

Abstract of Annual Report 2021

Members' Assembly, 22nd June 2022





It is with extraordinary pleasure that I visited this wonderful place, a fantastic community with great people who love you. I found it extraordinary because it all starts with their affection and what you can give each other. As soon as someone enters here they immediately understand that there is warmth and an extraordinary love from where everything starts: your education, your learning and your enjoyment, because without enjoyment things don't stick in the mind. Well done and thank you for inviting me here today (...) I admire what has been done here and by yourselves, you are very clever.

At the end of the meeting, responding to a question from one of the young people who asked how young people will find their way in life, Prime Minister Draghi added:

What we should do is invest a lot more in this, creating a lot of Punti Luce (Points of Light).

Prof. Mario Draghi
Italian Prime Minister

AGENDA

Executive Summary

2021 in figures

Activity focus:

- Fund raising and expenditure
- Programs in Italy and in the rest of the world
- Our Staff
- Our Volunteers
- Communication
- Digital innovation

Balance Sheets



EXECUTIVE SUMMARY

Every day of 2021 was a day in which we fought injustice, from the pandemic to inequality, in every part of the world and also in Italy. We did it with the awareness that only by fighting that battle, made up of rights not guaranteed, could we build the future of the younger generations.

Climate change, conflict, hunger, material and educational poverty are no longer individual emergencies, but structural phenomena that must be tackled with development policies that involve everyone, starting with the international community, donor countries, and ending with each individual' effort.

The Report confirms that the work carried out in 2021 at a programme and organisational level was of great value both in terms of social utility and economic-financial performance.

SC Italy in 2021

Summary of key activities and outturns (1/4)

HIGHLIGHTS

- 2021 **total income**, equal to €133,2M, grew by 7.6% compared to the previous year (€123.7M in 2020).
- Funds from **Individual Donors** grew by 7.5% (€103,7M vs €96.5M). We note the growth in revenues from *major donors and legacies* (+50% vs 2020), from *One-off donors* (+31% vs 2020), from *regular donor base* (+ 9% vs 2020), from *events* (€3M vs €0.9M mainly due to the *Damien Hirst* initiative): an overall excellent result considering that in 2020 the Organization had recorded the extraordinary collection of 2-year worth of 0.5% of donation based contributions from Italian citizens' tax incomes declarations called 5 per Mille (€11.8M vs €6M in 2021).
- Among the activities with **High Roi** (*Return On Investment*), equivalent to 30% of total revenues, there was an increase of 7.5% from **Corporate donors & Foundations** (€15.3M vs €14.2M) and 10% from **Institutions and other NGOs** (€13.2M vs €12M), thanks to the strengthening of the partnership with Bulgari, the consolidation of our positioning with key and strategic institutional donors such as the European Commission (DG DEVCO / NEAR* and DG ECHO**), the Italian Cooperation and Development Agency (AICS***) within the Italian Ministry of Foreign Affairs and at the launch of two new collaborations with the International Organization for Migration (IOM) and the French Ministry of Foreign Affairs. In Italy, the partnership with the NGO Impresa Sociale "Con i Bambini", the implementer of the Fund for the Fight against Educational Poverty, was strengthened with the launch of 5 new projects.
- The organizational efficiency index (**cost-ratio**: being the percentage of program expenditure over total expenditure) rose to **77.9%** (vs 77.5% in 2020); **18.8%** (vs 19.6%) were allocated to **fundraising and communication**; **3.3%** was allocated to **admin and support costs** (vs 2.8% in 2020).

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

SC Italy in 2021

Summary of key activities and outturns (2/4)

PROGRAMS

- In 2021, through both Save the Children International (SCI), other Save Members and domestic partners, we implemented **365 projects** in **59 countries**, reaching **4 million people** (+4% vs 2020), with a total program expenditure of **€102.5M** (+8% vs 2020): **€79.2M** for **international programs**, **€19M** for **domestic programs** and **€4M** for *Campaigning*, indirect and other activities costs.
- 58% of funds for international programs were allocated to projects in **development contexts**, promoting social and economic development, including children's' wellbeing; 42% were allocated to **humanitarian responses** (this year characterized by the response to the pandemic context): we supported **126 humanitarian projects** in **52 countries**, reaching **over 1.2 M people** (+55% vs 2020 of which over 600,000 children) and **allocating €33.6M** (+85% vs 2020). In addition to maintaining a transversal focus on the prevention and management of the effects of the *Covid-19 health emergency*, we continued our interventions in Yemen, Syria and Afghanistan, tormented by years of war. We also continued to respond to climate change crisis with interventions aimed at strengthening the resilience of affected populations, such as in Mozambique and Malawi, where floods have led to displacement or as in Ethiopia, where millions of people have been subjected to droughts, floods and the invasion of desert locusts.
- Our **domestic work** counted **119 projects** in Italy. Thanks to the support of our 92 implementing partners, **we reached over 112,000 beneficiaries** (+16% vs 2020) of which over 63,000 among the most vulnerable children and young people (+50% vs 2020) in the Northern as well as in the Southern parts of Italy. During 2021 we continued to provide **school material** but also **educational and psychosocial support**. We ensured educational support both in and out of school for students with difficulties. We helped the most vulnerable families providing tailored support based on specific needs and we protected migrant minors fleeing from areas in conflict or from conditions of extreme poverty.

SC Italy in 2021

Summary of key activities and outturns (3/4)

ADVOCACY & CAMPAIGNING

- In 2021, we influenced changes in policies, norms and practices on the part of national and international public and private actors in terms of childhood and adolescent policies. In particular:
 - During the **G20** presidency, we strongly supported a new **Special Drawing Rights issue** of USD 650 billion to be invested, for a significant part, for the benefit of low and middle-income countries to counter the effects of the socio-economic crisis from Covid-19 and we brought **the voice of girls to the G20 tables** with a focus event in the framework of Women20, so that the fight against discrimination and gender stereotypes would increasingly take centre stage on the international political agenda. With respect to **the COP26 Climate Conference**, we organised the event **Children and Youth Voices on the climate crisis**, on the eve of the official **Youth4Climate** event in Milan. And of course we continued to work on our priority topics such as education, the protection of children in conflicts, emergencies and migration, the rights of children involved in child labour and public resources for international development cooperation.
 - Dialogue with the government and parliament was fundamental to request decisive steps for the protection of children and adolescents. Among these, we consider a first important milestone the considerable resources allocated by the **PNRR** (*Italian National Recovery and Resilience Plan*) for nursery schools, for the fight against educational poverty and for the acquisition of digital skills by young people. Another important step was the fact that, within the Budget Law 2022, the **essential levels of performance** (LEP) referring to early childhood education services have finally found space. At the supranational level, we contributed to the preliminary study to develop a **Child Guarantee** proposal, which was then officially adopted in March 2021. On the **migration front**, in addition to the constant work carried out by Tavolo Minori Migranti (*Table for Migrant Minors*) coordinated by our organisation, we have highlighted what is happening at the borders and kept the attention of Italian and European institutions at high alert, including at the Parliamentary Monitoring Committee on the implementation of the Schengen Agreement. In 2021 the illegal practice of rejecting unaccompanied foreign minors at the North-East border was stopped.
 - In 2021, we launched several campaigns to raise awareness. The **3 main ones** were: **Riscriviamo il Futuro** (*Rewrite the Future*); **Stop the War on Children, Lanterne Verdi** (*Green Lanterns*). Around these initiatives, communication activities and material production, press office, celebrity involvement and content creation were developed, with an effort of coordination and integration between the various types of media.

SC Italy in 2021

Summary of key activities and outturns (4/4)

BRANDING & COMMUNICATION

- **Brand awareness** grew from 93% in 2020 to **94%** in 2021. **Reputation**, which measures the percentage level of trust expressed by Italians towards our Organization, also grew to **57%** (vs 51% in 2020).
- **18,820 media items** in 2021 (+26% vs 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 & ORGANISATION

- Our staff in 2021 counted **316 members** (+ 3% vs 2020).
- **4,170** volunteers in the database (+ 98% vs 2020), between regular and occasional volunteers, organized into **32 groups**, donated **almost 40,000 hours** of their free time. Their support spans from volunteers involved in SDG awareness events, to those involved in supporting study, from those involved in our summer centres to support boys and girls, to the civil service volunteers. Of particular note are the more than 1,100 volunteers who are members of the **Volunteers for Education** community, supporting children and teenagers with their studies through online meetings.
- **Child Safeguarding Policy: 70 reports** were **handled** in 2021, related to suspected child abuse. Of these, 66 reported suspected maltreatment by persons not connected to our organisation (e.g. family members, teachers, acquaintances, peers) 3 reports concerned staff of our partners. The first, on suspicion of trafficking in human beings for the purpose of economic exploitation, was reported to the judicial authorities and is under investigation; the second, relating to the violation of the privacy of a minor through the publication of photos without his/her permission was proven and involved the internal strengthening of the partner's procedures in order to avoid the repetition of these violations; the third, on the use of physical violence in education, was found to be unsubstantiated. A final report concerned a person involved in the long-distance support of a child, suspected of inappropriate written communications. In the latter case, too, the violation was found to be unsubstantiated.

2021 IN FIGURES

4 million +4% vs 2020
TOTAL REACH*

1.1 million
SALUTE E NUTRIZIONE

1.5 million
EDUCATION

0.9 million
CHILD POVERTY

447 thousand
CHILD PROTECTION

2.2 million +5% vs 2020
CHILDREN REACHED

365 +13% vs 2020
TOTAL PROJECTS

119 DOMESTIC **246** OVERSEAS

234 DEVELOPMENT **131** HUMANITARIAN

59
COUNTRIES
WHERE
WE WORK

*Our beneficiaries are mainly - but not exclusively - children. We also consider beneficiaries the family members, teachers, community health workers and all those adults that are directly reached or involved in the implementation of our programs.

133.2 million +7.7% vs 2020
TOTAL INCOME

131.5 million +7.9% vs 2020
TOTAL EXPENDITURE

HOW WE SPEND EACH EURO

77.9% SAVING CHILDREN LIVES **18.8%** FUNDRAISING & COMMUNICATIONS **3.3%** SUPPORT COSTS



CAMPAIGNS & PUBLICATIONS

3
CAMPAIGNS

51
PUBLICATIONS

DONORS, VOLUNTEERS & STAFF

497,127 +8% vs 2020
ACTIVE DONORS

4,170 +98% vs 2020
VOLUNTEERS

316 +2.9% vs 2020
STAFF

COMMUNICATIONS

18,820 +26% vs 2020
MEDIA COVERAGE

1,039,278 +1.6% vs 2020
TOTAL FOLLOWERS SOCIAL MEDIA/NETWORK

94%

ITALIANS WHO KNOW US
IPSOS, Public Affairs, september 2021

Jordi Matas per Save the Children



ACTIVITY FOCUS 2021

Highlights of fundraising and expenditure, development and emergency programmes, staff, volunteers, communication and digital innovation.

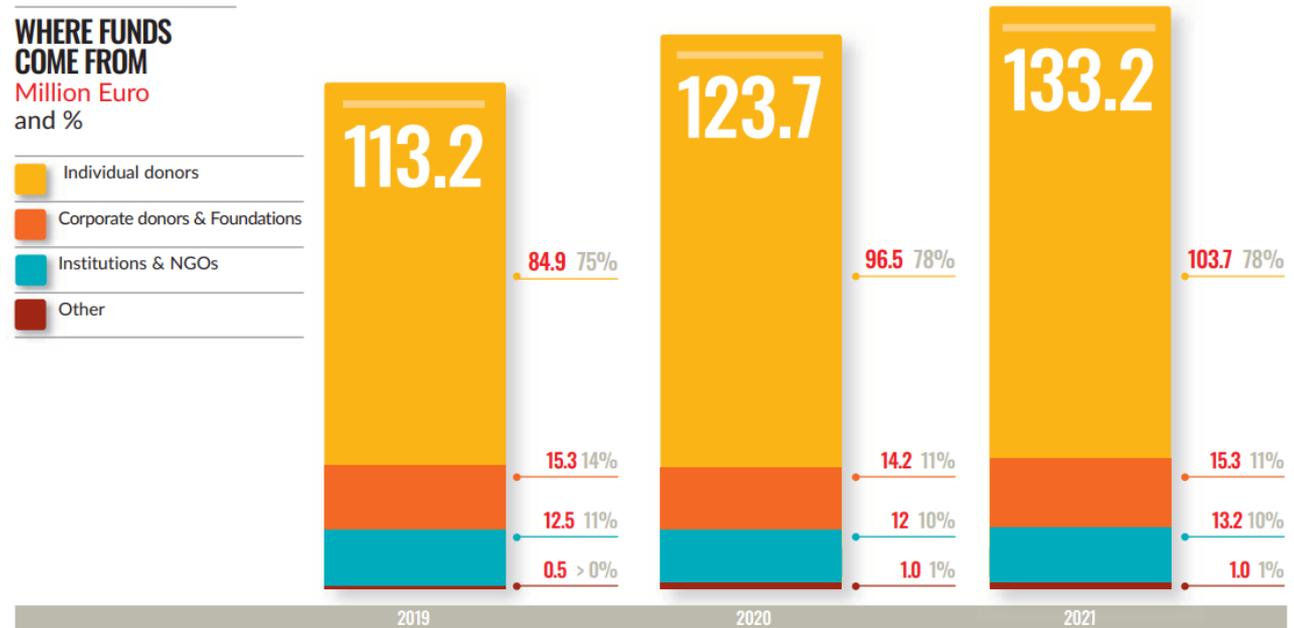
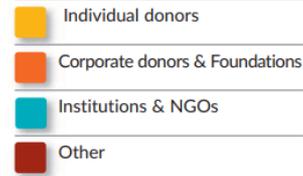
Income (1/4)

Overview

About 90% of the total income is raised from **Private donors** (Individual donors + Corporate donors + Foundations).

- In 2021, funds from **Individual Donors** grew by 7.5% vs 2020, with an increase of over €7M.
- Income from **Corporate donors & Foundations** also grew by 7.5% vs 2020.

WHERE FUNDS COME FROM Million Euro and %



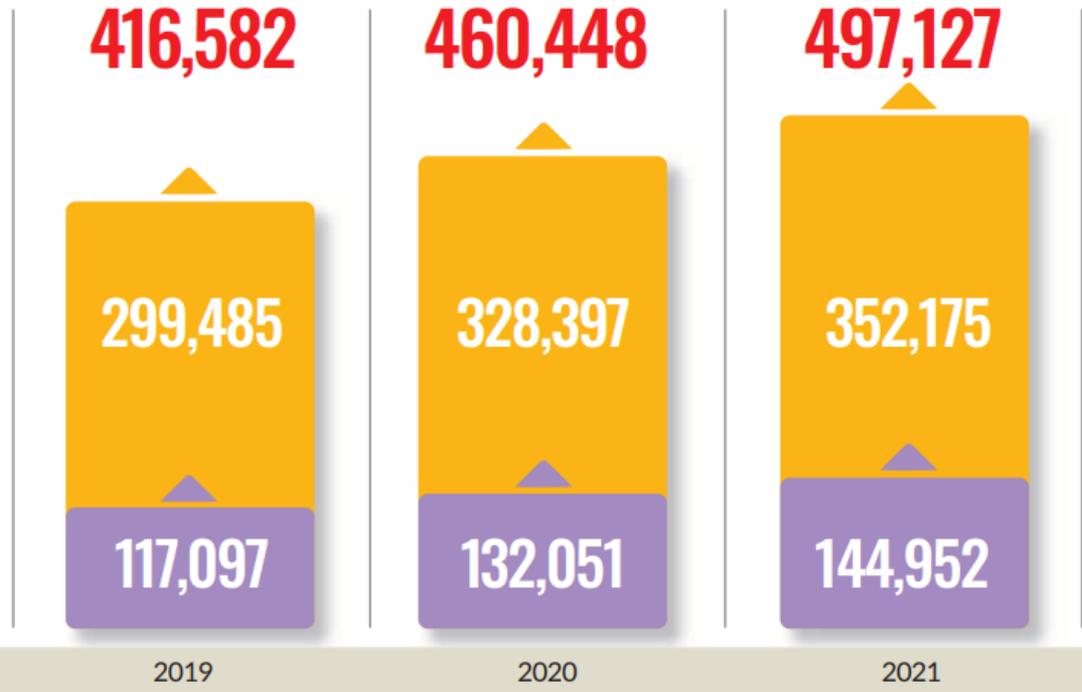
Income (2/4)

Individual donors

Today, the organisation boasts a solid base of more than **350,000 regular donors** (71% of the total) and **145,000 one-off donors** who give on the occasion of special appeals, emergencies or who choose our solidarity gifts to accompany special occasions.

In 2021, the **total number of donors** supporting Save the Children **grew by 8%** compared to 2020 (+7% regular donors and +10% one-off donors).

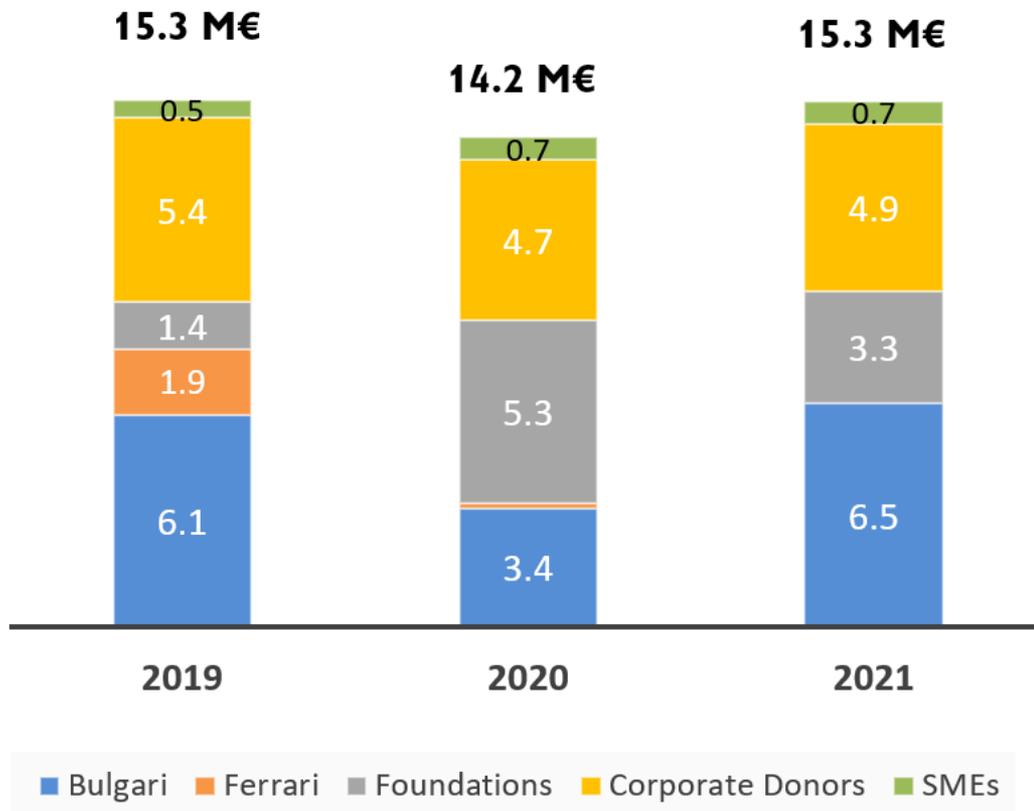
Individual donors



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 (3/4)

Corporate donors & Foundations



Income from **Corporate donors and Foundations** in 2021 amounted to **€15.3M** (approx. €1M increase compared to 2020 and in line with 2019).

- Revenues from the **Bulgari partnership** returned to levels above those of 2019 which allowed to balance the lower revenues from foundations which in 2020 had responded in an exceptional manner to the Covid-19 emergency.
- 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.**
 - **consolidation of SMEs.**

Income (4/4)

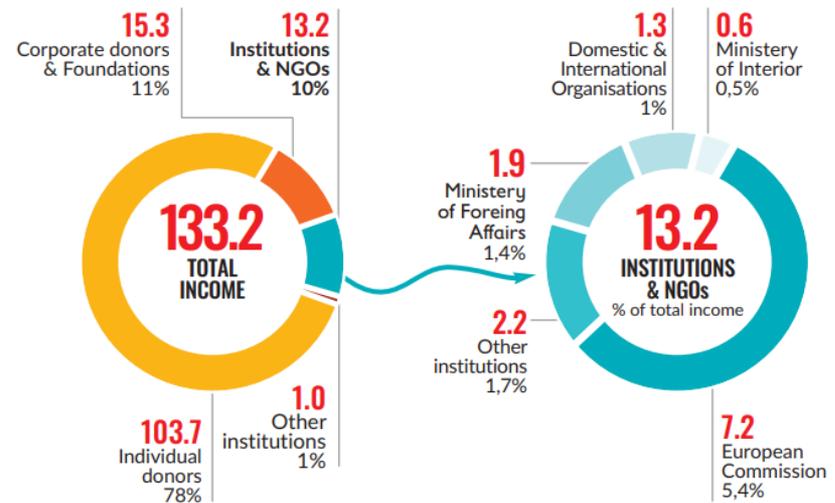
Overview on Institutions and other NGOs

In 2021 the total income from Institutions and other NGOs was **€13.2M, 10%** of total fundraising.

- The **European Commission partnership** was renewed and translated into 29 development and emergency projects in 10 countries.
- Two new contract was signed with **DG DEVCO** in OPT (Occupied Palestinian Territories) and Malawi.
- The partnership with **DG ECHO** was also strengthened through the launch of six new projects in Ethiopia, Malawi, Uganda, Bosnia & Herzegovina and Egypt.
- Our partnership with **DG REC (Rights, Equality and Citizenship)** was further developed thanks to the launch of a new funded project.

Where funds come from

Million Euro and %



- The partnership with the Italian **Ministry of Foreign Affairs – AICS** was strengthened with the launch of 3 new projects, all in the humanitarian and development fields in Ethiopia, El Salvador and Albania.
- In Nepal we started a new collaboration with the **International Organization for Migration (IOM)** and in Ethiopia an emergency project funded by the **French Foreign Ministry** was launched.
- The partnership with the NGO **Impresa Sociale con i Bambini**, the implementing body of the Fund for the Fight against Educational Poverty, was strengthened through the launch of five new projects.

Expenditure

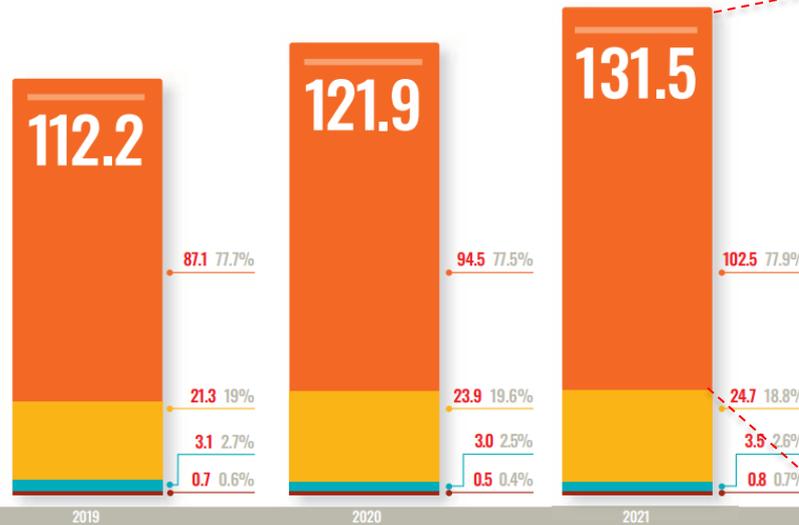
How we spend funds

HOW WE SPEND FUNDS

Million Euro and %

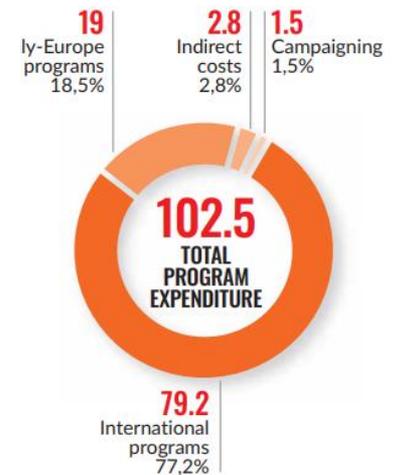


Difference between total income and expenditure were allocated to "reserves"



PROGRAM EXPENDITURE

Million Euro and %



In 2021 Save the Children Italy spent €131.5M:

- 77.9% were **program costs** (vs 77.5% in 2020);
- 22.1% were **fundraising & communication and support costs** (vs 22,5%)

Program expenditure was €102.5M (+8% vs 2020) of which €19.M for **domestic programs** ("Italy-Europe") and €79.2M for **international programs**.



How we spend each euro

77.9

CENTS Saving children lives

18.8

CENTS Fundraising & Communication

3.3

CENTS Support costs

Our Action (1/2)

By thematic areas

Key thematic areas of expenditure for domestic programs “Italy-Europe” in 2021:

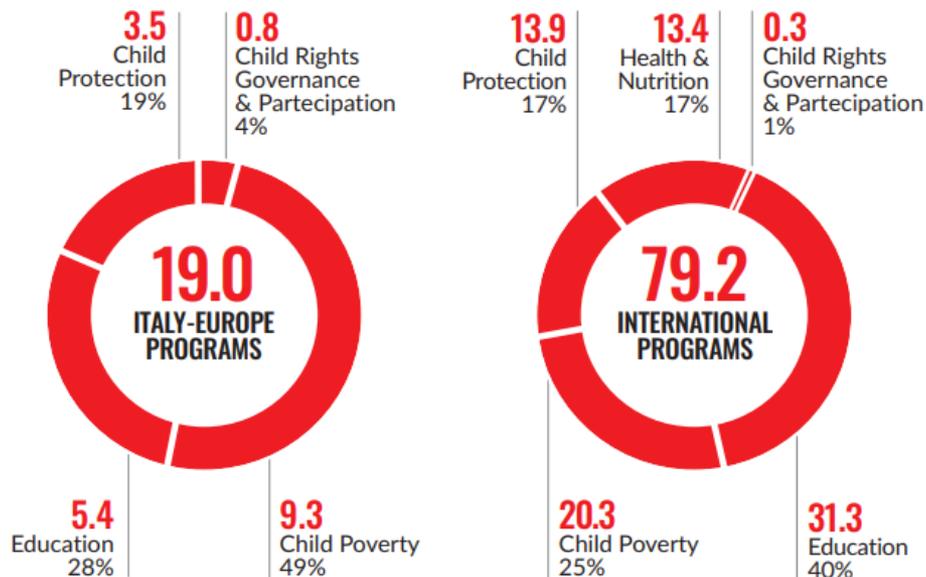
- **Child Poverty (49%)**
(*Educational poverty fighting*)
- **Education (28%)**
- **Protection (19%)**

Key areas of expenditure for international programs in 2021:

- **Education (40%)**
- **Child Poverty (25%)**
- **Child Protection (17%)**
- **Health & Nutrition (17%)**

How we spend funds

By thematic areas
Million Euro and %



Our Action (2/2)

By geographic areas

Sub-Saharan Africa

39% of funds were focused on **Sub-Saharan Africa**, with a significant presence in **Malawi (€8M)**, **Mozambique (€3.9M)**, **Ethiopia (€6.5M)** and **Uganda (€5.8M)**.

Italy

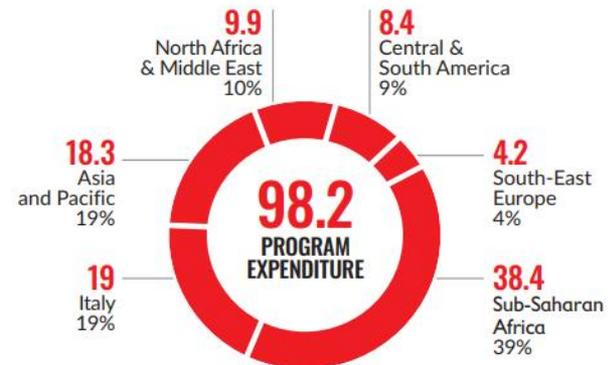
19% of funds were spent in **Italy**.

Asia

19% of funds were spent in **Asia**, especially in **Nepal (€3.8M)**, **Vietnam (€3.7M)** and **India (€3,6M)**.

How we spend funds

By geographic areas
Million Euro and %



North Africa & Middle East

10% of funds were spent in **North Africa and Middle East**, mainly in **Egypt (€2,9M)**.

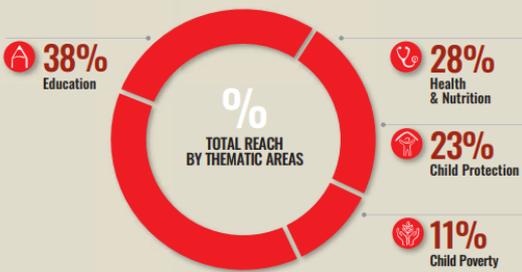
Central & South America - South-East Europe

9% of funds were spent in **Central and South America**, especially in **Bolivia (€3,2M)** and 4% of funds were spent in **South-Est Europe**.

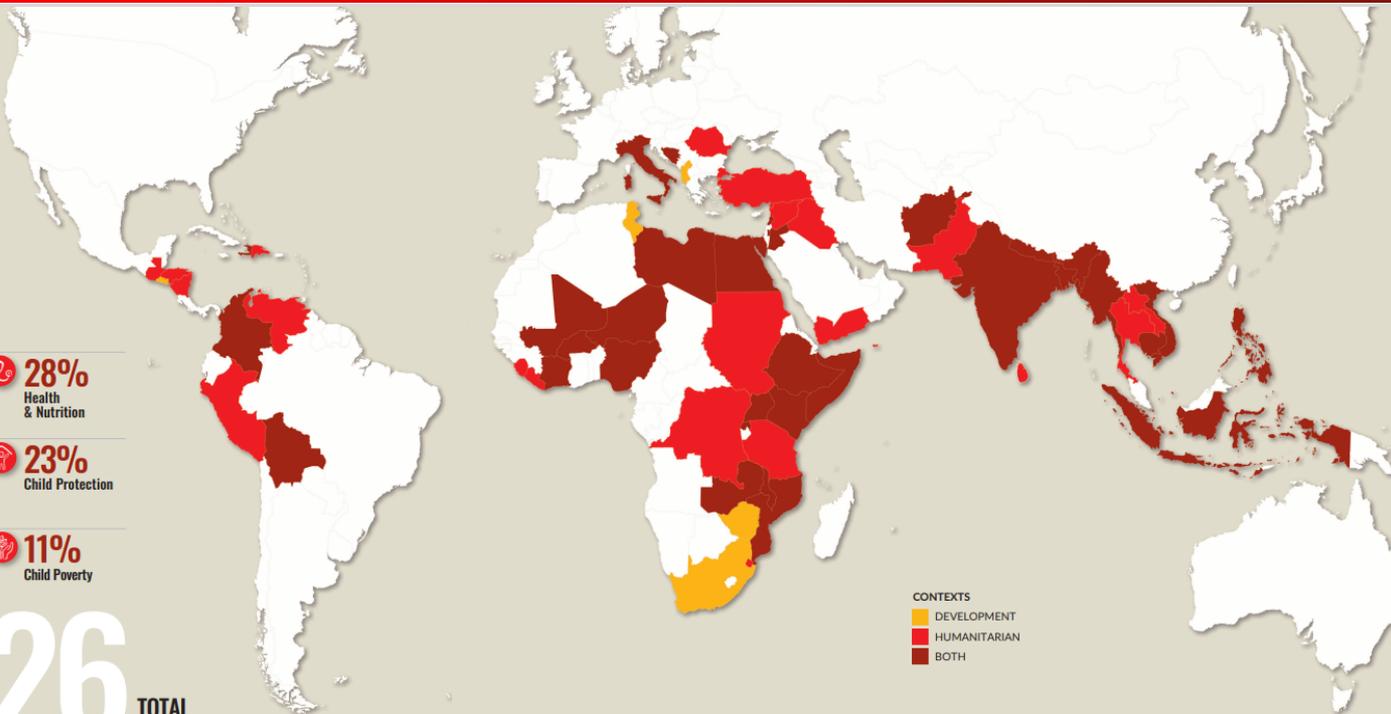
2021 programs in Italy and worldwide

59
COUNTRIES

365 234 DEVELOPMENT
131 HUMANITARIAN
TOTAL PROJECTS



3,975,226 TOTAL REACH



CONTEXTS
 DEVELOPMENT
 HUMANITARIAN
 BOTH

Italia
20
 REGIONS
 Abruzzo, Basilicata, Calabria, Campania, Emilia-Romagna, Friuli-Venezia Giulia, Lazio, Liguria, Lombardia, Marche, Molise, Piemonte, Puglia, Sardegna, Sicilia, Toscana, Trentino-Alto Adige, Umbria, Valle d'Aosta, Veneto

Sub-saharan Africa
22
 COUNTRIES
 Burkina Faso, Costa d'Avorio, Eswatini, Etiopia, Kenya, Liberia, Malawi, Mali, Mozambico, Niger, Nigeria, Repubblica Democratica del Congo, Ruanda, Sierra Leone, Somalia, Sud Sudan, Sudafrica, Sudan, Tanzania, Uganda, Zambia, Zimbabwe

Asia
13
 COUNTRIES
 Afghanistan, Bangladesh, India, Indonesia, Laos, Myanmar, Nepal, Pakistan, Sri Lanka, Thailandia, Vietnam

North Africa & Middle East
9
 COUNTRIES
 Egitto, Giordania, Iraq, Libano, Siria, Territori Palestinesi Occupati, Tunisia, Turchia, Yemen

Central & South America
10
 COUNTRIES
 Bolivia, Colombia, El Salvador, Guatemala, Haiti, Honduras, Nicaragua, Perù, Repubblica Dominicana, Venezuela

South-East Europe
4
 COUNTRIES
 Albania, Bosnia-Erzegovina, Kosovo, Romania

119
 PROGETTI
 114 development
 15 humanitarian

107
 PROJECTS
 48 development
 59 humanitarian

56
 PROJECTS
 30 development
 26 humanitarian

31
 PROJECTS
 13 development
 18 humanitarian

32
 PROJECTS
 14 development
 18 humanitarian

20
 PROJECTS
 15 development
 5 humanitarian

112,086
 TOTAL REACH

2,440,002
 TOTAL REACH

997,956
 TOTAL REACH

186,956
 TOTAL REACH

166,403
 TOTAL REACH

71,823
 TOTAL REACH

Humanitarian response

Our main interventions in 2021

In 2021 we contributed to **131 humanitarian responses** in **53 countries**, reaching over **1.2 million of people** (+55% vs 2020) of which over 600,000 children) and **allocating €33.6M** (+85% vs 2020).

In addition to maintaining a transversal focus on the prevention and management of the effects of the Covid-19, we were gravely concerned for children in Yemen, Syria, Afghanistan and around the world who might be caught in the middle of armed conflict. We continued to respond to climate crisis with interventions aimed at strengthening the resilience of affected populations, such as in Mozambique and Malawi, where floods have led to displacement; or as in Ethiopia, where millions of people have been subjected to droughts, floods and the invasion of desert locusts.

The total emergency expenditure in 2021 was **€35.4M** (vs 21.4 in 2020). The difference to the funds raised (€8M) was covered with Emergency Funds and unrestricted funds.

Humanitarian responses worldwide

53
COUNTRIES

131
HUMANITARIAN
RESPONSES

1,214,088 +55% vs 2020
TOTAL REACH OF WHICH
CHILDREN **634,529**

8,465,922 Euro
FUNDS RAISED*

35,351,615 Euro
FUNDS SPENT*

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



COUNTRIES

- Afghanistan
- Bangladesh
- Bolivia
- Bosnia-Erzegovina
- Burkina Faso
- Cambogia
- Colombia
- Costa D'Avorio
- Egitto
- Eswatini
- Etiopia
- Filippine
- Giordania

- Guatemala
- Haiti
- Honduras
- India
- Indonesia
- Iraq
- Italia
- Kenya
- Laos
- Libano
- Liberia
- Malawi
- Mali
- Mozambico
- Myanmar

- Nepal
- Nicaragua
- Niger
- Nigeria
- Pakistan
- Perù
- Repubblica Democratica del Congo
- Repubblica Dominicana
- Romania
- Ruanda
- Sierra Leone
- Siria

- Somalia
- Sri Lanka
- Sudan
- Sud Sudan
- Tanzania
- Thailandia
- Turchia
- Territori Palestinesi Occupati
- Uganda
- Venezuela
- Vietnam
- Yemen
- Zambia

* In 2021 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 **119 projects** in **42 places***

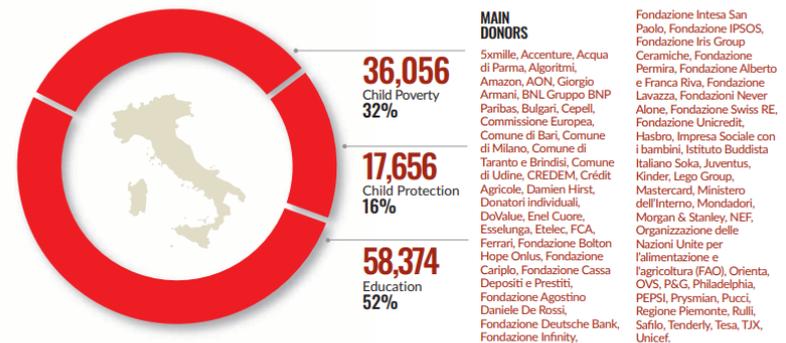
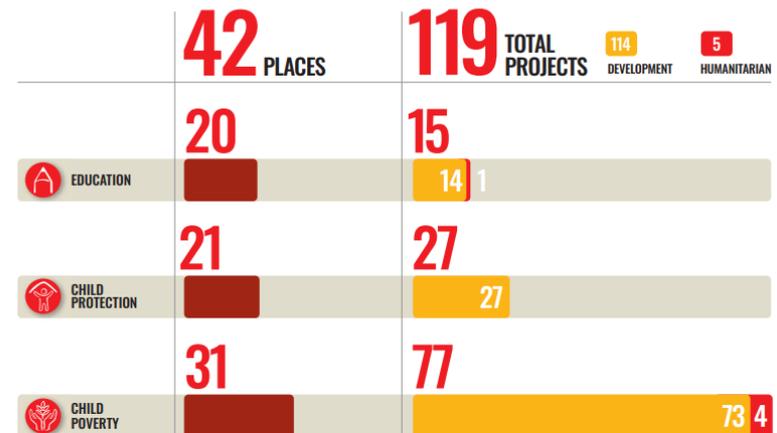
Thanks to **92 partners** we reached over **112,000 vulnerable people** (+16% vs 2020) of which over 63,000 children (+50% vs 2020).

During 2021 we continued to provide **school material, as well as educational and psychosocial support.**

We ensured educational support both in and out of school for students with difficulties; we helped the most vulnerable families providing tailored support based on specific needs and we protected migrant minors fleeing from areas in conflict or from conditions of extreme poverty.

*for a description of the main places where we are worked in 2021 and with which types of operations, see the map on the next slide.

Our domestic Programs: numbers by thematic areas



112,086 TOTAL REACH IN ITALY
+16% vs 2020

Where we work in Italy

42
PLACES

119
TOTAL PROJECTS



Save the Children
Italy office

Siamo inoltre presenti in molte regioni con attività e progetti di educazione sviluppati in rete quali Fuoriclasse in Movimento, Generazioni Connesse (SIC), Connessioni Digitali, Volontari per l'Educazione e di partecipazione giovanile con UnderRadio e Change the Future.



CHILD POVERTY

77

PROJECT OF WICH:

- 26 Punti Luce
- 13 Spazi Mamme
- 13 Focchi in Ospedale
- 1 Per Mano (8 operations in 5 places)
- 1 Spazi Futuro estate (67 operations in 18 places)
- 3 Casa della Genitorialità
- 1 Per Mano QuBi
- 1 Sportelli Legali (15 legal help desk* in 10 places)
* of which 1 on line
- 1 Estate in Movimento (6 operations in 6 places)



CHILD PROTECTION

27

PROJECT OF WICH:

- 4 CivicoZero
- 1 Comunità mamma-bambino "1 Germogli"
- 1 Punti di Ascolto "1 Germogli" (4 operations in 4 places)
- 1 Gemme (7 operations in 7 places)
- 1 Helpline Minori Migranti
- 1 Frontiera (3 operations in 3 places)
- 1 Tratta - Vie d'uscita (9 operations in 9 places)
- 1 Nuovi Percorsi



EDUCATION

15

PROJECT OF WICH:

- 11 Centri educativi Fuoriclasse
- 1 Movimento SottoSopra (17 operations in 15 places)
- 1 Arcipelago Educativo (11 operations in 7 places)
- 1 You the Future (5 operations in 5 places)

What we do and where

| | | |
|--|---|----|
| | ANCONA | 1 |
| | • Focchi in Ospedale | 1 |
| | • Punti Luce | 1 |
| | • Gruppi SottoSopra | 1 |
| | • Spazi futuro estate | 1 |
| | APRILIA (LT) | 2 |
| | • Centri educativi Fuoriclasse | 2 |
| | • Arcipelaghi educativi | 2 |
| | ASCOLI PICENO | 1 |
| | • Intervento Team Tratta/ Vie d'uscita | 1 |
| | ASTI | 2 |
| | • Intervento Team Tratta/ Vie d'uscita | 2 |
| | AVELLINO | 1 |
| | • Redazione You the Future | 1 |
| | BARI | 1 |
| | • Spazi Mamme | 1 |
| | • Focchi in Ospedale | 1 |
| | • Punti Luce | 1 |
| | • Per Mano | 1 |
| | • Centri educativi Fuoriclasse | 3 |
| | • Gruppi SottoSopra | 1 |
| | • Spazi futuro estate | 2 |
| | • Arcipelaghi educativi | 1 |
| | • Casa della Genitorialità | 1 |
| | • Sportelli legali | 1 |
| | BIELLA | 10 |
| | • Comunità mamma-bambino 1 Germogli | 2 |
| | • Sportelli legali | 1 |
| | • Redazione You the Future | 1 |
| | • Sportelli legali | 1 |
| | BRINDISI | 1 |
| | • Spazi Mamme | 1 |
| | • Punti Luce | 1 |
| | • Punti di Ascolto 1 Germogli | 1 |
| | • Gemme | 1 |
| | • Spazi futuro estate | 4 |
| | • Casa della Genitorialità | 1 |
| | • Sportelli legali | 1 |
| | CASAL DI PRINCIPE (CE) | 1 |
| | • Punti Luce | 1 |
| | CAGLIARI | 1 |
| | • Estate in Movimento | 1 |
| | • Intervento Team Tratta/ Vie d'uscita | 1 |
| | CASERTA | 1 |
| | • Gemme | 1 |
| | CATANIA | 1 |
| | • Spazi Mamme | 1 |
| | • Punti Luce | 1 |
| | • Gruppi SottoSopra | 1 |
| | • CivicoZero | 1 |
| | • Intervento Team Frontiera | 2 |
| | • Spazi futuro estate | 2 |
| | • Sportelli legali | 3 |
| | CROTONE | 1 |
| | • Gruppi SottoSopra | 1 |
| | GENOVA | 1 |
| | • Spazi Mamme | 1 |
| | • Punti Luce | 1 |
| | • Gruppi SottoSopra | 2 |
| | • Spazi futuro estate | 2 |
| | • Sportelli legali | 1 |
| | LAMPEDUSA | 2 |
| | • Intervento Team Frontiera | 2 |
| | LAQUILA | 1 |
| | • Punti Luce | 1 |
| | • Gruppi SottoSopra | 1 |
| | • Spazi futuro estate | 3 |
| | MARGHERA (VE) | 1 |
| | • Punti Luce | 1 |
| | • Arcipelaghi educativi | 1 |
| | MILANO | 1 |
| | • Spazi Mamme | 1 |
| | • Focchi in Ospedale | 2 |
| | • Punti Luce | 2 |
| | • Per Mano | 2 |
| | • Centri educativi Fuoriclasse | 2 |
| | • Gruppi SottoSopra | 2 |
| | • CivicoZero | 1 |
| | • Helpline Minori Migranti | 1 |
| | • Punti di Ascolto 1 Germogli | 1 |
| | • Gemme | 1 |
| | • Spazi futuro estate | 4 |
| | • Arcipelaghi educativi | 2 |
| | • Per Mano QuBi | 6 |
| | • Sportelli legali | 2 |
| | NAPOLI | 2 |
| | • Spazi Mamme | 2 |
| | • Focchi in Ospedale | 1 |
| | • Punti Luce | 3 |
| | • Per Mano | 2 |
| | • Gruppi SottoSopra | 1 |
| | • Spazi futuro estate | 10 |
| | • Arcipelaghi educativi | 2 |
| | • Redazione You the Future | 1 |
| | • Sportelli legali | 1 |
| | NUORO | 1 |
| | • Estate in Movimento | 1 |
| | OSTIA (RM) | 1 |
| | • Punti Luce delle Arti | 1 |
| | • Spazi futuro estate | 5 |
| | PADOVA | 1 |
| | • Gruppi SottoSopra | 1 |
| | • Intervento Team Tratta/ Vie d'uscita | 1 |
| | PALERMO | 1 |
| | • Spazi Mamme | 1 |
| | • Punti Luce | 2 |
| | • Gruppi SottoSopra | 1 |
| | • Gemme | 1 |
| | • Spazi futuro estate | 9 |
| | • Sportelli legali | 1 |
| | • Estate in Movimento | 1 |
| | PESCARA | 1 |
| | • Focchi in Ospedale | 1 |
| | PLATI (RC) | 1 |
| | • Punto Luce | 1 |
| | RAGUSA | 1 |
| | • Estate in Movimento | 1 |
| | POTENZA | 1 |
| | • Punti Luce | 1 |
| | • Spazi futuro estate | 2 |
| | PRATO | 1 |
| | • Spazi Mamme | 1 |
| | • Spazi futuro estate | 2 |
| | REGGIO CALABRIA | 1 |
| | • Gruppo SottoSopra | 1 |
| | • Gemme | 1 |
| | ROMA | 2 |
| | • Spazi Mamme | 2 |
| | • Focchi in Ospedale | 2 |
| | • Punti Luce | 1 |
| | • Gemme | 1 |
| | • Per Mano | 2 |
| | • Gruppi SottoSopra | 2 |
| | • CivicoZero | 1 |
| | • Helpline Minori Migranti | 1 |
| | • Punti di Ascolto 1 Germogli | 1 |
| | • Intervento Team Tratta/ Vie d'uscita | 1 |
| | • Nuovi Percorsi | 1 |
| | • Spazi futuro estate | 8 |
| | • Redazione You the Future | 1 |
| | • Sportelli legali | 1 |
| | ROSARNO (RC) | 1 |
| | • Centri Educativi Fuoriclasse | 1 |
| | • Arcipelaghi educativi | 1 |
| | SASSARI | 1 |
| | • Spazi Mamme | 1 |
| | • Focchi in Ospedale | 1 |
| | • Punti Luce | 1 |
| | • Spazi futuro estate | 4 |
| | • Estate in Movimento | 1 |
| | • Intervento Team Tratta/ Vie d'uscita | 4 |
| | SAN LUCA (RC) | 1 |
| | • Spazi Mamme | 1 |
| | • Punti Luce | 1 |
| | • Spazi futuro estate | 2 |
| | SCALEA (CS) | 1 |
| | • Punti Luce | 1 |
| | • Gruppi SottoSopra | 1 |
| | • Spazi futuro estate | 3 |
| | SIRACUSA | 1 |
| | • Estate in Movimento | 1 |
| | TARANTO | 1 |
| | • Casa della Genitorialità | 1 |
| | TERAMO | 1 |
| | • Intervento Team Tratta/ Vie d'uscita | 1 |
| | TORINO | 1 |
| | • Spazi Mamme | 1 |
| | • Focchi in Ospedale | 1 |
| | • Punti Luce | 1 |
| | • Gemme | 1 |
| | • Per Mano | 1 |
| | • Centri Educativi Fuoriclasse | 3 |
| | • Arcipelaghi educativi | 2 |
| | • Gruppo SottoSopra | 1 |
| | • Redazione You the Future | 1 |
| | • CivicoZero | 1 |
| | • Punti di Ascolto 1 Germogli | 1 |
| | • Spazi futuro estate | 3 |
| | • Sportelli legali | 2 |
| | UDINE | 1 |
| | • Punti Luce | 1 |
| | • Spazi futuro estate | 1 |
| | VERONA | 1 |
| | • Intervento Team Tratta/ Vie d'uscita | 1 |
| | VENEZIA | 1 |
| | • Gruppi SottoSopra | 1 |
| | VENTIMIGLIA (IM) | 1 |
| | • Intervento Team Frontiera | 1 |
| | • Intervento Team Tratta/ Vie d'uscita | 1 |

034-2021

Our People (1/2)

Transforming ourselves responds to the changing context

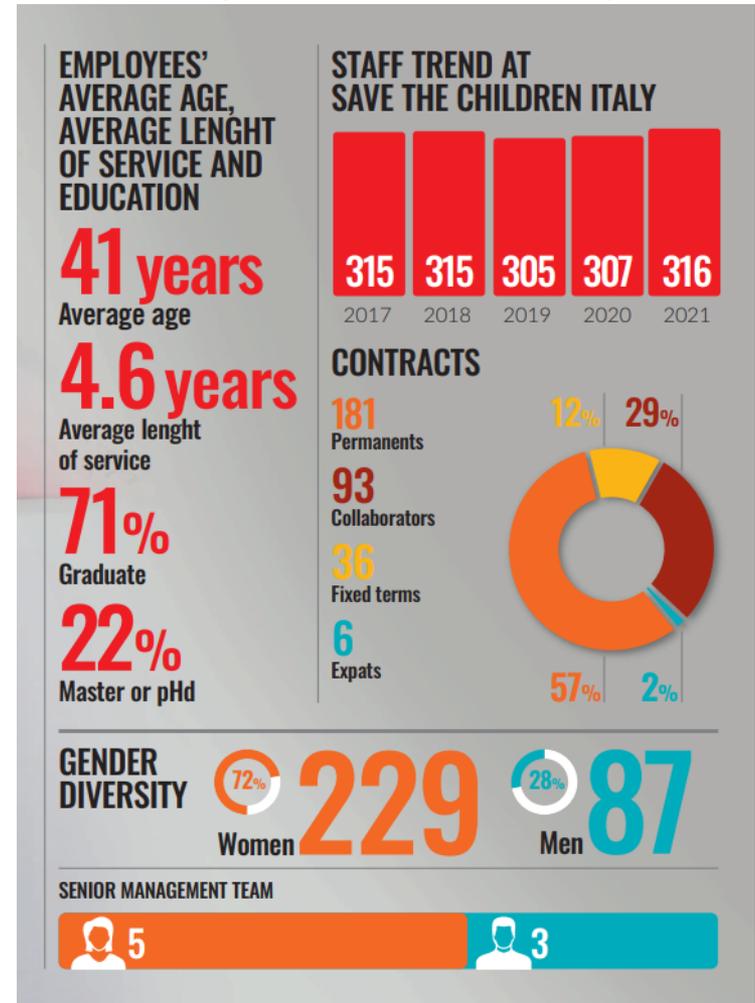
In 2021 we worked to contribute to organizational evolution and respond to the new context.

Main initiatives

- In 2021 we have worked to continue to **safeguard health and safety at work**, guaranteeing maximum flexibility and return to the office on a voluntary basis, but in parallel we have designed and introduced a **new working model (SMART WAYS OF WORKING)**: new office spaces, more comfortable, equipped with better technology and acoustics, more collaboration rooms (meeting rooms doubled compared to 2019) to work more efficiently and creatively, and support agile working.
- We have implemented a **new goal setting methodology (OKR - Objective & Key Results)**, which focuses on trust and facilitation of the process.
- **Organizational revision work** has begun to pursue new **strategic objectives (22-24)**. Redesigning areas, roles and responsibilities, changing shape to be more effective in our future challenges.
- We have invested in **engagement**, in the active participation of people and the sharing of important issues, to strengthen and maintain the system of relationships, through multiple **internal communication initiatives** (see the following slide) and the strengthening of the **Welfare & Wellbeing Plan**, a concrete support both economic and psychological support for all.

OUR STAFF

316 people, high level of education, mainly women



Our People (2/2)

Internal training and communication

New context and new skills

To be an ever growing **Learning Organization**, we have worked on a training offer capable of allowing people to consolidate mindset and basic skills for organizational and individual evolution. The main focuses were: mindset, agile leadership, effective meetings, soft relational and communication skills, digital tools such as Teams and Murals, English language, psychological well-being, feedback and work and activity planning.

Together, we participate and change

Focusing on **people's engagement**, their active participation and effective and continuous internal communication is essential in this historical moment. To keep the relationship system strong, to foster open dialogue on all central and priority issues related to the mission, current affairs and organisational life, and to accompany change through ad hoc engagement initiatives in support of the new agile working model and culture.

The numbers of training in 2021



*Sum of hours of each session multiplied by the number of participants.

**ENPS (number of promoters - number of detractors/number of respondents) measures the probability of recommending the organizational initiatives or the workplace. Provides information to HR to understand better what people like or dislike and their level of satisfaction/engagement. ENPS score may vary from -100 to +100. Every result lower than -10 is a pain point. Every score between -10 and +20 is normal. Every score superior than +40 is an outstanding result.

Internal Communication Initiatives



Volunteers

Our network and key initiatives in 2021

4,170 volunteers in the database (+98% vs 2020), between regular and occasional volunteers, organized into **32 groups**, donated **almost 40,000 hours** of their time. Their support spans from volunteers involved in SDG awareness events, to those involved in supporting study, from those involved in our summer centres to support boys and girls, to the civil service volunteers.

Of particular note are the more than 1,100 volunteers who are members of the Volunteers for Education community. (supporting online children and teenagers with their studies)

Quality volunteering to bring about lasting change in children's lives

39,259 hours dedicated to volunteering in Save the Children



Would you recommend a volunteer experience with Save the Children to others?

AVERAGE VOTE 9/10

1 DEVELOPMENT OF MEMBERSHIP AND IDENTITY

Digital activism has greatly contributed to strengthening the sense of membership with Save the Children.

27 Facebook pages with 17,564 followers in total

10 Instagram pages with 2,920 total followers

44 Volunteers within the social coordinators group

1,121 Volunteers within the Volunteers for Education community

2 TERRITORY, MOBILISATION AND INTEGRATION

Promote the participation of civil society in Save the Children's areas of operation, with actions that enhance experiences and encourage integration of the various forms of Save the Children volunteering.

41 Volunteers supporting our projects in the area

40 Volunteers were involved in awarenessraising and territory mobilisation actions

3 CROSS-CUTTING SUPPORT FOR ACTIVITIES

Differentiate the support activities for the Organisation by focusing on different skills and motivations.

1,100 Education Volunteers engaged in at least one tutoring relationship

1,400 Volunteers trained, of which 672 trained through the e-learning platform

187 Volunteers engaged in local awareness and fundraising activities

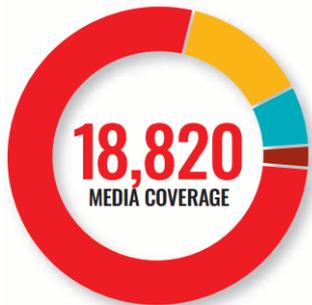
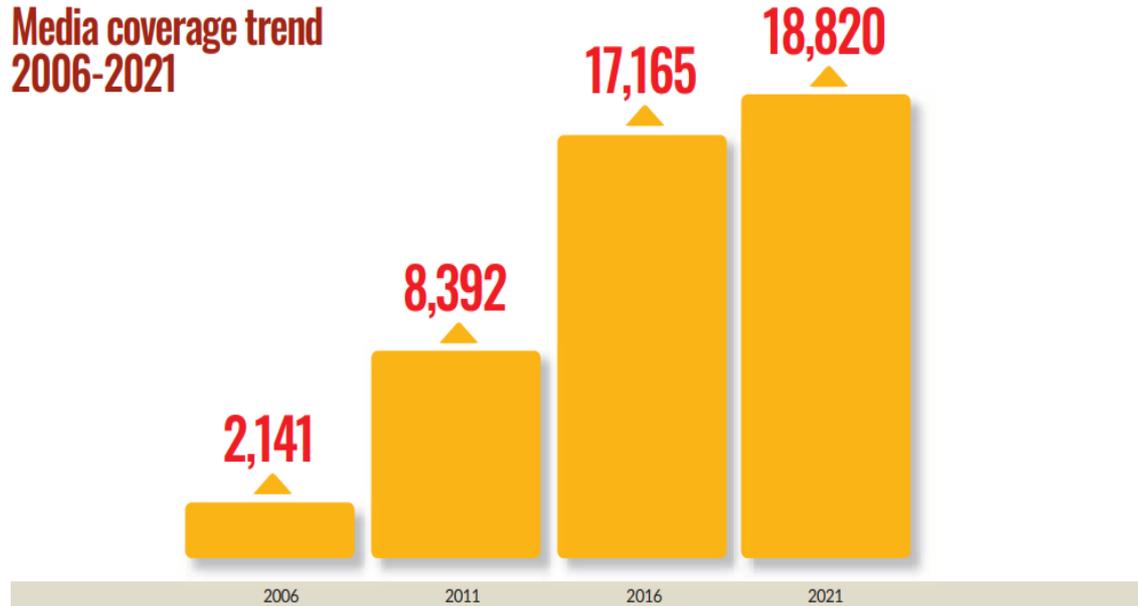
30 Volunteers for office and translation activities

Communication

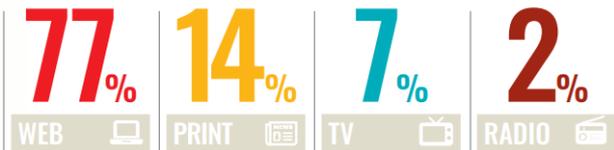
The critical asset behind our brand growth

Over the years, Save the Children's communication has grown exponentially and the organisation has developed an extensive network of tools and materials to keep different stakeholders informed about its actions and a diverse range of child-related issues. The press review in 2021 totalled almost 19,000 average issues (+26% vs 2020).

Media coverage trend
2006-2021



2021 coverage by media



A significant presence in all types of media was confirmed. In particular, large information sites and web spaces were one of the main assets of the 2021 media coverage to ensure best visibility.

Digital innovation

Transforming our work with digital technology

In 2021 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 an ever so precious tool to **communicate with our supporters and all the people interested in our work.**

Digital technologies and social networks increasingly at the core of our mission

OFFICINE DEL BENESSERE "REPOSITORY"

59,347 page views

43,896 users reached

Over 135 wellbeing resources available

2,173 subscription to our dedicated Facebook group

SOCIAL MEDIA CAMPAIGN #LANTERNEVERDI

Almost 9 million users reached

FACEBOOK LIVES

5 lives

71,642 users reached

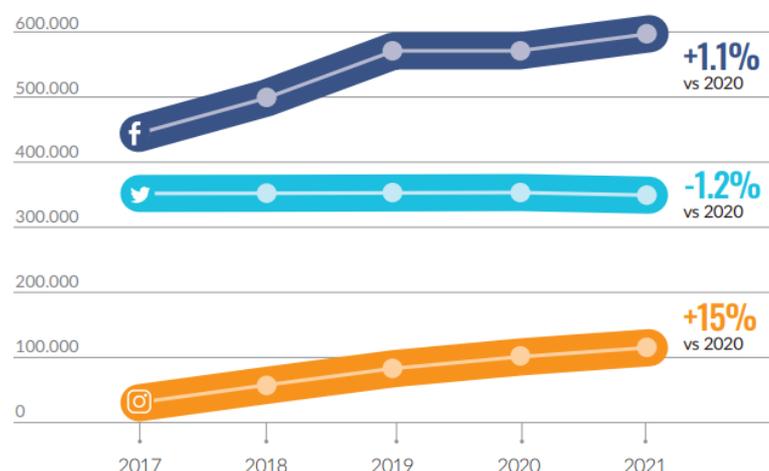
ONLINE PROJECT VOLONTARI PER L'EDUCAZIONE

1,715 subscription to our dedicated Facebook group

SOCIAL NETWORKS

1,039,278

2021 fans/followers base +1.61% average growth vs 2020



After a peculiar year like 2020, where digital spaces have seen rapid growth like never before, in 2021 we have not stopped **experimenting with new fundraising initiatives** to support more and more interventions in favor of children and **ensure the sustainability of the Organization.**

Annex– Financial Statements

Introduction

- The FY21 Financial Statements have been prepared in accordance with the Third sector Code; in particular, the Organization adopted the new Statements in accordance with the Decree n. 39/2020 and the OIC 35 – Accounting Standard for Third Sector Entities, issued in February 2022.
- The purpose of the new law and the new Accounting Standard is to prescribe the criteria for the preparation of the Financial Statements of the Third Sector Entities, with particular regards to the presentation and disclosure of the Statements and the explanatory notes. It is worth clarifying that, in this transitional phase, several doubts related to the classification of some figures of the income and expenditures accounts still persist.
- In particular, the main novelties concern the management reporting scheme, presented in opposing sections with separate evidence of the results of the following management areas: (i) General Interest Activities; (ii) Other activities; (iii) Fundraising Activities; (iv) Financial and Patrimonial Activities and (v) General Support Activities. Within each management area, income is presented by 'type' (e.g. charitable donations, contributions from public and private entities) and no longer on the basis of the 'nature' of the donor or donation, while expenses are presented in greater detail by 'nature'. In addition, the new legislation allows so-called figurative income and expenses, such as contributions from volunteers, to be shown in a specific section.
- For a better representation of the economic and financial performance of the Organization, the Income and Expenditures Statements have been presented in accordance with both the new and the old schemes.

Annex – Financial Statements

Income and Expenditure Accounts - according to the new law (1/2)

| Expenditure | 2021 | 2020 |
|--|--------------------|-------------------|
| A) Expenditures related to Institutional Activities | | |
| 1) Materials | 1,574,509 | 3,080,257 |
| 2) Services | 8,370,834 | 5,031,553 |
| 3) Lease and rental costs | 641,912 | 541,768 |
| 4) Personnel | 8,697,705 | 7,911,415 |
| 5) Depreciation and amortization | 299,364 | 305,484 |
| 7) Other operating expenses | 187,187 | 509,763 |
| 9) Provisions to restricted reserves allocated by institutional bodies | 19,832,573 | 27,931,659 |
| 10) Use of restricted reserves allocated by institutional bodies | - 28,412,102 | - 8,663,513 |
| 11) Costs for Program Implementation - Partners of the same network | 82,748,109 | 51,641,035 |
| 12) Costs for Program Implementation - Other Partners | 8,094,942 | 5,859,384 |
| Total | 102,035,032 | 94,148,805 |
| B) Expenditures related to Other Activities | | |
| 1) Materials | 3,544 | 2,880 |
| 2) Services | 320,376 | 267,425 |
| 3) Lease and rental costs | 4,488 | 3,002 |
| 4) Personnel | 82,669 | 107,358 |
| 9) Costs for Program Implementation - Partners of the same network | 34,580 | 67,710 |
| Total | 445,658 | 448,400 |

| Income | 2021 | 2020 |
|--|--------------------|--------------------|
| A) Income from Institutional Activities | | |
| 1) Income from membership fees and contributions by the founding members | - | - |
| 2) Income from associates for institutional activities | - | 83,392 |
| 4) Donations | 110,757,004 | 97,591,407 |
| 5) Income from "5 per mille" | 6,008,246 | 11,837,392 |
| 6) Grants from private entities | 2,659,009 | 1,803,088 |
| 8) Grants from public institutions | 10,086,205 | 8,309,970 |
| 10) Other Income | 37,308 | 15,704 |
| 12) Other grants | 2,228,452 | 2,749,808 |
| Total | 131,776,224 | 122,390,760 |
| Surplus/deficit from Institutional activities (+/-) | 29,741,192 | 28,281,389 |
| B) Income from Other Activities | | |
| 2) Grants from private entities | 187,415 | 106,738 |
| 5) Income from public institutions related to Service Contracts | 296,415 | 352,501 |
| 6) Other income | 122,688 | 118,466 |
| Total | 606,518 | 577,705 |
| Surplus/deficit from Other activities (+/-) | 160,860 | 129,305 |

Annex – Financial Statements

Income and Expenditure Account- according to the new law (2/2)

| | | |
|--|--------------------|--------------------|
| C) Expenditures related to Fundraising activities | | |
| 1) Expenditures related to regular Fundraising activities | 23,911,046 | 23,069,781 |
| 2) Expenditures related to occasional Fundraising activities | 43,667 | 39,435 |
| 3 bis) Expenditures related to communicating activities | 744,903 | 740,923 |
| Total | 24,699,615 | 23,850,139 |
| | | |
| D) Financial Expenses | | |
| 1) from bank accounts | - | 12,616 |
| 2) from loans | 86,329 | 56,814 |
| 5) Provisions to risk funds | - | - |
| 6) other expenses | 59,537 | 67,751 |
| Total | 145,866 | 137,181 |
| | | |
| E) General support expenses | | |
| 1) Materials | 196,234 | 78,428 |
| 2) Services | 814,907 | 632,046 |
| 3) Lease and rental costs | 366,628 | 303,564 |
| 4) Personnel | 1,772,176 | 1,710,382 |
| 5) Depreciation and amortization | 252,484 | 249,303 |
| 7) Other operating expenses | 306,365 | 46,451 |
| Total | 3,708,794 | 3,020,175 |
| Total Expenditures | 131,034,965 | 121,604,699 |
| | | |
| | | |
| | | |

| | | |
|--|---------------------|---------------------|
| C) Income related to Fundraising activities | | |
| 1) Income from regular Fundraising activities | - | - |
| 2) Income from occasional Fundraising activities | 432,657 | 287,318 |
| Total | 432,657 | 287,318 |
| Surplus/deficit from Fundraising activities (+/-) | - 24,266,958 | - 23,602,255 |
| | | |
| D) Financial Income | | |
| 1) from bank accounts | 211 | 110 |
| 2) from other investments | 109,641 | 155,225 |
| 5) Other Income | 3,406 | 28,385 |
| Total | 113,258 | 183,720 |
| Surplus/deficit from Financial activities (+/-) | - 32,608 | 46,539 |
| | | |
| E) General support Income | | |
| 1) Income from secondment of staff | 57,445 | 21,706 |
| 2) Other Income | 254,596 | 212,140 |
| | | |
| Total | 312,041 | 233,845 |
| Total Income | 133,240,698 | 123,673,348 |
| | | |
| Surplus/deficit before taxes (+/-) | 2,205,733 | 2,068,649 |
| Taxes | 498,132 | 292,648 |
| Surplus/deficit (+/-) | 1,707,601 | 1,776,000 |

Annex – Financial Statements

Income and Expenditure Account- old scheme

| | INCOME | |
|--|--------------------|--------------------|
| | 2021 | 2020 |
| 1. INCOME FROM PRIVATE DONORS | 119,032,781 | 110,741,537 |
| 1.1 Individual Donors | 103,735,524 | 96,505,883 |
| 1.1.1 One-off donations | 9,387,333 | 7,190,443 |
| 1.1.2 <i>Child Guardian</i> and <i>Child Sponsorship</i> programs | 32,922,192 | 34,530,723 |
| 1.1.3 " <i>Io Save the Children</i> " program | 44,500,507 | 36,227,015 |
| 1.1.4 Special gifts | 1,818,105 | 1,711,992 |
| 1.1.5 Events | 2,968,480 | 927,080 |
| 1.1.5 Major Donors & Legacy | 6,130,661 | 4,081,237 |
| 1.1.6 "5 per mille" | 6,008,246 | 11,837,392 |
| 1.2 Corporations and Foundations | 15,297,257 | 14,235,655 |
| 1.2.1 Corporation and Foundation partnerships | 14,620,693 | 13,578,589 |
| 1.2.2 Small and Medium Corporations and "Christmas" programme | 676,564 | 657,065 |
| 2. GRANTS FROM INSTITUTIONS AND NGOs | 13,233,544 | 11,958,246 |
| 2.1 European Commission | 7,191,859 | 5,256,552 |
| 2.2 International/National Institutions | 4,727,559 | 5,451,363 |
| 2.3 International/National NGOs | 1,314,126 | 1,250,331 |
| INCOMING RESOURCES FROM PRIVATE DONORS, INSTITUTIONS AND NGOs | 132,266,325 | 122,699,783 |
| 3. COMMERCIAL INCOME | 606,518 | 577,705 |
| 4. USE OF RESERVES | - | - |
| 5. FINANCIAL INCOME | 113,258 | 183,720 |
| 6. OTHER INCOMING RESOURCES | 254,596 | 212,140 |
| TOTAL INCOME | 133,240,698 | 123,673,348 |

| | EXPENDITURE | |
|--|--------------------|--------------------|
| | 2021 | 2020 |
| 1. PROGRAMS EXPENDITURE | 102,480,690 | 94,505,381 |
| 1.1 International Programs | 79,154,149 | 72,443,639 |
| 1.1.1 Education | 31,271,992 | 35,003,567 |
| 1.1.2 Protection from abuse and exploitation | 13,902,725 | 14,290,081 |
| 1.1.3 Health and nutrition | 13,398,228 | 5,156,713 |
| 1.1.4 Child poverty | 20,321,547 | 17,742,378 |
| 1.1.5 Child Rights Governance and Participation | 259,657 | 250,901 |
| 1.2 Italy-Europe Programs | 18,973,890 | 18,767,333 |
| 1.2.1 Education | 5,404,154 | 4,110,421 |
| 1.2.2 Protection from abuse and exploitation | 3,528,755 | 4,108,584 |
| 1.2.3 Health and nutrition | - | - |
| 1.2.4 Child poverty | 9,245,853 | 9,902,172 |
| 1.2.5 Child Rights Governance and Participation | 795,128 | 646,156 |
| 1.3 Campaigning | 1,498,126 | 1,155,526 |
| 1.4 Indirect costs | 2,175,787 | 1,690,483 |
| 1.5 Commercial expenses | 678,739 | 448,400 |
| 2. GOVERNANCE AND FUNDRAISING EXPENDITURE | 28,190,045 | 26,941,264 |
| 2.1 Communication | 745,323 | 832,747 |
| 2.2 Fundraising | 23,954,292 | 23,109,216 |
| 2.3 General support | 3,490,430 | 2,999,301 |
| TOTAL OPERATING EXPENDITURE | 130,670,735 | 121,446,645 |
| 3. FINANCIAL EXPENSES | 145,866 | 137,181 |
| 4. OTHER EXPENSES | 218,364 | 20,874 |
| 5. TAXES | 498,132 | 292,648 |
| TOTAL EXPENDITURE | 131,533,097 | 121,897,348 |
| NET BALANCE | 1,707,601 | 1,776,000 |
| PROGRAMS EXPENDITURE/TOTAL EXPENDITURE | 77.9% | 77.5% |

Annex – Financial Statements

Balance Sheet

| Assets | 2021 | 2020 | Liabilities | 2021 | 2020 |
|--|-------------------|-------------------|--|-------------------|-------------------|
| B) FIXED ASSETS | | | A) Equity and Reserves | | |
| I – Intangible assets | | | I – endowment fund | 50,000 | 50,000 |
| 4) Concessions, licenses, trademarks and rights | 389,401 | 177,095 | II – restricted reserves | | |
| 6) Assets under constructions and Advance payments | - | 169,629 | 2) restricted reserves allocated by institutional bodies | 19,895,310 | 28,474,839 |
| 7) Other Intangible Assets | 10,743,405 | 10,689,623 | 3) restricted reserves allocated by third parties | 100,000 | 2,762,933 |
| Total | 11,132,806 | 11,036,347 | 4) other reserves | 8,647,210 | 6,871,210 |
| II – Tangible assets | | | III- free reserves | | |
| 4) Other Assets | 253,792 | 234,230 | IV) net income for the period | 1,707,601 | 1,776,000 |
| Total | 253,792 | 234,230 | Total | 30,400,121 | 39,934,982 |
| III – Financial assets (with separate indication of receivables due over 12 months) | | | B) provisions for risks and liabilities | | |
| 1) Investments in: | | | Total | - | - |
| c) other companies | 5,577 | 5,577 | C) pension liability fund | 2,591,375 | 2,312,600 |
| 2) receivables: | | | D) payables, (with separate indication of amounts due over 12 months) | | |
| d) from others | 753,255 | 1,128,968 | 1) bank debt | - | 2,878,380 |
| 3) other bonds | 5,908,491 | 5,915,928 | <i>Within 12 months</i> | - | 460,090 |
| Total | 6,667,324 | 7,050,474 | <i>Over 12 months</i> | - | 2,418,290 |
| Total Fixed Assets | 18,053,921 | 18,321,051 | 4) payables to entities of the same network | 934,701 | 198,077 |
| C) Current Assets | | | 7) payables to suppliers | 7,562,629 | 6,770,913 |
| I – Inventory | | | 9) tax payables | 514,006 | 537,042 |
| Total | - | - | 10) social security payables | 672,173 | 671,847 |
| II – Receivables (with separate indication of amounts due over 12 months) | | | 11) payables to employees | 717,531 | 647,005 |
| 1) from customers | 188,845 | 254,157 | 12) other payables | 9,264,145 | 4,764,326 |
| 2) from associates and founding members | 6,200,631 | 4,417,633 | Total | 19,665,186 | 16,467,590 |
| 3) from public institutions | 2,360,131 | 3,195,196 | E) Accrued expenses and deferred income | 8,258 | 6,782 |
| 4) from private entities for grants | 622,599 | 297,882 | Total LIABILITIES | 52,664,940 | 58,721,954 |
| 5) from entities of the same network | 1,564,237 | 687,536 | | | |
| 9) tax receivables | 180,538 | 183,719 | | | |
| 12) other receivables | 3,026,435 | 1,309,863 | | | |
| Total | 14,143,416 | 10,345,987 | | | |
| III – Short- term investments | | | | | |
| 3) other bonds | 3,916,636 | - | | | |
| Total | 3,916,636 | - | | | |
| IV – Cash at bank and in hand: | | | | | |
| 1) Cash at bank | 16,368,561 | 29,937,038 | | | |
| 2) Cheques in hand | 69 | 5 | | | |
| 3) Cash in hand | 2,444 | 2,799 | | | |
| Total | 16,371,074 | 29,939,842 | | | |
| Total current assets | 34,431,126 | 40,285,829 | | | |
| D) accrued income and prepaid expenses | 179,892 | 115,075 | | | |
| Total ASSETS | 52,664,940 | 58,721,954 | | | |

Financial Statements (1/2)

Income & Expenditure Account

| INCOME | | | EXPENDITURE | | |
|--|--------------------|--------------------|--|--------------------|--------------------|
| | 2020 | 2019 | | 2020 | 2019 |
| 1. INCOME FROM PRIVATE DONORS | 110,741,537 | 100,225,966 | 1. PROGRAMS EXPENDITURE | 94,505,381 | 87,104,941 |
| 1.1 Individual Donors | 96,505,883 | 84,916,421 | 1.1 International Programs | 72,511,349 | 69,665,116 |
| 1.1.1 One-off donations | 7,190,443 | 5,320,794 | 1.1.1 Education | 35,003,567 | 36,960,422 |
| 1.1.2 Child Guardian and Child Sponsorship programs | 34,530,723 | 37,178,611 | 1.1.2 Protection from abuse and exploitation | 14,357,791 | 11,491,421 |
| 1.1.3 "to Save the Children" program | 36,227,015 | 29,500,682 | 1.1.3 Health and nutrition | 5,156,713 | 8,564,572 |
| 1.1.4 Special gifts | 1,711,992 | 1,948,753 | 1.1.4 Child poverty | 17,742,378 | 12,447,923 |
| 1.1.5 Events | 927,080 | 356,376 | 1.1.5 Child Rights Governance and Participation | 250,901 | 200,778 |
| 1.1.6 Major Donors & Legacy | 4,081,237 | 4,660,371 | 1.2 Italy-Europe Programs | 19,120,972 | 13,972,878 |
| 1.1.7 "5 per mille" | 11,837,392 | 5,950,834 | 1.2.1 Education | 4,116,332 | 2,409,626 |
| 1.2 Corporations and Foundations | 14,235,655 | 15,309,544 | 1.2.2 Protection from abuse and exploitation | 4,423,277 | 3,843,330 |
| 1.2.1 Corporation and Foundation partnerships | 13,578,589 | 14,819,576 | 1.2.3 Health and nutrition | - | - |
| 1.2.2 Small and Medium Corporations and "Christmas" programme | 657,065 | 489,968 | 1.2.4 Child poverty | 9,902,172 | 7,169,669 |
| 2. GRANTS FROM INSTITUTIONS AND NGOs | 12,073,485 | 12,489,855 | 1.2.5 Child Rights Governance and Participation | 679,191 | 550,253 |
| INCOMING RESOURCES FROM PRIVATE DONORS, INSTITUTIONS AND NGOs | 122,815,022 | 112,715,821 | 1.3 Campaigning | 1,155,526 | 1,316,776 |
| 3. COMMERCIAL INCOME | 462,466 | 231,848 | 1.4 Indirect costs | 1,690,483 | 2,133,124 |
| 4. USE OF RESERVES | - | - | 1.5 Commercial expenses | 27,051 | 17,046 |
| 5. FINANCIAL INCOME | 183,720 | 111,219 | 2. GOVERNANCE AND FUNDRAISING EXPENDITURE | 26,941,264 | 24,412,100 |
| 6. OTHER INCOMING RESOURCES | 212,140 | 138,039 | 2.1 Communication | 832,747 | 879,990 |
| TOTAL INCOME | 123,673,348 | 113,196,928 | 2.2 Fundraising | 23,109,216 | 20,398,819 |
| | | | 2.3 General support | 2,999,301 | 3,133,291 |
| | | | TOTAL OPERATING EXPENDITURE | 121,446,645 | 111,517,041 |
| | | | 3. FINANCIAL EXPENSES | 137,181 | 160,729 |
| | | | 4. OTHER EXPENSES | 20,874 | 17,679 |
| | | | 5. TAXES | 292,648 | 462,184 |
| | | | TOTAL EXPENDITURE | 121,897,348 | 112,157,632 |
| | | | NET BALANCE | 1,776,000 | 1,039,296 |
| | | | PROGRAMS EXPENDITURE/TOTAL EXPENDITURE | 77.5% | 77.7% |

Financial Statements (2/2)

Balance Sheet

| ASSETS | | |
|---|---------------------|---------------------|
| | 31 DECEMBER 2020 | 31 DECEMBER 2019 |
| 1. FIXED ASSETS | 18,321,051 | 19,850,269 |
| 1.1 Intangible assets | 11,036,347 | 12,475,776 |
| 1.2 Tangible assets | 234,230 | 333,645 |
| 1.3 Long-term loans, investments | 7,050,474 | 7,040,848 |
| 2. CURRENT ASSETS | 40,285,829 | 13,112,148 |
| 2.1 Receivables | 10,345,987 | 9,146,688 |
| 2.1.1 Receivables from customers | 366,090 | 215,126 |
| 2.1.2 Tax receivables | - | 32,070 |
| 2.1.3 Other receivables | 9,979,896 | 8,899,493 |
| 2.2 Short-term investments | - | - |
| 2.3 Cash at bank and in hand | 29,939,842 | 3,965,459 |
| 2.3.1 Cash at bank | 29,937,038 | 3,963,767 |
| 2.3.2 Cheques in hand | 5 | 520 |
| 2.3.3 Cash in hand | 2,799 | 1,173 |
| 3. ACCRUED INCOME AND PREPAID EXPENSES | 115,075 | 84,619 |
| TOTAL ASSETS | 58,721,954 | 33,047,036 |

| LIABILITIES | | |
|--|---------------------|---------------------|
| | 31 DECEMBER 2020 | 31 DECEMBER 2019 |
| 1. EQUITY & RESERVES | 8,697,210 | 6,921,210 |
| 1.1 Equity | 50,000 | 50,000 |
| 1.2 Restricted Reserves | 6,871,210 | 5,831,914 |
| 1.2.1 General Reserves | 3,530,565 | 3,530,565 |
| 1.2.2 Reserves for programs | 2,590,645 | 1,551,349 |
| 1.2.3 Reserves for emergencies | 750,000 | 750,000 |
| 1.3 Free Reserves | 1,776,000 | 1,039,296 |
| 1.3.1 Net income for the period | 1,776,000 | 1,039,296 |
| 1.3.2 Net income brought forward | - | - |
| 2. FUNDS CARRIED FORWARD FOR PROGRAM AC | 28,474,839 | 9,206,693 |
| 2.1 International Programs | 24,894,239 | 8,309,354 |
| 2.2 Italy-Europe Programs | 3,580,600 | 897,339 |
| 3. PROVISIONS FOR RISKS AND LIABILITIES | - | 42,250 |
| 3.1 Risks | - | 42,250 |
| 3.2 Liabilities | - | - |
| 4. PENSION LIABILITY FUND | 2,312,600 | 1,943,074 |
| 5. PAYABLES | 19,230,523 | 14,927,529 |
| 5.1 Bank debt | 2,878,380 | 2,901,097 |
| 5.2 Trade payables | 6,770,913 | 6,808,143 |
| 5.3 Tax payables | 537,042 | 453,529 |
| 5.4 Social security payables | 671,847 | 679,245 |
| 5.5 Other payables | 8,372,341 | 4,085,515 |
| 6. ACCRUED EXPENSES AND DEFERRED INCOME | 6,782 | 6,280 |
| TOTAL LIABILITIES | 58,721,954 | 33,047,036 |

THANK YOU



Save the Children