THE YEAR THAT PASSED BY... THE YEAR THAT STAYED!

1 25 years of APOIAR
3 The numbers of the year

OUR FOCUS
4 SUPPORT to transform the world
   Goals for Sustainable Development / our projects
   The impact of Covid-19 and our response

PROJECTS PER PROVINCE
5 Niassa
   Kukula
6 Sofala
   Kook4all
   Ungumi
   Mayi
   In-Touch 4 Impact
   Sponsorship
7 Maputo
   Apoiar Campeões

BACKSTAGE
8 Communication & Fundraising
9 Financial Dashboard
10 Learnings from 2020
11 APOIAR Team
12 ACKNOWLEDGMENTS & PARTNERS
The year of 2020 was another year full of challenges, a year in which we had to reinvent ourselves, re-adapt and mainly react. Yes, to react, with flexibility and always with hope, and with a lot of ambition, to be able to continue this wonderful work for another many years!

Charged by this passion that moves us through the social sector, and aware of the urgency of the life situations that pass through us daily, we did not stop - we never stopped! We joined those who did not lower their arms! We couldn't even feel like thinking that something as devastating as Covid-19 made us give up ... We did take the opportunity to rethink. Creativity, and adaptability, allowed us to discover new ways to intervene. The team, more united than ever, has always remained close to our children, and to our communities, helping, giving support, and walking side by side with this pandemic outbreak, in this new world unknown to everyone. We are convinced that we have not left anyone behind!

With resilience and agility, we have overcome most of the obstacles that have arisen and we have managed to keep almost all ongoing projects in full operation. With innovation, the implementation of new projects began, showing a dynamic that is already a habit of this organization.

Immediate impact was created, showing the difference in the effectiveness of the actions carried out with a commendable effort of adaptation...

I can only thank those who believe in us, all those who defend this cause, our funders, our team, our employees and those who always help us to care for and serve others with conviction and passion!

Helena Ribeiro Telles
Chairman of the Board of APOIAR
YEAR NUMBERS

3

- Niassa: 7,478 Beneficiaries (63.19%)
- Sofala: 4,000 Beneficiaries (33.8%)
- Maputo: 355 Beneficiaries (2.9%)

3,197 Beneficiaries

MEALS SERVED
146,532

RESILIENT CONSTRUCTION TECHNIQUES
03

Funds per Type

- 48.1% State subsidies
- 28.3% Companies
- 8.1% Internations Funds
- 6% Major Individual Donors
- 6% Events, campaigns and sales
- 2.9% Individual Donations
- 0.3% Others

EXPENSES BY SCOPE OF INTERVENTION

- 4% Training and construction of infrastructures
- 33% Nutrition and education for children
- 20% Maternal and child health / training
- 2% Transport of donations in kind

Funds per Type

- 41% Training and construction of infrastructures
- 31% Nutrition and education for children
- 26% Maternal and child health / training
- 2% Transport of donations in kind

SPONSORSHIP

95

- 95 children sponsored + 14

307

- 307 pregnant women and mothers with babies

WE ARE GROWING

27 to 30 employees

- 932 tippy tap built

THE FUTURE BACKPACKS

4,920

- €0.58 per day
- €0.58 per child

SCHOOL KITCHENS

8
We play a role in humanity, on behalf of the people and the planet. In 2020, we contributed to 8 of the 17 Sustainable Development Goals:
The new coronavirus pandemic took over the world and froze thousands of activities. In Mozambique, APOIAR was forced to close the APOIAR Campões project in Maputo. In the remaining provinces, we designed new projects, reinvented our operations and continued to work. We built traditional taps for hand washing, distributed hygiene and nutrition kits, trained in prevention, served meals and started a new distance learning project. We have always remained at the side of our communities.
NIASSA

KUKULA
Mozambican school kitchens to nurture, grow and learn

The unforeseen
The closure of schools by the Mozambican Government, due to the pandemic of the new coronavirus, also forced the closure of APOIAR’s school kitchens, that have been promoting school attendance and improving school performance for 6 years.

In 2020, KUKULA kitchens had two months of full operation: February and March serving, in this period, 97,837 meals to children from schools in Joho, Mepapa, Nacalongo, Naucheche and Muita.

97,837 meals
February and March 2020

362,441 meals
Full operation 2019

341,700 meals
Full operation 2018

Partners:
KUKULA
Mozambican school kitchens to nurture, grow and learn

Stopping is not an option
In the remaining months of the year we reinvented ourselves and a new activity plan for our kitchens came up! The APOIAR team quickly mobilized to prevent Covid-19 and help communities, whose needs increased with the restrictions imposed by the pandemic. We defined new intervention measures, we worked in the areas of health and nutrition, in the families of the children who attended our kitchens.

Prevention Training - Covid 19
It was urgent to sensitize communities for the prevention and the strategy was, first of all, to provide our team with training, from the District Health Directorate, on the new coronavirus. After the training was completed, and after the team was able to get the message across, we reopened the kitchens. This time, we received small groups of children, that we trained in the prevention of Covid-19 and distributed a meal after each training (between September and December we distributed 21,522 meals).

<table>
<thead>
<tr>
<th>Children Trained</th>
<th>1,894</th>
<th>75 Training Days</th>
<th>Meals Served</th>
<th>21,522</th>
</tr>
</thead>
</table>
Mozambican school kitchens to nurture, grow and learn

Tippy Taps
Washing your hands before each meal is a daily practice in KUKULA kitchens which has become even more urgent with the onset of the pandemic. However, the reality is that the closure of schools, and the temporary closure of KUKULA kitchens, restricted the immediate access of children, and their families, to our taps (to a place to wash their hands). We then started to implement the handmade “Tippy Tap” taps, made from a simple bottle, which regulates the flow of water to wash hands and the soap is tied with string. The “Tippy Tap” was a quick and effective option that allowed 1,214 families in Niassa to have a place to wash their hands. This was a very important focus of action for prevention!
KUKULA
Mozambican school kitchens to nurture, grow and learn

Distribution of Hygiene and Nutrition Kits
As a complement to the construction of Tippy Taps and awareness training for the prevention of the new coronavirus, and always acting with a focus on prevention, we distributed to the communities of Nacalongo, Mepapa, Joho, Muita and Naucheche masks (3 per person), soap, toothbrushes and toothpaste, among others.
We continued throughout the year with occasional distributions of vegetables - from our school vegetable gardens, pasta and rice, to support the families’ subsistence.

<table>
<thead>
<tr>
<th>Harvest from vegetable gardens</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>5,650 kg</td>
<td>3 bags 1,909 bunches</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>Savings</td>
<td>€2,812.02</td>
</tr>
</tbody>
</table>

3,297 Covid Kits
KOOK4ALL
Mozambican school kitchens to nurture, grow and learn

Originating in the KUKULA project (Niassa), KOOK4ALL takes place in Sofala. In the last two years, 2019 and 2020, we have completed the construction of three new school kitchens in the Marcação, Milha 8 and Nhampwepe neighborhoods. The closure of schools, imposed by the Mozambican Government to prevent the spread of Covid-19 (from April to October), also forced the closure of the three school kitchens. In the months of February, March, November and December, when we were allowed to keep the kitchens open, we distributed 21,717 meals to the children of the three schools. The children’s meals in the Marcação kitchen were financed by Compal and in the kitchen of Milha 8 by a group of individual donors, also counting on JAM in the supply of food items.
UNGUMI
Promote and build a healthy post-Idai space in rural communities on the Dondo-Savane corridor

In 2019, Cyclone Idai directly affected APOIAR’s operations and projects in Sofala. We supported the emergency, the reconstruction, and it became necessary to continue to support a set of needs in the scope of health, aggravated with the passage of the Cyclone. Thus, APOIAR - leader of the consortium with Médicos do Mundo Portugal - presented the UNGUMI project to the Financing Mechanism to Support the Recovery and Reconstruction of the Regions affected by Cyclones Idai and Kenneth in Mozambique, triggered by the Portuguese Government, having been selected by Camões, IP. The implementation started in 2020 to promote the health of the inhabitants of rural communities in the Dondo-Savane corridor affected by Cyclone Idai, thereby strengthening their resilience and will end in 2022.

Covid-19: new needs, new actions
Forced to postpone some of the activities foreseen in this project, due to the consequent closings of the pandemic, APOIAR reinvented itself to respond to the needs that arose from this very adverse context. To help prevent Covid-19, we also built 416 Tippy Taps in Sofala and distributed hundreds of nutrition and hygiene kits (soap, bleach, flour, salt, rice, sugar, medicines, masks, among others), reaching a total 2,892 beneficiaries.
UNGUMI
Promote and build a healthy post-Idai space in rural communities on the Dondo-Savane corridor

Resilient construction techniques
In 2020, through the partnership with Young Africa, we started the training of 50 young people from different communities, from the Dondo-Savane corridor, in resilient construction techniques. Still in 2020, after the theoretical training was completed, the young students started the practical component with the construction of 3 infrastructures attached to the Health Centers, in the communities of Mutua, Savane and Nhampwepwe.

In these infrastructures, attached to the health units, community health promotion actions will be developed.

Resilient Construction Techniques

Ages of the Participants

Partners:
UNGUMI
Promote and build a healthy post-Idai space in rural communities on the Dondo-Savane corridor

Mapping and identifying communities
We carried out 1,612 surveys of the populations of the communities in the Dondo-Savane corridor, which allowed us to outline their health profile, with the aim of selecting the 5 Health Centers (Savane, Mútua, Samora Machel, Macharrote, Nhampwepwe) for intervention and implementation of the project.

Training sessions were held for health technicians at Health Centers, and for APOIAR trainers, on topics such as infections, vaccination and maternal and child health / nutrition.

As part of the UNGUMI project, 5 more MAYI nuclei were created in the selected communities. In these centers, in a rural environment, the Maternal and Child Health and Nutrition Training Academy followed, in 2020, 115 women, organizing weekly theoretical-practical training sessions for pregnant women and mothers of babies up to 2 years old.

**BABYBOX & BIRTH KIT**

- 26

**PREGNANT WOMEN AND MOTHERS ATTENDING**

- 115

**MEALS SERVED**

- 767
MAYI
Academy of Training in Maternal and Child Health and Nutrition

MAYI started here
The “original” MAYI project, still in operation, and from which the 5 replicas described above were created, takes place at Dondo - Sofala, at the premises of the LVida Foundation. This Academy of Training in Maternal and Child Health and Nutrition is a community training school, aimed at pregnant women and mothers of babies up to 2 years old. We know that, in the period from pregnancy to 2 years of life of a child, an intervention that focuses on improving nutrition and health is fundamental - with the direct consequences of contributing to breaking the cycle of absolute poverty and malnutrition chronic. In 2020 we had a period of mandatory stoppage, due to the pandemic, but, once again, we readjusted our intervention and managed to reopen in August and, until the end of the year. During this period, we accompanied 192 moms and distributed 133 Babyboxes to mothers who successfully completed their training and adopted new positive health behaviors (Babyboxes contain essential products for each stage of pregnancy / maternity and for babies).

<table>
<thead>
<tr>
<th>BABYBOX &amp; BIRTH KIT</th>
<th>133</th>
</tr>
</thead>
<tbody>
<tr>
<td>PREGNANT WOMEN AND MOTHERS ATTENDING</td>
<td>192</td>
</tr>
</tbody>
</table>

Partners:

PREGNANT WOMEN AND MOTHERS ATTENDING 192
MEALS SERVED 2,011
BABYBOX & BIRTH KIT 133
MEALS SERVED 2,011
IN-TOUCH 4 IMPACT
Reducing the distance to mitigate risks and activate female talent

Portuguese cooperation in support of combating the Covid-19 pandemic

In-touch 4 impact is a project that was born to respond to the closure of schools due to the pandemic. Through a distance learning methodology, we created and broadcasted a radio soap opera to raise awareness, and train the young girls in the community in Covid-19 and the most relevant issues of maternal and child health. We believe that female talent is a powerful agent for transforming communities.

APOIAR embraces a partnership with Girl Move in this project, financed by Camões, I.P.
ESCOLINHA
LVida Foundation Sponsorship Program

It is within the scope of the partnership of the sponsorship project between APOIAR and the LVida Foundation that a new school is born in the rural community of Nhampwepwe. During the project to rebuild this neighborhood, after Cyclone Idai, APOIAR found in Nhampwepwe a community full of families in a context of extreme poverty. Thus, APOIAR carried out the construction of a new kindergarten school, financed through the APOIAR Mozambique campaign, by SIC Esperança.

In 2020, 14 new sponsors joined this cause, and there are 95 sponsored children who, during the compulsory closure of Escolinha, were accompanied by 511 home visits.
APOIAR CAMPEÕES
Youth Talent Development Scholarships

The APOIAR Campeões project started in 2019, in Maputo, and started by contributing to the adequate feeding of children and young people, with nutritional deficiencies, in the context of sports practice.

In 2020: open and close

In 2020 we started the second phase of the project, with the objective of enhancing the capacities of these children, implementing the Youth Talent Development Scholarships in an “Academy of Champions”.

A Portuguese volunteer, trained in early childhood education, traveled to Maputo to manage a team of 5 mentors - university interns integrated in this project through a partnership with the Pedagogical University of Maputo, and inaugurate the “Academy of Champions”.

Until March 2020 we had 23 children accompanied, 700 snacks distributed in tournaments and we were forced to suspend the project, due to the pandemic. This was the project that suffered the most from the consequences of the pandemic, and it has not been possible for us to resume activity to date.
**COMUNICATION & FUNDRAISING**

**APOIAR Dinner**
Annual event that brings together friends, donors and APOIAR partners.

**IRS “SUPPORTING costs nothing!”**
Campaign to assign 0.5% of the IRS to APOIAR.

**Crowdfunding PPL “Tippy Tap”**
Fundraising for the construction of “Tippy Tap”.

**Lisbon Book Fair**
Sale of APOIAR products.

**Giving Tuesday**
Celebrate the global generosity movement.

**Crowdfunding PPL “Tippy Tap”**
Fundraising for the construction of “Tippy Tap”.

**African Box**
A Christmas gift with an African flavor.

**Future Backpack Campaign**
Aguas de Portugal, EDP and Lusíadas Saúde in a campaign that resulted in the collection of 4,920 school bags.

**Landmarks in the areas of communication and fundraising in 2020.**
We ended the year 2020 with the MCALL campaign: a thank you call to each of the Friends of APOIAR.

**African Box**
A Christmas gift with an African flavor.

**St. Peters School**
Donation from the school community to an Informatics Center in Mozambique.

**35**
2020 was a year of great challenges. Redefining priorities and reinventing forms of intervention was the focus of APOIAR, adapting to a new reality, of a pandemic. APOIAR managed, despite this, to continue its projects on the ground, supporting the populations mainly through food distributions and maintaining the reconstruction works after Cyclone Idai. In general, and in accounting terms, there was a decrease in expenses, by about 18%, and donations, by 8%, compared to the previous year. The category of funds from state subsidies was the one that showed the greatest growth, with the donation resulting from the application to Camões, IP. Income of 466,587.00 Euros carried over, corresponding to funds that will be used in the running of projects in 2021. Many Portuguese donated products and services to support Mozambique. The amount raised in kind donations amounts to 141,750 Euros.

### Financial Dashboard

<table>
<thead>
<tr>
<th>Financial x-ray</th>
<th>Expenses (€)</th>
<th>In-kind donations (€)</th>
<th>Cash donations (€)</th>
<th>Donations carried over (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>588,209</td>
<td>328,800</td>
<td>831,268</td>
<td>310,951</td>
</tr>
<tr>
<td>2019</td>
<td>517,522</td>
<td>141,570</td>
<td>678,825</td>
<td>309,951</td>
</tr>
<tr>
<td>2020</td>
<td>486,587</td>
<td>141,750</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

In-kind donations 2020: € 141,750
**FINANCIAL DASHBOARD**

**Ethical commitment**
Transparency builds trust; trust deserves full transparency. It is based on these premises, and with a great sense of responsibility in receiving and allocating each donation, that we present the economic and financial data related to the activities of 2020.

**The origin of our funds**

<table>
<thead>
<tr>
<th>Source</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>State subsidies</td>
<td>46.1%</td>
</tr>
<tr>
<td>Companies</td>
<td>28.3%</td>
</tr>
<tr>
<td>Internat. Funds</td>
<td>8.4%</td>
</tr>
<tr>
<td>Events, campaigns</td>
<td>8.1%</td>
</tr>
<tr>
<td>Largest individual donors</td>
<td>0.3%</td>
</tr>
<tr>
<td>Others</td>
<td>0.3%</td>
</tr>
</tbody>
</table>

**Expenditures**

- **Spending by activity**
  - 13% InTouch4Impact
  - 12% SUPPORTING Champions
  - 4% MAYI
  - 48% KOOK4ALL - Compal “Helping Mozambique”
  - 68% Applications & Fundraising
  - 9% Post-Idai Actions - “Calamity” Support
  - 10% Idai Reconstructions - SIC “Support Mozambique”
  - 10% Sponsorship and construction - FIPAG
  - 16% Administrative
  - 16% KUKULA (including Tippy Tap)
  - 19% UNGUMI

- **Expenses by category**
  - 7% Applications & Fundraising
  - 16% Administrative
  - 77% Project

- **Expenses by province**
  - 21% NIASSA
  - 77% SOFALA
  - 2% MAPUTO

- **Expenses per intervention area**
  - 2% Transport of donations in kind
  - 26% Maternal and child health and training
  - 31% Nutrition and education of children
  - 41% Infrastructure training and construction
LEARNINGS FROM 2020

In the course of 2020 that we have presented here - of an atypical year, with so many setbacks but with so many advances - we are left, in conscience, to also record the learnings of one more year of action. What is fragile and that, although being part of the path, sometimes slows us down. What we identified here, we do it improve. Because we believe that as long as there is a path, there is always a way to do it better.

1. Resilient construction. Since Cyclone Idai, construction has been a reality in APOIAR’s projects and, since then, more cyclones have happened that have come to test buildings and populations. We realize that climate change is a reality and natural disasters will continue to happen. Increasing our knowledge of resilient construction techniques for infrastructures, but also for communities, has become a transversal priority for APOIAR and, therefore, we want to improve our response.

2. Define, stratify and communicate procedures: identity of APOIAR. The growth of our projects and the field team creates a new need, to ensure that growth is sustained, authentic and consistent in all our forms of intervention in the communities. We realized, therefore, that the next step will be to identify and communicate, to all employees, strictly defined criteria that require respect for the methods, quality standards, presentation conditions, behaviors to be avoided and the respective sanctions. Improve our identity so that each action, in any community, is easily identified as being from APOIAR, regardless of which team member performs it.

3. Data collection and processing: impact measurement. We know the impact of our projects because we see it stamped on the face of everyone we work with, because we see progress, development, and behavior change. We want to continue to improve our data collection and processing technique so that this impact is also measurable for you, who believe in us, and who experience what we do through what we collect to show you.

4. Saying no as lightly as we say yes. We are daily contacted with requests for partnerships, donations in kind, new proposals, among others. “Yes” is not always the right option, and even if we say “no” sometimes, this answer always costs us more. A “No” only means that it is not our focus, that we must remain aligned with our mission and that opportunities that are outside of it, even if worthwhile, must find another partner who is on the same route.
It is with great pride in the national and global business layer, that we have witnessed, in the last 25 years, a growing concern of companies in the area of social responsibility. We have “assisted in a participatory way” since we are part of the actors that carry out, in the field, the activities that often move the company and employees on a set of common values.

This reality of the business landscape makes us happy and moves us to do more and better: to follow this evolution and translate it into concrete actions; in measuring the impact and reporting it to anyone who has committed - with us - to the completion of each project. Thanks to our incredible partners here we identify.

To individual donors, thanks for the meaning they give to our day.

We support concrete people, with faces, names, in their difficulties, with their families, in their homes. Knowing and feeling that so many donations are also made by specific people, with faces, names and who, individually, say yes to SUPPORT the other, is overwhelming. It is up to us to take that YES and make it happen, the greatness of each gesture is the great responsibility with which we face our mission. Thanks to our ever-present donors and friends.
Portugal

APOIAR – Associação Portuguesa de Apoio à África
Largo General Guerra, n.º 23, 2080-039 Almeirim
(+351) 91 999 333 4
info@apoiar.org

NGO, Public Utility Institution
NIPC – 503 996 696
IBAN: PT50 0018 0003 4720 8210 0208 9
BIC / SWIFT: BESCPTPL
MBWAY: 91 999 333 4

Mozambique

APOIAR – Associação Portuguesa de Apoio à África
Av. Mao Tsé Tung, n.º 796, Maputo
(+258) 84 8299946
info@apoiar.org

Permit - Min. Of Foreign Affairs and Cooperation
NUIIT – 700 154 548
IBAN: MZ59 0043 0000 0000 6313 5031 8
BIC / SWIFT: UNICMZMX

Follow our news!