

**MINUTES OF ANNUAL MEETING OF THE MEMBERS OF
ASOCIACION LATINOAMERICANA DE SEGURIDAD
INTERNATIONAL INC.**

The annual meeting of the members of the above-named corporation was held on September 9th, 2022 at the meeting room of the James L. Knight Convention Center, Miami, Fl.

Present were 33 of 392 active members of the corporation
Ms. PILAR GOMEZ as president of the Corporation is the Chairman of the meeting and Diego Paez is the Secretary of the meeting.

Also, present:

Alberto Alvarez (CEO of the Corporation)
Alejandro P. GUARDONE (legal counsel of the Corporation).

1. The meeting has been called to order. It was determined that a quorum was present, and the meeting could conduct business.
2. The Secretary determined and reported that notice of the meeting has been properly given in accordance with the bylaws.
3. The Chairman welcomed the members and the following agenda was considered and resolved.

AGENDA

- 2. Ratification and approval of the minutes of the general meeting of members held on July 26th, 2021.**

A copy of the minutes of the previous meeting of the members has been already sent to all members. Also available for the ALAS members at <https://alas-la.org/documentos/>

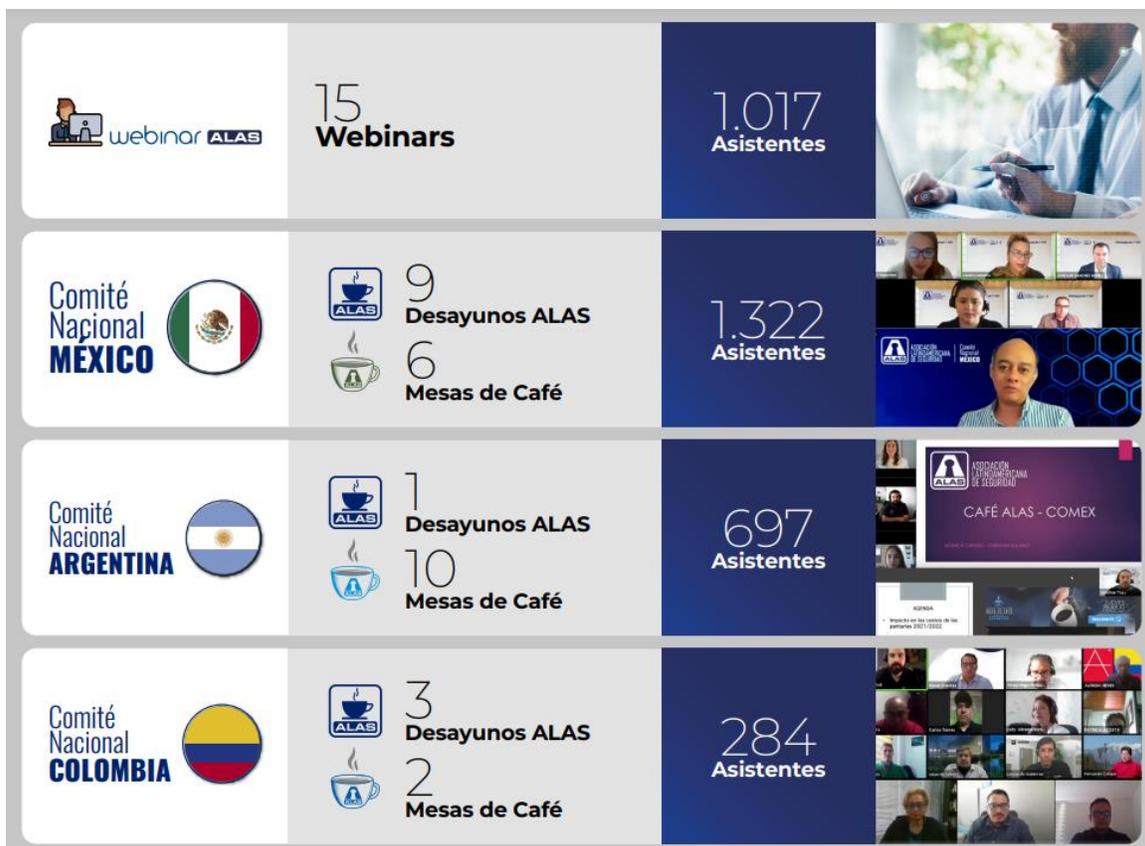
Upon motion duly made, seconded and unanimously carried, such minutes were ratified and approved.

- 3. To receive and adopt annual Report and audited financial statements for the year ending December 31st, 2021.**

The President requested the CEO of the Corporation to inform on such respect. Mr. Alvarez takes the floor and before displaying a chart explaining the results of the balance sheet, shows the ALAS activities during 2021 as follows:

NUESTRO 2021

EN CIFRAS



	 3 Desayunos ALAS  1 Mesas de Café	218 Asistentes	
	 1 Mesa de Café	80 Asistentes	
	 1 Desayunos ALAS	63 Asistentes	
	<p>Un espacio creado para los miembros de la asociación que te brinda la oportunidad de interactuar de forma directa con toda nuestra comunidad de socios.</p>	168 Usuarios	

	65 Entrevistas <p>En las cuales conocimos su historia y planes de trabajo durante este 2021.</p>	9.963 Reproducciones	
	25 Cursos en línea	415 Egresados	
	6 Banca, Ciudades Seguras, Hotelería y Turismo, Infraestructuras Críticas y Logística y Transporte.	761 Asistentes	
	28 Tecnologías	1.527 Visitas 333 Click a producto	



Redes sociales

Con más de 3mil nuevos seguidores en el 2020, convirtiéndose en un medio de contacto ideal con nuestra comunidad.

30.000
SEGUIDORES



APP ALAS

Un proyecto para tener las soluciones ALAS en la palma de tu mano, para una consulta rápida de empresas y beneficios para Socios.

700
USUARIOS



Membresías ALAS

En nuestro máximo histórico de socios ALAS con un crecimiento del 24% con respecto al año anterior.

557
SOCIOS



Cursos ALAS

Presentamos los primeros cursos en línea, se realizaron además 4 cursos presenciales con más de 300 certificaciones.

320
ASISTENTES

FERIA DIGITAL ALAS

1
El futuro de la tecnología en seguridad

127
Asistentes



RUEDA DE NEGOCIOS

3
Ediciones (7 días)

667
Asistentes



THE ALAS' EXPERIENCE

9
Donde nos acercamos a usuarios y consumidores de seguridad electrónica.

80
Usuarios finales



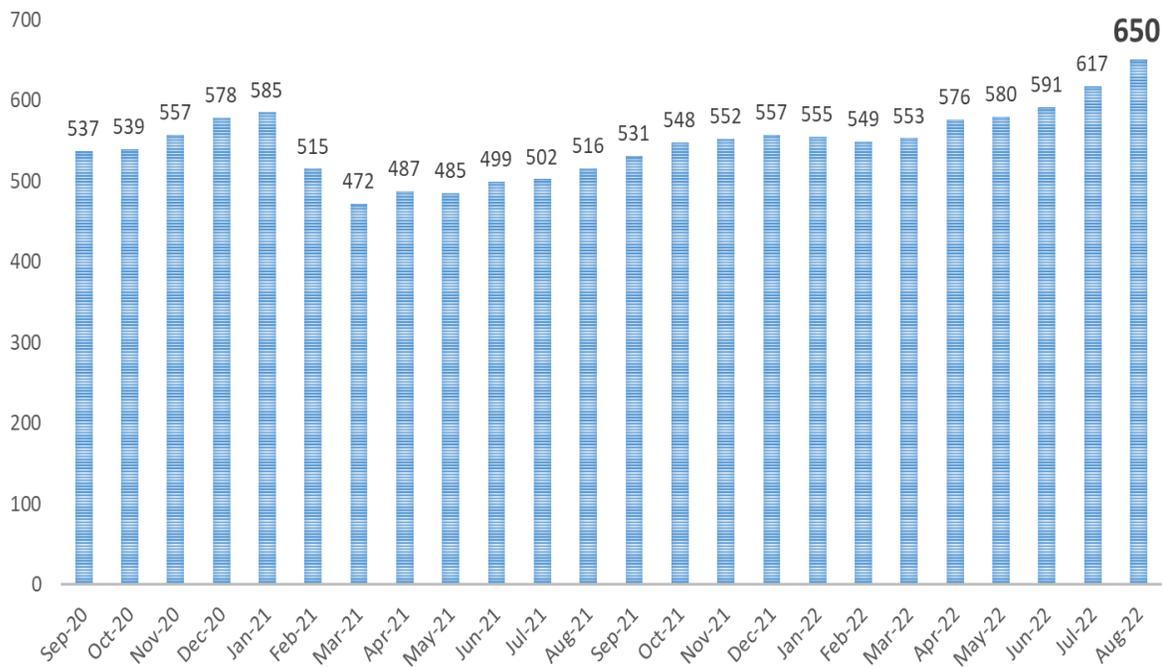
Participación en ferias y congresos:

- * ISC West.
- * Exposeguridad México.
- * 2do Congreso internacional de seguridad Paipa.
- * 4to Foro de pensamiento estratégico Bogotá.
- * ALAS Talks Argentina.
- * Ceremonia de Premios ALAS México.
- * Brindis de fin de año México.





EVOLUCION DE MEMBRESIAS 2020 /2022



COMITES NACIONALES



ASOCIACIÓN
LATINOAMERICANA
DE SEGURIDAD

Comité
Nacional
ARGENTINA



Comité
Nacional
CHILE



Comité
Nacional
COLOMBIA



Comité
Nacional
COSTA RICA



Comité
Nacional
ECUADOR



Comité
Nacional
GUATEMALA



Comité
Nacional
MÉXICO



Comité
Nacional
PANAMÁ



Comité
Nacional
PERÚ



Comité Nacional
**REPÚBLICA
DOMINICANA**



Comité
Nacional
URUGUAY



Following the letter from Auditors, balance sheet and P&L



GLSC & COMPANY, PLLC
certified public accountants

6303 Blue Lagoon Drive, Suite 200
Miami, Florida 33126-6025
Ph: (305) 373-0123 • (800) 330-4728
Fax: (305) 374-4415
www.glscpa.com

Marzo 23, 2022

A.L.A.S Asociación Latinoamericana de Seguridad, Inc.
P.O. Box 522810
Miami, Florida 33152

Estimados miembros de la Junta Ejecutiva:

Nuestros servicios incluyen la preparación de la declaración de impuestos anual de vuestra Asociación, y revisar las entradas en los libros ejecutadas por Paula Andrea Muñoz Torres. Nosotros encontramos que las entradas efectuadas en los libros reflejan bien la contabilidad de la compañía.

Atentamente

Eduard Baltar, CPA

Balance Sheet
As of December 31, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
BOA Business Savings - 7493 (cerrada)	0.00
BOA Checking - 7597 (cerrada)	0.00
Cash on hand	947.17
First Data	0.00
International Finance bank Savings - 1508	29,461.35
International Finance Checking - 1494	120,264.18
New York Bank Checking - 5718 (cerrada)	0.00
New York Bank Savings - 5726 (cerrada)	0.00
PayPal Bank	2,529.32
Total Bank Accounts	\$153,202.02
Other Current Assets	
Advances to ALAS Colombia	1,188.78
Advances to Triangulum	5,482.67
Advances to Zelle	157.50
Undeposited Funds	0.00
Total Other Current Assets	\$6,828.95
Total Current Assets	\$160,030.97
Fixed Assets	
Allow Depr Equipment	-23,631.00
Allow Depr Furniture & Fixture	-1,528.00
Computer	15,958.85
Equipment	7,684.32
Furniture & Fixtures	1,545.71
Total Fixed Assets	\$29.88
Other Assets	
Deposits	0.00
Total Other Assets	\$0.00
TOTAL ASSETS	\$160,060.85

Balance Sheet
As of December 31, 2021

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
Chase Credit Card - 4811	0.00
Total Credit Cards	\$0.00
Other Current Liabilities	
Suspense/Exchange	0.00
Total Other Current Liabilities	\$0.00
Total Current Liabilities	\$0.00
Total Liabilities	\$0.00
Equity	
Fund Balance	0.00
Opening Balance Equity	0.00
Owners Capital	6,000.00
Retained Earnings	100,143.45
Net Income	53,917.40
Total Equity	\$160,060.85
TOTAL LIABILITIES AND EQUITY	\$160,060.85

	TOTAL
Income	
Alas Meet	
Attende fee/ Alas Meet	180.00
Sponsorship/Alas Meet	29,250.41
Total Alas Meet	29,430.41
ALAS Sensory Experience	1,400.00
Banners	10,405.00
Coffee Table Alas	778.35
Courses	
Access Control 1	3,933.33
Alarm 1	9,828.26
CCTV 1	4,617.11
Control Rooms Operation	18,385.49
Fundaments of Electronic Security	1,331.85
Integration	3,080.19
IP Network	1,564.33
Perimetral Security	2,273.05
Project Management	1,889.19
RETURN ON INVESTMENT ASSESSMENT	120.00
Security Innovation	1,528.00
Security Risk Assessment	1,893.71
Soft skills	50.00
Total Courses	50,494.51
Digital Fair	4,200.60
Discounts given	-596.30
Event attendance certificates	1,200.00
Membership	
Membership Alas	43,466.15
Membership Corporate	172,863.87
Membership Industry Professional	3,545.00
Membership Plus	33,210.00
Total Membership	253,085.02
PayPal Adjustments	-262.13
Returns	2,254.09
Technological Breakfast	
Attendee Fee/ Technological Breakfast	206.96
Sponsorship/ technological breakfast	16,071.29
Total Technological Breakfast	16,278.25
Technological Breakfast Int (deleted)	401.72
Technological Breakfast Mx (deleted)	703.00

	TOTAL
Technological Meeting	
Sponsorship/ Technological Meeting	4,485.91
Total Technological Meeting	4,485.91
Trade Shows	
Sponsorship / Trade Shows	30,000.00
Total Trade Shows	30,000.00
Transfers for foreign services	6,000.00
Virtual Congress	
Sponsorship/Virtual Congress	0.00
Total Virtual Congress	0.00
Webinars	2,900.00
Total Income	\$413,158.43
GROSS PROFIT	\$413,158.43
Expenses	
Airfare	1,595.74
Staff	5,502.16
Total Airfare	7,097.90
ALAS Sensory Experience Expenses	540.73
Corporate Expenses	
Bank Charges	8,085.05
Credit Card Expenses	4,251.66
Credit card late Fees	142.82
PayPal Fees	892.48
Total Corporate Expenses	13,372.01
Course Expenses on site	
Project Management Expenses	200.00
Total Course Expenses on site	200.00
Depreciation Expense	135.00
Hotel	
Staff	3,433.17
Total Hotel	3,433.17
Marketing	
Advertising/Promotional	6,829.83
Alas Meet Expenses	2,636.98
Cloud Expenses	239.76
Databases	5,250.58
Printing	803.23
Promotion/Merchandising	4,175.70
Security Fairs	5,030.92
Total Marketing	24,967.00

	TOTAL
Meals and Entertainment	1,582.56
Members	308.13
Staff	4,536.06
Total Meals and Entertainment	6,426.75
Office	
Administrative Expenses	29,651.56
Internet Services	594.12
Postage and Delivery	227.55
Rent	1,812.09
Supplies	4,564.83
Telephone	703.03
Total Office	37,553.18
Outsourcing	
Instructors	10,373.27
Legal	9,390.00
Outsourcing Services	97,544.00
Salary	127,388.54
Quarterly Bonus	4,636.82
Sales commission	13,762.22
Total Salary	145,787.58
Total Outsourcing	263,094.85
Telephone	101.52
Travel	50.00
Total Telephone	151.52
Transportation Expenses	84.69
Staff	1,484.91
Total Transportation Expenses	1,569.60
Total Expenses	\$358,541.71
NET OPERATING INCOME	\$54,616.72
Other Income	
Interest Earned	11.08
PayPal Sales	-710.40
Total Other Income	\$ -699.32
NET OTHER INCOME	\$ -699.32
NET INCOME	\$53,917.40

Net Income 2021
\$ 53,917.40

Unanimously the members of the Annual Meeting congrats the results explained by the CEO and upon motion duly made, seconded and unanimously carried, it was resolved to approve the balance sheet as presented.

4. To consider and approve 2022 budget.

The President requested the CEO to inform and explain the 2022 budget. Mr. Alvarez described the different activities of the Corporation and the estimated budget for 2022 according to the following chart:

TABLERO DE CONTROL			TOTAL Q 1	TOTAL Q 2	TOTAL Q 3	TOTAL Q 4
PROYECCIÓN VENTAS 2022		USD 500,000	USD 124,200	USD 126,400	USD 127,000	USD 122,400
VENTAS REALES		USD 368,351	USD 133,168	USD 128,912	USD 106,272	USD 0
RECAUDO		USD 350,552	USD 144,606	USD 75,911	USD 130,036	USD 0
RUBRO	DESCRIPCION	TOTALES	TOTAL Q 1	TOTAL Q 2	TOTAL Q 3	TOTAL Q 4
MEMBRESÍAS	PROYECCIÓN	USD 278,000	USD 78,000	USD 63,000	USD 69,000	USD 68,000
	VENTAS REALES	USD 172,161	USD 82,040	USD 48,457	USD 41,664	USD 0
CURSOS	PROYECCIÓN	USD 50,000	USD 13,800	USD 13,200	USD 11,000	USD 12,000
	VENTAS REALES	USD 39,653	USD 14,963	USD 12,325	USD 12,365	USD 0
PATROCINIOS ET	PROYECCIÓN	USD 114,000	USD 26,000	USD 30,000	USD 28,000	USD 30,000
	VENTAS REALES	USD 115,089	USD 26,895	USD 51,351	USD 36,843	USD 0
ESM, CUMBRE ALAS	PROYECCIÓN	USD 40,000	USD 0	USD 15,000	USD 15,000	USD 0
	VENTAS REALES	USD 30,000	USD 0	USD 15,000	USD 15,000	USD 0
Rueda de Negocios, Banners, Cafes, Webinars	PROYECCIÓN	USD 18,000	USD 6,400	USD 5,200	USD 4,000	USD 2,400
	VENTAS REALES	USD 11,049	USD 9,250	USD 1,769	USD 0	USD 0
CASH FLOW		USD 153,202	USD 177,833	USD 171,096	USD 164,321	
CUENTAS POR COBRAR		USD 76,670	USD 61,542	USD 116,589	USD 93,544	
INGRESOS ESTIMADOS	USD 537,400					
EGRESOS ESTIMADOS	USD 491,400					
RESULTADO ESTIMADO	USD 46,000					

Upon motion duly made, seconded and unanimously carried it was resolved to approve the 2022 budget.

5. To consider and approve the duties performed by the members of the Board who ended their statutory term as Directors

The President submitted to the Annual Meeting the consideration and approval of the management of the directors which mandate expired on 2022:

Ricardo Pulido	JOHNSON CONTROLS
Gustavo Beltran	CAME
Alejandro Valderrama	ABLOY
Alex Salinas	BOLIDE
Jorge Hagg	ESM
Daniel Banda	SOFTGUARD
Sandra Morales	GENETEC
Carlos Garcia	SENSTAR
Cristian Scatorchio	CYGNUS

Upon motion duly made, seconded and unanimously carried it was resolved to approve the management performed by former directors

6. To consider and elect new members to the Board of Directors to replace the former members who ended their statutory term

The President commented that the proposed replacements for the period 2022-2024, are

Ricardo Pulido	JOHNSON CONTROLS
Gustavo Beltran	CAME
Alejandro Valderrama	ABLOY
Alex Salinas	BOLIDE
Jorge Hagg	ESM
Daniel Banda	SOFTGUARD
Sandra Morales	GENETEC
Carlos Garcia	SENSTAR
Mauricio Swain	MILESTONE
Isaac Valencia	SISSA
Juan Pablo Coletti	DAHUA

Upon motion duly made, seconded and unanimously carried it was resolved to elect them as members of the Board of Directors for the period 2022-2024.

7. Consideration of any other matters that have previously been requested to be discussed and thus approved by the Board of Directors.

The Secretary informs that there are no further businesses to be considered, therefore, upon motion made and carried, the meeting was adjourned.

Secretary

A handwritten signature in black ink, appearing to read 'D. Paez', with a stylized flourish at the end.

DIEGO PAEZ

Witness

1- Humberto de la Vega

2- Richard Heredia