

LEADERS FOR THE WORLD

AIESEC Global Report 2016-2017

TABLE OF CONTENTS

Letter from the President	05
Our Essence & Ambition	06
AIESEC Essence	06-07
AIESEC 2020 Ambition	08-09
Our network	10-11
Highlights of the Year	12-13
Our Impact	14
Activating Youth for the SDGs	14-17
Cooking an Antidote for Youth Unemployment	18-19
Our Progress	20
Found in Translation: How to speak GenZ native	20-21
Embracing the Digital Revolution	22-23
Partnership Evolution	24-26
Transformation into the Youth Leadership Movement	28-29
Network successes	30-31
Our Sustainability	32
Financial Report	32-34
Global Partners	36-38
Letter from the Supervisory Group Chair	39
Looking Beyond	40
Future conferences	40
Headquarters move to Montreal	41
Our Team	42
AIESEC International 2016/2017	42
AIESEC International 2017/2018 and Supervisory Group	43





LETTER FROM THE PRESIDENT

This year we chose to be fearless. Take bold steps and put the organization first every single step of the way.

After creating an ambition of becoming a Youth Leadership Movement within the year 2020, it fell upon this generation to explore ways to achieve the ambition, bring direction and clarity in our actions.

We started by focusing on enabling youth leadership in every experience and create leaders for the world, taking us closer to our vision of achieving peace and fulfillment of humankind's potential. This meant taking a closer look at AIESEC's leadership development model, the way we provide value to every customer and adjust the way we measure success.

In doing so, we realized that our digital ecosystem and infrastructure was key to becoming more accessible to young people and partners as well as enabling disruptive growth. Customer obsession fueled the way we created new platforms and designed digital experiences. But digitalization does not mean dehumanization.

I truly believe that any sort of organizational transformation begins by transformation of its people. And with a new ambition we needed to look at new ways to manage our people and the skills, knowledge and values we inculcate in their roles in AIESEC. We realized that sustainability is not just a buzzword but a reality we must create for every single AIESEC office around the world and that started with building capacity in our top leaders and role modeling a sustainable outlook from the global office.

Today, no single organization can exist just by itself, partners are key and so we focused on working with like-minded organizations who share a common vision and creating partnerships that are value based.

As we continued to gain clarity and give importance to leadership, the way we positioned and communicated AIESEC to the world shifted to further reflect our essence and dynamism. Youth 4 Global Goals initiative played an important role in making a case of creating leaders for the world by taking action on the Sustainable Development Goals.

A dream without a plan is only a wish, and so we worked collectively in creating and executing a roadmap to 2020 that aligns the efforts of the organization, encourages innovation and solution orientation. More importantly, it being a sense of togetherness and holistic and integrated thinking for the future.

In order to become an AIESEC we've never been, we must do things we've never done before. Have the courage to try new things, fail, learn from them and tackle challenges head on. Looking backward, as Global President, I feel extremely proud of the progress we've made and honored to have had the chance to live and lead a fearless generation of AIESECers.


Niels Caszo
Global President
AIESEC International 1617

OUR ESSENCE

WHY

It all started after the

SECOND WORLD WAR

WHEN A GROUP OF
Young People

determined that **cross-cultural understanding**

was essential to prevent similar conflicts.

AIIESEC was founded after the Second World War by a group of young people from Europe (Belgium, Denmark, Finland, France, Netherlands, Norway, and Sweden). Our fundamentals were shaped by the social, economic and political climate of the time.



Since then, the world has been changing faster than ever before. We believe that young people hold the key to a better future and they must learn to adapt quickly and solve problems. This is why AIIESEC strives for **Peace & Fulfilment of Humankind's Potential**.

WE STRIVE
TO ACHIEVE
Peace
&
Fulfillment
of
Humankind's
Potential

In today's context, 'Peace' does not necessarily mean only avoiding war. Peace can symbolize a world that does not have conflicts that arise from cultural, religious, or other aspects of differences in humanity. Peace can also symbolize being in harmony with yourself. AIIESEC strives to build a world where people can work towards their own understanding of peace, while respecting and understanding the views of others.

Through "Fulfillment of Humankind's Potential" AIIESEC strives for a world where people can be the best version of themselves.

HOW

WE PLACE OUR
CONFIDENCE
IN
Youth
AS THE KEY TO UNLOCK A
BETTER FUTURE.

We place our confidence in youth because they have the passion, dynamism and entrepreneurial spirit that are needed to shape the future. They have the responsibility to improve tomorrow by choosing who they will be today.

WE BELIEVE THAT
LEADERSHIP
IS THE
Fundamental
Solution
AND IT CAN BE DEVELOPED IN ANYONE.

AIESEC is a platform for young people to explore and develop their leadership potential. After going through an experience with AIESEC, young people are better prepared to make a positive impact in any sphere they would choose.

WHAT

WE ENABLE YOUNG PEOPLE TO DEVELOP THEIR
LEADERSHIP

THROUGH LEARNING FROM

PRACTICAL
EXPERIENCES
IN
CHALLENGING
ENVIRONMENTS.



OUR GOAL

Engage and Develop Every Young Person in the world by equipping them with 4 leadership characteristics: being self aware, world citizens, solution oriented and being able to empower others.



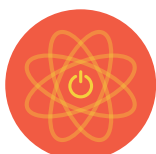
Self Aware

Understands and lives personal values
Focuses on strengths over weaknesses
Explores one's passions



World Citizen

Believes in their ability to make a difference in the world
Interested in the world issues
Enjoys taking responsibility for improving the world



Empowering Others

Communicates effectively in diverse environments
Develops & empowers other people
Engages with others to achieve a bigger purpose



Solution Oriented

Adapts and shows resilience in the face of challenges
Transmits positivity to move forward throughout uncertainty
Takes risks when needed

VALUES OF OUR LEADERS

We live and work by our values of striving for excellence, living diversity, demonstrating integrity, enjoying participation, activating leadership and acting sustainably.



STRIVING FOR EXCELLENCE: We continuously improve through creativity and innovation. We strive to deliver the highest quality performance in everything we do.



DEMONSTRATING INTEGRITY: We are consistent and transparent in our decisions and actions. We fulfil our commitments and conduct ourselves in a way aligned with our vision.



ENJOYING PARTICIPATION: We create dynamic and welcoming environments through active and enthusiastic participation of individuals. We enjoy being involved in AIESEC.



ACTING SUSTAINABLY: We act in a sustainable way for our organization and society. Our decisions take into account the needs of future generations.



ACTIVATING LEADERSHIP: We lead by example and inspire leadership through actions and results. We take responsibility for developing the leadership potential of others.



LIVING DIVERSITY: We actively learn from different ways of life and opinions represented in our multicultural environment. We act inclusively, respecting and actively encouraging the contribution of every individual.

A2020 AMBITION

The Roadmap Implementation Process



Back in 2015, the finish line of our previous mid-term ambition set a question to the network:

What do we want AIESEC to become by 2020 in order to move closer to engaging and developing every young person in the world?

10.000 AIESECers shared their dreams which started what we know now as AIESEC 2020:

AIESEC 2020 | Statements



AIESEC 2020 | Strategies





But the AIESEC 2020 dream was more than just another mid-term ambition. It was also a calling for AIESEC to transform itself into a different kind of organization and become a movement. To do so, the command and control approach needed to evolve into a collaborative environment that enables AIESEC to unleash all its magic and become a Youth Leadership Movement.

With this in the horizon, we looked into new ways of running organizations, methodologies to involve the whole in decision making and more practically, how to empower every member to innovate, to create, to take action for a better AIESEC. After the research and consultation with multiple stakeholders, we set up the process to implement the Roadmap: One Heart - One Brain - Bring the Action.

The Roadmap Implementation Process has as a guiding approach: The Whole-Scale Change. The purpose of the Whole-Scale™ Change is the creation of change in organisations, networks and communities that require the active involvement, energy, ideas and commitment of multiple stakeholders in order to be long lasting, effective and successful. It helps organisations uncover and engage the combined wisdom and the heart of their people to meet the challenges of a changing world.

Whole-Scale for AIESEC consists of a series of small and large group interactions that enable the organization to shift paradigms, working together to create and integrate all the needed changes.

The Roadmap Implementation Process consists of 5 Blocks that enable the participants to go through a series of experiences to get connected, informed and ready to act on the mid-term ambition of AIESEC. During a conference, the blocks are clearly differentiated but they should also be experienced and translated to an everyday basis; To transform the organization from a Hierarchy to a Collaborative Network, the concepts of One Heart (we all have the same yearnings: A2020), One Brain (we all have the same information and direction: Roadmap) and Microcosm (groups that represent the entire range of levels, functions and ideas of the organization) need to be embedded in the everyday activities.



OUR NETWORK



121

Entity offices

4

Expansions

38,929

Membership



A YEAR IN REVIEW

HIGHLIGHTS

First time in history,
we crossed

41.000

exchange experiences
delivered in one year.

AIESEC together with Project
Everyone and UNICEF hosted
the first youth take over on the
SDGs. By mobilizing 600 young
people during the Global
YouthSpeak Forum in Cartagena,
Colombia, we have delivered 100
workshops about the SDGs to

2700 kids

in local schools in just one day.

In collaboration with UN
Volunteers, AIESEC
launched

Young Person's Guide: Changing the World Edition

a Guide which consists of
the actions young people
can make to impact the
Sustainable Development
Goals in their local
communities.

62%

of our customers
recommend AIESEC as a
leadership development
organization.

AIESEC, ADB and Plan International

run a research to strengthen the
evidence base for young people's
potential to meaningfully
contribute to, realize and deliver
on the Sustainable Development
Goals. The results of the research
will be presented in September
2017 during the UN General
Assembly.

This year AIESEC stepped into the first year of 2020 mid-term ambition and started its transformation into a Youth Leadership Movement. Shaping what we do around what the world needs and aligning ourselves to a true leadership provider defined the main wins of the organization in 2016/2017.

With over

56 million

impressions, AIESEC reached over 6 million people through the campaigns run by the global office.

We started to actively build

new types of partnerships

and expand our product portfolio, in particular around APIs and CSR partnerships for the Youth 4 Global Goals initiative.

We have released the

Youth Global Employability Report

a research among 400+ businesses about hiring international talent.

This year we have completely refreshed our digital face and launched the

new aiesec.org

which unified the features of our opportunity portal and website in one platform.

The financial year ended with over

80.000 euros in profit

doubling the result of the previous fiscal year.

OUR IMPACT:

ACTIVATING YOUTH FOR THE SUSTAINABLE DEVELOPMENT GOALS



The Sustainable Development Goals (SDGs) provide a long-term framework of 17 objectives to end poverty, protect the planet and ensure that all people enjoy peace and prosperity. The SDGs are a call to action to which the global youth can contribute; however, to do so effectively requires a change in the way AIESEC works and how we activate youth.

Crucially for AIESEC, it requires moving beyond mobilizing youth globally, which creates a superficial approach to the global issues and undermines the capacity of youth to systematically address the SDGs. The question of how to be more effective and impactful over the long term must be considered by all levels of the organization if we are to leverage our resources and expertise to help achieve the vision of the SDGs.

In AIESEC, we give ourselves the task to activate young people to contribute to the Sustainable Development Goals and through our Youth 4 Global Goals (Youth4GG) Initiative, we have taken bold steps into making our contribution to the 2030 Agenda.

Our simple framework allows us to direct our activities and engage with youth in different ways. The framework consist of the following phases:

AWARENESS

Youth is aware of the 17 SDGs. We spread awareness about SDGs and the importance of collaboration for the Goals through global campaigns.

Reach:

2.947.494

UNDERSTANDING

They understand at least one target of the SDGs and know how to take action to contribute towards it.

We arrange YouthSpeak Forums all around the world to discuss global issues.

YouthSpeak Forum Delegates:

55.642

ACTION

We mobilize volunteers to be a part of our projects aligned with the SDGs. Through these experiences they are empowering individuals and communities to work towards the implementation of SDGs in their countries, while developing themselves.

Action (Global Volunteer):

42.019

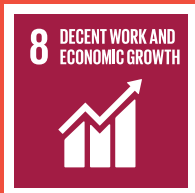
TOP 3 SDGs



12145 Volunteers



2138 Volunteers



2048 Volunteers



Going beyond our day to day exchange operations, we decided to improve our contribution to the Global Agenda by better aligning our projects to the SDGs, creating a guide for youth with simple actions to change the world and hosting a Youth Action Space to demonstrate youth power to take action and contribute:

In AIESEC we believe the SDGs can be achieved and that young people play a special role. We will be the ones inheriting the post SDG world, therefore, every action we take now counts towards 2030.

With this in mind, in February 2016 in The Netherlands, we hosted the Youth 4 Global Goals Day; bringing together 13 organizations and youth from +100 countries and territories to come up with the ways to contribute to the global agenda. This first idea, then was strengthened through 4 youth regional events in Egypt, Peru, India and Bosnia & Herzegovina in addition to an external survey that gathered +2000 responses.

Created by young people for young people, the Young Person's Guide: Changing the World Edition consists of daily actions and projects that youth can organise with friends to help achieve the end of poverty, protect the planet and ensure that all people enjoy peace and prosperity.

AIESEC collaborated with UN Volunteers to make this Guide more accessible for young people around the world by translating it to various languages and using it in youth-related advocacy work to raise awareness about the SDGs.



YOUNG PERSON'S GUIDE CHANGING THE WORLD EDITION





What is the impact youth has on Sustainable Development? PROJECT EXAMPLES

Youth Leaders as a Force for Change: Achieving SDGs through Social innovation

This research piece was designed to strengthen the evidence base for young people's potential to meaningfully contribute to, realise and deliver on the SDGs should the right investments in young men and women, be made. It is expected to be used in supporting the case for governments and strategic alliances to recognize the value of collaborating with youth as partners and invest in establishing clear and explicit pathways for their meaningful participation in achieving the SDGs and related targets.

Over 350 AIESEC Global Volunteer projects were reviewed to establish which factors contributed to youth having a significant impact on development. Results established that putting young people in formal positions when realizing volunteering projects leads to higher development outputs, if paired with appropriate support mechanisms facilitating commitment of youth organizations and partner institutions. These can be enabled through two-way learning relationships between organizations and youth, with both parties having knowledge about the development issue or SDG in question.

As a consequence of the research outcome, ADB has contracted Plan International to conduct a follow-up research on youth involvement on the sustainable development goals. AIESEC will form part of the Youth Steering Committee and present the outcomes of the research at the UN General Assembly in September 2017.

How youth contributes to the 2030 Agenda: AIESEC's framework for social impact

AIESEC's Design for Impact Framework assists in understanding, assessing, planning and monitoring the issues aimed to be solved through the Sustainable Development Goals associated with youth-driven projects. The Framework was iteratively developed by assessing existing models (Logical Framework, Design and Monitoring Framework) and adapting it, reflecting on our practical experience in projects with over 40.000 global volunteers, and on the basis of input and feedback from a wide range of stakeholders.



With almost 2000 young people mobilized in Global Volunteer projects of the Interamerican region, Enseña Americas aims to fulfill SDG target 4.7, educating children on sustainable development and promoting a culture of peace, diversity and global citizenship. Over 244,800 volunteering hours were dedicated to Quality Education in the months of July to August, three partners coming on board to support fundraising through forms of crowdsourcing and donations.



To halve food waste by 2030 is an ambition that AIESEC in Malaysia has managed to operationalize and break down with "Clean Our Plate". Through Awareness Campaigns, Action Labs and Surplus Kitchens, Global and Local Volunteers spend six weeks fostering engagement with Malay population and creating a ripple effect by impacting 8400 people in every action cycle.

Global YouthSpeak Forum in Colombia: World's Largest Lesson Youth take over



2751

Total of kids reached



27

Average kids
per workshop



100

Workshops delivered



12

Schools and
Foundations



8

Partners & Supporters

As AIESEC, we are committed to mobilize young people to achieve Sustainable Development Goals. To make this happen, we start creating awareness & understanding about the importance of each individual contribution. Hosting this lesson is part of the implementation of our Youth 4 Global Goals initiative for 2017.

World's Largest Lesson is an initiative created by Project Everyone in partnership with UNICEF to teach young people and children about Global Goals and encourage them to become the generation that changed the world; and as AIESEC, we decided to organize the first youth SDG take-over in the city of Cartagena, Colombia and take action with youth from all around the world.

On July 12th, 2017 we mobilized 600 young leaders to deliver World's Largest Lesson in different schools and foundations of Cartagena, Colombia.

The lesson took place during our Global YouthSpeak Forum, a premiere event that inspires conversations around pressing global issues, within the unique format of Inspire, Engage & Act.

The attendees were the facilitators of the workshops, leading the lesson in each official venue.

Testimonials of Schools:



The students realized that change is a matter of everyone and that we must all contribute to change the world, today the institution feels grateful to all the organizations allied for the realization of this activity
The students realized that change is a matter of everyone and that we must all contribute to change the world, today the institution feels grateful to all the organizations allied for the realization of this activity.



Liliana Nuñez
Regional Coordinator Institución Educativa
Fundación Pies Descalzos



Students said it was innovative, really exciting for them. Now, we must reflect to bring the institution to continuous improvement aligned to the SDGs



Daniel Pupo
Principal Institución Educativa Manzanillo
del Mar

During this event as a great success of youth action to engage with other youth and spark interest in making the world a better place, we used this moment to launch the **SDG Curriculum**. This Curriculum is the result of joint work between ADB Youth for Asia Initiative, Teach for All and World's Largest Lesson, it contains workshops and guidelines on how a young person can teach and learn about the SDGs; for more info: <http://youth4globalgoals.org/awareness/>

OUR IMPACT: COOKING AN ANTIDOTE FOR YOUTH UNEMPLOYMENT



YouthGlobal
EmployabilityReport

407 employers responses from **65** countries and territories.

71 million unemployed youth worldwide and 156 million young workers living in poverty: youth employment remains a global challenge and a top policy concern (ILO). We are living in an ever changing world that finding a job has become increasing tougher even after years of education. In the past two years, AIESEC has initiated YouthSpeak Survey gathering more than 200,000 youth voice around the world to understand their opinions on education and employment. However, this year we start looking at the issue from a different angle - the employer's perspective. Gathering more than 400 employers opinions from 65 countries and territories, Youth Global Employability Report is an attempt of AIESEC to bring insights of employers to educators, governments and most importantly, youth ourselves.

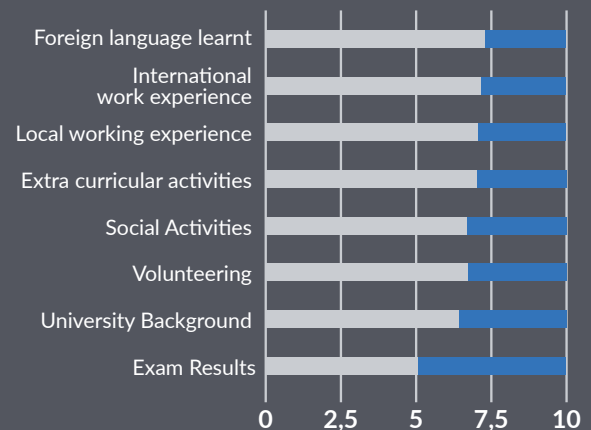
We hope the insights we derived can help educators to reform their traditional way of teaching, help employers to make better recruitment and engagement decisions and most importantly help millions of youth around the world to find fulfilling employment opportunity.

Key insight 1:

Language Skills and Practical Experiences are most valued by employers

When asked employers what are the experiences that stand out the most for a foreign youth candidate in selection process, language ability and work experiences are among the highest rated, with employers placing more importance for international work experience than the local ones. On the flip side, university background and exam results are among the lowest.

Though educators are actively engaging youth for practical learning experiences, it's hardly satisfying the need of the job market. Educators need to start looking at integrating language training with skilled training, not limiting youth's job options just in the local market.



5.2/10

How well are educational institutions providing relevant experience for youth to be globally employable?

5.1/10

Do you think young people have access to enough opportunities to develop relevant skills for finding a job abroad?

Key insight 2:

More alternative schemes are needed for preparing youth for global employment

With an average score of 5.2 out of 10 and a Net Promoter Score of -67.2, employers are largely not satisfied with educator's ability to prepare youth for global employment. Meanwhile with an average score of 5.1 out of 10, employers also think that there are not enough opportunities available for youth to gain valuable skills and experiences to prepare for the global workforce.

These are alarming numbers for majority of young people how lacks awareness and opportunities to prepare themselves for the ever expanding global job market.

While AIESEC is actively mobilizing 40,000+ youth around the world providing practical on the job trainings, we recognize this is just a fraction of number we are able to impact. Youth are in definite need of more alternative solutions driven by educators, governments and organizations.

We are enabling start-ups and companies to grow by developing youth from all over the world.



116
countries
and territories.



4949
young people
worked in
companies abroad



2283
young people
interned in
startups abroad



800
companies and
700 startups
took part in the
program.



5
main fields
of work

AIIESEC develops young leaders worldwide by creating and offering practical experiences. Our Global Talent and Global Entrepreneur products offer companies and start-ups the ability to become an enabler of youth development through their participation in hiring youth talent from all over the world, giving youth the opportunity to build their confidence, gain experience and build their leadership capacity to be ready for the real world. These products enable both international talent acquisition and leadership development of young people.

From August 1st 2016 till July 31st 2017, 4,949 young leaders worked abroad in an international environment in various companies developing themselves and their work place. At the same time, 2,283 young people contributed with their skills to development of start-ups around the world.

The main working fields for interns are marketing and sales, business administration, information technology, language education and engineering. Global Talent and Global Entrepreneur offer youth leadership, innovation, global perspectives, and functional expertise to provide organisations with a competitive edge when it comes to talent and leadership pipeline.

Our biggest markets in
Global Talent:

1. INDIA
2. MAINLAND OF CHINA
3. TURKEY

Our biggest markets in
Global Entrepreneur:

1. EGYPT
2. BRAZIL
3. MEXICO

FOUND IN TRANSLATION: HOW TO SPEAK GEN Z NATIVE

We speak youth,
with a millennial and
now gen Z accent.

Currently, over 24% of the global population happens to be gen Z, therefore we had to step up our game. In order to engage them, first we need to listen to them. We are dealing with people eager to impact the world, the do good-ers, the digital natives, and we only have 8 seconds to get their attention.

If the Millennials have been called “entitled”, the “me, me, me” generation, amongst other the-world-does-not-deserve-me kind of names, we started questioning ourselves how the youth segment will evolve throughout the next couple of years. With such attention span, how can we get their attention? What topics are they interested in? What will be the approach that Z-ers will take (or be given) when entering the workforce?

We focused the year on making sure that AIESEC speaks with both accents, millennial and gen z by

leveraging on such strong social media channels. We are not afraid of speaking up for what we believe in: Peace and Fulfillment of Humankind's Potential and the Sustainable Development Goals as a way to achieve that better future.

The external communication plan had embedded those believes to portrait what AIESEC is about and what we stand for. Our brand voice had to be out there by reaching towards certain topics or perspectives that were considered taboo, because at the end of the day, we want people to speak up, but before doing that, they should be informed or triggered to look for that information.

Yes, we wanted to provoke youth into having a stand, no great leader had remain clueless or silent.

Accounting over **30 million** people reached through our social media efforts, an average of **2.5 million** people reached per month and over **56 million** impressions, the global campaigns that the global office ran AIESEC reached over **6.8 million** people:

Youth Day
Peace Day
My Leadership Story
Women's Day

Leaders for the World
Let's Get Real
Pride
World's Largest Lesson

Partner Campaigns

As part of our 2020 mid-term ambition, we want to engage youth and like-minded organizations around the globe to act as one. **We partnered with over 30 of them through our engagements (campaigns, publications, webinars, etc.) and the Global YouthSpeak Forum events reaching over 10 million people in social media.** Making sure that we are, together, moving humanity forward by creating the leaders for the world.



949,110 Followers
+120k New Followers

15%
Growth



29,551 Followers



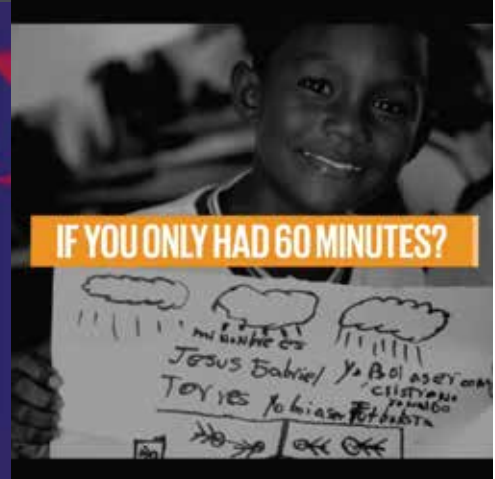
154,985 Followers



66,250 Followers



16,375 Followers



#WeAreAllHuman



EMBRACING THE DIGITAL REVOLUTION

aiesec.org ecosystem

For the last years, AIESEC has been changing because of the new digital context. This year, we took bold steps to transform the experience of our customers in our online platforms by focusing on mobile, localisation and convergence. With these changes, aiesec.org is now the place where all our digital experience for customers occurs.

We redesigned the user interface of our site including testimonials from young people that already impacted the world and organizations, details of the process for each of our products and information on the leadership qualities that we develop on our experience. With these changes, all our 430.000 monthly visitors experience AIESEC online in the same way they do it on campus.

Parallel to the changes for youth, we built a whole new customer journey for organizations which includes details of our products and initiatives like YouthSpeak and Youth 4 Global Goals. On our new site, organizations can get to know AIESEC and partner with us to develop leadership in youth.

After the changes implemented this year, our sites are mobile responsive for phones and tablets. These changes improved the way youth could access to our site and we grew from 16% to 40% of our traffic

coming from mobile. Operations in 120+ countries required us to localised our online journeys on the same way our local offices do. This year, we launched our site on 4 additional languages (Spanish, Portuguese, French and Simplified Chinese) and we plan to grow to 10+ in the next year. Both, language translation and mobile responsiveness, allows us to tap into markets in which we had a limited reach moving us closer to our ambition to be accessible to everyone, everywhere.

Now we also instantly message with our customers. Using market-leader technology from Intercom, we built a system on which users can get in touch with a global team of support that can answer their questions instantly and guide them towards the experience of their dreams.

Finally, don't forget to check our About us page in aiesec.org; we worked closely with both young people and organizations to build a space clear enough to explain what we do as organization, our impact, our reach and our history.

Transforming AIESEC for organizations

Additionally to all the changes we did in our digital ecosystem with aiesec.org, we have been working on something big for organizations. In 2015, we launched our Companies Opportunities Portal as our first approach to digitize the customer journey for our 3600+ corporate partners and in the last quarter of 2017, we aim to expand its reach to all the organizations that partner with us.

We have worked on the design and development of a whole new set of features which aims to improve the way how organizations open opportunities to attract international talents and we work together to develop leadership in youth. We want this new version to provide value not only to companies but also to NGOs, Startups and even Governments by accessing to our network of 565,000* young people looking for a development experience.

A new profile creation, online shortlisting of candidates using tagging and drag and drop, estimation of the number of applicants per opportunity and online payments are just some of the features that are coming to aiesec.org for organizations.

Without all our partners we wouldn't be able to impact and develop youth; this new Partners Opportunities Portal comes in place to take our partnerships even further.

*Number of young people that registered in our platforms in the last 12 months

We are a youth leadership movement

We are passionately driven by one cause, peace and fulfillment of humankind's potential

1948

AIESEC was established in 1948 after World War II, where seven youth across seven countries had a dream of building cross-cultural understanding across nations. They hoped to change the world, one person and one internship at a time.

1977

By 1977, AIESEC was present in 50 countries across six continents! To this date, over 40,000 young people around the world had participated in a leadership development experience.

2010

In 2010, AIESEC crosses 10,000 experiences delivered in one year alone for the first time. By now, over 230,000 experiences have been provided, all facilitated by youth for youth.

2015

In 2015, AIESEC's youth leaders from 126 countries and territories in collaboration with the Office of the Secretary-General's Envoy on Youth gathered at the United Nations Headquarters to promote and drive youth participation in implementing the Sustainable Development Goals (SDGs). The relevance and contribution of AIESEC is clearer than ever.

Now



Leaders for the world

About us

Activate your leadership by going on an experience with AIESEC. We provide you with the opportunity to live a shared responsibility for the world and equip you with the tools to shape it for a better future.

Where Anywhere	When Anytime	Product Any Product	
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Access global talents and volunteers

Join our international network

First Name *

Last Name *

Work Email *

Website *

City *

Password *

Already have an account?
[Sign in](#)

[Get started](#)

5000 candidates signed up last month



PARTNERSHIP EVOLUTION

As AIESEC evolves
with its 2020 Ambition,
so do our Partnerships.

For 20 years AIESEC has worked with partners on a global level. These partnerships, mainly large scale replications of the national and local corporate partnerships, have played a major role in equipping the global office with additional financial resources, provided thousands of high-quality international internship experiences in over 50 countries, and role modeled for the AIESEC network what a true partnership can look like.

At the same time, the global partnerships area hasn't seen any major changes in the past 10 years while AIESEC as a global organization has evolved a lot. Therefore, building up on first trials in the term 15-16, this year we have redefined what kind of global partnerships are needed in the context of AIESEC's 2020 strategy as well as the unique role of a global office in a network organization. Large-scale international internship partnerships will continue to make up a big part of our global activities. At the same time we have broadened the scope of our activities with existing partners and explored building new forms of partnerships.

True partnerships are built on strong value for both sides, a clear common goal, and a set of similar values and beliefs.

- As AIESEC, we contribute with our global physical network, our youth insights, and our eagerness to constantly innovate and drive change for a better world.
- Our partners contribute with their financial, human and knowledge resources, with providing international opportunities to young people, and with their unique products and services.
- Both of us are united in the belief that developing leadership qualities in as many young people as possible is the key for a better future.

AIESEC's vision of Peace and Fulfillment of Humankind's potential can only be achieved with a strong set of partners from all sectors. This year we have opened ourselves to a broader approach towards partnerships with like-minded organizations and we plan to tremendously increase the scope and impact of global partners.



PwC Global Volunteer Fund Supporting Youth in Taking Action for the Sustainable Development Goals

In 2016, as first global partner, PwC Global supported 10 young people from 10 different countries to go abroad and work in a Global Volunteer project. By enabling these cross-cultural volunteering experiences for young leaders and showcasing them on different social media, PwC contributed to raising awareness for AIESEC's actions towards the SDGs, and together we pioneered cross sector partnerships to achieve the SDGs, therefore contributing to Global Goal Number 17. Another 10 volunteers from Germany were supported by PwC Germany. In total, these 20 volunteers have interacted with over 2.000 young people in their projects.

This initiative is built on AIESEC's and PwC's common purpose of solving society's important problems, and its success will allow a total of 46 volunteers supported by PwC Global and PwC Germany to take action towards the SDGs in the summer of 2017. This is a great example of how shared value can lead to sustainable innovation and thus truly impactful partnerships.

The SDGs tackled by the 20 volunteers in their projects in FY16



Technology Partnerships - A New Field with Vast Potential

In order to be able to grow disruptively towards 2020, in the term 16-17 AIESEC has made its technology platforms a center-piece of our customer experience. A great customer experience that enables a powerful leadership development experience, a lot of physical and virtual puzzle pieces need to come together. As AIESEC is not an expert in every single one of those pieces, partnering with other organizations is key for our success.

The new platforms in 16-17 enabled us for the first time to integrate partners' offerings into our platform, and so we tested this amazing opportunity with three different partners: Skyscanner, Enhancv, and Education First.

- **Skyscanner** allows our customer to find the cheapest flight to the location of their internships or volunteering project directly from our platform.
- **Enhancv** gives our customers a tool to build a great internationally accepted CV, which highly increases their chances to get accepted for an opportunity on AIESEC's platform.
- **Education First** is integrating its a free English test, which allows both the young person as well as the organization looking for talents to ensure that they have the right English skills.

These three pilots not only show the huge potential that lies in global technology partnerships for the whole AIESEC network. They also challenge a lot the existing global partnership model of AIESEC and support us in innovating how we work with partners as we broaden our scope of partnerships towards 2020.



AIESEC, Electrolux and WorldChefs help feeding the planet

With the objective of tackling the issues of sustainable food consumption around the world, AIESEC, Electrolux and World Chefs have started an initiative called Feed the Planet. Counting on the support of Electrolux's Food Foundation, we have been developing different projects in countries such as Brazil, Sweden, Singapore and Poland around SDGs #2 and #12. So far, we have allocated several Global Talent interns in these countries for the coordination of the projects, and the first Global Volunteers are soon arriving to Brazil and Sweden.

Recent initiatives of the Feed The Planet initiative include the Asia Food Waste Program, the Educational Kitchen in Brazil, Supporting Stockholm City Mission in Sweden, the Sustainability Curriculum for chef schools around the world, and mobile kitchens in refugee camps and crisis zones through Worldchefs without Borders.

This initiative shows how important it is to develop cross-sector-partnerships in order to achieve fast and sustainable impact. At the same time this form of partnership takes AIESEC from its traditional one-to-one to a one-to-many partnership model, which has the potential to scale AIESEC's operations exponentially.



AIESEC & ADB Expanding to Fiji

“Considering the sheer strength of youth numbers in the Pacific, it is one of the region's greatest assets in driving positive social change and economic development. Thus, ADB is pleased to have been a partner with AIESEC and encouraged by its expansion into the Republic of Fiji. ADB's South Pacific Sub-regional Office looks forward to working with AIESEC in empowering youth and providing more leadership development opportunities for young people around the region.”

Mr. Robert Jauncey - Regional Director, ADB's South Pacific Sub-Regional Office

Moving towards AIESEC 2020, one of our biggest aspirations is to be accessible to every young person in every single part of the world. ADB is helping AIESEC to make that audacious goal become a reality, starting with the expansion into the Republic of Fiji, the first developing island country that AIESEC reaches in the South Pacific.

The backing from ADB to Fiji expansion included the financial support for AIESEC Expansion Manager in the first 6 months, logistical support for AIESEC's initial operations, and network support for AIESEC, especially to the Immigration Office, Office of the Attorney-General, and the University of the South Pacific and Fiji National University.

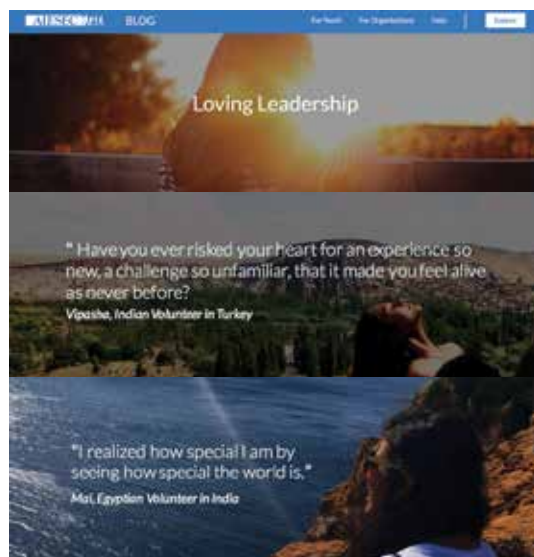
This essential support from ADB ensures that AIESEC can establish a solid groundwork and build up a strong foundation for its future activities. This can pave more ways for the AIESEC network in our expansion plan as an





TRANSFORMATION INTO THE YOUTH LEADERSHIP MOVEMENT

One of the most important questions we asked ourselves in this term as AIESEC International was “are we truly delivering on what we promise as an organization?” This sparked the conversation on our brand, external positioning, the way we run operations and deliver value to our customers.



Making leadership cool

While we proudly say that we do leadership internally as an organization, we were fearful of telling the world precisely that. Thus, #myleadershipstory was born. We wanted to finally preach what we practiced, and more importantly start to build a community of people that believe in our mission. It was time to make leadership cool. Something to be unapologetically proud of. It was time for AIESEC to properly tell our stories of leadership to the world.

Our blog was revitalized to build that community for young people and organizations alike to gather around relevant topics exploring leadership. We started to collect leadership stories from those who knew it best - our members themselves. Digital campaigns were ran for #myleadershipstory, showcasing the best stories of our exchange participants and their experiences. Little by little, we were taking the bold step to change our message to our core value proposition.

Measure of Success

Since the development of the AIESEC 2020 mid term ambition, we started asking ourselves: “is the number of people who left for exchange a correct assessment of success?”. As we want to become a youth leadership movement, we decided to redefine our Measure of Success and move it from number of realizations to number of completed experiences

The Story of Complete

The What we do, leadership development, needed to be strongly connected to our operations. Therefore we combined scale (number or realizations) with quality (leadership development) by introducing new metrics to the organization. Each experience is complete if a of minimum 14 out of 16 standards are delivered to our customer. The definition of the new Measure of success is changing the whole Customer Experience area of AIESEC.



Customer Experience

In order to ensure smooth transition and guidance in change related to Measure of Success, AIESEC International 1617 launched 3 global challenges, which activated more than 400 local offices and 80 countries/territories. In each edition participants were faced with tasks related to their daily based operations and needed to report on outcomes bi-weekly. In total 59 countries/territories finalized with a successful Customer Experience Challenge and got certified as high quality leadership providers.



Leadership Development

The clarity of What we do became our priority for term 1617. Therefore Leadership Development was maintained as a focus for the whole year. We defined 6 non-negotiable activities which every single customer needs to receive and added it as a part of standards for our exchange experiences. We added things like: personal goal setting, outgoing preparation or debrief after experience as a mandatory activities in order to ensure leadership spaces are provided. We also started asking our customers a question: How likely are you to recommend AIESEC as leadership development organization? In term 1617 the current results are 62% of our customers are promoters of our leadership experiences.

Leadership Development Assessment

As AIESEC has a unique definition of leadership, we continued the development of assessment, which will reflect upon the qualities important for AIESEC. In the term 1617 we deployed assessment fully both for members of organization and youth going on exchange experiences through us. The Leadership Development Assessment (LDA) consist of entry and exit self-assessment, which is designed to be used as a base for personal goal setting (at the beginning) and debriefing (at the end) of any AIESEC experience. Thanks to that AIESEC can further develop its products to reflect better leadership development in each experience.

THE STORIES THAT MATTER

OUR NETWORK



Americas Region:

From the Inter-American region, we hosted the **America's YouthSpeak Forum**. We welcomed the First Lady of Peru, Nancy Lange as a speaker and attendee as well as over 500 young delegates from over 20 countries and territories. The event featured a total of 25 partners from the government, private and public sector providing knowledge in workshops and keynotes or as a jury for social impact projects created during the event.

The Inter-American region also hosted the "**Leading Global SENA**" **Interchange Program**. Through a partnership with the National Service of Education, as an entity of Colombia's Ministry of Labor, AIESEC enabled over 400 Colombian apprentices with a background in technology to either boost the productivity and innovation in Start-Ups in Peru, Argentina and Mexico, as trainees of AIESEC's Global Entrepreneur program, or to support as Global Volunteers for the Sustainable Development Goals in Ecuador and Mexico.

Finally, we want to introduce you to **Time to Teach**. In 2016 the Official Program of the Ministry of Education of Ecuador that aims to improve English language teaching in public schools has formed an alliance with AIESEC in Ecuador. With the support of the Ecuadorian government 73 young people were mobilized by partaking in Time to Teach through Global Talent. Over 12500 Ecuadorian children were enabled to improve their English language skills through this project



Europe:

In Europe we saw a movement to unite a diversified region of young people across many cultures and support young europeans to lead the world.

- Empower Austria was run as a cross cultural project, where youth from all over the world brought their added value to startups in Austria with their entrepreneurial spirit.

- AIESEC in Bosnia & Herzegovina received a 16,000 euro grant from the Embassy of Switzerland to create projects to support young entrepreneurs in the Balkan countries, thus was born the Balkan Entrepreneurship Rev Project. The goal of the project is to bring 30 volunteers from Croatia and Serbia and create 7 teams. The teams will be working on generating start-up ideas and promoting youth entrepreneurship across Bosnia & Herzegovina, Croatia and Serbia. The project ended with a conference where teams will present their ideas, the best project will get funding giving them the opportunity to turn their ideas into a reality.

Finally Erasmus and AIESEC in Romania created a partnership with Erasmus that started from a local university, Timisoara and was upscaled across Romania. Through the partnership AIESEC and Erasmus were about to provide scholarships for students to go on leadership development experiences throughout Europe. Overall Romania was able to provide 39 leadership experiences through the scholarships and growth their impact together.



Middle East and Africa:

In Middle East Africa AIESEC and the African Development Bank entered into a transformational partnership to support the Jobs for Youth in Africa initiative, aimed at creating productive job and entrepreneurial opportunities for young people to improve their living conditions and enhance their engagement in Africa's growth and economic transformation.

The project was carried out by AIESEC to equip youth with the relevant soft skills, through training, sessions and conferences in over 10 African countries. It was a fantastic project with over 4000 African youth participating from over 42 different African countries.

With workshops in the areas of employability and entrepreneurship and a thorough surveying process to conduct the study we were able to successfully create economic awareness between young Africans on the growing industries, how to get engaged and to develop the needed skills to become employees or employers in these industries.

With the support of AIESEC and the African Development Bank we hope to upscale this partnership and the efforts to reach a wider scope of young people.

Asia Pacific:

And finally across the world in Asia Pacific with a fantastic continuation of the partnership with Asian Development Bank we were able to support ADB's Future City project in Suva, capital of Fiji as well as present a business case for a lean expansion model of AIESEC to Fiji. We welcome the Asian Development Bank's support and appreciate the innovative partnerships that allowed AIESEC to test new ways of expanding across the world.

As a highlight in the region, Mainland of China hosted 38 YouthSpeak Forums in 2016-2017 partnering with over 125 partners, engaging over 4500 delegates and reaching over 1.6 million youth. They were able to bring together the public sector with organisations such as UNDP, UN Women, ADB, WWF and the private sector with organisations such as Logitech and Weibo. Using YouthSpeak Forums and Youth 4 Global Goals, AIESEC in Mainland of China using influencers was able to engage over 3 million young people to engage with the Sustainable Development Goals.

FINANCIAL REPORT

Balance sheet as of 31 May 2017 (after proposed appropriation of result)

To report:	Note	31 May 2017		31 May 2016	
		EUR	EUR	EUR	EUR
Fixed Assets					
Intangible Fixed Assets	5.1	170,918		285,543	
Tangible Fixed Assets	5.1	1,323		1,316	
Financial Fixed Assets	5.1	41,260		35,378	
			213,501		322,237
Current Assets					
Receivables	5.2	528,633		721,361	
Prepayments and deposits		91,004		131,758	
Short-term investments		298,547		298,547	
Cash		964,054		600,304	
			1,882,238		1,751,970
			2,095,740		2,074,207
Fund Balances					
Operating fund	5.3	1,066,308		984,628	
Restricted funds	5.3	633,138		628,493	
			1,699,446		1,613,120
Deferred revenue	5.4		52,633		54,742
Current liabilities	5.5		343,661		406,345
			2,095,740		2,074,207

Statement of revenue and expenditure in the operating fund for the year ended 31 May 2017

	Note	Budget 16-17		Year ended 31 May 2017		Year ended 31 May 2016	
		EUR	EUR	EUR	EUR	EUR	EUR
Revenue							
Membership fees							
Global Services Fees		770,993		770,993		754,648	
Affiliation Fees				-		-	
Global Funds		10,000		-		-	
			770,993		770,993		754,648
Sponsorships, Donations, Grants							
Corporate		696,697		658,811		703,415	
Non-Corporate		-		-		-	
AI Funds		-		-		-	
Prior terms and translation adjustments		-		(10,539)		(60,695)	
			696,697		648,272		
Other Revenue							
Financial and other	6.1			4,697		10,975	
Income				-		-	
Restricted Funds					4,697		10,975
			1,477,690		1,423,963		703,415
Expenditure							
<i>Operating fund</i>							
Salaries and personnel		(816,420)		(705,561)		(743,278)	
HR training and development		(18,470)		(15,501)		(13,173)	
Office costs		(64,500)		(61,212)		(58,730)	
Information Management & BI		(178,200)		(178,625)		(162,000)	
Financial Management		(35,100)		(39,188)		(35,558)	
Legal expenses		(23,000)		(27,983)		(20,528)	
Governance expenses		(30,500)		(19,380)		(25,675)	
Meeting and conference		(80,000)		(59,772)		(96,993)	
Travel expenses		(106,800)		(86,506)		(96,069)	
Addicional Support		(42,000)		(31,535)		(25,264)	
Alliances and Partnerships				-		-	
Infrastructure		(5000)		(2,602)		(4,618)	
Research and Development				-		-	
Network Audit & Control				-		-	
Information Technology		(23,700)		(20,063)		(12,595)	
Other expenditures	6.2	(4,000)		(25,445)		(15,005)	
Depreciation/amortization assets		(50,000)		(58,362)		(57,997)	
Bad debts and write-offs		-		(10,549)		-	
			(1,477,690)		(1,342,282)		(1,367,482)
<i>Restricted funds</i>							
Global funds							
AI funds							
<i>Strategic Reserves</i>							
			(1,477,690)		(1,342,282)		(1,367,482)
Excess of revenue over expenditure			-		81,681		40,862

AIESEC has performed well during the financial year, which ended 31 May 2017 in terms of both operational and financial results. For the second year in a row, AIESEC had excess of revenue over expenditure, this time of €81,681 (last year's was € 40,862) showing an increase of 100%. This continuing growth has contributed to the recovery from several terms without any profit and to build long term sustainability. This year was the first year of roadmap implementation to achieve the next midterm ambition (A2020), and with it came some investments, mainly in the Legal and Roadmap Funds. For example, we invested into learning, adapting, and implementing a proper methodology that enables the network to come together and plan and execute in the direction of the organization ("Whole-scale change"). This also changed the way we deliver our global conferences as they are now more focused on making the Global Plan and roadmap projects' understanding and execution.

Due to the good usage and constant control of the budget, in the current financial year the AI Restricted Funds were not spent and in the Global Restricted Funds we only spent what came into the funds in this term (not using what previous terms had left). The developments in our platforms due to YOP and COP projects, and to the changes required from Value Delivery projects, resulted in an expenditure/investment in the systems' development and support of € 178,624, € 78,740 from the IM Fund.

Regarding the PD goal (revenues from corporate sponsorships), we decreased 6% this term from last term, after an increase last term in comparison to the previous one. The goal was to achieve €696,697 in revenue and we obtained € 658,811. This happened as a result of trying a new strategy at the beginning of the term that consisted of two people dedicated to exploring the philanthropic and CSR markets, which we knew was more uncertain and could result in less revenue, and the rest of the PD team focused on exploiting current accounts and the current markets we operate in. However, this strategy didn't bring the financial results that were expected and in December of 2016 the sales forecast showed that realistically we would not receive the revenues needed for the budget. Thus, in re-planning in January 2017 we took the decision to lower the goal to € 650,000; the actual amount of revenues achieved surpassed the modified goal.

Although, we did sign the first partnership with a philanthropic organization (Yidan Prize Foundation). The exploiting side of the strategy was more successful and it helped leverage the financial situation of the Global Office and achieve its sustainability. Great effort was put into maintaining and strengthening the partnerships left by previous terms, upscaling and renegotiating, offering new opportunities for partners to contribute and benefit from, and engaging new organizations to work with us. We continued to focus on obtaining more strategic partnerships that contribute to our operations, our sustainability and to AIESEC's growth and the fulfillment of our vision. The ADB partnership continued to grow, we renewed PwC's Global Volunteer Fund and Electrolux's SDGs sponsored projects. We created a project with Electrolux about boosting the exchanges related to STEM disciplines (which will start its execution in 1718 term). We partnered with the African Development Bank (AfDB) to contribute to young people's education and employment increment in Middle East and Africa, which enabled the region's growth and supported the Global Office. Furthermore we signed new corporate partnerships with the following companies: Allegion, Booking.com, Cornerstone, Eaton, Hyva, Nonstop Recruitment, Prysmian and Ubiquity University.

AIESEC International hosted the International President's Meeting (IPM) of 2017, where we showed a different way to deliver conferences in a sustainable manner, focusing on the conference's objectives and considering our real needs and capabilities/resources. As a result, we finalized with a profit of €10,709.89. According to Global Compendium 20% of ILMs' profits must be allocated to the ILM Reserves Fund, so € 2,141.98 were put on this fund and the final profit was of €8,567.91. In reality, this didn't mean that we earned €8,567.91 but since we had budgeted for €20,000 for this conference, we had a saving of this amount.

For the expense side, this year we continued using the strong budget controlling systems of last year and therefore, we present no over expenditure of the AI team's travelling budget lines (we spent around €20,000 less than what was budgeted) and have a decrease of €10,000 from the previous term. Legal expenses increased 36% from the previous year mainly due to legal consultation fees of the taxation lawyers in The Netherlands to close the Corporate Income Tax matter that had been open with the authorities since 2014 and the AIESEC entities' trademark and Youth4GG trademark. The expenses of Infrastructure increased 59% because one of this year's projects was to renovate the global opportunity portal, aiesec.org page and connecting it to our other platforms, which required an investment in its infrastructure. A further increase was due to the fact that we experienced a crisis with our old vendor of EXPA development, RebelMinds, which entered into insolvency. This forced AIESEC International to have an express vendor selection process as the system is fundamental for our global operations; Commutatus was selected as our new vendor and they have helped AIESEC with the system's stabilization and development since November 2016.



GLOBAL PARTNERS

During the year 2016- 2017, many companies and organizations partner with AIESEC and continue contributing and bringing us one step closer of achieving our vision.



The Asian Development Bank was conceived in the early 1960s as a financial institution that would be Asian in character and foster economic growth and cooperation in one of the poorest regions in the world. ADB assists its members, and partners, by providing loans, technical assistance, grants, and equity investments to promote social and economic development.

Deutsche Post DHL Group

The Group provides its customers with both easy to use standardized products as well as innovative and tailored solutions ranging from dialog marketing to industrial supply chains. Having certain things in common, such as willingness to broaden young talents' experiences, geographical spread and network, or doing something meaningful, builds a strong basis for this partnership and its long lasting collaboration.



EF Education First, the world leader in international education, has been a proud global AIESEC partner since 2010. EF shares a very similar purpose and values with AIESEC as well as its mission: to open the world through education. The company created a customized global internship program for AIESEC leaders called the EF Diversity and Development program which has become very successful.



Partnering with AIESEC for over 10 years and having hosted more than 350 interns around the globe makes Electrolux one of the strongest Global partners. This year, alongside with the talent attraction, Electrolux was involved in developing a Sustainability strategy together with AIESEC, aligned with the Sustainable Development Goals through their strategy "For the better", as well as being sponsor of the annual Global Electrolux Excellence Awards.

everis

an NTT DATA Company

Everis has signed an agreement with AIESEC to facilitate the employment of students in the European countries where everis has a presence, which are Brussels, United Kingdom, Italy, Portugal, Luxembourg and Spain. This alliance is a step forward in the consolidation of the international presence of the company.



HNA Tourism Group is the mainstream business holding of HNA Group, incorporating Airlines, Hotels, Tour Operators, Finance and Internet among other tourism related business under an innovative development model. From 2015, HNA Tourism Group started the partnership with AIESEC. They believe the partnership with AIESEC could cultivate more global future leaders.



IE is an international institution dedicated to educating business leaders through programmes based on their core values of global focus, entrepreneurial spirit and a humanistic approach. IE & AIESEC's current partnership focuses on providing awareness and inspiring a generation to create innovation within education as well as to build capabilities of future entrepreneurs.



Since 2006, ING has sponsored the Global Leadership Awards and in 2011 launched an initiative that fits AIESEC's top talent: the ING International Talent Programme - a three-year graduate programme, offered in different countries around the globe, which gives new opportunities for development, growth and international experience.



is the world's leading medical and travel security services company. They count nearly two-thirds of the Fortune Global 500 companies as clients. International SOS specialises in medical assistance, travel security advice and information, emergency services, healthcare, evacuation and repatriation services. The common believe in young people, unites International SOS and AIESEC to promote internship opportunities that develop the leadership qualities of youth during their experience in the company



Founded in 2003 by Vishen Lakhiani, Mindvalley is a learning experience company that publishes ideas and teachings by the best authors in personal growth, health and fitness, spirituality, productivity, mindfulness and more – serving three million students, subscribers and followers worldwide. Partnering for more than 10 years, Mindvalley offers unique opportunities for young people to live an internship opportunity in the company and hack education around the world



"If you have a body, you are an athlete." NIKE, one of the most prestigious brands in the world, works closely with AIESEC to attract and retain the best young talent which aligns with their values, mission and vision.



From Finnish roots, Nokia has evolved to adapt to a changing world for 150 years. Today they're shaping a new revolution in how people, business, and services connect with each other, creating new opportunities for our customers, partners, and communities. We believe in renewal, and we invest to develop our skills and grow our business. We constantly search for new challenges and perpetually question the status quo, and we find in AIESEC a pool of fast learning, dynamic and talented people that strive with us to make technology more human.



Founded in 1937, Plan International is a development and humanitarian organisation that advances children's rights and equality for girls. We strive for a just world, working together with children, young people, our supporters and partners. We strive for a just world that advances children's rights and equality for girls. Plan International and AIESEC partner to promote youth participation in the Sustainable Development Agenda by delivering project on gender Equality.



PVBLIC Foundation is an innovative non-profit media organization that harnesses the power of media to drive social change. An aggregator of media across all platforms, PVBLIC works strategically to pair media space with key non-profits at the local, national and global levels. We utilize existing and emerging technologies to increase issue awareness around important causes and help non-profits amplify their message.



PwC has proudly been supporting AIESEC globally now for more than 44 years, making it the longest standing partnership. PwC works with AIESEC on a diverse range of initiatives: actively participating at international conferences, contributing with advice and expertise, providing financial support, attracting talent and actively developing an alumni network. The global partnership can be grouped into four main domains that include global thought leadership, talent development, corporate social responsibility and youth insight, each providing its own subset of added value



As one of AIESEC's largest internship partners, with over 200 internships delivered in the last year, TCS works strategically with AIESEC on attracting talents for their global projects within the ACE Program around the world. They also support YouthSpeak Forums globally and regionally.



Ubiquity, the world's first global university, is transforming education. While other Universities follow a model dated by hundreds of years, Ubiquity works for students in the 21st century. They nurture social innovators, equipping students with skills to get, or create, meaningful jobs in a rapidly changing world and the self-mastery to be effective collaborators and leaders. Students interact fully with their international group and teachers in dynamic, social education, becoming part of a powerful global community, getting ahead while changing our world for the better.



is a multinational biopharmaceutical company headquartered in Brussels, Belgium. UCB is an international company that focuses primarily on R&D, specifically involving medications centered on Epilepsy, Parkinson's, & Crohn's diseases. The Company's efforts are focused on treatments for severe diseases treated by specialists, particularly in the fields of central nervous system (CNS) disorders (including epilepsy), inflammatory disorders (including allergy), and oncology. They have a shared ambition to transform the lives of people living with severe diseases.



UN-Habitat is the United Nations programme working towards a better urban future. Its mission is to promote socially and environmentally sustainable human settlements development and the achievement of adequate shelter for all. The partnership aims to raise awareness in young people on the Sustainable Development Goals, specifically on goal 11, Sustainable cities and Communities.



The world's biggest education award founded in 2016 by Charles Chen Yidan from Yidan Foundation, Yidan Prize has a mission to create a better world through education. Through a series of initiatives, the prize serves to establish a platform that allows the global community to engage in conversation around education and to play a role in education philanthropy.



Prysmian Group, world leader in the energy and telecom cable systems industry. Prysmian Group encourages employees and AIESEC's members to carry out worldwide projects related to social and sustainability issues. On one side, the Group will join Student Exchange projects, targeting students from all over the world through its local affiliates as sponsor in order to nourish and enhance leadership skills of the global youth. On the other side, Prysmian will involve its under-30 employees in the Global Volunteer project to carry out international projects related to the Group sustainability vision.



Eaton is a global technology leader in power management solutions that make electrical, hydraulic and mechanical power operate more efficiently, reliably, safely and sustainably. EATON and AIESEC have been working together since 2016 delivering leadership through Professional Experiences in Budapest, Hungary.

Teach For All

is a global network of over 35 locally led and funded independent partner organizations with a shared vision for expanded educational opportunity in their countries. Each partner recruits and develops diverse leaders to commit two years to teach in their nations' high-need classrooms and to work throughout their lives to increase opportunity for children.



is a nonprofit organization of young active citizens age 18 to 40 who are engaged and committed to creating impact in their communities. JCI is a network of young people in over 120 countries and with targeted solutions to local issues they benefiting the world. JCI organizes projects related to youth issues in over 5000 chapters around the world.



is a subsidiary organ of the United Nations mandated to achieve gender equality and the empowerment of women. AIESEC and UN Women partner to support the implementation of the Sustainable Development Goals in line with UN Women's Global Strategy for Youth and Gender Equality and contribute to leadership development and economic empowerment of young people.



is a not-for-profit agency, available to work on campaigns, content and events which ladder up to the achievement of the Sustainable Development Goals. Our mission is to ensure that everyone on the planet knows what the Global Goals are so that they stand the greatest chance of being achieved.



represents a global civic movement with a mission to connect and empower people and organizations around the world to make our planet waste free. To date Let's Do It Foundation unites a coalition of global partners from 113 countries and over 17 million people. Let's Do It is driven to find new solutions and bring great ideas to life together with partners to clean our planet of trash and to keep our planet clean.



is the official youth initiative of the UN Sustainable Development Solutions Network to empower youth globally to create sustainable development solutions. SDSN Youth educates young people about the challenges of sustainable development and creates opportunities for them to use their creativity and knowledge to pioneer innovative solutions for the SDGs



is a platform for young global citizens who work hard collaboratively to make the world better. World Merit strives to connect talent with opportunity, and supports young people to reach their fullest potential.



Established in 1996, Montréal International is a non-profit organization funded by the private sector, the governments of Canada and Québec, the Communauté métropolitaine de Montréal and the City of Montréal. Its mission is to attract foreign investment, international organizations and skilled talent to Greater Montréal.



LETTER FROM SUPERVISORY GROUP CHAIR

AIESEC has performed well in the fiscal year ended May 31st 2017 in terms of operational and financial results.

- AI's continued attention to financial sustainability has paid off with 1617 having achieved revenue goals, and doubled surplus by year-end.

For the second year in a row, AIESEC had excess of revenue over expenditure, this time of €81,681 (last year's was € 40,862) showing an increase of 100%.

- There was no need to dip into Restricted Funds. Efforts for a robust financial clean up, adherence to cost controls put in by 1516, and upgraded processes has led to positive external audit results. Furthermore, over €100,000 of old debt was recovered and conference costs reduced.

- MCP education (CEO University) - to build capacity in finance and management, a well-received practice.

- Launch of the Youth Opportunity Portal.

- 1617 was the first year of roadmap implementation to achieve the next mid-term ambition (A2020), and with it came some investments, as well as a shift in the conference cycle.

- The team managed well a short crisis when a key technology vendor declared bankruptcy. Error rates have decreased and while still not near perfect, AI is working closely with vendors to continually improve delivery.

- Decision - to shift the Measurement of Success definition: from realisations to completed experiences. This transition is still underway for MCs and requires a readjustment of the reporting cycle, however we hope that this renewed definition of success helps drive stronger attention to the quality and outcomes of an AIESEC experience.

- Programs: Global Volunteer growing, Global Talent stagnating, and believe Global Entrepreneur can benefit from a stronger push in some high potential entrepreneurship markets.

- Concerns have been raised about whether we will see an ongoing trend of volunteer positions grow at the possible expense of paid internship positions; we believe opportunities should continue to be accessible to those who may not be in a position to embark on a month or more of 'free' work and that organisations should recognise youth work by offering paid internships.

- Partnerships fared well bringing in €658,811. Ten new global partners have been brought on board this year: XXXXXXXX, and 16 partners upscaled in their engagement with AIESEC, signifying a first step in AIESEC expanding its scope into new types of partnerships. AIESEC's commitment to the SDGs has been increasingly recognised, particularly its work under the Youth4 Global Goals initiative.

A key decision taken by the 1617 team has been to move the AI office from its current Rotterdam location to Montreal, effective November 30th, 2018. Facing the last year of the lease and increasing problems being assured timely working visas for AI team members in the Netherlands, the team looked at various options and invited bids from cities to become AIESEC International's next home. After a detailed operational and financial analysis looking ahead 5 years, the bid submitted by *Montréal International* - and endorsed by over 40 organisations in the city - was clearly the winner.



Tatiana Glad
Co-Founder and Director
of Impact Hub Amsterdam

Key topics:

- *Stronger financial literacy among the team and MCPs,*
- *Positive and negative trends within the exchange numbers,*
- *The Leadership Development Model and leadership development as qualitative differentiator*
- *Entity performance*
- *Quality assurance of the AIESEC Experience*
- *Ensuring a robust technology backend,*
- *Measuring success,*
- *Outlook on AIESEC's long-term direction and relevance,*
- *How to support continuity.*

Recommendation for Team 17.18:

- to not take financial health for granted and continue to keep an eye on long term organisational sustainability
- to take a multi-year approach with plans and partnerships;
- to continue to build MCPs as a global team and strengthen peer-to-peer learning (especially in what it takes to run their MCs in a financially sound way);
- to ensure codification of learning and best practices and to grow more purposeful leadership experiences

UPCOMING CONFERENCES

Every year, AIESEC organizes conferences that allow young people to gain leadership skills that allow them to impact the world. Our unique Leadership development Model develops 4 key qualities in young people: Solution Oriented, Global Citizen, Empowering others and Self awareness.

These conferences are divided per region or run globally, where young people have a chance to interact and be engaged with like-minded youth. A part of the agenda of the conferences is YouthSpeak Forum, where the delegates are able to learn about problems that are occurring globally or regionally, be engaged with various stakeholders and finally act through the SDG projects.

List of the upcoming Regional and Global conferences:

Regional Conferences:

Europe:

- EuroCo: Hosted in the Netherlands in September. Delegates: 350 Entity Vice-Presidents, Local Committee Presidents and Vice Presidents.
- Hosted in Greece in April. Delegates: 400 Entity Vice-Presidents, Local Presidents and Vice Presidents.

Asia Pacific:

- AP Operations Summit: Hosted in Nepal in September. Delegates: 200 Entity and Local Committee Vice-Presidents.
- AP Leadership Seminar: Hosted in Malaysia in November. Delegates: 200 Local Committee Presidents.
- AP Conference: Hosted in April.

Americas:

- Americas Congress: Hosted in April for 350 delegates.

MEA:

- East Africa Subregional Conference: Hosted in Rwanda in September for 50-100 delegates.
- West Africa Subregional Conference: Hosted in Cote D'ivoire in September for 50-100 delegates.
- MEA Leadership Development Seminar: Hosted in the UAE in September for 50-100 delegates.

Global Conferences:

- International Presidents Meeting: Hosted in Romania in February. Delegates: 250 Entity Presidents (incoming and outgoing from their roles). One day is dedicated to the Global YouthSpeak Forum.
- International Congress: Hosted in Egypt in July. Delegates: 700 members from 120+ entities. One day is dedicated to the Global YouthSpeak Forum.



MOVE OF THE GLOBAL HEADQUARTERS

AIESEC picks Montréal for its international secretariat

At its International Congress in July 2017, in Colombia, AIESEC announced that it has decided to locate its new international secretariat in Montréal, picking Montréal over other finalist cities after launching a call for tenders in January.

The city's application, spearheaded by Montréal International, was successful thanks to support from some thirty partners, as well as concerted efforts by Canada Economic Development for Québec Regions, Québec's Ministère des Relations internationales et de la Francophonie and the City of Montréal. Montréal's status as the best student city in the world, as ranked by QS, also played in favour of the city's bid.

AIESEC will relocate its current offices from Rotterdam, Netherlands, to Montréal in September 2018. In doing so, the organization will join the 64 governmental and non-governmental international organizations already based in Montréal – the largest international organization community in North America, after Washington, D.C., and New York City.

Since 1996, Montréal International—the only economic development agency in the world with a program dedicated to attracting international organizations and helping them expand—has managed to bring in about half the international organizations in the city.

“Montréal stands out due to its strategic location, economic stability, competitive cost of living and safe urban environment. What's more, Montréal is home to a large and vibrant student community. The city's got everything we need to fulfill our mission. We would like to thank Montréal International for having presented such a comprehensive and convincing case, and for providing so many services to help international organizations such as ours grow and thrive.”

Niels Caszo

President of AIESEC International 2016-17

“We are delighted that AIESEC chose Montréal and we would like to thank the thirty organizations that helped with the city's bid, particularly student groups and educational institutions, as well as youth organizations and private sector businesses. Our partners' engagement and ability to work together were decisive factors in AIESEC's choice, providing a glimpse of the full business potential the organization can tap into to grow and strengthen its position across the world.”





Hubert Bolduc

President and CEO of Montréal International

“The Government of Canada has set a goal to implement favourable conditions so that enterprises can rely on the best talent to innovate and grow. When Canadian businesses prosper, they create good jobs, strengthen the middle class and foster the development of skills required for the jobs of tomorrow. The arrival of AIESEC in Montréal will definitely help ensure that future leaders and entrepreneurs join Canadian businesses and help them reach new heights.”

The Honourable Navdeep Singh Bains
Minister of Innovation, Science and Economic Development
and Minister responsible for CED

AIESEC INTERNATIONAL 16/17

	Niels Caszo Global President		Abdelrahman Ayman Mohamed Regional Director, Middle East and Africa			
		Anna Otalora Global Partnership Development Manager		Alonso Salazar Global Vice President, Digital Marketing		Dafne Santorio Global Partnership Development Manager
	Chuck Chaøke Global Vice President, B2B Marketing		Daniel Bauman Regional Director, Asia Pacific		Federico Restrepo Global Vice President, Organizational Strategy	
		Christina Kelman Global Vice President, People Management		Diego Tibamoso Global Partnership Development Manager		
			Felipe Morales Global IT Specialist		Maximilian Malterer Global Vice President, Partnership Development	
		Larissa Demel Regional Director, Americas		Katarzyna Nabrdalik Regional Director, Europe		Katarzyna Kuchnowska Global Vice President, Organizational Strategy
	Maged Zaklama Global Vice President, Information Management		Tamara Hombrebueno Global Vice President, Customer Experience for Youth		Tanya Landysheva Global Vice President, Public Relations	
		Monica Lombana Global Vice President, Finance		Tashi Torres Global Partnership Development Manager		
		Karinna Calin Global Account Delivery Manager		Sonia Sutta Global Finance Manager		

AIIESEC INTERNATIONAL 17/18



Back row (left to right): Tanya Landysheva, Ankith Abraham, Larissa Mansur, Katharina Wegener, Sonia Sutta, Daniela Zapata, Farhaan Ali, Sabino Hernandez, Abdelrahman Ayman Ibrahim Mohamed, Konstantina Dokorou, Tomas Susedik, Liviu Stingu, Anacarina Cordeiro.

Middle row (left to right): Paula Leon, Angelica Ayala, Dafne Sartorio, Bianca Weinberg.

Front row (left to right): Joaquim Sanvictores, Laurin Stahl, Juan Pablo Ruano, Ines Agrebi, Mohamed Fadel, Omar Issa, Hans Dinata, Raihan Navroze.

SUPERVISORY GROUP

The AIIESEC International Supervisory Group was established in May 2003. Members serve a minimum two-year term, with a staggered turnover. The current members of the group are:

Phil Clothier, CEO of Barrett Values Centre

Tatiana Glad, Co-Founder and Director of Impact Hub Amsterdam

Dorothy Hillenius, Director of Corporate Development at ING Bank

Kivanc Onan, General Manager at Paypal for Turkey, Middle East and North

Simon Bennett, Partner for and on behalf of Fox Williams

Hannes Chopra, General Director Sberbank Strakhovanie

Naila Mir, Global Communications Business Partner to HR at Unilever

Michael Stewart, President and CEO at Edelman Europe

Edgard Gouveia, Junior With Play the Call Visionary and Mobilizer

Alexander Tichy, President AIIESEC Alumni International

Philip Sladdin, Global Information Leader of PwC International

Salim Virani, Founder of Source Institute

Peter Merry, Chief Innovation Officer at Ubiquity University

John Barrett Trew, Employment Specialist, Plan International in Asia

Olivier Mukarji, CEO of OAM Consult

Ana Saldarriaga, Former President of AIIESEC International 2015/2016 (ex-officio member)



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