“Transforming our World: the Agenda for Sustainable Development of 2030”.

The 17 Sustainable Development Goals (SDG) are a common vision for humanity. A list of things to do in the name of people and the planet, and a plan for success.

We join this global model with our mission to eradicate absolute poverty in Africa. We support, believe and bet on every family, every mother, every child and every baby promoting prosperity.

The power of wanting is what makes us move. Want to create conditions to make sure well-being is accessible to all.

“Embracing the field”

“23 years of APOIAR”

“2018 was like this...”

“Projects in action!”

“APOIAR Team”

“Communication & Fundraising”

“Financial management”

“Learnings of 2018”

Our contribution to sustainable development:
The year of 2018 was a year where we embraced the field with great passion! A year in which we felt with greater visibility and recognition, both locally, as corporate and / or institutional. Consequently, we felt the weight of responsibility.

After investing in the internal organization of activities in different areas, always driven by the values and principles of human dignity, we managed our projects on the ground in a more innovative and effective way, increasing the impact of our actions in the more vulnerable communities.

It is because we remember the story of APOIAR that we know well our way. We know who we are, why we are where we are, and why we do what we do ... and it is embracing the field, with truth and through love, that we feel we have conquered our people and those who need us most.

With this force that moves us, we strengthen existing projects, learn and grow – giving opportunity to new challenges such as the APOIAR Camiões (Champions) project, and we have moved our intervention to new provinces like Maputo.

A big thank you to all of those who are part of the team, employees, volunteers, partners and funders who, believing in our cause and believing in APOIAR, helped us grow and break the cycle of absolute poverty.

Thank you!

Helena Ribeiro Silva
Chairman of the Board of APOIAR
23 YEARS
of APOIAR

Launch of IT Centers
Training of Trainers

Professional training on Cutting and Sewing, Carpentry and Construction of traditional houses

We have installed and completed Libraries and Toy Library

Nutrition of children with kitchens and school gardens
Nutrition for pregnant women, mothers and infants
Nutrition in sports

Launching and improvement of Health Centers
Vacination Campaigns
Pregnancy and Postpartum Care

E D U C A T I O N
N U T R I T I O N
H E A L T H
2018 was like this...

- **3,367 beneficiaries**
- **6 school kitchens** serving meals
- **285K in revenue**

### KUKULA: Meals served in School Kitchens

<table>
<thead>
<tr>
<th>Year</th>
<th>Meals Served</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>341,700</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>328,420</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>209,865</td>
<td></td>
</tr>
</tbody>
</table>

- Increase in school attendance in Kukula Schools: **+38%**
- Children dewormed: **1,479**
- School vegetable gardens and maize fields: **5**

### MAYI: Helping pregnant and nursing mothers

<table>
<thead>
<tr>
<th>Year</th>
<th>Boxes Delivered</th>
<th>Participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>248</td>
<td>28,405</td>
</tr>
<tr>
<td>2017</td>
<td>105</td>
<td>192</td>
</tr>
</tbody>
</table>

- 115 snack boxes delivered to the participants who completed the MAYI training program
- Building and launching APOIAR Campeões project on November 17th
- 300 snacks distributed in rugby tournament
- Preparing Launch of studying classes

### Combatentes School in Mafarinha

- Construction of 2 classrooms, 1 food supplies warehouse, school fence
- Meals distributed: **28,405**
- 106 sponsored children attending F. LVIDA

### EXPENSES per activity

- Kukula (43%)
- MAYI (11%)
- F. LVIDA (10%)
- K4A - Maf (8%)
- Voluntariado (4%)
- Apoiar Campeões (2%)
- C. Admin. (11%)
- Candidaturas & Ang. Fundos (11%)

### INCOME by type

- Companies (50%)
- Big Individual donors (18%)
- Events (12%)
- International funds (10%)
- Sponsoring (6%)
- Individual donations (3%)
- Other (1%)

To be APOIAR is to be an integral and active part of the communities.
It is betting on the ability for change and development.
It is working towards the eradication of absolute poverty and guaranteeing nutrition, health and education.
It is opening possibilities to materialize the dreams of thousands of children.
... and, everything that it is, is with you!
We want children in school, with a pencil in hand, away from the burden of field work. We want KUKULA: a project that promotes attendance and improvement of performance by serving school meals.

We have completed 3 years of this project, in partnership with MLT, and we have 4 school kitchens in basic schools in Nacalongo, Joho, Mepapa and Muita, in the district of Mandimba. With the strength of always wanting to do more, in 2018, a 5th KUKULA kitchen emerged, in partnership with PMI. In the field we also count on the fundamental support of the Mandimba District Directorate of Education and Human Development.

The construction and launch of a new school kitchen in the community of Naucheche!

The path we make is, in fact, the best adviser and, in this kitchen, we have benefited from all the learning and knowledge gained from the experience of previous constructions. Community involvement began with the development of the vegetable gardens even before the first stone was laid. Result: a larger and better vegetable garden. We tested new ideas and did a pilot henrey.

Vaccination and Deworming Campaign
Two health campaigns were carried out in 2018 together with the District Health Directorate. We collected anthropometric data through the measurement of children’s weight and height, and did deworming and Vitamin A supplementation - an intervention that proves to be very effective to prevent the onset of infections and / or reduce their intensity.

Reinforcement and focus on school vegetable gardens and maize fields.
In 2018 the vegetable gardens of each school were complemented with one hectare of maize grown in partnership with the local community. KUKULA’s strategy is to optimize the product acquisition model, increasing the percentage of food supplied. We have sought to promote sustainable communities, reduce the operational costs of this project and facilitate the logistics of food transport.

The construction and launch of a new school kitchen in the community of Naucheche!

![Graph showing data]

- +14% increase in children in the project
- +4% increase in meals supplied
- 38% increase in school attendance at Kukula schools vs other schools
- 62% Increase in school attendance at KUKULA school in Naucheche when compared to the same period when there was no project there
1000 days of nutrition and health care between early pregnancy and the baby’s 2nd year of life guarantee lifelong benefits! In 2018, APOIAR continued to focus on the development of the MAYI - Training Academy in Maternal and Child Health and Nutrition in collaboration with the Dondo District of Health, Women and Social Action Services.

Nutrition, Health and... Education!
At MAYI project we focus on training of mothers. Women’s education and empowerment are essential if they are to protect and care for their babies to reach their maximum development potential.

In 2018 we trained on:

- Healthy Pregnancy
- Healthy Childbirth and Care of the Newborn
- Growth and Healthy Baby Development

“I started coming to the MAYI when I was pregnant... I came to the lectures, after I finished I received the baby box and then I didn’t stop because the project goes on until the child is 2 years old. I also always came to have a nutritionally healthy meal, to go to the vegetable garden, to help in some lectures and to participate in the classes to motivate the others to open up and to share more of the experiences they have...”

Fátima João Luis, 25 years old. Marilu, 6 months. MAYI Participants.

Teaching and Learning!
In 2018 we received 16 trainees from the Nutrition course of the Adventist University of Mozambique that integrated the training modules of MAYI. We created a partnership with the Center of the Baby who is focused on the training of our local trainers. Parentality and monitoring and support themes adapted to local reality and discussed.
Starting off at the Kitchen!
At Mafarinha’s school, we started with the construction of a kitchen and distribution of meals in partnership with JAM. There were also campaigns for deworming, distribution of vitamin A and anti-tetanus vaccine. Once the kitchen was in operation our eyes saw so many other needs!

Improvement of the school infrastructure
In partnership with the Japan Embassy and Local Government Authorities in 2018 we built:

- 2 classrooms
- 1 wall
- 1 warehouse

so that the children are more motivated to go to school and learn.
that surrounds the school, protects children and makes the school a safer place!
to help the kitchen and keep food supplies safely stored.

With the completion of this project, APOIAR continues to supervise the space and contribute to its maintenance. We believe that the School is now ready:
- for children to wash their hands before meals and to receive school meals with JAM in a clean space;
- to have rooms with more conditions, more motivation to go to school and to learn;
- so that you will feel good in this school received you and that you are safe!
4 Projects in action!

Sofala / APOIAR 100 LIMITES

3rd edition... and a project of friends!
Our project of international volunteering was born from the dream of 7 friends who wanted to leave on a mission, and who knew the work of APOIAR. They got together and proposed to create the group APOIAR 100 LIMITES, in 2016. In 2018 we had the 3rd year of this project.

Training and sending volunteers is to believe:

- Service
- Training
- Competences
- Professionalism
- Commitment

2018 mission: MAYI Project Training | Teenager schools | Development of the first infancy | Construction of Mafarinha shed | Summer School for young Mozambicans | Oral Hygiene

What the volunteers bring to Portugal

- An experience that will be with them for life;
- An inner transformation that makes them better people (better offspring, better brothers, better friends...);
- An experience that improves their team spirit, problem-solving ability (making nothing into everything), and that will also make them better professionals!

We believe that in addition to leaving seeds of change on the ground, they will make a difference in our Portugal for the rest of their lives!
A project in Partnership...
It is in partnership with L.Vida Foundation that we develop the Sponsorship program. This program consists of a relationship, a long distance commitment, between a sponsor and a child from the Day Care Center and the LVida Foundation’s Open Door program. Sponsoring a child is to contribute, with an annual donation, giving them access to the nursery, two meals a day, medical care, leisure activities and school material.

What we have achieved in this project in 2018:
- 106 children sponsored
- 13,012 meals served
- 26 children completing pre-school (on to grade 1 in 2019)
- 26 Registration in the Computer Center of the open door project
4 Projects in action!

APOIAR Campeões

A new project!
We are very happy to close the “Projects in Action” theme with the announcement of a new beginning - planned during 2018 and launched on 17th November.

APOIAR Campeões is an inclusive project aimed at the most vulnerable children in Maputo neighborhoods who join for the love of sport in trainings and tournaments of the Mozambican Rugby Federation.

The force that drives us in this project is to leverage these tools with the development of two essential aspects:

TO FEED | TO EDUCATE

We worked on Sports Nutrition

300 snacks were distributed at the launch of the APOIAR Campeões project!
300 children gathered in a row, brought by their coach, to get juice, bread and fruit, to give more energy to these Champions!

We are preparing to launch the study rooms

It is in the most disadvantaged districts of Maputo that we are preparing to launch the second phase of this project, the education aspect with the Academies of Champions!
This path we have completed complements the sports project - of the Mozambican Rugby Federation and the Maputo Rugby Club - and joins the nutrition factor making APOIAR Campeões a Winners for Life project.
Working at APOIAR is to bring about the change we want to see in the world responsibly, with dedication, delivery and love. This is the formula that is common to the whole team in Portugal and Mozambique. We aim to reach more and more children, more and more families and continue to contribute - more and better to transform lives.
AND AFTER THE MISSION...

Presentation of the 2018 mission by the volunteers of the APOIAR 100 Limites project at the S. Tomás School in Lisbon.

APOIAR FRIENDS DINNER
A 4th edition of a dinner for a special cause!

VAT CAMPAIGN
In 2018 we had more vat assignments in favor of APOIAR!

FEIRA DE AGOSTO DONDO
25 DE AGOSTO - 10H À S 17H
DIVERSÃO PARA TODA A FAMÍLIA
DONDO EN6 BAIRRO DA LUSALITE
(NOVA MOZALITE)
Gastronomia, produtos artesanais, produtos agrícolas...
A FAVOR DO REFEITÓRIO DA FUNDAÇÃO LVIDA
Reserva de espaço para exposição:
84 829 99 46
84 277 84 62

DRESS A GIRL!
It was in Sofala province that we did Dress a Girl's dress donation!

Boxes for the APOIAR Christmas Campaign powered by MEGA
€4.847,71
PORTUGUESE RUGBY COMMUNITY...in fundraising initiatives!

PORES IN THE FARO CONCENTRATION
€4.643,46

Video APOIAR
Powered by Partners

MCALL CAMPAIGN
On Children’s Day and around Christmas we called the sponsors of the LVida Foundation and the Friends of APOIAR to say THANK YOU!

DRESS A GIRL!
125 UN

APOIAR FRIENDS DINNER
15.351,42

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On Children’s Day and around Christmas we called the sponsors of the LVida Foundation and the Friends of APOIAR to say THANK YOU!
2018 was a year of growth in field projects, which led to the need to invest in the hiring of new elements, in the second half of the year, to the Portugal team. This growth is reflected in spending increases of around 20.7% and revenue growth of 5.6%. The revenue categories "international funds" and "individual donors" reflect the highest growth.

TRANSPARENCY is a cornerstone of APOIAR, and the trust of our donors is a value we want to preserve. We respect every Euro entrusted to us and we are aware of the responsibility we have to apply it, in order to maximize the good it can generate.
At APOIAR, we want to be an organization that celebrates success and learning to the same extent. We believe that by combining the ability to recognize our weaknesses with the willingness to work to be better each passing day, we become a more authentic, true and resilient organization. That is why we have included in this report our key learnings from 2018.

1. **Improve prioritization of opportunities and tasks.** We have the privilege of having a lot of work in hands and sometimes we lose focus because we said “yes” to something that was less essential. We aspire to be more assertive in how we respond to opportunities and tasks to always focus on what matters most - our mission.

2. **Tailor our internal management procedures to the growth level of the organization.** We are growing and we need to ensure that we are efficient. For this we are developing, automating and refining the main management systems and processes of the organization to make APOIAR more competent in the development of its mission.

3. **Invest more resources in designing and monitoring the impact of our programs.** We are aware of how essential it is to prove the positive change generated in the lives of the most vulnerable people. In some cases, we have been reporting on project performance figures and have not gone further in the change indicators. For us, this is a key area that we wish to invest in 2019.

4. **Work on developing the volunteer program.** Volunteering at APOIAR has always been spontaneously and informally managed, according to the needs of the organization and the availability of volunteers who come to us. More and more requests come to us and we want to give the best possible answer. We have learned that, to grow this area successfully, we need to clarify the leadership of volunteer projects and explicitly define objectives, channels of communication, responsibilities and rules, always with the aim of providing all who seek us a transformative experience. We believe that partnering with organizations that specialize in volunteer management can bring benefits to our program.
THANK YOU to all! All the work presented here is only possible with the help of each of those who crossed our path. Who, with the financial donations, enabled us to make; who, with the donations in kind, allowed us to move forward; who, talking about APOIAR, made us known, and made it go further; who give us their “like” and their strength on social networks. This party, these cheers are for YOU!
Portugal

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