



AIESEC

Activating Youth Leadership since 1948
GLOBAL REPORT 2017-2018

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“Keep it Real”, “Embody our Values”, and “Stay Hungry for More” were themes that encompassed what we fought for together while honoring the legacy of all the previous generations that contributed to bringing AIESEC to where it is today.

2018 marks a key milestone for AIESEC as we continue a legacy spanning 70 years of developing youth leadership. With the theme *Leadership for Peace*, we acknowledge our humble beginnings and the contributions of previous generations to the global community while presently striving to develop every young person in the world towards a movement of peace.

Since our inception, we have contributed to the development of more than 1,000,000 leaders for the world, something that fills us with pride 41,000 of which come in the the term 1718.

One of the key things we offer to the world is these young people who get to live and embrace our AIESEC values in all they do, and we have given a lot of focus to that this year. We realized that to do more, we need to start putting our people at the center of all we do, making our members understand that kind of leadership development journey they are going through and the set of competencies they harness through their AIESEC journeys.

This year, we embarked on a journey full of challenges to keep up with a world disrupted by the 4th industrial revolution, which made us realize the importance of furthering the work we have done last year on a digital front. Now, we can proudly say that AIESEC has three platforms that are improved and a mobile app that enables us to cater better for our customers’ experiences.

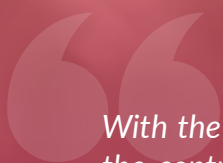
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We can only go so far alone and that is evident in more than 75 partnerships we have driven this year, strengthening our existing ones and creating new relations with organizations that are like-minded and share our passion for creating a better world through youth leadership.

With a well consolidated infrastructure across our four regions of the world with the creation of four new regional offices, and a mindset that puts sustainability first leading to an unprecedented end of year surplus growing more than 70% from the previous year, AIESEC took its first steps to disrupt the way we manage our network and resources which are seeds we will get to see the trees of in upcoming generations.

I am humbled and honored to have been part of such a generation of AIESECers that regardless of all challenges have always stayed true to what we promise, pushed their limits with no excuses, and were never to big to do the small things that matter.

Abdelrahman Ayman
Global President 2017-18
AIESEC



With the theme **Leadership for Peace**, we acknowledge our humble beginnings and the contributions of previous generations to the global community while presently striving to **develop every young person in the world** towards **a movement of peace**.

- **Abdelrahman Ayman**

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.

AIESEC 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 AIESEC strives for 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. AIESEC 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" AIESEC 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.

Our Unique Leadership Development Model

AIESEC's leadership development model seeks to prepare youth to take a stand on what they care about and become capable to make a difference through their everyday actions. That is why our answer is to develop the characteristics below according to the the biggest world trends.

- Declining Trust in Formal Leaders




Self Aware
Understands and lives personal values
Focuses on strengths over weaknesses
Explores one's passions
- Globalization and Nationalization




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
- Complex and Interconnected World




Empowering Others
Communicates effectively in diverse environments
Develops & empowers other people
Engages with others to achieve a bigger purpose
- Uncertain World




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

This is the leadership that we believe in and develop.

WHAT

WE ENABLE YOUNG PEOPLE TO DEVELOP THEIR

LEADERSHIP

THROUGH LEARNING FROM

PRACTICAL EXPERIENCES

IN

CHALLENGING ENVIRONMENTS.



Cross-Cultural Exchanges

AIESEC provides an opportunity for young people to work or volunteer abroad in non-familiar environments. This allows them to step outside their comfort zone and expand their worldview, while contributing to the community in which they are working. Living such experiences enables people to build a better understanding of how to communicate and capitalize on diversity in our increasingly connected world.

Team Experiences

AIESEC members work in teams to create and manage these cross-cultural exchange experiences. This provides an opportunity for our members to live powerful team experiences and develop their own leadership potential.

Inner and Outer Journey

We believe that young people learn best by doing and reflecting. The following diagram shows the framework AIESEC provides in every experience, enabling young people to learn the most from every experience. The Outer Journey is the individual's interaction with the external environment. The Inner Journey is the internal change that happens within the individual. The combination of the two ensures that what someone learns from any experience will stay with them forever.



Our Values

AIESEC has a set of shared behaviors - our values - that shape our organizational culture. These values bring the AIESEC Way to life by guiding our everyday actions and decisions.



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 what we envision



Enjoying Participation

We create a dynamic and welcoming environment through the active 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.

To shape our culture we keep in mind to:

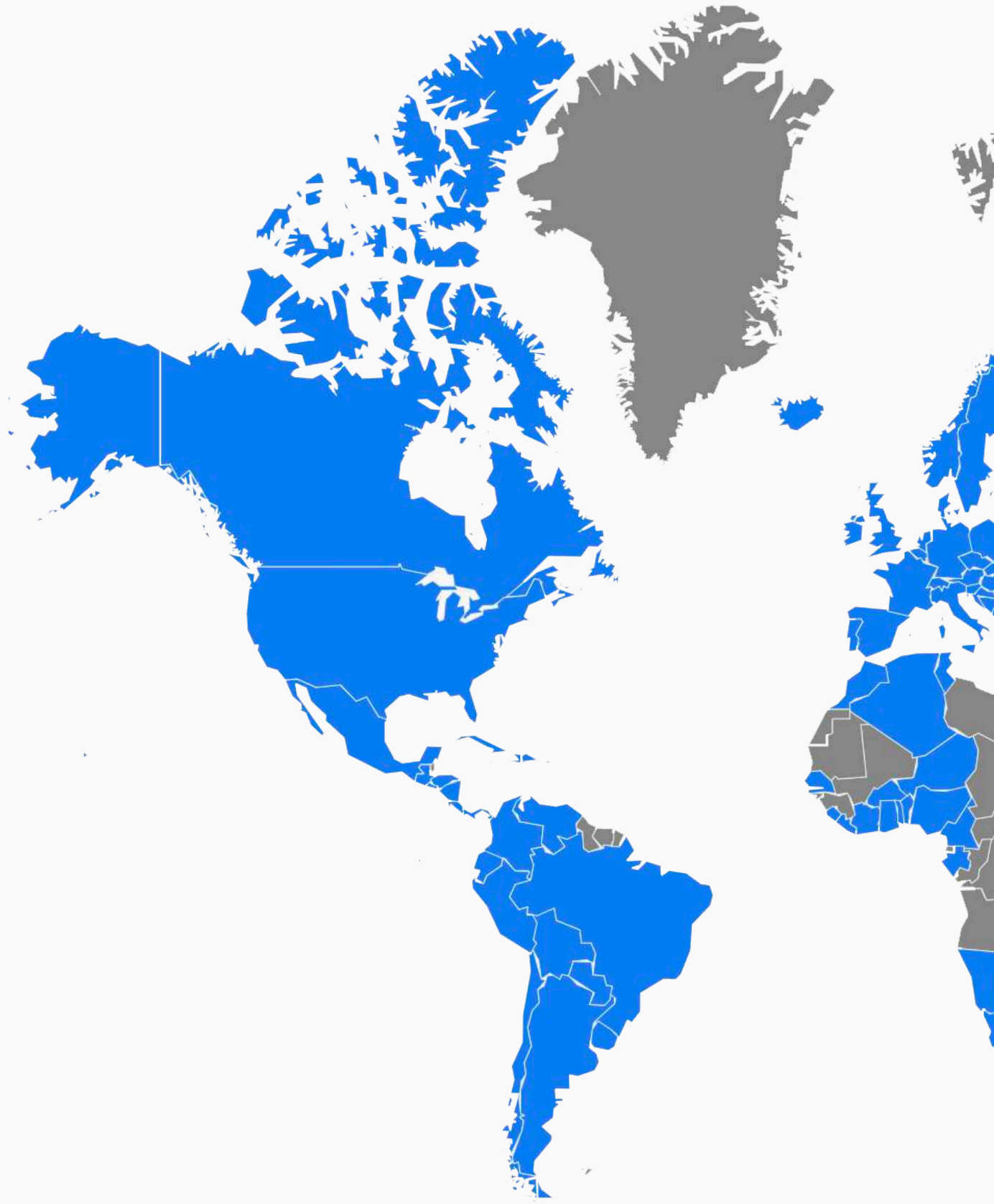
Reinforce our values constantly within the organization

Engage and align our stakeholders with our values

Confront contradictory behavior that goes against our values



OUR NETWORK

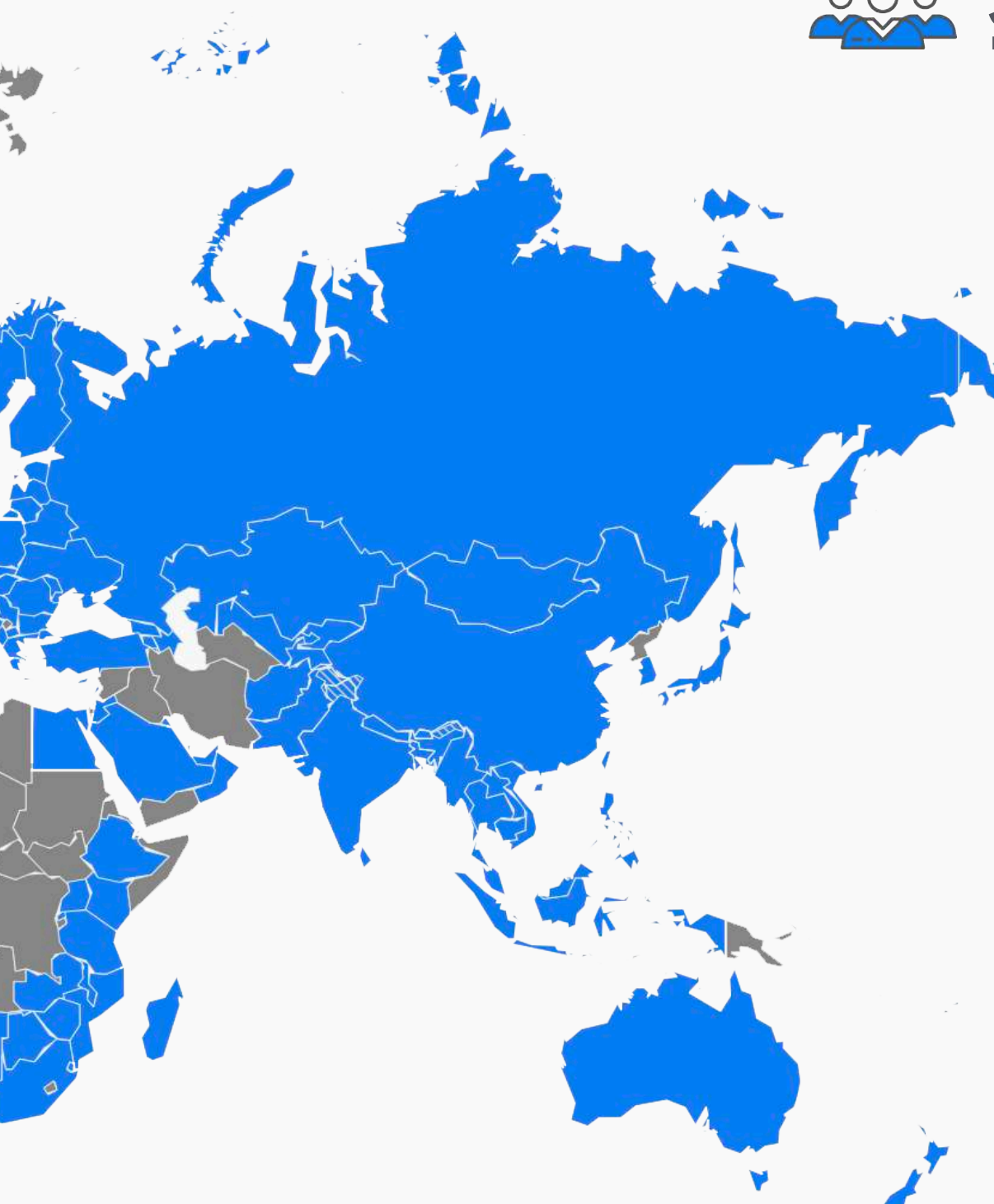




120+
Countries & Territories



30K+
Members Worldwide



OUR WAY TOWARDS

BECOMING A

YOUTH LEADERSHIP

MOVEMENT

Back in 2015 we started the A2020 design process through answering the question "what should AIESEC become by 2020 to one day engage and develop every young person in the world?"

The answer to that are the 4 statements and 2.5 years after they were created, we are achieving tangible results on our way to achieve A2020



SHAPING
WHAT WE DO
AROUND WHAT THE
WORLD NEEDS



GROWING
DISRUPTIVELY



BEING
ACCESSIBLE
TO EVERYONE, EVERYWHERE



EXPERIENCE
IMPROVE & INVENT, PLUG & PLAY

Constantly improve current products and invent new ones to become more relevant to the markets and accessible to young people, and to provide more and better experiences.



EXPANSIONS
PHYSICAL & VIRTUAL

AIESEC being accessible in all the territories, be it physically or virtually, directly or indirectly. Growth and support for current expansions, suitability, and fast growth in future expansions.



ORGANIZATIONAL
DESIGN & EVOLUTION

Evolving the way we run AIESEC to become fast, agile, and empower our members to find solutions on an everyday level.



OPENMULTI
SIDEDPLATFORM
& CUSTOMER EXPERIENCE

Being ahead of the curve in the way we acquire, service, and deliver value to all our customers.



ORGANIZATIONAL
LEGALITY & FINANCIAL
SUSTAINABILITY

Ensuring that we are 100% legal and sustainable in our operations at all levels.



HIGHLIGHTS OF THE 2017-2018 TERM

A EXPERIENCE
IMPROVE & INVENT. PLUG & PLAY

New Products: Throughout this term, we ran several pilots to explore potential new products to engage more young people in leadership development. Some of the products include YouthSpeak Forum, Local Volunteer, Global Campus and Global Explorer. Although not all of them will officially become a part of AIESEC's product portfolio, many of the learnings are reflected in our innovation strategy for the next term.

Product Strategy: In 17.18 we saw an increasing need to manage our core exchange products with a long-term perspective, which is why we defined a growth strategy for each product beyond the current term. This has resulted in a creation of a specialized Product department on AIESEC International.

30.032 young people experienced our new products

Virtual Markets: Even though AIESEC is present in more than 120 countries and territories, there is still a big part of world's youth that doesn't have the opportunity to experience AIESEC.

EXPANSIONS PHYSICAL & VIRTUAL

11 young people from virtual markets went on exchange with AIESEC

Through our virtual markets strategy, we are able to serve certain markets virtually through other AIESEC entities, for example: Liechtenstein through AIESEC in Austria, Saudi Arabia through AIESEC in Bahrain, Zimbabwe through AIESEC in Mozambique, and others.

HR Process Standardization: In order to grow as an organization, our processes need to become more and more robust. Through standardization of our HR processes we are able to measure and manage the way our volunteers perform and progress within the organization.

Implementation of LMS: To support the learning curve of our members, we're using the Cornerstone OnDemand LMS, internally called AIESEC Hub. Here our members can access various resources, official training curricula or use performance management features. This helps us to become more productive with every new generation of members.

ORGANIZATIONAL DESIGN & EVOLUTION

74.13% avg. engagement score of AIESEC volunteers

AIESEC Experience Mobile App: In line with the global trends, it was for a longer time that we saw a need for an AIESEC mobile app. In March 2018 we launched it with a set of 7 features to support the exchange participants during their experience. They can learn about their housing, store contacts, use a to-do list or various community features, like content sharing and messaging.

OPENMULTI SIDEDPLATFORM & CUSTOMER EXPERIENCE

12.037 downloads of the app in the first 4 months

Online Payment: Due to our efforts to automatize parts of process that our customers go through, we have implemented an online payment solution across 50 countries and territories (so far). Due to this our customers have a more seamless experience that enables them to move through the process faster.

ORGANIZATIONAL LEGALITY & FINANCIAL SUSTAINABILITY

Finance Standards: Similar to our HR processes, our financial and legal infrastructure is also becoming stronger. This set of 6 standards helps us to assess financial health of entities across the network, so that we can design our strategy to grow in a sustainable way.

Refreshed Business Model: As our platforms' online traffic grows in a stable pace, we refreshed our business model to include potential revenue streams from various features on the platform. These features are carefully chosen to support the customer experience and at the same time help us to invest more into their development.

83/120 finished this financial year with a surplus

93%

IMPLEMENTATION OF

GLOBAL ROADMAP

WITH THE NETWORK

€ 60K+

FINANCIAL SURPLUS

AT THE END OF THE YEAR

41.000

EXPERIENCES DELIVERED

€ 658K

REVENUE GENERATED

3 PLATFORMS

LAUNCH OF A NEW
PLATFORM FOR PARTNERS
REVOLUTION OF EXPA
THE AIESEC EXPERIENCE APP

LAUNCH AND
CONSOLIDATION OF

4 REGIONAL

OFFICES

59%

OF CUSTOMERS

RECOMMEND AIESEC

AS A LEADERSHIP DEVELOPMENT
ORGANISATION

23767

**YOUTH SPEAK FORUM
PARTICIPANTS**

1.3 million

FOLLOWERS ON

SOCIAL MEDIA

50 MILLION IMPRESSIONS
25 MILLION PEOPLE REACHED

6000+

LOCAL VOLUNTEERS

THE EVENTS OF 2017-2018

Every year, AIESEC organizes global and regional conferences that aim to develop leadership skills in our members. We provide training based on our unique leadership development model, which defines the following leadership qualities: empowering others, self-awareness, solution orientation and global citizen.

Moreover, our global conferences are a platform for our members to contribute to the global strategy of the organization and connect with the external world. We have spaces for global decision making and spaces with our global partners and other like-minded organizations who share with us their external perspective and expertise.

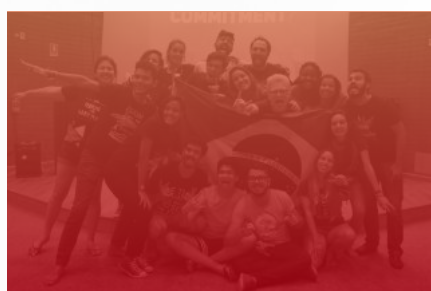
Each year, the global and regional conferences are held in different countries and territories, which enriches the international and multicultural experience for all stakeholders.

During this past term, we had the following conferences:



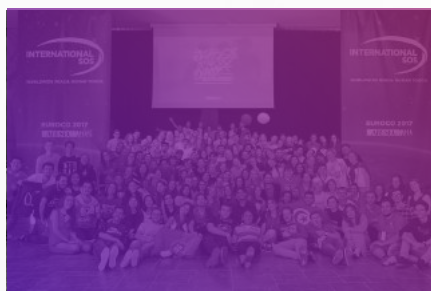
Pioneers 2017

Location: Rwanda
Dates: September 13th - 17th
100 attendees



Americas Summit 2017

Location: Brazil
Dates: September 21st - 24th
100 attendees



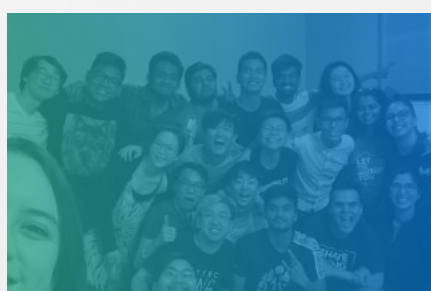
European Conference 2017

Location: The Netherlands
Dates: September 23rd - 29th
221 attendees



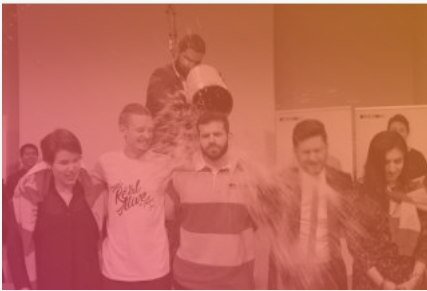
West African Connecting Seminar 2017

Location: Cote d'Ivoire
Dates: September 25th - 30th
100 attendees



Asia Pacific Leadership Seminar 2017

Location: Malaysia
Dates: November 26th - 29th
100 attendees



International Presidents Meeting 2018

Location: Romania
Dates: February 11th - 18th
200 attendees



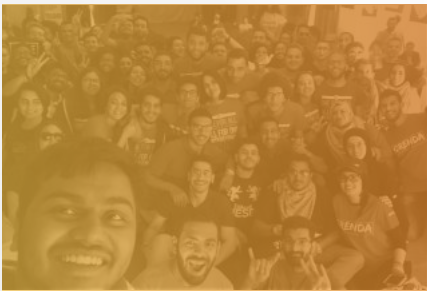
Asia Pacific Conference 2018

Location: Sri Lanka
Dates: March 19th - 24th
190 attendees



European Congress 2018

Location: Greece
Dates: March 19th - 24th
257 attendees



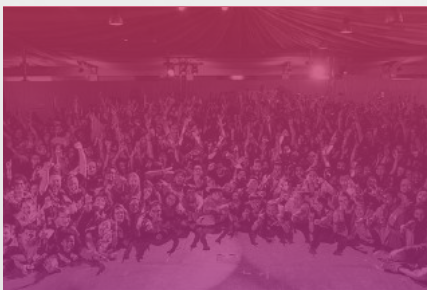
Middle East and Africa Congress 2018

Location: Egypt
Dates: April 4th - 9th
150 attendees



Americas Congress 2018

Location: Mexico
Dates: April 4th - 10th
350 attendees



International Congress 2018

Location: Egypt
Dates: July 1st - 10th
600 attendees

THE EVENTS OF 2018-2019

GLOBAL

International Presidents Meeting 2019 | Tunisia
220 attendees

International Congress 2019 | Sri Lanka
650 attendees

AMERICAS

Americas Summit 2018 | Ecuador

Americas Congress 2019 | Argentina

ASIA PACIFIC

Operations Summit 2018 | Nepal

Asia Pacific Conference 2019 | Thailand

EUROPE

Operations Summit 2018 | Czech Republic

European Congress 2019 | Turkey

MEA

Operations Summit 2018 | Morocco

Middle East and Africa Congress 2019 | Nigeria

The **AIESEC Experience** is simply the programs we provide as an organization to engage and develop leadership among young people. The complete experience consists of **three phases**:



A young person may choose to either go to phase one first or jump straight to phase two. The choice is theirs. However, in order to experience phase three, one should have been through either the second phase or been a member of AIESEC.

With the introduction of AIESEC 2020, we asked ourselves what kind of experiences we could provide to take us closer towards achieving our mid-term ambition. And thus began our journey of improving what we currently have and inventing what fits against our customer profile. This process doesn't stop until we reach AIESEC 2020.

The AIESEC Experience aims at making AIESEC flexible and adaptable to trends and different market realities as we embark on our journey towards becoming a youth leadership movement.





*In 17.18, we saw an increasing need to manage our core exchange products with a long-term perspective, which is why we defined a growth strategy for each product beyond the current term. This has resulted in a creation of a **specialized Product Department** at AIESEC International.*



On July 4, 2018, AIESEC held the 5th Edition of the **Global YouthSpeak Forum** during its annual International Congress in Hurgada, Egypt. With the theme **Living the Goals**, more than **750 young people engaged** with senior leaders in a discussion surrounding actions young people can take to contribute to the 2030 Sustainable Development Goals. The activities of the Forum surrounded three key SDGs:



INSPIRE

Attendees had the opportunity to hear first hand from key speakers that showcased their organizations work towards the SDGs:



Jeremy Gilley | Peace One Day



Hiram Garcia | PwC



Chris Arnold | World Merit



ENGAGE

Delegates had a deeper dive on how to contribute to the SDGs through various workshops that focused on specific SDGs while furthering AIESEC's Exchange Programs:

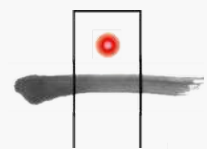


ACT

OPEC Fund for International Development challenged the delegates to take as many actions for the Global Goals through the SDG Challenge.



Uniting against Poverty



Yidan Prize
一丹獎

Yidan Prize Foundation enabled the delegates to teach the SDGs to 2,762 young people and citizens in the city of Hurgghada through the World's Largest Lesson, an initiative created by Project Everyone and UNICEF.



Global Volunteer is a cross-cultural volunteer experience for young people who seek to develop themselves and the world by working with one of the Sustainable Development Goal Issues in an community and organization that values impact for a better world.

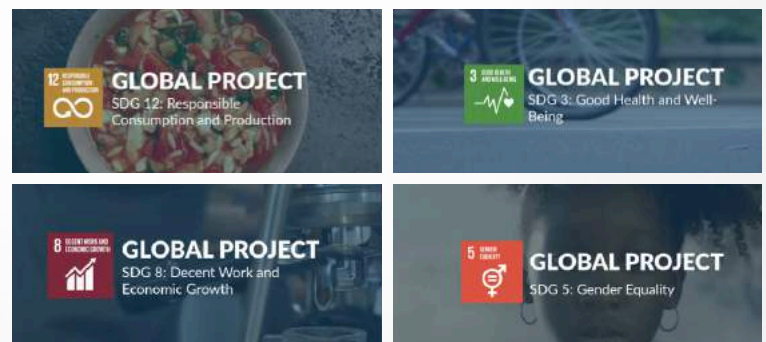
In 2016, we have decided to fully align our portfolio to the United Nations Sustainable Development Goals.

Why align to the SDGs?

- Relevant Value Proposition for youth
- Relevant Value Proposition for partners
- Aligned to AIESEC 2020 Statements
- Impact measuring and monitoring

STORIES OF SUCCESS

In February 2018, we have decided to evolve our projects in order to better align them with the Sustainable Development Goals, as one of our main targets for the year was not only to improve our customer's experience, but also to clarify the impact our projects are generating in communities across the world.



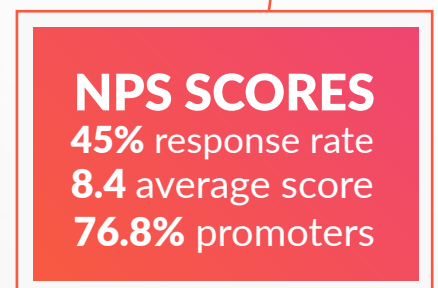
In order to do so, we counted with the support of different organizations, such as Electrolux, OPEC Fund for International Development, PwC, and JCI, who have gathered with 120+ young leaders from AIESEC in different workshops around the topic. The outcome of this event was the creation of a Portfolio of 5 different projects, each one of them focused on a specific Sustainable Development Goal, including a clear alignment with Design & Monitoring Framework. This initiative is called “Global Projects” and has developed projects around SDG 3: Good Health and Well-being, SDG 4: Quality Education, SDG 5: Gender Equality, SDG 8: Decent Work and Economic Growth and SDG 12: Responsible Consumption and Production.

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In order to test the results of this initiative, we have selected different AIESEC entities which are implementing the projects on the ground, capturing successes and improvements for the next round. We have also worked with Electrolux as the Global Partner for the SDG 12 project, where we have delivered different opportunities. So far, we have delivered **164 Global Volunteer experiences with the global portfolio**. By the end of August, we will run interviews with exchange participants in order to evaluate their experience, and right now we aim for bringing in new partners for better implementation of different projects.

IN NUMBERS:



GLOBAL PROJECTS PORTFOLIO



Project #1 SDG 3: Good Health & Well-being

Objective: Reduce by one third premature mortality from non-communicable diseases through prevention and treatment.
Why is it important? Non-communicable diseases (NCDs) are responsible for 63% of deaths worldwide.
Main Activities: Design public health outreach concept by locating "at-risk" or "of-interest" population depending on country realities.
Expected Outcome: Improved awareness on prevention and treatment of NCDs in the community, Reduced number of people with NCDs in the community
of Global Volunteer experiences delivered with this project: **71 Experiences**



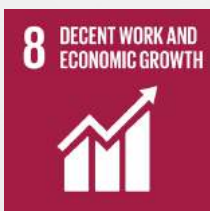
Project #2 SDG 4: Quality Education

Objective: Ensure all learners acquire knowledge and skills needed to promote sustainable development and global citizenship.
Why is it important? Close to 40% of countries indicate that they have integrated Education on Sustainable Development into formal curricula, still leaving a major gap on engaging all types of learners into the sustainability agenda.
Expected Outcome: Improved awareness and knowledge of youth on the SDGs, Increased civic engagement of youth
of Global Volunteer experiences delivered with this project: **10 Experiences**



Project #3 SDG 5: Gender Equality

Objective: End all forms of discrimination against all women and girls everywhere.
Why is it important? 19% of women between 15 and 49 have experienced physical or sexual violence by an intimate partner. In the most extreme cases, such violence can lead to death.
Main Activities: Create a contemporary approach to educating young people on gender rights on a peer-to-peer basis.
Expected Outcome: Decreased level of gender-based violence, Increased level of economic and political participation of women in the community
of Global Volunteer experiences delivered with this project: **1 Experience**



Project #4 SDG 8: Decent Work & Economic Growth

Objective of the Project: Reduce the proportion of youth not in employment, education or training.
Why is it important? 70 million youth are unemployed globally. 37% of working youth are in extreme or moderate poverty.
Main Activities: Provide youth with trainings on key hard and soft skills to ensure they join the labour force.
Expected Outcome: Increased employment rate among young people, Increased number of youth with relevant skills for employment and self-employment
of Global Volunteer experiences delivered with this project: **83 Experiences**



Project #5 SDG 12: Responsible Consumption & Production

Objective of the Project: Reduce waste generation through prevention, recycling, and reuse.
Why is it important? 1.3 billion tons of food wasted annually worldwide. 800 million people are undernourished.
Main Activities: Educate the community on food waste management, reusing and recycling practices, reducing the consumption; Ensure redistribution of unsold/surplus food through donation; Run campaigns to raise awareness on food sustainability
Expected Outcome: Prevent and reduced household food wastage, Improved consumer behaviour in the community
of Global Volunteer experiences delivered with this project: **46 experiences**

What comes next?

AIESEC International, together with different partners from across the world, will be working during the next 6 months in order to add new projects to the Global Portfolio.

With the Global Talent Program, We commit to building a more employable world by providing professional development opportunities for Youth all around the world.

71 million youth worldwide are currently unemployed, and 156 million young workers live 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. Since 1948, AIESEC develops young leaders worldwide by creating and offering practical experiences.

For this reason, Our Global Talent program offers companies and start-ups the ability to become an enabler of youth development through their participation on 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. Our programs enable both international talent acquisition and leadership development of young people. With that, we aim to bridge the gap between theory and practice, offering a practical experience for young people to explore their passions and define their career path.



GLOBAL INTERNSHIPS IMPACT REPORT

As AIESEC, we concentrate on developing leadership by providing opportunities for young people to work abroad. We believe that by living and working in a foreign environment, a young person develops essential skills for employment. However, last year we started looking at the issue from a different angle. The question we started asking ourselves was: “How can we ensure we contribute in a more active way?”

We have started in the beginning of 2017 by examining the link between youth mobility and youth employability as seen by employers. Interestingly enough, according to the survey results gathered for this report, we found out that the skills developed during a young person’s time abroad are also the skills most sought by employers in the job market. Additionally, the Youth Employability Survey also indicated us that global opportunities can be seen as a fast track for many of the skills needed in the working life. For this reason, we believe more young people should have the access to these opportunities.

Another key outcome from the report is that Employers are also not satisfied with the educational system. The report concludes that there are two sides to the problem: educators are failing to equip youth for the future and employers are unable to find qualified talent. To solve these two, more cooperation between employers and educators is needed. Educators need to understand the requirements of the job market to support the youth not just to finish their studies, but to find jobs after graduation.

In the end of 2017, we have taken a step to further our research, gathering more responses and involving Youth opinion. We have decided to understand the impact we have made in the 150,000+ youth who have worked abroad with us in the last 70 years. Gathering more than 2000 opinions from 131 countries and territories, The Global Internship Impact Report is an attempt of AIESEC to bring insights on our contribution to organizations, governments and youth from all over the world and a next step in our commitment towards employability

You can check the report here: aiesec.org/globalinternshipreport

OUR COMMITMENT TO DECENT JOBS FOR YOUTH



In April this year, we have officially submitted our Official Commitment to ILO's Initiative Decent Jobs for Youth. In the next year, we commit to impacting the lives of 4000 young people together with partners from all over the world.

You can find our commitment here. That commitment is our second participation, together with UNIDO's partnership for developing entrepreneurship - a different angle AIESEC is also looking into.

For more information, access: <http://bit.ly/decentjobscommitment>

AIESEC AND ELECTROLUX TAKE A STAND ON STEM

In 2018 Electrolux & AIESEC piloted for the first time the Global Engineer Program which aims to recruit, develop and retain IT and Engineering Talents in various Electrolux locations and thus build STEM (Science, Technology, Engineering, Mathematics) talent pools which are critical for Electrolux' strategy.



Key Results for this Project:

Applications: 5000+
Interns in 2018: 24
Locations: Sweden, Germany, Brazil, Italy
Gender Balance: 50% Women

What makes this initiative special is the programmatic approach which enables us to recruit in two waves per year and provides the candidates with special benefits like bi-annual global events, development opportunities and retention support. The first edition has been a great success both for AIESEC and Electrolux and we are looking forward to edition 2 in 2019.

“The Global Engineer Program brings great advantages for both interns and Electrolux. Together with AIESEC, we attract new talent, skills and mindsets, while the interns get the chance to build a career at a global international company, gain experience, and to work in a diverse environment.”

Andreas Olofsson, VP HR & OD Global Operations

IN NUMBERS:

4,100

interns since August 2017

150K

young people lived a professional experience with AIESEC since 1948

57K

young people applying for opportunities in our platform (+45% compared to the previous year)

116

countries and territories

800

companies took part in the program

our biggest markets:

**INDIA | TURKEY
MAINLAND OF CHINA**



“ I am having the time of my life being a trainee at Electrolux in Sweden. It is a mixture of big responsibilities, professional growth, personal development and joy. ”

Bianca Franchetta Fernandes, Global Engineer Program intern from Brazil in Sweden

Global Entrepreneur is an opportunity for a young person to develop Leadership Qualities of self awareness, solution orientation, empowering others and world citizenship while living a cross-cultural startup experience. In the product, a young person works abroad in a startup with entrepreneurs to advance their goals and grow.

We partner with startups to provide young people an entrepreneurial internship experience, through which a young person contributes to the goals of the start up, work with multiple job descriptions usually in diverse fields, and receives mentorship and evaluation on his or her entrepreneurial development

What can an organization gain from this product?

- Support AIESEC's values
- Enhance their startup through involving fresh, young global talent, that brings new ideas and solutions for growth
 - Co-create opportunities for young people to work, learn, develop their leadership and entrepreneurial skills and contribute to the organization's goals

What can a young person gain through this product?

- Experiences a cross-cultural living and working experience in a startup environment
- Delivery of AIESEC's Leadership Development Model
- Develops soft-skills and hard skills which influence personal and professional development

IN NUMBERS:

2,909 EXPERIENCES
DELIVERED
since the 1st of Aug 2017

8 PEOPLE GOING ABROAD
EVERY DAY

46.68% NET PROMOTER
SCORE
252% Growth in the # of responses

27.44% GROWTH COMPARED
TO LAST YEAR



GLOBAL
ENTREPRENEUR

A photograph of two women in a professional setting, looking at a laptop screen. The image is overlaid with a teal color and a white wavy line graphic. The woman on the left has curly hair and is looking down at the screen. The woman on the right has her hair pulled back and is looking towards the screen with a focused expression.

*Global Entrepreneur participants can have different types of startup experiences as long as their roles and mentorship provided clearly **contribute to their development** of working in startups or **becoming an entrepreneur themselves**.*

2018 marks a key milestone for AIESEC as it celebrates 70 years since its establishment. The year long platinum celebration is focused on showcasing AIESEC's work towards developing *Leadership for Peace*. In partnership with ING, AIESEC's official 70th Anniversary presenting partner, various engagements connected the organization's past with the excitement of a bright future.



ANNIVERSARY LAUNCH

During the AIESEC International Presidents Meeting held in February 2018 in Bucharest, Romania, the organization officially commenced the 70th Anniversary celebration with ING, AIESEC Alumni International, and AIESEC's top leaders represented by the national presidents of each country and territory that AIESEC is currently present in

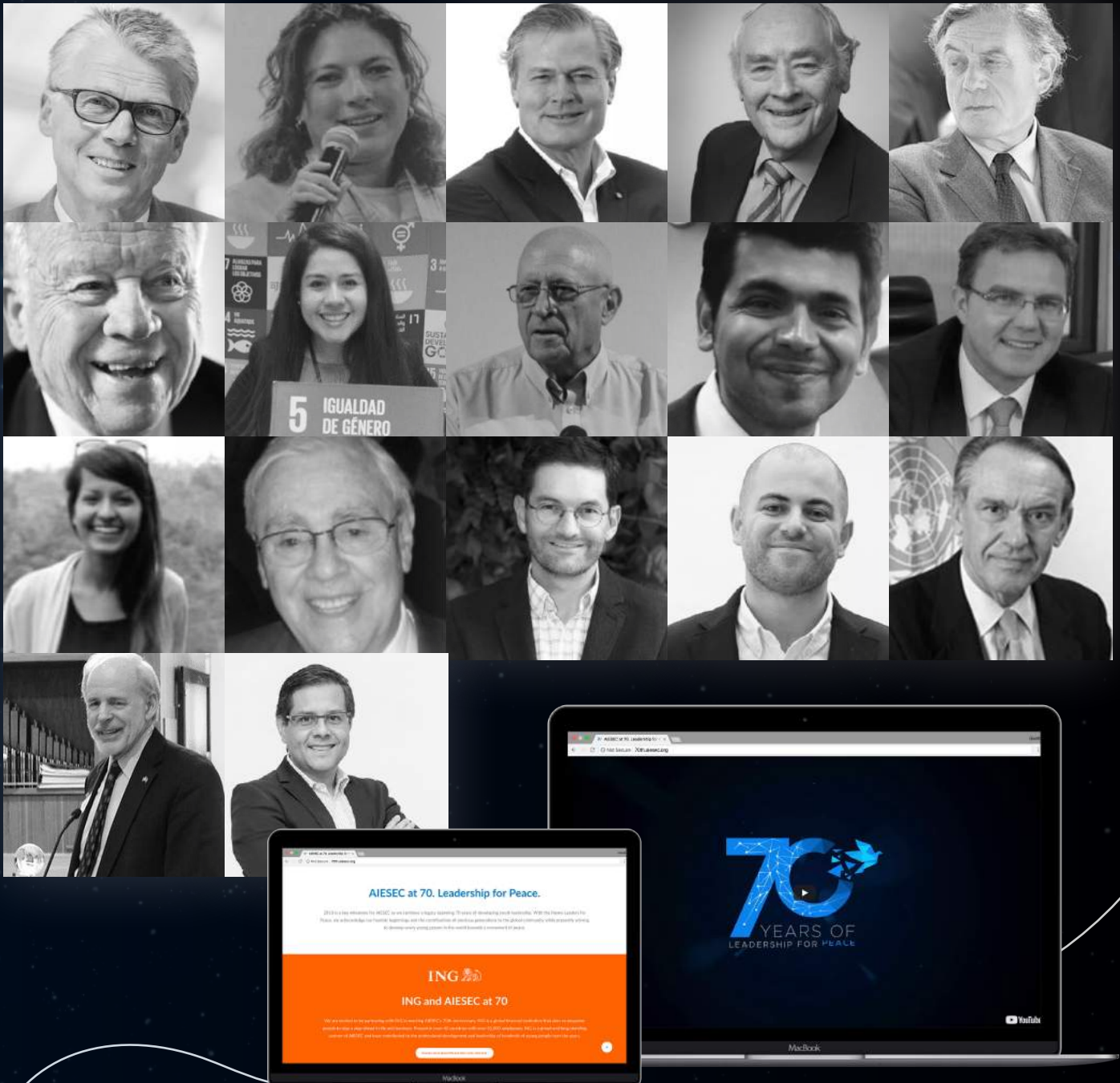
GLOBAL CELEBRATION GALA

In July 2018, at the AIESEC International Congress in Hurghada, Egypt, over 1000 past and present members of AIESEC gathered to celebrate seven decades of youth leadership development. In partnership with ING, the event recognized key AIESEC alumni that have contributed to the organization's vision as well as key messages from ING as well as Jean Choplin, the founder of AIESEC.



70 PEACE BUILDERS CAMPAIGN

Throughout the year, we have recognized key individuals that have embodied the anniversary theme of Leadership for Peace and have made an impact to their communities and placed the world closer to AIESEC's vision of Peace and Fulfillment of Humankind's Potential. These individuals were recognized during the 70th Global Celebration Gala in July 2018.



70th.aiesec.org WEB PAGE

In order to reach out to as many people as possible, the official 70th Anniversary website was launched in February 2018 to collect AIESEC's history as well as feature key AIESECers that have made an impact to the world.

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. Adopted by 193 member countries of the United Nations in 2015, this is the first development agenda which requires strong engagement not only from the governments, but also private sector and regular citizens. Young people, representing a quarter of the world's population, need to be strong partners in the achievement of the SDGs.

AIESEC was the first youth-led organization to align its operations with the Agenda 2030 and creating its own SDG initiative - Youth 4 Global Goals. Youth 4 Global Goals aims to mobilize youth towards the implementation of the Sustainable Development Goals. Our initiative aims to educate youth about the SDGs and provide practical volunteering opportunities to unleash their potential while being active world citizens. We focus on developing their leadership skills and providing a platform to act towards issues they are passionate about.



Since 2015, Youth 4 Global Goals has built a strong network of young people passionate about making a positive change. Our simple Awareness - Understanding - Action framework allows us to engage with youth in different ways. In 2017-2018 term, Youth 4 Global Goals achieved the following results:

<p>AWARENESS 14.499.824 PEOPLE <i>Reached through digital campaigns and the advocacy work</i></p>	<p>UNDERSTANDING 77.168 PARTICIPANTS <i>Of YouthSpeak Forums and World's Largest Lesson activations</i></p>	<p>ACTION 36.060 VOLUNTEERS <i>In social projects through international and local volunteer programs</i></p>
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Youth 4 Global Goals has managed to foster significant partnerships with governmental organizations, international and public partners, as well as with private sector. Examples for partnerships at the global level include PwC, Electrolux, Asian Development Bank, Yidan Prize Foundation, OPEC Fund for International Development, UNIDO, UN Habitat, Plan International, and Project Everyone, among others.

HIGHLIGHTS of 17.18

In the 2017-2018 term, AIESEC has mobilized **34,552 international youth volunteers** to contribute to the social projects aligned with the Sustainable Development Goals, which represents **863, 800 volunteering hours**. The biggest number of volunteers contribute to the following Sustainable Development Goals:

<p>4 QUALITY EDUCATION </p> <p>16384 volunteers</p>	<p>8 DECENT WORK AND ECONOMIC GROWTH </p> <p>2920 volunteers</p>	<p>10 REDUCED INEQUALITIES </p> <p>3468 volunteers</p>
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To achieve this, AIESEC is partnering with various grass-root organizations (NGOs, educational institutions etc.) and co-creates the projects engaging international and local volunteers to support their impact objectives. This year, AIESEC has partnered with 1500 NGOs and educational institutions.

Since 2016, AIESEC has been implementing the Design for Impact (Design and Monitoring) Framework within its network to ensure all the projects are designed to impact the SDGs. Continuing to develop this area, in 2018 we have embedded impact measurement in our information systems for all the social projects, taking AIESEC one step closer to measure direct contribution of our international volunteers towards the SDGs.



**WORLD'S
LARGEST
LESSON**

WORLD'S LARGEST LESSON

Starting in 2017, AIESEC has become a partner of the **World's Largest Lesson**, an initiative created by **Project Everyone** and **UNICEF** to teach young people and children about Global Goals and encourage them to become the generation that changed the world.

Starting with an activation in Cartagena, Colombia, in July 2017 during the Global YouthSpeak Forum which engaged almost 3000 children to teach them about the SDGs, the partnership evolved to the international scale. Throughout the year, AIESEC has hosted **40 World's Largest Lesson activations** which engaged **36.148 kids and youth in education on sustainable development** and sustainable lifestyles.

STORY FROM THE NETWORK

In December 2017 our national chapter in Turkey, has mobilized young leaders to deliver the World's Largest Lesson in different schools of Antalya, Turkey. 600 members went to 7 public schools, delivered the lesson to 10-14 years old secondary school students in 38 classrooms at the same time. 372 workshops happened and **400+ projects are created by students to respond to problems in Turkey.**

"The first World's Largest Lesson in Turkey created awareness & understanding about the importance of individual contribution to the SDGs. Seeing the responsibility in future leaders and eyes of our kids was a milestone for us to volume up our impact and become a generation for a better Turkey and a better world".

BREAKING BORDERS FOR AMERICAS

AIESEC in Ecuador

The ownership and responsibility to represent and showcase Ecuador around the world what was made this entity break the paradigm they have from this product before. 373 Experiences were delivered to young Ecuadorian people, which represents a 52% growth from the year before and brought a very strong culture of expousing youth in Ecuador to leadership.

AIESEC in Bolivia

Making AIESEC in Bolivia a protagonist for the Americas, and creating a biggest contribution in the region started this term through the Global Volunteer program. 142 experiences were delivered with local partners, representing a 202% growth from the term before.

AIESEC in Brazil

AIESEC in Brazil has been stimulating growth in the whole region altogether with its own growth through mobilizing 3785 young Brazilians to facilitate social projects abroad. This was an absolute growth of 621 experience comparing to the term before.

EUROPE: UNITED IN DIVERSITY

AIESEC in Spain

Incoming Global Talent:

If you ask a young Spanish person what they think leadership is, the answer will not be even close to empowerment, fearless, or proactiveness. In a country with around 33% youth unemployment rate, where the same young people have a clouded idea about leadership, AIESEC is more needed than ever. Identifying this, we decided to give them the opportunity to go volunteering abroad and widen their horizons. Working together with countries like Croatia, we provided the youth of Spain with the opportunity not only to teach Spanish but to shift their idea about leadership and about the power of one individual in making a difference.

This initiative was supporting the UN Global Goals for Sustainable Development, focusing on Quality Education (SDG #4).

AIESEC in Turkey

Incoming Global Talent:

Entity Partnerships:

Working with new national offices such as Albania expanded our reach in providing more young people in other countries with the opportunity to work and travel in the country.

Ambition Setting:

As an entity, all members were aware of the goals and were driven by ambition. Our local members never stopped working because they were believing in the goal we set together. And thanks to that, this upcoming term they are even aiming higher and want to be the global number 1 in providing youth talent to the world.

Product Maturity:

For 2 years, we worked on improving the AIESEC brand in the country, allowing for more companies to approach us instead of the traditional method of us approaching them.

MIDDLE EAST and AFRICA: THE FIGHT FOR QUALITY EDUCATION

AIESEC in Liberia

#lamLiberia project:

Coming from a period of Ebola crises and faced with the challenge of rebuilding a nation with a very youthful but unskilled population, the #lamLiberia campaign was an initiative to empower youth and positively influence the perception of Liberia within the international community through the Global Volunteer program. The campaign was aimed at mobilizing young Liberians to represent the true image of Liberia thereby creating the needed global narrative.

AIESEC in Mozambique

Impact Weeks project:

In Mozambique, quality of education is the main pillar of development since the country still living with lack of access to literacy. With support of Government and NGOs, this project aims to achieve Quality Education by teaching orphan children and teenagers from age 10-16 with basic subjects such as Portuguese, Mathematics, and English. This gave them the awareness about their rights and how to be an active citizen.

AIESEC in Kenya

Kibera Hamlets project:

A school founded in the heart of the Kibera slum in Nairobi (the largest and most dense slum in Africa) was founded by the Kibera Youth to overcome lack of access to quality education which is common among children and adolescents living in slums.

AIESEC volunteers with the board of the school to work together to train education, life, and soft skills which leads to a profound impact on the students as they graduate into independent individuals. Through creating and launching projects which improve the schools facilities, participating in day to day teaching and holding mentorship sessions with the students, AIESEC volunteers give a global perspective, which, when combined with local solutions leads to tremendous impact within the slum and leads us closer to fulfil and achieve our target within SDG 4 - Quality Education.

ASIA PACIFIC: DIVERSITY IS OUR STRENGTH

AIESEC in Cambodia

During the term, we created a partnership with Youthstar Cambodia, a local organization which serves to provide education to communities in need. Our AIESEC exchange volunteers helped Youthstar Cambodia volunteers with their English skills and give them the opportunity to provide English classes to students themselves. These AIESEC volunteers participate in community activities as well. While our partnership has been a short one so far, Youthstar Cambodia has gone above and beyond. The director himself would personally drive our AIESECers to the provinces and the community as a whole would take them around. This allowed our AIESECers to complete their exchange experience smoothly.

AIESEC in Sri Lanka

Project Faith aims on creating cancer awareness and providing palliative care for those affected by cancer. This project is conducted to achieve Good Health & Well-being which is one of the Sustainable Development Goals (Goal #3). In Sri Lanka, the number of cancer patients has steadily risen in the past few years to an extent where it has become the second highest cause of hospital deaths in the country. It has found that a large proportion of patients had inaccurate information or was misinformed of the disease. Most cancer patients in Sri Lanka seek treatment at advanced stages of the disease at which point currently available treatments are of minimal benefit. As a solution to these issues, volunteers of Project Faith conduct many cancer awareness sessions at different places in the country together with other National Institutes working on cancer awareness namely CCC Foundation, Shantha Sevana of Sri Lanka Cancer Society and National Cancer Control Programme (NCCP). Pink Army is another initiative started through project Faith focusing breast cancer awareness of the Sri Lankan community.

AIESEC in Bangladesh

Being accessible to everyone, everywhere:

In association with Plan International, AIESEC in Bangladesh created a Project Equal, wherein international and local volunteers participated in creating awareness about labour plight and women's condition in the garment industries of Bangladesh that attract major global brands and have become a sight for human exploitation. In pursuit to be accessible to every young person we recruited an international volunteer, Bharat from Nepal who joined the movement, despite being wheelchair bound, he became the torchbearer of this awareness project.

Growing Disruptively:

AIESEC in Bangladesh was re-established in 2016 as an initiative of AIESEC in India. In the last year AIESEC in Bangladesh embodied entrepreneurial spirit and crafted a business strategy that allows it to contribute to the 'growing disruptively' ambition of AIESEC. Keeping outgoing Global Volunteer as our focus we faced a challenge of only two weeks vacation in the university system of Bangladesh. However with a no-excuse policy to any challenge, we built strong University relations wherein AIESEC exchanges are officially recognized by top universities of the country as an internship in university curriculum. The constant efforts of our people led to 200% growth in this product and 180% growth overall.

Knowing who we need to be is equally fundamental to understanding where we want to go as an organization.

People are one of the most fundamental pillars for an organization to grow by design. As we aspire to grow disruptively as an organization, we need to have a robust people strategy to accommodate the rapid rate of change in society. For that to happen, we need to first understand what capabilities we are looking for in the organization in order for us to get closer to our strategy 2020. That is why we have launched the Clarity of Who

Clarity of Who answers who do we need to be as an organization to achieve the ambition that we have set: AIESEC 2020. It consists of a set of values and behaviors that an AIESEC member needs to embody for us to stay true to our essence and keep progressing to one day achieve our ambition. However, as an organization that consists of 37.000+ volunteers, has annual turnover across all levels, and strives to develop leadership in every experience we provide, this is a unique challenge.

However, gaining that clarity is only the first step. We need to operationalize it in how we do people management. In November 2017, along with seven Heads of Talent Management from four different regions, we refreshed our people management processes adapting to the concept of Clarity of Who. The main changes are as follows:

- 1** Our talent attraction transmits the right messages to attract the right profiles
- 2** Our recruitment process selects the right people in the right place and time
- 3** Our performance management system ensures the results we achieve are always obtained through the right behaviors and keep future leaders needed for the organization
- 4** Our learning and development develops the right capabilities
- 5** Our people analytics measure the alignment of Clarity of Who across the organization



While implementing the change management process, we realized that our greatest battle was not the evolution of the process itself in 120+ offices in different countries and territories, but the necessary mindset change of our leadership and management layers in delivering the team experience that will shape the culture of the organization.

TALENT MANAGEMENT PROCESSES



That is why in May 2018, we conducted a virtual summit addressing how we can communicate the changes better to the leadership and management layers of the national and local offices. The output is a team code explaining how they can shape their team behaviors and deliver a team experience aligned to the Clarity of Who concept.

AIIESEC COMPETENCE MODEL

#AGILEME

You drive business results with flexibility and adaptability at the desired pace;

You engage and inspire people to be fast, flexible and determined in everything they do.

#GROWINGME

You analyse and infer business results for a short and long term improvement of e business performance;

You manage and empowered people while shaping the behaviour for continuous improvement.

#EMPATHETICME

You engage with peers and put customers' needs above your own for a quality customer experience;

You connect the people in order to be united despite diversity.

#EAGERME

You are always eager to grow the business;

You communicate your ambition to empower people to move with you and strive for the same ambition.

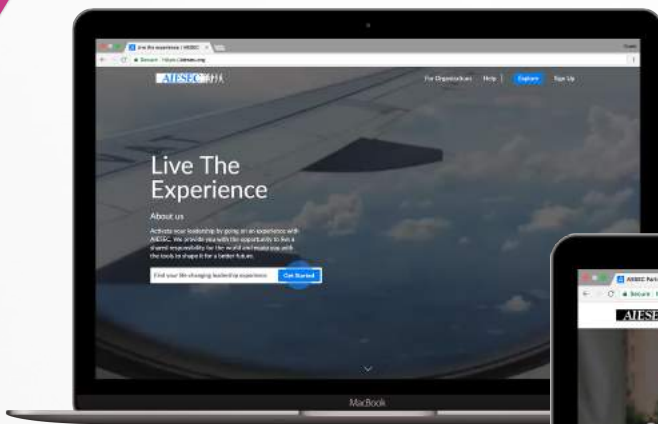


What comes next?

The term 2017-2018 was all about exploration and the first phase of implementation. The effort to ensure alignment between our strategy and our people shouldn't stop here. The next phase should be to continue the implementation phase with the help of a robust HRIS and continuously harvesting the data necessary to enable the national and local offices to customize and incrementally improve our strategies.

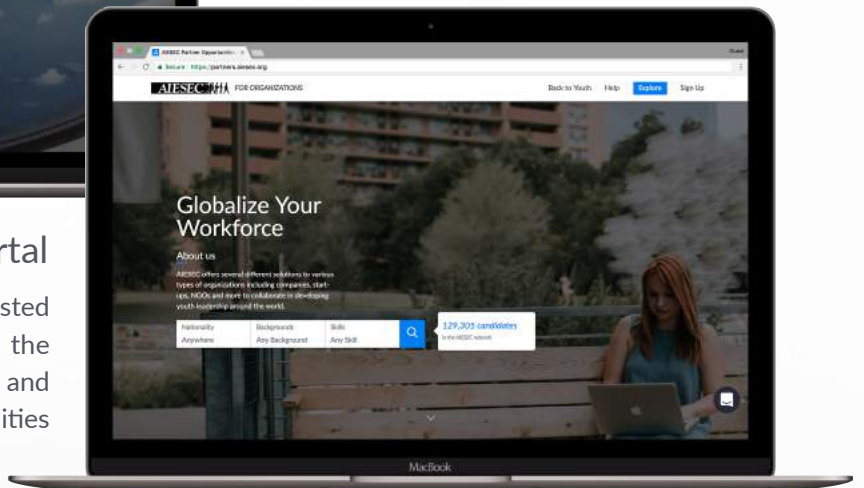


Complete, but never complete



Partners Opportunity Portal

Our corporate-customer platform hosted on partners.aiesec.org. Showcasing the talent we provide to our partners and enabling them to tailor their opportunities live on our platform.



Youth Opportunity Portal

Our youth-customer platform hosted on aiesec.org. Empowering young people to sign-up and find their life-changing experience on their own

Version 1, Version 2, Version 3

AIESEC's ever-changing context has forced the organization to steadily move fast and tear down what was not able to move with the same speed. When it comes to our platforms, however, we see that we cannot afford to start over again every year.

We started our year with a bold vision for our Global Information System (GIS) with multiple milestones that we wanted to achieve: to finish work and launch our new corporate-customer platform Partner Opportunities Portal, create and launch a new mobile application for youth customers and refresh and launch our member platform completely.

At the same time, we wanted to build our platforms in a way that they would never have to be refreshed again: complete, but never complete. This meant to always have the customer and end-user in mind, implementing agile development processes and building platforms with up-to-date architecture.

To enable this to happen, the AIESEC International Information Management department grew from two to three members and the overall budget available for Information Management increased by 45%.

One year later, we saw the launch of the refreshed Global Information System, incorporating 2 new platforms that have not existed before.

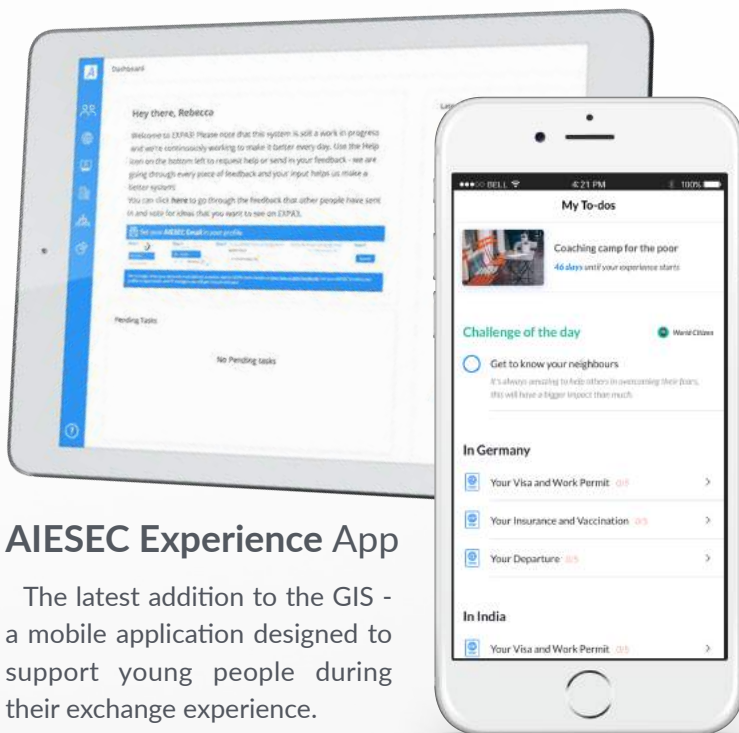
Partner Opportunities Portal being the first one saw adoption from all our Global Exchange Partners and have attracted 933 sign-ups of interested corporations so far.

AIESEC Experience is being adopted by 49% of our youth-customers and gets positive feedback with a 39% satisfaction rate. The refreshed version of EXPA is currently being rolled out and is already facilitating over 30% of all global operations.

Last, but not least, YOP has shown a steady growth of user-base from 430.000 monthly visitors to over 600.000 in the highest performing month, while at the same time reducing the bounce rate (the percentage of visitors who leave the site after viewing only one page) to less than 30% for our desktop visitors.

EXPA

Our membership platform, where AIESECers log on every day to facilitate the delivery of exchange experiences between young people and organizations.



AIESEC Experience App

The latest addition to the GIS - a mobile application designed to support young people during their exchange experience.

What comes next?

Moving forward into the next year, we are looking forward to the next step in the organizational evolution: **to capitalize on our platforms interconnectivity to drive forward the change of AIESEC to a platform-based business**

Because it is not about just SAYING leadership, but about attracting customers to #LIVETHEEXPERIENCE with us.

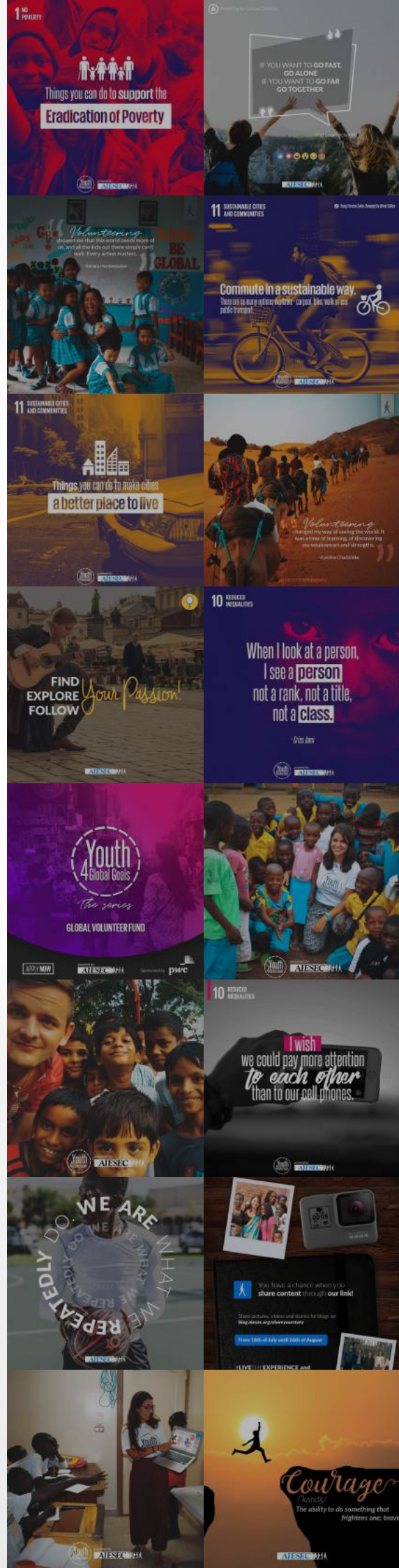
This year we as a Brand and Customer Experience Team wanted to unite AIESEC across its national and local offices around the world in a united message that was both embodying the essence of AIESEC and the actions that reflect every member and customer which relates to experiences on a daily basis. We aim to position AIESEC as a youth leadership organization striving for peace and fulfilment of humankind's potential.

We have been constantly improving and designing its brand to our customers we serve every single day. This year we launched the #LIVETHEEXPERIENCE message. We aimed to enable young people to #LIVETHEEXPERIENCE which will help to shape a better future for themselves and others around.

The other messages we communicated through our global channels were: "Activating youth and like-minded organizations to achieve the SDGs" and "Connecting with organizations to strengthen youth global employability".

THE MAIN BRAND ACTIVITIES IN 17.18

We refreshed of our Global Content Strategy and External Communication Plan for the term targeting: Facebook, Instagram and Twitter AIESEC global; and Facebook Youth4GG with a structure focused in 4 different areas Team handling a team of 60+ creatives from 5 different continents and 25+ nationalities.



IN NUMBERS:

We ran **23 Co-Branded Campaigns with Global Partners** reaching **+9.6 million** users and giving to the organization an income of €178,900.00

We ran a **Global Attraction Campaign** based on the tagline “**LIVETHEEXPERIENCE**”, as an invitation for our visitors to live an experience with AIESEC, **97 AIESEC offices actively participated** during the campaign with **+2.9 million** people reached resulting Growth of **+28.18%** in conversion to signup from digital channels during the week of campaign

We built **new strategic alliances** through OECD Forum, Commonwealth, Business School, Lausanne, ILO, Y20, and Peace One Day with Engagement of over 20 partner organizations through Partnerships for the Goals Day, YouthSpeak Forum, and 70th Anniversary engagements with **resulted in** External publications through 15+ Press Releases, 70th.aiesec.org and reach of 6m people through Twitter community engagement

Our **Content Strategy and Global Campaigns for Youth 4 Global Goals initiative** reaching **+14.5 million** users and engaging 39.000 young people to act on the Sustainable Development Goals through Global Volunteer and Local Volunteer program. Our Youth 4 Global Goals campaigns empower youth to become more aware and speak up about the issues in their communities

We **empowered our network** by training the national office VPs of Marketing through a **CMO course** which educated on the understanding and usage of brand and certified 413 Marketeers which were downscaled in 6 regional conferences and 21 national offices

We set up the **Global Lead Nurturing email system** and content communication to our customers

On the Business to Business side we reached **11 million people on LinkedIn with a total of 143K Followers**, creating content from **Partners’ conference engagements spaces (with PwC, Electrolux, DPDHL, ING, Mindvalley, TCS), as well as** launched the **Partners Opportunity Portal**.

Finally we launched the **refreshed BlueBook** at our international Congress in Egypt to instil the consistency, and clarity of the brand of AIESEC

23 CAMPAIGNS
- reaching-
9M USERS

14.5M USERS
- reached through **Youth4GG** -

11M LINKEDIN USERS
- reached through -
143K FOLLOWERS



World's Largest Lesson | with ADB and Yidan Prize Foundation

As AIESEC, we are committed to mobilize young people to achieve the Sustainable Development Goals. To make this happen, partnerships have become a key asset to spread our voice faster and stronger. Hosting our first Regional World's Largest Lesson in Asia Pacific in partnership with The Asian Development Bank and our second Global World's Largest Lesson in Hurghada, Egypt in partnership with The Yidan Prize Foundation allowed us to mobilize over 900 young leaders to deliver the Lesson in different schools, foundations and public spaces, to teach to over 4,000 citizens about the Global Goals and mainly to encourage them to become the generation that will change the world through the most powerful tool, Education.



Global Talent Performance | with TCS

Partnering with AIESEC for 14 years and hosting more than 1,800 interns from 50 different nationalities around the globe since then, makes TCS one of the strongest Global Partners. This year, TCS & AIESEC hit key milestones such as delivering over 300 Global Talent experiences together for the first time in a period of 12 months, with a very strong focus on market penetration, we managed to expand to The Philippines and guaranteed the ACE program presence in four of our regional conferences, making it possible for over 30% of ACERs to be retained to join TCS projects.

Learning Products: Leadership Academy and SDP | with Mindvalley and InternationalSOS

The opportunity to connect AIESEC and its global partners to gather learning and develop the organization is an extraordinary opportunity! This year, there were two partnerships that allowed AIESEC to improve its knowledge to the network by collaborating with experts from the market. We did that by having two extremely important projects for the organization: Leadership Academy, with Mindvalley, allowed the AIESEC network to gather learnings about customer experience and the Sales Development Program, with International SOS, which shared learning and practical cases on sales for AIESEC sales talent. These projects open doors for a new model of collaboration with our partners and we cannot wait to evolve them together!

Tech Products | with Busuu, Hostel Word, Assist Card + more

How can we provide a better digital experience to our customers? By connecting key partners and offer services that will make our customer's experience amazing. For this, AIESEC is collaborating with Global partners like Busuu, HostelWorld, Skyscanner and Assist Card. This partnerships new models allow us to engage with youth in a different business model while facilitating leadership to our customers.

Contributing to the SDGs | with PwC

In 2017, PwC Global supported 10 Global Volunteers to contribute towards the Sustainable Development Goals through the Global Volunteer Fund. The 10 volunteers participated in 9 different entities across the globe to contribute to gender equality, quality education and reducing inequalities. Additionally PwC Germany sent 33 students and 3 young employees to volunteer in Indonesia, Ghana and Brazil in AIESEC Global Volunteer Projects and PwC Italy supported 8 Italian students. The global awareness campaign showcasing the stories of the volunteers had a digital reach of more than 1.5 million and aimed to activate young people around the world to take actions by themselves. We are also proud that the project got nominated as a finalist for the UN SDG Action Awards in 2018.

This partnership is built on AIESEC's & PwC's common purpose of solving important problems in the world and is a great example of how cross-sectoral partnerships can support the achievement of the Sustainable Development Goals. AIESEC and PwC are looking forward to continue this successful project in the summer of 2018 by sending again 40+ volunteers abroad together.

Talent Management Support | with Cornerstone and Ubiquity

This year the AIESEC and Cornerstone partnership came to life with the rollout of the AIESEC Hub, AIESEC's use of the Cornerstone on Demand platform as a community, knowledge hub, and performance management system for AIESEC membership. A centralized talent management platform for AIESEC has evolved the way we develop and retain talent, allowing us to get closer to achieving our 2020 Midterm Ambition.

A key priority of the Talent Management department globally in the past year was understanding the development we offer to our youth members, and how to measure it. The AIESEC and Ubiquity partnership was essential this year in supporting AIESEC's launch of a Competency Model aligned to the needs of our 2020 Midterm Ambition. The partnership has a bright future as the next year moves into validation of a Competency Assessment that will equip members with a way to communicate the development they gain in AIESEC to an external audience.

Sustainability | with Electrolux

In 2016 AIESEC started collaborating with Electrolux and Worldchefs in the joint Feed the Planet initiative. The mission of the initiative is to inspire better food consumption and cooking habits among consumers and professionals, and to help people in need. AIESEC plays a key role the Feed the Planet strategy pillar of raising awareness among consumers towards responsible consumption.

After a first pilot of 5 volunteers who supported the Food Mission in Stockholm, Sweden, we grew the program strongly. In 2018 a total of 42 volunteers participated in projects in Brazil (3), USA (13), Poland (6), Argentina (10), and Malaysia (10) by running workshops in schools and raising awareness about responsible consumption and healthy food habits. In total we educated in the projects more than 2.000 young children on responsible consumption. In order to standardize our projects and make the impact more scalable, AIESEC created a workshop curriculum featured as a part of the World's Largest Lesson initiative run in partnership with UNICEF.

Next to the project, we ran an awareness campaign for SDG 12 where we introduced the Hashtag #ActSustainably and showcased not only the effort of the Electrolux Food Foundation In Brazil but also gave tangible tips to young people on how they can adopt more responsible consumption habits. The campaign had a total reach of almost 1 million.

Key to making this partnership successful was a strong collaboration between AIESEC, Electrolux, and Worldchefs. AIESEC is represented in the working group as well as in the Advisory Board of Feed the Planet to shape the direction of the partnership and Electrolux has been running workshops at our main global conferences to co-create the projects and onboard the AIESEC entities for the partnership.

70th Anniversary | with ING



2018 is a key milestone for AIESEC as we continue a legacy spanning 70 years of developing youth leadership. With the theme Leaders for Peace, we acknowledge our humble beginnings and the contributions of previous generations to the global community while presently striving to develop every young person in the world towards a movement of peace. We are excited to be partnering with ING in marking AIESEC's 70th Anniversary. ING is a global financial institution that aims to empower people to stay a step ahead in life and business. Present in over 40 countries with over 51,000 employees, ING is a proud and long-standing partner of AIESEC and has contributed to the professional development and leadership of hundreds of young people over the years. In celebrating 70 Years of Leaders for Peace, we are featuring individuals who have been involved with AIESEC and have made significant contributions to peace in their communities. These AIESECers are proof that the organization's vision of "Peace and Fulfilment of Humankind's Potential" is possible. We also launched AIESEC's 70th Anniversary celebrations at ING Day during the International Presidents Meeting in Bucharest Romania, and a big highlight was our celebration that took place during our International Congress in Hurghada, Egypt, together with our Alumni!

AIESEC has performed well during the financial year which ended 31st May 2018 in terms of both operational and financial results. For the Third year in a row, AIESEC had excess of revenue over operating expenditure (including restricted funds), this year of €64,842. This continuing growth has contributed to the recovery from several terms without any profit and to build long term sustainability. This year was the second year of roadmap implementation to achieve the next midterm ambition (A2020), and with it came some investments, mainly in the Roadmap Fund and Information Management Fund. For example, we invested into the development Global Information System (GIS).

This year we took a conscious decision to spend more from the global restricted funds mainly as a result of the Information Management Fund. The prior terms have had allocated surplus into the fund so it was available to fund the various developments we had planned for as the digital ecosystem was a big area of focus for the 17.18 term. One example of this is the AIESEC Experience mobile app: In line with the global trends, we saw a clear need for an AIESEC mobile application. In March 2018 we launched it with a set of 7 features to support the exchange participants during their experience. They can learn about their housing, store contacts, use a to-do list or various community features, like content sharing and messaging.

Regarding the Partnerships Development goal (revenues from corporate sponsorships), we maintained almost the same revenue as last term, after a drop last term in comparison to the 15.16 term. The goal was to achieve €592,124 in revenue and we obtained € 643,940. This happened as a result of upscaling key partnerships we had with our global partners and working with our national entities to generate leads. We also focused on updating our portfolio to include products that can be connected to our Global Information system such as insurance, which we are proud to be working with Assist card on in our Latin American markets. In the end, the 17.18 year overachieved its PD goal by €51,816, a big supporting mechanism in this was a new sponsor receivables management process we implemented internally to ensure as few outstanding invoices are left on the account. This was especially important as we desire to have the accounts as clean as possible to support the winding down of fiscal activity in the Netherlands office as we are moving to Canada.

One key change is that AIESEC International last year decided to undertake moving its headquarters to Montreal, Canada in partnership with Montreal International. This year we have spent the term ensuring that the move is setup for the 18.19 term as AIESEC International is officially moving to Canada for the 1st of September 2018. We have obtained tax advice from our lawyers and are working with Montreal International to ensure the move goes as smoothly as possible logistically and fiscally. As of now we are setting up a partnership between the AIESEC International Canadian and Dutch legal entity to allow for a transfer of services.

Balance Sheet as of 31 May 2018

(after proposed appropriation of results)

To report:	Note	31 May 2018		31 May 2017	
		EUR	EUR	EUR	EUR
Fixed assets					
Intangible fixed assets	5.1	56,293		170,918	
Tangible fixed assets	5.1	274		1,323	
Financial fixed assets	5.1	33,507		41,260	
			90,074		213,501
Current assets					
Receivables	5.2	446,351		528,633	
Prepayments and deposits		156,086		91,004	
Short-term investments		298,547		298,547	
Cash		1,311,102		964,054	
			2,212,085		1,882,238
			2,302,159		2,095,740
Fund balances					
Operating fund	5.3	1,132,605		996,309	
Restricted funds	5.3	631,680		703,137	
			1,764,285		1,699,446
Deferred revenue	5.4		70,435		52,633
Current liabilities	5.5		467,439		343,661
			2,302,159		2,095,740

Statement of Revenues and Expenditures for the year ended 31 May 2018 compared to budget (including restricted funds)

	Note	Budget 17-18		Year ended 31 May 2018		Year ended 31 May 2017	
				EUR	EUR	EUR	EUR
Revenue							
Membership fees							
Global Service Fees		888,188		888,188		770,993	
Affiliation Fees		-		-		-	
Restricted Funds		338,030		345,596		315,036	
			1,226,218		1,233,785		1,086,029
Sponsors, Donations & Grants							
Corporate		592,124		804,205		868,725	
Direct costs Corporate		-		(133,349)		(209,914)	
Restricted Funds		-		-		-	
Prior terms and translation adjustments		-		(26,916)		(10,539)	
			592,124		643,940		648,272
Other Revenue							
Financial & other Income	6.1	-		(9,677)		4,697	
Restricted Funds		-		-		-	
			-		(9,677)		4,697
			1,818,342		1,868,048		1,738,999
Expenditure							
<i>Operating Fund</i>							
Salaries and personnel		(778,914)		(667,375)		(705,561)	
Training development				(19,341)		(15,501)	
Office Costs		(76,098)		(70,278)		(61,212)	
IM and BI		(218,500)		(224,475)		(178,625)	
Financial Management		(47,500)		(27,924)		(39,188)	
Legal expenses		(25,300)		(37,524)		(27,983)	
Governance expenses		(27,000)		(13,941)		(19,380)	
Meeting and conferences		(77,300)		(82,315)		(59,772)	
Travel expenses		(57,500)		(61,153)		(86,506)	
Additional Support		(62,100)		(59,972)		(31,535)	
Alliances and Partnerships						-	
Infrastructure		(2,000)		(1,272)		(2,602)	
Research & Development						-	
Network Audit & Control						-	
Information Technology		(29,600)		(23,989)		(20,063)	
Other expenditures	6.2	(13,500)		(7,852)		(25,445)	
Depreciation assets		(65,000)		(58,362)		(58,362)	
Bad debts and write-offs		-		(30,381)		(10,549)	
			(1,480,312)		(1,386,155)		(1,342,282)
<i>Restricted Funds</i>							
Global Funds		(338,030)		(417,051)		(307,391)	
AI Funds						(3,000)	
			0		(417,051)		(310,391)
<i>Strategic Reserves</i>			(1,818,342)		(1,803,206)		(1,652,673)
Excess Expenditure over revenue			0		64,842		86,326

During the year 2017-2018, many companies and organizations partnered with AIESEC and helped us go one step further towards achieving our vision as an organization:



ADB has been working to improve people's lives since it was founded in 1966 by targeting its investments wisely in partnership with its stakeholders, ADB's mission is to help its developing member countries reduce poverty and improve the quality of life of their people through inclusive economic growth, environmentally sustainable growth, and regional integration.



As AIESEC's largest internship partner, with over 300 internships delivered in the last year from three locations, **TCS** works strategically with AIESEC on attracting talents for their global projects within the ACE Program around the world helping us to contribute to increase the Global Youth Employment rate.



International SOS is the world's leading medical and travel security company. Specialist in medical assistance, travel security and advice, emergency service, healthcare, evacuation and repatriation service. The common belief in the power of young people unites AIESEC and International SOS to provide leadership experiences to youth! International SOS is AIESEC's most international partner, hosting exchange experience in over 15 locations across the globe.



From Finish 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



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.



Founded in 2003 by Vishen Lakhiani, **Mindvalley** is a company that aims to disrupt education connecting the world with leading authors in personal growth, health, spirituality, mindfulness and more. Partnering with AIESEC for over 10 years, we collaborate to support AIESECers personal growth and facilitate a leadership experience to AIESEC's exchange participants.



As a process transformation company, **Sutherland** rethinks and rebuilds processes for the digital age by combining the speed and insight of design thinking with the scale and accuracy of data analytics. We have been helping customers, across industries from financial services to health care, achieve greater agility through transformed and automated customer experiences for over 30 years.



EATON is a power management company made up of over 96,000 employees, doing business in more than 175 countries. Their energy-efficient products and services help customers effectively manage electrical, hydraulic and mechanical power more reliably, efficiently, safely and sustainably, by giving people tools to use power more efficiently, helping companies do business more sustainably, and by encouraging each and every employee at Eaton to think differently about our business, our communities.



Electrolux aims to shape living for the better by reinventing taste, care and wellbeing experiences for more enjoyable and sustainable living around the world. In 2018 we are celebrating our 15 years of partnership and several successes coming with this. We launched for the first time the Global Engineer Program with more than 20 interns, expanded our sustainability partnership by engaging more than 50 Global Volunteers in 3 different continents and generating an online reach of 1 million to increase awareness for responsible consumption and have together celebrated the successes of our organization with the Electrolux Excellence Awards in the International Congress 2018. Since the partnership started we have developed together more than 550 young talents through professional internship experiences.



Husqvarna Group is a global leading producer of outdoor power products for forest, park and garden care that aims to turn technology into opportunity and shape great experiences. In 2018 we are celebrating 10 years of partnership and our 100th intern at Husqvarna Group with AIESEC. Husqvarna Group has not only participated in our International Presidents Meeting and International Congress but also pioneered with us how to excel our communication about the AIESEC program and share the stories of development inside of Husqvarna Group as well as externally.



The **DP DHL** group provides its customers with both easy to use standardized products as well as tailored and innovative solutions ranging from dialog marketing to supply chains. Partnering since over 22 years and having provided more than 1,500 internship opportunities for young people DP DHL Group is one of our longest-standing and largest partners. Next to a variety of international roles in their German Headquarter they develop with us young people through their regional leadership programs and support us since three years as our partner and sponsor for the elections of the President of AIESEC.



Cornerstone OnDemand helps organizations to recruit, train, and manage their people. They work with hundreds of the world's largest companies and thousands of smaller ones to help them engage their workforces and empower their people. Their computer software impacts every aspect of the employee experience, helping people to make their best work even better - which ultimately translates into greater business results.



Ubiquity

Ubiquity is an accredited global university designed for Social Impact. We believe that young people everywhere must be supported with the skills they need to solve pressing global problems that are threatening the planetary ecology and human society.



ING is a global financial institution that aims to empower people to stay a step ahead in life and business. Present in over 40 countries with over 51,000 employees, ING is a proud and long-standing partner of AIESEC and have contributed to the professional development and leadership of hundreds of young people over the years. Since 2006, ING has been sponsoring the Global Leadership Awards in the annual International Presidents Meetings. In 2011 ING launched an initiative that fits AIESEC's top talent: the ING International Talent Programme, and this year ING was the main sponsor of AIESEC's 70th year Anniversary, celebrating 70 years of Youth Leadership!



UCB is a multinational biopharmaceutical company, with a focus on neurology and immunology, headquarter in Brussels. The company's ambition is to transform the lives of people living with severe diseases. They are Inspired by Patients and Driven by Science, and have been collaborating with AIESEC since 2012. Since then we have delivered together 100+ Global Talent opportunities to young people, and the year 2018 was the first time they joined us in IPM Romania, with a workshop on Change Management.



IE has been working for the last 30 years to offer the best management education and corporate consulting services. The result is the "IE Experience". The experience of a school steeped in the spirit of entrepreneurship and innovation. A school that fosters applied research and promotes social responsibility initiatives. Ranked among the best schools in the world, IE trains leaders who drive innovation and change in organizations using entrepreneurial styles of management that generate employment, collective wealth and social well-being. On that note, this year IE delivered 3 exclusive webinars for the AIESEC audience, on the topics "Social Entrepreneurship", " Digital Transformation" & "Women in the workplace".



As a global leader in advanced cabling and connectivity solutions, **Nexans** brings energy to life through an extensive range of best-in-class products and innovative services. For over 120 years, innovation has been the company's hallmark, enabling Nexans to drive a safer, smarter and more efficient future together with its customers. With AIESEC, the past year we have provided more than 25 opportunities to young people to join Nexans, and open up the conversation to Sustainability initiatives on Clean Energy.



Skyscanner is world's leading search website for travellers! It connects AIESEC's exchange participants with most affordable flight options inside our platform. The partnership allows AIESECers to easily access convenient flights.



With offices in 158 countries **PwC** helps organizations and individuals create the value they're looking for, by delivering quality in assurance, tax and advisory services. They aim to build trust in society and solve important problems. PwC has been partnering with AIESEC for over 45 years, which makes it the longest-standing partnership. PwC not only collaborates with us in the Global Talent program to recruit top international talents but supports us as well in CSR related initiatives. In 2018 we together generated a digital reach of more than 1.5 million by showcasing the contribution towards the Sustainability Development Goals our 10 by PwC supported Global Volunteers had.



Accenture solves clients' toughest challenges by providing unmatched services in strategy, consulting, digital, technology and operations. They partner with more than three-quarters of the Fortune Global 500, driving innovation to improve the way the world works and lives. With expertise across more than 40 industries and all business functions, they deliver transformational outcomes for a demanding new digital world.



Founded in 1937, **Plan International** is a development and humanitarian organization 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 projects around Gender Equality.



Mondelez International is a global leading company in the field of snacks and food, owner of leading brands like Oreo, Cadbury and Milka. The partnership with AIESEC started in 2018 because of the high level of values alignment between the organizations. The partnership connects Mondelez with AIESECers across Americas in digital and physical format.



Assist Card is a leading and innovative company in the field of travel insurance. The company is constantly looking for innovative ways to offer a better customer experience to travellers across the world. The partnership with AIESEC will allow the exchange participants to have a safer traveling experience by having the opportunity to purchase the services online.



World Merit 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. World merit and AIESEC partner to engage and activate youth towards participating in the Sustainable Development Agenda.



Hostelworld is a platform that connects travellers with convenient hostel across the globe. The partnership allows exchange participants to find the best option for accommodation during their exchange in an easy format.



Busuu is a learning platform that allows young people to easily learn a new idiom. The partnership with AIESEC supports exchange participants to smoothly learn a new language, making sure they are more equipped to live an AIESEC exchange experience.



Peace One Day is a non-profit organization that was founded in 1999. In 2001 due to its efforts, the member states of the United Nations unanimously adopted the first ever annual day of global ceasefire and non-violence on 21 September – Peace Day.



The World Wide Fund for Nature (WWF) is an international non-governmental organization founded in 1961, working in the field of the wilderness preservation, and the reduction of human impact on the environment.



AIESEC Alumni International is global network of AIESEC alumni with a lifelong commitment to AIESEC's mission of advancing international leadership and understanding for a more unified world.



The International Labour Organization is the only tripartite UN agency. Since 1919, the ILO brings together governments, employers and workers of 187 member States, to set labour standards, develop policies and devise programmes promoting decent work for all women and men.



The Internet Society (ISOC) is a nonprofit organization founded in 1992 to provide leadership in Internet-related standards, education, access, and policy. Its mission is to promote the open development, evolution and use of the Internet for the benefit of all people throughout the world.



Let's Do It! World is a global civic movement that started from Estonia, asking people worldwide to join a series of local, national and regional clean-up events. Among other projects, it is the founder of World Cleanup Day.



Junior Chamber International is a nonprofit organization of young active citizens age 18 to 40 who are engaged and committed to creating impact in their communities. Active citizens are individuals invested in the future of our world. JCI gathers active citizens from all sectors of society. They develop the skills, knowledge and understanding to make informed decisions and take action.



Launched in 2013, **MBC Group's CSR arm, MBC Al Amal**, is an ongoing interactive initiative that is the collective umbrella for the multitude of campaigns, initiatives, and contributions whether created, launched, supported or adopted by MBC Group. MBC Al Amal's core focus is on the empowerment and development of Arab youth, for our future and theirs.



The OECD Forum was created in 2000 to discuss the key economic and social challenges on the international agenda. It is an important part of the annual OECD Week that also features the OECD main Ministerial meeting, and seminars linked to key international fora (G20).



The OPEC Fund for International Development (OFID) is the development finance institution established by the Member States of OPEC in 1976 as a channel of aid to the developing countries. OFID works in cooperation with developing country partners and the international donor community to stimulate economic growth and alleviate poverty in all disadvantaged regions of the world.



Project Everyone seeks to put the power of great communications behind The Sustainable Development Goals (also known as the Global Goals), accelerating the creation of a fairer world by 2030, where extreme poverty has been eradicated, climate change is properly addressed and injustice and inequality are unacceptable. Its 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.



PVB LIC 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, PVB LIC works strategically to pair media space with key non-profits at the local, national and global levels. They utilize existing and emerging technologies to increase issue awareness around important causes and help non-profits amplify their message.



SDSN Youth educates young people about the Sustainable Development Goals and provides opportunities for them to pioneer innovative solutions to address the world's biggest challenges.



Teach For All is a global network of 45 independent, locally led and funded partner organizations[1] whose stated shared mission is to expand educational opportunity around the world by increasing and accelerating the impact of social enterprises that are cultivating the leadership necessary for change.



The United Nations Human Settlements Programme (UN-Habitat) is the United Nations agency for human settlements and sustainable urban development.



The Secretary-General's Envoy on Youth serves as a global advocate for addressing the needs and rights of young people, as well as for bringing the United Nations closer to them. The Envoy's Office is part of the United Nations Secretariat and supports multi-stakeholder partnerships related to the United Nations system-wide action plan on youth and to youth volunteer initiatives. The office also promotes the empowerment and foster the leadership of youth at the national, regional, and global levels, including through exploring and encourages mechanisms for young people's participation in the work of the United Nations and in political and economic processes with a special focus on the most marginalized and vulnerable youth.



The United Nations Children's Fund is a United Nations (UN) program that provides humanitarian and developmental assistance to children and mothers in developing countries. It is a member of the United Nations Development Group.



The United Nations Industrial Development Organization (UNIDO), is a specialized agency in the United Nations system. The Organization's primary objective is the promotion and acceleration of industrial development in developing countries and countries with economies in transition and the promotion of international industrial cooperation. It is also a member of the United Nations Development Group



The United Nations Volunteers (UNV) programme is a United Nations organization that contributes to peace and development through volunteerism worldwide.

In July 2017, at the International Congress in Colombia, AIESEC announced the decision to relocate its headquarters from Rotterdam, The Netherlands, to Montreal, Canada. This decision followed a request for proposals for a new host city, which was opened in January 2017.

Montreal International (MI) coordinated the bid and has been our main supporter throughout the process. This joint venture was possible thanks to the support of the Government of Canada, the Government of Quebec and the City of Montreal. We have also partnered with Gowling WLG, BMO, Mazars, JLL and Re/Max L'Espace Affaires to ensure a successful move.

With this move, AIESEC is joining the 64 governmental and non-governmental international organizations based in Montreal. This in combination with its strategic location, vibrant young environment, economic stability and interest in supporting the development of young people, make Montreal a great place for AIESEC to carry their operations and grow as an organization.



It's an exciting time for us, with a cross continental move around the corner, we couldn't be more grateful for the support we are receiving from Montreal International and many other partners to smoothly relocate our headquarters for the first time outside of Europe. We are very excited to move our home to a place that is very welcoming and embraces our diversity, youthfulness and ambition with open arms. We are sure this strategic move will take AIESEC further

- Abdelrahman Ayman President of AIESEC International for 1718 term



I am very pleased about this new addition to Montréal's student and entrepreneurial ecosystem. The Government of Canada's support for the arrival of the AIESEC confirms the importance we place on youth and higher education.

- Marc Miller, Member of Parliament for Ville-Marie–Le Sud-Ouest–Île-des-Sœurs and Parliamentary Secretary to the Minister of Infrastructure and Communities



Just like Québec, AIESEC wants to leverage the potential of young people to develop tomorrow's world. Enhancing youth and student mobility is a key objective of Québec's International Policy—Québec on the world stage: involved, engaged, thriving—as is attracting international organizations. We are proud to have AIESEC among the great many international organizations that have chosen to settle in Québec.

- Christine St-Pierre, Minister of International Relations and La Francophonie



AIESEC's reach extends across the globe and the organization has consultative status with the United Nations Economic and Social Council (ECOSOC), the United Nations Department of Public Information (DPI) and is in official relations with the United Nations Educational, Scientific and Cultural Organization (UNESCO). As the best student city in the world, Montréal was the logical choice for AIESEC, and we believe the organization's arrival will shine a global spotlight on Greater Montréal and position the region as an attractive student and business destination.

- Denis Coderre, Former Mayor of Montréal and Chair of the Communauté métropolitaine de Montréal



SUPERVISORY GROUP MESSAGE



This year marks the completion of the third year of the AIESEC 2020 strategy and has seen AIESEC facilitate 41,000 exchange experiences, building better customer centricity through the AIESEC Experience app and Partners Opportunity Portal and enabling young people all over the world to have an uncountable number of experiences to build their leadership in the world.

With representation in over 30 high-level events, including the UN General Assembly, AIESEC has contributed to the Global Goals through its exchanges, local initiatives and Youth4GlobalGoals which is proof we need to create more space for the next generation to play a role in truly shaping our collective future. The impact is tangible and every day - and on one day recently in Hurghada, Egypt, AIESECers taught over 36,000 people about the SDGs through The World's Largest Lesson. This is what is possible when a group of committed people is fueled by vision, grounded in values and pragmatic in action.

AIESEC International delivered two global conferences, hosted by AIESEC in Romania and AIESEC in Egypt, which convened the network leaders in taking co-responsibility for the shared strategy and creating the right conditions for activation in the home offices. A defining factor for the year has been a re-alignment of the team, meeting and reporting cycles which enabled a longer shared transition period between the two teams - and the challenge of co-hosting International Congress 2018 together. The power of this shift was tangible at IC, enabling the new MCPs to jumpstart their term with all the input, impetus and wisdom that could be squeezed into 10 days worth of learning together.

In addition to business-as-usual, AIESEC International has been busy preparing for its move to Montreal, Canada in September 2018, which presents an opportunity to build more diversified global partnerships.

Partnerships have grown with strong efforts from the partnerships development team and stronger efforts to reach new types of organizations. The team has worked hard and should be proud not only to end their term with over 60,000 EUR surplus, but to have set a strong basis for the year(s) to come.

From the Supervisory Group, there are two points of attention we wish to highlight in going forward:

- Seeing the exchange experience not as a one-off transaction but as part of a longer leadership journey of our program participants - we emphasize the importance of innovating both how AIESEC drives exchange so to offer more of these developmental experiences and how to reach more young people overall with leadership development opportunities
- Keep building network fiscal co-responsibility as a wider global team - with AIESEC International and MCPs in partnership to become data savvy and financially literate so to inform choices and next ambitions. Financial literacy is not only an indicator of entity health but is a critical competency for emerging leaders in a complex world.

The world is always changing and this past year we most felt the impact of geopolitics on youth exchange, with the reality of some contexts prioritizing jobs for local employment instead of global experiences and work visas being harder to come by. And so this team has opened up some important questions for the network and its stakeholders: when the world needs positive youth leadership more than ever, how can AIESEC show up best?

Thank you to all our "care"-holders: AIESEC teams in local communities around the world, Member Committees and many committed groups providing important functions to keep the network running, our partners and funders ... you are all allies in the pursuit of peace and fulfilment of humankind's potential. Thank you for enabling Team 17.18 to accomplish what it has and for supporting Team 18.19 to build on it and beyond... Dare to Be!

Tatiana Glad
Chair

AIESEC International Supervisory Group



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PricewaterhouseCoopers Germany
PwC Global AIESEC Champion



Simon Bennett
Partner
Fox Williams



Salim Virani
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Naila Mir
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Olivier Mukarji
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OAM Consult



Hannes Chopra
General Director
Sberbank Strakhovanie



Kivanc Onan
Director
OpenSky Inc. by Alibaba Group



Dorothy Hillenius
Head of Digital Channels
ING Bank



Niels Caszo
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Chief Innovation Officer
Ubiquity University



Alex Tichy
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Tatiana Glad
Founder & Director
Impact Hub Amsterdam



John Trew
Thematic Group Head,
Youth Employment
Solutions (YES!)
Plan International

AIESEC INTERNATIONAL TEAM 17.18



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Global VP Partnerships
Development
Colombia



Abdelrahman Ayman
Global President
Egypt



Farhaan Ali
Global VP Finance and
Legal
United Kingdom



Ankith Abraham
Global VP Marketing and
Global Entrepreneur Head
India



Juan Pablo Ruano
Global Finance Network
Manager
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Katharina Wegener
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Liviu Stingu
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Mohamed Fadel
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Sonia Sutta
Global Finance Manager
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Sabino Hernandez
Global VP Digital Marketing
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Angelica Ayala
Regional Director, Americas
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Carolina Cordeiro
Regional Director, Europe
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Dafne Sartorio
Global VP Innovation and
Global Talent Head
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Hans Dinata
Global VP People
Operations
Indonesia



Ines Agrebi
Regional Director, Middle
East and Africa
Tunisia



Joaquim Sanvictores
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Konstantina Dokorou
Global Partnerships
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Larissa Mansur
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Laurin Stahl
Global Product Manager
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Omar Issa
Global VP B2B Marketing
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Paula Leon
Regional Director, Asia
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Raihan Navroze
Global Product Manager
India



Tatiana Landysheva
Director, Youth for Global
Goals
Ukraine



Tomas Susedik
Global VP Organizational
Strategy
Slovakia



Donaly Anastatia
Office Manager
The Netherlands

Over the past 70 years AIESEC has been growing and evolving as an organization, adapting to the needs of our changing world, as we deliver the leadership development experiences to youth that we know have the potential to shape the future. However, in 2018-2019 we recognize that the world stands at an important turning point: we are facing another critical generational shift as Generation Z enters our global youth network and the challenges we face as a global community are more complex and more rapidly evolving each day.

In the coming year, 2018-19, we are as committed as ever to our organizational mission to strive for peace and fulfilment of humankind's potential but we are also confidently embracing a need for evolution and innovation inside the organization as we consider the paths we take to achieve our mission.

We have introduced a structural change to the global office that will allow us to allocate our resources in a way that will make our key priorities successful.

- We will continue to prioritize our exchange programs, nurturing their growth and also considering product evolutions, with a dedicated Product Strategy Department.
- We are capitalizing on the innovations that have been emerging within the organization over the past few years, such as the Youth for Global Goals initiative, and actively pursuing further innovations with a dedicated Innovation Department.
- We are committed to the future of AIESEC as a modern, digital platform accessible to everyone, everywhere so we have brought together two critical areas, Brand & Customer Experience and Information Management, into one dedicated Platforms department.
- We have also acknowledged that none of this is possible without the people that push AIESEC forward so we have established a new department, Talent Management, to prioritize our most valuable resource, our members.

All of this is happening as we make the move to relocate the global office of AIESEC from The Netherlands to Canada. So, we are in for a year of great change and great progress in 2018-2019, that we embrace with open arms.

As we say in the global office, we are planning a year of growth by design, and we dare to be the generation 2018-2020 that will serve not just today, but all the tomorrows of AIESEC. Thank you for your support along the way.



Mohamed Fadel
Global President 2018-19
AIESEC



In the coming year, 2018-19, we are as committed as ever to our organizational mission to strive for peace and fulfilment of humankind's potential but we are also confidently embracing a need for evolution and innovation inside the organization

- Mohamed Fadel



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