is acknowledging that men and women face different barriers to good health. Viewing health issues under a gendered lens allows the Movember Foundation to invest in programs that are likely to have a real impact with men, and through that, on men's health globally.

#### MASCULINITY

Masculinity can be defined as "the way men are brought up to behave and the roles, attributes and behaviours that society expects of them".1 Currently, a narrow definition of "what it means to be a man" is presented and reinforced to men and boys by society. It is often thought that masculinity requires power, strength, control and invincibility. On the other hand, the Movember Foundation views masculinity as whatever men would like it to be on an individual level. We want to move towards a society that allows the individual to redefine masculinity, and that is more accepting of this non-prescriptive definition. We seek to encourage perceptions of masculinity that allow for and support displays of emotion, that accept that men can feel overwhelmed or sad and that this does not make them "less of a man".

#### MENTAL HEALTH

The World Health Organization (WHO) has defined mental health as a state of wellbeing in which every individual realises his or her own potential, can cope with the normal stresses of life, can work productively and fruitfully, and is able to make a contribution to her or his community.

#### WELLBEING

Wellbeing is a simply feeling good and functioning well. The Movember Foundation is primarily concerned with ensuring good wellbeing for all men.

1. 'Men, Suicide and Society Report' The Samaritans, UK

#### WHAT WE MEAN WHEN WE SAY WE WANT TO SEE MEN LIVING HAPPIER, HEALTHIER,LONGER LIVES

#### HAPPIER

Men who see improvement in, or maintenance of, good mental health, higher levels of wellbeing and general happiness. We want men to feel satisfied and content, and to feel supported when dealing with adverse issues.

#### HEALTHIER

Men who can function optimally because they are physically and mentally healthy. Men looking after their physical health, and exercising regularly. Men who proactively manage their health issues.

#### LONGER

Men are living longer not dying from preventable causes.

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It's no secret that the world is getting fatter. We are eating more and exercising less. This is a problem because being active reduces the risk of cancer, diabetes, osteoarthritis and kidney disease. Whilst these outcomes alone would be great reasons to get active, being active also helps build friendships, promotes good mental health and even encourages men and the people around them to adopt other positive behaviours like drinking less, quitting smoking and improving their diets.

The first program to be launched is MOVE, a 30-day fitness challenge during the month of Movember. The challenge is to do 30 MOVEs in 30 days. How you MOVE is up to you...

MOVE not only helps those participating, it also helps spread our message. We are also researching ways to get more men more active, piloting programs that can be scaled up for better health for men everywhere. This includes looking at physical inactivity, designed with men's preferences in mind, to see why men aren't making the most of opportunities to be physically active. We are especially looking to mobilise at risk groups, including men of low socioeconomic status and men who are out of work, so that they can enjoy the benefits of an active life.

#### OUR WORK AREAS INVESTING DONATIONS FROM THE MO COMMUNITY, THE MOVEMBER WAY

#### OUR WORK AREAS OUR ACTIVITIES SUPPORT OUR MODEL FOR CHANGE

#### CATALYST FOR CHANGE

The Movember Foundation stands for constructive change. We challenge the status quo, with the result of driving significant outcomes from the conversations we generate and the funds we raise. Our targeted methods of bringing about change translate directly into our approach to program investments.

#### CONNECT

The Movember Foundation cannot achieve the goal of men living happier, healthier and longer lives without building a movement—with partners at all levels of government, civil society, research organisations and academia, schools, workplaces and other organisations, and across countries. Some of our most significant investments—such as the Global Action Plan (below) use connection as a way of getting the best results.

#### INNOVATE

We need to think differently and deliver new approaches to solving old problems that draw on new ideas and new technology.

#### ACCELERATE

We invest in programs that will accelerate an improvement in health for men. We act as a disruptive but positive force for rapid progress and change. Within our four key work areas, we are investing in innovative programs that are in line with the ways we bring about change, set out in our model for change.

Some of the activities that demonstrate the Movember Foundation's approach to investments are highlighted in the following pages. These are only a sample—there are many more—you can find them at Movember.com. Global Action Plan (GAP) is about connecting clinicians and researchers from around the world to get the best outcomes for men living with prostate cancer and testicular cancer. Because the Movember Foundation works in the USA, Canada, Australasia, the UK and Europe, we are in the perfect position to bring researchers together to get the best possible results. We help researchers understand what their global colleagues are researching both within a country and around the world. This lets researchers exchange critical knowledge as soon as possible and work together across borders to get the best results to make sure that the global research effort is innovative and integrated, and improves the lives of men across the world.

This coordination helps us to make breakthroughs in our scientific knowledge, and to get better and faster outcomes for the men who need it. For example, the Global Action Plan 5 (GAP 5) provides insight through two scientific research projects into what needs to be done to determine the best treatment for men who have been diagnosed with testicular cancer. It also aims to improve our understanding of why some men with testicular cancer relapse after primary therapy while others are cured—and by unearthing the cellular mechanisms for relapse, we hope to inform tailored treatment choices.



#### EXAMPLES OF OUR WORK PROSTATE CANCER OUTCOMES INITIATIVES

Global Men's Health Survey 2015–2016: We have been working in the area of men's health since 2004 and continue to better our understanding of men and their perceptions about health. That's why the Movember Foundation is investing in an online survey that has researchers across Australia, New Zealand, United Kingdom, Canada and the United States investigating men's health and wellbeing. During 2015 and 2016, 2,000 men and women, aged 16 and over, from each of these countries will be asked questions about health and wellbeing so that we can better understand how men are tracking compared to women on a whole range of important health related areas. To get as many different voices heard as possible, we'll be using various networks to connect with participants including Facebook, Google, Twitter, YouTube and Instagram.

Once our 2015–2016 Survey is done, we will know where to focus in 2016 and beyond. The Movember Foundation will also look at sharing our data with researchers, program developers and others who have an interest across the world so that everyone can better understand men's health. Once we know why men and boys aren't living their happiest, healthiest and longest lives, we can start to turn things around.

**Prostate Cancer Outcomes Initiatives** mainly involve the collection and reporting of data on how men are doing throughout their prostate cancer journey, together with research designed to look at what is working and what is not. The aim is to improve health outcomes for men by focusing on variation in care and engaging clinicians and researchers across 14 Movember Foundation countries from around the world. This includes Austria. Australia. Canada, Czech Republic, Denmark, Finland, Germany, Ireland, Italy, Spain, the Netherlands, New Zealand, the UK and the US.

As we make progress in achieving our goal of men living with and beyond prostate cancer, the reality for many men is that there are significant physical and mental side effects of prostate cancer treatment. These side effects include leaking urine, lack of sexual function, bowel problems, depression, pain, nausea and fatique. Some of these side effects also extend to a man's partner, caregiver and family. With the growing success of treatments, and an ageing population, the number of men around the world that are expected to be diagnosed and living with prostate cancer will increase dramatically over the next 15 years.

For many men, prostate cancer will become more like a chronic disease, creating health issues that need to be managed over decades. Currently most health systems are not structured or equipped to support the ongoing needs of men. Without a transformation in the way we care for men, their quality of life will be poor.

The TrueNTH program, now operating across six countries, is the most significant global investment made to improve the quality of life for men with prostate cancer and their families. We have brought together over 300 leading experts around the world, across a range of health disciplines. to work with men in designing innovative solutions that tackle the key challenges. Solutions that work will then be scaled up nationally to reach all men. The solutions address all stages of the disease, and include decision support, exercise and diet, peer support, self management, care co-ordination, health system navigation, care plans, sexual recovery, continence support, support for anxiety and depression, health professional education, and support for men living with advanced disease. Over the coming years, this unprecedented "collective impact" initiative will rapidly progress towards significantly improving the lives of men with prostate cancer.

#### FARMSTRONG PUTTING FARMERS FIRST

Farmstrong will help shift the focus of mental health from depression and illness to one of wellbeing, making a positive difference to the lives of farmers across New Zealand.

This program is implemented by our men's health partner Mental Health Foundation New Zealand (MHFNZ) who will recruit and support ambassadors and champions—who have credibility with farmers—to promote knowledge, skills and behaviours that increase health and wellbeing and can be applied to a farming business context.

We've always assumed that farmers tend to be better at looking after their stock, crops and farming equipment than looking after themselves. However, recent research carried out by our friends at the Mental Health Foundation of New Zealand has found that almost half (47%) of farmers identified wellbeing and quality of life as being top of mind.

#### PREPARING MEN FOR FATHERHOOD

The Movember Foundation has recognised the important role of a father by funding a number of programs aiming to assist men to plan for fatherhood and some of the unknowns.

Fatherhood can be daunting. There aren't any clear guidelines to prepare men for this significant change in their roles, and first time fathers are at particular risk of experiencing mental health problems. So the Movember Foundation is working with international partners to equip new fathers with the knowledge, tools and support to help them stay resilient in the face of the stresses of fatherhood.

#### LIKE FATHER, LIKE SON

The Movember Foundation is also addressing the mental health outcomes of young boys with behavioural conduct problems, through engaging the fathers of these boys in the treatment process. This program seeks to establish a national collaboration of crossdisciplinary researchers, clinicians, policy leaders, and consumer groups to effectively reduce aggression and antisocial behaviour in Australian communities by improving the engagement of fathers in treatment for their sons' conduct problems.

### OUR FUNDRAISING STRATEGY

THE RESULTS THAT WE SEEK TO ACHIEVE ARE THAT WE RAISE SUFFICIENT FUNDS TO BE ABLE TO DELIVER ON OUR STRATEGIC PROGRAM INVESTMENTS, BOTH EXISTING AND FUTURE. The results that we seek to achieve are that we raise sufficient funds to be able to deliver on our strategic program investments, both existing and future, to help us achieve our vision of an everlasting impact on the face of men's health.

Although the Movember Foundation is supported by year-round fundraising efforts by the Movember community, the annual Movember campaign, held in November, is the primary fundraising campaign for the organisation. During the month of 'Movember', we ask men, supported by the women in their lives, to grow a moustache. Men (known as Mo Bros) effectively become walking, talking billboards for men's health, sparking both private and public conversations.

Each year, literally millions of conversations are had by the Movember community, face-to-face, online and through the media. These are conversations that raise awareness and educate men and women about the key health issues men face, that change behavior and prompt men to engage in their health and know when to take action. We also encourage women (known as Mo Sistas) to participate in raising funds during Movember for men's health. They support the Mo Bros in their lives, whether it's for their father, brother, son or partner, Mo Sistas are champions of men's health. This year we have added physical inactivity as our newest focus area and we're challenging Mo Bros and Mo Sistas to get physically active for the 30 days of Movember with the launch of our MOVE initiative—30 MOVEs in 30 days! This will help encourage participants to find new and exciting ways to move and reduce the impact of a sedentary lifestyle and promote positive health behaviour.

For the rest of the year, there are also opportunities to fundraise for the Foundation by participating in events such as marathons, networking and community events etc.

The Foundation encourages the Movember community to put their stamp on fundraising by thinking of fun and disruptive ways to raise funds for men's health. We have had a Paralympian do the Kokoda trial, an 80-year-old Mo Sista abseil off a building and a Mo Bro walking on fire to a Mo team cross country bike ride... the list grows and gets more innovative every year. We are humbled by the dedication and passion of the Movember community rallying together around the world by having fun, doing good and helping change the face of men's health.

# MADE IN MOVEMBER

MOVEMBER.COM

MOVEMBER FOUNDATION ANNUAL REPORT 2015





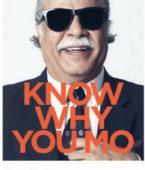


















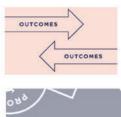










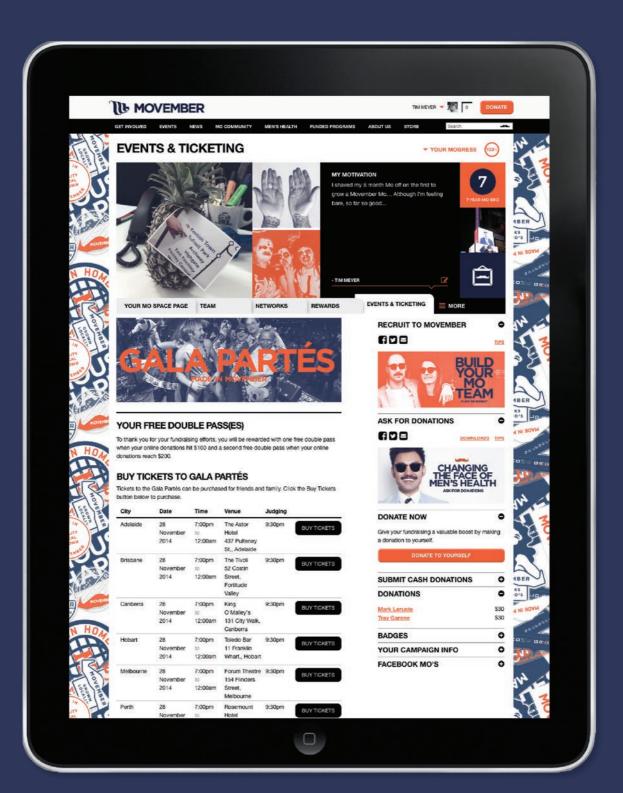




















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#### **OUR REACH**

THE AWARENESS AND EDUCATION PROGRAM IS BROUGHT TO LIFE THROUGH A NUMBER OF CHANNELS ACROSS THE 21 COUNTRIES THAT WE SERVE DURING THE MOVEMBER CAMPAIGN AND BEYOND. A core activity for the Movember Foundation is the work done to increase the understanding of the health risks that men face, educate them on how to live a happier, healthier, longer life and alert them to when to take action about their health concerns. This is delivered through the organisation's Awareness and Education program. The Foundation delivers a strategic, year round program of awareness and education through its major mass communication channels to educate our Movember community and to create public and private conversation. However, the annual Movember campaign, held in November, is the primary awareness and education deliverable for the organisation. During the month of 'Movember', we ask men, supported by the women in their lives, to grow a moustache. Their actions not only raise funds but also equally importantly deliver on our awareness and education objectives:

#### 01

Raise awareness and understanding of the health risks men face

#### 02

Result in men taking action to remain well

For the month of Movember, men effectively become walking, talking billboards for men's health, sparking both private and public conversations. Each year, literally millions of conversations are had by the Movember community, face-to-face, online and through the media. These are conversations that raise awareness and educate men and women of the key health issues men face, that change behaviour and prompt men to engage in their health and know when to take action.

Research confirms that our awareness and education is having a positive impact on engaging men and getting them to think about their health and take preventative action, whist raising essential funds. Compared to the general population, Movember participants spend more time thinking about improving their health, visiting a doctor for a specific reason or discussing their health with others. By putting a fun twist on a serious issue, Movember aims to change the actions and attitudes of men when it comes to their health and raise much needed funds. The moustache is a catalyst for change and gives men the opportunity and confidence to talk about their health with others.

The Movember Foundation wants men to take responsibility for their health, prevent illness by leading a healthy lifestyle and understand the symptoms and signs in both themselves and others so they can appreciate when and how to seek help if needed. The Movember Foundation's Awareness and Education Program is aimed at achieving this and is brought to life through a number of channels across the 21 countries that we serve during the Movember campaign and beyond:

Website: movember.com

Movember Radio: movemberradio.com

Free awareness and education materials

The media - traditional and social

Events and activations

Ambassadors

OUR REACH Awareness And Education

NY IN

( (real reads))

I DON'T THINK MEN EVER GROW UP. YOU JUST GET MORE RESPONSIBILITY, YOU REALISE YOU NEED TO GO OUT AND MAKE SOME MONEY BECAUSE YOU HAVE A FAMILY, CHILDREN OR WHATEVER IT IS. YOU JUST ADAPT AND CHANGE. HOPEFULLY, NO ONE EVER LOSES THEIR INNER CHILD.

> MO BRO CHARLEY BOORMAN ACTOR, TV PRESENTER AND TESTICULAR CANCER SURVIVOR

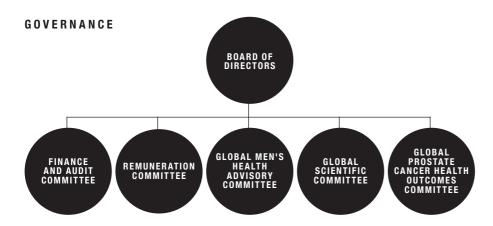
As a charity operating in 21 countries, the Movember Foundation is required to comply with a range of regulatory and governance obligations. These obligations are taken very seriously and the Foundation is committed to best practice levels of transparency, accountability and governance.

The Movember Foundation's corporate governance framework is available on our website. The policies are regularly reviewed to ensure that our corporate governance framework reflects best practice and the particular needs of the charitable sector in each of the countries in which we operate.

#### THE MOVEMBER FOUNDATION BOARD

The Movember Foundation is governed by a Board, which is accountable to the Movember community and general public. Its role is to ensure the Foundation maintains the highest standards of performance, governance, accountability, transparency, program impact and cost efficiencies. In addition, the Board annually reviews the performance of the CEO and the Executive Director of Programs. Our Board is skills-based, with members collectively bringing a wide range of expertise and experience.

In keeping with the Foundation's focus on minimising administrative costs, all Board members are unpaid for their directorships.



#### **BOARD COMMITTEES**

The Board delegates part of its work to specialised committees which report to the Board, these include:

#### GLOBAL SCIENTIFIC COMMITTEE

(and specific Research Advisory Committees) Assists the Board by:

#### 01

Overseeing implementation of the Movember Foundation's Global Action Plan (GAP), an international research collaboration initiative that is accelerating outcomes by providing researchers from around the world the opportunity to work together on specific projects

#### 02

Providing strategic thought leadership and advice on prostate and testicular cancer research undertaken by the Movember Foundation's men's health partners

#### GLOBAL PROSTATE CANCER HEALTH OUTCOMES COMMITTEE Assists the Board by:

#### 01

Providing strategic thought leadership, oversight, review and advice on prostate cancer health outcomes solutions, programs and interventions. This includes, but is not limited to, the TrueNTH program and prostate cancer outcomes initiatives.

#### FINANCE AND AUDIT COMMITTEE

Assists the Board by ensuring:

#### 01

The reliability and integrity of information, including financial information, prepared for use by the Board

#### 02

Integrity of internal controls

#### 03

Effectiveness of the external audit function

#### **REMUNERATION COMMITTEE** Assists the Board by:

#### 01

Setting the organisational remuneration policy **02** 

Reviewing and setting the remuneration of the CEO, Executive Director, Programs, and key leaders

#### GLOBAL MEN'S HEALTH ADVISORY COMMITTEE Assists the Board by:

#### 01

Overseeing implementation of the Movember Foundation's Global Men's Health Strategy

#### 02

Providing strategic thought leadership on opportunities and gaps in the field of men's health and wellbeing

#### 03

Informing the prioritisation of Movember Foundation's investment opportunities in men's health and wellbeing

#### 04

Establishing working groups, as necessary, for targeted initiatives and to draw on country-specific or local expertise

#### 05

Assisting with the design of, and participating in, global activities to share results and learning from program investments

#### GLOBAL BOARD MEMBERS

#### JOHN HUGHES CHAIR

John brings with him over 35 years banking experience. John was recently CEO of Macquarie Infrastructure Group (MIG) Ltd, Macquarie's first and largest listed Infrastructure fund. This role entailed managing a global road asset portfolio and representing MIG on Boards across Europe, the US, Canada and Australia. John is currently head of Macquarie's Principal Equity Investment Group managing a portfolio of global assets.

#### ADAM GARONE, Executive director and ceo

Adam was one of the co-founders of Movember and has been CEO since the organisation was formed. Adam has an extensive corporate background in developing, managing and marketing emerging web and mobile technologies. Prior to Adam's corporate experience he served for nine years as an officer in the Australian Army where he was selected to join the special forces. Adam's military career taught him the art of leadership and intricacies of operations management.

Adam's corporate experience and military service has given him the perfect skill set for his role as CEO of Movember. In 2008 Adam was awarded the Ernst & Young, Australian Entrepreneur of The Year and in 2009 awarded the Melbourne Business School Outstanding Recent Alumnus Award for his role in leading the Movember Foundation. Adam holds a Bachelor of Science from the University of New South Wales and a Masters of Marketing from Melbourne Business School.

#### PAUL VILLANTI EXECUTIVE DIRECTOR PROGRAMS

Paul oversees the Movember Foundation's program investments in prostate cancer, testicular cancer and mental health initiatives globally. He serves as a Director on the Boards of Prostate Cancer Foundation (USA) and Prostate Cancer Canada. Over the past 20 years Paul has successfully led and built businesses in Australia across the infrastructure, technology, property and telecommunications sectors.

He has a particular interest in leveraging the Foundation's role as a global funder and connector to accelerate improved health outcomes for men through global collaboration, and is actively leading key initiatives across biomedical research, clinical quality and men's health.

#### ANDREW GIBBINS Non-executive director

Andrew brings over 17 years experience in private business strategy, operations, logistics and property development. He is regularly introduced in Movember and men's health circles as "One of the original 30 Mo Bros." Andrew has been a Director of the Movember Foundation since the Board was created in 2007. While playing a part in making sure the organisation stays true to its vision, Andrew is often accused of having a single-minded motivation to ensure the Foundation's long-term success—just so he can roll out his banked-up list of Gala Parté costume ideas!

#### PROF. COLLEEN NELSON Non-executive director

Prof. Nelson is Professor and Chair, Prostate Cancer Research, Institute of Health and Biomedical Science, Queensland University of Technology. Prof. Nelson established the Australian Prostate Cancer Research Centre-Queensland in 2007, and was a co-founder of the Vancouver Prostate Centre in 1998. Prof. Nelson founded and is the Director of the Federal Government funded Australian-Canadian Prostate Cancer Research Alliance, a global network of researchers, clinicians, academics, and scientists who work in prostate cancer. Prof. Nelson also chairs the Movember Foundation's Global Scientific Committee.

#### NICK REECE Non-executive director

Nick is a Public Policy Fellow at the University of Melbourne. He brings to the Foundation an extensive knowledge and experience in corporate governance, public policy, government relations, media and the law. Nick has worked as a senior adviser in the Office of the Prime Minister of Australia and for two Australian State Premiers. Before, he worked as a journalist for the Australian Financial Review and started his career as a solicitor in a national law firm. He has significant experience in the not-for-profit sector including as a long standing board member of the homelessness social enterprise, The Big Issue. Nick has been a Mo Bro since way back.

#### KATHERINE HOWARD NON-EXECUTIVE DIRECTOR (Katherine was appointed on 25 June 2015)

Katherine was appointed on 25 oune 2015) Katherine is currently a Corporate Finance Partner with Deloitte Touche Tohmatsu and has over 15 years' experience in Australia, the United States and Canada. Her broad range of transaction experience covers corporate finance, mergers and acquisitions, restructuring (including recapitalisations), private equity, valuations, asset management and business planning, risk management, and debt and equity arranging (both public and private placements).

#### GLOBAL SCIENTIFIC COMMITTEE

PROF. COLLEEN NELSON, MOVEMBER GLOBAL SCIENTIFIC CHAIR Professor and Chair, Prostate Cancer Research, Institute of Health and Biomedical Science, Queensland University of Technology

PROF. JACK SCHALKEN

Department of Urology, Radboud University Nijmegen Medical Centre, The Netherlands

DR. ROBERT BRISTOW, MD Clinician-Scientist and Professor at the University of Toronto

DR. JONATHAN W. SIMONDS, MD President and CEO, Prostate Cancer Foundation (PCF)

PROF. BILL WATSON, ASSOCIATE PROFESSOR OF CANCER BIOLOGY UCD School of Medicine and Medical Science, University College Dublin

PAUL VILLANTI Executive Director, Programs

DR. CAROLINE MOORE University College London and University College London Hospitals Trust

#### MR. WESTLEY SHOLES, PROSTATE CANCER PATIENT ADVOCATE

Principal for Sholes & Associates and Vice President, Health Programs for the National Organization of Black County Officials (NOBCO)

PROF. SILKE GILLESSEN Kantonsspital St.Gallen

DR. THEODORUS VAN DER KWAST University Health Network

DR. ROBERT REITER Geffen School of Medicine at UCLA

#### GLOBAL PROSTATE CANCER HEALTH OUTCOMES COMMITTEE

DAME PROF. JESSICA CORNER, BSC, PHD

Dean of Health Sciences, University of Southampton, United Kingdom

PROF. ROBERT NEWTON, PHD, BSC

Professor of Exercise and Sports Science, Edith Cowan University, Australia

DR. MARTIN SANDA, MD Physician, Professor and Chairman of the Department of Urology, Emory University, United States of America

DR. PADRAIG WARDE, MBCHB, FRCPC Physician and Professor, Department of Radiation Oncology, University of Toronto, Canada

#### GLOBAL MEN'S HEALTH Advisory committee Members 2015-2016

DON MCCREARY, (CHAIR) Men's Health Consultant and Adjunct Professor of Psychology, Brock University

SUSAN BEATON Principal Consultant, Susan Beaton Consulting

ALAIN BRUNET Associate Professor, Department of Psychiatry, McGill University

EHON CHAN Executive Director, Social Entrepreneurship, Malaysian Global Innovation & Creativity Centre (MaGIC)

JUDY Y. CHU Affiliated Faculty member, Program in Human Biology, Stanford University

STEVEN CUMMINS Professor of Population Health, London School of Hygiene and Tropical Medicine

ADAM GARONE CEO and Co-Founder, Movember Foundation

NANCY RHODES Assistant Professor, School of Communication, Ohio State University

JOHN WILLS Academic Director, Aboriginal Studies, University of Queensland G L O B A L L E A D E R S H I P T E A M

ADAM GARONE CEO and Co-Founder, Movember Foundation

MARK FEWELL Head of Market Development

PAUL VILLANTI Executive Director, Programs

ELAINE FARRELLY Global Finance Director

BYRON HILL Head of Technology

MARK HEDSTROM Country Director US

CLAIRE LAMONT Country Director Canada

SARAH COGHLAN Country Director UK

JUSTIN COGHLAN Development Director ASTRID HEWARD General Counsel

BILL MCINTYRE Regional Director Mainland Europe

JULIETTE SMITH Global Marketing and Communications Director

PHIL WILLIAMSON Human Resources Director

THERESE FITZPATRICK Global Mental Health Lead

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#### CHARTER AND POLICIES

The Board works to a Charter and a number of Governance Policies. The Board Charter provides a guiding framework for the corporate governance of the Movember Group and covers the role of the Board and the composition and operating principles of the Board. A Code of Conduct for Directors and Officers has also been adopted.

All Directors, individually and as a Board are required upon appointment to agree to act in accordance with the Board Charter, the Code of Conduct and the Policies. A copy of the Governance Policies which includes all these elements is available on the Movember website.

#### MEETINGS OF DIRECTORS

Five regular Board meetings and a two-day strategy meeting were held in the financial year to 2015. The Finance and Audit Committee met twice, and the Remuneration Committee met once. Attendance at meetings is summarised below.

Directors	The Board		Finance And Audit Commitee		Remuneration Commitee		Global Scientific Commitee		Global Prostate Cancer Survivorship Committee	
	Eligible	Attended	Eligible	Attended	Eligible	Attended	Eligible	Attended	Eligible	Attended
John Hughes	7	7	3	3	-	-	-	-	-	-
Elaine Farrelly	6	6	2	2	-	-	-	-	-	-
Adam Garone	7	7	-	-	-	-	-	-	-	-
Paul Villanti	7	7	3	3	-	-	2	2	2	2
Travis Garone	7	7	-	-	-	-	-	-	-	-
Andrew Gibbins	7	6	3	3	3	3	-	-	-	-
Colleen Nelson	7	7	-	-	-	-	2	2	-	-
Nick Reece	7	7	-	-	3	3	-	-	-	-

The table above captures the Movember Foundation Board Members attendance at the Board meetings as well as the Sub Committees. Elaine Farrelly stepped down from the Board on 21 March 2015. Travis Garone stepped down from the Board on 28 April 2015.

#### STRUCTURE

The Movember Foundation is an Australian based not-for-profit, unincorporated trust, Australian Business Number 48 894 537 905 which is run by The Movember Group Pty Ltd as Trustee (ACN 119 012 243). The Movember Foundation has been granted Deductible Gift Recipient status in Australia and as such all donors are entitled to a tax receipt and a full tax deduction for their donations. During the 2014-15 financial year, the Movember Group Pty Ltd as trustee for the Movember Foundation ran the Movember campaign in Australia, and also in New Zealand, South Africa, Ireland and the Emerging Movember countries. Movember Foundation is a registered US entity (EIN 77-0714052) and runs the Movember campaign in the US. Movember Foundation is a not for profit organisation that is exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code and contributions to Movember in the US are deductible under section 170 of the Code. The Movember Group Pty Ltd as trustee for the Movember Foundation is the sole member of Movember Foundation.

Movember Europe runs the Movember campaign in the UK. Movember Europe is a company limited by guarantee in England and Wales (company no. 7275694). It is a registered charity in England and Wales (charity no. 1137948) and in Scotland (charity no. SC041981). The Movember Group Pty Ltd as Trustee for the Movember Foundation is the sole member of Movember Europe.

Movember Canada runs the Movember campaign in Canada. Movember Canada is a not for profit corporation (company no. 767531-3) and is a registered charity (charity no. 84821 5604 RR0001). The Movember Group Pty Ltd as Trustee for the Movember Foundation is the sole member of Movember Canada.

#### FUNDS RAISED

In 2014 we again ran our global campaign in 21 countries and the result for our full financial year to 30 April 2015, was a total funds raised of AUD \$105 million. Of this amount, AUD \$4.4 million was received directly by our Men's Health Partners and retained by them for investment in Men's Health Programs (this amount is therefore not included in our Summarised Financial Statement shown later in the report).

While we are proud of our AUD \$105 million fundraising, this financial year saw a decrease compared with our prior year funds raised of AUD \$137 million. There are numerous reasons for this, many of which are immoveable. For example, the way in which the days of the week fall at the beginning and end of a Movember campaign heavily impact participation and donations figures. In 2014 our peak registration days of Movember 1, 2 and fundraising days of Movember 29, 30 fell on a weekend. Weekend engagement in the Movember campaign is traditionally very low and this impacted the campaign significantly. Other factors include changing fashion trends around facial hair with the resurgence of the beard and an increasingly competitive and crowded grassroots fundraising market, all of which present the Foundation with challenges and no simple solution.

The Movember Foundation takes a realistic view of the fundraising and campaigning landscape and understands that with an ever changing, competitive environment there will be some years that are stronger than others. The Foundation appreciates that there's a vital need to evolve in order to remain relevant and that men's health continues to be recognised as a priority issue.

It is important to note that fundraising is not the only outcome from the Movember campaign, with the moustache playing an invaluable role in creating conversation and raising awareness about men's health. These conversations are changing and savings lives, and the value of this cannot be quantified in financial terms.

#### FUNDS RAISED AND REGISTERED PARTICIPANTS 2014 CAMPAIGN (RAISED THROUGH TO APRIL 2015)

	Fund raised in \$AUD millions*	Registered Participants	Year of first fundraising campaign
Australia	21.7	94,939	2004
New Zealand	1.3	11,679	2006
UK	22.1	138,542	2007
Canada	24.7	115,358	2007
USA	23.8	166,435	2007
Ireland	2.1	11,858	2008
South Africa	0.7	18,274	2011
Mainland European Countries	7.2	144,203	2011
Asia	1.3	7,501	2012
Rest of the World	0.3	10,428	2012
Total	105.1	719,217	

\*Includes \$4.4m raised and flowing directly to men's health partners

#### FUNDRAISING AND Administration costs

Inevitably there is a cost to raising money. The work that we do and the health benefits we achieve for men cannot happen without the associated costs of fundraising.

We continue to minimise our costs of fundraising through our efficient online fundraising platform, and by sharing our Melbourne based global costs across all of our 21 campaigns. These shared costs include technology, finance, legal and human resource functions. This global cost sharing achieves a significantly lower cost than would be incurred if each these functions were replicated around the world.

In addition to our fundraising costs, we also spend money on administration. We understand that our donor community would be concerned if we were raising and spending their money without effective administration, good planning and careful management of our cash holdings. From each dollar raised, we spend four cents on administration costs.

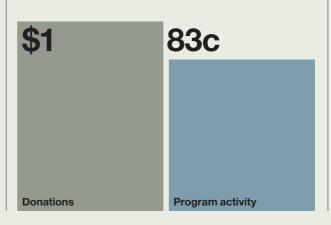
FOR EVERY \$1 RAISED, WE SPEND 13 CENTS IN FUND RAISING COSTS AND 4 CENTS IN ADMIN COSTS

# \$1 13c 2000 Fundraising cost

#### PROGRAM INVESTMENTS

After deducting the fundraising and administration costs outlined in the previous section, the Foundation has in the year to 30 April 2015, achieved a net funds raised for investment in men's health programs of 83 cents for every dollar raised. In dollar terms, this was AUD \$86.8 million raised for investment in men's health programs.

#### FOR EVERY \$1 RAISED, WE SPEND 83 CENTS ON MEN'S HEALTH PROGRAMS



The Movember Foundation invests its net funds into programs run by our Men's Health Partners, our own direct global collaborative programs and our awareness and education program. Refer to earlier pages of this annual report for further details of our program investments and to the Report Cards section of Movember's website.

The Foundation's total funds raised have been allocated for use as follows:

#### TOTAL FUNDS RAISED AUD \$105.1 MILLION

#### **\$94.6m** Donations raised through our Mo Bro / Mo Sistas **\$43.6m** Directly managed prostate, testicular and men's health programs 90% 41.5% 41.1% \$43.2m Donated to/retained by men's health partners 4.2% \$4.4m Funds raised directly by our men's health partners 2.2% \$2.3m Interest and other revenue 12.8% \$13.5m Fundraising costs 2.0% \$2.1m Management fee for running other Movember global events \$1.7m Administration costs 1.6% Sponsorship income 4.6% \$4.8m

#### TOTAL ALLOCATED FUNDS AUD \$105.1 MILLION

#### CASH HOLDINGS, LIABILITIES AND FUNDS RETAINED

At 30 April 2015, the Movember Foundation held AUD \$99 million in cash and cash equivalents and AUD \$67 million in term deposits / financial assets. Of this, AUD \$61 million is payable to our men's health partners for agreed programs and AUD \$86 million has been retained for committed global research and health support programs (refer to breakdown on page 60). The remaining AUD \$19 million of cash is held to ensure adequate funds are available to run future campaigns and fundraising initiatives.

#### PAYMENTS TO MEN'S HEALTH PARTNERS AUD \$61 MILLION

This amount is shown in the current liabilities section of our balance sheet (refer to note 3). We expect the majority of this amount will be paid within the next three years. These funds are held for milestone payments associated with current programs, and for the funding of future programs that will be developed with the funds raised from the 2014 campaign.

The Movember Foundation holds its Men's Health Partners accountable for outcomes and makes payments when they meet program requirements and demonstrate that they are achieving the best possible results. Programs outcomes are managed through governance panels and oversight by the Movember Board. Refer to the Work We Fund section of our website for further detailed information on program outcomes.

#### RESERVES - PERMANENTLY RESTRICTED FOR PROGRAMS AUD \$86 MILLION

This amount is shown in the Reserves section of our balance sheet. Most of this amount will be invested in programs within the next three years—AUD \$59 million within the next 12 months, AUD \$26 million in the following two years, and a small amount (AUD \$1 million) to be paid beyond three years for one of our longer term projects. These funds are permanently restricted for future investment into selected programs that are managed directly by the Movember Foundation. We invest only in world class programs that are aligned with our strategic goals and where it is demonstrated that we can have the greatest impact on men's health. Programs have already been identified or contracted for the majority of these funds.

The Movember Foundation undertakes a rigorous approach to program investment that involves a peer reviewed process, due diligence on selected partners and the establishment of independent governance committees. All program partners are held accountable for driving outcomes that ensure current and future funding achieves significant results. These rigorous investment processes together with the linking of partner payments to milestone achievements, are the key factors driving the accumulation of our fully restricted reserves balance.

#### PERMANENTLY RESTRICTED FOR PROGRAMS

Movember's permanently restricted for programs reserves are designated for the funding of men's health programs:

	Within one year \$	Later than one year but no later than three years \$	Later than three years \$	Total restricted reserves \$
Prostate and testicular cancer research	10,466,095	6,983,322	1,037,827	18,487,244
Cancer survivorship health outcome programs	15,695,693	7,820,988	-	23,516,681
Men's health programs	32,869,862	10,803,288	-	43,673,150
	59,031,650	25,607,598	1,037,827	85,677,075

The amounts above represent commitments by way of Board approval and budget designation.

After meeting the above noted program and Men's Health Partners commitments, the balance of our cash holdings (AUD \$19 million) will be retained to provide working capital and to ensure that the Foundation has adequate funds for investment in future fundraising activities. As the majority of Movember Foundation's revenue is currently derived from one annual campaign, the Movember Foundation Board has adopted a fiscally conservative approach to risk management and aims to accumulate a general reserve equivalent to 12 months coverage of costs. This reserve will ensure future campaigns can be funded should an unforeseen event result in a significant reduction in funds raised in any one year. The Foundation aims to gradually build the reserve level over a multi-year period as the availability of funds from each campaign permits. Our unrestricted reserves currently represents approximately 50% of the cost of running our annual campaign.

The Movember Foundation manages its cash holdings within a conservative treasury policy adopted by the Foundation's global board. We select financial institutions with reference to external credit ratings. Cash Investments are held with financial institutions with at least an AA or A rating and exposure is minimised by spreading cash holdings across a number of institutions. Currently our cash and deposits are held across 13 institutions globally.

#### 0 U T L O O K

The Movember Foundation is committed to a long-term future and has ambitious plans to ensure that regardless of fluctuating fundraising in some years, we are well placed to deliver on our strategic goals going forward.

During 2014, the Movember Foundation launched a robust new strategy called "Movember 2.0", with the objective of putting the organisation in a solid position for evolution and growth.

Movember 2.0 lays out a clear vision and path forward for the Foundation over the next ten years. It was developed as a result of a decision made by the organisation to reposition itself, moving from a one-month fundraising campaign to an organisation with a year round focus and public presence. Movember 2.0 will see the organisation look to build on key initiatives:

#### 01

Repositioning the organisation in the minds of the public from being known as an annual fundraising campaign to being known as The Foundation for men's health

#### 02

Year-round donor engagement strategy 03

Diversified fundraising strategy

#### 04

New fundraiser and donor retention strategy

The results that the Movember Foundation seeks to achieve as a result of implementing Movember 2.0 are:

#### 01

Growth in participation and fundraising in the annual Movember campaign

#### 02

Growth of new fundraising and donor channels outside of the Movember campaign

Achieving these financial results will enable the Movember Foundation to fund more world-class programs and have a greater impact on men's health.

## SUMMARISED FINANCIAL STATEMENTS FOR THE MOVEMBER FOUNDATION TRUST

#### SUMMARISED STATEMENT OF COMPREHENSIVE INCOME FOR THE PERIOD ENDED 30 APRIL 2015

Note	e Consolidated	Consolidated
	2015	2014
	\$AUD	\$AUD
REVENUE		
Mo Bro / Mo Sista donations	94,629,366	123,275,547
Sponsorship income	1,732,063	2,248,518
Gala Parté/merchandise	102,579	241,068
Management fees for running other Movember global events	2,092,400	1,993,257
Interest and other revenue	1,953,586	3,985,063
Foreign exchange gain (net)	215,940	150,489
TOTAL REVENUE	100,725,934	131,893,942
EXPENDITURE		
Men's health program investment	(64,623,015)	(94,121,230)
Fundraising	(13,449,745)	(12,381,612)
Administration	(4,848,072)	(4,763,385)
FUNDS RETAINED FOR THE YEAR	17,805,102	20,627,715
EXCHANGE DIFFERENCE ON TRANSLATION OF FOREIGN OPERATIONS	4,295,789	2,785,206
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	22,100,891	23,412,921

## SUMMARISED FINANCIAL STATEMENTS FOR THE MOVEMBER FOUNDATION TRUST

#### SUMMARISED MOVEMBER GROUP BALANCE SHEET AS AT 30 APRIL 2015

	Note	Consolidated	Consolidated
		2015 \$AUD	2014 \$AUD
ASSETS			
Current assets			
Cash and cash equivalents	2	98,981,182	132,670,370
Financial assets	2	66,840,709	14,060,189
Trade and other receivables		7,728,377	7,012,958
TOTAL CURRENT ASSETS		173,520,268	153,743,517
Non-current assets			
Property and equipment		419,795	514,184
TOTAL ASSETS		173,940,063	154,257,701
LIABILITIES AND NET ASSETS			
Current liabilities			
Men's health partner, trade and other payables	3	64,391,272	66,866,234
TOTAL CURRENT LIABILITIES		64,391,272	66,866,234
Non-current liabilities			
Other payables		189,799	133,366
TOTAL LIABILITIES		64,581,071	66,999,600
NET ASSETS		109,358,992	87,258,101
ACCUMULATED RESERVES			
Reserves			
Permanently restricted for programs		85,677,075	66,872,655
Foreign currency translation reserve		8,694,092	4,398,303
Unrestricted funds for future use		14,987,825	15,987,143
TOTAL ACCUMULATED RESERVES		109,358,992	87,258,101

Note	Consolidated	Consolidated
	2015 \$AUD	2014 \$AUD
NOTE 1: EXPENDITURE		`
Men's health partners		
Program expenditure to The Prostate Cancer Foundation of Australia	4,000,000	6,900,000
Program expenditure to beyondblue	1,571,521	1,855,007
Program expenditure to Norwegian Cancer Society	685,842	690,319
Program expenditure to The Prostate Cancer Foundation of America	8,626,114	9,153,300
Program expenditure to The Livestrong Foundation	747,889	7,322,641
Program expenditure to Prostate Cancer Canada	8,928,194	13,480,095
Program expenditure to Prostate Cancer UK	13,511,431	26,797,793
Program expenditure to other men's health partners	736,616	844,233
Expenditures to men's health partner programs	38,807,607	67,043,388
Directly managed by Movember		
Program expenditure	9,749,208	13,094,080
Men's health awareness and education expenditure	16,066,199	13,983,762
	64,623,014	94,121,230
NOTE 2: CASH AND CASH EQUIVALENTS AND FINANCIAL ASSETS		
Cash at bank and in hand	38,234,269	132,670,370
Deposits at call	60,716,913	-
Term deposits	66,840,709	14,060,189
	165,791,891	146,730,559
Cash, cash equivalents and short term cash investments/term deposits held in 2015 a Committed funding of Men's Health Partner Programs: Consolidated: \$61,029,968. Committed funding of Global Research and Health Support Programs: Consolidated: Retained for working capital and general reserves: Consolidated: \$19,084,848. All cash and deposits are held with major global financial institutions.		

#### NOTE 3: MEN'S HEALTH PARTNER, TRADE AND OTHER PAYABLES

Accrued expenses	2,163,337	2,065,224
Other payables	1,197,967	743,867
Program expenditure payable to men's health partners	61,029,968	64,057,143
	64,391,272	66,866,234

Distributions payable to men's health partners are recognised at the time of an agreement being signed that confirms the amount and timing of distributions payable. The payment timing for some distributions are dependent on the achievement of project milestones.

#### NOTE 4: KEY MANAGEMENT PERSONNEL

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly, including any director (whether executive or otherwise of that entity).

All Movember directors are directors of the Trustee company and of the group, and are considered Key Management Personnel. Directors act in an honorary capacity and receive no compensation for their services as directors.

In addition, during the year the following personnel were considered to be Key Management Personnel: the Chief Executive Officer, Executive Director of Programs, Global Finance Director (new role, part year only) and the Chief Financial Officer. No personnel other than those disclosed above are considered to be Key Management Personnel. Compensation paid for these roles was as follows:

	2015 \$AUD	2014 \$AUD
Total Compensation	949,506	729,452
No. of remunerated personnel included	4	3

As stated in Note 1 to the audited financial report, in the Trustee company directors' opinion, the Foundation is not a reporting entity because there are no users dependent on general purpose financial reports. These are special purpose summary financial statements that have been prepared to meet the financial reporting responsibilities of the directors as set out in the Foundation's trust deed. The summary financial statements have been derived from the audited financial report of the Movember Foundation Trust for the year ended 30 April 2015 in accordance with accounting policies described in Note 1 to the audited financial report. The summary financial statements should be read in conjunction with the audited financial report, available upon request at our registered office at 233 Punt Road, Richmond VIC 3121.

- In the Trustee company directors' opinion:
- (a) The summary financial statements:
  - (i) are consistent with the audited financial report of the Movember Foundation Trust for the year ended 30 April 2015; and

(ii) presents fairly the association's financial position as at 30 April 2015 and its performance for the financial year ended on that date.

(b) There are reasonable grounds to believe that the Foundation will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the directors.

John Hughes Chairman Melbourne, Australia 17 September 2015

#### AUDIT REPORT REPORT OF THE INDEPENDENT AUDITOR ON THE SUMMARY FINANCIAL STATEMENTS OF THE MOVEMBER FOUNDATION TRUST

#### REPORT ON THE FINANCIAL REPORT

The accompanying summary financial statements which comprises the summary balance sheet as at 30 April 2015 and the summary statement of comprehensive income for the year then ended, and related notes are derived from the audited financial report of The Movember Foundation Trust for the year ended 30 April 2015. We expressed an unmodified auditor's opinion on that financial report in our report dated 17 September 2015. That financial report and the summary financial statements do not reflect the effects of events that occurred subsequent to the date of our report on that financial report.

The summary financial statements do not contain all the disclosures required by accounting policies applied in preparation of the audited financial report of The Movember Foundation Trust. Reading the summary financial statements, therefore is not a substitute for reading the audited financial report of The Movember Foundation Trust.

#### DIRECTOR'S RESPONSIBILITY FOR THE SUMMARY FINANCIAL STATEMENTS

The directors are responsible for the preparation of a summary of the audited financial report on the basis described in Note 1 to the audited financial report, to the extent applicable to the summary financial statements.

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#### AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on the summary financial statements based on our procedures, which were conducted in accordance with Australian Auditing Standard ASA810 Engagements to Report on Summary Financial Statements.

#### OPINION

In our opinion, the summary financial statements derived from the audited financial report of The Movember Foundation Trust for the year ended 30 April 2015 are consistent, in all material respects, with that audited financial report on the basis described in Note 1.

#### BASIS OF ACCOUNTING AND RESTRICTION ON DISTRIBUTION AND USE

Without modifying our opinion, we draw attention to Note 1 to the audited financial statements, which describe the basis of accounting. The summary financial statements have been prepared to assist The Movember Foundation Trust to meet the requirements under the trust deed dated 9 August 2006, amended on 5 December 2010. As a result, the summary financial statements may not be suitable for another purpose. Our report is intended solely for the unitholders of The Movember Foundation Trust.

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PricewaterhouseCoopers

Manoj Santiago Partner Sydney, 17 September 2015

PAGE 68 MOVEMBER FOUNDATION ANNUAL REPORT 2015 The world's largest global men's health movement didn't happen overnight. Since 2003, the Movember Foundation has had the privilege of serving the Movember community who has enabled us to accomplish significant milestones and research breakthroughs through our work with our men's health partners globally.

Whether watching a Mo Bro getting their 30 year old Mo shaved off in Movember, cheering a Mo Sista running a marathon for men's health or working at our Mo HQs around the world... there's not a moment where we don't feel incredibly humbled and grateful for all the epic year-round fundraising achievements by Mo growers and supporters. Thanks to their ongoing support we have funded over 1,000 programs to address our four priority issues: prostate cancer, testicular cancer, poor mental health and physical inactivity.

We are honoured to collaborate with the leading minds in the field of research in these areas that work tirelessly under the common goal of building a future where men and boys can lead happier, healthier and longer lives. Thanks to our extensive network of men's health partners, we can truly innovate and be disruptive in our approach.

A special thank you is for the brave men, their families and friends who have worked with us to share their stories to raise awareness about the issues that men face. This is a constant source of inspiration not only to us but also to those men and women who have been impacted by these stories, which have led to life saving decisions. That's what we work all year-round for and exactly why thanks to you; we can help change the face of men's health. FOR FURTHER INFORMATION ABOUT THE MOVEMBER FOUNDATION, PLEASE CONTACT:

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