



Plan It

Always

2009

Make your impact!

ICX



Kazakhstan:

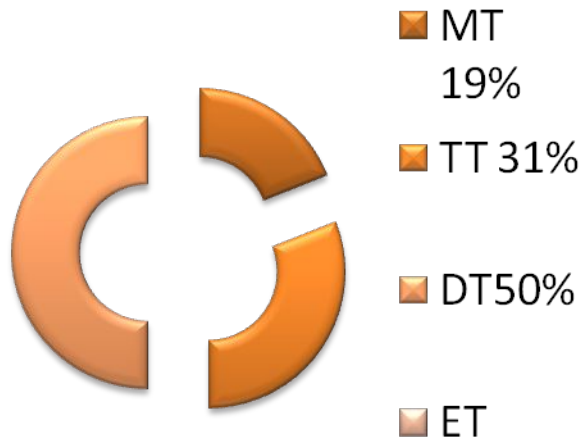
- Total Available TNs : 24
- Total Available EPs : 135

LC Almaty

- Total Available TNs : 24
- Total Available EPs : 132

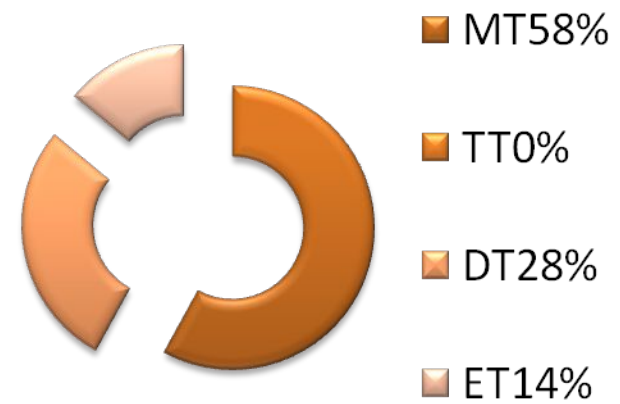


Re 07-08



Total: 16

Re 08-09



Total: 7



- 
- USA 3
 - Brazil 2
 - Netherlands 1
 - Poland 3
 - Kenya 1
 - Austria 1
 - Czech Republic 2
 - Colombia 2
 - India 1
 - Germany 1
 - Russia 1
 - China 1
 - Turkey 1
 - Latvia 1

X Performance Indication Report Total

Delivery time (in days)

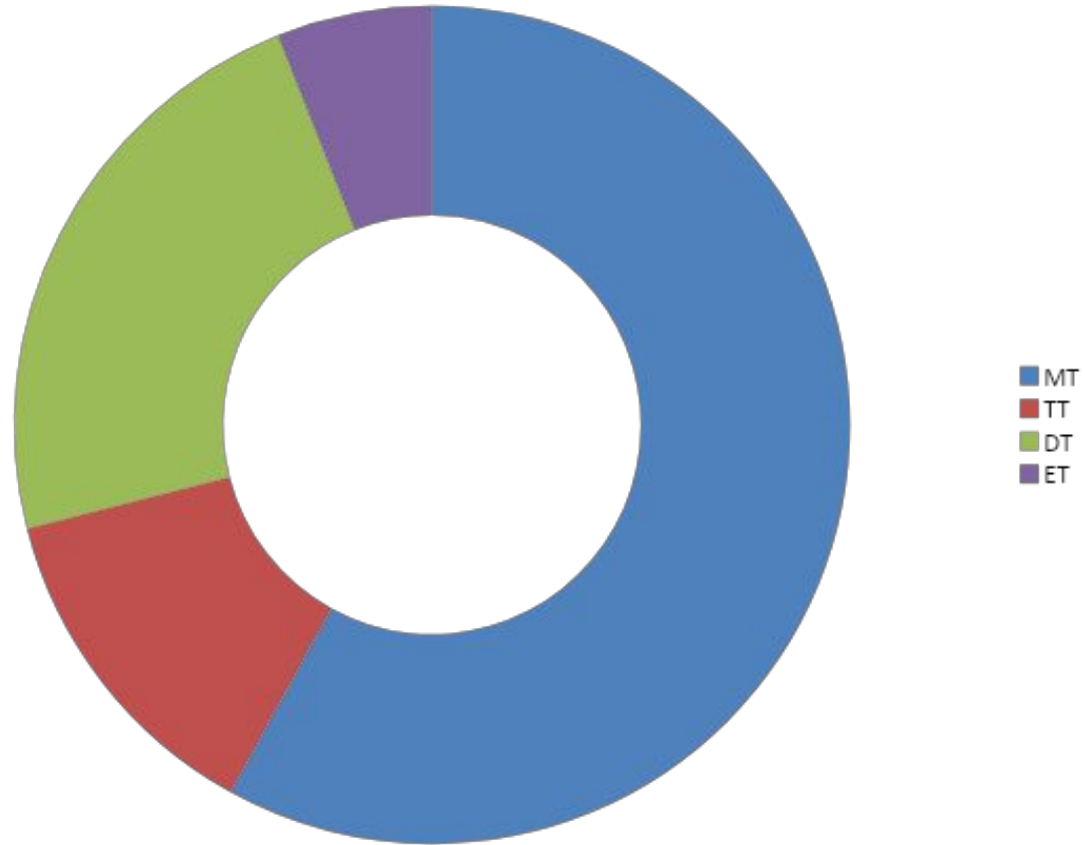
- 2007- 242 days
- 2008- 252days
- Beg. 2009- 70 days



Outgoing Exchange

Current state

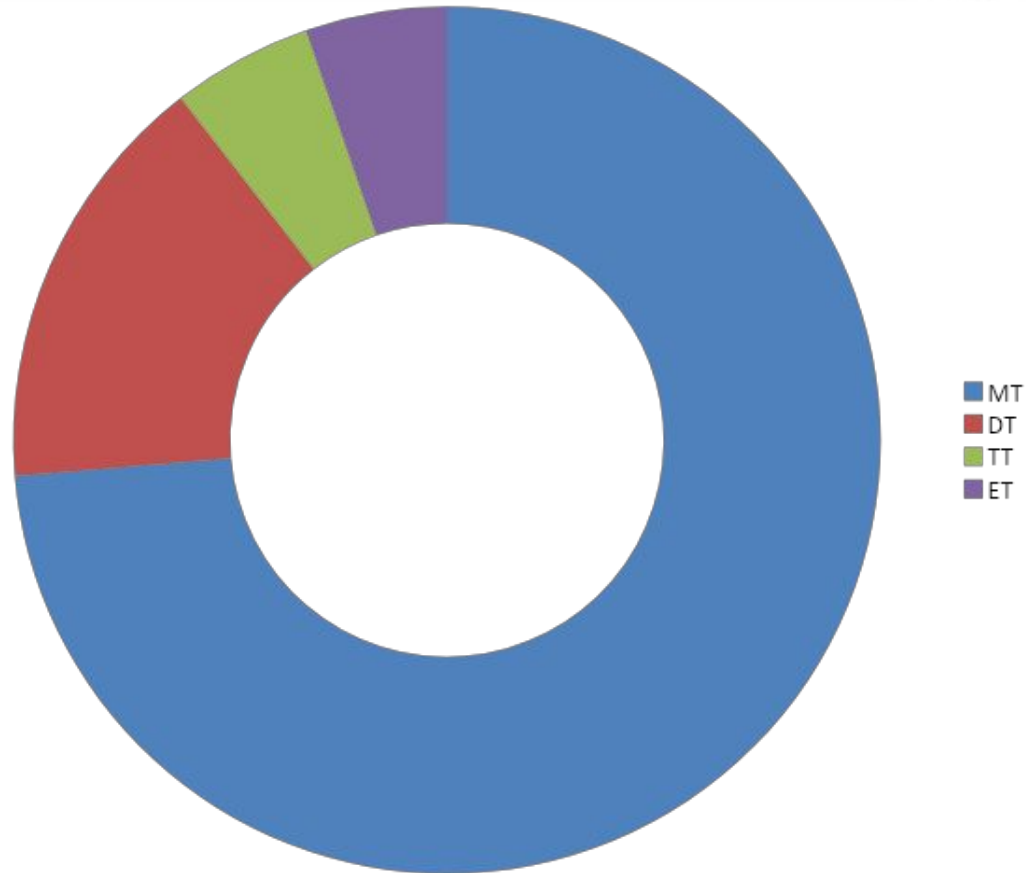




2007

30 MT – 58%
TT – 13%
ET – 6%
DT – 23





2008

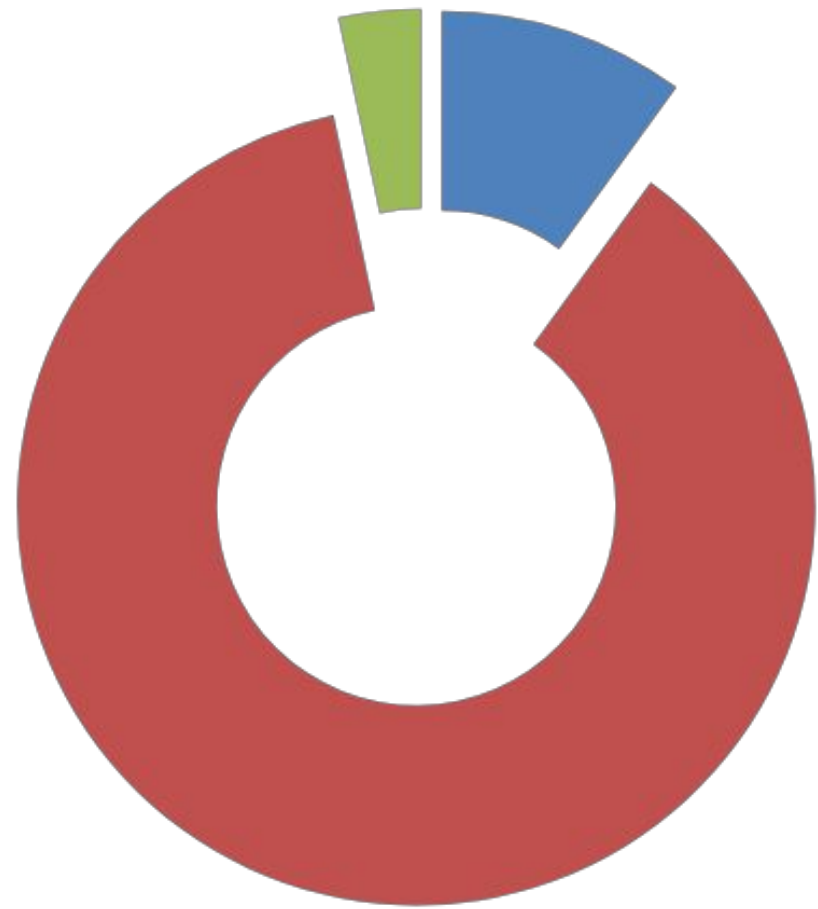
19 MT – 14 ppl
TT – 01 ppl
ET – 01 ppl
DT – 03 ppl



Countries

Country	ppl	MT	TT	ET	DT
Germany	1	1			
Hungary	1			1	
Poland	1	3			
Singapore	1		1		
Turkey	10	9	1		
Ukraine	2		1		
Canada	1	1			1
TOTAL	19	14	3	1	1





- MT
- DT
- TT
- ET

2009

30 MT – 03 ppl
TT – 01 ppl
ET – 00 ppl
DT – 26 ppl



Countries

Country	ppl	MT	TT	ET	DT
Brazil	1		1		
China	10				10
Hong Kong	1	1			
India	2				2
Netherlands	1	1			
Poland	6				6
Singapore	1				1
Taiwan	1				1
Turkey	2				2
Ukraine	4				4
UK	1	1			
TOTAL	32	3	1	0	26

T M



Recruitment

	2006	2007	2008
Applications	140	145	160
People after selection	40	45	49



07-08

LT Members Recruitment Goals	40
ST Members Recruitment Goals	0
TOTAL	41
Education students, 2-3 year of study	4
Management/Marketing students, 2-3 year of study	6
Management/Marketing students, 4-5 year of study	
IT students, 2-3 year of study	4
IR 1-3 year of study	4
Finance, 2-3 year of study	7
PR/Journalism, 2-3 year of study	4
HR, 2-3 year of study	5
Economics 1-3 year of study	6
Profiles/ Main target groups for recruitment	
# of applicants after Review Board	41
# of applicants after Assessment Center (cases)	40
# of applicant after English Test and written part of AC	70
# of applicants	100
# of people attended presentations/other events	203



08-09

LT Members Recruitment Goals	40
ST Members Recruitment Goals	18
TOTAL	58
Education students, 2-3 year of study	4
Management/Marketing students, 2-3 year of study	6
Management/Marketing students, 4-5 year of study	
IT students, 2-3 year of study	4
IR 1-3 year of study	4
Finance, 2-3 year of study	7
PR/Journalism, 2-3 year of study	4
HR, 2-3 year of study	5
Economics 1-3 year of study	6
Profiles/ Main target groups for recruitment	
# of applicants after Review Board	58
# of applicants after Assessment Center (cases)	40
# of applicant after English Test and written part of AC	70
# of applicants	100
# of people attended presentations/other events	290



LRs in @

- 2007 – 2008: 14
- 2008 - 2009: 18



Retention rate

- 2007 - 2008: 95 %
- 2008 – 2009: 80 %



Local Conference Cycle 07-08

Conference	Dates	Knowledge to gain
PFI	8-9 Sept	Facilitating skills Interview Brand Edu @ refresh Coaching Accountability
LTS	26-28 Oct	Exchange @ knowledge Selling skills Raising Project management Time management Accountability and structure Negotiation or conflict management Leadership
Train The Trainer	December 2007	Training and facilitating skills Training recipes Agenda setting
NatCo	Jan-Febr 2008	EB structure JDs Team management Competency Model
FMS	March 2008	Positioning, Brand Planning, vision setting NGO relations Finance Edu



International Conferences

2006-2007

- PlanIt (St Petresburg);
- SumMeet (Moscow);
- ITC (Romania);
- You Can (Poland);
- ATEMKO (Turkey);
- EuroCo

2007-2008

- ITC (Ukraine)
- You Can (Turkey)
- EuroCo (Litva)
- CEEMOS (Tunisia)

2008-2009

- ITC (Czech Republic)
- EuroCo (Slovakia)
- EuroXpro (Romania)
- Energy (Latvia)



ER



Partners

2006-2007

Main Partners – P&G ,KIMEP
IT Partners – Imagine , Nursat
Event partners – Nestle, Coca-Cola, Asem-Ai, Ernst&Young, Grammofone
Stationary Partners – Asem;
Airline partner – Lufthansa;
Printing Partner – Икспресс
Language partner – InterPress.

Total: 13

2007-2008

General Local Partners – P&G, KIMEP
IT partner – Nursat;
Design Partner – DreamLab;
Printing Partner – ИксПресс;
In-kind Partner – Asem-Ai;
Media-partner – National Business;
Language partner – InterPress.

Total: 8

2008-2009

9

General Local Partners – P&G, KIMEP, NOKIA, PwC
Design Partner – DreamLab;
Talent Development Partner – Ward Howell
Media-partners – Отдел Кадров, Эксперт, Казахстан, The Almaty Herald, Афиша.

Total: 11

- Молодцы!





External Projects

2006-2007

- ✓ External (Partners) Day. P&G, Imagine, Nursat, Asem, Ernst&Young
- ✓ Ярмарка Социальных идей и проектов от Министерства образования
- ✓ Молодежь в новом тысячелетии

2007-2008

- ✓ **DLD-07**- P&G, PwC, ABN AMRO bank, DreamLab, Life Voyager
- ✓ **External Day 07** – main partners,
- ✓ **Case'it** – Syn Group, Dream Lab, InterPress, Business Media Group, P&G
- ✓ **Change Agents** - Microsoft, ATF, Alcatel-Lucent

Total companies participated: 12

2008-2009

- ✓ **DLD-08** – P&G, DreamLab, ATF Bank, Key Century, Отдел Кадров премиум
- ✓ **External Day 08** – main partners , Maral Say (TN)
- ✓ **Top Talents I** – АТФ Банк и Евразийский Банк
- ✓ **Top Talents II** - P&G, АТФ Банк
- ✓ **Change Agents** -DAMU

Total companies participated:8



ER revenues

2007-200

Main partnership: P&G - 270 147 тг.

Projects: 249 075 тг.

Expenses on projects: 158 500 тг.

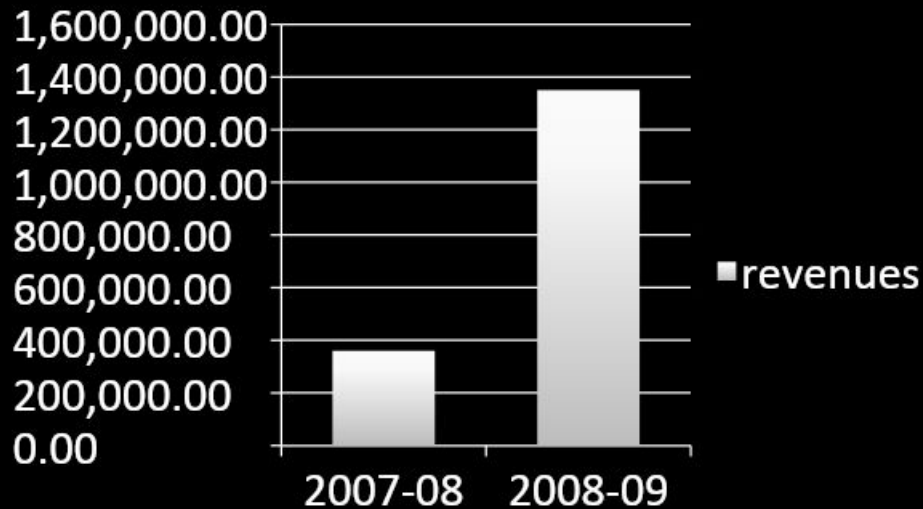
2008-200

Main partnerships: 1 350 000 тг.

Projects: 203 500 тг.

Expenses on projects: 202 862 тг.

ER Revenues



Relative growth in ER revenues from term 2007-08 to 2008-09 is: **274,5%**



Com



2007 – 2 медиа партнера
2008 – 2 медиа партнера
2009 – 5 медиа партнеров...

2008 – впервые введена кампания
«I am an AIESECer»

2008 – более 20 статей в СМИ
2009 – около 15 статей в СМИ

2007 – 2 кампании
2008 – 3 кампании
2009 - ???

2009 – создание «Com team»

98' – International Congress - first discussion
about branding and having the same image
03' – IPM- Branding was made a 3 year outcome

За 2007 2009 год вышло 7 newsletter'ов
... 14 «Hey AIESEC'ов»

2007 – создание сайта www.aiesec.kz

С 2007 года AIESEC Brand Education

За 2007 – 2009 году проведено более 40 промо кампаний



FINANCE



Finance

2007-2008

Таблица доходов и расходов AIESEC Almaty

	% соотно- шение	На 1 мая 2008г.	
		Тенге	Евро
<u><i>Доходы</i></u>			
Проекты	26%	249 075	1 325
Спонсорство	27%	270 147	1 436
Международная программа стажировок	47%	467 242	2 485
<i>Общий доход</i>	<i>100%</i>	<i>986 464</i>	<i>5 246</i>
<u><i>Расход</i></u>			
Административные расходы	32%	226 059	1 202
Расходы на человеческие ресурсы	16%	111 820	595
Расходы по проектам	23%	158 500	843
Международные конференции	29%	207 000	1 101
<i>Общие расходы</i>	<i>100%</i>	<i>703 379</i>	<i>3 741</i>
<i>Остаток</i>		<i>283 085</i>	<i>1 506</i>

1 евро = 188тг



Finance

2008-2009

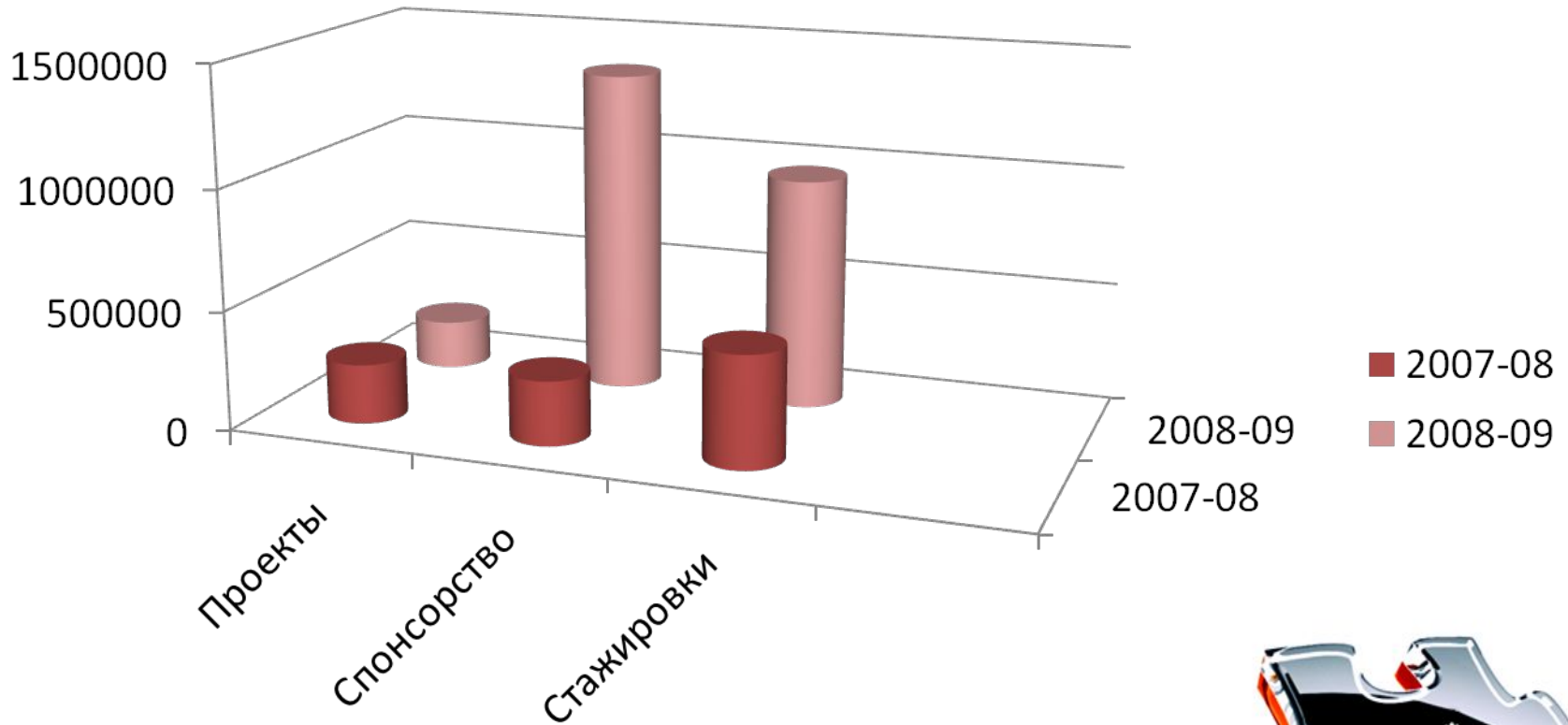
Таблица доходов и расходов AIESEC Almaty

	% соотно- шение	На 1 мая 2009г.	
		Тенге	Евро
200тг			
<u>Доходы</u>			
Проекты	9%	203 500	1 018
Спонсорство	53%	1 350 000	6 750
Международная программа стажировок	38%	963 875	4 819
Общий доход	100%	2 517 375	12 587
<u>Расход</u>			
Административные расходы	41%	479 821	2 399
Расходы на человеческие ресурсы	13%	150 450	523
Расходы по проектам	18%	202 862	1 014
Международные конференции	28%	326 750	1 633
Общие расходы	100%	1 159 883	5 569
Остаток		1 357 492	7018

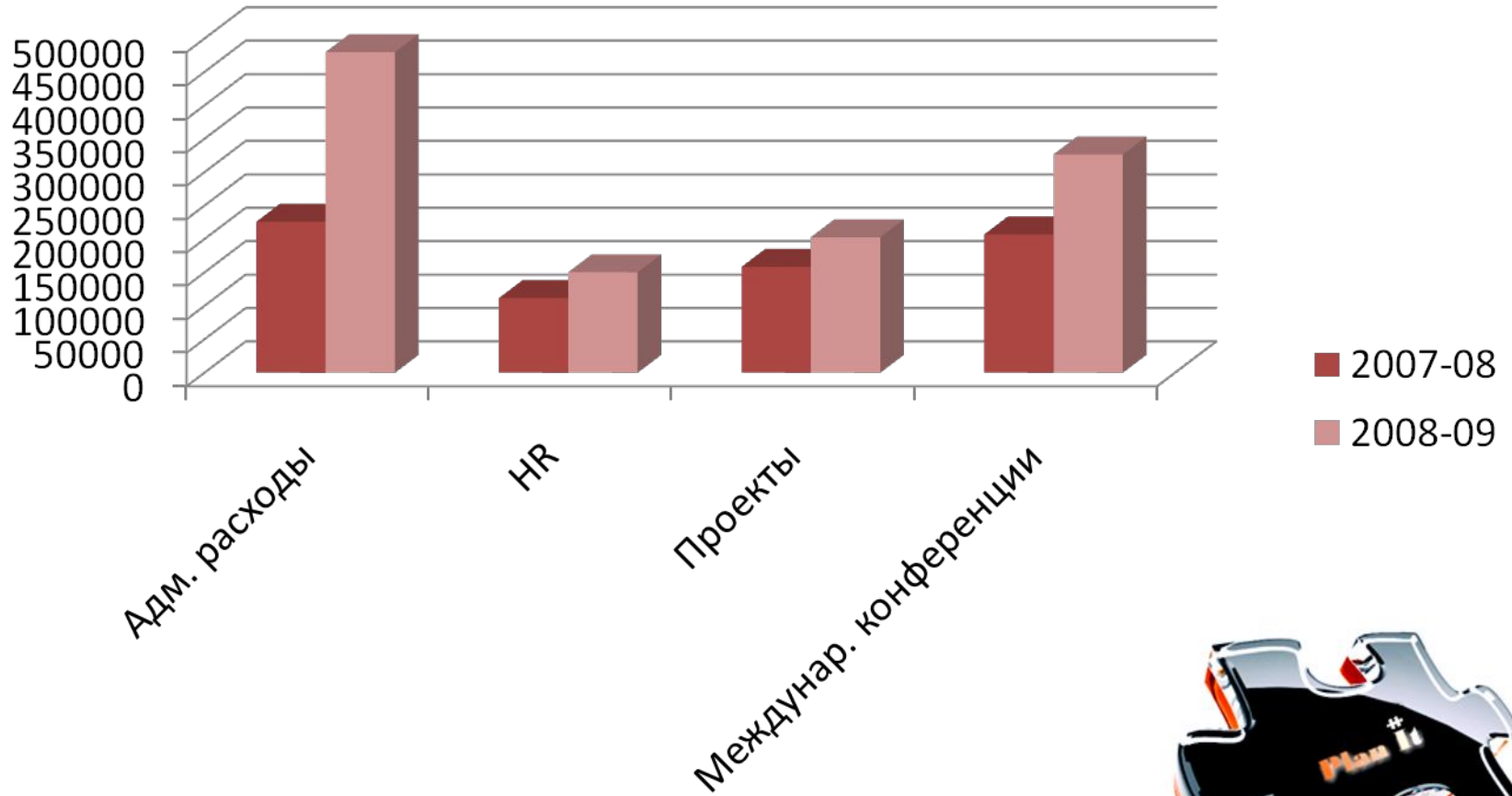
1 евро =



Доходы



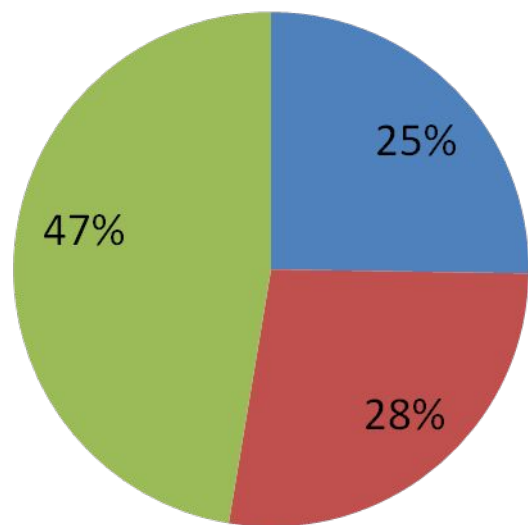
Расходы



ДОХОДЫ В ДОЛЯХ

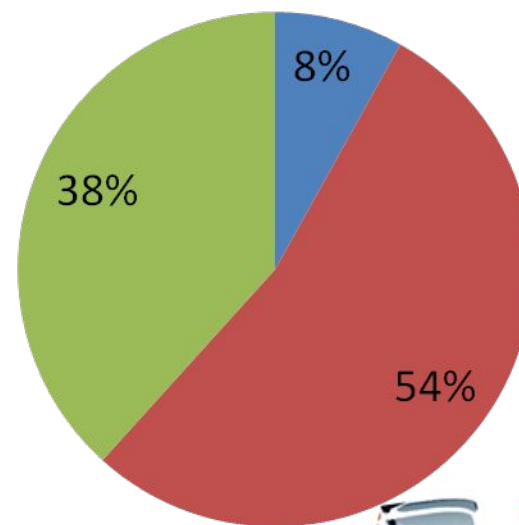
Доходы 2007-08

■ Проекты ■ Спонсорство ■ Стажировки



Доходы 2008-2009

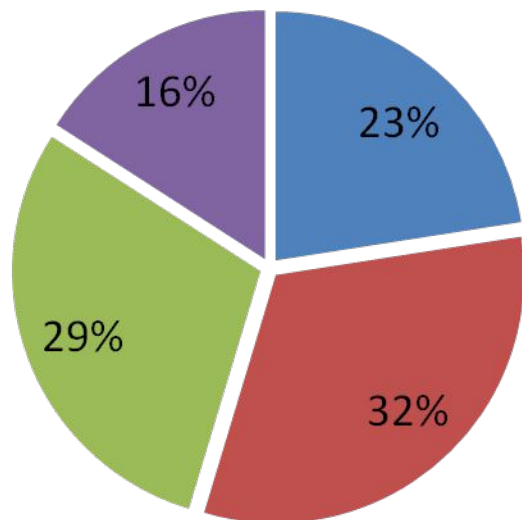
■ Проекты ■ Спонсорство ■ Стажировки



Расходы в долях

Расходы 2007-08

- Проекты
- Адм.расходы
- Междунар. конф.
- HR



Расходы 2008-09

- Проекты
- Адм.расходы
- Междунар. конф.
- HR

