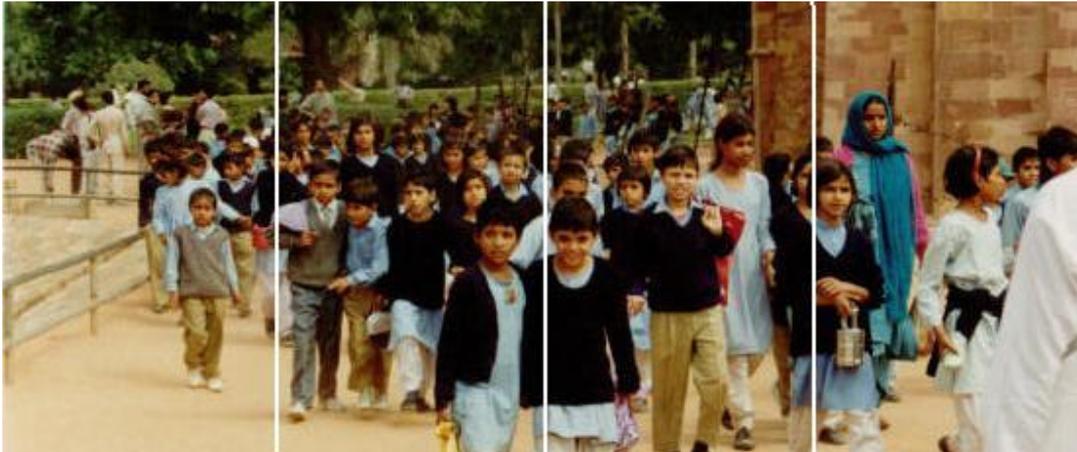


King Zollinger & Co. Advisory Services
Annual Report 2005



King Zollinger & Co. Advisory Services Annual Report 2005

Contents:

- | | |
|---------------------------------|--|
| 1. Introduction (p.2) | 7. Selected projects in 2005 (p.5) |
| 2. Vision (p.2) | 8. Papers and publications (p.7) |
| 3. Field of activity (p.3) | 9. Facts and figures (p.7) |
| 4. Management and Council (p.3) | 10. Our corporate responsibility (p.8) |
| 5. Clients (p.4) | 11. Looking back and ahead (p.9) |
| 6. Services (p.5) | |

1. Introduction

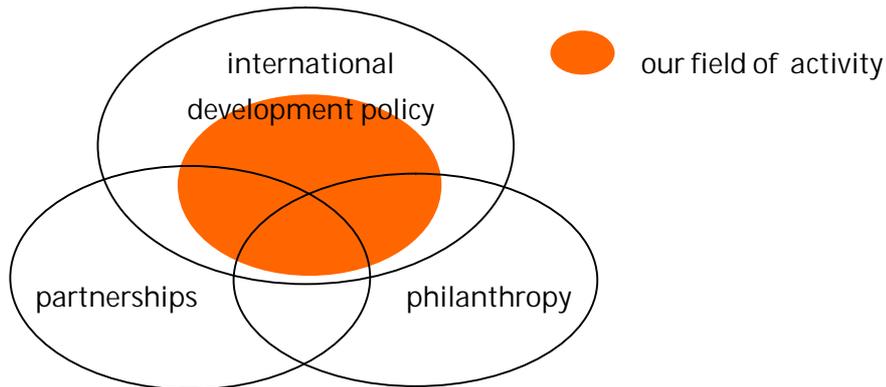
The present report is the second Annual Report of King Zollinger & Co. Advisory Services and covers the period from January to December 2005. King Zollinger was founded in February 2003 by the two partners Alison King and Urs Zollinger as a General Partnership under Swiss law (*Kollektivgesellschaft*). The company is registered in the Commercial Register of the canton of Zurich and started business in August 2003.

2. Vision

We are convinced that poverty reduction and sustainable development can only be achieved collectively. Dialogue and innovative, goal-oriented development partnerships open up new dimensions and perspectives, leading to real change and well-being for all. The 2015 Millennium Development Goals (MDGs) form the basis of our work and serve as the framework for our commitment.

3. Field of activity

King Zollinger is a consultancy firm specializing in international development policy. Within this domain, we also apply our expert knowledge and practical experience to the fields of multi-stakeholder partnerships and philanthropy.



4. Management and Council

The two founding partners Alison King and Urs Zollinger constitute the management of King Zollinger.



Alison King obtained her Masters' degree in Political Science (international relations) from the University of St. Gallen, Switzerland, in 1992. She has extensive knowledge of international development and of the international development system from her work with the UN system in India and New York, with the UN Division of the Swiss Agency for Development and Cooperation (SDC), and as an adviser to various international and Swiss development organizations. Over the past 13 years, Alison has gathered professional expertise in the following areas: international development goals, donor coordination, multilateral performance assessment, UN reforms, and strategic cooperation with the private sector. She has special knowledge in the areas of child/human rights, refugees, gender equality, and health. Alison has excellent networking and coordination skills.



Urs Zollinger obtained his Masters' degree in Economic Sciences from the University of St. Gallen, Switzerland, in 1992. Urs has an in-depth understanding of the international development system and of today's concept of sustainable development. Before founding King Zollinger, Urs worked with the Swiss Agency for Development and Cooperation (SDC). Earlier, he served in the UNDP Evaluation Office in New York and gained operational work experience at the country-level with UNIDO in India. Before joining the UN system, Urs worked in the private sector as brand manager for Unilever. As consultant to various international and Swiss development agencies, Urs focuses his attention in particular on development policy (e.g. MDGs), aid effectiveness (e.g. performance of multilateral organizations), and innovative partnerships. He is a specialist in results-based management and evaluation, and an experienced moderator.

In strategic and ethical questions, the management of King Zollinger is able to draw upon the experience and advice of its Council. The members of the Council in 2005 were Hans-Christof von Sponeck and Wolfgang Wörnhard:



Hans-Christof von Sponeck, Germany, is the former UN Resident Coordinator in Pakistan and India and the former UN Humanitarian Coordinator in Iraq. Today, he is a renowned expert and author of books and articles on Iraq.



Wolfgang Wörnhard, Switzerland, is an independent management consultant and mediator. He holds several honorary positions including that of President of the Swiss National Committee for UNICEF.

In 2005, the volume of services provided by King Zollinger increased to an extent that we were able to associate other development experts for selected activities. This has led to an expansion of our knowledge base and capabilities.

5. Clients

Our clients in 2005 were Swiss governmental and non-governmental development agencies, international development agencies, including United Nations organizations, companies,

universities, and foundations. They included (in alphabetical order) cinfo¹, Deutsche Post, the EuropaInstitut of the University of Basle, the Multilateral Performance Assessment Network (MOPAN²), the Swiss Agency for Development and Cooperation (SDC), the United Nations Children's Fund (UNICEF), the United Nations High Commission for Refugees (UNHCR), and the United Nations Population Fund (UNFPA). Many of them continue to call on our services in 2006.

6. Services

The services of King Zollinger in 2005 ranged from research, policy development and analysis, strategic positioning, performance assessment, the building, managing and assessment of multi-stakeholder partnerships, writing of reports, conference reporting, and the conceptualization and moderation of events, workshops and trainings. As guest speakers, we also shared our thoughts and knowledge with interested audiences.

7. Selected projects in 2005

Millennium Development Goals

The MDGs continued to be a main focus of King Zollinger activity in 2005. Thus, in preparation for the 2005 World Summit of the United Nations General Assembly, King Zollinger was closely involved in reviewing and reporting on the contribution of the Government of Switzerland to reaching the MDGs.³ Towards the end of the year, King Zollinger was also engaged in a multi-stakeholder dialogue on the outcome of the 2005 World Summit, with a particular focus on the feasibility and desirability of organizing an MDG campaign in Switzerland, a discussion that we will continue to pursue actively in 2006.

¹ Centre for Information, Advice and Training - Professions Relating to International Development, Biel/Bienne.

² Network members: governments of Austria, Canada, Denmark, Finland, Norway, Sweden, Switzerland, The Netherlands, and the United Kingdom.

³ Swiss Federal Council: Millennium Development Goals – Progress Report of Switzerland 2005, May 2005.

Children and development

The importance of children in Swiss development policy and cooperation also continued as an emphasis of King Zollinger work in 2005. Concrete results included the elaboration and presentation of a discussion paper supported by a number of Swiss NGOs, including recommendations to the Swiss Government, on the problem of child trafficking in Switzerland and at the global level. Furthermore, research and policy analysis undertaken by King Zollinger in 2005 led to the submission of a parliamentary request for the Swiss Government to increase the priority afforded in Swiss development policy and programming to children in general and those affected by HIV/AIDS in particular, especially in Africa.

Assessing the partnership performance of multilateral organizations

For the second time, King Zollinger was requested to support a multi-donor assessment of the partnership performance of selected multilateral organizations. Whereas the 2004 exercise was focused on the United Nations Development Programme (UNDP), the Food and Agriculture Organization of the United Nations (FAO), and the African Development Bank, the 2005 Annual Survey was dedicated to assessing the performance of the World Bank, UNFPA, and the United Nations Joint HIV/AIDS Programme (UNAIDS) in several developing countries worldwide. We are happy to report that King Zollinger has also been contracted as consultants to the 2006 Survey focusing on UNICEF, the Asian Development Bank and the International Labour Organization (ILO).

UN-business partnerships

In 2005, King Zollinger continued to develop its knowledge and practical experience in the areas of corporate responsibility, corporate philanthropy and particularly multi-stakeholder partnerships. As such, we provided advisory services and support to UNFPA, UNHCR, UNDP and Deutsche Post. King Zollinger also continued to contribute to ongoing debates in Switzerland and abroad, for example in connection with the draft UN Norms on the Responsibilities of Transnational Corporations and Other Business Enterprises with Regard to Human Rights or concerning the notion of a Millennium Development Goals Scorecard for business.

Conceptualization and moderation of conferences, workshops, and trainings

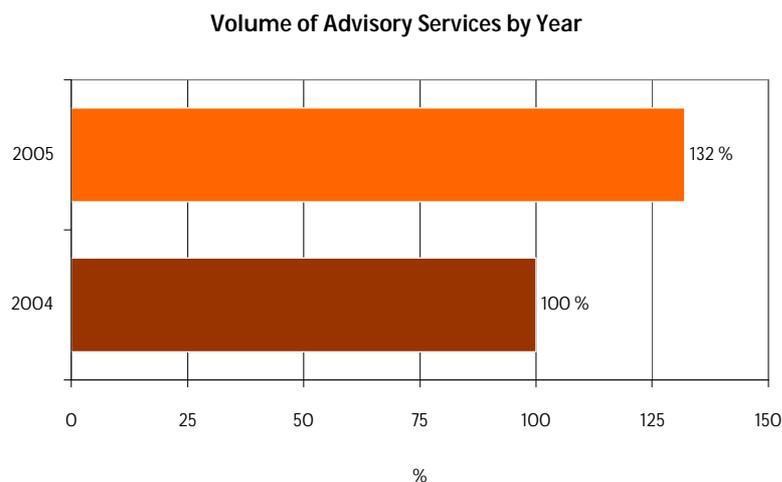
On several occasions during 2005, King Zollinger was again invited to conceptualize and/or moderate conferences, workshops and trainings on topics related to international development and the United Nations. Examples here are workshops for Swiss nationals interested in working for the UN, staff training in the role and functioning of the UN, the Swiss Launch of the UN Year of Microcredit 2005, the preparation of a human rights capitalization workshop in 2006, and mid-term reviews and annual programme planning events for development organizations. King Zollinger was also responsible for reporting from the 2nd Magglingen Conference on Sport and Development that took place from 4-6 December.⁴

8. Papers and publications

In 2005, King Zollinger was requested to give talks or interviews on current international development topics such as the MDGs, corporate responsibility, public private partnerships, challenges of development philanthropy, and the business of consulting to the United Nations. We also published various issue papers and articles in English and German. Papers, interviews and publications are available on the company website at www.kingzollinger.ch.

9. Facts and figures

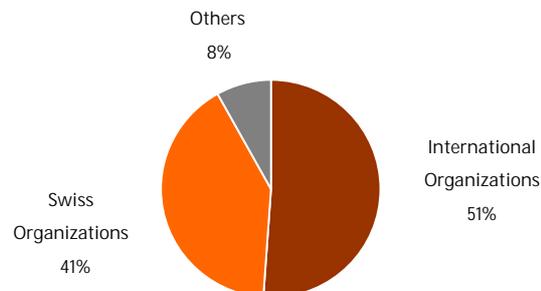
In 2005, King Zollinger increased its volume of advisory services (measured in days) by 32% compared to 2004.



⁴ www.magglingen2005.org.

International organizations, including UN organizations and multi-donor networks, constituted the largest client group (51%), followed by Swiss organizations, including governmental and non-governmental aid agencies (41%). The remaining services (8%) were provided to companies and private clients.

Volume of Advisory Services by Type of Organization, 2005



10. Our corporate responsibility

We are conscious of our own social and environmental responsibility and in 2005 endeavoured to manage our own business activities in a responsible way. Accordingly, when undertaking business trips, we purchase *myclimate* tickets (www.myclimate.org) to compensate the impact of our flights on the environment. In order to support micro entrepreneurs in developing countries we have also invested some of our financial reserves in the responsAbility Global Microfinance Fund (www.responsability.ch), which makes investments in microfinance throughout the world. In addition, King Zollinger continued to support the particularly visionary and innovative project 1000 Women for the Nobel Peace Prize 2005 (www.1000peacewomen.org).

11. Looking back and ahead

2005 was a stepping stone and an important benchmark in the context of the 2015 MDGS. During the year, King Zollinger was able to intensify and extend its advisory services in this regard, particularly within its main field of activity "international development policy". In 2005, we also seized opportunities for strengthening our second field of activity, namely our development partnership brokering role, mainly by providing advice and support to development organizations, but also to business. The profile of our third field of activity - philanthropic advisory services - has become clearer in the past year. In particular, King Zollinger is well-placed to advise and support family offices. Our development expertise, coupled with family offices' financial and legal skills, helps to ensure that charitable donations by individual clients are in line with the latest development thinking and successful approaches to reducing poverty.

In 2006, international development policy will continue to be our main field of activity with a large proportion of our work revolving around the United Nations system, the MDGs, partnerships and aid effectiveness, human rights, children, and disaster risk reduction. We will also continue to follow the corporate responsibility and philanthropy debates and related initiatives, internationally and in Switzerland.

As our pipeline of new projects expands, we will continue to associate other development experts for specific activities to assure high quality and timely delivery of our services. In 2006, we also look forward to increasing our office space.

Zurich, March 2006