



MORAL REPORT OF THE PRESIDENT YEAR 2010

GENERAL MEETING HELD ON JULY 2nd, 2011

Dear Members,

Every year for 19 years, thanks to your commitment with us, Assistant Médicale Toit du Monde has been developing its three convergent lines of activities on an international level: medical, development and sponsorships.

This perenniality is exceptional, as noticed the new French Ambassador in Nepal, Mr. Jean-Charles Demarquis, there are many initiatives after travels in this country, but very few survive for a long time.

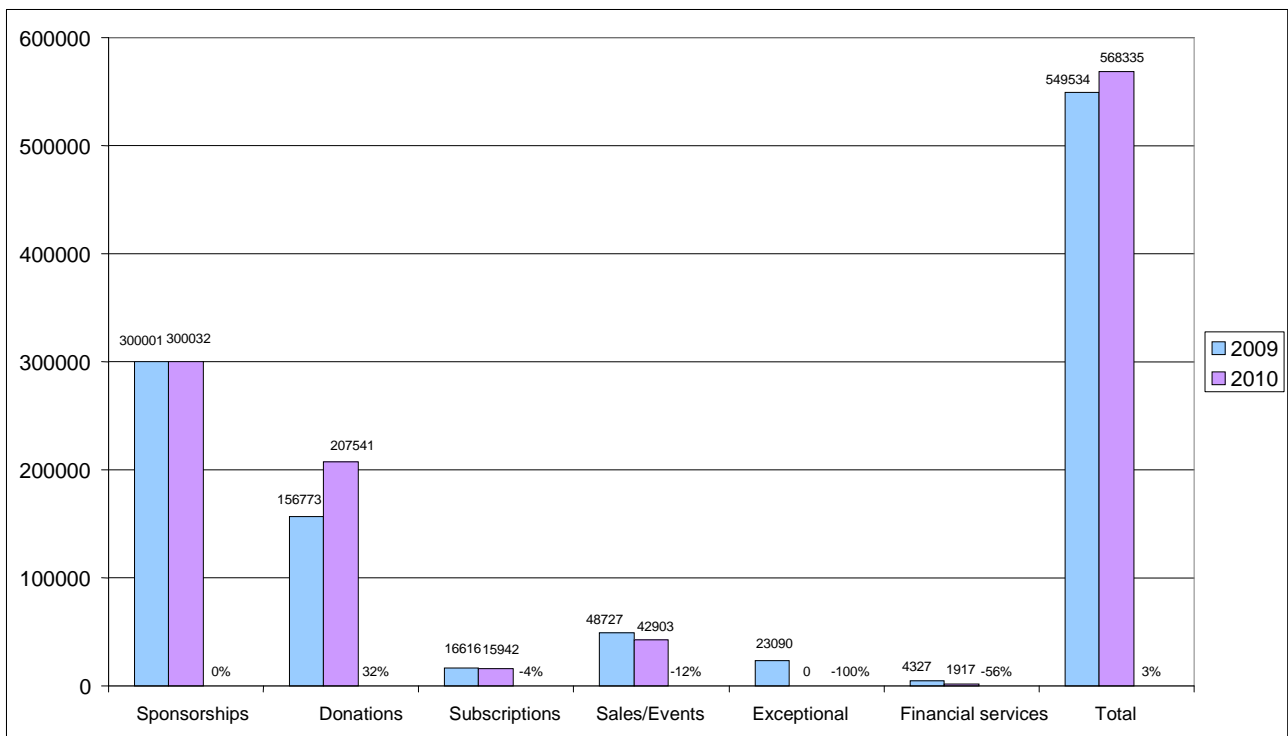
AMTM strength and specificity is on one hand the complementarity of its activities and on the other hand the steadiness of its presence on the spot. Each site where our three lines of activities are developed is visited at least once a year.

This policy makes it possible to efficiently bring a global help to the disadvantaged populations in Nepal and India.

In spite of a worldwide economic context which remains not euphoric, we have been able to keep on acting and investing on the spot at a sustained pace, as we shall see in detail below.

In 2010, our **4,100** members have given us a very generous support with financial resources (excluding carried forward amounts) of **€68,371**.

It's a rise of +3.4% compared with last year. This result is very encouraging considering the current context and only a few associations can be glad of such a result...



In detail, it is very satisfying to observe that donations are rising (+32%). The forecasting remains difficult for this sector and every year we have to start again. Moreover, it depends on time of the year, the last quarter having collected 64% of the donations of the year... This characteristics reinforces the difficulty of the forecasting during the year and consequently the daily management.

The sponsorship sector, with more than 1,000 sponsorships, is a very strong basis for the association, apart from the context. It remained steady this year. The other sectors show not very revealing falls (subscriptions, sales/events). The sector “exceptional” did not have any bring in.

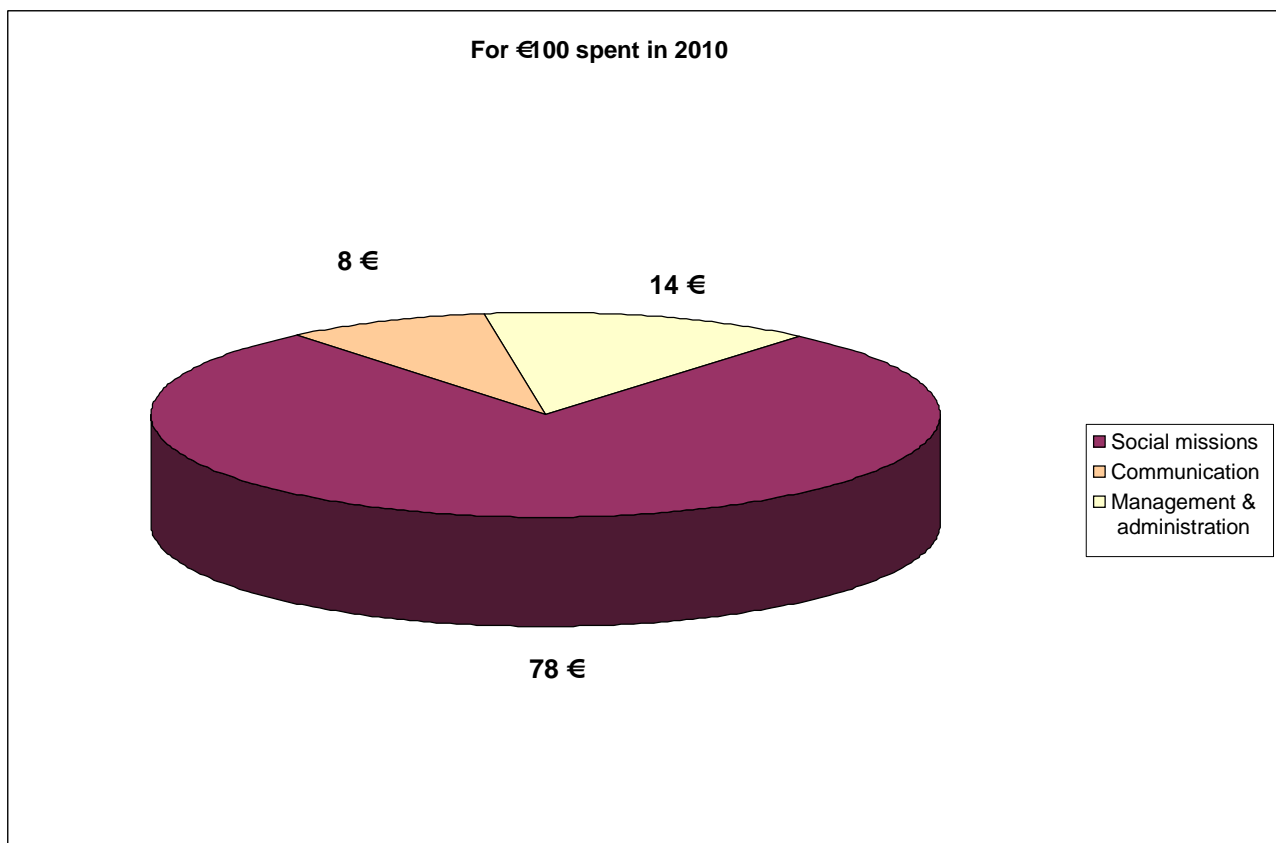
Thanks to the mobilization of all active members, this support allowed us to reach again our two first plans of the year:

- to maintain, and even develop, our activities in spite of the crisis
- not to make a hole in our money surplus (the difficult year 2008 led us to use the first half of our surplus to reach the first plan)

fact remains that only the members mobilization can make the difference as long as the world economy is sluggish. Maintaining this strong motivation since 2008 remains a great challenge...

It was taken up in 2010 and our team of active members (**125 volunteers and 6 wage-earners**, of whom 5 part-time jobs) worked efficiently. Our achievements on the spot, where we allocate more than three quarters of our funds, show this quality.

Whatever our activity, maintaining this ration is a priority. It’s the clearest sign of a good management of an association.



NB : The section « on the spot » includes the commitments to be carried out with the allocated resources

The balance sheet for 2010 (I) and AMTM future prospects (II) highlight once more the need to maintain the mobilization of everybody.

I) Report of our activities in 2010

The actions were as significant both in Nepal and in India (A) as in France (B).

A) Actions in Nepal and in India

The goal of AMTM is to be present on the spot every year. Therefore, our actions were numerous in India and in Nepal with, among others, 5 missions:

- March 2010 in Kalimpong and Sikkim (India)
- April 2010 in Kathmandu (Nepal)
- July 2010 in spiti and Rewalsar (India)
- October 2010 in Kathmandu (Nepal)

These various missions made it possible to treat, vaccinate, give the hygiene basic rules, hand over the sponsorships, make sure that the money was wisely used and to work at putting our local partnerships in place. You have maybe daily followed them when it's possible in our photo gallery (<http://photos.amtm.org>).

- 1 mission intended to prepare 2011 key plan concerning water and energy

- AMTM House: in addition to improving the work during the missions (on-site consultations, a proper pharmacy installed...), it's intended to develop the work of local teams (organization of regular consultations, drugs stock control, follow-up of the sites plans, preparation of the work

during the missions by interviewing the sponsored persons...). This constant presence is a significant step to develop our actions. It's also an opportunity to provide an attractive work to local people (nurses, doctors and also plumbers, electricians etc.) during troubled times as it's currently the case in Nepal.

Then, as an example :

1) Medical

There are many needs in this sector and this year, actions have required **€23,276** (surgery, hospital expenses, vaccinations, fees...).

In addition to the consultations at AMTM House, which are a crucial step in our presence on the spot, we always try to develop local partnerships.

It is very difficult to find local competent staff remaining in Nepal. The condition of the country is so bad that competent people, especially young people, go abroad as soon as possible. Indeed, it is difficult to have a local team in the long term...

Fortunately, we have few exceptions as our contribution to the work of the Sisters of Cluny in Kalimpong in India: **€3,350**.

This aid has been allocated to their annual surgery campaign, to the supply of essential drugs in 8 local clinics in the area (health centres where more than 30,000 consultations per year are given) and to the salary of the Head of the center for AIDS patients.

The Sisters are a good example of long-term partnership of trust.

2) Development

Great achievements in 2010, for a total amount of **€47,563**, and mainly :

- Start of the **Suruk plan** in northern India with the Sisters of Cluny: **€20,000**. A new partner, the association HAMAP, enables us to fund the first phase of this plan for the catchment of a source to supply drinking water to 6 villages where more than 2,000 people live.
- **Kitchen** at Palyul: **€5,400** (the last two installments of a plan amounting to **€6,700**). It's a donation from Talents & Partage which will allow this significant improvement for the 270 children living in this site.
- Repairing of the **roof** of Tso Gyal Ge Phel Jong for the elderly: **€1,500**
- Installation of **pipng** in Spiti hospital: **€1,200**
- Purchase of **beds** for the children **€1,600** at Buddha Academy (50 beds) and **€620** at Urgyen Do Ngak Choling (31 beds)
- Purchase of **clothing, blankets and mattresses** for Nyingma Palyul: **€600**
- Purchase of **water containers** for the children in Nyingma Palyul: **€900**

3) Sponsorships

In early 2009, the association has reached a symbolic stage with its 1,000th sponsorship, of which a most part is children.

Sponsorships are more than half (52%) of the recurrent resources of the association. As we can see now, they are, with the property of our premises in Nanterre, an important guarantee of the permanence of the association.

Throughout the year, they are monitored 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 assistance.

Sponsorship requires a constant attention from the referents of the 24 sites sponsors help.

The option of a monthly direct debit we suggest to sponsors makes our management easier (no effect of the dates of missions, no reminder) and the sponsors' one. It has a growing success and was chosen for more than 820 sponsorships, that is more than 80% of the total.

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

B) Activities in France

Professionalization of our methods

- Creation of a Plans-Committee
Many plans of all kinds and amounts are submitted to AMTM. This committee, made up of representatives of the three lines of activities of the association, gives a well-grounded opinion for each plan strengthening our approach of efficiency and equity.

- Development of modern communication tools
 - 1) Updating of our website www.amtm.org
Our will is to maintain its attractiveness and to get our members used to regularly visit it. It's an essential tool because all the current plans (appealing for private individuals like for companies) are partly on internet.
Our site was visited 22,000 times during the year 2010, that is 1,800 visits per month. It's particularly useful to appeal for new sponsors: 16 sponsorship applications have been received through internet in 2008, 40 in 2009, 62 in 2010.

 - 2) Development of our online shop shop.amtm.org
It's a useful tool of which the activity has to be optimized (choice of items, advertising campaign, etc.) to make our supporters to visit it regularly.

 - 3) Sending of a monthly newsletter to the 1,067 members of whom we have an e-mail address to regularly inform them about the use of the collected funds and about the events (missions, fêtes, concert, etc.). collecting e-mail addresses remains a priority.

 - 4) Organization of an AMTM Facebook group. In late May 2011 there were 770 members. Most of them are fans of Il Divo and Lara Fabian. It's a good way to win new people over AMTM.

 - 5) Internal flash aimed at AMTM volunteers and employees.
Internal communication is never an easy task and this tool allows to keep the team of the association informed.

Several other measures have been taken to ensure the missions budget and the functioning of the association, including:

- Mainstay of the events sector, the **Christmas Fête at UNESCO** is always a success. It allows to inform our members, meet new ones, have a good time together. Under the leadership of Odette and Aldo Abita, it was particularly successful in December 2011 with net profits exceeding **€18,000 and 423 tickets**.

- **Sale of calendars and cards**: receipts of more than **€7,500**. They decreased of €2,500 but calendars are also an excellent way of making AMTM known. Strategik & Numerik agency generously offers us their graphic design.

- Our **on-line donations** system on our website was put in place in 2006. With **€32,189** raised in 2010 (€10,346 in 2009), the result is rising of +211%. Online payment has become part of everyday life. The variation is also due to two considerable donations (€5,000 and €10,000). The regular updating of the site may have contributed to this trend. In addition, subscriptions for €2,800 have been collected this way.

Not to mention all in-kind donations AMTM receives, we need a budget of **€560,000** to carry on our actions. Therefore we will have to maintain our mobilization in Communication and Company sectors (to raise funds) and in Events sector (to carry out more plans). In fact, this goal cannot be achieved without everyone mobilization...

II) Prospects for the future

Whatever the context, most of you want to see our help growing since there are many needs. Thus, two requests for sponsorships have been accepted: at Kalimpong, India, with our longstanding partner Sisters of Cluny, and at Godawari (after we went to the site several consecutive years). These are long-term commitments that must be well examined since they will be recurring costs every year...

The key plan for 2011 is water and energy.

The supply (quantity and quality) remains a major problem in most sites, the adverse consequences are obvious: deteriorating hygiene, bad health and return of diseases (ringworm, scabies, tuberculosis...). Power cuts (up to 16 hours per day during the dry season) compound the problem since the pumps are electric.

Each site is different and solutions won't be the same ones. The needed funds are substantial, **€80,000** in total, but we make this plan our priority. ..

A call for donation was sent to our members in early June and the Company Group will seek funding.

Practically, the advantage of this program is that it can be achieved in several phases (site by site) depending on the collected funds.

It is nevertheless true that the daily management of the work we have already begun remains difficult since 2008 when the economic crisis began.

My goal is to manage to cover our running costs to ensure AMTM permanence and a lighter everyday life for the team at the headquarters.

From this perspective, we must first develop activities covering running costs (A) and of course optimize the expenditure as much as possible (B).

A) Develop activities covering running costs

1) Club of the 200 ones

It's about to get together the members who agree to fund the heart of AMTM, that is missions on the spot and the functioning of the headquarters.

It's the most helpful action for AMTM permanence and 135 people have already risen the challenge! I warmly thank them for this help.

This is more than **€40,000** annual lasting resources for AMTM.

2) Functioning donations

Some members would like a long-term commitment with no personal relationship with someone they would sponsor. They can fund a crucial post in a school (a nurse, a cook, a cleaning woman...), or a transverse job (AMTM house).

In case AMTM already funded the job, it will allow an equivalent reduction in the costs of the concerned mission. The goal is obviously not to increase spending by creating new jobs in this time of crisis...

Annual **€6,800** have already been collected through the work of the team in charge of these donations and particularly Claude and Laurent Bichon.

3) Taking this contribution to the heart of AMTM into account when setting up the plans.

The professionalism of our new partner, the association HAMAP, is instructive on that matter.

Otherwise every new plan will increase our difficulties and reduce the permanence of the association.

B) Optimize our expenditure

- Through AMTM House, development of the local team to reduce the number of members in the French team whose travel has a very significant cost. Our regular presence is essential for checking and following-up our activities in the long term but some tasks can be undertaken by a local team with the same quality, as interviewing some sponsored persons, measuring the height and weight. Another crucial step was reached in early 2011 when hiring Sudarshan Dahal, a technician who will follow up and speed up our plan water & energy.

- Considering the current context, the Board voted for 2010 an exceptional contribution of €200 from people who go to mission (who already pay for their accommodation and food) for the plane tickets

- Systematically to try to reduce the costs by, for example, spreading internet sending rather than postal mail. We had a change of our telesurveillance supplier (which is compulsory because of our pharmacy) and saved €1,000 per year. A global study of our telephony is in progress, but the subject is complicated.

- Many in-kind donations reduce our expenses and are a very helpful aid (though not valued in our accounts): printing of our journal and supply of the paper (JPA Imprimeur), design of our calendar and postcards (Stratégik & Numerik), some mailings (Axa), buffet of our Christmas fête at UNESCO (maison Fennix) etc.

With Lara Fabian's help (nearly €25,000 collected after the TV show "N'oubliez pas les paroles"), our money in reserve remained stable while maintaining our actions at the same level as before...

It's very encouraging, but it is clear that everyone must remain particularly mobilized for 2011 to be in the same process than 2010.

At mid-May, the year seems difficult and more like 2008, a burst will be necessary during the second half of the year, several plans are in this direction (Jasmina Kulaglich recital, Lara Fabian's show "1939")...

I have the good luck to go on the spot, and each time I can see the effectiveness of the help AMTM provides in Nepal and in India.

The most notable is the permanence of our actions since 1992. This regularity is to credit to our members who each year since 19 years generously participate in our activities. The team can only work with this unfailing support and I hope that it will not fail in 2011 in spite of the current context.

A big thank you for your trust and your presence at this 19th AMTM annual General Meeting!

Laurent Charbonnier
President