To the Board of Directors of Follow this Anthony Fokkerweg 61 Unit 1A16 1059 CP AMSTERDAM



Page

### Table of contents

Administration report	
Accountant's compilationreport	3
General	5
Result	6
Financial position	7
Summary financial information	7
Management Board's report	
Board of Directors report	9
Financial statements	
Balance sheet as at 31 December 2023	13
Statement of activities for the year 2023	15
Notes to the financial statements	16
Notes to the balance sheet	17
Notes to the statement of activities	20
Other notes	22

ADMINISTRATION REPORT



# van tunen + partners

To the Board of Directors of Follow this To the attention of Martin van Duyse Anthony Fokkerweg 61 Unit 1A16 1059 CP AMSTERDAM

Amsterdam 23 August 2024 100429

Geachte heer van Duyse,

#### Accountant's compilationreport

To: The Board of Follow This, Amsterdam, The Netherlands

The financial statements of Follow This at Amsterdam have been compiled by us using the information provided by you. The financial statements comprise the balance sheet as at 31 December 2023 and the profit and loss account for the year 2023 with the accompanying explanatory notes. These notes include a summary of the accounting policies which have been applied.

This compilation engagement has been performed by us in accordance with Dutch law, including the Dutch Standard 4410, 'Compilation engagements', which is applicable to accountants. The standard requires us to assist you in the preparation and presentation of the financial statements in accordance with Dutch General Accepted Accounting Principles RJ C1 small not for profit organisations. To this end we have applied our professional expertise in accounting and financial reporting.

In a compilation engagement, you are responsible for ensuring that you provide us with all relevant information and that this information is correct. Therefore, we have conducted our work, in accordance with the applicable regulations, on the assumption that you have fulfilled your responsibility. To conclude our work, we have read the financial statements as a whole to consider whether the financial statements as presented correspond with our understanding of Follow This. We have not performed any audit or review procedures which would enable us to express an opinion or a conclusion as to the fair presentation of the financial statements.

During this engagement we have complied with the relevant ethical requirements prescribed by the 'Verordening Gedrags- en Beroepsregels Accountants' (VGBA, Dutch Code of Ethics). You and other users of these financial statements may therefore assume that we have conducted the engagement in a professional, competent and objective manner and with due care and integrity and that we will treat all information provided to us as confidential

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Amsterdam, 23 August 2024

Hoogachtend, Van Tunen & Partners B.V.

,

R.J.M. van der Meer RA

### General

#### **Comparative figures**

The comparative figures published in this report are derived from the report as prepared on July 7, 2023.

#### Incorporation association

The Incorporation Association was on December 9, 2014.

#### Activities

The activities of Follow this, having its legal seat at AMSTERDAM, primarily consist of: uniting shareholders to compel oil and gas companies to transition their business models from fossil fuels to renewable energy.

#### Adoption of the annual accounts

The Annual General Meeting of Shareholders had adopted the 2022 financial statements on July 7, 2023. The net result after taxation for the year ending 2022 was  $\in$  43.481.

### Result

### Analysis of the result

		Budget	
	2023	2023	2022
	€	€	€
Benefits	535.010	604.000	554.436
Members contributions	82.368	72.000	57.624
	617.378	676.000	612.060
Expenses of employee benefits	482.541	518.000	476.940
Other operating expenses	73.348	115.000	102.231
Total of sum of expenses	555.889	633.000	579.171
Total of operating result	61.489	43.000	32.889
Financial income and expense	-3.853		10.592
Total of net result	57.636	43.000	43.481

### Analysis of the results

	2023	
	€	€
Increase in result		
Higher member contributions Lower other operating expenses	24.744 28.883	
		53.627
Decrease in result		
Lower benefits Higher expenses of employee benefits Lower financial income and expense	19.426 5.601 14.445	
		39.472
Increase of the result	=	14.155

#### **Financial position**

To provide insight in the development of the financial position of the Company we provide you with the following statements. These are based on the information from the annual report. Hereafter we provide you with the balance sheet as at 31 December 2023 in an abridged form.

#### **Financial structure**

	31-12-2023		31-12-2022	
	€	%	€	%
Assets				
Financial assets	495.858	67,3	380.123	48,1
Receivables	6.076	0,8	6.265	0,8
Cash and cash equivalents	234.952	31,9	404.444	51,1
	736.886	100,0	790.832	100,0
Equity and liabilities				
Net assets	222.473	30,2	164.837	20,8
Long-term liabilities	472.179	64,1	353.006	44,6
Short-term liabilities	42.234	5,7	272.989	34,6
	736.886	100,0	790.832	100,0
Analysis of the financial position				
		31-12	-2023 31-12	2-2022
		€		€

### Available on short term

Receivables Cash and cash equivalents	6.076 234.952	6.265 404.444
	241.028	410.709
Short-term liabilities	-42.234	-272.989
Liquidity surplus = working capital	198.794	137.720
Established for the long term		

# Financial assets495.858380.123Financed with on the long term available assets694.652517.843

### Financing

Net assets	222.473	164.837
Long-term liabilities	472.179	353.006
	694.652	517.843

### Summary financial information

		31-12-2023 €	31-12-2022 €	31-12-2021 €
Assets				
Fixed assets				
Financial assets		495.858	380.123	222.532
Current assets				
Receivables		6.076	6.265	10.262
Cash and cash equivalents Total assets		234.952 736.886	404.444 790.832	<u> </u>
Equity and liabilities				
Net assets		222.473	164.837	121.356
Long-term liabilities Short-term liabilities		472.179 42.234	353.006 272.989	207.436 32.424
Total equity and liabilities		736.886	790.832	361.216
	2023	2022	2021	2020
	€	€	€	€
Benefits	535.010	554.436	305.362	189.941
Members contributions	82.368	57.624	49.377	34.056
Total of net result Net assets	57.636 222.473	43.481 164.837	78.739 121.356	30.706 42.616
1161 022612	222.4/3	104.037	121.300	42.010

MANAGEMENT BOARD'S REPORT



#### Board of Directors report

In 2023, our board of directors is comprised of two members:

- Mark van Baal Chairman
- Maarten van de Weijer Secretary, Treasurer

Maarten van de Weijer has resigned as director in July 2023 and Martin van Duyse has replaced him in January 2024.

Our Mission

To empower shareholders to compel high emitters to drive down emissions in line with the Paris Climate Agreement.

Key Achievements for 2023

The year 2023 was a continuation of the trends the previous year had set: the high oil price due to the geopolitical context fueled the profits of oil and gas companies. The fossil fuel industry undermined the sense of urgency for tackling the climate crisis by investing in renewables that was felt in the investors' community during the Covid period with low oil prices and losses in the sector, only two years before.

Big oil firms used the energy security debate to keep pushing the business-as-usual argument.

Follow This filed climate resolutions at five supermajors: Shell, BP, Total Energies, ExxonMobil and Chevron.

Voting results on climate resolutions at Big Oil were mixed: in Europe, responsible investors increased or maintained pressure on BP (17%), Shell (20%), and Total Energies (30%), but in the US, investors released Exxon Mobil (11%) and Chevron (10%) from emissions reductions this decade.

One of the reasons, as explained in our op-ed in the Financial Times (Big Oil needs to change or Paris will fail. That's a decision for shareholders.), is that most investors have yet to decouple short-term profits and long-term risk.

Voting results at the 2023 AGM season revealed the growing dichotomy between each side of the Atlantic. Votes for Follow This resolutions decreased substantially in the US (Exxon Mobil and Chevron) but were maintained in the UK (Shell and BP) and went up in France (Total Energies);

Exxon and Chevron made significant, large-scale acquisitions focused on the oil sector. Meanwhile, Shell's new CEO decided to implement large layoffs in the renewables business unit. Additionally, the CEO of BP was unexpectedly fired. Despite these changes, Total Energies maintained its investment levels in renewables and upheld its climate pledges.

We also witnessed in 2023 a growing trend of divestment from Big Oil, materializing through divestments of prominent Dutch players (notably PGGM and MN in 2023), following previous examples given by peers (APG and Cardano before).

A trend of civil disruption of several oil majors' AGMs was also a continued effort from the civil society.

Some key achievements on our behalf are as follows:

• For the first time, leading investors joined us in filing climate resolutions at Shell, BP, ExxonMobil, and Chevron; six investors with assets under management of more than € 1.3 trillion co-filed one or more climate resolutions.

• CA100+ lead engagement teams supported our climate resolutions through flagging (Shell) or co-filing (Total Energies).

30% support at Total Energies, equaling the support for our climate resolution at Shell in 2021.

We had an opportunity to see clearly the realities of the Atlantic Ocean widening gap: out of the 12 top asset managers, only Amundi voted for all climate resolution. Allianz and UBS also voted for some of them.

• The 9 remaining seats are all US based asset managers, and all are voting against climate target resolutions.

• Our 2023 successes in building coalitions drove us to push the needle as we could secure a coalition of 27 investors holding 3.9 trillion in assets under management behind our climate resolution project at the 2024 Shell plc AGM.

Important organizational developments

Liza Rubinstein Malamud and Faryda Lindeman joined Rens van Tilburg (chair) and Rob Hulsman in our supervisory board.

#### Our funding and financials

We have received financial support from the Laudes Foundation, The Sunrise Project and our generous sponsors for our activities in 2023. Their financial support enabled us to maintain a team of 7.3 FTE.

2023 was the last year The Sunrise project provided our core funding. For 2024 we were able to attract a new grant. However, we're also working to obtain additional grants as dependence two grantors remains a concern for the board.

We were also happy to see increased donations by our members in various forms (dividends, donations and fees), which increased from EUR 58k in 2022 to 82k in 2023. However, in 2023 we classified one sponsor as donor, so the increase is smaller than it appears.

The increase in donations still is a trend that we also see in the first months of 2024, for which we are grateful, and which is a development we want to strengthen. The main reason for the increase was that we appeared in the media more frequently.

The Board will continue to focus its efforts on strengthening and diversifying our funding base. By doing so, we want to reach our full potential and pursue more opportunities to promote shareholder and investor action. Our cost base remains comparable to last year except for office costs. These decreased compared to 2022 mainly due to one-off costs for new laptops and the implementation of a new online platform (Shopify).

Our liquidity decreased from EUR 404k in 2022 to EUR 235k in 2023. This is due to a prepayment of one of the yearly grants in 2022, whereas we received the 2024 grants later. The decrease in liquidity translates to lower short-term liabilities for the prepaid grant.?Our working capital position, however, increased from EUR 137k to EUR 199k/

The financial assets increased from EUR 380k in 2022 to EUR 495k, due to the increase in our member base. The increase is mirrored by the increase in long-term liabilities for our members.

Given the continued dependence on the limited number of grantors, we will add the result of EUR 58k to the general reserve. The increase in reserves helps to boost solvency needed for the uncertainty in the upcoming years.

For more detailed financial reporting please refer to the financial statements.

FINANCIAL STATEMENTS



### Balance sheet as at 31 December 2023

(After proposal distribution of result)

	31-1	2-2023	31-12	2-2022
	€	€	€	€
ASSETS				
FIXED ASSETS				
Financial assets		495.858		380.123
CURRENT ASSETS				
Receivables				
Accruals and prepaid expenses		6.076		6.265
Cash and cash equivalents		234.952		404.444

736.886	790.832



	31-12-20	)23	31-12-20	22
	€	€	€	€
EQUITY AND LIABILITIES				
NET ASSETS				
General reserve		222.473		164.837
LONG-TERM LIABILITIES				
Other long-term liabilities		472.179		353.006
SHORT-TERM LIABILITIES				
Trade payables	406		6.260	
Payables relating to taxes and social security contributions	3.188		-	
Other liabilities and accrued expenses	38.640	-	266.729	
		42.234		272.989
	-	736.886	_	790.832

### Statement of activities for the year 2023

	<u>2023</u> €	Budget 2023 €	2022 €
<b>Benefits</b> Other subsidies Sponsorship contributions	513.510 21.500	554.000 50.000	522.936 31.500
	535.010	604.000	554.436
Members contributions	82.368	72.000	57.624
	617.378	676.000	612.060
Expenses Expenses of employee benefits Other operating expenses Total of sum of expenses	482.541 73.348 555.889	518.000 115.000 633.000	476.940 102.231 579.171
Total of operating result	61.489	43.000	32.889
Revenues of receivables from fixed assets and securities Currency translation differences	-2.541 -1.312	-	10.338 254
Financial income and expense	-3.853	<u> </u>	10.592
Total of net result	57.636	43.000	43.481
Appropriation of result General reserve	57.636		43.481

#### Notes to the financial statements

#### **Entity information**

#### Registered address and registration number trade register

The registered and actual address of Follow this is Anthony Fokkerweg 61 Unit 1A16, 1059 CP in AMSTERDAM, Nederland. Follow this is registered at the Chamber of Commerce under number 62049933. **General notes** 

#### The most important activities of the entity

The activities of Follow this consist mainly of: uniting shareholders to compel oil and gas companies to transition their business models from fossil fuels to renewable energy.

#### The location of the actual activities

The actual address of Follow this is Anthony Fokkerweg 61 Unit 1A16, 1059 CP in AMSTERDAM.

#### Disclosures about estimates, judgements, assumptions and uncertainties

In applying the principles and policies for drawing up the financial statements, the directors of Follow this make different estimates and judgments that may be essential to the amounts disclosed in the financial statements. If it is necessary in order to provide the transparency required under Book 2, article 362, paragraph 1, the nature of these estimates and judgments, including related assumptions, is disclosed in the notes to the relevant financial statement item.

#### General accounting principles

#### The accounting standards used to prepare the financial statements

The financial statements are drawn up in accordance with the provisions of Dutch General Accepted Accounting Principles RJ C1 Small not for profit Organizations.

Assets and liabilities are generally valued at historical cost, production cost or at fair value at the time of acquisition. If no specific valuation principle has been stated, valuation is at historical cost.

#### Accounting principles

#### **Financial assets**

Financial assets are valued at actual value.

#### Receivables

Receivables are carried at their nominal value, less any provisions deemed necessary to mitigate the risk of bad debt. These provisions are determined on the basis of an individual assessment of the receivables. Unless stated otherwise, the receivables have a maturity of less than 1 year.

#### Cash and cash equivalents

Cash at banks and in hand represent cash in hand, bank balances and deposits with terms of less than twelve months. Overdrafts at banks are recognized as part of debts to lending institutions under current liabilities. Cash at banks and in hand is valued at nominal value.

#### **Current liabilities**

On initial recognition current liabilities are recognized at nominal value.

#### Accounting principles for determining the result

The result is the difference between the realizable value of the goods/services provided and the costs and other charges during the year. The results on transactions are recognized in the year in which they are realized.

### Notes to the balance sheet

**Fixed assets** 

	<u>31-12-2023</u> €	<u>31-12-2022</u> €
Financial assets Portfolio of Shares	495.858	380.123
Portfolio of Shares		
Shares Follow This (for own account) Shares Follow This (for members)	23.680 472.178	27.118 353.005
	495.858	380.123
Shares Follow This (for own account)		
Book value as at 1 January Value changes	27.118 -3.438	15.096 12.022
Book value as at 31 December	23.680	27.118
Shares Follow This (for members)		
Book value as at 1 January Investments Value changes	353.005 104.601 14.572	207.436 54.708 90.861
Book value as at 31 December	472.178	353.005

# van tunen + partners Administratie- en accountantskantoor

#### **Current assets**

Receivables		
	31-12-2023	31-12-2022
Other receivables and accrued assets	€	€
Deposits Prepaid expenses	4.339 1.737	4.579 1.686
	6.076	6.265
Cash and cash equivalents		
Rabobank Other banks	205.591 29.361	365.682 38.762
	234.952	404.444

### Equity and liabilities

### Net assets

Movements in equity were as follows:

	General reser-
	Ve
	€
Balance as at 1 January 2023	164.837
Appropriation of result	57.636
Balance as at 31 December 2023	222.473

#### Statement of the proposed appropriation of the result

The Board of the entity proposes to appropriate the result as follows:

The appropriation of profit for the period 2023 in the amount of € 57.636 will be fully added to the general reserve.

	2023	2022
General reserve	€	€
Balance as at 1 January Appropriation of result	164.837 57.636	121.356 43.481
Balance as at 31 December	222.473	164.837

### Long-term liabilities

Other long-term liabilities	<u>31-12-2023</u> €	<u>31-12-2022</u> €
Liability Members (shares in portfolio)	472.179	353.006
The long-term liabilities are equal to the value of the shares for members.		
Short-term liabilities		
Trade payables		
Trade creditors	406	6.260
Payables relating to taxes and social security contributions		
Value added tax	3.188	
Other liabilities and accrued expenses		
Shares to be purchased Gift cards outstanding Invoices to receive Holiday allowance Outstanding Holidays Pre-invoiced grants	2.457 938 4.388 8.437 22.420 - - 38.640	1.449 12.675 18.325 234.280 266.729

Off-balance-sheet rights, obligations and arrangements

## van tunen + partners Administratie- en accountantskantoor

### Notes to the statement of activities

		Budget	
	2023	2023	2022
	€	€	€
Benefits			
Other subsidies	513.510	554.000	522.936
Sponsorship contributions	21.500	50.000	31.500
	535.010	604.000	554.436

The subsidies are philanthropic grants that have been received from The Sunrise Project and Laudes Foundation.

The Laudes Foundation is a philanthropic fund, founded by the Brenninkmeijer family business owners, that challenges and inspires industry to harness its power for good.

The Sunrise Project is a re-granting organization, founded in Australia in 2012, who are focusing on building networks that can drive the transition from fossil fuels to clean energy.

<b>Members contributions</b> Membership fees Donations Donations - Dividend	15.535 50.883 15.950 82.368	37.500 25.000 9.500 72.000	9.258 37.251 11.115 57.624
Expenses of employee benefits			
Wages and salaries Social security premiums and pensions cost Other expenses of employee benefits	323.396 55.114 104.031 482.541	310.000 65.000 143.000 518.000	316.436 49.215 111.289 476.940
Wages and salaries			
Salaries	323.396	310.000	316.436
Social security premiums and pensions cost			
Social security charges	55.114	65.000	49.215
Other expenses of employee benefits			
Other allowances Arbo services Third party services Payroll expenses	1.861 1.452 98.797 1.921 104.031	10.000 128.000 5.000 143.000	3.092 106.001 2.196 111.289
Other operating expenses			
Housing expenses Costs annual general meetings Office expenses General expenses	21.366 19.637 15.808 16.537 73.348	22.000 27.000 29.000 37.000 115.000	18.650 24.657 40.126 18.798 102.231
Housing expenses			
Rent expenses	21.366	22.000	18.650

	<u>2023</u> €	Budget 2023 €	<u>2022</u> €
Costs annual general meetings			
Travelling and hotel expenses Symposia	19.287 350 19.637	22.000 5.000 27.000	20.184 4.473 24.657
Office expenses			
Office supplies Printed matters Automation expenses	2.230 13.578 15.808	2.000 1.000 26.000 29.000	735 849 38.542 40.126
General expenses			
Insurance premium Audit costs, other audit assignments Notarial expenses Bank expenses Other general expenses	2.462 2.743 2.744 8.588 	8.000 13.000 3.000 10.000 3.000 37.000	3.957 1.141 3.000 10.699 1 18.798
Revenues of receivables from fixed assets and securities			
Income from securities of financial fixed assets	-2.541		10.338

### Other notes

### Average number of employees

	2023	2022
Average number of employees over the period working in the Netherlands	7,30	6,77
Total of average number of employees over the period	7,30	6,77

### Subsequent events

Disclosure of subsequent events There are no subsequent events to be mentioned.

AMSTERDAM, 23 August 2024 Follow this

Chairman M. van Baal Treasurer M. van Duyse

