

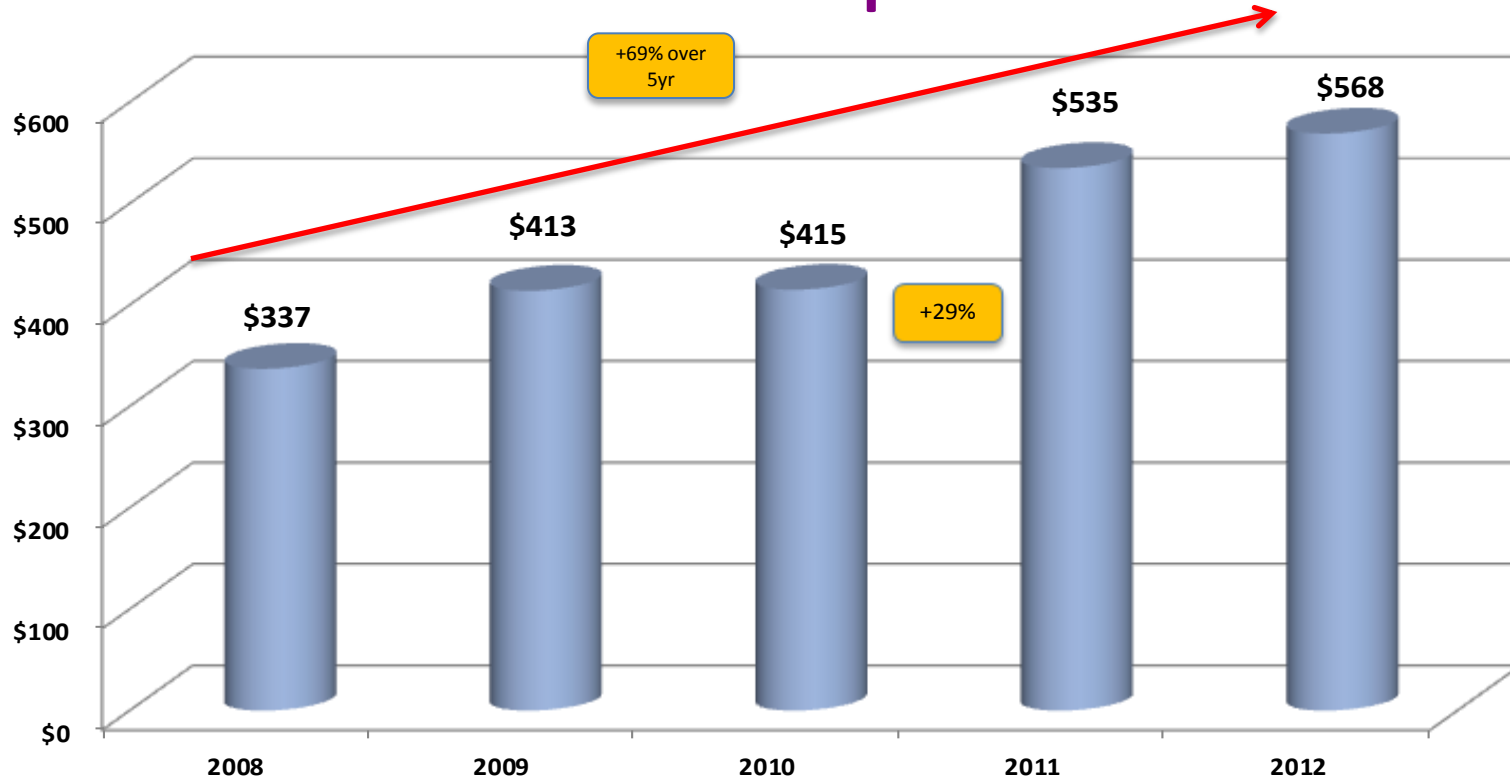


ANALYSIS OF GLOBAL PROCUREMENT SPEND

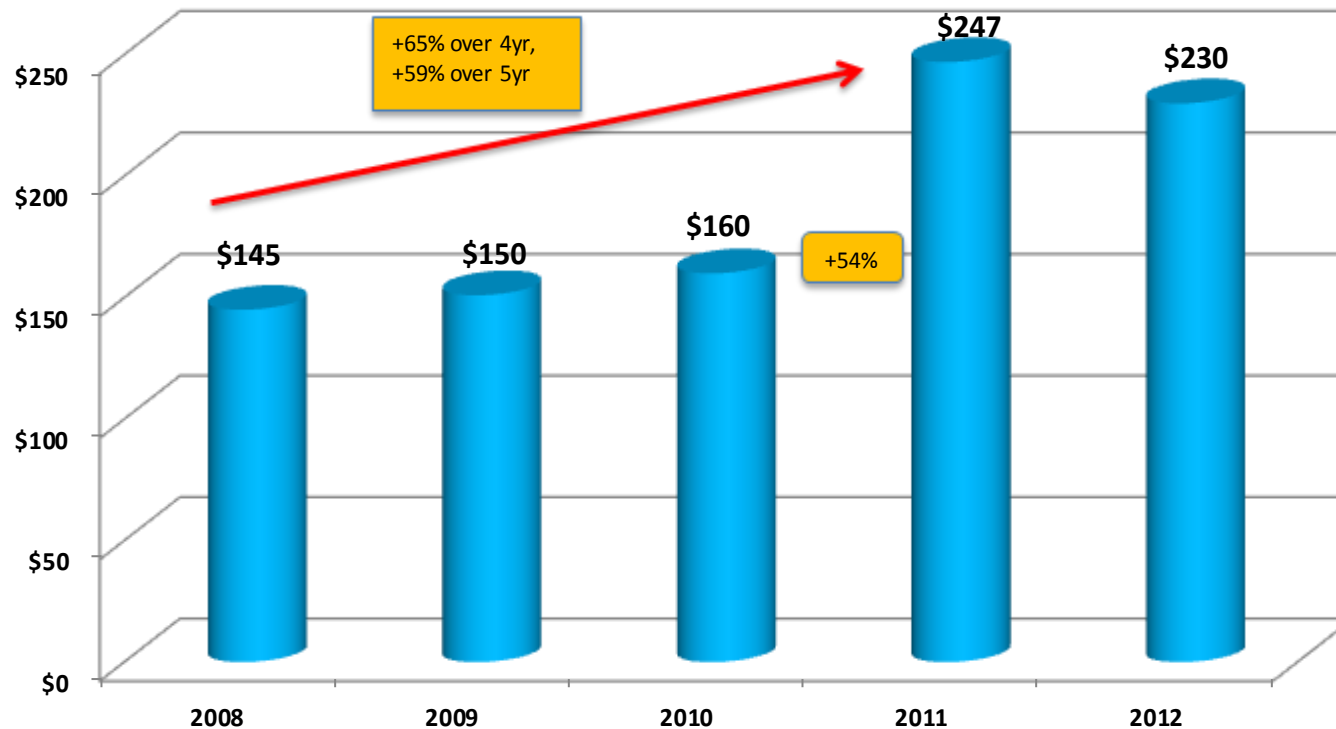


5 YEAR ANALYSIS OF GLOBAL PROCUREMENT SPEND

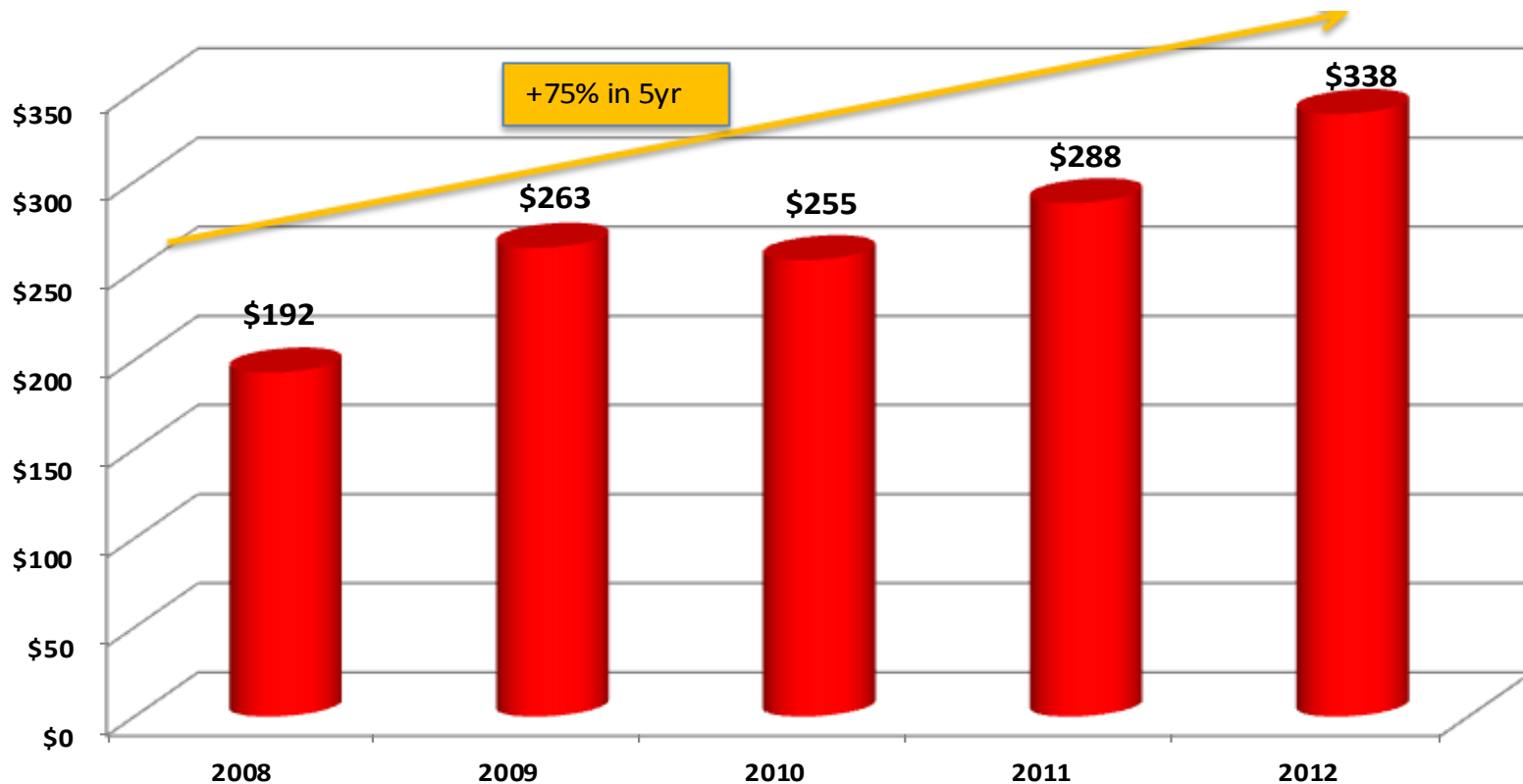
Total Global Expenditure



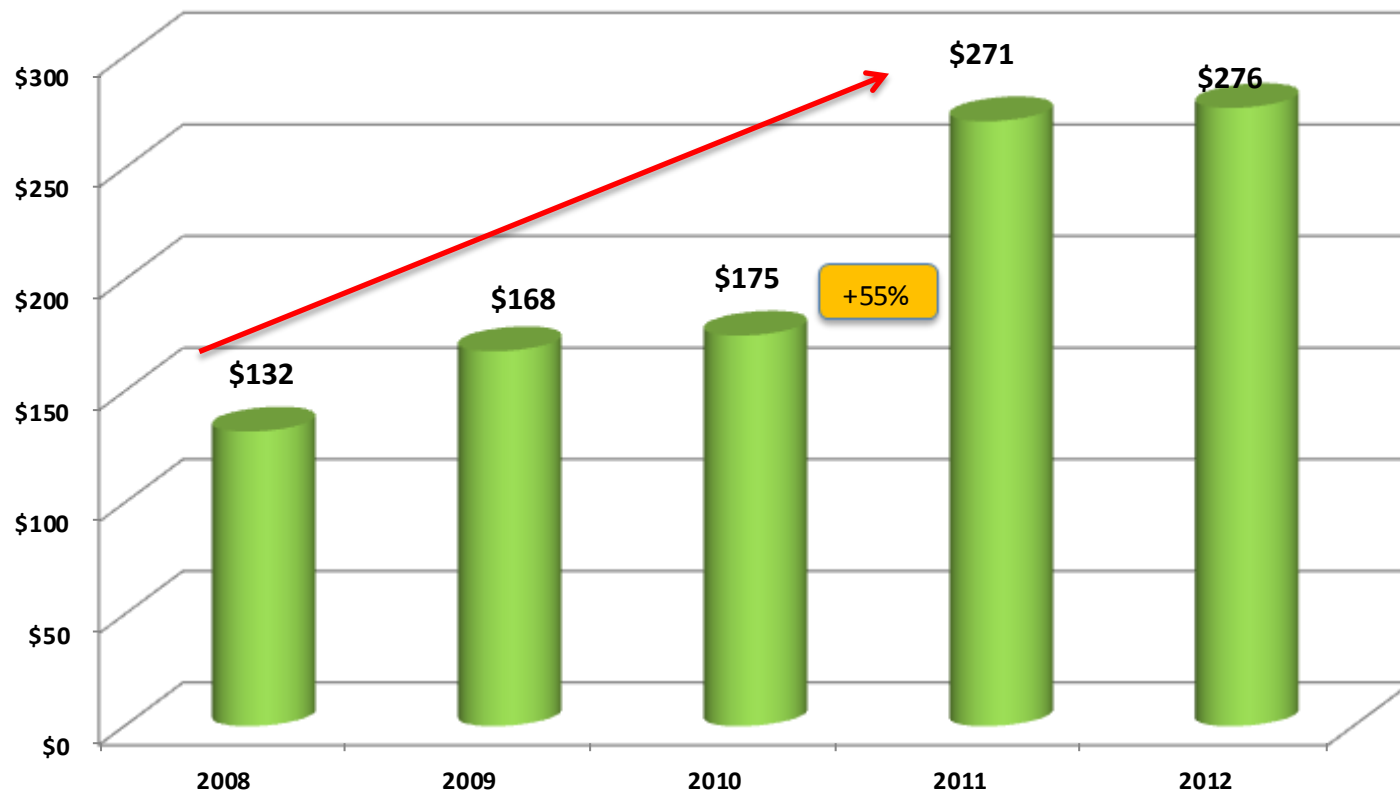
Total HQ Expenditure



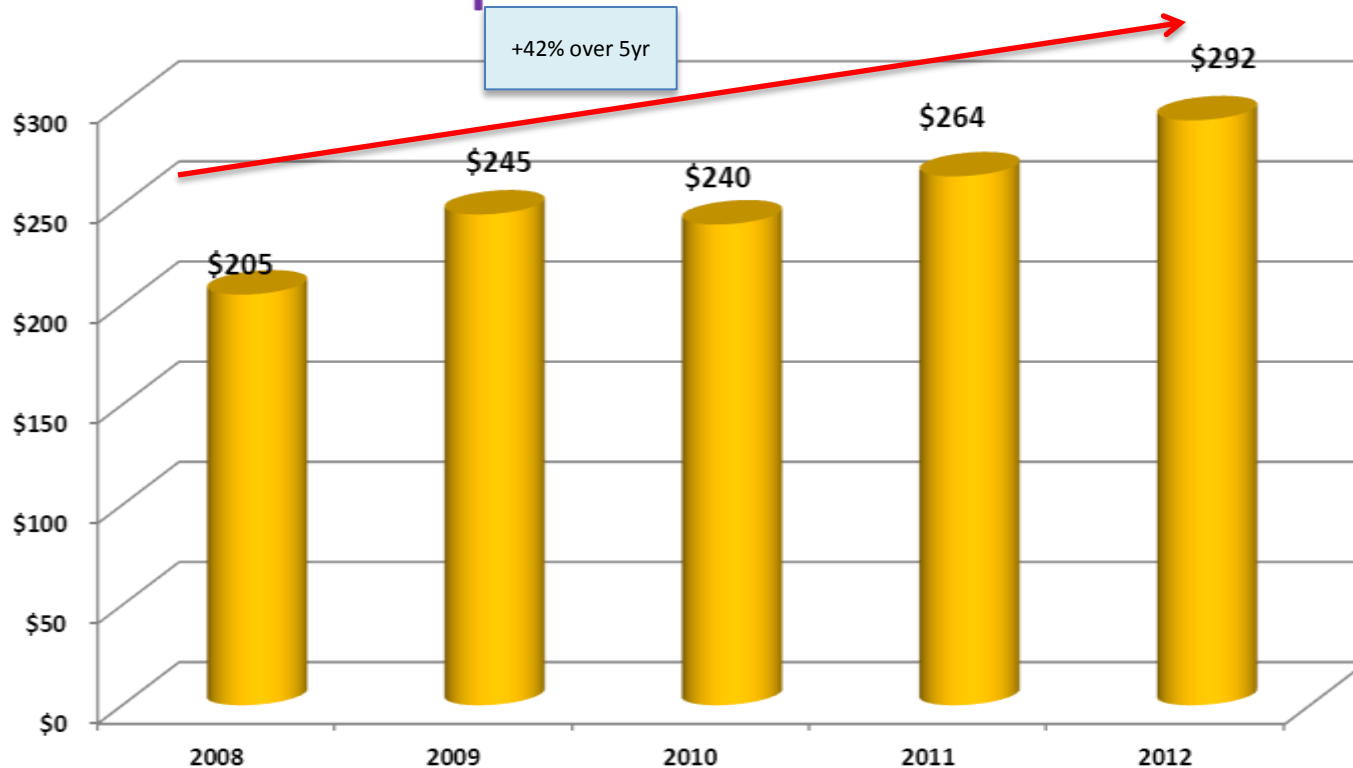
Total Field Expenditure



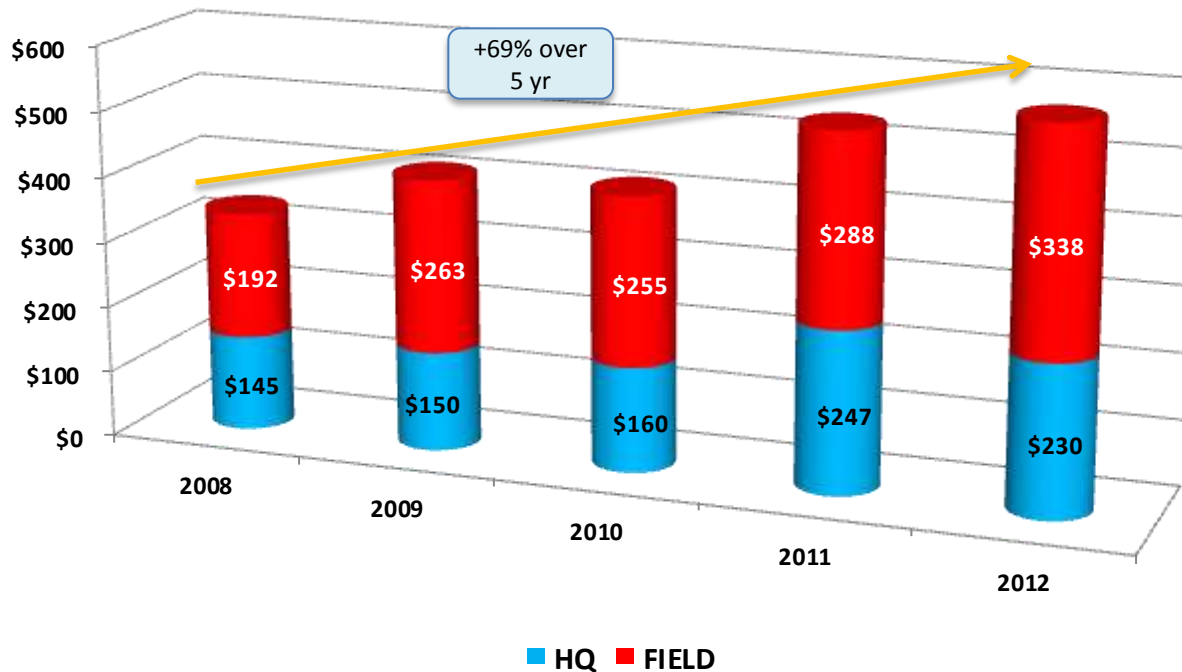
Total Expenditure of Services



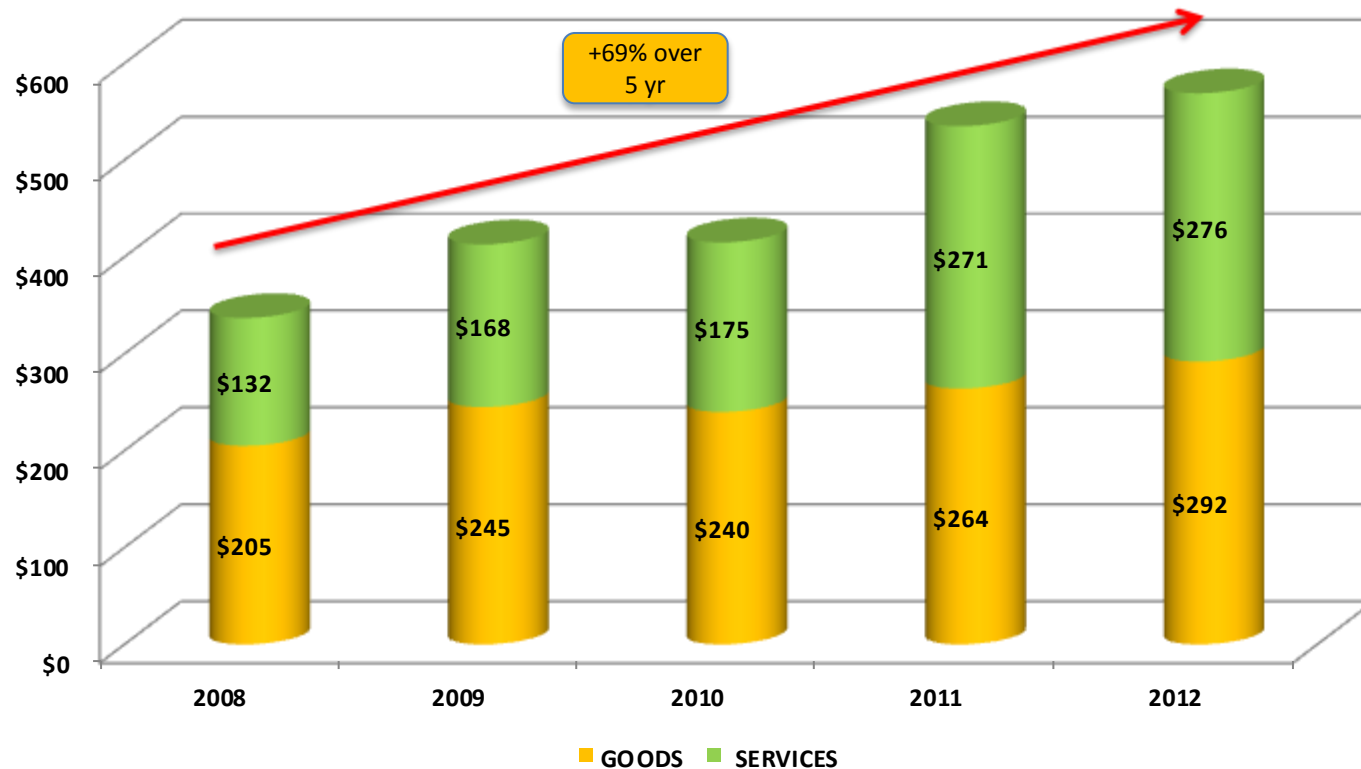
Total Expenditure of Goods



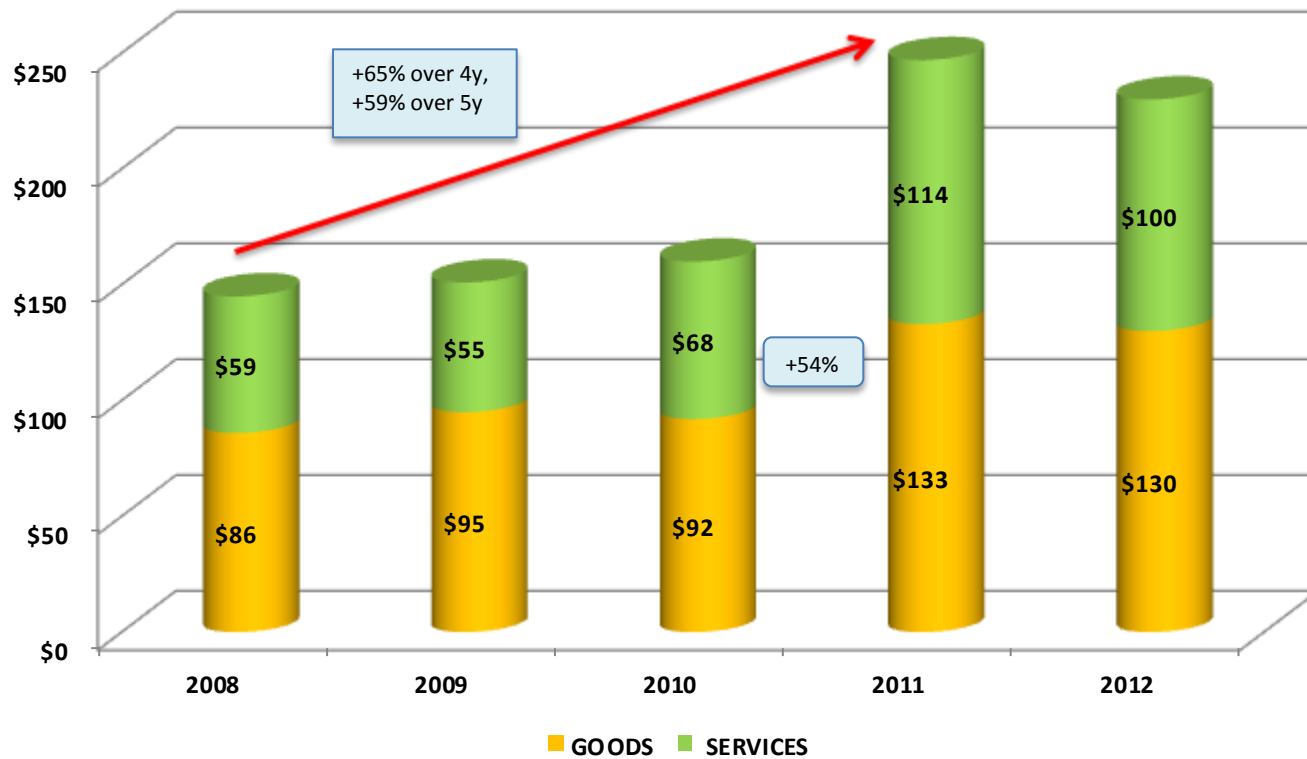
Total Expenditure (HQ/F)



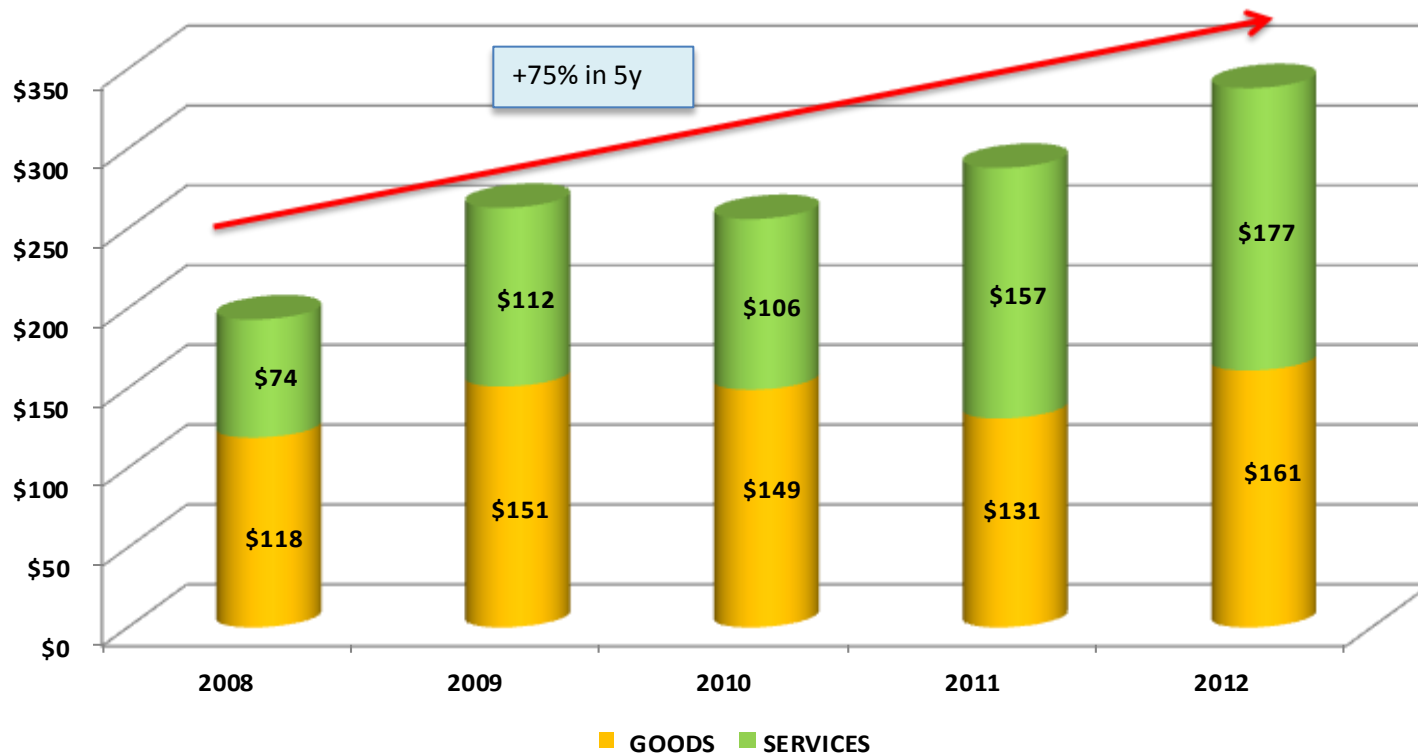
Total Expenditure (Goods/Services)



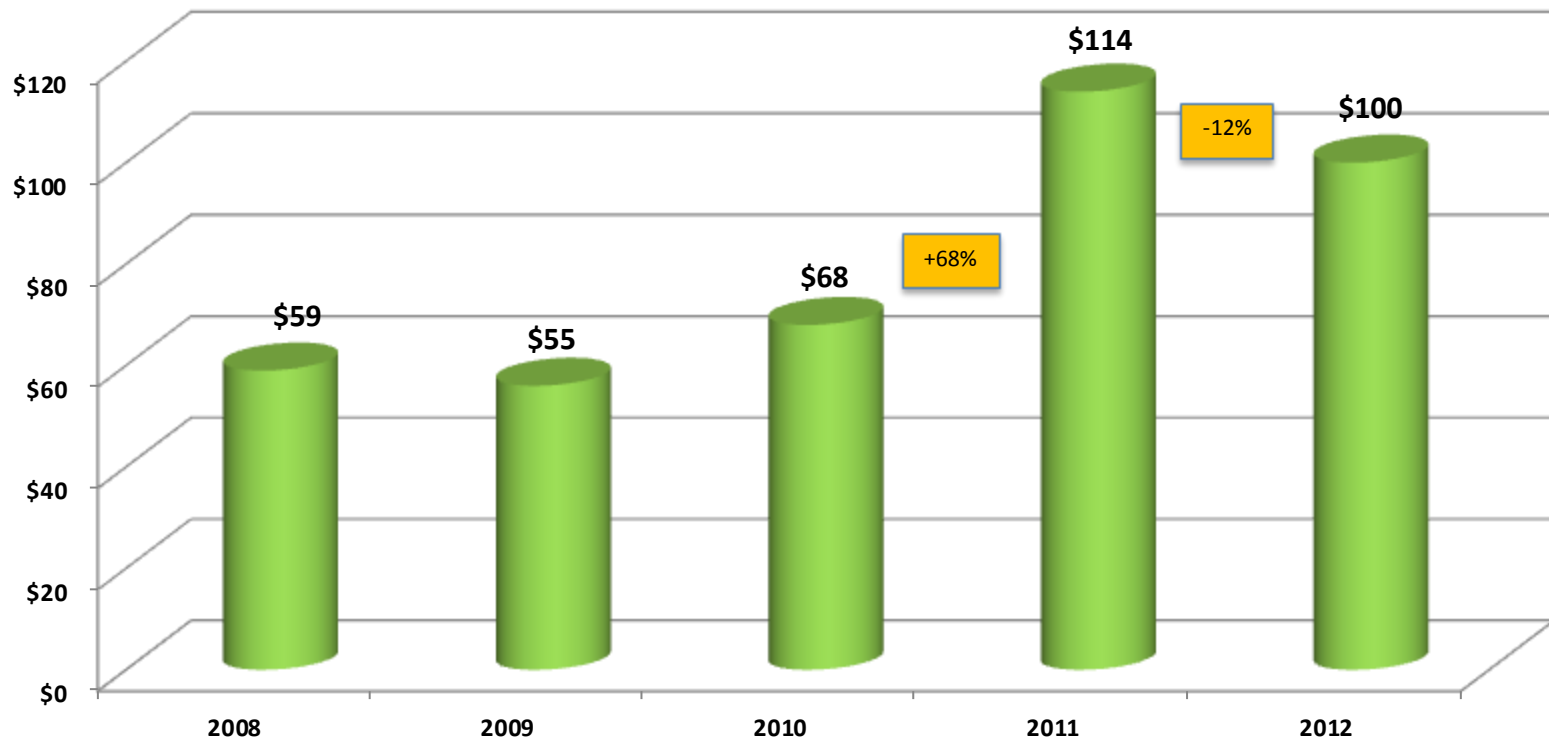
Total HQ Expenditure (Goods/Services)



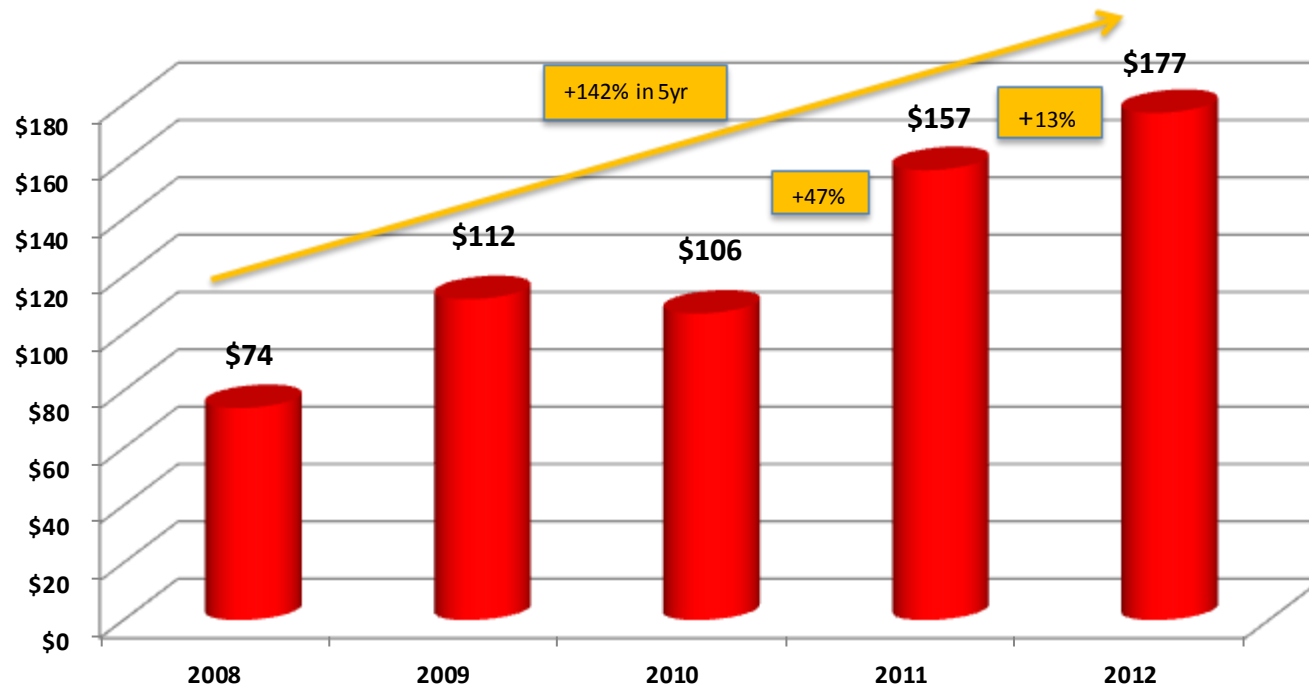
Total Field Expenditure (Goods/Services)



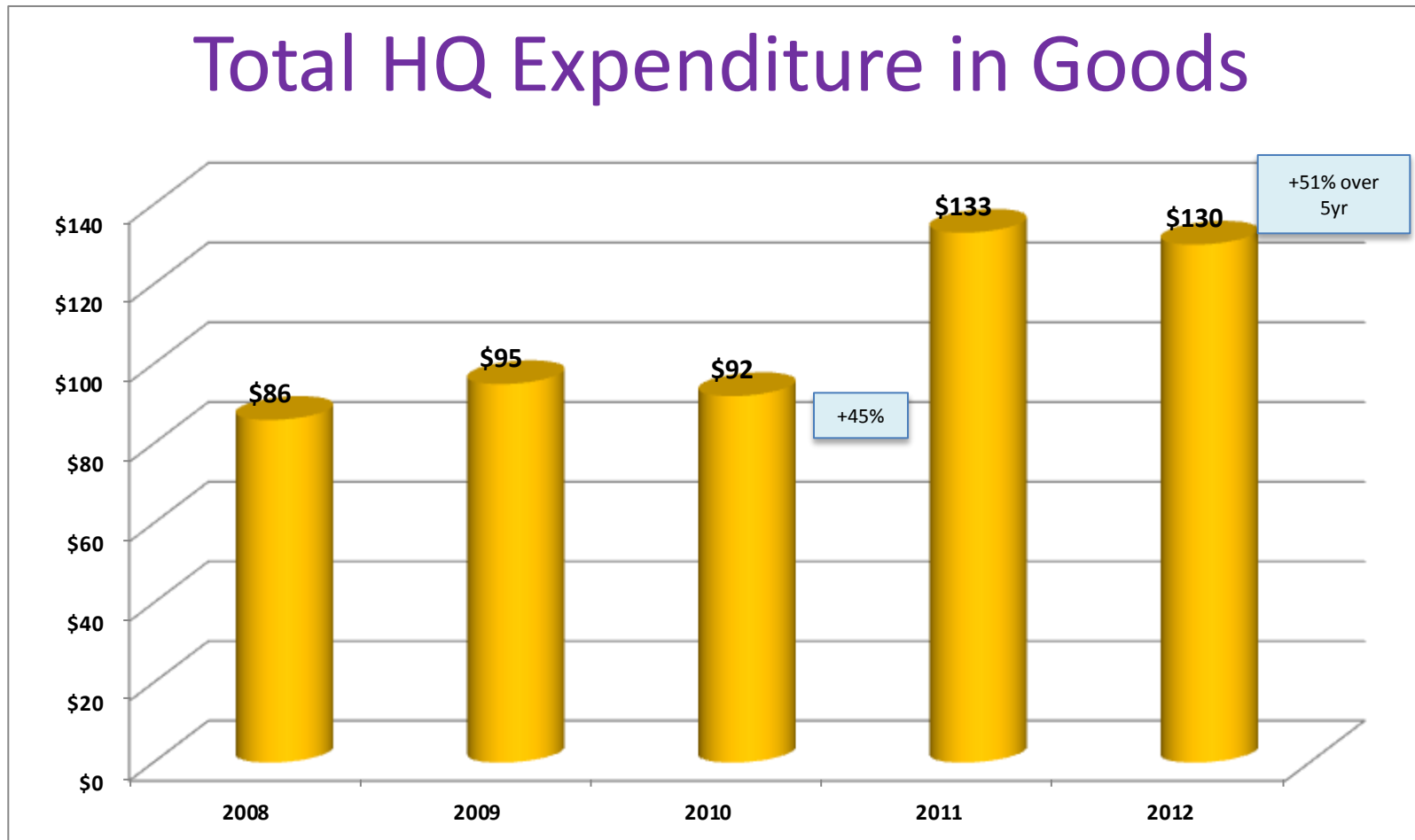
Total HQ Expenditure in Services



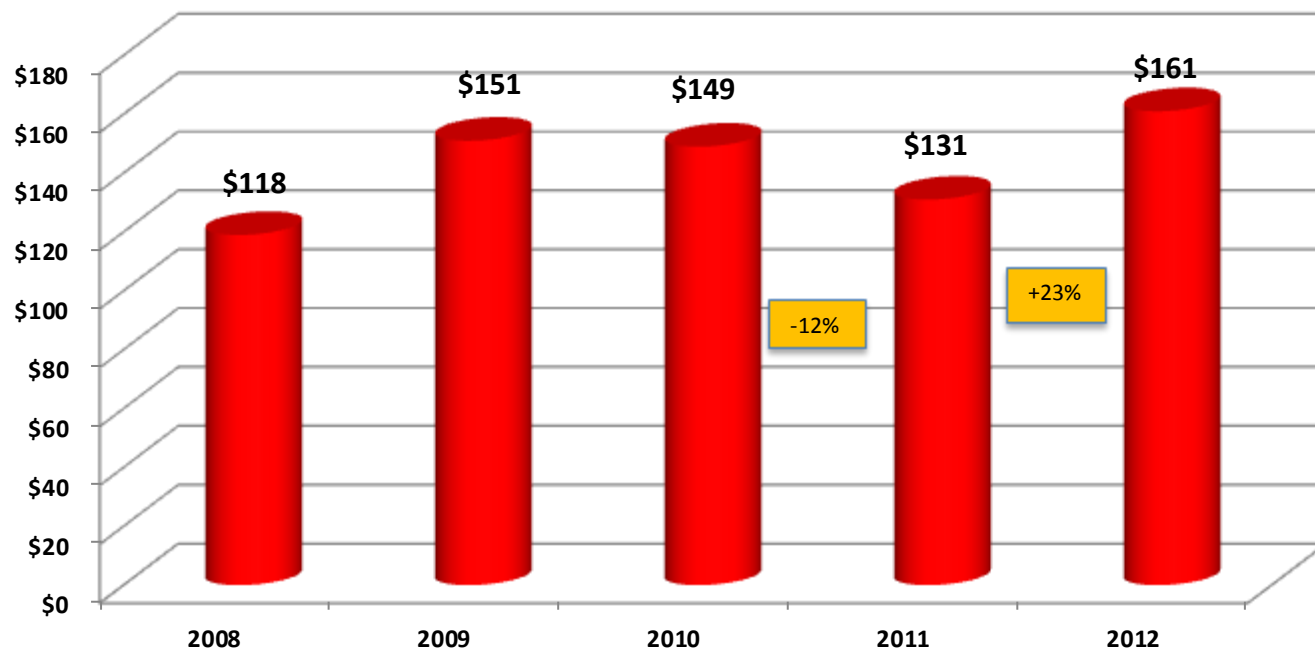
Total Field Expenditure of Services



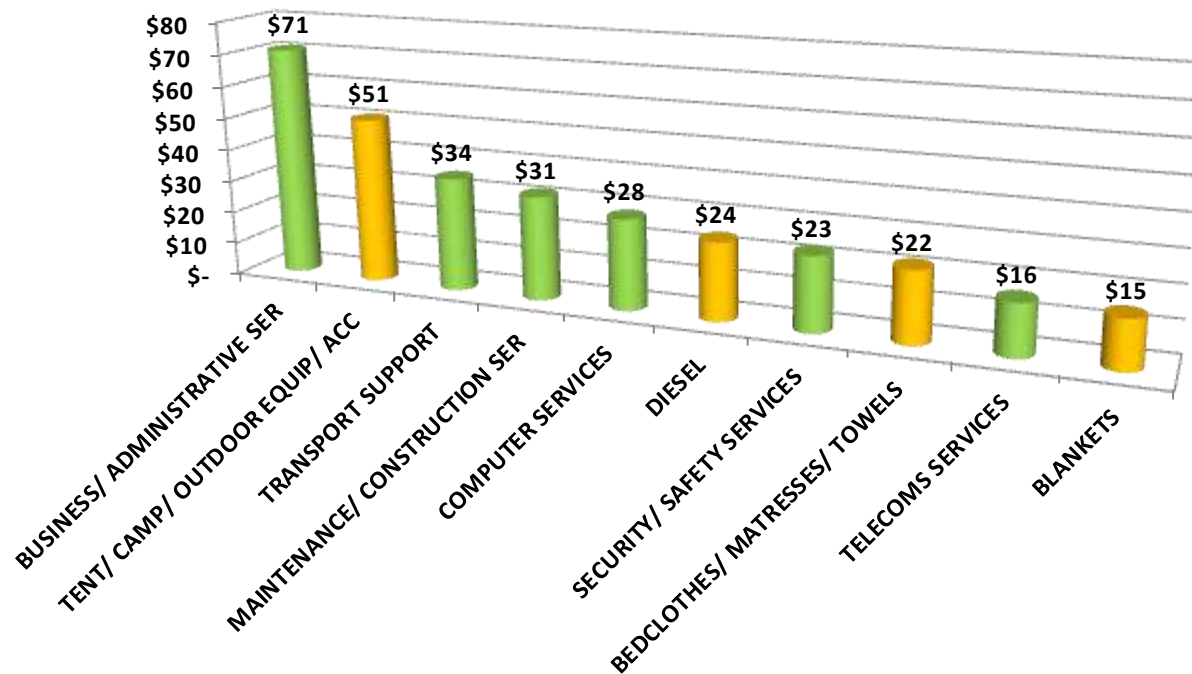
Total HQ Expenditure in Goods



Total Field Expenditure in Goods

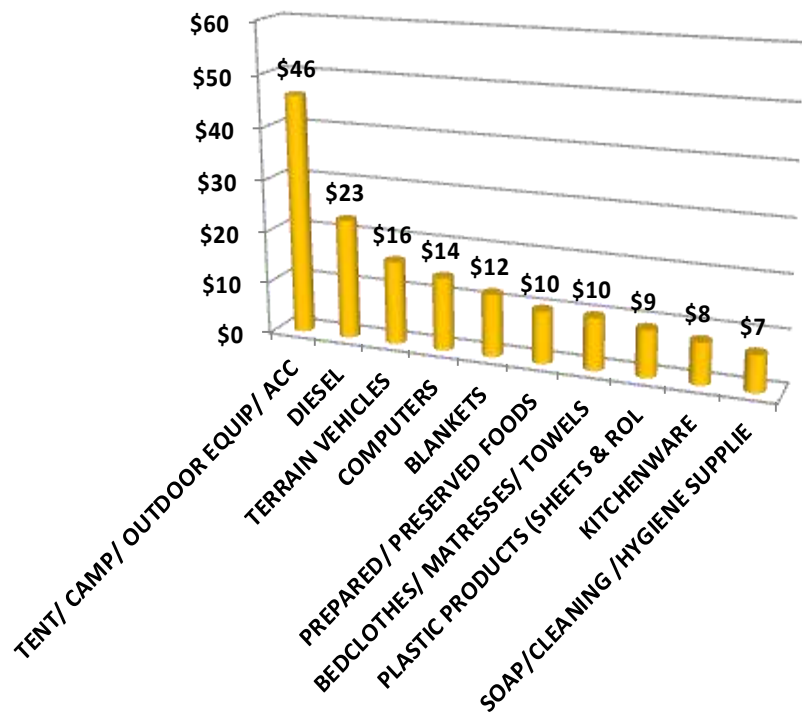


Top 10 Global Categories 2012 (Goods and Services)

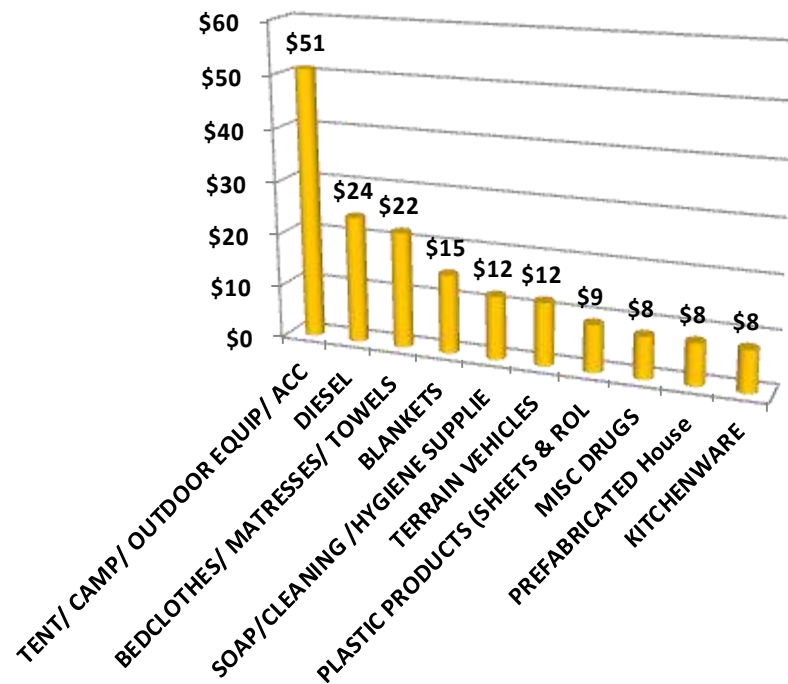


Top 10 Global Goods Categories

2011

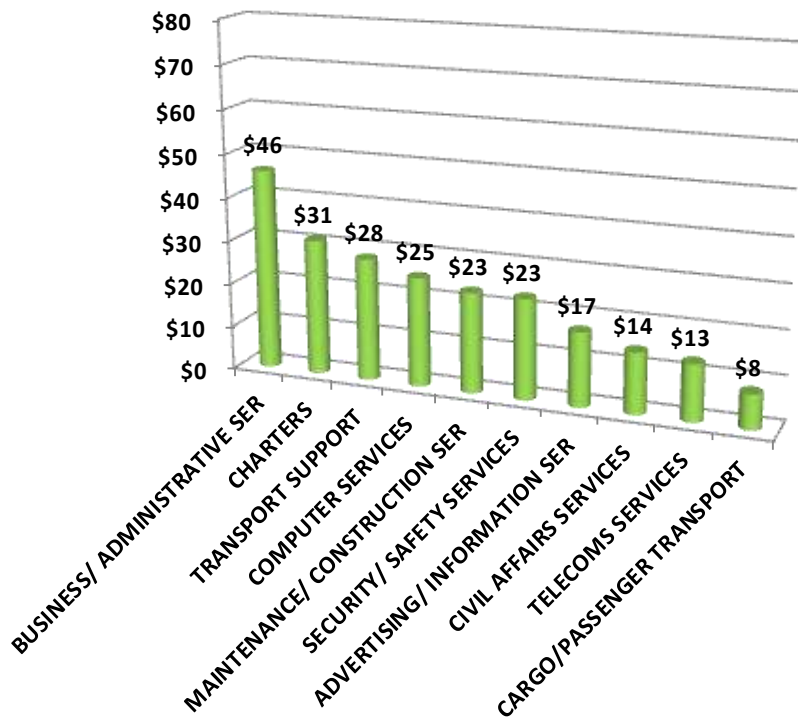


2012

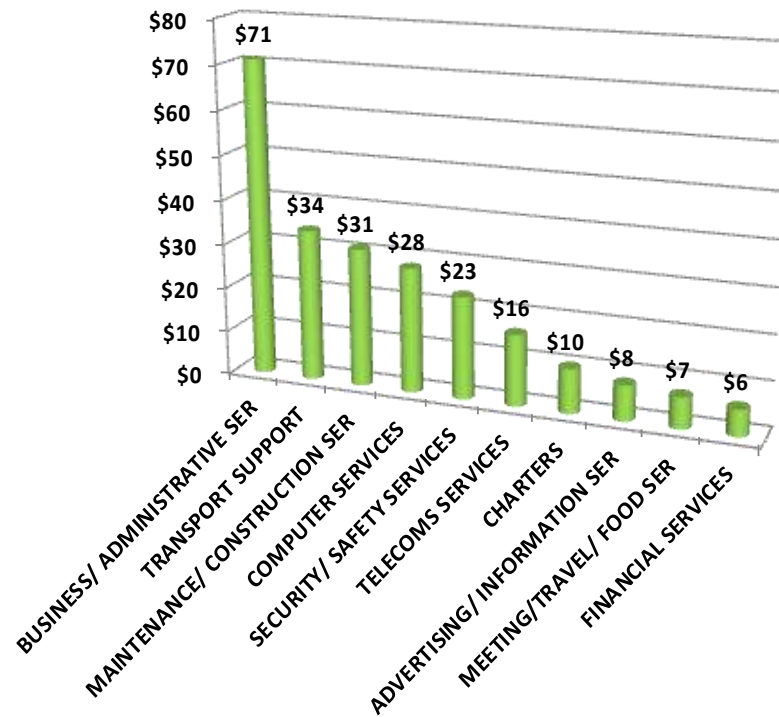


Top 10 Global Service Categories

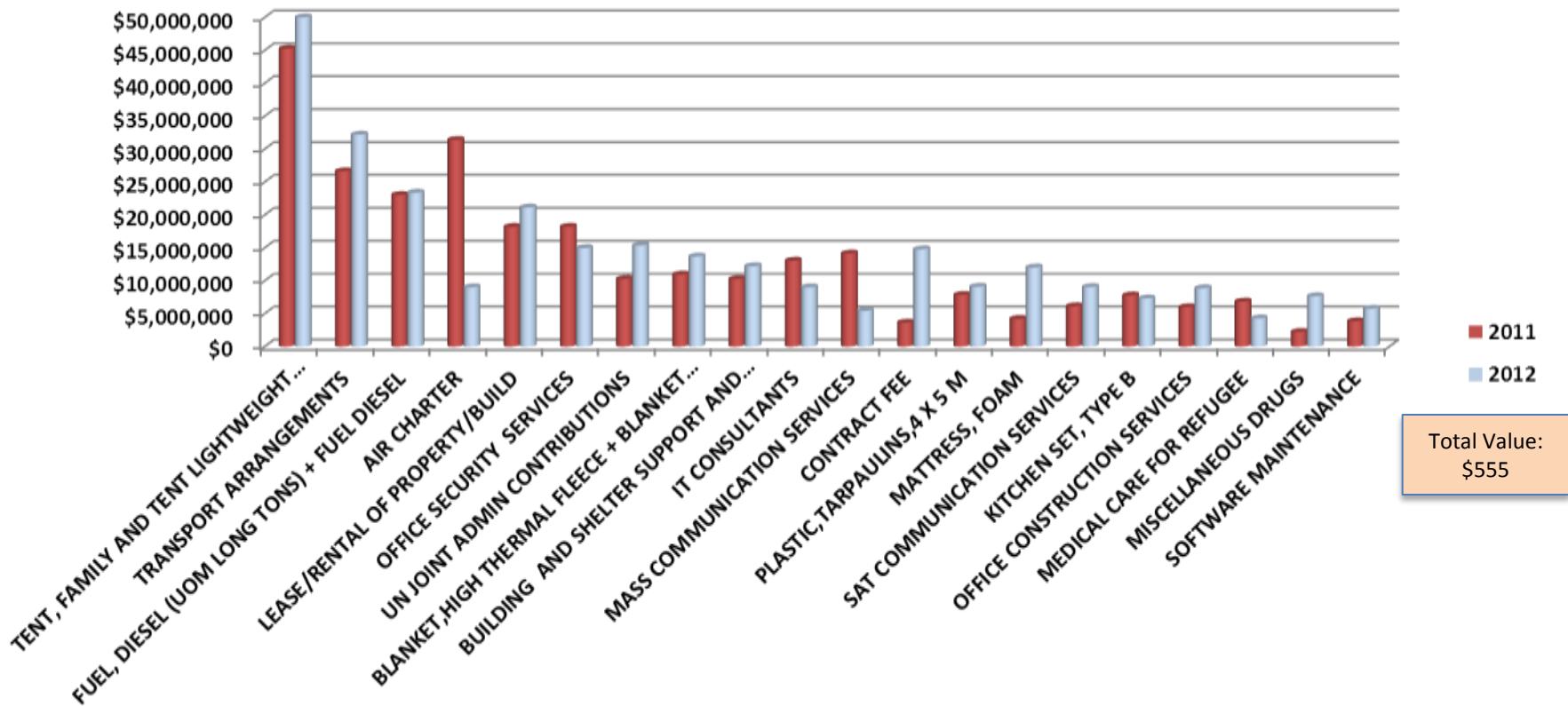
2011



2012



2011/2012 Highest Expenditure on Goods and Services within Categories



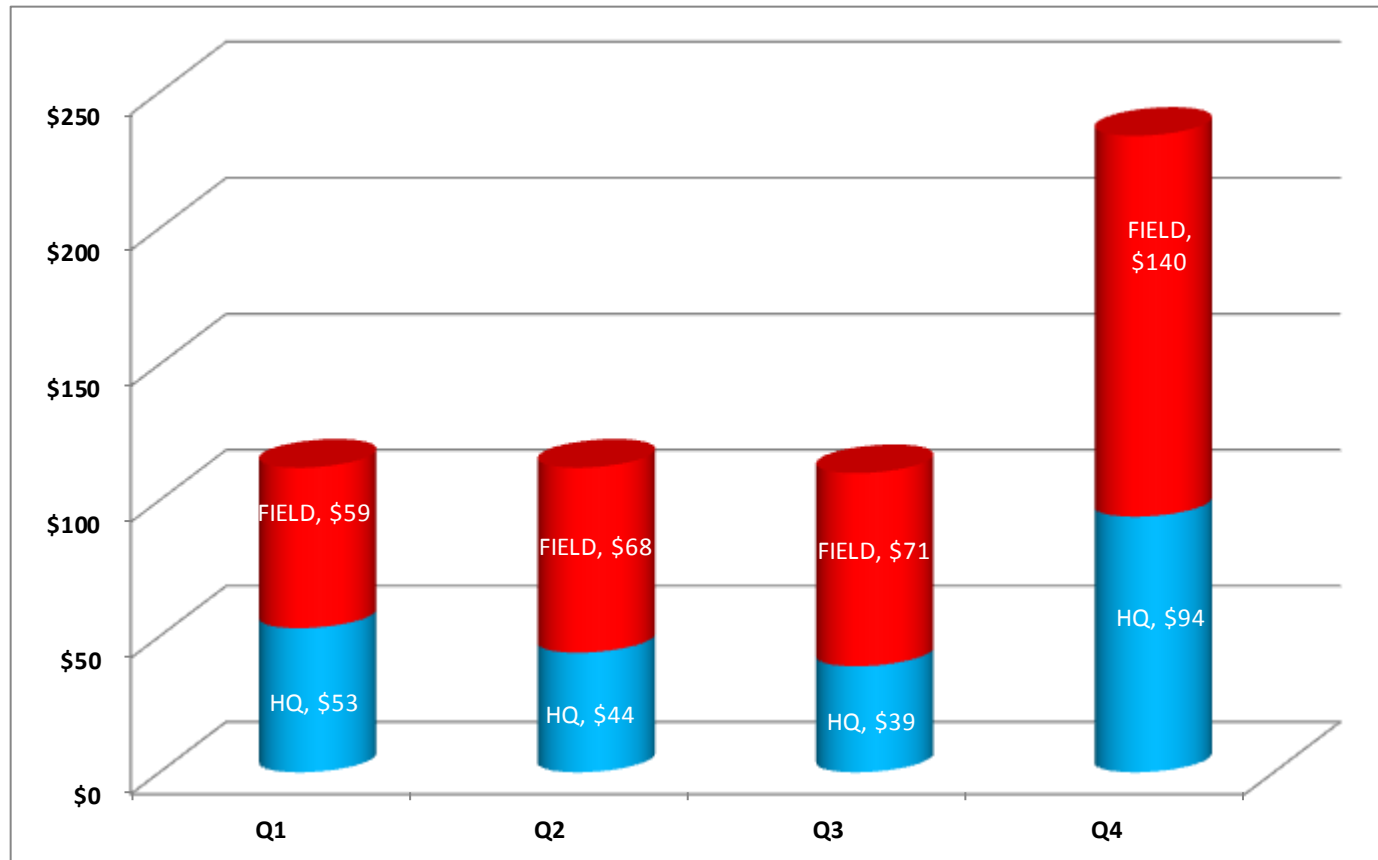
Top 20 largest increases on goods and services within Categories

GOODS AND SERVICES	% growth 2008-2012	Classification in terms of Absolute value 2012
UN JOINT ADMIN CONTRIBUTIONS	1919%	5
CONTRACT FEE	1140%	7
QUILT	891%	27
MISCELLANEOUS DRUGS	810%	16
CONFERENCE EVENT CONTRACTS	379%	30
MEDICAL CARE FOR REFUGEE	326%	26
INTERNET SERVICES	313%	25
GUARD SERVICES	289%	23
TENT	264%	1
BLANKET	256%	8
OFFICE SECURITY SERVICES	228%	6
SAT COMMUNICATION SERVICES	205%	12
OFFICE CONSTRUCTION SERVICES	194%	15
BUILDING AND SHELTER SUPPORT AND CONSTRUCTION	193%	9
SOAP, BARS 70% FATTY ACID	128%	22
SOFTWARE MAINTENANCE	126%	18
TRANSPORT ARRANGEMENTS	126%	2
IT CONSULTANTS	118%	14
CLEANING	110%	28
MATTRESS, FOAM	108%	10

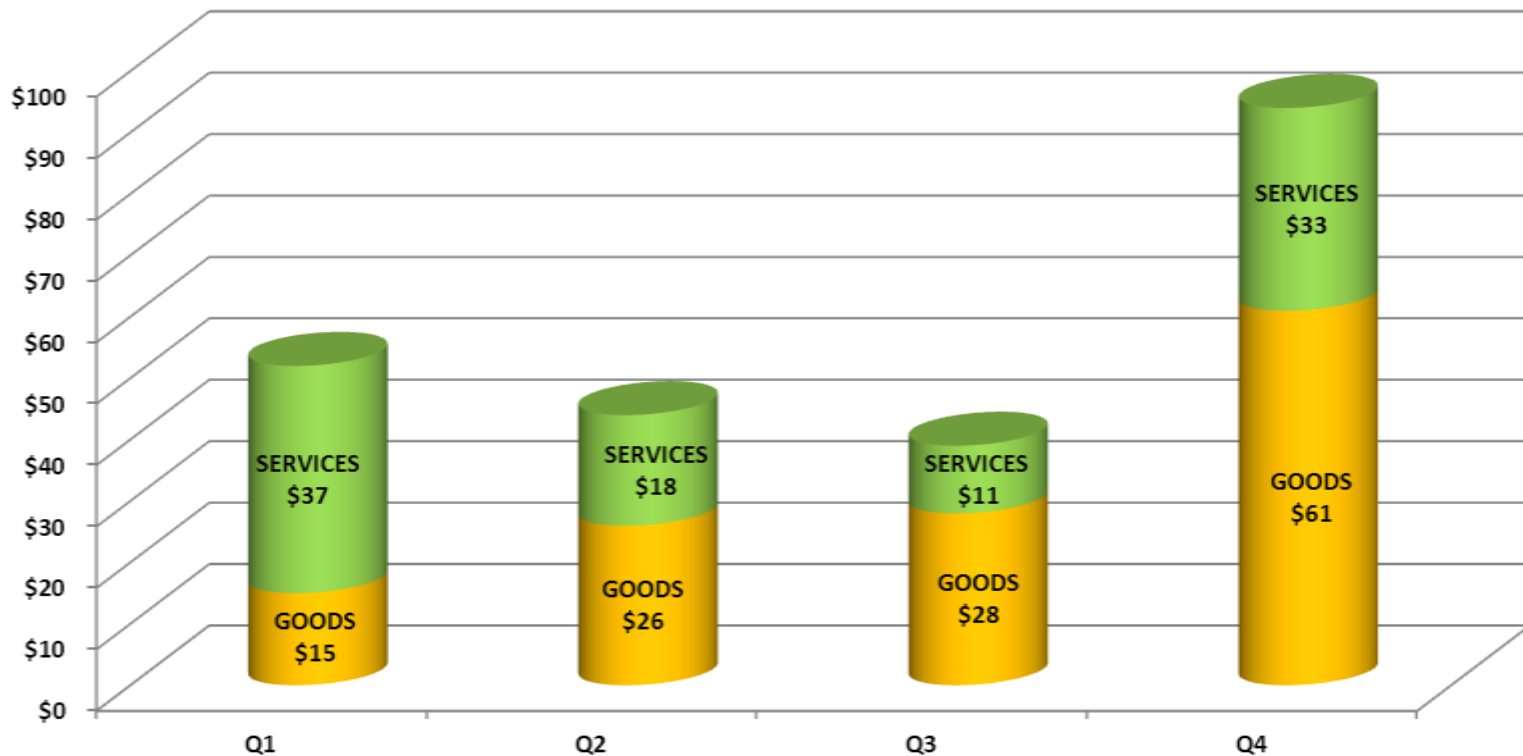


2012 ANALYSIS

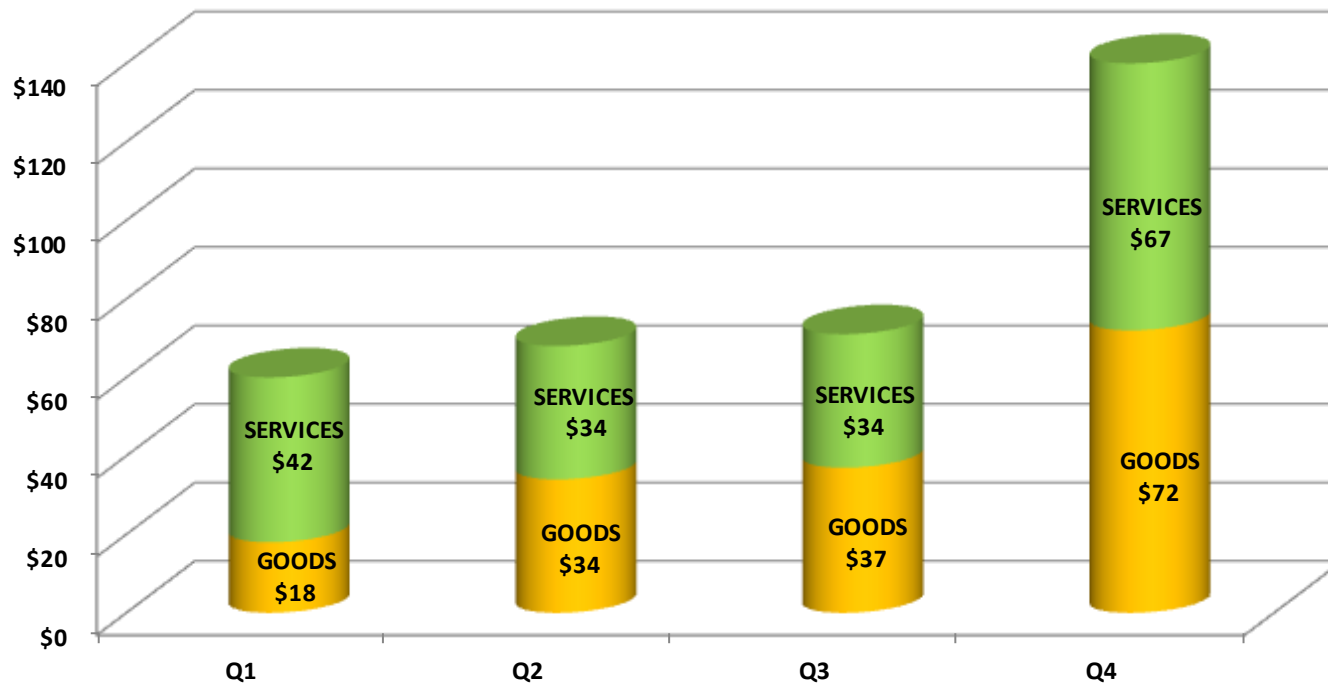
GLOBAL EXPENDITURE IN 2012 (Qtr.)



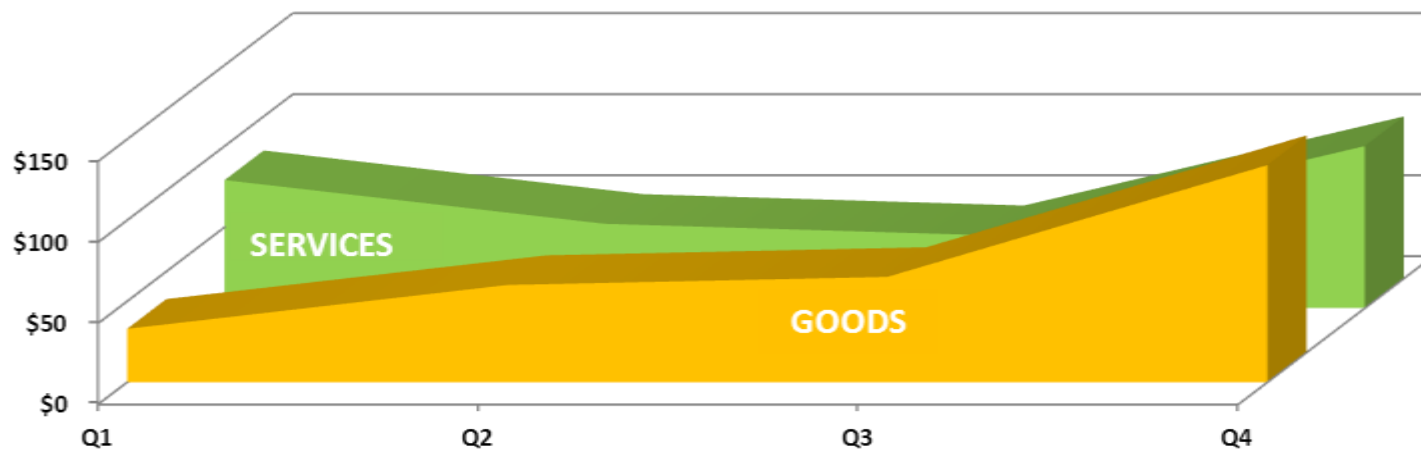
Total HQ Expenditure in 2012 (Qtr.)



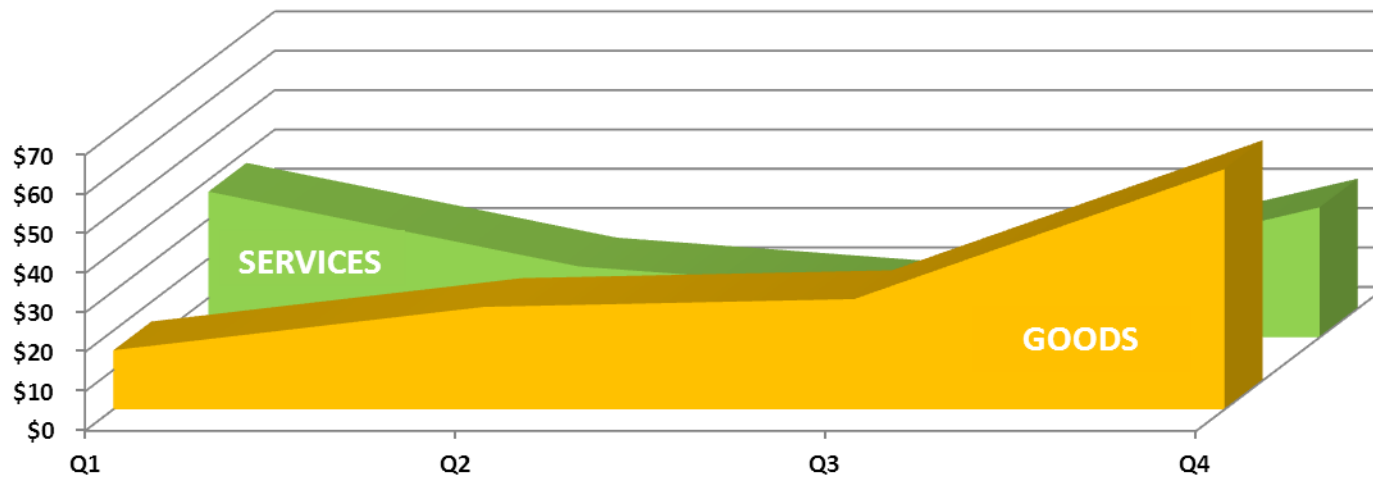
Total Field Expenditure in 2012 (Qtr.)



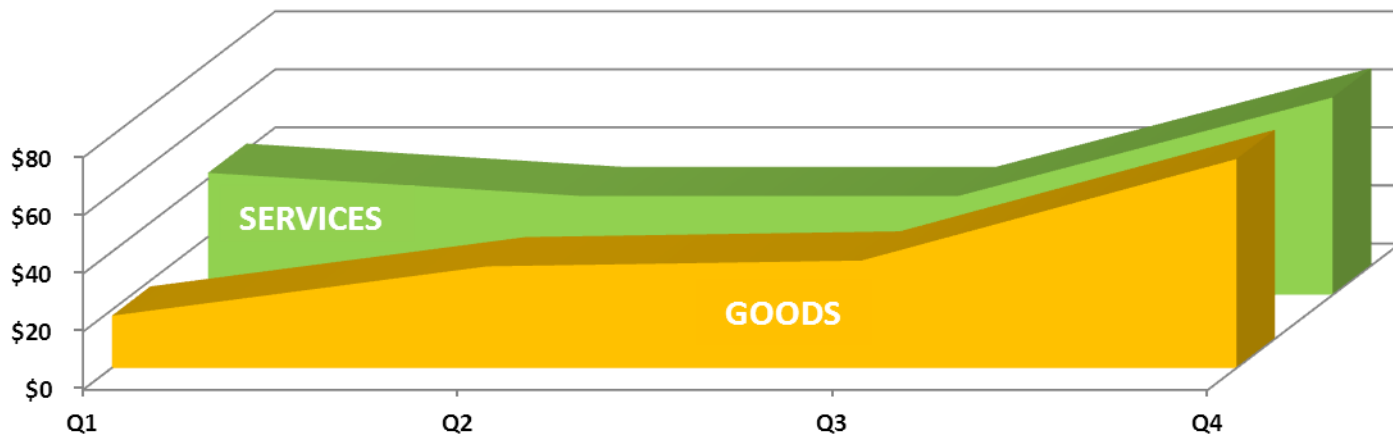
Total Global Expenditure in 2012 (Qtr.,)



Total HQ Expenditure in 2012 (Qtr.)



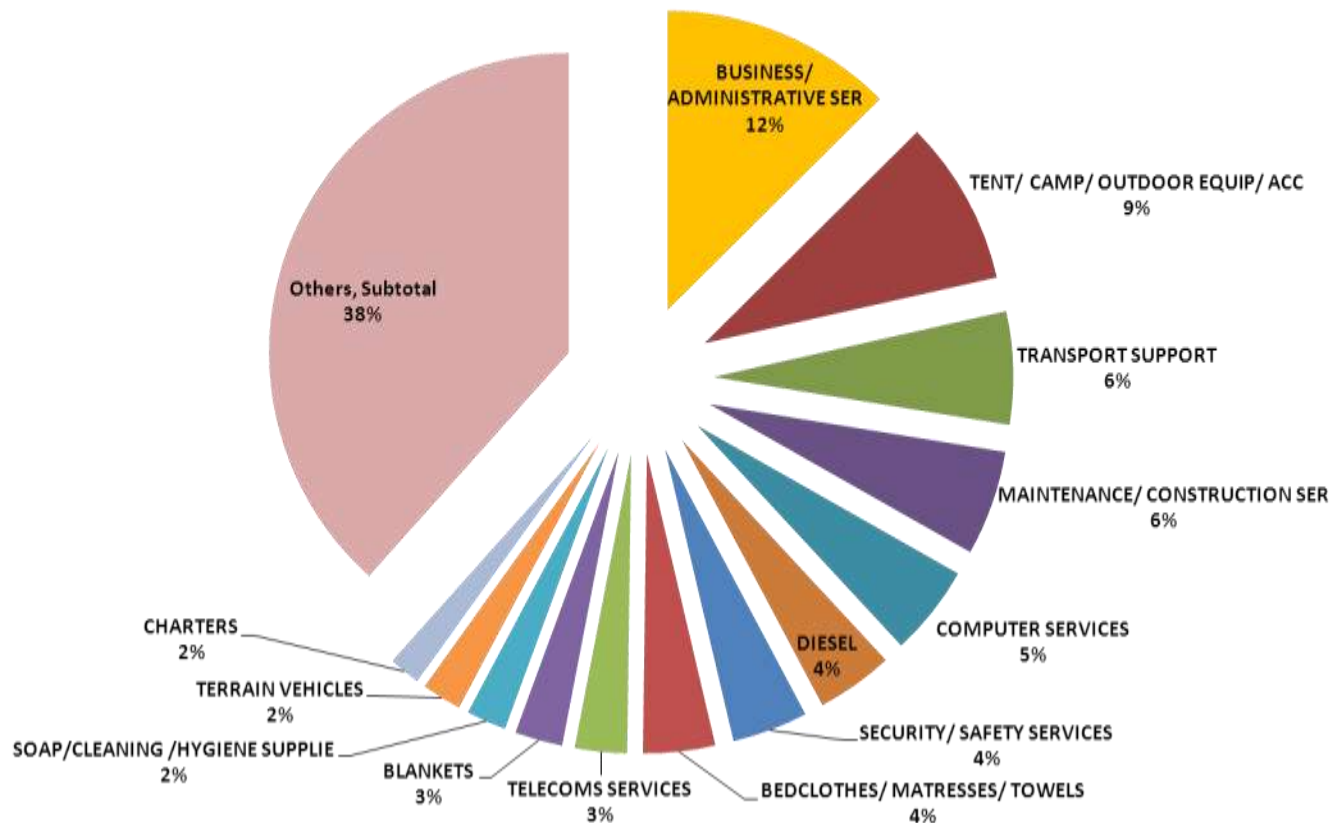
Total Field Expenditure in 2012 (Qtr.)



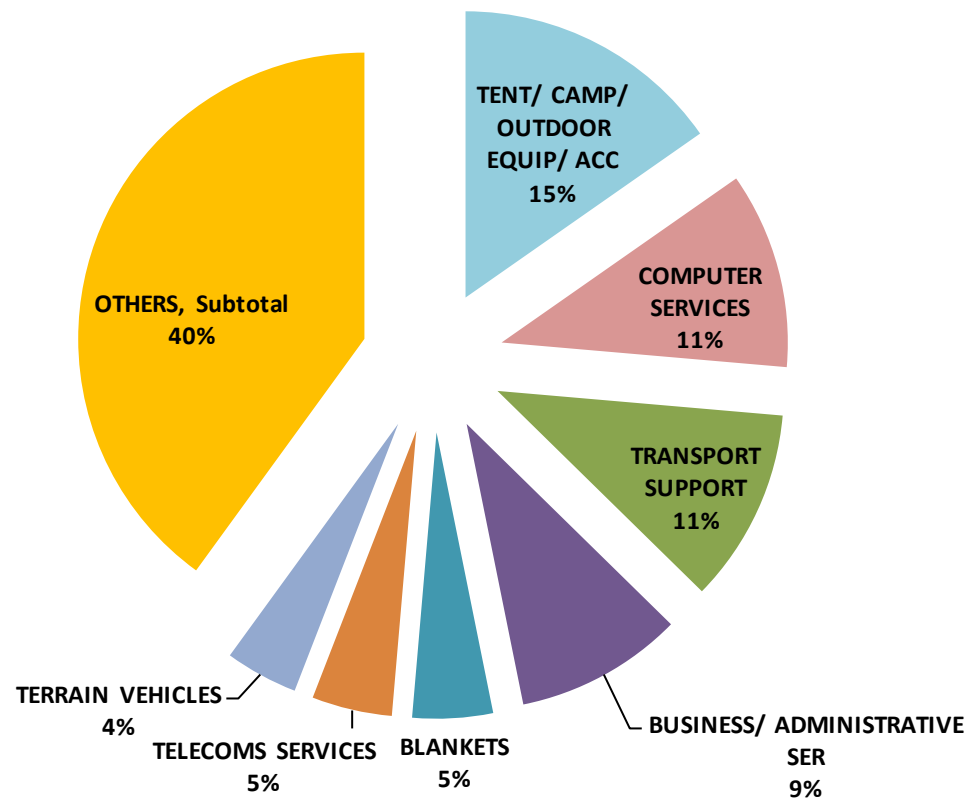


TOP 60% OF SPEND

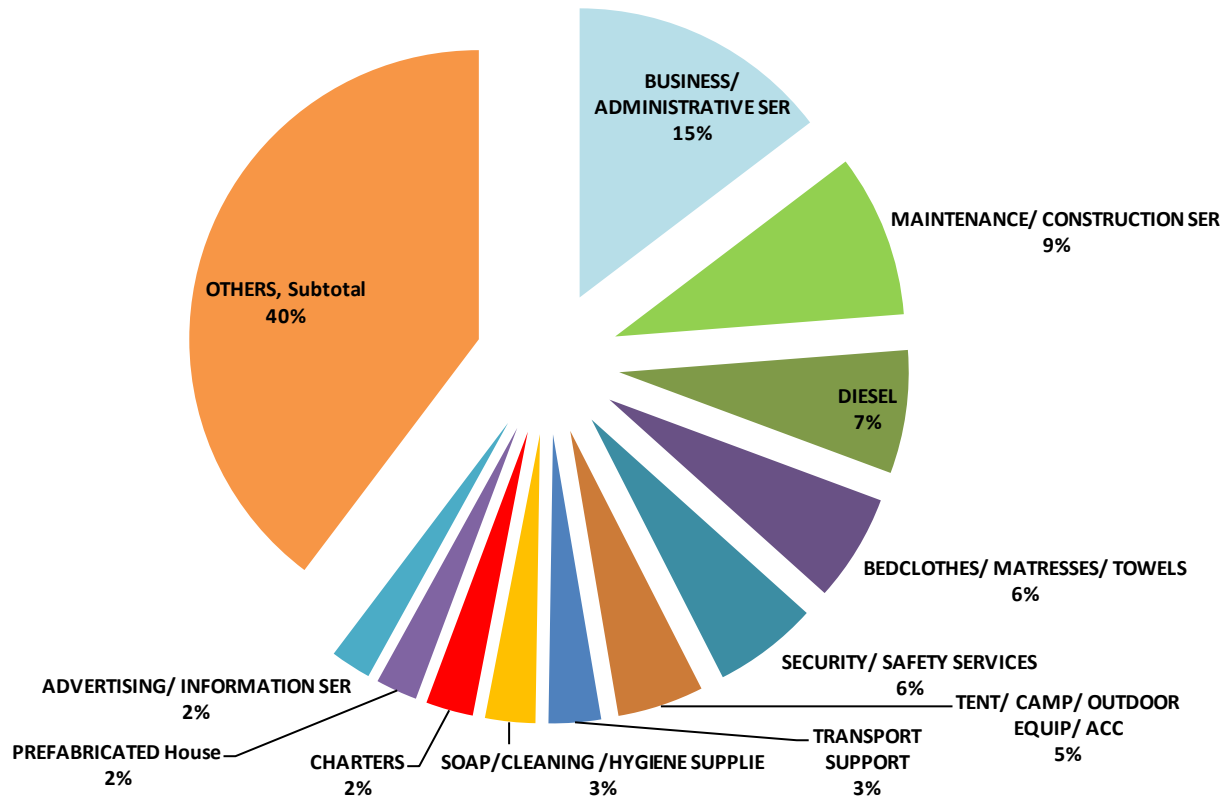
2012, 60% of Total Global Spend per Categories



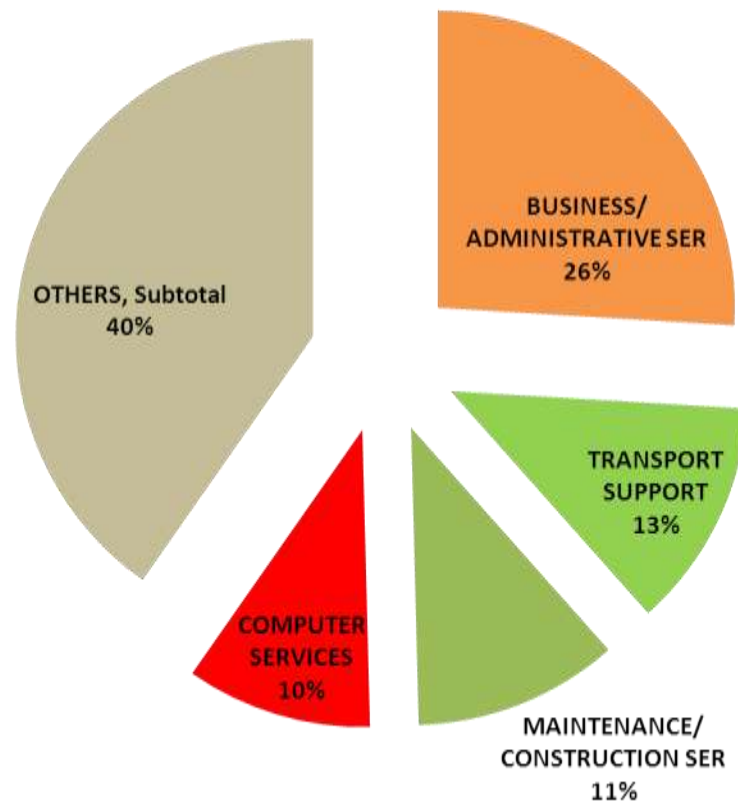
2012, 60% of Total HQ Spend per Categories



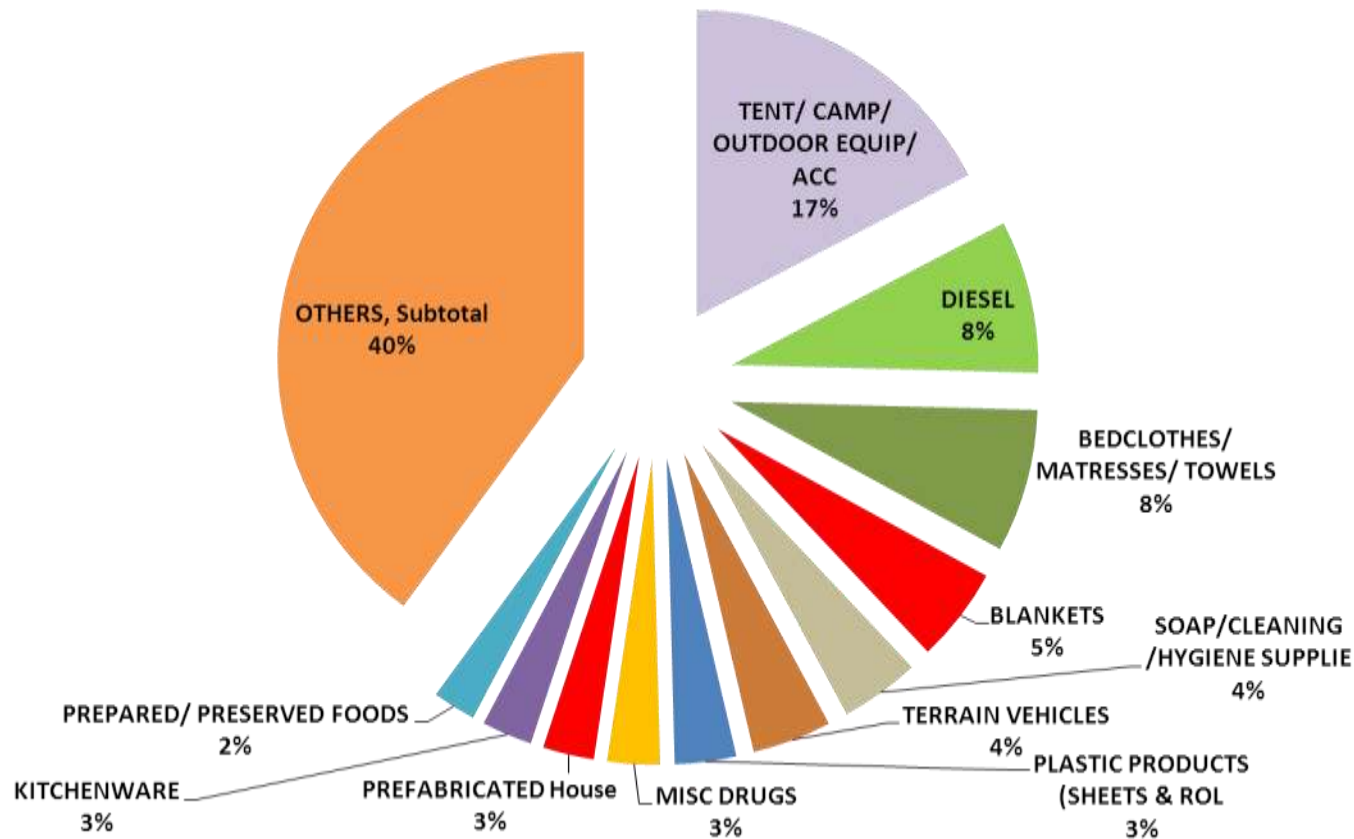
2012, 60% of Total Field Spend per Categories



2012, 60% of Total Services Spend per Categories



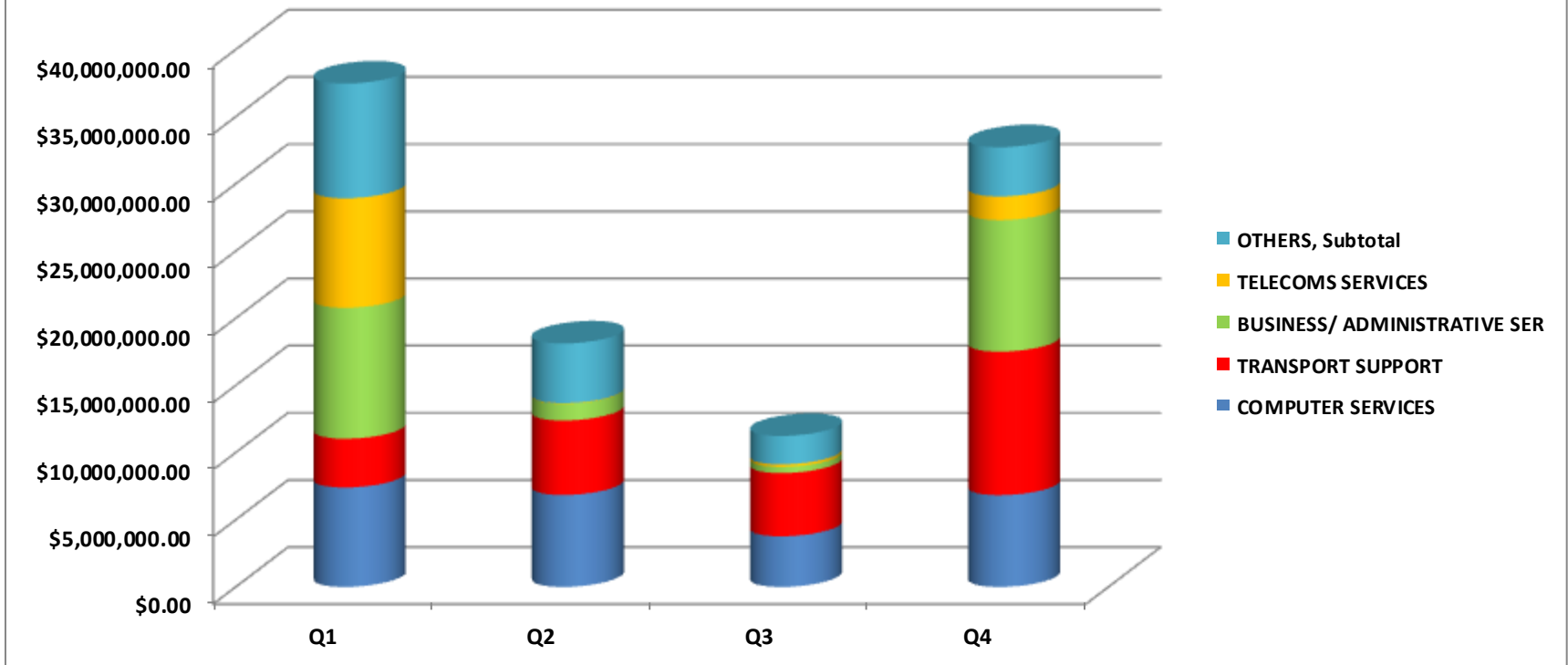
2012, 60% of Total Goods Spend per Categories



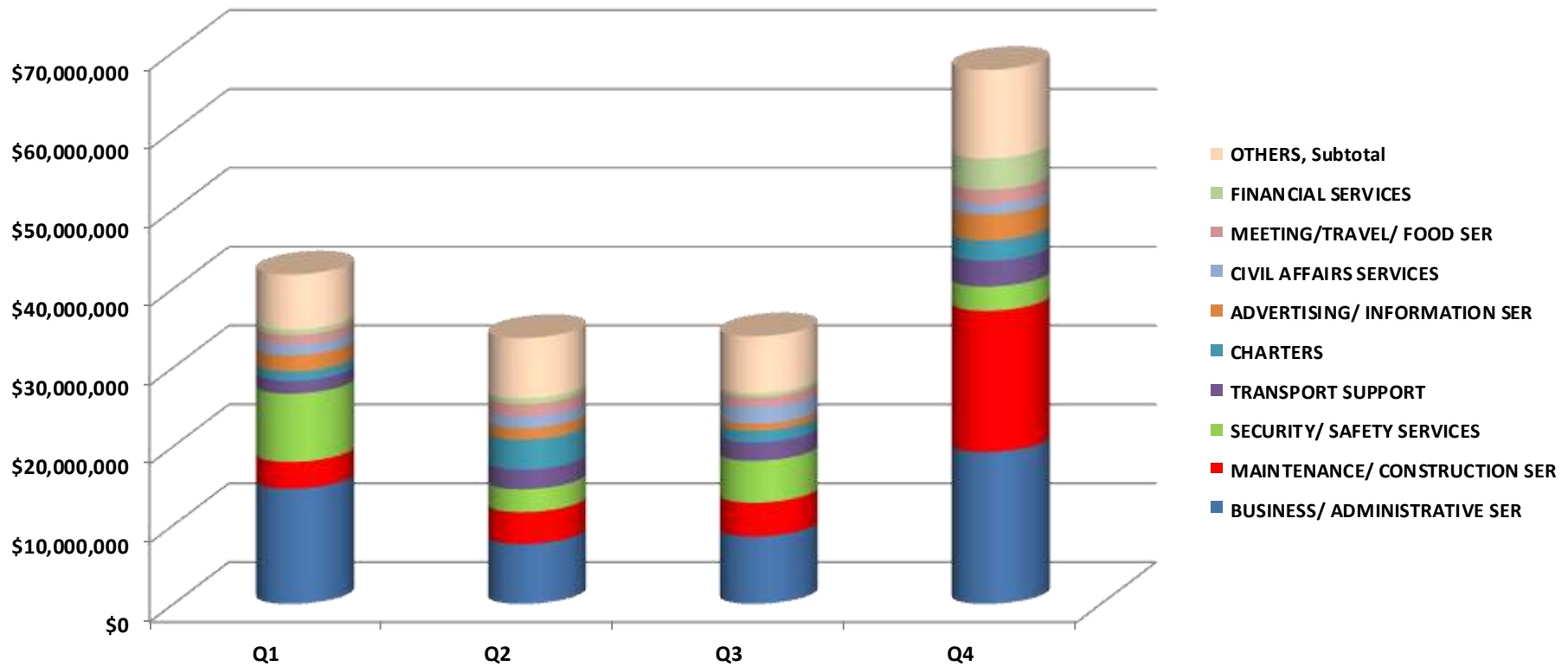


TOP 80% OF SPEND 2012

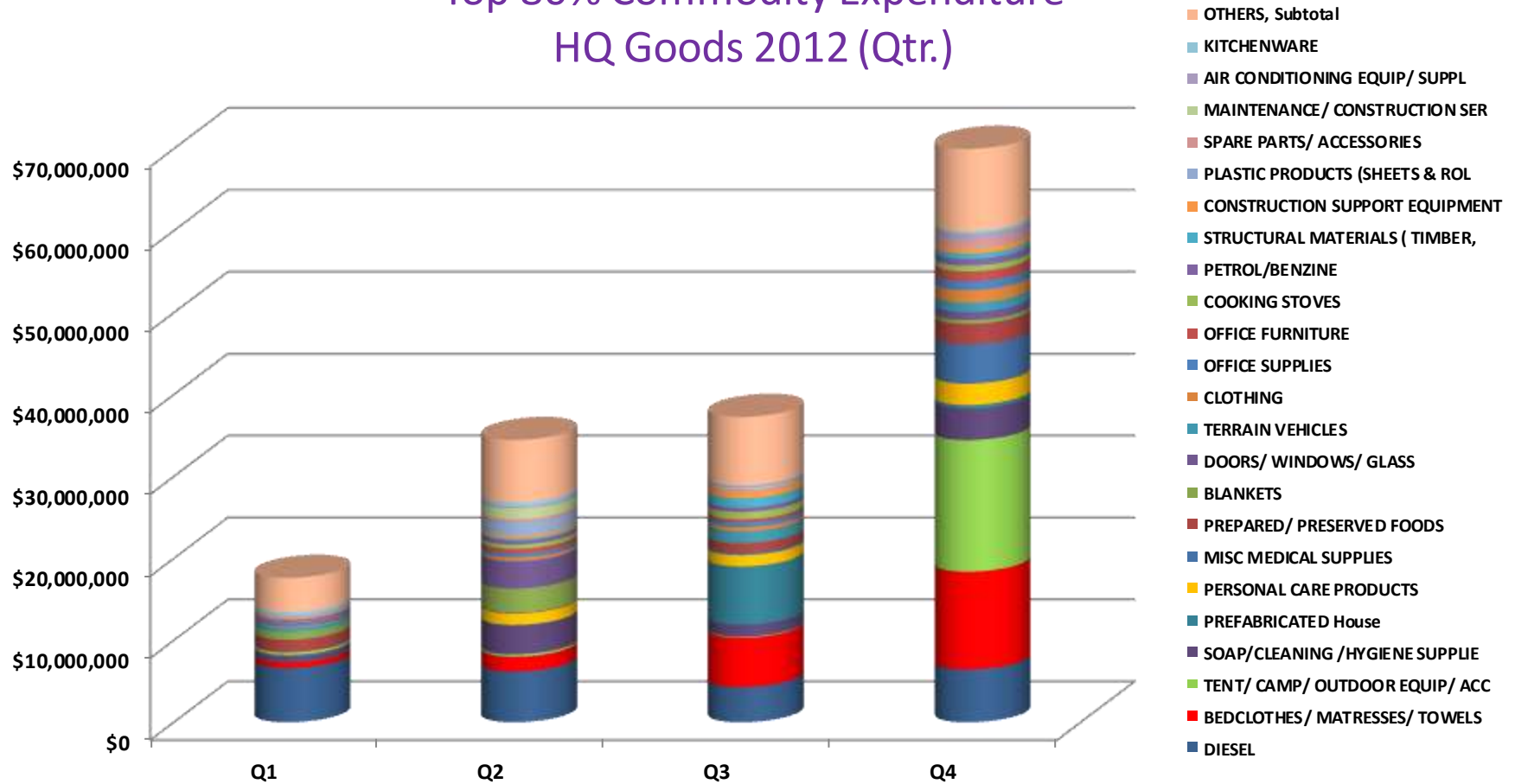
Top 80% Commodity Expenditure HQ Services 2012 (Qtr.)



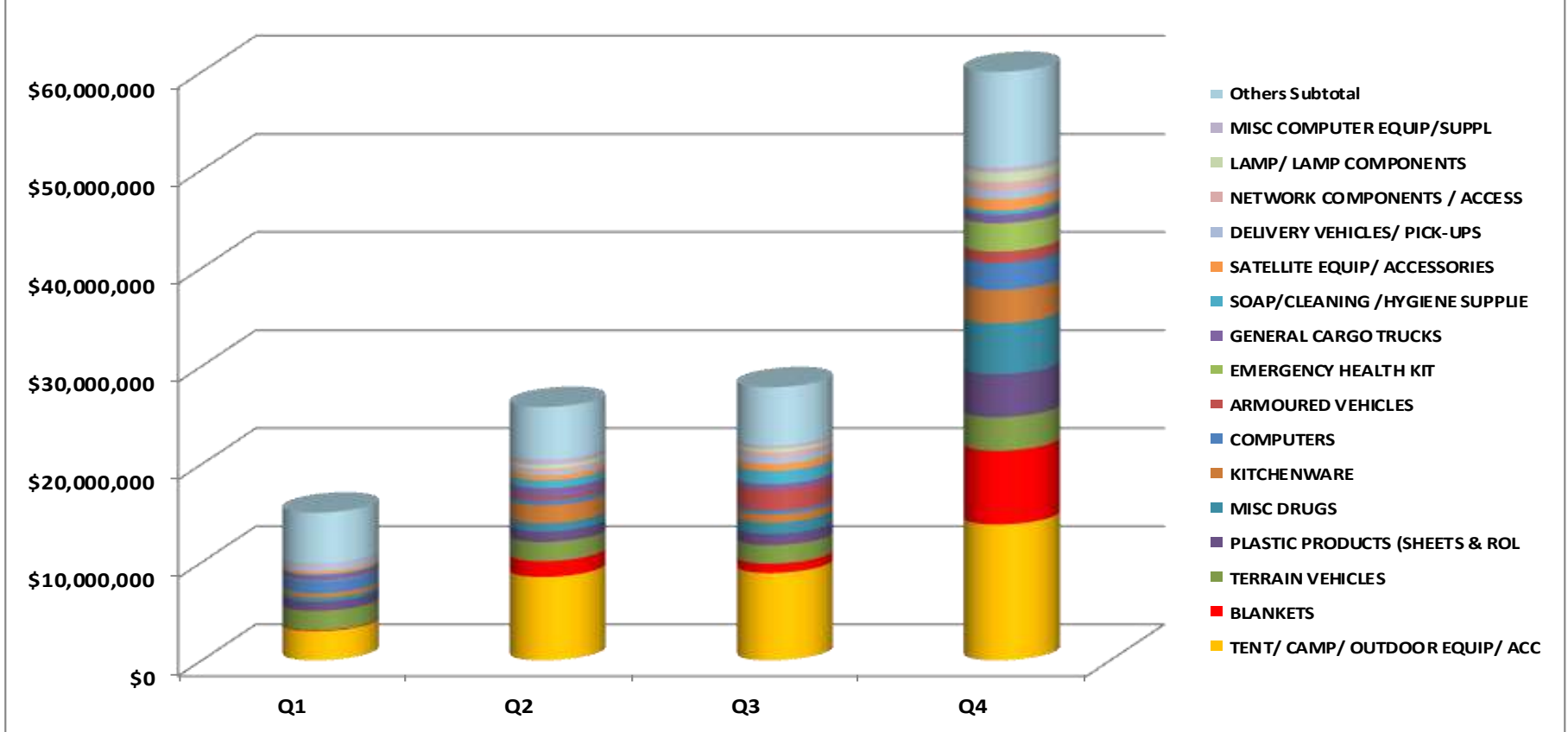
Top 80% Commodity Expenditure Field Services 2012 (Qtr.)



Top 80% Commodity Expenditure HQ Goods 2012 (Qtr.)



Top 80% Commodity Expenditure Field Goods 2012 (Qtr.)



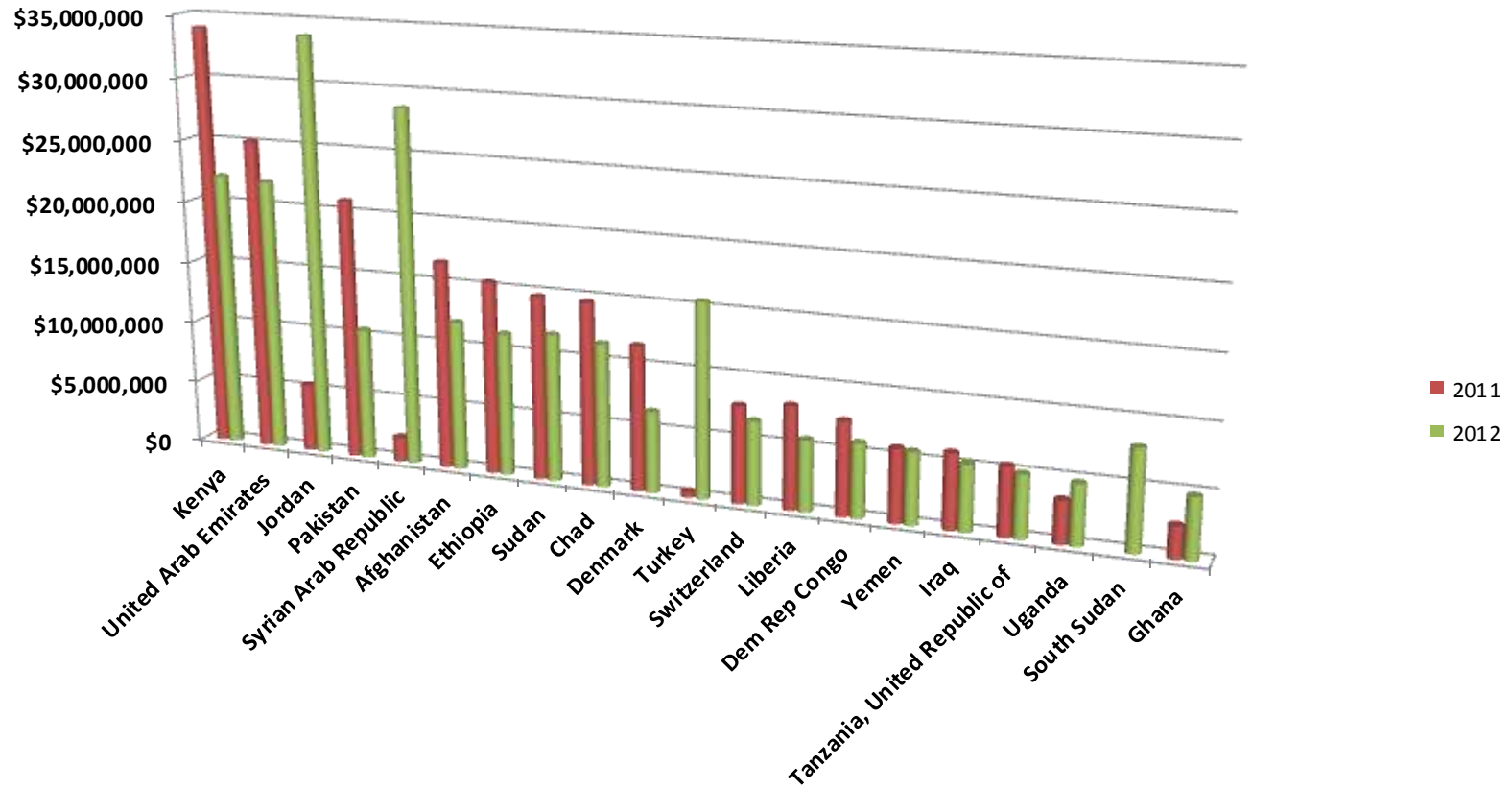


COUNTRY ANALYSIS 2011/2012

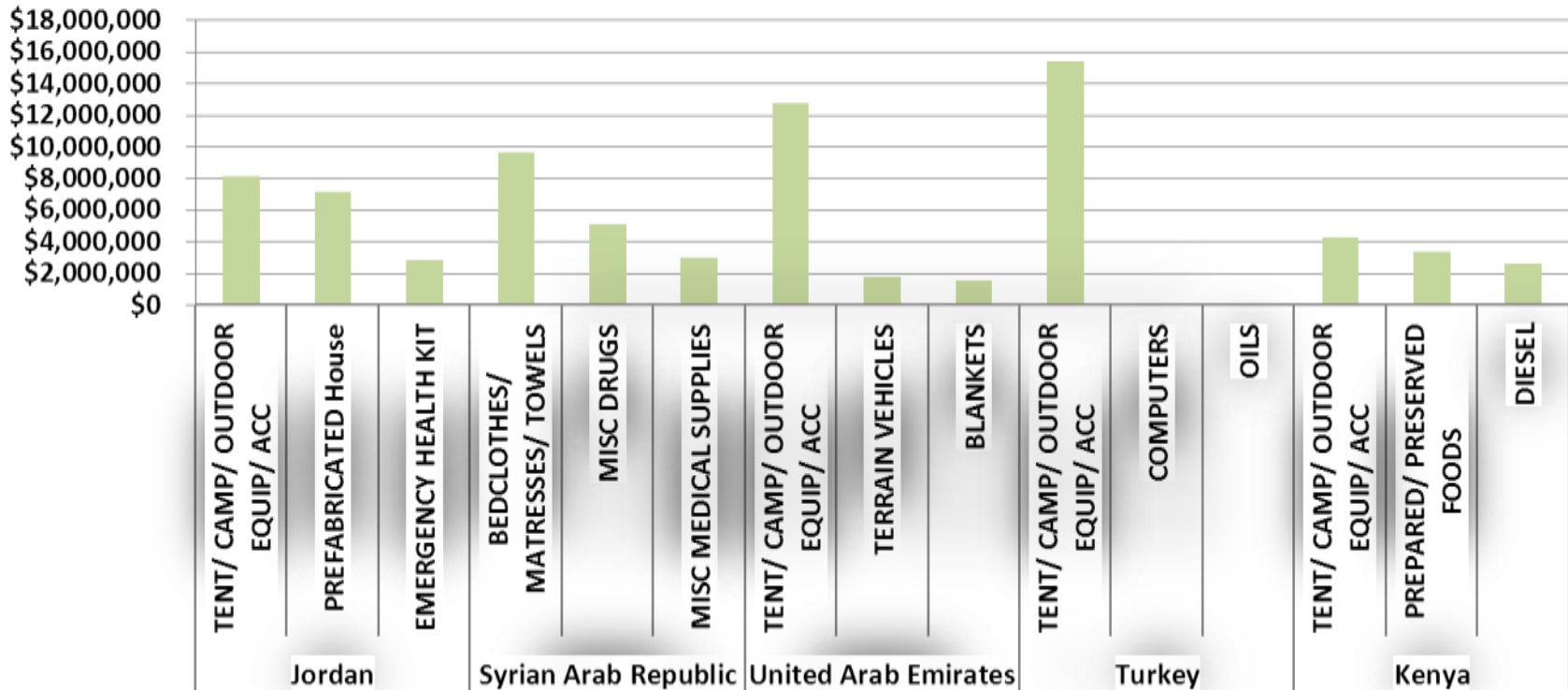
Top 10 Countries with the largest growth between 2011 and 2012

Country	2011	2012	% Growth
Niger	\$41,959	\$5,665,990	13403%
Burkina Faso	\$109,875	\$6,227,935	5568%
Mauritania	\$797,195	\$8,738,800	996%
Mali	\$166,500	\$1,727,780	938%
Netherlands	\$26,600	\$240,441	804%
Turkey	\$1,988,414	\$17,512,978	781%
Lebanon	\$752,863	\$5,585,066	642%
Syrian Arab Republic	\$5,546,200	\$33,131,189	497%
Western Sahara	\$557,066	\$3,285,546	490%
Jordan	\$8,618,540	\$46,085,016	435%

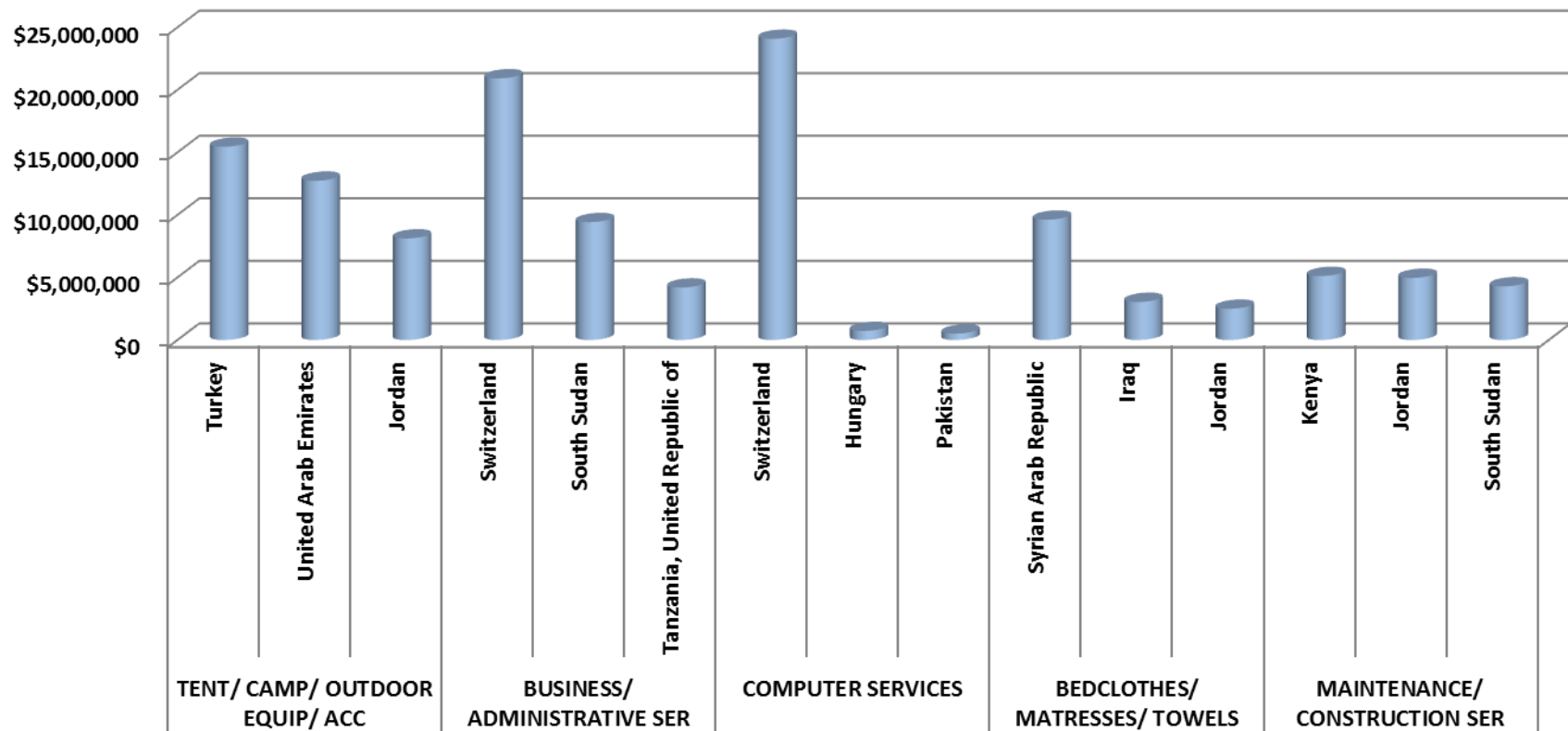
Top 20 shipped to Countries Goods in 2011/2012



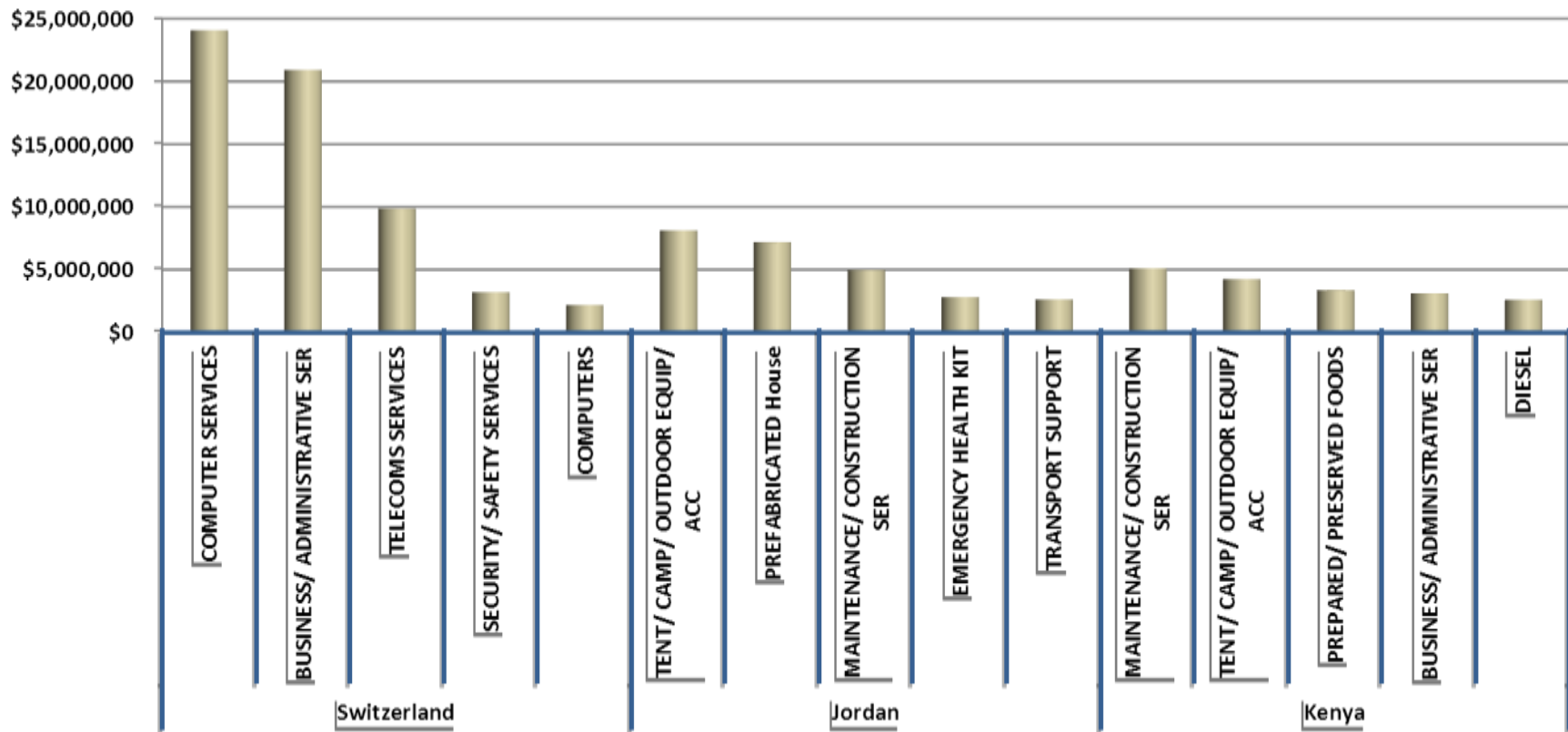
Top 5 Shipped to Countries and Top 3 Goods in 2012



2012 Top 5 Categories (shipments of goods/provision of services)



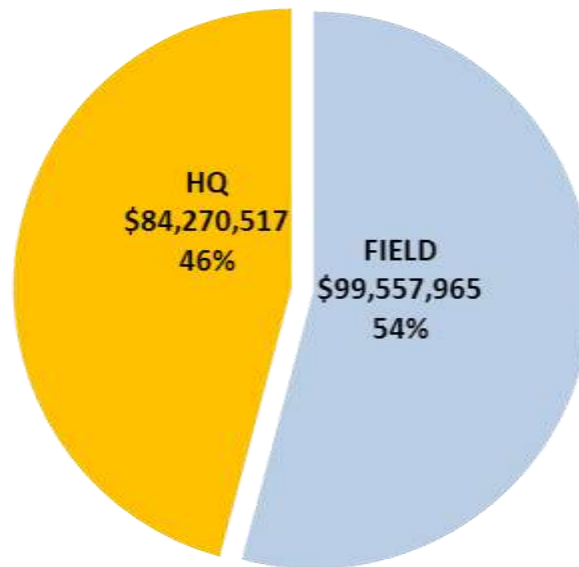
2012 Top 3 Countries/ Procurement Spend by Top Commodities



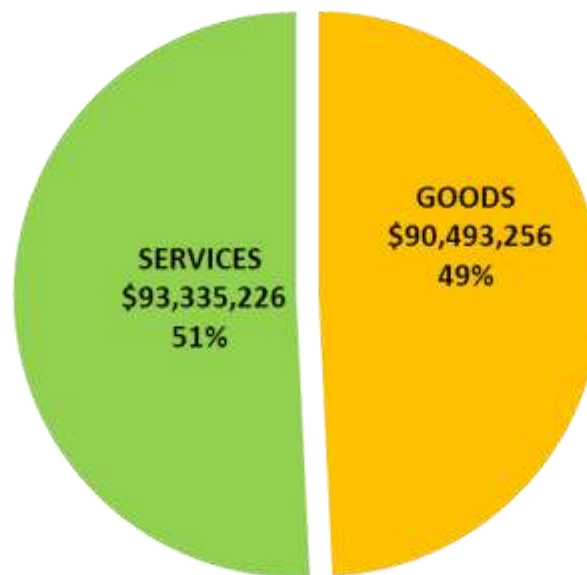


2013 1st QUARTER

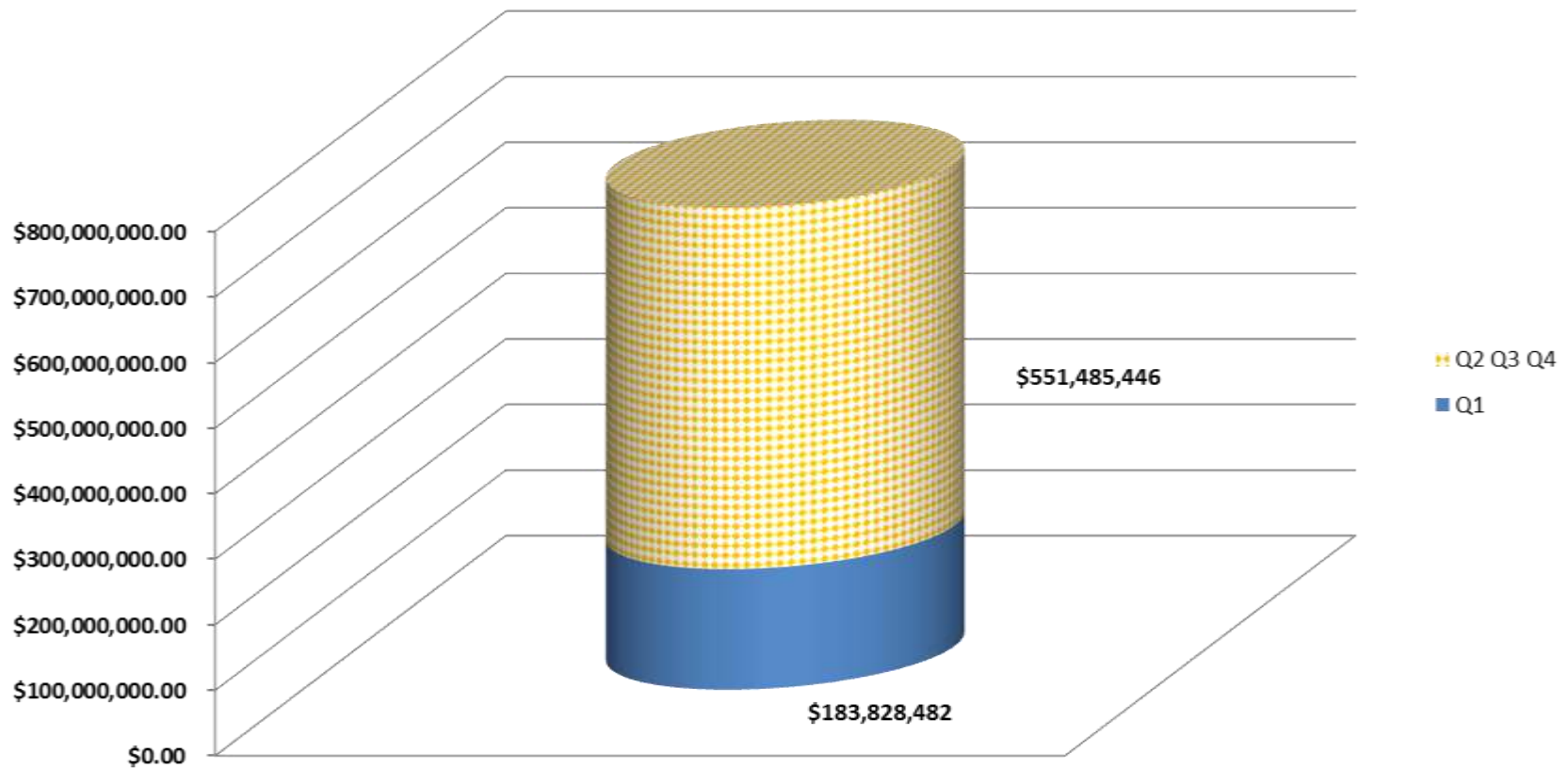
Total Procurement Spend 2013 1st Qtr. (HQ/Field)



Total Procurement Spend 2013 1st Qtr. (Goods/Services)



Projection Global Expenditure 2013



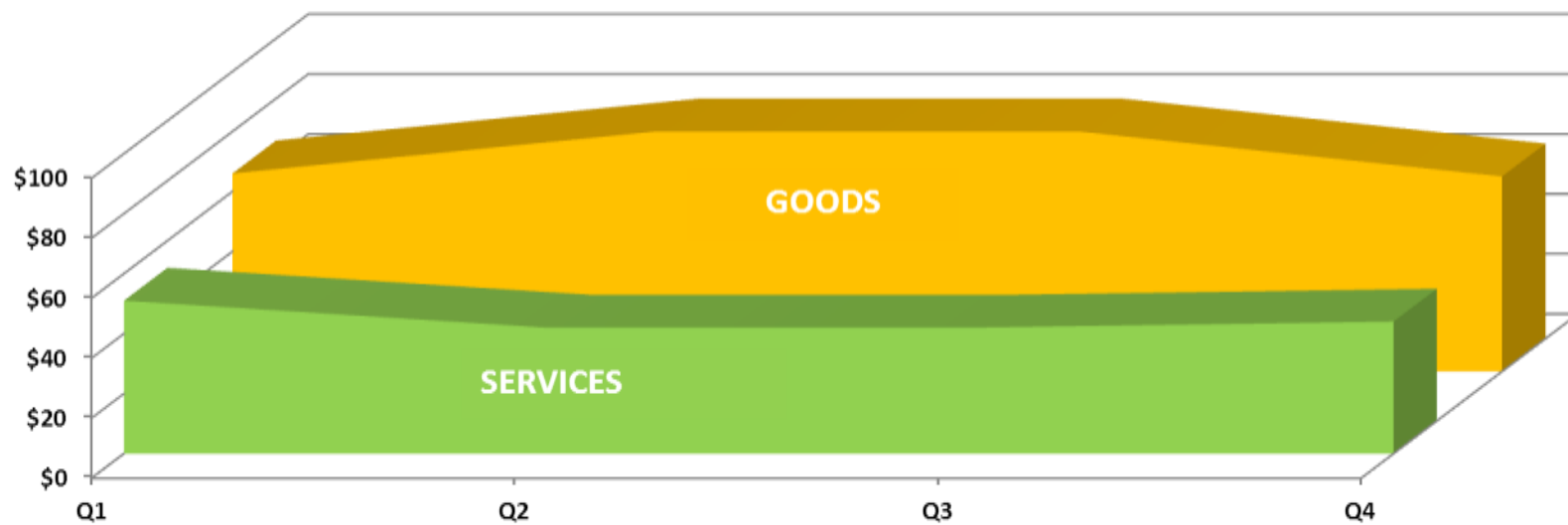
2008-2013 Evolution of Global Procurement



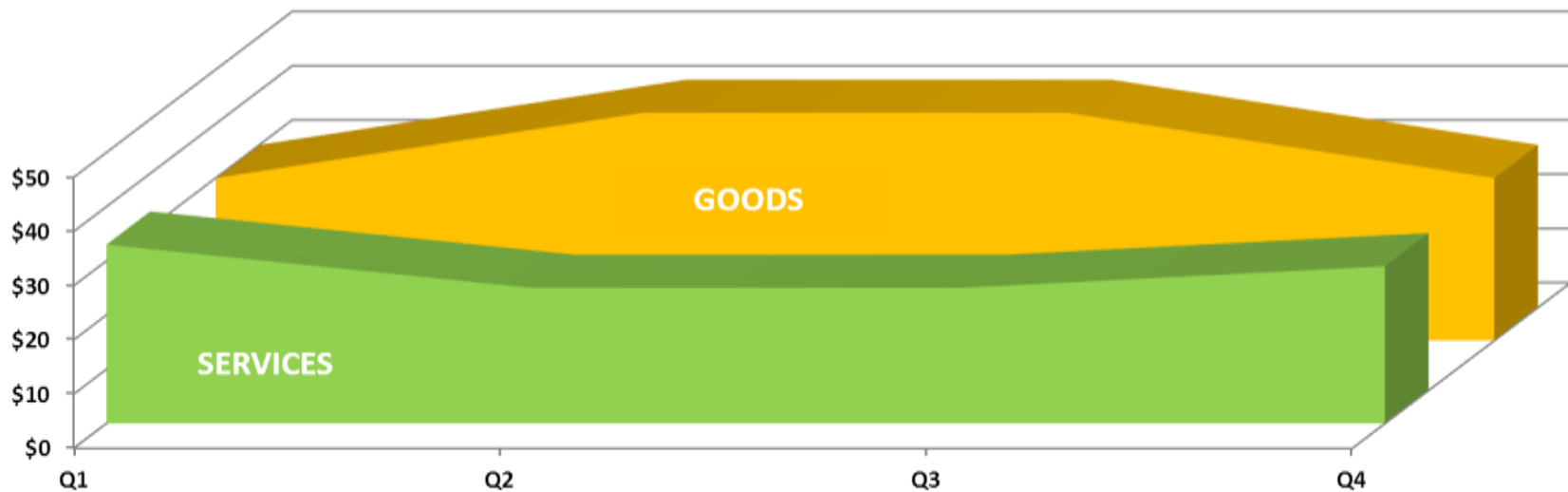


Projected Spend Scenario 2015

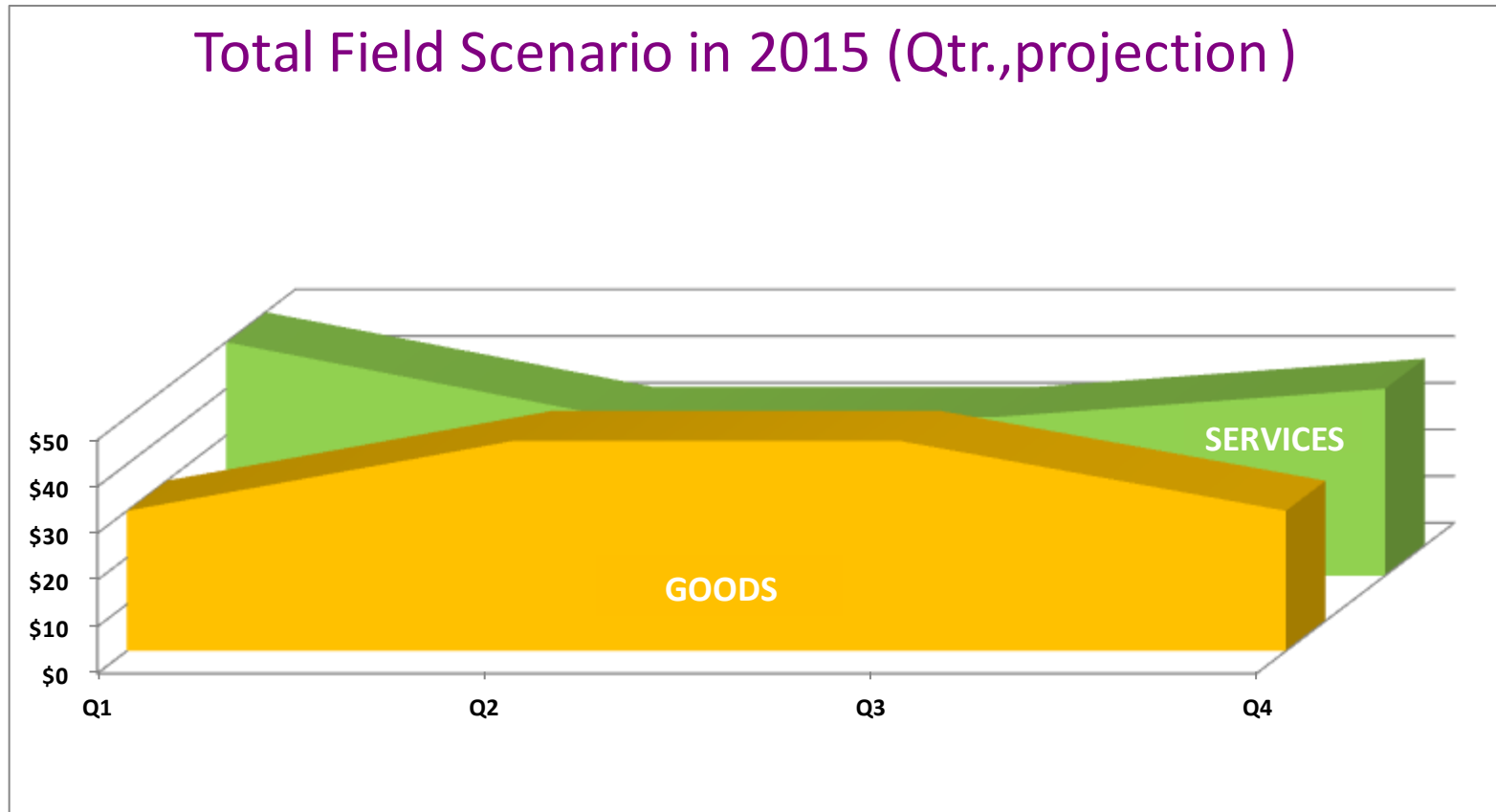
Total Global Scenario in 2015 (Qtr.,projection)



Total HQ expenditure in 2015 (Qtr., projection)



Total Field Scenario in 2015 (Qtr., projection)



5 Year Comparison of % of Total Spend Per Quarter

Qtr.	2008	2009	2010	2011	2012	2013	2014	2015
1	16%	12%	14%	20%	20%	20%	20%	20%
2	24%	23%	18%	19%	20%	22%	25%	30%
3	21%	25%	26%	20%	20%	23%	25%	25%
4	40%	40%	42%	41%	40%	35%	30%	25%



Down 1% from 2011 and
down 2% from 2010