

**GREENPEACE**

REGISTRATION NUMBER: 857204-4280

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# Annual report 2004

## CONTENT

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The Board of Directors and the Executive Director of Greenpeace Nordic hereby present the Annual Report 2004.

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If not otherwise stated, all figures are in thousands (SEK).

## SUMMARY OF ACTIVITIES

### Greenpeace Nordic

Greenpeace is an independent, campaigning organisation, which uses non-violent, creative confrontation to expose global environmental problems, and to force the solutions that are essential to a green and peaceful future. Greenpeace Nordic is part of the global Greenpeace organisation with headquarters in Amsterdam, Netherlands. Greenpeace has some 40 offices around the world.

Greenpeace Nordic is a non-profit organisation (association) registered as a Swedish organisation with the number 857204-4280.

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Greenpeace Nordic is co-operating with other environmental organisations. Greenpeace Nordic works by way of public information, lobby activities and non-violent direct actions. Greenpeace Nordic does not accept financing via government subsidies or contributions from companies. Greenpeace Nordic is for its financing dependent on support from individuals.

## **ANNUAL REPORT 01.01-31.12.2004**

### **SUMMARY OF ACTIVITIES**

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#### Board of Directors

Board of Directors of Greenpeace Nordic 2004 were Irmi Mussack, Germany, (chair), Jörgen Gjerdrum, Norway (deputy chair), Rune Leithe- Eriksen, Sweden, Ulf Månsson, Finland, Kirsten Sander, Denmark, Marianne Wanger, Sweden.

#### Staff

Executive Director (ED) has been Lennart Daléus.

Finance Director has been Jukka Engblom.

Fundraising Director has been Lisa Norström and, as of September - during Lisa Norström's maternity leave - Nora Christiansen, Acting Fundraising Director.

Campaign Director has been Mads Christensen.

The staff comprised 39 (one vacant) permanent positions and a number of temporary/project positions.

Irmi Mussack has served as the Trustee of Greenpeace Nordic and Council member of Greenpeace International and representative of Greenpeace Nordic at the international AGM (Annual General Meeting).

#### **Campaigning 2004**

Greenpeace stands for positive change through action: the courage, independence and global reach to defend nature and promote peace. We champion socially and environmentally responsible solutions, including scientific and technological innovation, to protect the ability of the earth to nurture life in all its diversity. We investigate and expose environmental abuse by governments and corporations.

Greenpeace works in several key areas to further our vision. Our campaign goals include protecting the climate, defending ocean life and ancient forests, exposing nuclear, chemical and biological threats to the environment and human health, and championing clean production.

#### Marine reserves now!

“Are the oceans dying?” asked Newsweek in July 2003. Greenpeace and other environmental organisations have been warning the world of the perilous state of the oceans for years if not decades: the dwindling fish stocks; the loss of small fishing communities; the annual killing of thousands of whales; and the marine ecosystems that are being degraded beyond recovery. ‘Dying’? Well, certainly on the critical list.

Greenpeace has been very active and successful in raising the awareness of the marine crisis during the last years. In 2004 Greenpeace campaigned against the destruction of the seas in our vicinity – the Baltic Sea, the North Sea and the Arctic Sea. We published reports that clearly stated the need for the creation of large-scale marine reserves as one of the key solutions for recovery of those seas as well as the need for a strong marine management

institution in EU. Confrontations – using our ships - against some of the most destructive fisheries such as bottom trawling as well as against dangerous shipping took place in the North- and Baltic seas. At the end of the year it became clear that governments committed to the creation of marine reserves in the south Baltic Sea as well as a part victory was achieved when governments declared the Baltic sea a Particular Sensitive Sea Area (PSSA).

### A Clean Energy revolution!

Greenpeace energy campaign is committed to halting global warming caused by burning oil, coal and gas and ending the nuclear age. We champion a clean energy revolution. The 2<sup>nd</sup> Barseback nuclear reactor is to be phased out may 2005. This long awaited announcement was made in 2004. Greenpeace and others have campaigned against this as long as we have existed in the Nordic region. Now the key battle is against the construction of a new 5<sup>th</sup> and possibly a new 6<sup>th</sup> reactor in Finland.

When Russia ratified Kyoto in the end of 2004 the last major hindering for this important protocol was removed. A giant victory for the battle to fight dangerous climate change. Now all our effort must focus on the reduction commitments for the follow-up of the first Kyoto commitment period and to ensure that the major CO2 emitters outside the Kyoto protocol – US, China and Brazil – will commit to large reductions. For the Nordic countries to reach our Kyoto CO2 reduction targets, further investments in renewables and energy savings are crucial.

### Saving the last ancient forests of Europe!

The fight to save the last ancient forest in Europe is just as important as saving the more known tropical rainforests of our world. The small remaining areas of European ancient forest located in Finland, Sweden and Russia are under logging pressure also from state owned logging companies. While the Brazilian Government in 2004 took the brave initiative to protect millions of ha of Amazonian rainforest – similar large-scale courage still remains to be seen from the Finnish and Swedish government. Greenpeace continues to monitor and dispute every ha of logged old growth forest in Sweden and Finland. We are also keeping up the heat on irresponsible logging companies by putting pressure on their customers on the European markets. Confrontations in the forests, consumer information and political work are our primary tools to save the last old growth forests in Europe. A very successful campaign together with famous authors and other artists such as Isabel Allende to ensure that no old growth fibers are used in their products is ongoing.

### Stop GMO releases into nature

A critical dimension of ensuring the health of the Earth's natural resources and ecosystems and the people and wildlife that depend upon them, is preventing environmental releases of Genetical Modified Organisms (GMOs) . GMOs represent an attempt by the biotechnology and agrochemical industry to control our food supply and threaten irreversible and persistent contamination of the natural environment.

In the Nordic area consumer rejection of GMO products is massive and therefore hardly no GMO products can be found on the store shelves. But a major backdoor remains. That is GMOs imported for animal feed especially in Denmark. We have actively confronted Danish and Swedish companies which backed up by weak legislation can keep on hiding for the consumers that GMOs have been used to feed the animals. Much of the campaign focusses on informing consumers about this as well as putting pressure on governments to ensure strong EU legislation on this area.

## **ANNUAL REPORT 01.01-31.12.2004**

### **SUMMARY OF ACTIVITIES**

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#### Chemicals out of control

Greenpeace toxics campaign is committed to achieving a world free from hazardous chemical pollutants. Our campaign to prevent the spreading of 10.000's of dangerous chemicals we surround us with in our modern society continued. The key focus last year was to ensure the best possible EU legislation that can help govern this area. The long awaited EU REACH legislation will hopefully be the tool that can ensure that effective measures will be taken against some of the most dangerous chemicals. The next battle will be to ensure that this becomes the foundation a global legislation. We saw the first step of that in 2004 when the Stockholm convention, banning the use and production of the "the dirty dozen" - the 12 worst chemicals - stepped into force globally. Greenpeace is relentlessly working to expose the use of some of the worst chemicals in the products we surround us with, such as in children's clothes, in perfumes and in electronics.

#### **Fundraising and Supporter service**

The most important task for the fundraising department is to raise funds for Greenpeace global campaign program. 2004 was an important year, new strategies were decided and quite a lot of re-structuring regarding staff, responsibilities, routines etc. has been initiated. We raised a total amount of 57,467.

#### Supporters are Greenpeace!

Greenpeace exists thanks to individuals' frequent and committed donations. In 2004 we have placed the donor in the centre of our attention even more than before. To build closer relationships between Greenpeace and our supporters have been a focus for us throughout the year. A supporter service charter has been developed and is being implemented. Measurement tools to ensure the monitoring of the quality of our service have also been implemented. We have furthermore identified present and future needs of our supporters, and consequently, started our work to even better meet the requirements.

#### Acquisition - getting new supporters

Direct dialogue between Greenpeace and potential supporters on the streets are still the most reliable way to get new people to support Greenpeace financially. Face to face activities were carried out in all the Nordic countries in 2004, and our recruiters were in contact with thousands of people during the year, also adding to Greenpeace visibility in general. This campaign gave us 12,000 new supporters in 2004.

A few other recruitment methods, e.g. telephone canvas were tested and evaluated in the last quarter of the year. Analyses showed that this is worth testing further in 2005.

#### Supporter retention program

In the spring of 2004 the earlier supporter information package was replaced by Greenpeace report, which serves the role of a magazine. Our supporters welcomed the new report format, and the concept has been developed successfully further during the rest of the year.

## **ANNUAL REPORT 01.01-31.12.2004**

### **SUMMARY OF ACTIVITIES**

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In the first quarter of the year we contacted many of our supporters in Sweden by phone and gave them the opportunity to raise their monthly donation. This activity was successful and resulted in a gross income of 1,900.

Four urgent appeals were mailed out during the year. The response was better than expected and raised a total amount of 2,600. In June an urgent request for financial support for our GMO campaign in Asia was mailed out and more than 7 % of our supporters responded to this campaign with generous gifts. These donations were crucial for our ability to carry out GMO activities during 2004.

We want to be able to communicate more directly with our supporters online, and in the last quarter of the year a new strategy for our online communication and newsletter has been developed, involving more and better information flows on our website and more frequent newsletters.

Our programs for Russia Support and Action support continued as before and are still important, enabling us to carry out environmental work in the difficult political climate in Russia and ensures our ability to take action when needed.

#### Supporter database development

To meet the future demands for fundraising and supporter retention activities the new supporter database project has been continued during 2004. Bearing this in mind, 2004 was however a stable year regarding the technical aspects of our fundraising activities. Our direct debit programs have worked well, and so have other financial transactions, online or otherwise. We leave the year having 86 % of our supporters on direct debit.

#### Supporter figures

	Primo 2004	Primo 2005
Finland	13,060	15,913
Norway	3,326	3,100
Sweden	65,653	64,737
Denmark	18,407	16,735
<b>total Nordic</b>	<b>100,446</b>	<b>100,485</b>

**ANNUAL REPORT 01.01-31.12.2004**  
**ACCOUNTANCY REPORT**

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**ACCOUNTANCY REPORT**

Income

The income from our supporters increased by 1,870 to 57,469. The total income including interest amounts to 57,682, which compared to 2003, is an increase of 1,771.

Greenpeace Nordic has two “90-accounts” on which have been raised 5,432.

The total income in 2004 includes contributions to Greenpeace Russia of 3,000.

Costs

The total cost amounts to 56,888 which compared to 2003 is an increase of 2,103.

Result

The year ended with a surplus of 289.

Cash

Cash year-end amounted to 12,931. Greenpeace Nordic cash policy is that the association should never risk money by investing in papers or shares that can lower in value.

Disposition of the result

The Board of Directors suggests that last years

Fund Balance	12,959
Along with this years result	289
Is to be balanced in new Fund Balance	13,248

**ANNUAL REPORT 01.01-31.12.2004**  
**INCOME STATEMENT**

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**INCOME STATEMENT**

	<b>Note</b>	<b>2004</b>	<b>2003</b>
Operational income	1	57,469	55,599
Expenditures related to the purpose of GPN	2	-44,108	-40,570
Fundraising expenditures	2	-10,587	-12,498
Administration expenditures	2	-2,193	-1,717
		<b>- 56,888</b>	<b>-54,785</b>
<b>Results of operations</b>		<b>581</b>	<b>814</b>
Interest income and similar income	3	213	312
Interest costs and similar charges		-4	-2
		<b>209</b>	<b>310</b>
<b>Results after financial items</b>		<b>790</b>	<b>1,124</b>
<b>Result before tax</b>		<b>790</b>	<b>1,124</b>
Tax	4	-501	-15
<b>Result</b>		<b>289</b>	<b>1,109</b>

**ANNUAL REPORT 01.01-31.12.2004**  
**BALANCE SHEET**

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**BALANCE SHEET**

	<b>Note</b>	<b>2004</b>	<b>2003</b>
<b>ASSETS</b>			
<b>Intangible fixed assets</b>			
Activated costs for Database development	5	1,645	912
Software	6	113	153
		<b>1,758</b>	<b>1,065</b>
<b>Tangible fixed assets</b>			
Office Equipment	7	1,178	767
Action Equipment	8	410	58
		<b>1,588</b>	<b>825</b>
<b>Fixed assets</b>		<b>3,346</b>	<b>1,890</b>
<b>Current receivables</b>			
Receivables – Greenpeace offices	9	1,931	1,333
Other receivables		1,903	1,432
Taxes		188	179
Prepaid costs and accrued income	10	377	549
<b>Current assets</b>		<b>4,399</b>	<b>3,493</b>
<b>Current investments</b>	11	<b>50</b>	<b>110</b>
<b>Cash and Bank</b>		<b>12,931</b>	<b>14,320</b>
<b>Total amount current assets</b>		<b>17,380</b>	<b>17,923</b>
<b>Total amount assets</b>		<b>20,726</b>	<b>19,813</b>

**ANNUAL REPORT 01.01-31.12.2004**  
**BALANCE SHEET**

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	Note	2004	2003
<b>FUND BALANCE AND LIABILITIES</b>			
<b>Fund Balance</b>			
Opening Fund Balance		12,959	11,850
Surplus for the year		289	1,109
Closing Fund Balance		<b>13,248</b>	<b>12,959</b>
<b>Other allocations</b>			
Provisions for legal disputes	12	<b>1,495</b>	<b>1,365</b>
<b>Current liabilities</b>			
Accounts payable		1,781	963
Payable - Greenpeace offices	13	68	70
Other Liabilities		422	286
Accrued expenses	14	3,712	4,170
		<b>5,983</b>	<b>5,489</b>
<b>Total amount fund balance and liabilities</b>		<b>20,726</b>	<b>19,813</b>

## **ACCOUNTING PRACTICE AND POLICIES**

The Annual Report has been prepared in accordance with the Annual Accounts Act and the guidelines issued by the Swedish Accounting Standards Board. If no guideline has been issued by the Swedish Accounting Standards Board, guidance has been taken from the standards issued by the Financial Accounting Standards Council.

The report has been prepared using the principals issued by FRII (Frivilligorganisationernas insamlingsråd) and the guidelines given by SFI (Stiftelsen för insamlingskontroll).

### Overview

The financial result of the organisation follows close to predictions in the financial five-year plan.

### Income

The Association's income consists of supporter fees, donations and legacies. Income is shown as the real value of what has been received or will be received. Income in form of gifts is booked as income during the period the gift was handed over in a legally binding way.

### Receivables

Receivables are valued individually and booked to the amount with which they are estimated to be received.

### Receivables and debts in foreign currencies

Receivables and debts in foreign currencies are being recalculated to the exchange rate at closing day rate.

### Expenditure

Expenditure is recognised in the period to which it relates.

Costs for the "purpose" (ändamål) include salaries for campaigners, operation and maintenance of an action department and other cost related to the goals of the organisation as defined in the bylaws of the association Greenpeace Nordic. Cost for the purpose includes the contributions to Greenpeace Russia and to Greenpeace International.

Costs for the purpose also include relevant overhead costs and administration costs.

As reported in last years Annual Report measures now have been taken so that cost booked under fundraising and administration that are directly linked to the purpose, are reported under "purpose". In this years Annual Report figures concerning last years expenditures refer to those figures given in the SFI-reporting thereby enabling a more valid comparison between the to years.

Cost for fundraising includes salaries for fundraisers, cost for recruiting new supporters and other costs to maintain and upgrade our support (postage, letters etc.)

## **ANNUAL REPORT 01.01-31.12.2004**

### **ACCOUNTING PRACTICE AND POLICIES**

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Cost for administration is cost which is needed in order to administer the organisation. These costs include primarily part of the salaries and operation costs for staff employed at the IT and Finance departments respectively.

In-direct costs (rent and office supplies) are allocated to purpose, fundraising and administration respectively.

Depreciation of campaign equipment is charged to the campaign-department. Depreciations of computers, software, furniture and office machines are allocated on a per-head basis to the different departments.

#### Intangible fixed assets

The costs for developing a new database have been activated as an intangible asset. The database is under construction and is being developed primarily within the organisation. The database is estimated to be finalised at the end of year 2005. The depreciation of the database will start when the database is finalised. The depreciation will be linear during the period the asset is being used and will be reflected as a fundraising cost in the income statement.

#### Fixed assets

Fixed assets are entered into initial cost. Depreciations are made with the expected lifetime of 3 years for equipment concerned.

Depreciations are made on a linear basis.

#### Shares

Greenpeace Nordic investment strategy does not allow investments in stock shares etc that can lower in value.

#### Provisions for legal disputes

Liabilities, including legal disputes, which are not certain at the year-end, but where the amount can be assessed with reasonable certainty, are provided for in full.

**ANNUAL REPORT 01.01-31.12.2004**  
**NOTES**

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**NOTES**

	<b>2004</b>	<b>2003</b>
<b>1. Income</b>		
<u>Type of income</u>		
Income from Supporters (Greenpeace Nordic)	52,943	50,531
Income from Supporters (Greenpeace Russia)	3,000	3,273
Legacies	1,474	1,785
Other income	52	10
	<b>57,469</b>	<b>55,599</b>
<u>Income per country</u>		
Sweden	40,412	39,447
Denmark	9,546	10,027
Finland	6,341	4,802
Norway	1,170	1,323
	<b>57,469</b>	<b>55,599</b>
<b>2. Salaries, social costs and other payments to employees</b>		
<u>Salaries</u>		
Executive Director	627	600
Permanent staff	14,634	13,237
Temporary staff	2,925	5,792
<u>Social costs and other payments</u>		
Social cost	3,405	4,214
Pensions	1,663	1,142
Other cost	865	845
	<b>24,119</b>	<b>25,830</b>

Of the total pensions cost an amount of 164 (191) SEK concerns the pension for the Executive Director.

**ANNUAL REPORT 01.01-31.12.2004****NOTES**

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The salaries, social costs and other payments to employees are allocated per country as follows:

	<b>2004</b>	<b>2003</b>
Sweden	12,900	13,892
Denmark	4,699	6,166
Finland	2,490	3,035
Norway	4,030	2,737
	<b>24,119</b>	<b>25,830</b>

Neither the Board of Directors nor the members of the General Assembly receives any form salary.

**Employees**

Sweden	25 (11)	25 (11)
Denmark	10 (7)	9 (5)
Finland	9 (5)	9 (3)
Norway	3 (3)	6 (6)
	<b>47 (26)</b>	<b>49 (25)</b>

These figures show numbers of employees (males). There is no distinction made between full time and part time employees. Apart from the paid staff, Greenpeace is dependent on the work of the many volunteers carrying out activities in line with the goals of the organisation.

**Members of the board**

	<b>2004</b>		<b>2003</b>	
	<b>No at 31:st of December</b>	<b>Whereof male</b>	<b>No at 31:st of December</b>	<b>Whereof male</b>
<b>Members of the board</b>	<b>6</b>	<b>3</b>	<b>6</b>	<b>3</b>
<b>Senior management team</b>	<b>4</b>	<b>3</b>	<b>4</b>	<b>3</b>

**2. Sick leave**

	<b>1 January – 31 December 2004</b>	<b>1 July – 31 December 2003</b>
<b>Total sick leave</b>	2,02%	3,62%
- Long term sick leave	0%	1,48%
- Sick leave female	3,58%	5,92%
- Sick leave male	1,01%	1,41%
- no of employees < 29 years	1,81%	1,86%
- no of employees 30 – 49 years	2,19%	1,62%
- no of employees > 50 years	0,31%	0,23%

	<b>2004</b>	<b>2003</b>
<b>3. Interest income and similar income</b>		
Interest deposit accounts in Nordea A/S	203	308
Interest – other	10	4
	<b>213</b>	<b>312</b>
<b>4. Tax</b>		
Tax concerning this year	-501	-106
Tax concerning previous years	-	91
	<b>-501</b>	<b>-15</b>
<b>5. Activated costs for Database development</b>		
Purchase price beginning of the year	912	
Addition	<u>733</u>	<u>912</u>
Purchase price end year	<u>1,645</u>	<u>912</u>
Net book value	<u>1,645</u>	<u>912</u>

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	<b>2004</b>	<b>2003</b>
<b>6. Software</b>		
Purchase price beginning of the year	588	549
Addition	<u>0</u>	<u>39</u>
Purchase price end year	<u>588</u>	<u>588</u>
Depreciation beginning of the year	435	252
Depreciation for the year	<u>40</u>	<u>183</u>
Depreciation year end	<u>475</u>	<u>435</u>
Net book value	<u>113</u>	<u>153</u>
<b>7. Office Equipment</b>		
Purchase price beginning of the year	2,611	2,167
Addition	<u>1,057</u>	<u>444</u>
Purchase price end year	<u>3,668</u>	<u>2,611</u>
Depreciation beginning of the year	1,844	1,560
Depreciation for the year	<u>646</u>	<u>284</u>
Depreciation end year	<u>2,490</u>	<u>1,844</u>
Net book value	<u>1,178</u>	<u>767</u>
<b>8. Action Equipment</b>		
Purchase price beginning of the year	2,445	2,445
Addition	291	0
Re-classification	<u>100</u>	<u>0</u>
Purchase price end year	<u>2,836</u>	<u>2,445</u>
Depreciation beginning of the year	2,387	2,223
Depreciation for the year	<u>39</u>	<u>164</u>
Depreciation end year	<u>2,426</u>	<u>2,387</u>
Net book value	<u>410</u>	<u>58</u>

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	<b>2004</b>	<b>2003</b>
<b>9. Receivable - Greenpeace offices</b>		
Greenpeace Netherlands	-	10
Greenpeace Germany	40	18
Greenpeace India	30	30
Greenpeace France	9	9
Greenpeace UK	12	12
Greenpeace China	1	-
Greenpeace Australia	-	-
Greenpeace International	1,839	1,253
Greenpeace Foundation – Sweden	-	1
	<b>1,931</b>	<b>1,333</b>

**10. Prepaid cost and accrued income**

Prepaid rent	312	320
Other	65	229
	<b>377</b>	<b>549</b>

**11. Current investments**

Greenpeace Nordic holds shares in a few chemistry and forestry companies in order to receive information and attend shareholders meetings. Greenpeace Nordic has furthermore shares in a Danish Windmill- project.

**12. Provisions for legal disputes**

In the closing balance provisions of 1,495 SEK has been made for legal disputes.

**13. Payable - Greenpeace offices**

Greenpeace France	7	3
Greenpeace Australia	-	12
Greenpeace Germany	48	48
Greenpeace UK	13	7
Greenpeace Netherlands	-	-
	<b>68</b>	<b>70</b>

**ANNUAL REPORT 01.01-31.12.2004**  
**NOTES**

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	<b>2004</b>	<b>2003</b>
<b>14. Accrued expenses</b>		
Holiday-payment	1,950	1,770
Pensions	283	1,202
Social fee	239	392
Other accrued expenses	1,240	806
	<b>3,712</b>	<b>4,170</b>

**ANNUAL REPORT 01.01-31.12.2004**  
**SIGNATURES OF THE MANAGEMENT**

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**SIGNATURES OF THE MANAGEMENT**

Stockholm, the 15th of April 2005

Irmi Mussack  
Chair of the Board of Directors

Lennart Daléus  
Executive Director

Ulf Månsson

Jörgen Gjerdum

Rune Leithe-Eriksen

Kirsten Sander

Marianne Wanger

Our Audit Report was issued the 15<sup>th</sup> of April 2005

Christer Forsberg  
State Authorised Public Accountant KPMG Bohllins AB