



ASSOCIAÇÃO EMPRESARIAL DAS MULHERES DE TIMOR-LESTE

ACTIVITY & FINANCIAL REPORT

2017 - 2022

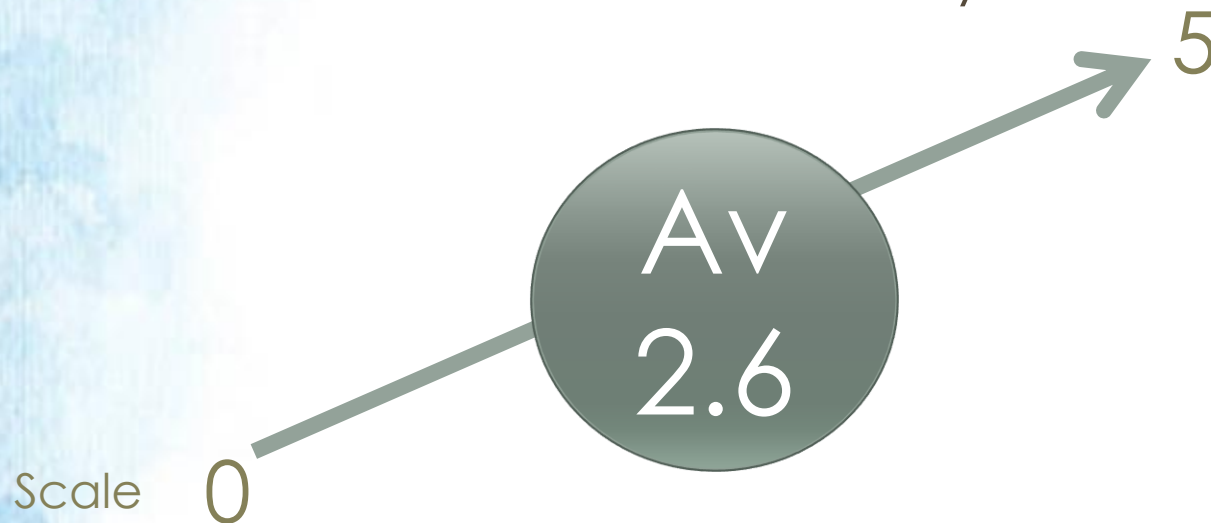
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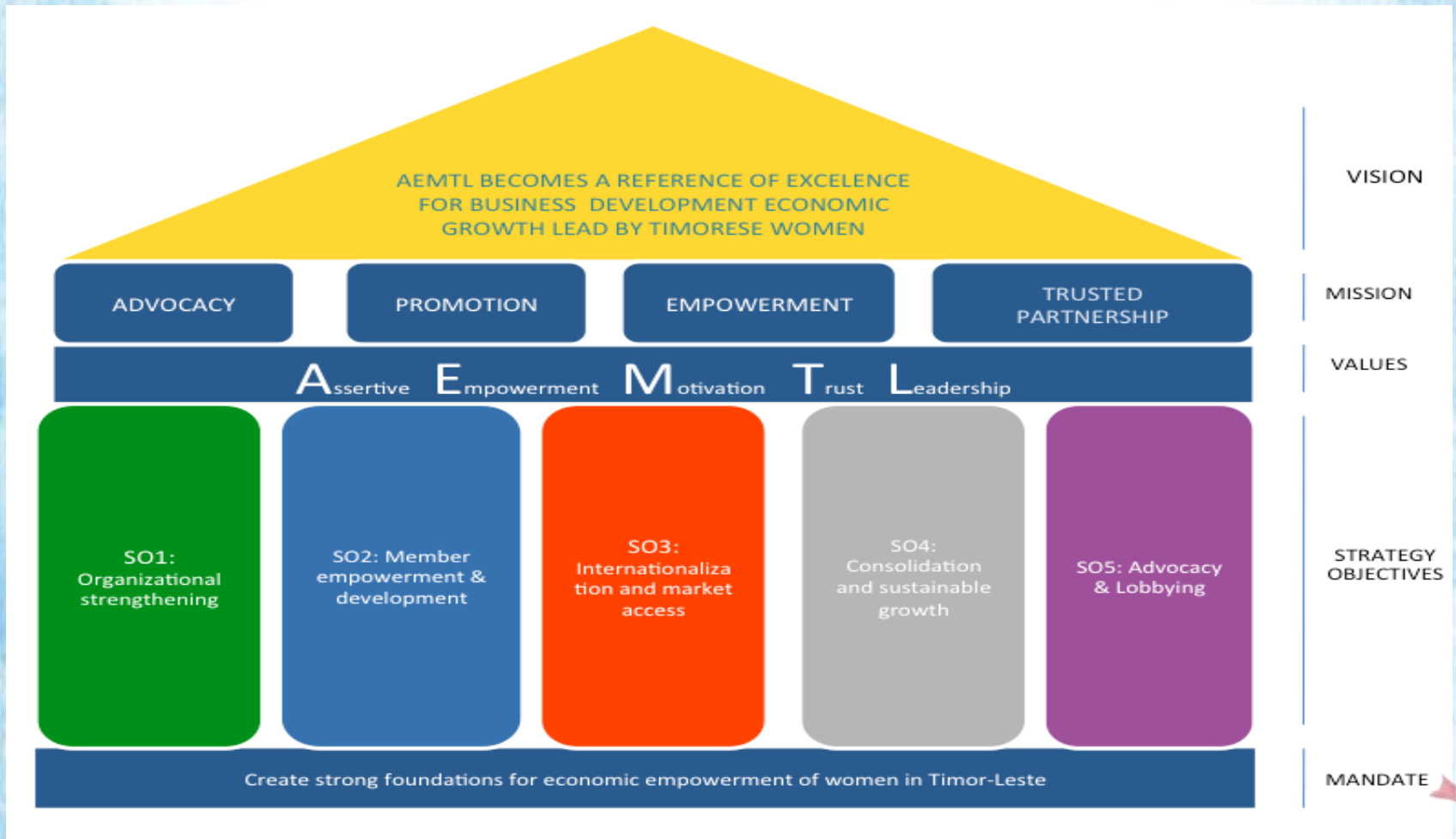


BASELINE INSTITUTIONAL ASSESSMENT

- Governance; Management Practices;
- Human Resources Management;
- Financial Resources and Inventory Management;
- Program, Service Delivery & Results Management;
and
- External Relations & Sustainability.



STRATEGIC PLAN FRAMEWORK



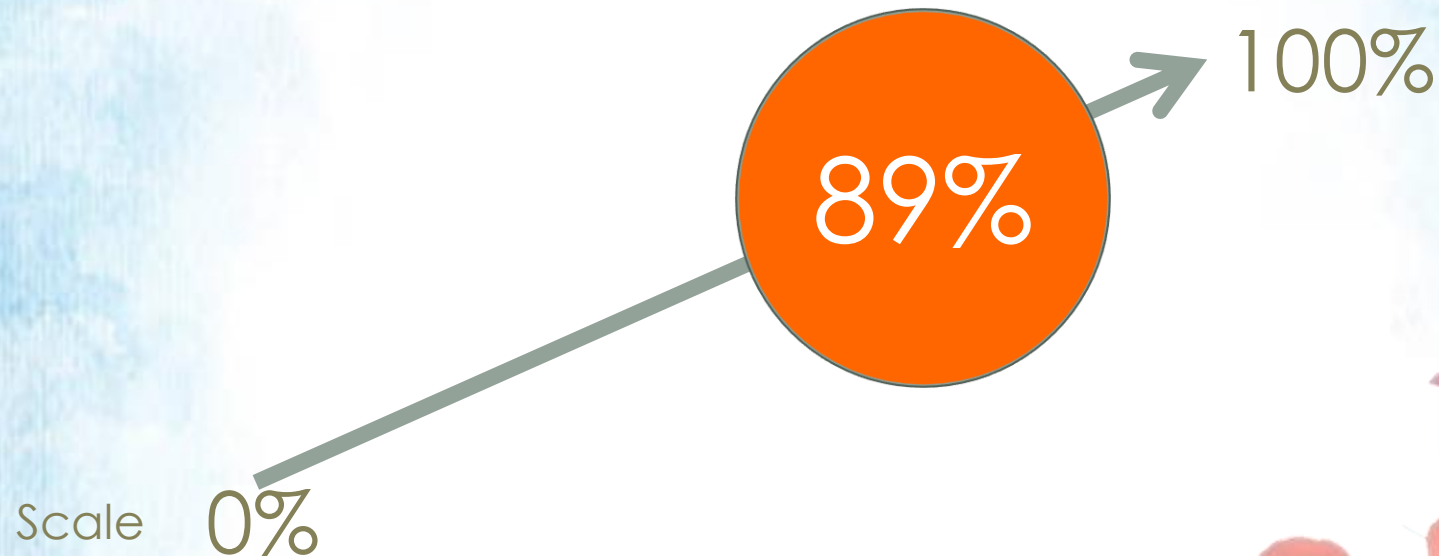
STRATEGIC PLAN

ROAD-MAP

Strategic Objectives	Key-Initiatives																		
	2018			2019				2020				2021				2022			
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Organizational Strengthening	Institutional Assessment and AEMTL Strategic Plan (done)																		
	Develop Operational Plan (on-going)																		
	Review and Update AEMTL Policies and legal framework (Statute, Internal Regulation, Project allocation policy, etc.) to reflect new direction (on-going)																		
	Define clear strategy for income generation																		
	Develop and establish sound AEMTL governance, financial management, operational procedures and reporting mechanisms																		
	Develop Membership and management Database, and launch AEMTL Official Website and other mass social media platforms																		
	Establish and manage AEMTL network in 3 pilot municipalities and expand accordingly																		
Members Empowerment & Development	Conduct training needs assessment among AEMTL members																		
	TNA review																		
	Develop a Empowerment and Training Package to be offered to all members (central and regional)																		
	Establish strategic partnership with training key-Providers and Funding Entities																		
	Implement training, Workshops & other empower activities																		
	Business Coaching and Mentoring Program																		
	Business Exchange Experience Program (national & International)																		
Business Grow & Market Access (national and international)	Identify and engage with international business mentors																		
	MOU with business key-players (Central Bank, BNCTL, ILO, UN Agencies; USAID, AUSaid; Relevant Ministries and relevant agencies, etc.)																		
	AEMTL and members participation in International business events Establish partnership agreements (MOUs) Internationally																		
Consultation and Sustainable Growth	Promote and establish Business alliances (national & International)																		
	Mid and Annual Review of programs to increase women business competitiveness																		
	Maintain members committed, accountable and motivated => Strong internal relationships. Attract, enhance and update Membership Database																		
Advocacy & Lobbying	SOP harmonization from Central to Municipalities																		
	Build Trusted and Long Partnerships																		
	Promotion of Annual International Event																		
Advocacy & Lobbying	Lobby government and relevant stakeholders, to participate in development process of policies related with trade and commerce (Ensure that article 16 and 17 for Equal Opportunity contemplated in TL Constitution is implemented, by a progressive quota of women participation in economic Opportunities and activities starting																		
	Lobby government for more opportunities for women to access government procurement contracts																		
	MOU with OMN and other mass media for periodic program and printing docs (ex: Business Women Magazine)																		

RESULTS **vs** GOALS

- SO1 - Organizational Strengthening
- SO2 – Members Empowerment & Development
- SO3 - Internationalization & Market Access
- SO4 – Consolidation and Grow
- SO5 – Advocacy & Lobbying



BIG ACHIEVEMENTS

- Mindset from 1-2 to 8-9!
- 3 Business Models organized
- INVESTED in Land Transport to PASSENGERS TL/Indonesia
- Got the 30% quota of public procurement
- Expanded to 12 municipalities
- Members: from 40 to more than 200
- Sit high-level circle of decision making of the country.
- Considered key-player @ private sector
- Will be information Center to apply for the 30% quota.
- 70% of AEMTL Members have entrepreneurship training and 1 to 1 support and have their business plan.



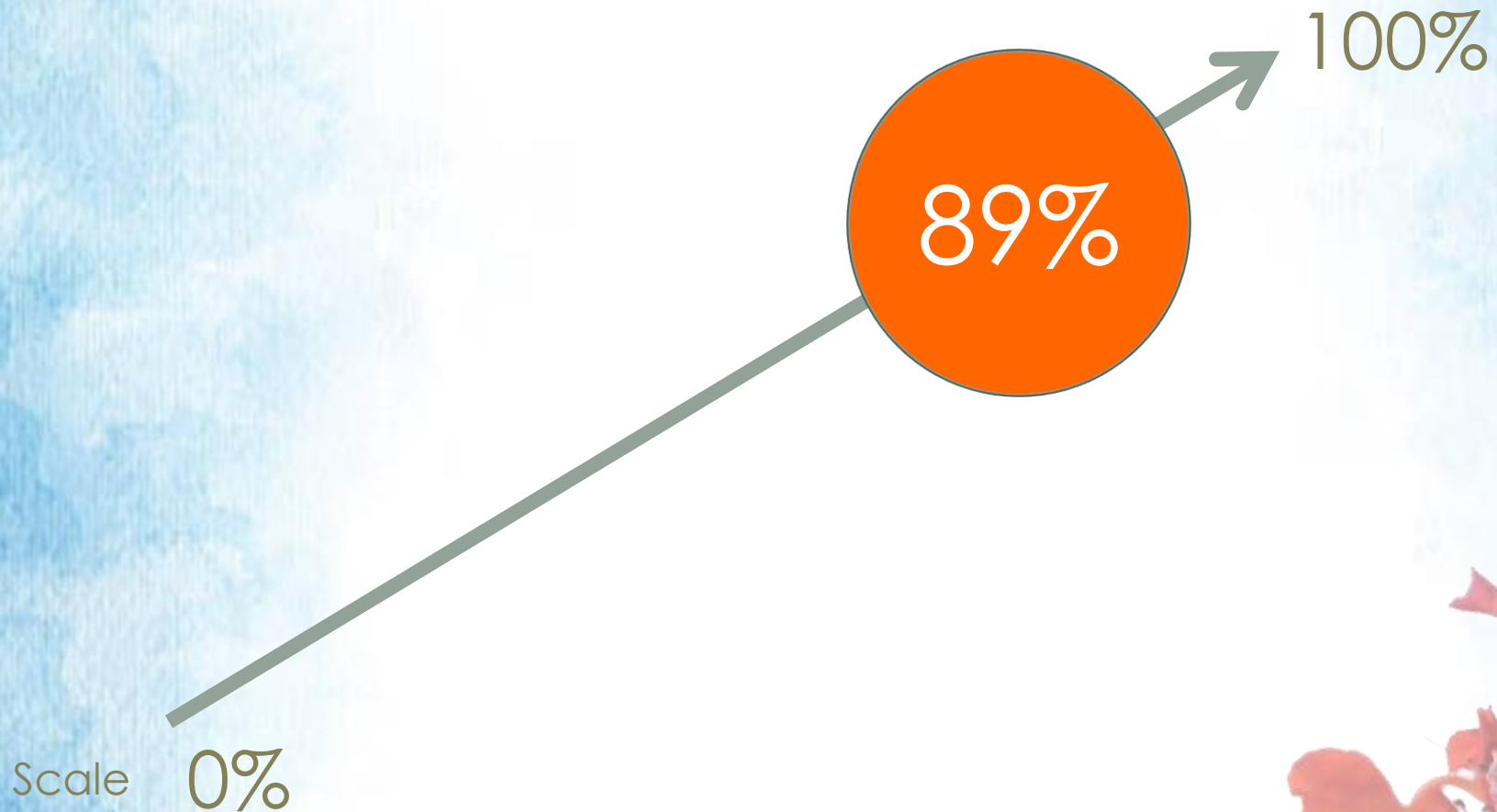
HOW WE DIT IT?

- **More ownership to reduce dependency from public projects**
- Lobbying with Gov, Development Partners, Financial Institutions
- Constitutions of 3 internal economic micro groups
- Artss Center => Empowerement Building
- More Structured, Professional, Stronger and Competitive Businesses
- Internal Value-Chain
- Strategies of income Generation
- Be the real Productive Sector
- Effective Alternative sector for job creation and income generation
- Explore Innovative and creative ways of doing business



OVERALL PERFORMANCE

RESULTS AGAINST GOALS



FINANCIAL REPORT

RECONCILIATION
INCOME STATEMENT
2017 to 2022

FISCAL YEAR	2017	2018	2019	2020	2021	2022	2020	2021	2022	2020	2021	2022
	AEMTL						USAID GRANTSS			MINI TRAIN		
INCOME												
INCOME	\$ 1,925.00	\$ 26,852.50	\$ 34,874.26	\$ 1,360.00	\$ 5,967.90	\$ 20.00	\$ 100,491.47	\$ 27,726.82	\$ 1,000.00	\$ 2,083.75	\$ 4,558.00	\$ 5,608.00
TOTAL INCOME	\$ 1,925.00	\$ 26,852.50	\$ 34,874.26	\$ 1,360.00	\$ 5,967.90	\$ 20.00	\$ 100,491.47	\$ 27,726.82	\$ 1,000.00	\$ 2,083.75	\$ 4,558.00	\$ 5,608.00
ADMINISTRATION AND GENERAL FEE												
SALARY AND WAGE COSTS	\$ -	\$ 900.00	\$ 9,050.00	\$ 2,080.00	\$ 1,800.00	\$ 450.00	\$ 985.00	\$ 6,624.00	\$ 1,950.00	\$ -	\$ 700.00	\$ 1,190.00
EMPLOYEE FEEDING & DRINKING COSTS	\$ 150.00	\$ 5,308.05	\$ 7,938.10	\$ 821.70	\$ 552.75	\$ -	\$ 851.45	\$ 1,081.01	\$ 100.00	\$ 25.00	\$ 33.00	\$ 2.00
BENEFITS COSTS, BONUSES	\$ -	\$ 1,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 250.00	\$ 20.00	\$ 30.00	\$ -
OVERTIME COSTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
FUEL & TRANSPORTATION COSTS	\$ -	\$ 154.50	\$ 273.10	\$ 90.00	\$ 1,238.00	\$ -	\$ 40.00	\$ -	\$ -	\$ 131.50	\$ 391.00	\$ 808.00
OFFICIAL TRAVEL/TICKET COSTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,025.00	\$ -	\$ -	\$ -	\$ -
COST OF OFFICE STATIONERY & PHOTO COPY	\$ 80.25	\$ 1,141.70	\$ 1,220.75	\$ 383.65	\$ -	\$ -	\$ 193.50	\$ 499.00	\$ -	\$ 18.75	\$ 3.00	\$ 20.00
ELECTRICITY, SOLAR GENSET & WATER COSTS	\$ 50.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 217.00	\$ -	\$ -	\$ -	\$ 315.00
TELEPHONE, FAX & INTERNET COSTS	\$ -	\$ 5.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100.00	\$ -	\$ -	\$ 10.00	\$ 41.00
HEALTH COSTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
RENTAL COSTS	\$ 10.00	\$ 1,329.00	\$ 3,143.00	\$ -	\$ -	\$ -	\$ 17,587.50	\$ 6,180.00	\$ 3,600.00	\$ 39.20	\$ -	\$ 1,800.00
POST, SEAL AND NEWSPAPER COSTS	\$ -	\$ -	\$ 45.00	\$ 145.00	\$ 30.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
VISA LICENSING FEES & TAXES	\$ -	\$ -	\$ 200.00	\$ -	\$ -	\$ -	\$ 6,072.05	\$ -	\$ -	\$ -	\$ -	\$ -
DONATION & ENTERTAINMENT COSTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 135.00	\$ 110.00	\$ -	\$ -	\$ -	\$ -	\$ -
FEES & RESTRICTION FEES	\$ -	\$ -	\$ 227.85	\$ -	\$ -	\$ -	\$ 160.00	\$ 100.00	\$ -	\$ -	\$ -	\$ 60.00
BUILDING MAINTENANCE COSTS	\$ -	\$ 103.50	\$ 75.00	\$ -	\$ -	\$ -	\$ 117.00	\$ 8,943.34	\$ -	\$ -	\$ -	\$ 100.00
VEHICLE MAINTENANCE COSTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 218.00	\$ -	\$ -	\$ 63.00	\$ 958.00
INVENTORY MAINTENANCE COSTS	\$ -	\$ 306.75	\$ 300.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
COMPUTER & EQUIPMENT MAINTENANCE COSTS	\$ -	\$ 456.00	\$ 95.00	\$ 25.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
VEHICLE DEPRECIATION COSTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,723.20	\$ 8,833.92	\$ 5,300.35	\$ -	\$ -	\$ -
OFFICE INVENTORY DEPRECIATION COSTS	\$ -	\$ -	\$ 420.80	\$ 252.48	\$ 151.49	\$ 90.89	\$ 818.40	\$ 3,605.84	\$ 2,080.30	\$ -	\$ 10.00	\$ -
BUILDING DEPRECIATION COSTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SECURITY AND CLEANING COSTS	\$ -	\$ -	\$ 210.00	\$ -	\$ -	\$ -	\$ 20.00	\$ 96.30	\$ -	\$ 2.50	\$ -	\$ -
CREDIT CARD FACILITIES FEE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
MESS KARY REPAIR COST	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OFFICE COSTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,980.75	\$ -	\$ -	\$ -
DOCUMENTATION FEES	\$ 947.75	\$ 9,678.20	\$ 10,188.40	\$ 561.70	\$ 390.00	\$ -	\$ 8,434.15	\$ 13,383.86	\$ -	\$ 50.00	\$ -	\$ 25.00
MISCELLANEOUS EXPENSE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL ADMINISTRATIVE AND GENERAL COSTS	\$ 1,238.00	\$ 20,382.70	\$ 33,387.00	\$ 4,359.53	\$ 4,162.24	\$ 675.89	\$ 50,112.25	\$ 50,907.27	\$ 22,261.40	\$ 286.95	\$ 1,240.00	\$ 5,319.00
OTHER INCOME												
INCOME BANK INTEREST	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 28.65	\$ -	\$ -	\$ -	\$ -	\$ -
EXCHANGE EXCHANGE INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL OTHER INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 28.65	\$ -	\$ -	\$ -	\$ -	\$ -
MISCELLANEOUS EXPENSE												
ADMINISTRATION CHARGE, BANK	\$ -	\$ 260.59	\$ 137.82	\$ 14.50	\$ 12.00	\$ 27.50	\$ 52.00	\$ 42.00	\$ 27.50	\$ -	\$ -	\$ -
CROSS VERSE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
BY, OTHER	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL OTHER COSTS	\$ -	\$ 260.59	\$ 137.82	\$ 14.50	\$ 12.00	\$ 27.50	\$ 52.00	\$ 42.00	\$ 27.50	\$ -	\$ -	\$ -
PROFIT (LOSS) UNTIL LAST YEAR	\$ 687.00	\$ 6,209.21	\$ 1,349.44	\$ (3,014.03)	\$ 1,793.66	\$ (683.39)	\$ 50,355.87	\$ (23,222.45)	\$ (21,288.90)	\$ 1,796.80	\$ 3,318.00	\$ 289.00

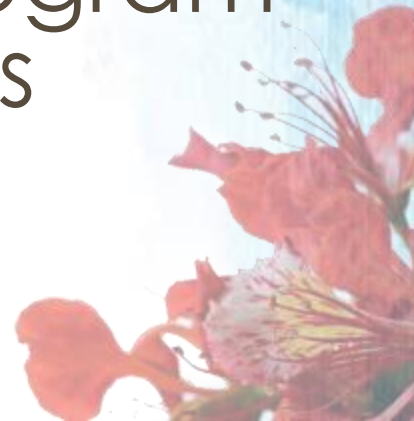
RECONCILIATION
BALANCE SHEET
2017 TO 2022

ASSETS												
FISCAL YEARS	A E M T L						USAID GRANTSS			MINI TRAIN		
	2017	2018	2019	2020	2021	2022	2020	2021	2022	2020	2021	2022
CASH	\$ 687.00	\$ 6,472.80	\$ 8,012.86	\$ 5,165.81	\$ 7,122.96	\$ 6,557.96	\$ 27,143.47	\$ 8,615.78	\$ (5,264.97)	\$ 419.80	\$ 1,942.30	\$ (1,856.70)
BANK BNCTL 2100110361067	\$ -	\$ 2,620.21	\$ 842.14	\$ 1,267.36	\$ 4,911.36	\$ 6,237.86						
BANK BNCTL 02100122698434							\$ 32,783.07	\$ 17,987.89	\$ 349.14	\$ -	\$ -	\$ -
DEPOSIT							\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ACCOUNT RECEIVABLE							\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
BOARD OF DIRECTORS RECEIVABLES							\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
RECEIVABLES EMPLOYEE							\$ -	\$ -	\$ -	\$ -	\$ 130.00	\$ 615.00
RECEIVABLES - GROUP							\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SUPPLY							\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
DOWN PAYMENT							\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ADVANCE TAX							\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER ASSETS							\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
FIXED ASSETS ACQUISITION PRICE :												
VEHICLE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36,808.00	\$ 36,808.00	\$ 36,808.00	\$ -	\$ -	\$ -
OFFICE INVENTORY	\$ -	\$ 1,140.00	\$ 1,508.00	\$ 1,508.00	\$ 1,508.00	\$ 1,508.00	\$ 2,046.00	\$ 9,833.00	\$ 9,833.00	\$ -	\$ -	\$ -
ACCUMULATED DEPRECIATION OF FIXED ASSETS :												
ACCUMULATED DEPRECIATION OF VEHICLES							\$ (14,723.20)	\$ (23,557.12)	\$ (28,857.47)	\$ -	\$ -	\$ -
ACCUMULATION OF OFFICE INVENTORY DEPRECIATION	\$ -	\$ (456.00)	\$ (876.80)	\$ (1,129.28)	\$ (1,280.77)	\$ (1,371.66)	\$ (818.40)	\$ (4,424.24)	\$ (6,504.54)	\$ -	\$ -	\$ -
TOTAL ASSETS	\$ 687.00	\$ 9,777.01	\$ 9,486.20	\$ 6,811.89	\$ 12,261.55	\$ 12,932.16	\$ 83,238.94	\$ 45,263.31	\$ 6,363.16	\$ 419.80	\$ 2,072.30	\$ (1,241.70)

PASSIVE												
FISCAL YEARS	A E M T L						USAID GRANTSS			MINI TRAIN		
	2017	2018	2019	2020	2021	2022	2020	2021	2022	2020	2021	2022
CURRENT LIABILITIES							\$ -	\$ -	\$ -			
BANK DEBT							\$ -	\$ -	\$ -			
PAYABLE - GROUP	\$ -	\$ 2,880.80	\$ 1,240.55	\$ 1,580.27	\$ 5,236.27	\$ 6,590.27	\$ 32,883.07	\$ 18,129.89	\$ 518.64	\$ (1,377.00)	\$ (3,042.50)	\$ (6,645.50)
DOWN PAYMENT							\$ -	\$ -	\$ -			
REVENUE PAYABLE							\$ -	\$ -	\$ -			
SALARY DEBT							\$ -	\$ -	\$ -			
INCOME TAX PAYABLE							\$ -	\$ -	\$ -			
LONG-TERM DEBT							\$ -	\$ -	\$ -			
PAID-UP SHARE CAPITAL							\$ -	\$ -	\$ -			
PROFIT (LOSS) IN 2017	\$ 687.00	\$ 687.00	\$ 687.00	\$ 687.00	\$ 687.00	\$ 687.00						
PROFIT (LOSS) IN 2018		\$ 6,209.21	\$ 6,209.21	\$ 6,209.21	\$ 6,209.21	\$ 6,209.21						
PROFIT (LOSS) IN 2019			\$ 1,349.44	\$ 1,349.44	\$ 1,349.44	\$ 1,349.44						
PROFIT (LOSS) IN 2020				\$ (3,014.03)	\$ (3,014.03)	\$ (3,014.03)	\$ 50,355.87	\$ 50,355.87	\$ 50,355.87	\$ 1,796.80	\$ 1,796.80	\$ 1,796.80
PROFIT (LOSS) IN 2021					\$ 1,793.66	\$ 1,793.66		\$ (23,222.45)	\$ (23,222.45)		\$ 3,318.00	\$ 3,318.00
PROFIT (LOSS) IN 2022						\$ (683.39)			\$ (21,288.90)			\$ 289.00
DIVIDEND							\$ -	\$ -	\$ -			
TOTAL PASIVA	\$ 687.00	\$ 9,777.01	\$ 9,486.20	\$ 6,811.89	\$ 12,261.55	\$ 12,932.16	\$ 83,238.94	\$ 45,263.31	\$ 6,363.16	\$ 419.80	\$ 2,072.30	\$ (1,241.70)

LESSONS LEARNED

- Fallacy on the importance of women in economic life
- Agreement with Tibar Port
- Dealing with big companies
- Design more ambitions and advances concept and program than real capacity but it has pulling factors.



RECOMMENDATIONS

- CONSOLIDATION & GROW!





**THANK
YOU**