ANNUAL REPORT 2018

A Little Gesture A Great Help

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LETTER FROM THE CHAIRMAN



In 2018, **A Little Gesture ("ALG")** solidified its action on the ground and reached almost 2000 beneficiaries. The story of Pedro A. is just one of them, but certainly one that makes us proud. Pedro joined the ALG Family in 2012 as a child under the Sponsorship programme of our sistercharity **Um Pequeno Gesto Portugal ("UPG").** Thanks to his good academic performance, he is now the beneficiary of a University Scholarship. This year, as a way to give back, Pedro started providing support to the children in the After-

School Study programme ran by ALG in the S. Vicente de Paulo school.

ALG's support is focused on each child and on each family. For each of them we seek to identify challenges or stones on their path. On top of the UPG-led Sponsoring program, ALG finances diverse Projects in the areas of Education, Poverty Relief, Infrastructure and Sustainability. These are complementary and essential projects so that each child really has a chance to break the cycle of poverty. This is our mission.

Our day to day is possible thanks to our wonderful partnership with UPG and its staff at headquarters in Lisbon, Portugal, as well as the work of our Local Coordinator and Technicians in Mozambique who are key in providing our local partners with hands-on support. Through their hands we can transform the Little Gestures of more than 321 individual, corporate and foundation donors into a Great Help.

It is with our donors and friends that my last world lies. It is with gratitude that we receive each donation, small or large. It is with an enormous sense of responsibility and devotion that we seek to apply it towards the children. It is with your support that we can pursue all our activities and the effect on the children gets multiplied. It is thanks to you that 900 children can get a free meal a day, 379 children get after-school support, 226 children attend pre-school, 114 children have a new technical skill, 13 young people attend university degrees. Because you chose to help ALG.

For each of your Little Gestures – THANK YOU.

Sara Vicente Trustee and Founder

A LITTLE GESTURE'S APPROACH

The Child at the Centre of Our Intervention

Our mission is to improve the living conditions of each child and their families in the South of Mozambique. We believe we can do this by providing deep and personalized care to each child giving them access to education, nutrition and a dignified life.



CASE STUDY

Meet Pedro Arao

Pedro Arão is 22 years old and lives in Chokwé. From 2012 to 2016 he was in the Sponsorship Program of UPG, Portugal. During these 4 years he received academic and nutrition support, corresponding to c. £600 support.

As Pedro was always an excellent student, in 2017 he was selected to receive an ALG University Scholarship. The multiannual Scholarship includes university fees, accommodation, public transport and school materials, corresponding to £3'100 cumulative investment over the 4 years of his studies. As a result, Pedro is currently attending a 4-year BSc in Human Resources Management. As of 2018, he has completed his 2nd year and currently holds a GPA of 12 out of 20.

In 2018 Pedro gave a very special help to ALG. He volunteered to be a weekly monitor in the After-Class Study Support program at one of our Charity's supported schools, the S. Vicente Paulo School, in Chokwé. Pedro, to say thank you to ALG for all the support through the years, spend four mornings a week giving academic support to children and teenagers and he was responsible for writing monthly monitoring reports.

Figure 1: Pedro, Sponsoring Program UPG (2012)



Figure 3: Pedro, Monitor in the After-Class Support Program SVP (2018)







Figure 4: Pedro, ALG University Scholarship (2019)



IMPACT IN 2018: A LITTLE GESTURE KPIS

Thanks to our amazing ALG donors, and in partnership with UPG, ALG was able to provide support to 1'855 children and their families across 9 project areas. Detailed Key Performance Indicators ("KPIs") selected by the Charity are illustrated below.

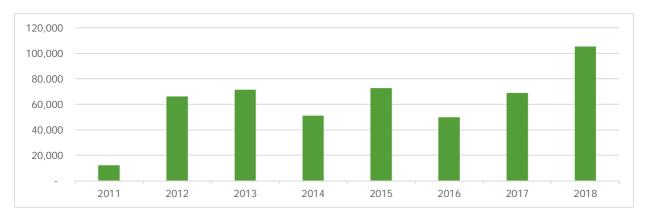


The ALG Local Partners also provide the Trustees a qualitative analysis of the impact of the Charity's financial performance highlighting in many, though not all the cases, enthusiasm, recognition and often gratitude from the **happier**, **healthier**, **more socially aware beneficiaries**.

IMPACT IN 2018: FINANCIALS

In 2018, ALG committed £106'463 to projects on the ground and continued the trend to deepen our impact with our beneficiaries.





The eight year of the Charity's operations consolidated its intervention in Mozambique through a key focus on advancing skills-based, income generating education and renewed investment in dignified housing.

- On Disbursements of funds to the ground, an historic high of £105,463 was disbursed in 2018, mostly benefiting from a strong fundraising year in 2017.
- On Project Implementation, the child's progression in terms of academic education remains the key drive behind the roll-out
 of each charitable project developed in the Xai-Xai and the Chokwé hubs. In addition, the Trustees oversaw 2018 with the goal
 to increase the range of options to its beneficiaries on the areas of skills-based education and income generating opportunities,
 as well as strengthening the children's softer skills backed by psychological support, career guidance or events such as the
 Sports Weekends.
- On Beneficiaries, ALG's intervention in 2018, in cooperation with UPG Portugal, reached out a combined 1'855 direct beneficiaries in Xai-Xai, Chongoene and Chokwé¹.

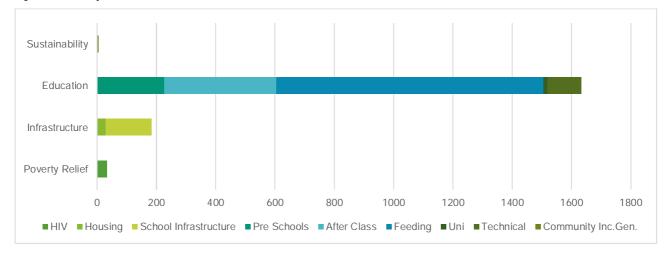


Figure 6: ALG Project Beneficiaries

¹ The indirect beneficiaries in these communities are a multiple of this number as the average household has 5 members



POVERTY RELIEF



POVERTY RELIEF – HIV CENTER



Location: Manjangue



Beneficiaries: 34 (33 in 2017)



% Orphans: 65% Weight Stable or Increased: 80% Assiduity at the Centre: 94% Academic Progress: 82% School Average: 12 (/20)



£21′618 Project Costs = £636 Per Child (£16′371 in 2017 = £494 Per Child)



Key Funders: Egmont Trust



What

The HIV Day Care Centre supports HIV infected children on a daily basis, providing carefully composed and strengthened meals, medical support and after school activities.

Who

34 vulnerable children affected by HIV attended in 2018. The children attend the SLM School and 11 are part of the UPG sponsoring program.

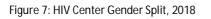
Long Term Impact

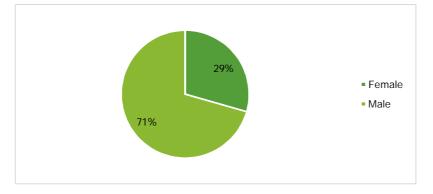
This project promotes the ALG double objects of Poverty Relief and of Advancement of Health and Disease Prevention:

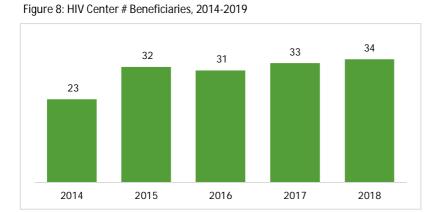
- Promote the inclusion of ill and vulnerable children in the school context, while providing them equal opportunities
- Raise awareness among families and their communities of the need for prevention and continuous care with regular medical support for HIV infected children

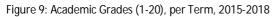
2018 Highlights

- The single most relevant piece of news was the very sad outcome of young **Belide**'s death in hospital due to respiratory complications. Belide was a very intelligent child that continued to be part of the SLM HIV Centre child group until his illness
- The Centre benefited from the presence of a volunteer psychologist from Maputo for the whole of July. The young Ácio worked as a volunteer offering to support his lodging, food and transport expenses. Initial feedback from the Vicentine Sisters, the children and the ALG Technicians in SLM was excellent. The Trustees voted to hire Ácio for the last quarter of the year, offering the underprivileged children in the Centre intensive professional psychological support for the first time.



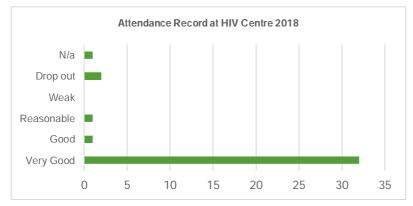














INFRA STRUCTURE



Famil y house Aurél io Gonçal ves Manj angue



Latrine El ídio Sitoe Manj angue









INFRASTRUCTURE - HOUSING





Location: Chokwé and Xai-Xai



Beneficiaries: 30

Families: 6 % Families with Girls: 3 % Orphans: 16% Hygiene Improvements: Immediate



£10'938 Project Costs = £3534 Per House **£337 Per Latrine**



Key Funders: ALG 2017 Gala Donours



What

Recovery or construction of Family Housing, including sanitary infrastructure

Who

In 2018, 6 families, in total 30 beneficiaries, of which 7 are part of the Sponsoring program and whose houses were in an extreme state of degradation.

Long Term Impact

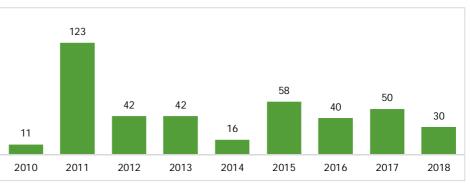
Promote the recovery and reconstruction of Family infrastructure to improve overall health and hygiene conditions. It is our belief that basic housing infrastructure is a primary source of **dignity** for these families.

2018 Highlights

ALG financed the construction of 3 new Family Houses (Alfa, Aurelio, Lucia) and 1 Latrine (Elidio) in the SLM school area, coincidentally all attending the SLM HIV Centre.

Furthermore, UPG financed 2 family houses in Xai-Xai - Elísio e Marta Alexandre, Francisco Aurélio Chiluvane.

Figure 11: Housing: # Beneficiaries, 2010-2018



INFRASTRUCTURE - OTHER



What

Construction or recovery of community or school infrastructure. It leverages ALG's intervention to a broader number of beneficiaries, in both the school and the community at large.

Who

In 2018, 154 children, all part of the UPG Sponsoring program, benefited from a new After School Room, built by ALG in the premises of the SLM school compound.

Long Term Impact

Support the school and community infrastructure to allow the environment around the child to progress away from poverty, with a focus on infrastructures that promote community empowerment and education.

2018 Highlights

ALG built a new After School Support Room in the School of Santa Luisa de Marillac. For the last few years, the After-School Classes took place in erratic facilities and were often disrupted. The After-School programme is a key strategic part of ALG's intervention at the school, so ALG decided to invest in its development and provide it with a longer-term and more sustainable solution.



Location: Manjangue







£4'953 Project Costs



Key Funders: ALG Gala



EDUCATION

PRE-SCHOOL EDUCATION



Location: Chongoene,



Chokwé, Xai-Xai # Beneficiaries: 226 % Girls: >60%



Weight Gain: avg increase 2Kg School Assiduity: High Family Involvement: High, inc. Family Contributions



£26'123 Project Costs = £8'708 Per School **£396 Per Child**



Key Funders: ALMT Foundation ALG 2017 Gala Donours



What

ALG Preschools offers underprivileged children between the ages of 3 and 5 the access to pre-school education, daily school feeding, dedicated teachers, school supplies and much affection.

Who

226 children aged 3-5 years old, split in 3 pre-schools: EFI - Escolinha Flor da Infância (#75), ESC – Escolinha Santa Catarina (#65) and Pré SVP- S. Vicente de Paulo (#59) in Xai-Xai, Chongoene and Chokwé, respectively, all in the Province of de Gaza, Mozambique.

Long Term Impact

In Mozambique, only 4% of children have access to pre-school education. At the ALG Pre-Schools, we further contribute to improve nutrition and hygiene, incentivise school assiduity and academic performance and, ultimately, reduce child delinquency.

2018 Highlights

2018 was a year of consolidation as the third and most recent pre-school, Pre-SVP, expanded to include two teachers overseeing two classrooms and good-quality daily lunch was secured with a newly hired cook.

The ESC pre-school benefited from a significant premises upgrade as the school was adapted to receive a Community Centre for skills-based courses that complement the community intervention in the area.

Figure 12: Pre-Schools: # Beneficiaries, 2009-2018



More About Our Pre-Schools

EFI - Escolinha Flor da Infância

Yearly School Programme: Financing of 2 meals per day, subsidies for 3 teachers, 2 cooks and head teachers, as well as an ALG Local Technician. The school also benefitted from maintenance works and new equipment.



Flower Sponsorship: Merit program for 27 children that

present good grades and are supported throughout primary school.

Volunteers: 1 Volunteer from UPG visited the ground. Catarina focused on teacher training and pedagogic support. She also developed new activities and explored new materials with the school.

ESC – Escolinha Santa Catarina

Financing of 2 meals per day, subsidies for 2 teachers, 1 cook, 1 helper, as well as an ALG Local Technician. The school also benefitted from maintenance works and new equipment. This year, maintenance works were significant as they included electricity installation, new windows, security bars and improvement plus painting

of both rooms in order to equip on premises a Community Centre.

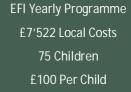
Pre-SVP - S. Vicente de Paulo

Financing of 1 school meal, school supplies, subsidies for 2 teachers and 1 cook as well as an ALG Local Technician.

Volunteers: 3 UPG volunteers on the ground. Carina, João and Nuno focused on teacher training and pedagogic support. They also developed new activities

and explored the use of new didactic materials with the school.





EFI Flower Scholarship £2'010 Local Costs 27 Children £74 Per Child (exc. to UPG)

ESC £10'555 Local Costs 65 Children £162 Per Child

SVP £4'414 Local Costs 59 Children £75 Per Child



SCHOOL FEEDING - SLM





Location: Manjangue



Beneficiaries: 900



% Girls: 48% School Drop-Outs: 2% Academic Progress: 92% in Classes w/ no exam; 87% in Years w/ exam School Assiduity: High

£25'074 Project Costs =



£28 Per Child Key Funders: RPHM Dydimus ALG Quiz Nights



What

The School Feeding program provides a daily meal at Santa Luisa Marilac (SLM) school.

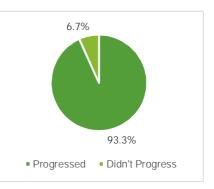
Who

>900 children attending the school, of whom 48% are female students. 156 of these are UPG Sponsored Children, typically the most vulnerable in a very underprivileged school.

Long Term Impact

Improve school attendance with the incentive of a free daily meal and increases school results by reducing child hunger during class times. Contribute to gender equality as many girls are required to stay home to cook for their relatives. Release family budgets by securing daily nutrition at school

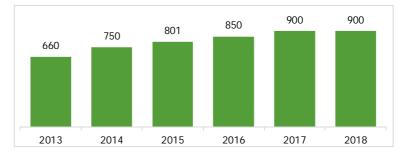
Figure 13: SLM School Feeding: Academic Progression, 2018



2018 Highlights

This program continues to be the single largest program for ALG in terms of scale of beneficiaries and funds required to run it on a multi-annual basis. 2018 was stable in terms of strategic changes with a continued focus on securing protein in weekly menus and logistic improvements such as new timetable shifts. One-off spend was limited to essential equipment such as plastic plates and glasses and better equipment for residue collection.

Figure 14: SLM School Feeding: # Beneficiaries, 2013-2018



AFTER SCHOOL SUPPORT



What

Small school-based centers offering Study Support classes for very vulnerable sponsored children on an after-school schedule. As a further incentive to assiduity, a snack (SLM) or warm lunch (SVP) Is included. This project strengthens the child's skills in subjects like Portuguese and Maths, but also develops study habits and addresses education on hygiene, health, social skills etc.

Who

In 2018, 379 beneficiaries, split in two schools: 154 in SLM (55% female) and 225 in SVP (58% female). All of the children are part of the UPG sponsoring program.

Long Term Impact

Improve academic results and progression, as well as, reducing school drop-out rates. Increase children's exposure to non-academic subjects, such as career guidance, leadership skills, civic education, etc.

2018 Highlights

In 2018, ALG decided to build a new **Classroom** for the After-School Support in SLM, overcoming the problem of being subject to random availability of an empty room on school premises. The students now have a predetermined fixed space to study and to receive qualified academic guidance.

The new initiative of **Sports Journeys** being held between the two poles of the SLM and SVP school continued with success, with the latest edition in August. The objective of these inter-school sports and academic days is to improve children's self-confidence, promote sportsmanship and competitiveness, while stimulating team spirit and joy.







Location: Manjangue, Chokwe



Beneficiaries: 379



% Girls: 56% Weekly Attendance: High



£5'485 Project Costs = £27 Per Child



Key Funders: ALG General Fun

ds

UNI SCHOLARSHIPS





Location: Manjangue, Chokwe, Xai-Xai, Chongoene



Beneficiaries: 13



% Girls: 15% Academic Progression: 69% # Graduates: 1



£6'576 Total Expense £470 per Scholarship, on average



Key Funders: One-to-one Individual Sponsor basis

What

Financing of academic expenses and financial support of living costs to underprivileged young students which demonstrate good academic performance and the ambition to pursue further studies.

Who

13 beneficiaries (10 university and 3 technical courses, of which 11 are young adults that were previously part of the UPG Sponsoring Program.

Long Term Impact

Opportunity to pursue higher academic studies for older children with good academic performance, emphasizing the investment in the family and community

2018 Highlights

Figure 15: University Scholarships

Nome	Curso	Universidade	2018	
Lourenço	Accounting and Auditing	Gwaza Muthine	Disqualified in 2018. Was Year 2 (of 4)	
Silvestre	Teacher	Inst. Formação de Professores (Chongoene)	Year 2 (of 3)	
Alfredo	Public Administration	Gwaza Muthine	Year 1 (of 3)	
Carla	Food Hygiene	Universidade Leonde	Disqualified in 2018. Was Year 3 9of 4)	
Artimisa	Zootechnical Engineering	Universidade Leonde	Year 1 (of 4)	
Anselmo	HR Management	Universidade Leonde	Year 2 (of 4)	
Adriano	Public Administration	Universidade Leonde	Year 2 (of 4)	
Pedro	HR Management	Universidade Leonde Year 2 (of 4)		
Júlio	Engeneering and Mining	Inst. Superior Politécnico de Tete	Submitted end of cou monography (4 Years)	
Vasco	Teacher	Universidade Pedagógica de Chokwé Year 4 (of 5)		
llídio	Public Administration	Instituto de Chokwé	Year 2 (of 2.5)	
Orcídio	Public Administration	Instituto de Chokwé	Year 1 (of 4)	
Cristovão	Secondary School	Chokwé	High School (year 12)	

TECHNICAL EDUCATION

Certified IFPELAC



What

Technical and professional courses for UPG Sponsored children. Run over 4-months in state centres, outside of the academic timetable. Part of a partnership with local state institute IFPELAC who provide the monitors, the premises and an official certification to graduates.

Who

Older children under the UPG Sponsoring program looking to learn skills-based techniques in areas with local market demand such as electricity, plumbing, painting, sewing, secretarial, etc.

Long Term Impact

Opportunities for underprivileged young adults by providing them with technical education to increase their employability.

Potential to develop domestic economy and production and for generating new sources of income in a very limited rural economy.

2018 Highlights

Cursos de Educação técnica	Num. Benenciarios
Chokwé - IFPELAC FASE II	45
Chokwé - IFPELAC FASE III	16
Xai-Xai- IFPELAC FASE I	10
Xai-Xai- IFPELAC FASE II	9
TOTAL	80

Community Centre ESC

66



What

Technical and professional courses on Baking and Sewing for community members. Run over 4-months in the ALG-run Community Centre of the Escolinha Santa Catarina (ESC) in Chongoene. Certified externally by IFPELAC.

Who

Parents and young members of the local community inclined to learn skills-based techniques in areas with local market demand such as baking or sewing.

Long Term Impact

Focused on providing technical skills for community development and woman empowerment to fight the cycle of poverty. Potential to create domestic production for generating new sources of income in a very limited rural economy.

2018 Highlights

Pilot Project included 34 Mothers of the Community –



17 in Sewing and 17 in Pastry and Cooking. 17 selected to receive official certification, all successfully passed the course.



Location: Chongoene, Chokwé, Xai-Xai



Beneficiaries: 114



IFPELAC Technical Courses: 80 ESC Community Center: 34



£7'880 Project Costs = £41 Per Beneficiary



Key Funders: ALG General Funds



SUSTAINABILITY

INCOME GENERATION



Location: Chongoene



Beneficiaries: 6



Families: 6 % Women: 80% Re-financed: 4



£1'693 Project Costs



Key Funders: Individual Donours

What

Financing small individual- or family-led businesses in the local community with the potential to generate income.

Who

Carers of children under the UPG Sponsoring programme.

Young adults from the community with an entrepreneurial spirit and an historic connection to ALG.

Long Term Impact

Stimulate a culture of entrepreneurship among the communities Strengthen the local economy and financial independency in the families Promote youth employment

2018 Highlights

NEW: Wesley Beauty Salon, Chongoene. Developed by the ALG long-time Local Technician Arnaldo. Stimulates female emancipation as led daily by his wife and a female friend.

NEW: *Mummy* Judite Sales Counter, Manjangue – a village resale counter developed by Judite, the mother of Sponsored child Albino. It allows the family a secure flow of income through reselling local produce such as vegetables, soap, pens, popcorn, etc.

EXISTING: 3 Village Sales Counters, Chokwé: cash injection into 3 existing business of local *Mothers*, started in 2016.







THE MOZAMBIQUE CONTEXT

The World Bank released the following **Mozambique Country Data** in March 2019, reinforcing the need to further invest in education in the country:

- Mozambique continues in a **slow growth trajectory** that followed the 2016 hidden debt crisis.
- Macroeconomic conditions are improving, but the economic performance is yet to revert to the pre-crisis levels.
- Real gross domestic product (GDP) growth is estimated at 3.3% in
 2018, down from 3.7% in 2017 and 3.8% in 2016. This is well below the 7% GDP growth achieved on average between 2011 and 2015. A slight recovery in growth is expected in the upcoming years. World Bank projections sit around 4% of GDP for 2019 and may be higher in the medium term if gas production investments are materialized.
- Small and medium enterprises have fallen back and their capacity to generate jobs has been restricted even further as credit supply and demand for goods and services remains constrained.
- Inflation has eased to 3.5% roughly the pre-crisis levels, supported by a cautious monetary policy stance, stable currency, and stable food prices.
- Debt levels remain unsustainably high. External debt declined from 103.7% of GDP at end-2016 to an estimated 85.2% by end-2017, mainly due to the **appreciation of the metical**. (See <u>Notes to Financial Statements</u> for additional information)
- A major challenge for the economy is to diversify away from the current focus on capitalintensive projects and low-productivity subsistence agriculture toward a more diverse and competitive economy, all the while strengthening the key drivers of inclusion, such as **improved quality education** and **health service delivery**, which could in turn improve social indicators.



FUNDRAISING IN 2019

Funds of £60'799 were 58% down on the back of a very strong year in 2017, where ALG hosted its flagship Gala event. Adjusted for the Gala, funds were still down 17% YoY.

Fundraising Highlights

Grants £24'592 (Last Year £30'861)

Grants were a key source of fundraising with strong contributions by The Egmont Trust and the ALMT, an area that, despite requiring a high investment in human resources typically secures multiannual funding. Notable grants include:

• £11,083 received from the **Egmont Trust** for the HIV Centre on the 21st March

• £8,509 received from **ALMT** for the EFI Pre-School on the 2nd July

• £5,000 on an inaugural Grant from **Didymus** for SLM Feeding on the 7th March

ALG Challenges £14'612 (LY £22'445)

The Royal Parks Half Marathon continues to be one of the largest fundraising events of the year with **£11'917** of funds raised. In 2018, we had 20 runners, more than the 18 in 2017. Funds raised were £551 per runner (LY £726), which is still above the ALG requested commitment of £350 per runner. This event continues to be an important source of funds and awareness, as well as expansion of the network for ALG, as every year new runners bring their friends and family into ALG. Moreover, it is common to have a group of repeat runners who are building loyalty to our cause.

Personal challenges totalled £2'695 (LY £3'446) with notable challenges including our Chairman's Birthday Celebration (*Mother to Mother* – *for Young Women in Mozambique*) and our Ambassador Joao Garcia Pereira Fundraiser for Technical Courses (*What's next, how can you help?*) and our Ambassador Ana Rita Santos Fundraiser for Pre School Education (*Run the 10 miles of the Rocky Balboa Race*).

Regular Donations £7'224 (LY £3'850)

ALG Regular Donors contributions doubled in 2018, which is an important achievement for the sustainability of our small Charity. The largest component comes from 2 large repeat donors which have been with the Charity for several years. Approximately 20% of regular funds are now from donors pledging monthly donations to ALG. A further regular donor base includes our University Scholarship Donors, who make a multi-annual commitment to support our students through their studies and constitute c. 15% of the regular funds. This is an area where the Trustees will continue to focus.

Events £5160 (LY £71'429) ALG returned to hosting its bi-annual Quiz Nights in March and September. Funds arise mostly from ticket sales as well as Raffles of donated items. Even though these are not high-income events, they are positive to maintain engagement with our Charity. The large differential YoY is driven by the ALG Gala held in 2017.

We are grateful to all our sponsors and friends that contributed to our fundraising activities in 2018!

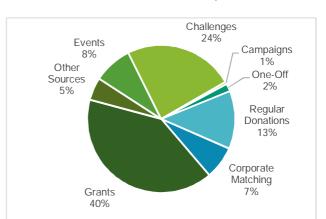


Figure 17: ALG RPHM18 Team



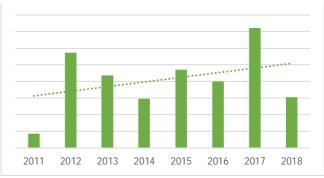


Figure 16: ALG Annual Funds raised, 2011-2018 (and Trendline)

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FINANCIAL SUMMARY

2018 in Review

Figure 18 - YoY Financial Performance FY17-FY18

The Trustees recognised a relatively weak year in terms of fundraising amply compensated by a strong investment in multi-annual and oneoff projects on the ground over 2018. This was anticipated after the strong performance of 2017 with the ALG Gala and the accumulation of funds to deplete at need over the subsequent years.

		FY'17		FY'18	
Sources of Funds	£	144,263	£	60,799	
Project Costs	£	68,969	£	105,463	
Fundraising & Admin	£	13,966	£	3,179	
Total Expenditure	£	82,935	£	108,641	
Net Balance	£	61,328	-£	47,842	

Key Financial Metrics

ALG raised an average £87'692 thousand for its charitable activities in the last 5 years. The fluctuation in the level of funds over the last 5 years is mostly affected by the one-off Gala event. Adjusted for the Gala, the average yearly funds raised is £73'358, which makes 2018 a below average year.

Historically, ALG accumulated **reserves** over the years, carefully building its reserves and expanding its project areas. In 2018, this was reversed, mostly given the large amount of funds raised in 2017 which allowed ALG to expand project areas in 2018.

The Trustees keep a close focus on the cost-to-income ratio and expect to be able to keep it as target at under 10%.

Note: Admin adjusted for RPHM slots from previous year due to invoice delays.

Figure 19: Key Financial Metrics, FY14-FY18

		FY'14	FY'15	FY'16	FY'17	FY'18
Sources of Funds	£	59,070 £	94,387 £	79,940 £	144,263 £	60,799
Net Cash Balances	£	4,491 £	13,743 £	27,007 £	61,328 -£	47,842
Cumulative Cash Balar	£	55,629 £	69,372 £	96,380 £	157,708 £	109,866
% Funds Disbursed		86%	77%	63%	48%	173%
Cost Income Ratio		6%	5%	8%	10%	5%

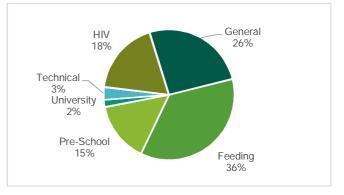
Funds Financial Review

ALG dedicates its activities to i) advancement of education, ii) the relief of poverty and iii) the advancement of health and prevention of disease. The area of **Education** is prevalent both in terms of funds raised and funds disbursed to the ground.

£60'799 Funds Raised

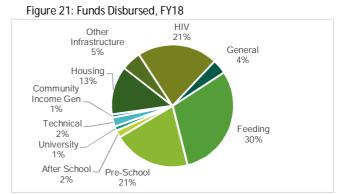
The area with the largest amount of funds raised in 2018 was <u>School Feeding</u> in the SLM School at £31'830. This continues to be ALG's largest individual project on the ground. The <u>HIV</u> <u>program</u>, also dedicated to the SLM School, is our second largest program at £11'083. ALG seeks to raise a large amount of funds that are unrestricted in nature ("General"), in order to keep its flexibility and respond to needs on the ground for deeper intervention around its key beneficiaries.

Figure 20: Funds Received, FY18



£105'643 Mozambique Funds Applied

An historic high of £105'463 was disbursed in 2018. The 54% annual increase in disbursements reflects a deeper investment in the child through both multiannual and one-off projects. ALG applied its funds towards 9 project areas. Education received the most funds, with 56% of overall funds across project areas including academic and technical education. There continues to be a strong investment in multi-annual projects in Poverty Relief (HIV Centre), Feeding, Pre-Schools and After-School. Notable one-off projects include the renewed after

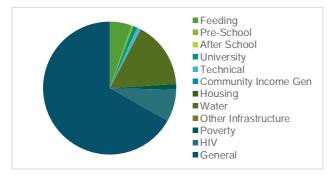


school room for SVP, the extensive renovation works at the ESC school to launch a Community Centre and the SLM Housing programme. ALG continues to recognize the importance of the ALG Coordinator in Mozambique, **Hilario Langa**. The Coordination Costs represented 4% of project spend directed towards the payment of an annual salary and key coordination expenses.

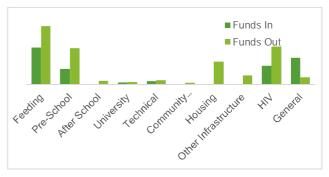
Fund Balances

As of year-end 2018, ALG had £109'867 in Cash Balances, the majority of which in the General Fund, which allows the Trustees flexibility in its application.

Figure 22: Cash Funds, Year End 2018



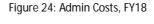


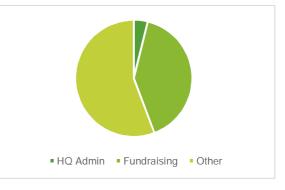


Admin Costs

The financial year registered a ratio of admin to funds raised of 6% admin to funds spent, well in excess of the Charity's conservative target of keeping admin below the 90p per pound threshold.

A large part of the fundraising costs are the costs related to our **Local Coordinator** in Mozambique, Hilário Langa, as previously mentioned. These amounted to £4'001 vs. £2'360 in 2017. Besides these, **£2'902 of Fundraising costs** (£13'705 in 2017) are mostly dominated by the acquisition of the RPHM'18 charity slots and other smaller fees related to fundraising websites and card payments. Other HQ Costs of £277 include bank charges





and software costs. Staff at UPG Portugal are employed and paid by UPG Portugal, but they contribute extensively to the work done by ALG. Part of these staff costs are embedded in Project Costs financed by ALG. Despite this *de facto* cost share, there are immense synergies in this cooperation allowing ALG to maintain a very low-cost base. The Trustees remain committed to support the key charitable objectives of the charity with minimal headquarter and admin costs.

FINANCIAL STATEMENTS

CC Receipts & Payments Report

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Statement of Financial Position

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NOTES TO FINANCIAL STATEMENTS

Accounts

The ALG accounts are reported on a standalone basis and based on receipts and payments accounting. Additionally, we refer to Project Expenses or Project Costs throughout the document, which refer to the local project expenses, which may or not be the same as the disbursements made to the ground. When an excess or deficit remains, it is carried over to the next year of the project. We show project accounts inclusive of the projects co-funded with UPG.

Reserves

ALG received funds of £60,799 in 2018. At year end, Cash Funds stood at £48,537, a *69% decrease* year on year. The strong cushion of reserves built after the flagship Gala Event of 2017 has been depleted on a conservative basis over the years as anticipated. The Trustees were comfortable investing the Charity's ample reserve of unrestricted funds into a more dynamic intervention that sought to deepen the impact on each child through a wider range and often more tailored offering.

While cash balances stood at 80% of funds raised during the year (vs. 109% in 2017), cash available well exceeded the Trustees' reserves goal of 5% per year. The Trustees continued to enforce their policy towards a conservative management of charitable funds, with reserves readily available for emergency poverty relief or unexpected requirements.

Fund Balances & Adjustments

YE'18 Beginning of Year Adjustments

Given the end of project for selected Uni Scholarship Students, beginning of year adjustments were done to reflect closed projects or projects were funds were due to be returned to general funds from 2017: Eduardo Chongo (£567.47), Joaquim Balaze (£9.13) and Vasco Mangane (£270.15). *YE'18 End of Year Adjustments*

The Trustees agreed on the following *end of year adjustments* to the 2018 accounts, resulting in a **General Funds net utilization of £35'336**:

- Housing, by £13'500, as this area raised no funds in 2018 and was financed on the back of the ALG 2017 gala
- Pre-Schools, by £13'045, mostly towards the EFI school
- Other Infra-structure, by £5'450
- After School by £2000, towards SVP
- Community Income Generation by £920 as funds received by the donor were delayed

These adjustments reflect the Charity's policy of not carrying negative balances on individual project funds, and potentially covered by General Funds, with detailed explanations available at request. Furthermore, the Trustees decided to allocate remaining balances in the **Literacy Funds** to the newly launched ESC Community Center, as there are no current plans to launch further Literacy courses and the target group of the 2 programs is the same.

FX

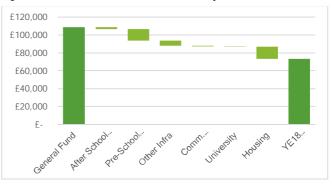
2018 was a relatively stable FX year with the metical to GBP rate appreciating 4% between year open and year close, leading to a muted negative effect in terms of applying the Charity's reserves. The rate reached a high of 84.86 MTN/GBP in March which coincided with the first disbursement, but no pronounced effect was felt either way.

It should be noted that support of both the multi-year and one-off programmes implemented by ALG has not been at financial currency risk over the past 3 years, even as the metical reached period historical highs of 65.6 MTN/GBP in January 2016 vs period historical lows of 99.8 MTN/GBP in September that year. The Charity's project budgets always include a conservative 5% FX and inflationary buffer to protect the impact of the significant reserves of the Charity. The Trustees also seek to keep a low cash balance of funds in local currency under the Mozambican bank account in order to minimise local inflationary and depreciation risk. Balances will, by

Figure 25: Reserves YE18



Figure 26: YE18 End of Year General Fund Adjustments



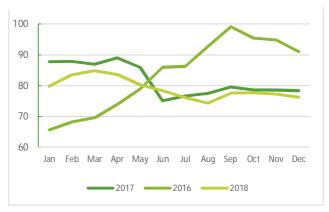
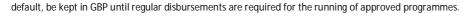
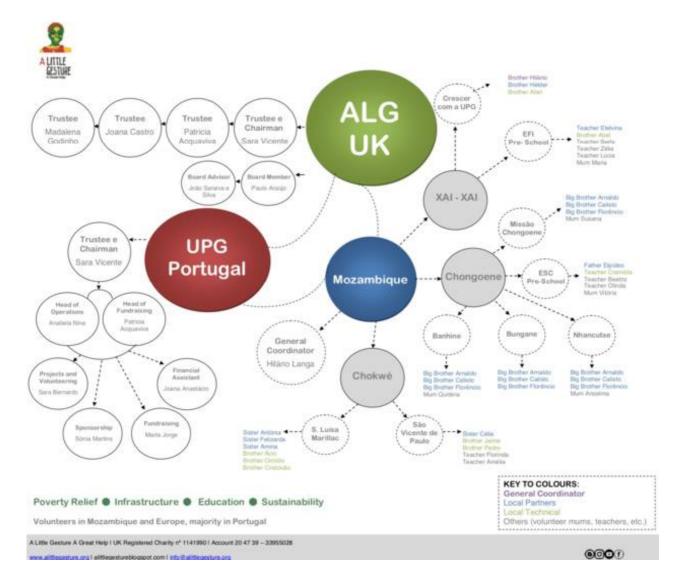


Figure 27: FX MZN to GBP





ALG STRUCTURE & SISTER CHARITY UPG

OUR LOCAL PARTNERS

A Little Gesture A Great Help led its **eight year of operations in Mozambique** consolidating its presence in the Xai-Xai region programmes and in the proportionately larger Chokwé region programmes through its established network of **six Local Partners**. This network of partners is present daily on the ground and receive the Charity's disbursements to implement local projects. In 2018, this group was composed of:

Chongoene Communities: Father Alex and Elpideo

In the Chongoene rural communities, change in the supervision by the parish priests responsible for the local projects: Ft Elpideo kept his supervision of the ESC Pre-School in Chongoene with the support of Local Technician Cremilde T. while Ft. Alex moved mid-year to another parish in the province. The ALG Technician Arnaldo M. continued his excellent work with the local communities and is now helped by long-time ALG supplier and community leader Big Brother Calisto in all the Chongoene communities' projects.



Chokwé: Vicentine Sisters

No change in the Chokwé region with the Vicentine Sisters Daughters of Charity heading the two hubs on a fully volunteer basis: Sister Celia in the large SVP school and Sister Antónia in the wide-reaching programmes of the SLM school. These partners continue to forfeit their potential subsidies from ALG on their work as Local Partners. Technicians Jaime M. (SVP), his brother Orcídio M. (SLM) and Cristovão N. (SLM) continue to support the Sisters in their work.

Escolinha do André: Dominican Sisters

In Xai-Xai, the historic partnership with the Dominican Sisters was adjusted to a tri-party partnership with long-term ALG Technician Helder M, given the lack of local human resources to supervise the project by the Dominican Sisters. This change into a more dynamic partnership has allowed ALG to launch several initiatives over 2018 such as Certified Technical Courses with the older students from this programme.



Escolinha Flor da Infância: Teacher Etelvina

In the Marien Ngouabi village, Teacher Etelvina remains our longstanding nonreligious Local Partner running the EFI school. ALG has finally enrolled a muchneeded Local Technician of quality and of her trust, the young Abel N., to support her in her work.

ORGANIZATIONAL UPDATE

Trustees Update

In January 2018, the 3 Founding Trustees welcomed ALG Ambassador Madalena Godinho Ramos as the new Trustee to join the Charity. The new addition will broaden the network of people reached by the Charity in the London financial services industry as well as strengthen even further the financial backgrounds of the Trustees managing the operations. Ms Godinho also benefits from having visited ALG operations in Mozambique in September 2016 on a volunteer capacity.

As such, in 2018, ALG benefited from 4 actively operating Founding Trustees. The Trustees gathered formally on three occasions² and informally on several occasions alongside numerous phone calls and email exchanges for process updates.



Sara Vicente Barreto

Sara is Portuguese and graduated in Economics at the Universidade Nova in Lisbon. Sara was a volunteer in Mozambique in early 2004, where she worked for 4 months in the charitable "Escolinha do Andre" with the Dominican Nuns. Upon her return, she moved to London and decided to found the Portuguese charity Um Pequeno Gesto Uma Grande Ajuda ("UPG"). After 3 years in Investment Banking she left to Boston to pursue an MBA at Harvard Business School. This allowed her to spend more time working for the Portuguese organization, to increase her network and to gain work experience in micro-finance in Mozambique with Opportunity International. After business school, she returned to work in Investment Banking in London and

also launched an entrepreneurial venture on the online legal services space.

In late 2010 Sara engaged a group of London-based volunteers to set up a UK charity to further the support already offered by UPG to the children in Mozambique. She created and is currently Chairman of A Little Gesture A Great Help (UK) and kept her position as CEO and CFO for UPG (Portugal). Sara is fluent in Portuguese, English, German and Spanish, speaks basic French and Italian and is an active blogger. She two small children and lives in London.

Patricia Vicente Acquaviva

Patricia moved to London in 2000 to work in Investment Banking. After eight years covering areas ranging from equity research to leveraged finance, she left the industry to pursue other interests. Following several years of involvement with the Portuguese charity Um Pequeno Gesto, as a sponsor for a child since its inception and later as a member of the Fundraising team, she decided to join her sister Sara V. in creating the UK Charity A Little Gesture A Great Help. She currently holds the responsibilities of Treasurer and Secretary to the Trustees. She has moved to Lisbon in 2014 and is also head of fundraising in Portuguese sister charity Um Pequeno Gesto.



Patricia graduated in Economics at the Universidade Nova in Lisbon and studied briefly in HEC Lausanne, Switzerland. Patricia is fluent in Portuguese, English, Italian and basic French and has three children.

Joana Castro



Joana was born in Portugal and graduated in Economics at the Universidade Católica Portuguesa in Lisbon. Following a summer internship experience in 2006, she moved to London in 2007 to work in Investment Banking. After three years of advisory to financial institutions across several countries, Joana joined the European Bank for Reconstruction and Development (EBRD) in London, focusing on the establishment of private equity funds throughout CEE, Central Asia and North Africa. In 2016, she moved to a Swiss asset manager and continued her private equity role in European countries.

As a result of her involvement with the Portuguese charity Um Pequeno Gesto, as both a child sponsor and more recently a member of the Fundraising team, Joana decided to join Sara in creating the UK Charity A

² Detailed meeting minutes are available for dates 22nd March 2018 (#27), 6th July 2018 (#28) and 23rd November 2018 (#29)

Little Gesture A Great Help in 2010. Joana is fluent in Portuguese, English, Spanish and speaks basic French and Russian. After 11 years in London, she moved to Geneva at the end of 2017.

New Trustee: Mrs Madalena Godinho Ramos

Madalena is Portuguese and moved to London in 2012 to do her MSc in Finance at Imperial College. Prior to working at a large alternative fund, she also worked in investment banking for 2 years and in strategy consultancy. Madalena became involved with A Little Gesture in 2014 when looking to be more involved in charity work. She became an Ambassador for ALG shortly thereafter and became a Trustee for the Charity in December 2017.



Resignation of Trustee Mrs. Margarida Villas-Boas

Ms Villas Boas was, in essence, a non-executive Founding Trustee, with no day-to-day involvement in the Charity's activities apart from occasional fundraising support, who recently relocated to Portugal and effectively and formally resigned from the Charity's Trustee in December 2017. Ms Villas Boas is engaged to reignite her connection to ALG through a formal relationship with UPG Portugal.

ALG Board Update

The Board of Advisors for ALG was enforced with the successful addition of Paulo Araujo in late November.

- Mr Araujo is a senior addition to the Charity with considerable connections in the Anglo-Portuguese financial industry and a
 network expanding to Mozambican financial entrepreneurs. The Trustees were encouraged by his diligence to date with a list
 of senior targets already lined up and some of them approached by Mr Araujo.
- Mr Saraiva e Silva was also present in one of the Board meetings with Mr Araujo to line up a potential strategy to approach in the following year.

ALG Ambassadors Update

The organisation continued to run an informal network of support through the running of ALG Ambassadors, dedicated to increase awareness and occasional fundraising initiatives on behalf of the Charity. This network was not particularly active during 2018 and will be a point of renewed focus from the Trustees in 2019.

Volunteers and In-Kind Contributions

In order to sustain the Charity's goal of 90p per pound received applied locally, the ALG team at headquarters (HQ) continued to employ no paid staff and is composed in full of volunteers.

- These volunteers devoted their time and resources to ALG at their own expense, mostly from remote locations working webbased, attending conference calls, supporting on several areas such as grant making, event planning and support, group design and image, translation services, etc.
- Admin Costs at ALG are typically composed of third-party, non-negotiable costs incurred by fundraising activities held at HQ.

The contribution made by volunteers and in-kind donations over 2018 were at a much lower level than in 2017 where they were a key part in the success of the ALG Gala Event. The current year saw the Trustees make a big investment in programmes on the ground and less time dedicated to active fundraising and the nourishing of volunteers in the UK. We highlight the following contributions by volunteers at HQ over 2018:

- Volunteer Pedro Reis continued his historic support as pro-bono auditor of the Charity's accounts
 Volunteer Nicola Agyare continued her work as a Small Grants Volunteer and her support to the Chairman on financial
- bookkeeping
 Several volunteers remotely based continued their support to daily operations: Ana Champalimaud for graphic design, Rita Costa for translation services, etc
- All operational running costs in the UK of a personal nature transport, food, communications, IT were generously supported by the Trustees and UK volunteers at their personal expense.

In terms of volunteers on the ground over 2018, 5 travelled to Mozambique over 2018 through a selection process and training by UPG Portugal:

- Manos João Domingues and Carina Osório, followed by Mano Nuno Dias, in the schools of SLM-Manjangue and SVP-Chokwé;
- A temporary visit by the more regular volunteer and speech therapist Mana Catarina Domingues, to the pre-school SVP;
- Mano João GP, one of the ALG's largest donors, in the intervention area of Xai-Xai/Chongoene and instrumental to the launch of the CC ESC.

Sister Charity UPG

A Little Gesture is intimately linked and works in close cooperation on the ground with Portuguese Charity **Um Pequeno Gesto Uma Grande Ajuda** ("UPG"). This cooperative relationship is managerially and financially independent but benefits from UPG's extensive experience since its inception in 2004. The two entities share volunteer resources at headquarters level including the daily physical presence of ALG Trustee Patricia Acquaviva and the Chairman role on a remote basis of ALG Founder Sara Vicente Barreto. The two entities also share flow of information related to its respective projects in Mozambique from common Local Partners.

In 2018, UPG Portugal made a **significant investment in Human Resources** with the hire of a new *Projects Assistant* and a new *Financial Assistant*, the latter a new role. Both work closely with two senior members of the team a Sponsoring VP and a Fundraising VP. All staff reports to a Portuguese Executive Board of 3 Directors, on a volunteer basis, including Mrs Vicente Barreto and Mrs Acquaviva. ALG therefore benefits on a goodwill basis from work performed by the full-time paid and volunteer staff employed by the Portuguese organisation. Accounting and activities funding remain formally independent between the two organisations, although both vote on the co-financing of projects and pro-forma results can be made available to donors upon request.

ALG benefits on a goodwill basis from work performed by 3 full-time paid staff employed by the Portuguese organisation. The funding of activities and accounting remain formally independent at the two organisations though they are made available to financers on a management pro-forma basis.

GET INVOLVED

WHAT MONEY CAN BUY



One month in a Pre School



One month Per Child in the HIV Centre

£1



One year of School Supplies per Child, in the School Support Program



Provides 380 blocks to Build a Latrine

Your support is key for us to continue to develop our action and provide A Great Help for the children of Mozambique

Donate

Donations are the lifeblood of our activities. Thanks to your generosity we can reach more children, with greater depth. We particularly encourage donors to join as regular givers. Don't forget to provide us with your Gift Aid Declaration, so that we can claim an additional 25p for each 1£ that you give at no extra cost to you.

Bank Details: Sort code: 204739 | Account no: 33955028 Online: <u>VIRGIN MONEY GIVING</u>

Fundraise for ALG

Whether you like to host events for friends, do a bake sale, run a marathon or a triathlon or just pledge your birthday for ALG, join our supporters and help ALG spread the word.

Engage your Business

Bring us to your workplace for a dress down day or a campaign with your employees. For small businesses we offer excellent marketing opportunities through participations for our Quiz Night Raffles.

Engage your School

Bring us to your school (or kids) school for a talk on giving back and life in Mozambique. We can help you run engaging campaigns with the children and offer tailored solutions to each school's requirements.

Stay engaged

Keep up with our news in our newly launched blog at http://alittlegesturestories.org

A Huge Thank you to Our ALG Supporters

OTHER BITS

List of Acronyms

ALG – A Little Gesture CC – Community Centre CEO – Chief Executive Officer CFO – Chief Financial Officer EFI – Escolinha Flor da Infância Pre-School ESC – Escolinha de Santa Catarina Pre-School FX – Foreign Exchange FY – Fiscal Year GBP – British Pound GDP – Gross Domestic Product HIV – Human Immunodeficiency Virus HQ – Headquarters IFPELAC – Alberto Cassimo Laboral Studies and Professional Education Institute IS – Infra-structures KPI – Key Performance Indicators MZN - Mozambique RPHM – Royal Parks Half Marathon SLM – Santa Luísa de Marillac School SVP – São Vicente de Paulo School UPG – Um Pequeno Gesto Y-O-Y – Year-over-year

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CHARITY COMMISSION FOR ENGLAND AND WALES

Independent examiner's report on the accounts

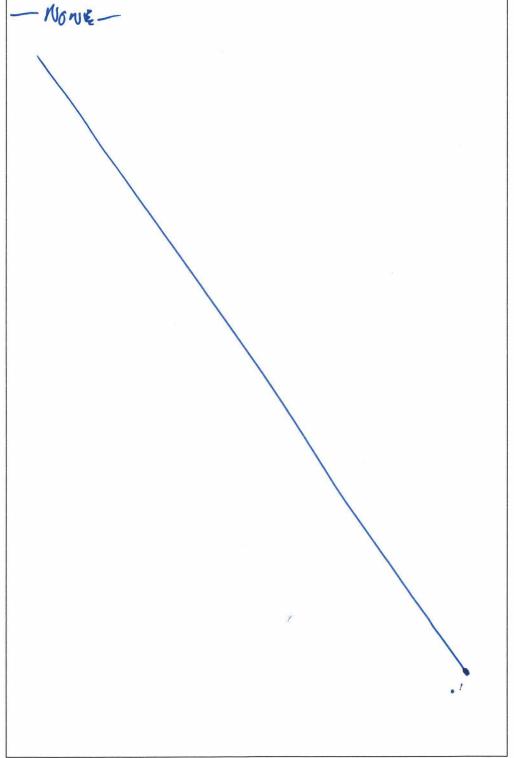
Section A I	ndependent Examiner's Report				
Report to the trustees/ members of	A Little Gesture A GA	LEAT HELP			
On accounts for the year ended	31.12.2018	Charity no (if any)			
Set out on pages	(remember	to include the page numbers of additional sheets)			
	I report to the trustees on my examination charity ("the Trust") for the year ended $f 2$				
Responsibilities and basis of report	As the charity trustees of the Trust, you a of the accounts in accordance with the reacount ("the Act").				
	I report in respect of my examination of the Trust's accounts carried out under section 145 of the 2011 Act and in carrying out my examination, I have followed the applicable Directions given by the Charity Commission under section 145(5)(b) of the Act.				
Independent examiner's statement	 I have completed my examination. I confirm that no material matters have come to my attention (other than that disclosed below *) in connection with the examination which gives me cause to believe that in, any material respect: accounting records were not kept in accordance with section 130 of the Act or the accounts do not accord with the accounting records 				
	I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in order to enable a proper understanding of the accounts to be reached. * Please delete the words in the brackets if they do not apply.				
Signed:	1R1	Date: 28.10.2019			
Name:	PEUNO DOS SANITOS RETS	Ť.			
Relevant professional qualification(s) or body (if any):		c			
Address:	FLATS, 1 GLOUCESTER STRE SWIV 2005	eet			

Section B

Disclosure

Only complete if the examiner needs to highlight matters of concern (see CC32, Independent examination of charity accounts: directions and guidance for examiners).

Give here brief details of any items that the examiner wishes to disclose.



CC Receipts & Payments Report

Charity name: A Little Gesture UK

Charity number: 1141990

For the period from 01/01/2018 to 31/12/2018

Receipts and payments						
	Unrestricted funds	Restricted funds	Endowment funds	Total funds	Last year	
	£	£	£	£	£	
Receipts						
Voluntary Receipts	15,780	45,020	0	60,800	144,263	
Fundraising Activities	0	0	0	0	0	
Investments	0	0	0	0	0	
Charitable Activities	0	0	0	0	1	
Other Receipts	0	0	0	0	0	
	15,780	45,020	0	60,800	144,264	
Asset and Investment sales etc						
Total receipts	15,780	45,020	0	60,800	144,264	
Payments						
Voluntary Income Costs	0	0	0	0	0	
Fundraising Costs	50	2,852	0	2,902	13,705	
Charitable Activities Costs	4,001	101,462	0	105,463	68,969	
Governance Costs	273	4	0	277	262	
	4,324	104,318	0	108,642	82,936	
Assets and investments gains/losses	0	0	0	0	0	
Total payments	4,324	104,318	0	108,642	82,936	
Excess of receipts over payments	11,456	-59,298	0	-47,842	61,328	
Transfers between Funds	-35,336	35,336	0	0	0	
Cash Funds Last Year End	98,729	58,980	0	157,709	96,380	
Cash funds this year end	74,849	35,018	0	109,867	157,708	

CC Statement of Assets & Liabilities

Charity name: A Little Gesture UK Charity number: 1141990 At the period ending 31/12/2018

	Details	Unrestricted funds	Restricted funds	Endowment funds
B1 Cash funds				
	CASH FUNDS	74,849.75	35,017.25	0.00
	Total cash funds	74,849.75	35,017.25	0.00
		Unrestricted funds	Restricted funds	Endowment funds
B2 Other monetary assets				
	OTHER MONETARY ASSETS			
		Funds to which	Cost (optional)	Current value
		asset belongs	Cost (optional)	(optional)
B4 Assets retained for the charity's o	wn use			
	OFFICE EQUIPMENT FIXTURES & FITTINGS			
		Funds to which liability relates	Amount due (optional)	When due (optional)
B5 Liabilities				

LIABILITIES