



Message from our CEO



Dear Friends,

At Smile Train, we are committed to helping children no one else will help in some of the poorest regions on earth. In Fiscal Year 2014 Smile Train continued to achieve the highest productivity of any cleft charity in the world:

- We cheered as 11-year-old Pinki Sonkar, Smile Train patient and star of our Oscar[®] winning documentary short Smile Pinki, performed the coin toss at the Gentlemen's Singles final, Wimbledon 2013.
- We rebranded with a fresh new logo.
- We reached two very special organizational milestones – our one millionth smile and our 15th anniversary.
- We celebrated our one millionth smile in London at 10 Downing Street during a reception hosted by Samantha Cameron, Wife of the Prime Minister of the United Kingdom.
- Our ground-breaking Smile Train Virtual Surgery Simulator was used in more than 70 countries to accelerate cleft surgical training and enhance our “teach-a-man-to-fish” model.
- Total support and revenue for the year exceeded \$185M, and we raised more than \$93M in fundraising contributions.
- 80% of our total expenses went to Programs Expenses.

The growth of our treatment programs proves the effectiveness of our unique strategy. By giving free training, free equipment and financial support, we empower local doctors to help desperate parents change the fate of their child, and help local communities become self-sufficient and sustainable.

For our donors, Smile Train represents an opportunity to deal in the miraculous. By funding a single surgery that can cost as little as \$250, they can restore a child's face – and change their fate. They can do for these children what their impoverished parents cannot.

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

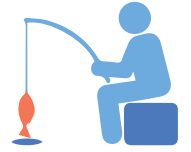
Nothing could be more human, or more lasting.

A handwritten signature in black ink that reads "Susannah Schaefer". The signature is fluid and cursive, written over a light blue circular graphic element.

Susannah Schaefer
Smile Train, CEO

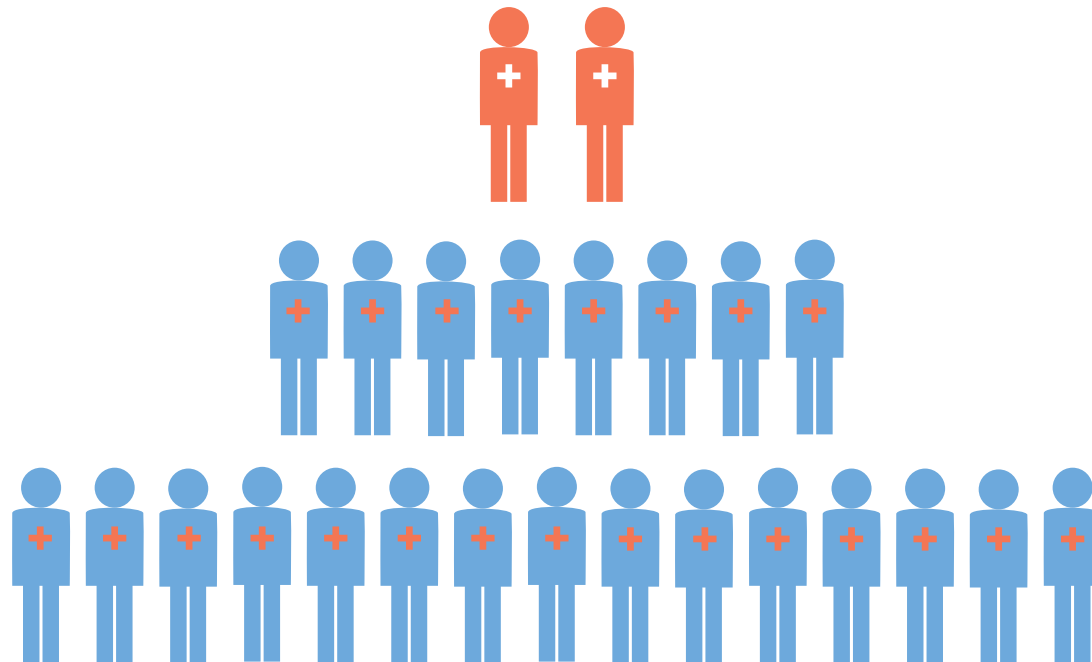
The True Power of a Smile

Our Smile Train story is so simple, as it embraces the time-honored proverb: Give a man a fish and you feed him for a day. Teach a man to fish and you feed him for a lifetime.



Smile Train was the first cleft charity to pioneer this “teach a man to fish” approach. We help train local doctors and provide funding for equipment and financial aid so these partners can provide free cleft surgery every day. This is a safe, more efficient and sustainable way of providing quality cleft treatment for a fraction of what it would cost a mission group. Many Smile Train surgeons perform hundreds of cleft surgeries a year, and are there on the ground to provide continued follow-up care.

Our approach helps desperately poor communities become self-sufficient and sustainable for generations, while transforming innocent young victims into beautiful children.



MEET OSAWA OWITI OUR 1,000,000TH SMILE



At six years old, Osawa Owiti already faced more than his fair share of hardships. Born in a remote village in Tanzania, he was the only child his fellow villagers had known to be born with a cleft. Even relatives treated Osawa differently. He became painfully shy and never laughed, so to not draw attention to his cleft lip.

His mother was also subject to tremendous criticism, unjustly blamed by her in-laws for Osawa's cleft. The family of six, including his father and three siblings, persevered, remaining close despite the stigma surrounding Osawa.

Thanks to Smile Train donors and the skilled surgeons at Comprehensive Community Based Rehabilitation Hospital in Tanzania, Osawa received the life changing cleft surgery that he so desperately needed.

After the surgery Osawa's mother stated, "My husband and I are forever grateful to Smile Train and its supporters for giving Osawa not just a new smile, but a fresh start at a life with opportunities."

WE DON'T DO EVERYTHING. WE DO ONE THING.



Unlike other children's charities that do a little of everything, Smile Train is laser-focused on one goal: to ensure that every child born with a cleft—anywhere in the world—has the opportunity to live a full and productive life. We are helping to relieve the suffering.

Smile Train sets the standards for cleft surgery and quality worldwide. Our Medical Advisory Boards establish the safety standards and protocols that every Smile Train partner hospital must meet. They review our surgeries, medical training and education programs to ensure we meet the absolute highest standards.

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

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



Every 5 Minutes
a Smile Train surgery helps a child in need



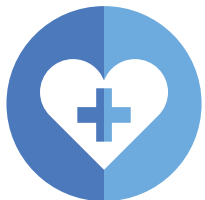
1,000,000+
surgeries since 1999



2,100+
partner surgeons



1,100+
partner hospitals



1,000+
free medical articles
& publications we
make available



1,400+
supported medical
conferences & trainings



85+
countries where Smile Train
has helped children



1 Goal
to give every cleft child
the chance to smile

COMBINED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

For the year ending June 30, 2014

Support and Revenue

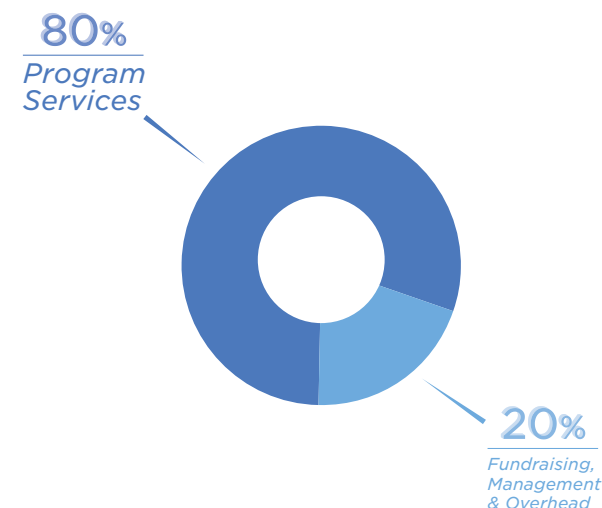
Contributions	\$94,392,893
Contributions in-kind	57,462,744
Investment Income, net	30,767,107
Other Income	3,227,388
Total Support and Revenue	185,850,132

Expenses

Programs:	
Treatment/Training	\$112,073,994
Public Education	13,272,872
Administration and Overhead	2,451,751
Fundraising	29,661,215
Total Expenses	157,459,832

Change in Net Assets	28,390,300
Net Assets, Beginning of Year	225,271,726
Net Assets, End of Year	\$253,662,026

BREAKDOWN OF SMILE TRAIN SPENDING IN 2014*



Smile Train, Inc. and Affiliates

*Percentages have been rounded to nearest decimal point.



COMBINED STATEMENT OF FINANCIAL POSITION

As of June 30, 2014

Assets

Cash and Cash Equivalents	\$9,870,492
Investments	250,165,489
Contributions Receivable, Net	1,506,673
Prepaid Expenses and Other Assets	2,148,219
Furniture and Equipment, Net	907,488
Total Assets	264,598,361

Liabilities and Net Assets

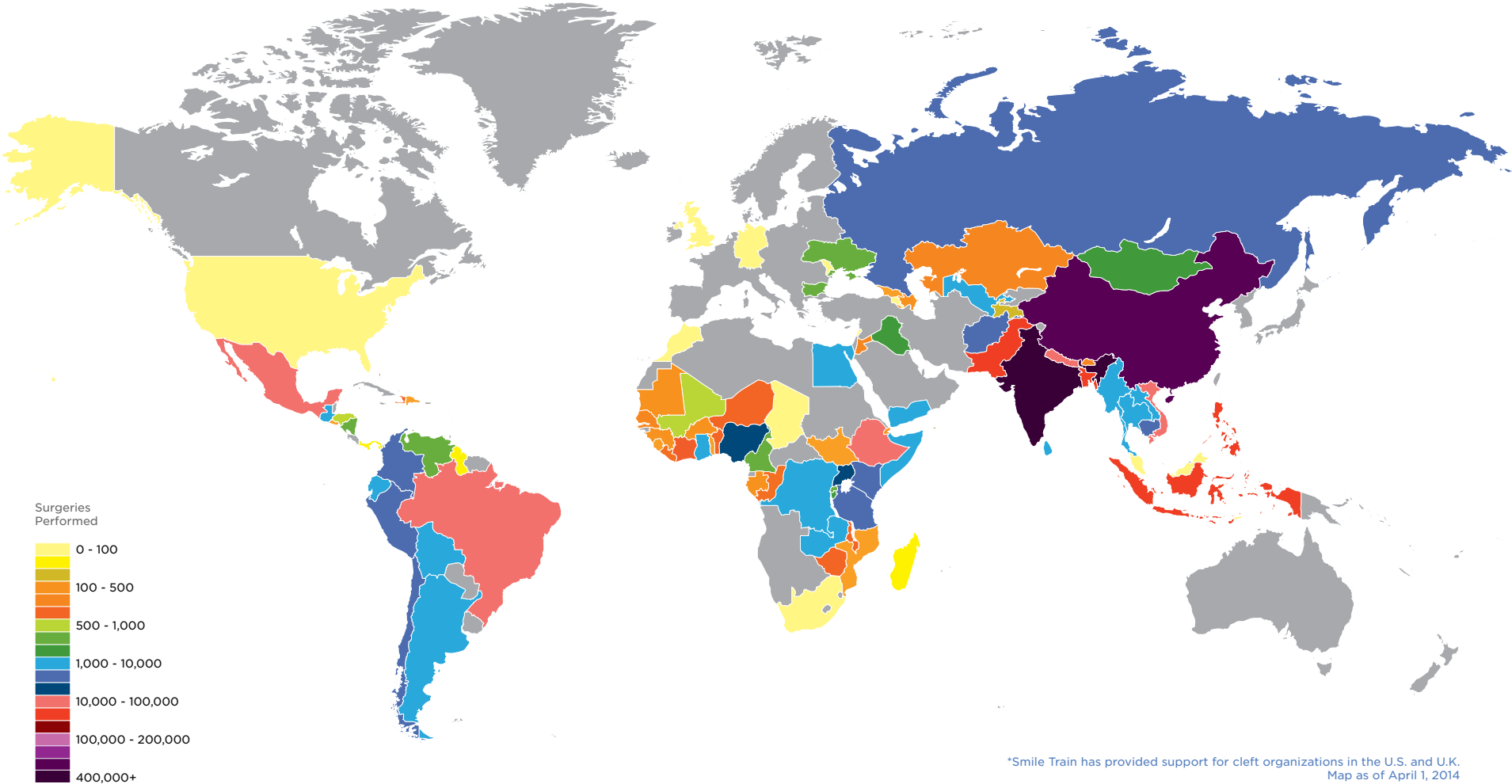
Liabilities

Grants and Contracts Payable	\$8,645,203
Accounts Payable and Accrued Expenses	2,291,132
Total Liabilities	10,936,335

Net Assets

Unrestricted	252,489,122
Temporarily Restricted	1,172,904
Total Net Assets	253,662,026
Total Liabilities and Net Assets	\$264,598,361

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



OUR SUPPORTERS

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Susannah Schaefer

Executive Vice Chair & Chief Executive Officer, Smile Train

Robert T. Bell

Executive Director, Charles B. Wang International Foundation

Michael J. Dowling

President & Chief Executive Officer, North Shore – LIJ Health System

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General Counsel, NeuLion, Inc.

Richard A. Ruderman

President & CEO, Krieger Ruderman & Co., LLC

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Dean Cain

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Kevin Connolly

Graham Elliot

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Rebecca Herbst

Jane Kaczmarek

Howie Mandel

Mary McCartney

Reba McEntire

Bette Midler

Jimmy Pardo

General Colin Powell

Marian Rivera

Aishwarya Rai Bachchan

Carly Simon

Hilary Swank

Nick Symmonds

Kristen Taekman

The Late Robin Williams

Dr. APJ Abdul Kalam

A SIMPLE \$250 SURGERY.

Cleft lip and/or palate can be helped with a simple surgery that can take as little as 45 minutes—one that is extremely safe and has been available for decades.

Moments after the surgery you see the results—the child looking in the mirror at a new face, the parents crying with joy, knowing their child's fate has been transformed.

The surgery can cost as little as \$250, paid for by the contributions of caring people like yourself who make the work of Smile Train possible.

To find out more, please visit smiletrain.org





SmileTrain

Changing the World One Smile at a Time

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Smile Train Updates on:



This Annual Report is short, sweet and cheap!
We much prefer to spend money on helping
children than producing fancy annual reports.

Smile Train is a 501(c)(3) nonprofit recognized by the IRS, and
all donations to Smile Train are tax-deductible in accordance
with IRS regulations. © 2015 Smile Train.