Abstract of Annual Report 2020

Members' Assembly, 24th June 2021
AGENDA

• Executive Summary
• 2020 in numbers
• Focus on activities:
  – Income and Expenditure
  – Programs
  – Our Staff
  – Volunteers
  – Communication
  – Digital
• Financial Statements

"I have to choose what to buy: if one day I manage to buy meat, I can't afford other foods. And if I go food shopping, I can't pay the bills."

Roberta, mother of three children.

March 2020, beginning of the Covid-19 pandemic. A global crisis disrupting people’s lives at scale. We immediately took action not to leave the most vulnerable alone.
EXECUTIVE SUMMARY

2020 has undoubtedly been an extremely complex year that has dramatically revealed the cracks and fragilities of our society. Many, including *Time magazine*, have called it "the worst year ever".

However, 2020 has also taught us how strong, resilient, determined and adaptable we are.

Cultivating resilience was key to staying united, supporting each other and rediscovering the value of our mission. The past year taught us to share the best experiences and ideas to reach children most in need. We had to stay attentive and accurate but even faster and well-timed, adapting to the changing needs and priorities of our children and their families.

We have managed the emergency without ineterruptions, adapting our strategy to face a world hit by an unprecedented pandemic.
SC Italy in 2020

Summary of key activities and outturns (1/4)

- **2020 total income**, equal to €123.7M, grew by 9.3% compared to the previous year (€113.2M in 2019).

- Funds from **Individual Donors** grew by 13.6% (€96.5M vs €84.9M) offsetting the lower income from Corporate donors & Foundations (approx. €1M vs 2019). The increase in Digital/DRTV investments and the resumption of Face to Face during the year, together with a lower attrition of the regular donor base, determined excellent results. In 2020, the Organization also collected the 5 per mille contribution related to two years (€+5.8M for the second year).

- **2020 High Roi activities**, equal to 34% of total revenues, showed an increase of €4M (€42.2M vs €38.4M in 2019). About 34% (€14.2M) came from **Corporate donors & Foundations**, thanks also to the Riscriviamo il Futuro campaign which allowed to acquire new donations and donors, and 29% (€12.1M) from **Institutions and other NGOs**, thanks to our strengthened positioning with key and strategic donors: European Commission (DG DEVCO / NEAR * and DG ECHO **), AICS *** and UNICEF. In Italy, the partnership with Impresa Sociale “Con i Bambini”, the implementing body of the Fund for the Fight against Educational Poverty, was strengthened, also through formal membership of the Donor’s Advisory Committee.

- The organizational efficiency index (cost-ratio: % program expenditure over total expenditure) was 77.5% (vs 77.7% in 2019). Fundraising and communication costs were 19.6% (vs 19% in 2019) and admin and support costs were 2.9% (vs 3.3% in 2019), confirming the ongoing process of improving the efficiency of our overhead costs.

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*Development Cooperation/European Neighbourhood Policy And Enlargement Negotiations; ** European Civil Protection and Humanitarian Aid Operations; ***Agenzia Italiana Cooperazione e Sviluppo*
SC Italy in 2020

Summary of key activities and outturns (2/4)

- In 2020, through both Save the Children International (SCI), other Members and domestic partners, we implemented **323 projects** in **56 countries**, reaching **3.8 million beneficiaries** with a total program expenditure of **€ 94.5M**: € 72.5M for **international programs** (+4% vs 2019), € 19.1 M for **domestic programs** (+37%) and € 2.9M for **Campaigning** and indirect costs.

- 75% of funds for international programs were allocated to projects in **development contexts**, promoting social and economic development; 25% were allocated to **humanitarian responses** (this year characterized by the response to the pandemic context): we supported **112 humanitarian projects** in **53 countries**, reaching **almost 800,000 people** (of which over 400,000 children) and **allocating € 21.4M** (more than twice as much than in 2019). In addition to our response to the Covid-19 crisis, we carried out humanitarian interventions in Yemen and Syria, countries tormented by years of war; in the **Tigray region** hit hard by violent armed conflicts as well as by drought and locust invasions; we stood by children and their families following the terrifying explosion at the port of **Beirut in Lebanon** and in **Eastern and Southern Africa**, where 57 million people were suffering from food insecurity due to chronic drought.

- Our **domestic work counted 112 projects**. Thanks to the support of our 81 implementing partners, **we reached over 96,000 beneficiaries** (+20% vs 2019). From the first days of the Covid-19 emergency, we revised and integrated our existing activities with the **Non da Soli** program, providing material, educational and psychosocial support to children in need. We then launched a broad-based program - **Riscriviamo il Futuro** - to ensure educational support both in school and out-of-school for students with difficulties. We helped the most vulnerable families affected by the socio-economic consequences of the crisis, providing tailored support based on specific needs.
SC Italy in 2020

Summary of key activities and outturns (3/4)

- In 2020 we have done a significant work to influence changes in policies, norms and practices to protect the rights of children. Main results were:
  - **At international level** - the **European Asylum and Migration Pact** contains an entire paragraph for the protection of migrant and refugee minors; the **EU Multiannual Financial Framework 2021-2027** allocates significant resources to the protection and promotion of children’s rights through more ambitious investments, in particular towards education (at least 10% of EU development aid); the **first draft of the AICS Migration and Development Guidelines** incorporates our positions; we have directly influenced the policies and operational responses of **DG DEVCO and AICS to the Covid emergency** obtaining the creation of a dedicated fund.
  - **In Italy**, we followed the approval process of the improved rules within the changes made by the "Decreto Immigrazione" (Immigration Decree), supported the full implementation of the guarantees provided for by **L. 47/2017** on the **protection of unaccompanied foreign minors** and renewed our agreement with the Ministry of the Interior on border intervention. We also signed a protocol with the Ministry of Health and the Italian Society of Paediatrics and influenced the adoption of the “Fondo Attività Estive” (Summer Activities Fund) to combat educational poverty within the “Decreto Rilancio” (Relaunch Decree), while within the National Recovery and Resilience Plan we obtained that kindergartens be included among the structural interventions. Finally, we continued to bring to the Government’s attention the proposed **law on building and school safety**.
  - In 2020 we launched several campaigns to raise public awareness and promote engagement. The **3 main ones** were: **Riscriviamo il Futuro, Protect a Generation, Stop the War on Children**. Around these initiatives we developed integrated communication plans including press office, digital media, photo/video content production and involvement of celebrities.
SC Italy in 2020
Summary of key activities and outturns (4/4)

• **Spontaneous awareness** grew from 19% in 2019 to 21% in 2019. **Reputation**, which measures the percentage level of trust expressed by Italians towards our Organization, also grew to 50% (vs 49% in 2019).

• **14,966 media items** in 2020 contributed to positioning Save the Children as an influential leader in children rights. Our presence consolidated, both in the mainstream media and on the new media, reaching the wide public also through an increasingly important presence on the social media channels.

• Our staff is settled at **307 people** in 2020, in line with 2019.

• **2,107 volunteers**, organised in **34 groups**, engaged in different ways and many activities transformed rather then stopped. Specially, in one province out of two (56 in all) **250 volunteers supported children and teenagers with their online studies**.

• **Child Safeguarding Policy: 67 cases** were managed in 2020 (100% of reported cases), related to inappropriate behaviour towards children, of which 65 involved people not connected to our Organization (i.e., family members and teachers). Of the other 2 reports, one - about one of our volunteers - proved to be without foundation; the other case – about the failure to report a situation of prejudice against a beneficiary by coordinator of a partner – proved founded. As a consequence, the ability of the coordinator in question was strengthened to be able to follow the child safeguarding policy’s measures as expected.
2020 IN NUMBERS

3.8 million
TOTAL REACH
1.2 million
Health & Nutrition
1.8 million
Education
424 thousand
Child Poverty
373 thousand
Child Protection
2.1 million
Children reached
95% of total beneficiaries*

323
TOTAL PROJECTS
112
Domestic
211
Overseas

56
COUNTRIES WHERE WE WORK
201
Development
122
Humanitarian

123.7 million
TOTAL INCOME
19.6 cents
Cost to raise 1 Euro

How we spend 1 Euro
77.5% Saving children’s lives
19.6% Fundraising & communications
2.9% Support costs

94.5 million
Programs expenditure

CAMPAIGNS & PUBLICATIONS
3
Campaigns
42
Publications

DONORS, VOLUNTEERS & STAFF
460,448
Active Donors
2,107
Volunteers
307
Staff

COMMUNICATIONS
14,966
Media coverage
1,022,773
Total followers social media/network

93%
ITALIANS WHO KNOW US

* IPSOS, Public Affairs, September 2020
Focus on activities

Income and expenditure,
Programs in Italy and worldwide,
Staff & Volunteers,
Communication & Digital.
About 90% of the total income is raised from Private donors (Individual donors + Corporate donors & Foundations).

In 2020, funds from Individual Donors grew by 13.6% vs 2019, with an increase of over €11M that allowed to fully offset the lower income from Corporate donors & Foundations (-1.1M€).
Income (2/4)

Individual donors

Today our Organisation can rely on a solid base of almost **330,000 regular donors (71% out of total)** and over **130,000 one off donors**, individuals who donate occasionally in case of special appeals – such as emergencies – or donate through our range of special gift opportunities.

In 2020, the number of donors who supported Save the Children grew by **11%** compared to 2019.

<table>
<thead>
<tr>
<th>Individual donors</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REGULAR DONORS</strong></td>
<td>289,381</td>
<td>299,485</td>
<td>328,397</td>
</tr>
<tr>
<td><strong>ONE OFF DONORS</strong></td>
<td>108,827</td>
<td>117,097</td>
<td>132,051</td>
</tr>
</tbody>
</table>

As of 2020 the regular donors calculation criterion was revised to avoid double counting of multiple donors. The value of the previous two years was also reclassified accordingly.
Income from Corporate donors and Foundations in 2020 amounted to €14.2M (approx. €-1M compared to 2019).

- During the year we worked on diversifying the portfolio through:
  - segmentation of donation bands with upgrades of existing ones;
  - acquisition of new partnerships;
  - development of the Foundations market.

- Significant increase in funding from the Foundations segment (€5.3M in 2020 vs €1.4M in 2019). The pandemic has pushed many Foundations to support projects in Italy, favoring domestic programs with a territorial proximity. Our response to the Covid emergency in Italy through the Riscriviamo il Futuro program intercepted this trend, both bringing new business and strengthening historical partnerships.

- The above mentioned increases almost made it possible to offset the lower revenues from the Bulgari partnership (-44% vs 2019) and from the 2019 Ferrari donation (€1.9M and €0.2M in 2020).
In 2020 the total income from Institutions and other NGOs was €12.1M, 10% of total fundraising.

- The European Commission partnership was renewed and translated into 27 development and emergency projects in 9 countries.
- A new contract was signed with DG DEVCO for the launch of a regional project to protect minors during the COVID-19 pandemic in Uganda and Kenya.
- The partnership with DG ECHO was also strengthened through the launch of five projects, in Uganda, Malawi, Etiopia, Bosnia&Erzegovina and Vietnam.

- Our partnership with DG REC (Rights, Equality and Citizenship) was further developed thanks to the launch of two new projects and with the DG Horizon with the launch of a new project.
- The partnership with the Impresa Sociale con i Bambini, the implementing body of the Fund for the Fight against Educational Poverty, was strengthened, also through formal membership of the Donor's Advisory Committee.
- In continuity with previous years, in 2020 the collaboration with UNICEF in Uganda and with AICS in Ethiopia, Albania, Mozambique, Bosnia & Herzegovina was renewed.
Expenditure (1/3)
How we spend funds

In 2020 Save the Children Italy spent €121.9M:
- 77.5% were program costs
- 22.5% were fundraising & communication and support costs

Program expenditure was €94.5M of which €19.1M for domestic programs (“Italy-Europe”) and €72.5M for international programs.
Expenditure (2/3)
By thematic areas

Key thematic areas of expenditure for domestic programs “Italy-Europe” in 2020:

- Child Poverty (52%)
  (Educational poverty fighting)
- Protection (23%)
- Education (21%)

Key areas of expenditure for international programs in 2020:

- Education (48%)
- Child Poverty (24%)
- Child Protection (20%)

How we spend funds
By thematic areas
Million Euro and %

19.1 ITALY-EUROPE PROGRAMS
- Child Protection 23%
- Child Poverty 52%

72.5 INTERNATIONAL PROGRAMS
- Child Rights Governance & Participation 4%
- Child Protection 20%
- Health & Nutrition 7%
- Child Rights Governance & Participation 1%
- Education 48%
Expenditure (3/3)
By geographic areas

Sub-Saharan Africa
37% of funds were focused on Sub-Saharan Africa, with a significant presence in Malawi (€ 7.9M), Mozambique (€ 4.7M), Ethiopia (€ 6.7M) and Uganda (€ 6.2M).

Italy
21% of funds were spent in Italy.

Asia
18% of funds were spent in Asia, especially in Nepal (€ 4.6M), and Vietnam (€ 3.6M).

North Africa & Middle East
10% of funds were spent in North Africa and Middle East, mainly in Egypt (€ 3.6M) and Jordan (€ 3.3M).

Central & South America - South-East Europe
7% of funds were spent in Central and South America and 7% of funds were spent in South-East Europe.
Humanitarian responses
Our main interventions in 2020

We contributed to 122 humanitarian responses in 53 countries, reaching about 800,000 beneficiaries (of which over 420,000 children).

Our humanitarian response supported some of the worst international emergencies in 2020. In addition to our response to the Covid-19 crisis, we carried out humanitarian interventions in Yemen and Syria, countries tormented by years of war; in the Tigray region hit hard by violent armed conflicts as well as by drought and locust invasions; we stood by children and their families following the terrifying explosion at the port of Beirut in Lebanon and in Eastern and Southern Africa, where 57 million people were suffering from food insecurity due to chronic drought.

The total emergency expenditure in 2020 was €21.4M (vs 10.3 in 2019). The unrestricted funds covered the difference between funds raised (€7.6M) and spent for emergency.

COUNTRIES
- Afghanistan
- Albania
- Armenia
- Bangladesh
- Bolivia
- Bosnia-Erzegovina
- Burkina Faso
- Cambodia
- China
- Colombia
- Costa D’Avorio
- Egitto
- El Salvador
- Etiopia
- Filipine
- Giordania
- Guatemala
- Honduras
- India
- Indonesia
- Iraq
- Italia
- Kenya
- Kosovo
- Laos
- Libano
- Madagascar
- Malawi
- Mali
- Mozambico
- Myanmar
- Nepal
- Nicaragua
- Niger
- Nigeria
- Pakistan
- Repubblica Democratica del Congo
- Repubblica Dominicana
- Ruanda
- Sierra Leone
- Siria
- Somalia
- Sri Lanka
- Sudan
- Sud Sudan
- Sudafrica
- Uganda
- Venezuela
- Vietnam
- Yemen
- Zambia
- Zimbabwe

Funds raised**: €7.6 million
Funds spent**: €21.4 million

Beneficiaries are estimated in proportion to the funds allocated by Save the Children Italy to each specific emergency.

*In 2020 between funds spent and raised was covered by the “Emergency reserves” and unrestricted income.
Our domestic Programs
Where we work and what we do

In Italy we were active with 112 projects (+14% vs 2019).

Thanks to 81 partners we reached 96,000 vulnerable beneficiaries (+20% vs 2019) of which over 40,000 children.

From the first days of the Codiv-19 emergency, we revised and integrated our existing activities with the Non da Soli program, providing material, educational and psychosocial support to children in need. We then launched a broad-based program - Riscriviamo il Futuro - to ensure educational support both in school and out-of-school for students with difficulties. We helped the most vulnerable families affected by the socio-economic consequences of the crisis, providing tailored support based on specific needs.
Our People (1/2)

Some data profile

Our staff is settled at **307 people** in 2020, in line with 2019.

Our staff **consists mainly of women**, with a widespread presence at all organizational levels and especially in senior roles (57%).

Spontaneous **turnover is 1.9%** (vs 10% benchmark SCI/SCA).

Our people have a **high level of education** and are constantly trained thanks to intensive and continuous learning programs.

In 2020 we worked to **ensure the safety and well-being of staff** during the pandemic, strengthen the employee value proposition and implement more agile and appropriate structures and ways of working at the historical moment.
A People centric Organization (2/2)

Taking care of People

Thanks to several channels of discussion activated since the beginning of the pandemic, we collected inputs and reflections on the four key areas of the People strategy:

- **Safety, flexibility and work organization:** to guarantee the safety and health of people, to safeguard the work-life balance in a moment of great complexity through agile work and to support the reorganization of remote work.

- **Training and skills development:** to innovate and adapt trainings to the new context; to respond to people's training needs; to continue supporting the development of skills.

- **Welfare & well-being support:** to implement a welfare & well-being plan with services, opportunities and activities with the aim of improving the organizational climate and the well-being of the individual and the community.

- **Internal communication and engagement:** to stay close despite the distance and to strengthen sense of belonging through internal communication and engagement initiatives promoting widespread participation.
Volunteers
Our network and key initiatives

Save the Children volunteers represent the heart and the arms of our Organisation, giving their time, professionalism and passion to our campaigns and projects on the ground.

2,107 volunteers, organised in 34 groups, have been engaged offering their time in many different ways, such as campaigning & fundraising, supporting domestic programs and providing support at the Save the Children office.

Many activities, indeed, have not stopped but have been transformed. Specially, in one province out of two 250 volunteers supported children and teenagers online with their studies.

1. SENSE OF BELONGING AND IDENTITY
   - To strengthen the volunteering culture and their sense of being part of Save the Children.
   - 20 hours of thematic Webinar
   - 38 hours of training for activities
   - 8/10 average volunteering experience satisfaction rate

2. COMMUNITY, MOBILIZATION AND INTEGRATION
   - To encourage the participation of civil society through initiatives that provide unique experiences and strengthen integration with Save the Children
   - 30 FB pages for 19,267 followers
   - 11 IG pages for 2,347 followers
   - 40 Social Network Coordinator Volunteers

3. CROSS-ACTIVITIES SUPPORT
   - To diversify volunteering activities focusing on the different skills and motivations.
   - 250 volunteers supporting children and teenagers online with their studies
   - 57 tablets delivered directly by our volunteers
   - Over 50 volunteers engaged in local awareness
   - 41 volunteers engaged in online fundraising activities
   - 15 volunteers engaged in creating video tutorials for learning

A high quality Volunteering for a long lasting change in children’s life

Would you suggest to other people to try a volunteering experience with Save the Children?
AVERAGE RATING 9/10
Communication
The critical asset behind our brand growth

Save the Children is widely present throughout the different media, with about 15,000 clippings in 2020.

Media coverage trend 2008-2020

<table>
<thead>
<tr>
<th>Year</th>
<th>Coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>3,268</td>
</tr>
<tr>
<td>2014</td>
<td>11,752</td>
</tr>
<tr>
<td>2020</td>
<td>14,966</td>
</tr>
</tbody>
</table>

2020 coverage by media

- **Web**: 80%
- **Print**: 13%
- **TV**: 5%
- **Radio**: 2%

The high-quality content provided about the work we do is the critical asset behind Save the Children growing awareness and reputation among key stakeholders, media and general public.
Digital innovation
Transform our work with digital technology

In 2020 the role of digital innovation has been fundamental to give continuity to our activities, make them evolve in new directions and contribute to the sustainable growth of our organization.

Digital channels have been a precious tool like never before to communicate with our supporters and all the people interested in our work and our mission and to close the gap of distance.

Digital has been decisive as well as in ensuring the sustainability of the Organization by adapting and strengthening new forms of fundraising, adding to the traditional ones (e.g., Face To Face), which have allowed us to acquire new regular donors and almost triple the results compared to 2019.
# Financial Statements (1/2)
## Income & Expenditure Account

<table>
<thead>
<tr>
<th>INCOME</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. INCOME FROM PRIVATE DONORS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.1 Individual Donors</td>
<td>110,741,537</td>
<td>100,225,966</td>
</tr>
<tr>
<td>1.1.1 One-off donations</td>
<td>96,505,083</td>
<td>84,916,421</td>
</tr>
<tr>
<td>1.1.2 Child Guardian and Child Sponsorship programs</td>
<td>34,227,015</td>
<td>29,500,682</td>
</tr>
<tr>
<td>1.1.3 &quot;To Save the Children&quot; program</td>
<td>36,227,015</td>
<td>29,500,682</td>
</tr>
<tr>
<td>1.1.4 Special gifts</td>
<td>927,080</td>
<td>356,376</td>
</tr>
<tr>
<td>1.1.5 Events</td>
<td>1,711,992</td>
<td>1,948,753</td>
</tr>
<tr>
<td>1.1.6 Major Donors &amp; Legacy</td>
<td>4,081,237</td>
<td>4,660,371</td>
</tr>
<tr>
<td>1.1.7 &quot;5 per mille&quot;</td>
<td>18,037,392</td>
<td>5,950,834</td>
</tr>
<tr>
<td><strong>1.2 Corporations and Foundations</strong></td>
<td>14,235,655</td>
<td>15,309,544</td>
</tr>
<tr>
<td>1.2.1 Corporate and Foundation partners hips</td>
<td>13,578,589</td>
<td>14,819,576</td>
</tr>
<tr>
<td>1.2.2 Small and Medium Corporations and &quot;Christmas&quot; programme</td>
<td>657,065</td>
<td>489,968</td>
</tr>
<tr>
<td><strong>2. GRANTS FROM INSTITUTIONS AND NGOs</strong></td>
<td>12,073,685</td>
<td>12,489,855</td>
</tr>
<tr>
<td>INCOMING RESOURCES FROM INSTITUTIONS AND NGOs</td>
<td>122,815,022</td>
<td>112,715,821</td>
</tr>
<tr>
<td><strong>3. COMMERCIAL INCOME</strong></td>
<td>462,466</td>
<td>231,084</td>
</tr>
<tr>
<td><strong>4. USE OF RESERVES</strong></td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>5. FINANCIAL INCOME</strong></td>
<td>183,720</td>
<td>111,219</td>
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<tr>
<td><strong>6. OTHER INCOMING RESOURCES</strong></td>
<td>212,140</td>
<td>138,039</td>
</tr>
<tr>
<td><strong>TOTAL INCOME</strong></td>
<td>123,673,348</td>
<td>113,196,928</td>
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</table>

<table>
<thead>
<tr>
<th>EXPENDITURE</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. PROGRAMS EXPENDITURE</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.1 International Programs</td>
<td>94,505,381</td>
<td>87,104,941</td>
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<tr>
<td>1.1.1 Education</td>
<td>72,511,349</td>
<td>69,665,116</td>
</tr>
<tr>
<td>1.1.1.1 Education</td>
<td>35,003,567</td>
<td>36,960,422</td>
</tr>
<tr>
<td>1.1.2 Protection from abuse and exploitation</td>
<td>14,357,791</td>
<td>11,491,421</td>
</tr>
<tr>
<td>1.1.3 Health and nutrition</td>
<td>5,156,713</td>
<td>8,564,572</td>
</tr>
<tr>
<td>1.1.4 Child poverty</td>
<td>17,742,378</td>
<td>12,447,923</td>
</tr>
<tr>
<td>1.1.5 Child Rights Governance and Participation</td>
<td>250,901</td>
<td>200,778</td>
</tr>
<tr>
<td>1.2 Italy-Europe Programs</td>
<td>19,120,972</td>
<td>13,971,878</td>
</tr>
<tr>
<td>1.2.1 Education</td>
<td>4,116,332</td>
<td>2,409,626</td>
</tr>
<tr>
<td>1.2.2 Protection from abuse and exploitation</td>
<td>4,423,277</td>
<td>3,843,330</td>
</tr>
<tr>
<td>1.2.3 Health and nutrition</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>1.2.4 Child poverty</td>
<td>9,902,172</td>
<td>7,169,665</td>
</tr>
<tr>
<td>1.2.5 Child Rights Governance and Participation</td>
<td>679,191</td>
<td>550,253</td>
</tr>
<tr>
<td><strong>1.3 Campaigning</strong></td>
<td>1,155,526</td>
<td>1,316,776</td>
</tr>
<tr>
<td><strong>1.4 Indirect costs</strong></td>
<td>1,690,483</td>
<td>2,133,124</td>
</tr>
<tr>
<td><strong>1.5 Commercial expenses</strong></td>
<td>27,051</td>
<td>17,046</td>
</tr>
<tr>
<td><strong>2. GOVERNANCE AND FUNDRAISING EXPENDITURE</strong></td>
<td>26,941,264</td>
<td>24,412,100</td>
</tr>
<tr>
<td>2.1 Communication</td>
<td>831,747</td>
<td>879,990</td>
</tr>
<tr>
<td>2.2 Fundraising</td>
<td>23,100,216</td>
<td>20,396,819</td>
</tr>
<tr>
<td>2.3 General support</td>
<td>2,999,301</td>
<td>3,133,291</td>
</tr>
<tr>
<td><strong>TOTAL OPERATING EXPENDITURE</strong></td>
<td>121,446,645</td>
<td>111,517,041</td>
</tr>
<tr>
<td><strong>3. FINANCIAL EXPENSES</strong></td>
<td>137,181</td>
<td>160,729</td>
</tr>
<tr>
<td><strong>4. OTHER EXPENSES</strong></td>
<td>20,874</td>
<td>17,679</td>
</tr>
<tr>
<td><strong>5. TAXES</strong></td>
<td>292,648</td>
<td>462,184</td>
</tr>
<tr>
<td><strong>TOTAL EXPENDITURE</strong></td>
<td>121,897,348</td>
<td>112,157,632</td>
</tr>
<tr>
<td><strong>NET BALANCE</strong></td>
<td>1,776,000</td>
<td>1,039,296</td>
</tr>
<tr>
<td><strong>PROGRAMS EXPENDITURE/TOTAL EXPENDITURE</strong></td>
<td>77.5%</td>
<td>77.7%</td>
</tr>
</tbody>
</table>
## Financial Statements (2/2)
### Balance Sheet

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>31 DECEMBER 2020</th>
<th>31 DECEMBER 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. FIXED ASSETS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.1 Intangible assets</td>
<td>11,036,347</td>
<td>12,475,776</td>
</tr>
<tr>
<td>1.2 Tangible assets</td>
<td>234,230</td>
<td>333,645</td>
</tr>
<tr>
<td>1.3 Long-term loans, investments</td>
<td>7,050,474</td>
<td>7,040,848</td>
</tr>
<tr>
<td>2. CURRENT ASSETS</td>
<td>40,285,829</td>
<td>13,112,148</td>
</tr>
<tr>
<td>2.1 Receivables</td>
<td>10,345,987</td>
<td>9,146,688</td>
</tr>
<tr>
<td>2.1.1 Receivables from customers</td>
<td>366,090</td>
<td>215,126</td>
</tr>
<tr>
<td>2.1.2 Tax receivables</td>
<td>-</td>
<td>32,070</td>
</tr>
<tr>
<td>2.1.3 Other receivables</td>
<td>9,979,896</td>
<td>8,899,493</td>
</tr>
<tr>
<td>2.2 Short-term investments</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>2.3 Cash at bank and in hand</td>
<td>29,939,842</td>
<td>3,965,459</td>
</tr>
<tr>
<td>2.3.1 Cash at bank</td>
<td>29,937,038</td>
<td>3,963,767</td>
</tr>
<tr>
<td>2.3.2 Cheques in hand</td>
<td>5</td>
<td>520</td>
</tr>
<tr>
<td>2.3.3 Cash in hand</td>
<td>2,799</td>
<td>1,173</td>
</tr>
<tr>
<td>3. ACCRUED INCOME AND PREPAID EXPENSES</td>
<td>115,075</td>
<td>84,619</td>
</tr>
<tr>
<td>TOTAL ASSETS</td>
<td>58,721,954</td>
<td>33,047,036</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th>31 DECEMBER 2020</th>
<th>31 DECEMBER 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. EQUITY &amp; RESERVES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.1 Equity</td>
<td>8,697,210</td>
<td>6,921,210</td>
</tr>
<tr>
<td>1.2 Restricted Reserves</td>
<td>6,871,210</td>
<td>5,831,914</td>
</tr>
<tr>
<td>1.2.1 General Reserves</td>
<td>3,530,565</td>
<td>3,530,565</td>
</tr>
<tr>
<td>1.2.2 Reserves for programs</td>
<td>2,590,645</td>
<td>1,551,349</td>
</tr>
<tr>
<td>1.2.3 Reserves for emergencies</td>
<td>750,000</td>
<td>750,000</td>
</tr>
<tr>
<td>1.3 Free Reserves</td>
<td>1,776,000</td>
<td>1,039,296</td>
</tr>
<tr>
<td>1.3.1 Net income for the period</td>
<td>1,776,000</td>
<td>1,039,296</td>
</tr>
<tr>
<td>1.3.2 Net income brought forward</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>2. FUNDS CARRIED FORWARD FOR PROGRAM AC</td>
<td>28,474,839</td>
<td>9,206,693</td>
</tr>
<tr>
<td>2.1 International Programs</td>
<td>74,894,239</td>
<td>8,309,354</td>
</tr>
<tr>
<td>2.2 Italy Europe Programs</td>
<td>3,580,600</td>
<td>897,339</td>
</tr>
<tr>
<td>3. PROVISIONS FOR RISKS AND LIABILITIES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.1 Risks</td>
<td>-</td>
<td>42,250</td>
</tr>
<tr>
<td>3.2 Liabilities</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>4. PENSION LIABILITY FUND</td>
<td>2,312,600</td>
<td>1,943,074</td>
</tr>
<tr>
<td>5. PAYABLES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5.1 Bank debt</td>
<td>2,878,380</td>
<td>2,901,097</td>
</tr>
<tr>
<td>5.2 Trade payables</td>
<td>6,770,913</td>
<td>6,808,143</td>
</tr>
<tr>
<td>5.3 Tax payables</td>
<td>537,042</td>
<td>453,529</td>
</tr>
<tr>
<td>5.4 Social security payables</td>
<td>671,847</td>
<td>679,245</td>
</tr>
<tr>
<td>5.5 Other payables</td>
<td>8,372,341</td>
<td>4,085,515</td>
</tr>
<tr>
<td>6. ACCRUED EXPENSES AND DEFERRED INCOME</td>
<td>6,782</td>
<td>6,280</td>
</tr>
<tr>
<td>TOTAL LIABILITIES</td>
<td>58,721,954</td>
<td>33,047,036</td>
</tr>
</tbody>
</table>