



PRESIDENT'S REPORT 2009

ANNUAL GENERAL MEETING - JUNE 6th, 2010

Dear Members,

Each year for 18 years, thanks to your unfailing support, Assistance Médicale Toit du Monde develops three converging lines of action on an international field: medical, sustainable development and sponsorships.

AMTM strength and specificity is, on the one hand, a complementarity of its activities and, on the other hand, the regularity of its presence on the spot: each site is visited at least once a year and we develop our three lines of action in each one.

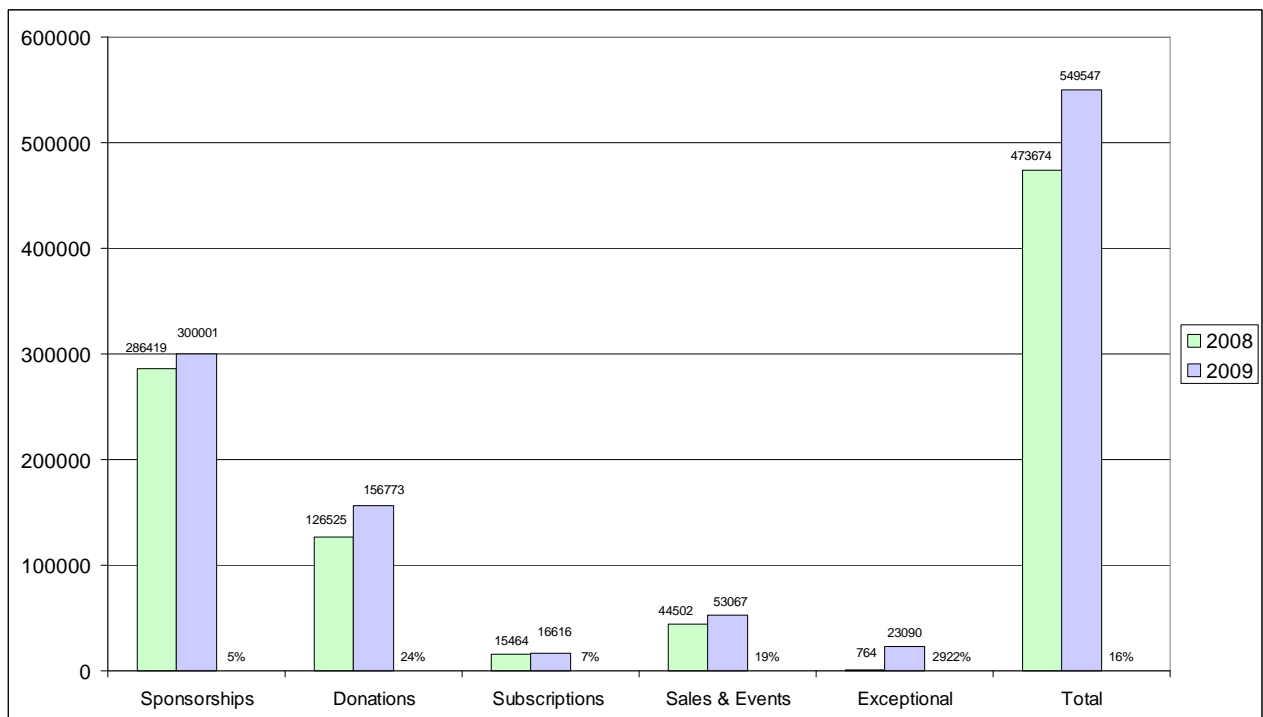
This commitment makes it possible to efficiently provide a global aid to disadvantaged people in Nepal and India, including Tibetan refugees and particularly children.

Despite a worldwide situation which remains not bullish, we could develop our activity and continue to act and invest on the spot, as we shall see in detail.

In 2009, our **4,000** members have supported us very generously with financial resources (excluding carried forward amounts) of **€549,547**.

It is an overall increase of **16%** compared to last year.

It is moreover particularly encouraging to note that each sector of the association participated in this movement.



In detail, as every year, it is gratifying to note that sponsorships are still rising in accordance with our expectations (+5%). So the sponsorship sector, with now more than 1,000 sponsorships, ensures a very solid basis for the association, regardless of the situation.

In addition, 2009 was a good year and all the sectors have risen compared with 2008:

- Donations (+24%) with an increase in donations by Companies and the provision of €300 on tickets for each participant in the missions of 2009.
- Subscriptions (+7%), if the number of members has remained steady, some of them have given more than the minimum €35....
- Sales and events (+19%) including the sale of T-shirts and caps offered by Lisa Tsang.
- The so-called "exceptional" sector with the balance of Mrs. Poullin bequest.

Through the mobilization of all active members, this strong support of our members has allowed us to achieve our two primary objectives of the year:

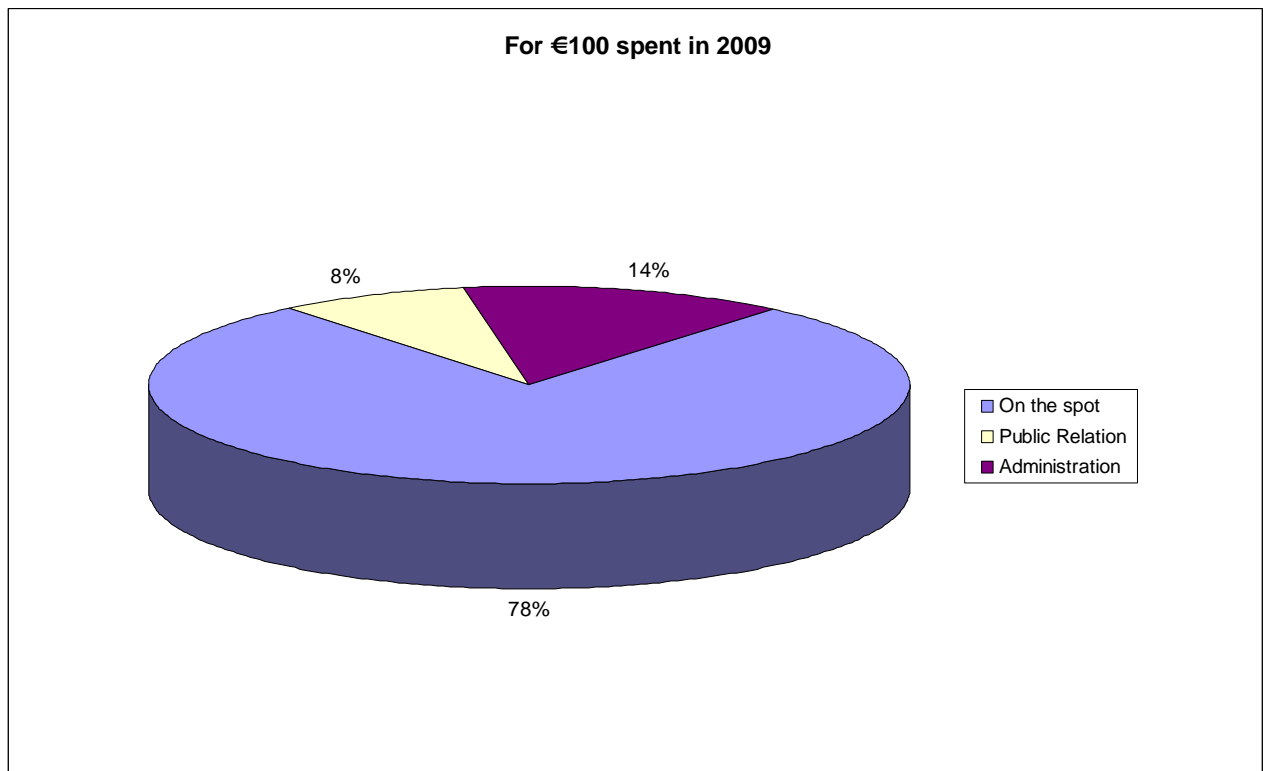
- to maintain and even develop our actions despite the crisis.
- not to make a dent in our money in reserve (the difficult year 2008 led us to spend half of our money in reserve to reach our first objective).

The increase coming from all sectors, we hope it marks the return of a good trend.

It is nevertheless true that, as long as the worldwide economic situation will remain sluggish, only the mobilization of the members can make a difference.

This was the case in 2009 with our team of active members (**120 volunteers and 5 employees**) who worked efficiently. Our achievements on the spot where we spend more than three quarters of our funds demonstrate this quality.

Whatever our activity, maintaining this ratio is a priority. For an association, it is indeed the clearest sign of a good management.



NB: The commitments to be achieved on allocated resources are included in the spot proportion

The balance sheet of 2009 (I) and AMTM future prospects (II) highlight the need to maintain everybody's mobilization.

I) Report of our actions for the year 2009

The activity was constant both in Nepal and India (A) and in France (B)

A) Activities in Nepal and India

AMTM objective is to be present on the spot every year. Then we had many actions in India and in Nepal with five missions that are the center of our activity:

- 4 overall missions:

- March 2009 to Kalimpong and Sikkim (India)
- April 2009 in Kathmandu (Nepal)
- July 2009 in Spiti and Rewalsar (India)
- October 2009 in Kathmandu (Nepal)

These different missions allowed us to care, to vaccinate, to give basic hygiene training, to give the sponsorships, to make sure that the money was profitably used and to work on the establishment of local partnerships. You may have daily followed them on our photo gallery when possible (<http://photos.amtm.org>).

- 1 mission dedicated to Pharping clinic. Four doctors were on the spot. The replacement of the management team by Maoists makes it difficult for the time being to continue our work in acceptable conditions. The clinic is nevertheless a wonderful tool where more than 15,000 consultations per year can be given.

- AMTM House: In addition to improving the work during the missions (consultations on site, setting up of a real pharmacy ..), it is to enhance and develop the work of local teams (organization of regular consultations, managing stocks of medicines, monitoring the projects of the sites, preparation of the work to be done during the missions by interviewing the sponsored persons) This constant presence is a significant step for the development of our actions.

It is also the opportunity to provide an attractive work to local people (nurses, doctors and also plumbers, electricians etc.) during a troubled period, as it is currently the case in Nepal.

Then, and as an example:

1) Medical

Unconcerned about the economy, the needs of this sector are great and the activities have increased of **25%** this year (surgery, hospitalization costs, vaccinations, fees ...)

In addition, a few significative operations:

- **Building of a Hospital in Spiti Hospital: € 10 000**

The opening of this unit (for a total budget of €50,000) is scheduled in 2011, 2012 at the latest. From now on, the 10,000 people living in this valley where there were no care unit will have an easy access to medical care.

- **AMTM takes part in the Sisters of Cluny's action in Kalimpong (India): €4,100**

In addition to the start of consultations at the AMTM House which is a crucial step in our presence on the spot, the development of local partnerships is still being sought.

Thus, this aid has been allocated to their annual surgery campaign, the supply of essential drugs in 8 local clinics in the area (institutions that give more than 30,000 consultations per year) and the salary of the Manager of the center for the patients suffering from AIDS.

A last, since it is a vital and recurrent need, a surgery campaign has been launched in late 2009. Thanks to the generosity of our donors, **€10,060** were received in late 2009 (and € 23,325 in total to date).

This money in reserve will allow us to positively respond to requests for surgery for about three years. It is a life saved each time...

2) Humanitarian management

There were great achievements in 2009 and mainly:

- **Kitchen and bathroom** at Godawari retreat center: **€5,000**
A key element for a good hygiene.
- **Kitchen at Palyul: €1,300**(a first down payment on a project of €6,700)
It is a donation by Talent & Partage which will allow this significant improvement for the 250 children of the site.
- Building of a **covered playground** in the site Dechen Choling Jangar: **€1,300**
- Purchase of **clothing and blankets** for Zangdhok Palri: **€1,000**
- Purchase of **blankets** for Snowlang Ranag School: **€1,183**

3) Sponsorships

Early in 2009, the association has passed the symbolic 1,000 sponsorships mark, children for the most part.

The sponsorships represent more than half of the association recurrent resources (58%). As we can see now, they are, with the ownership of our office in Nanterre, an important sign of permanence of the association.

The aid provided by this sector rises of **5%** per year. They are followed throughout the year by Sabine Charbonnier, Nicole Collin, Sophie Mouterde and the referents of the sites. This steady growth requires an efficient organization to maintain the quality of our aid.

The sponsorship sector requires a constant attention from the referents of the 22 sites that receive the aid from the sponsors.

The option of the automatic monthly direct debit offered to the sponsors makes our management easier (no impact on date of a mission, no reminder) and the sponsors' one. It meets an increasingly success and was chosen by 780 sponsors, that is more than 75%.

Each mission on the spot reminds us the vital financial and psychological support that is each sponsorship.

With the galloping inflation, the quick increase in prices of basic foodstuffs, of gas or wood, the part of sponsorship assigned to food is now predominant.

B) Activities in France

Developing our tools

Under the leadership of our Director of Operations, Marc Gille, several projects have been carried out by our team:

- Updating of our website <http://www.amtm.org>

We have to maintain its attractiveness and try to get our members used to regularly visit it. This is an essential tool because all the current projects (appealing for private individuals like for companies) are partly on internet.

Our site had 24,000 visits in 2009, that is 2,000 visits per month. The audience is international: it comes from 138 countries, France comes first with 54% of the visits, then USA with 8% and England with 5%...

It is particularly very useful for finding new sponsors: 16 sponsorship applications have been received through Internet in 2008, 40 in 2009, 30 at May 2010 ...

- Development of our online shop <http://shop.amtm.org>.
We place great hopes in our shop through very generous partnerships to help AMTM. For example, Lisa Tsang, Hong Kong designer, gave us 1,000 T-shirts emblazoned with the image of our Sponsor Sébastien Izambard of Il Divo, 700 AMTM T-shirts and 300 caps, bringing in more than €11,000 over the year. Similarly, thanks to Mr. Huby, the company MidOceanBrands sold us items (bags lamps, pen holders, etc.) with a significant reduction of the wholesale price.
- Establishment of a monthly newsletter. Better informed about our actions, the donors may be more inclined to support us if they are satisfied with the work achieved with their help.
- Sending of several E-mailing to 480,000 very small companies to expand the number of AMTM sympathizers.

Several other actions have been carried out to provide the budget for the missions and the functioning of the association including:

- Mainstay of the sector events, the **Christmas party at UNESCO** is always successful. It allows us to inform our members, to meet new ones, to have a good time together. The net profit of the Christmas party on December 2009 has exceeded **€13,800**
- **Sale of calendars and cards:** a profit of more than **€10,000** It is also an excellent way to make AMTM known on the long term. Strategik & Numerik agency generously makes the graphic design for free.
- Our **online donations** system on our website was set up in 2006. With **€10,346** received in 2009 (€5,635 in 2008), the result increased of 8%.
The website regular updating may have contributed to this factor. Moreover, the American Express card is now accepted.

To continue our actions, we need at least a budget of **€545,000** in 2010. We will therefore have to maintain our mobilization both in Communication and Companies sectors (to call for funds) and in Events one (to achieve more projects).

II) Future prospects

Whatever the economic situation, the wish of most of you is to see our aid growing, and it is true that the needs are great. Thus, several requests to open sites to sponsorships are being considered... In this perspective, we must first expand our donor base (A) and of course optimize the spending as much as possible (B).

A) Donor's data base Development

We aim at two joint objectives: to secure the loyalty of the existing members and find new ones in France and abroad.

- Web Site Development. A detailed presentation of the sites where AMTM operates may motivate the commitment of some future sponsors...
A more attractive news system will be implemented, and an overhaul of the page "How to donate".

- Improvement of the Internet referencing of our sites (shop, photo gallery and main site).
Having good sites is not enough, it is also necessary that web surfers can easily find them...

- Creation and animation of an AMTM group on Facebook.

Thanks to our Patron Sébastien Izambard, Il Divo fans may be aware of the AMTM cause in the whole world. Short videos (less than 1 minute) seem a good way to pass information. Sébastien's New Year message (in French and in English) has been viewed almost 4,000 times this way ... This group is also a good way to promote specific actions like auction. In late May 2010, it had 568 members...

- Approval of AMTM to the Charity Aid Foundation America (CAF America)

This intermediate association will allow our U.S. donors to deduct their donations to AMTM. An employer's contribution system (present in most large companies in the country) which will be then profitably used.

- Promotion of our regular donation system like "€1 per week" which may prove to be very effective.

For a regular small fee (which is tax-deductible up to 66%) a group of donors can significantly help AMTM without the effort asked for everyone being too important. This system is particularly appropriate to the current economic situation.

- We have restarted our companies sector and the first projects are realized (Talent & Partage, Ramsay, Axa, Agnès B ...).

- Development of special operations, we must be ready and reactive when an opportunity arises. 2010 has well begun from this angle with the help of Lara Fabian. Her participation on behalf of AMTM to France 2 show "*N'oubliez pas les paroles*" has raised nearly €20,000 and €5,000 with SMS gambling-related. In addition, more than 4.6 million people have watched the show, which gave the association a significant fame.

B) To optimize our expenses

- Development of the local team, with the help of AMTM House, to reduce the French team whose travel has a significant cost. Our regular presence is essential to check and monitor our actions in the long term, but some tasks can be done by a local team, without loss of quality, for example, the interviews of certain sponsored persons, measuring size and weight.

- Considering the economic situation, the Board voted for 2010 an exceptional participation of €200 for air tickets which is asked to people who go to mission (and already pay their accommodation).

- The pursuit of a systematic cost reduction with for example the implementation of sendings via Internet rather than by mail ...

A new database is being developed, which should help to significantly improve the effectiveness of our management, especially on this matter.

With the help of Lara Fabian, our money in reserve has remained stable during the first quarter of 2010 and our actions were maintained at the same level as before ...

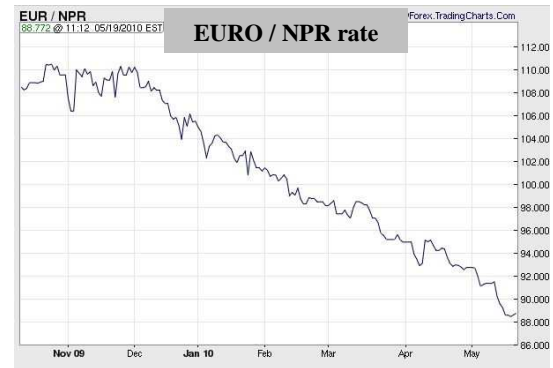
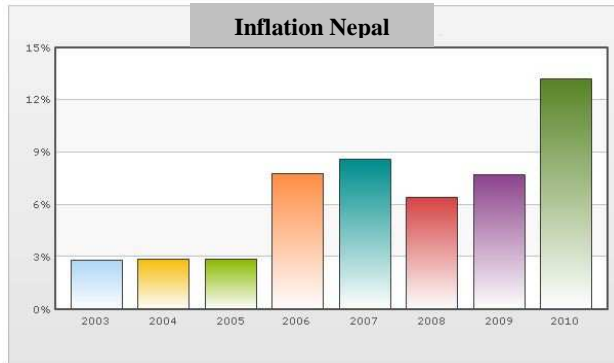
It is very encouraging, but it is clear that everyone must remain particularly mobilized so that 2010 will be in the process of 2009!

Having the good luck to go on the spot every year, I can see every time the extent of AMTM's aid to Nepal as in India.

All the people we aid told me the most remarkable for them is the constancy of our actions since 1992.

This regularity is entirely due to our members who each year for 18 years generously participate in our activities. The team can only work with this full support and I hope that despite the current economic situation it will not fail in 2010.

As a matter of fact, between hyperinflation and the significant fall in the value of the Euro (such a conjunction is new), the basic needs remain great and everybody's real commitment will be necessary to develop our aid to the Roof of the world, through the efficient tool that is AMTM...



The key project in 2011 will be water and energy.

Supply (quantity and quality) remains a major problem in most of the sites, the harmful consequences are clear: hygiene declines, poorer health and reappearance of diseases (ringworm, scabies, tuberculosis...). The power cuts (up to 16 hours per day during the dry season) aggravate the problem since the pumps are electric.

Each site is different and the solutions will not be the same. The necessary funds are substantial, but this project is our priority...

In addition to maintaining our actions, to take up this new challenge we think first and rightly about subscriptions and one-off or regular donations which are essential to the achievement of our actions.

But there are also other ways to help AMTM:

- To provide profession skills, particularly in computer,
- To talk about AMTM, promote its activities. Each new donor or sponsor is a crucial step to achieving our goals. This help may also be an Internet banner on a site, a social network or a blog
- To sell our calendars and greeting cards. In addition to the raised funds, they are a good way to make the association known
- To give the Company team a contact and take part in a common project such as "charity product sharing"
- To find places for free or at low price for our events (exhibitions, conferences ...)
- To get equipment for the head office (computer, reprography, office supplies ...)
- To get prizes for our Christmas raffle...

In short, there are many means to participate in the adventure of AMTM and all together we can make the difference ...

Many thanks for your trust and your presence at the 18th Annual General Meeting of AMTM!

Laurent Charbonnier, President