

Independent auditors' report (Translation from the original Italian text)

To the Board of Directors of
Fondazione Terres des Hommes Italia ONLUS

1. We have audited the financial statements of Fondazione Terres des Hommes Italia ONLUS as of and for the year ended December 31, 2013. The preparation of these financial statements in compliance with the Italian regulations governing financial statements is the responsibility of Fondazione Terres des Hommes Italia ONLUS's management. Our responsibility is to express an opinion on these financial statements based on our audit. This report is not issued pursuant to the provisions of the Italian law, as the responsibility for the statutory audit pursuant to art.20 bis of the DPR 600/73 remains with others.
2. Our audit was performed in accordance with auditing standards issued by the Italian Accounting Profession (CNDCEC) and recommended by the Italian Stock Exchange Regulatory Agency (CONSOB). In accordance with such standards, we planned and performed our audit to obtain the information necessary to determine whether the financial statements are materially misstated and if such financial statements, taken as a whole, may be relied upon. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, as well as assessing the appropriateness and correct application of the accounting principles and the reasonableness of the estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

For our opinion on the financial statements of the prior year, which are presented for comparative purposes, reference should be made to our report dated May 11, 2013.
3. In our opinion, the financial statements of Fondazione Terre des Hommes Italia ONLUS as of and for the year ended December 31, 2013 have been prepared in accordance with the Italian regulations governing financial statements; accordingly, they present clearly and give a true and fair view of the financial position of Fondazione Terre des Hommes Italia ONLUS as of December 31, 2013 and the results of its operations for the year then ended.

Milan, April 29, 2014

Reconta Ernst & Young S.p.A.

Signed by: Massimiliano Vercellotti (Partner)



Terre des hommes

aiuto diretto e immediato all'infanzia sofferente senza implicazioni
di ordine politico, razziale o confessionale

FONDAZIONE TERRE DES HOMMES ITALIA **- ONLUS -**

FINANCIAL STATEMENTS ***AS OF 31 DECEMBER 2013***

BOARD OF DIRECTORS' REPORT ON THE ACTIVITY OF THE FOUNDATION	PAGE	1 – 48
STATUTORY AUDITORS' REPORT	PAGE	49– 50
BALANCE SHEET	PAGE	51 – 52
MANAGEMENT REPORT	PAGE	53
NOTES TO THE FINANCIAL STATEMENTS	PAGE	54 – 75

Fondazione Terre des Hommes Italia



Foto di copertina
Arsal, bambina profuga siriana

PREAMBLE

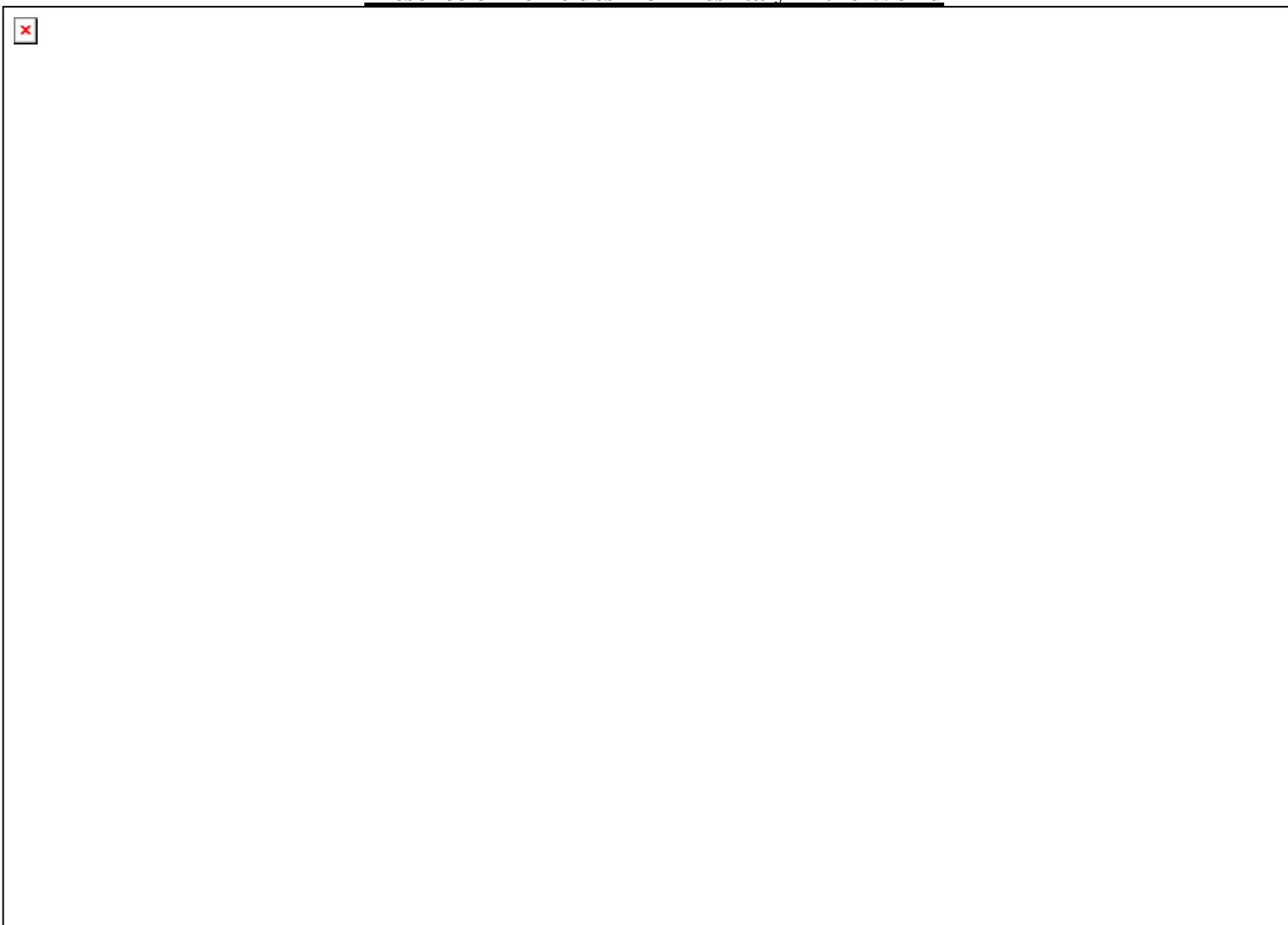
This report is drawn up in conjunction to the approval of the financial statements and provides information about the activities carried out by Terre des hommes Italy (Tdh Italy) during the year 2012 This report has also been drawn up according to various reports to be given to institutional benefactors.

1. INTRODUCTION

This report, prepared in coordination with Tdh Italy's main office staff, provides a description of:

- institutional activities;
- external relationships;
- organizational structure of the Milan office;
- operative activities performed during 2013 subdivided in three strategic areas representing the corporate mission:
 1. direct interventions in Developing Countries (DC), so-called **“projects”**;
 2. sensitization and advocacy activities in Italy aimed at protecting children's rights, so-called **“advocacy”** campaigns;
 3. **communication and fundraising** with the private and corporate sector.

Presence of Terre des Hommes Italy in the World



2. INSTITUTIONAL ACTIVITIES

2.1. Amendments to the Articles of Association and renewal of corporate offices

During this financial year no amendments have been made and the Board of Directors has not held any special meetings. The composition of the Board of Directors, as listed below, will stay in charge until December 2015.

Name	Profession	S	Function	Years of experience as Board Member
Raffaele K. SALINARI	Surgeon	M	President	11
Donatella VERGARI	Jurist – NGO Manager	F	Secretary General	13
Danielle BROCARD	Employee	F	Treasurer	13
Gaetano GALEONE	Lawyer	M	Counselor	13
Carlo FOSSATI	Notary	M	Counselor	8
Alessandro CUNIETTI	CEO “Il Saggiatore”	M	Counselor	New appointment
Monica GAMBIRASIO	Lawyer	F	Counselor	New appointment

The Board of Statutory Auditors presently comprises:

- Rag. Vittorio Bellotti – Chairman, Mr.. Michele Aita, Mr.. Luigi Gallizia

Alternate auditors:

- Dott. Giacomo del Corvo, Dott Andrea Visconti

Since 16 December 2005 Mr. **Gaetano Galeone** has been Chairman of the **Permanent Committee** and the life member of the Italian Senate **Rita Levi Montalcini** is the **Honorary Chairman *ad memoriam*** of the Foundation.

2.2. Activities of the Board of Directors

In accordance with the Articles of Association, the Board of Directors met four times and the Permanent Committee once.

In compliance with statutory regulations, in the meeting held on the 10th of May 2013, the financial statements for the year 2012 were approved. These financial statements were certified by the independent firm Reconta Ernst & Young SpA and **published in the prestigious daily newspaper “Il Sole 24” on the 23rd of June 2013 and on the Foundation’s website.**

On the occasion of the launch of the “Indifesa” campaign, in October 2013, in a conference room provided by “il Consiglio dei Ministri” in Rome, the

Foundation's 2012 annual report was presented.

The BoD and the Board of Auditors continued their **monitoring of internal procedures, the Code of Ethics and the Organisational Model pursuant to Legislative Decree 231 and the Anti-Fraud Policy** nor any other special events to report

3. EXTERNAL RELATIONS

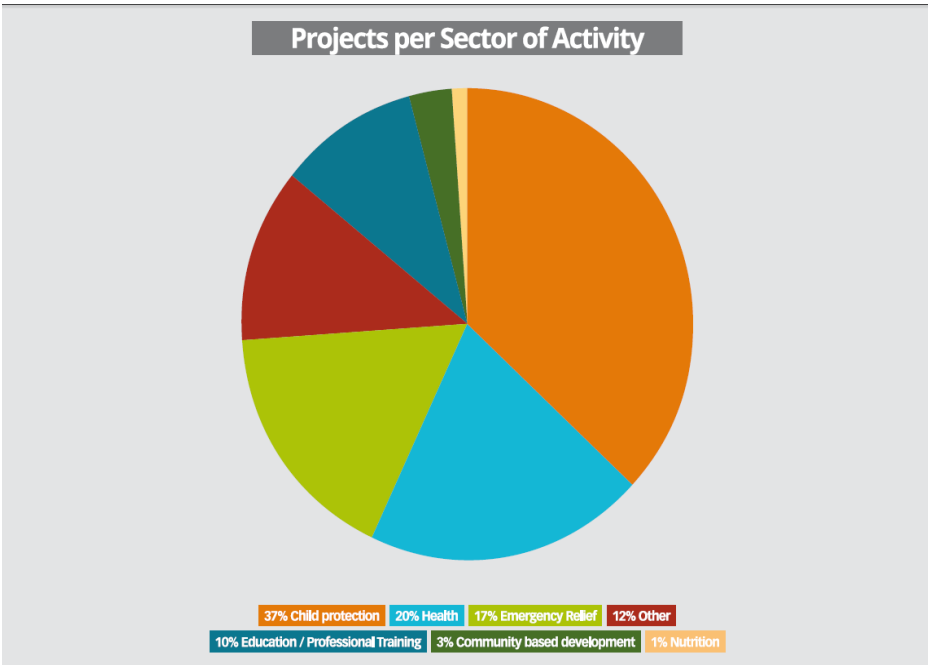
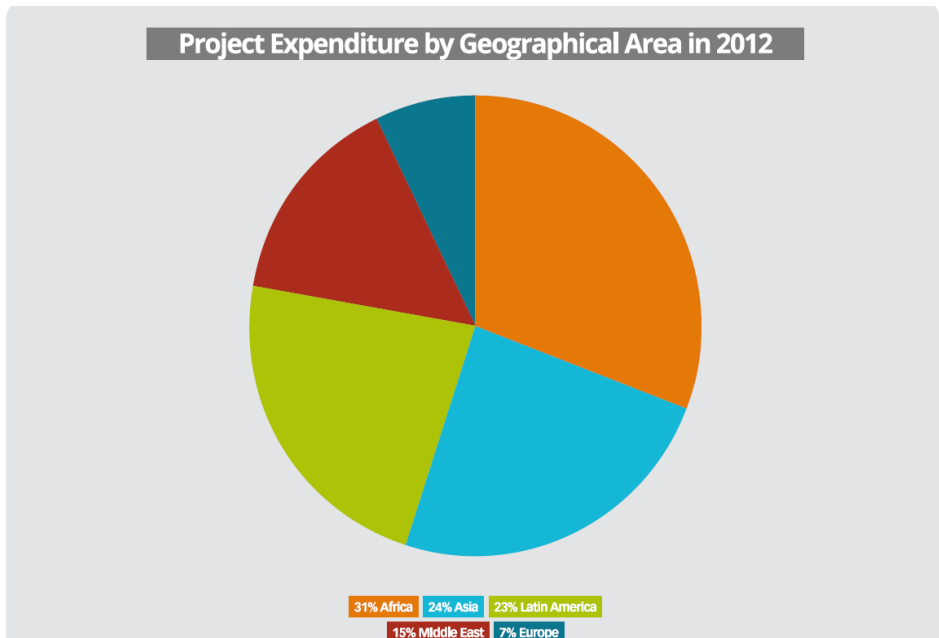
3.1. Relations with TDH International Federation (TDHIF)

In November 2013, in the city of Amsterdam, the Federation's annual General Shareholders' Meeting was held by the secretary general Ignacio Packer and by the Foundation president Raffaele Salinari. The financial commitment of the TDH network in 2012 resulted in funds amounting to over 140,000,000 Euro, confirming the TdH Family as one of the most important international organisations.

Presence of Terre des Hommes Family in The World



TDH Federation funding and expenses



COUNTRIES OF OPERATION					
AFRICA		ASIA	EUROPE	LATIN AMERICA	MIDDLE EAST
Benin	South Africa	Afghanistan	Albania	Argentina	Egypt
Burkina Faso	Sudan	Bangladesh	France	Bolivia	Iraq
Burundi	Tanzania	Bhutan	Germany	Brazil	Jordan
Côte d'Ivoire	Togo	Cambodia	Hungary	Chile	Lebanon
Ethiopia	Tunisia	India	Italy	Colombia	Palestinian Territories
Guinea	Uganda	Indonesia	Kosovo	Ecuador	Syrian Arab Rep.
Kenya	Western Sahara	Laos	Moldova	El Salvador	
Madagascar	Zambia	Myanmar	Romania	Guatemala	
Mali	Zimbabwe	Nepal	Switzerland	Haiti	
Mauritania		Pakistan		Mexico	
Morocco		Philippines		Nicaragua	
Mozambique		Sri Lanka		Peru	
Namibia		Thailand			
Senegal		Vietnam			

3.2. Relations with NGOs

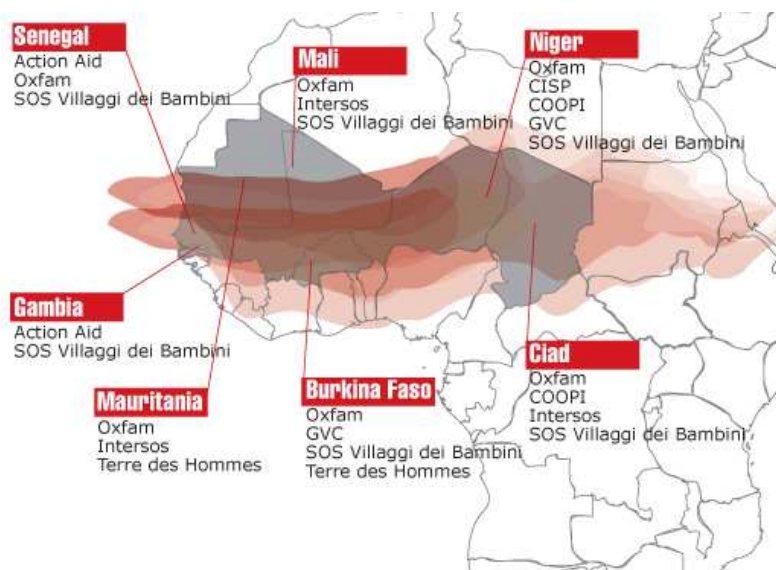
IN ITALY

Tdh Italia is one of the promoters and founding members of:

→ **Coordinamento Italiano dei Network Internazionali (CINI)**, a co-ordinating organisation that brings together Action Aid International, AMREF, Save the Children Italia, WWF and VIS.

→→ **AGIRE, Agenzia Italiana per la Risposta alle Emergenze** (Italian Agency for Emergency Response) a second level association officially established in May 2007, which since 2009 has numbered 12 members representing the main Italian NGOs operating in the emergency humanitarian field. Centralised fund collection, during times of crisis, increases the possibility of decisive action.

Crisi dimenticate sostenute da AGIRE nel 2013



→→ Tdh is moreover member of the coordination of Lombardy NGOs (Co.Lo.mba), the **Committee for promotion and protection of human rights** (*“Comitato per la promozione e la protezione dei diritti umani”*) together with more than 60 Italian NGOs and associations, the **Working Group for the Convention on the Rights of the Child** (*“Gruppo di lavoro per la Convenzione sui diritti dell’infanzia e dell’adolescenza”*), and it also participates in the **“Losing the Balance”** (*“Sbilanciamoci”*) Campaign.

ABROAD

Through TDHIF, Tdh Italy is one of the founders of **CONCORD**, **UN ECOSOC** and of the **Steering Committee for the Social Forum**. It also participates in several international coordination organizations, including the **Coalition to Stop the Use of Child Soldiers**, and the **Monitoring Committee on the law against child sexual exploitation and Traffic**.

3.3. Relations with institutional funders

3.3.1. EUROPEAN UNION AND UNITED NATIONS AGENCIES

Collaborations with the funding lines of the **Commission of the European Union** have continued, in particular: **ECHO**, the **Co-funding line**, the **Human Rights and democracy line**, the **Torture line**, the **Food safety line** and the **European Development Fund (EFD)**.

Tdh Italy has undergone numerous audits also in 2013, both financial (Ria & Partners SpA) and related to monitoring of projects commissioned by the EC to independent firms.

During 2013, collaboration with the UN agencies UNICEF and UNHCR developed a lot, especially in the Lybian and Syrian civil wars. In fact, operational capacity, even in extremely limited periods, has meant that the UN agencies UNICEF and UNHCR have commissioned us to urgently distribute aid kits on a large scale, totalling more than €3 million. The collaboration with ECHO in the Ivory Coast has resulted in the approval of a big project, backed by the Ministry of Health, and TdH Italia has been chosen, along with two other French NGOs, to receive ECHO/AFD (French Agency for Development) 3 years of funding.



La Commissaria ECHO Cristalina Georgieva in visita ai dispensari sostenuti da Tdh It in Costa d'Avorio.

3.3.2. PUBLIC AID FOR ITALIAN DEVELOPMENT – Directorate General for Development Co-operation of the Italian Ministry of Foreign Affairs (DGCS-MAE)

During 2013, collaboration with the DGCS improved slightly and was basically managed by the UTL in the countries of Lebanon, Syria and the Gaza Strip. Regarding the newly promoted projects which were approved in the June 2013 announcement, the opportunity hasn't arisen to get them started by the year's end, due to a lack of watchful bookkeeping, despite having surety policies in place during the contract drafting in September. There were two projects, one in Mozambique and one in Burkina Faso, which will now start in March 2014. We also participated in the November 2013 announcement with only one project for Bangladesh, but as of the publication date of this report, the results of the announcement selection process are still not known.

√ ACTIVE PROJECT in 2013

→ **WITH OFFICE VII**

■ **Intervention in Lebanon** aimed at guaranteeing better educational opportunities for Palestinian children and adolescents, promoting their empowerment and dialogue with their Lebanese peers in the three Palestinian camps of Naher al-Bared, Ein El Helweh and Rashidiyeh (AID/9520/TDH/LBN), the project is in its third year of operation

→ **WITH OFFICE III**

■ The project 'Aid for development in Eastern Europe and the Balkans, the Mediterranean Basin, the Middle East and Central Asia', based on PLIACEM, a Food Safety programme in **Mauritania** PLIACEM in its **second year of operation** The project is financed and managed directly in Mauritania by the High Commission, on behalf of Mauritania Food Safety (CSA), with whom we signed the annual financial and management contracts. Relevant financial audits are signed on CSA premises.

→ **MISSIONS DECREE**

■ A project performed through Office VII in **Myanmar**: 'Introduction of sustainable agronomic techniques and practices in the Dry Zone, Myanmar', finished in January 2013

→ **CON le UTL locali per EMERGENZA**

■ **A project in Lebanon** "Green Hopes for Grey Areas. The promotion of Libyan-Palestinian dialogue to improve basic urban services in the Municipality of Muhammara. (L12-B001 AID 9716)

■ **Two projects in the Gaza Strip** - *AID 9775 "Intervention for the identification and treatment of children with motor, hearing and speaking impairments in the north area of the Gaza Strip." (9775/TDH/GAZA/02) *AID 10042 "To improve population response capabilities and basic health, emergency and psycho-social services in the Gaza Strip." (10042_GAZA_TDH_1)

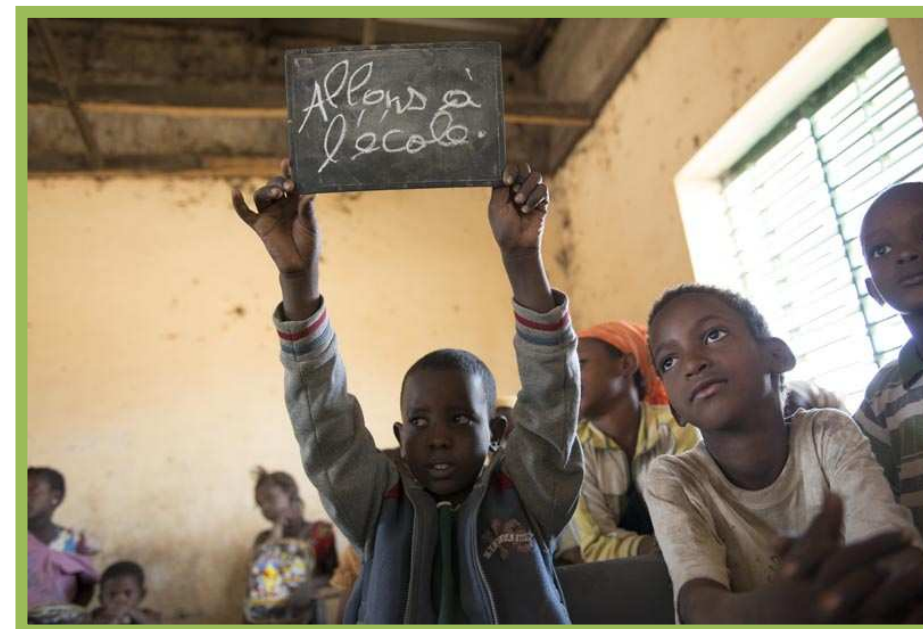
■ **Two projects in Syria** - *AID 9990 "Intervention for the protection of refugees and evacuees – maternal and childhood sector." (TDH/9990/2013)*AID 9931 "Intervention for the protection of refugees and evacuees – population victims of the Syrian crisis." (LB13-A001 AID 9931)



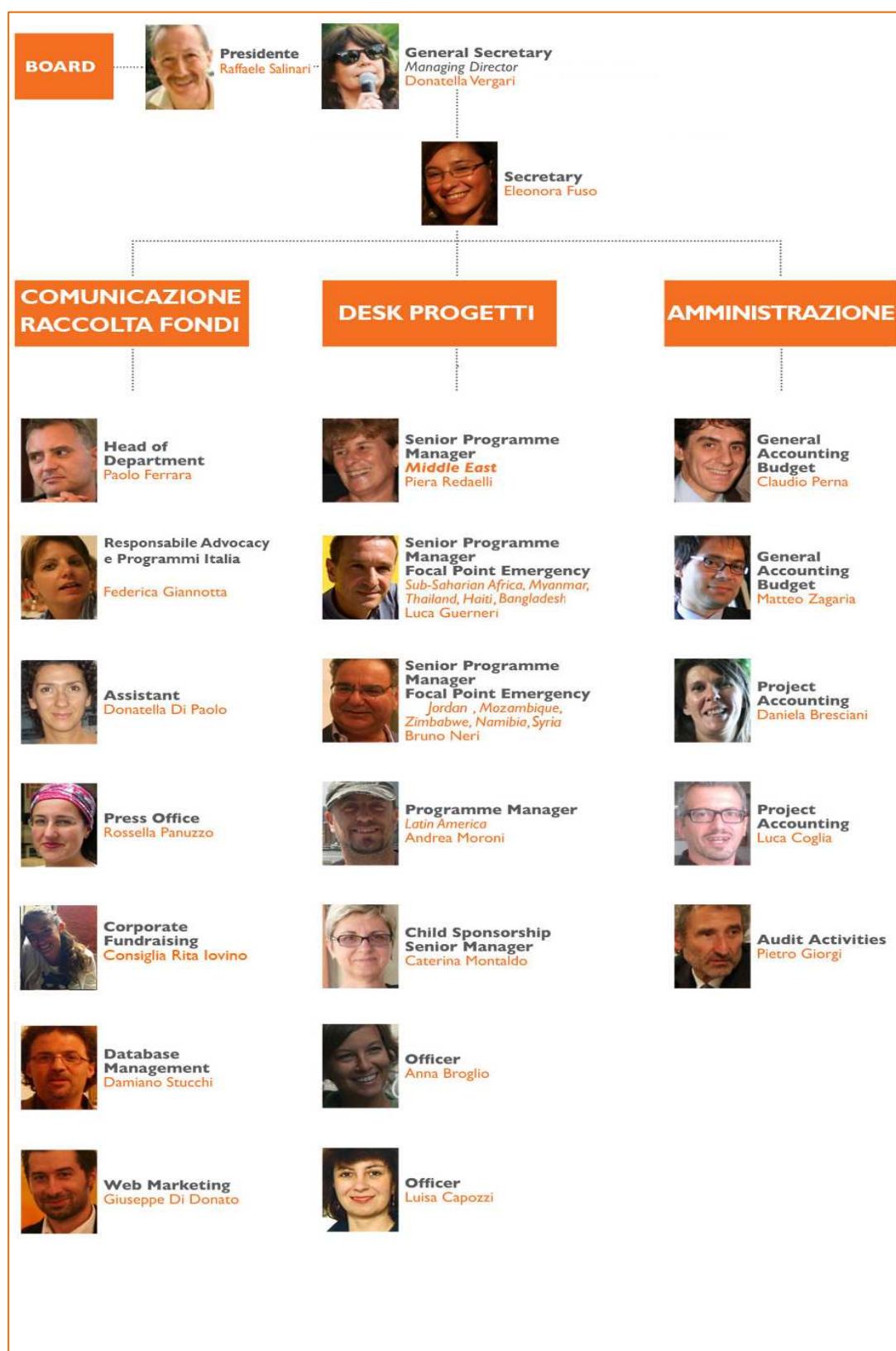
Bangladesh: scuola di slum - Burkina Faso: scuola di brousse



Siria attività psicosociale



4. ORGANIZATIONAL STRUCTURE OF TDH IT MILAN OFFICE



4.1.1. HQ team

Total staff in 2012 comprised **21 persons**, as follows:

Milan Office	Full time	Part time
Direction	1	
Secretariat	1	
Project manager	4	
Child Sponsorship Programme	3	
Accounting Department	3	2
Communication, Fundraising, Press Office, Child Rights	5	
Database management and It manager & Web master	2	
Total	19	2

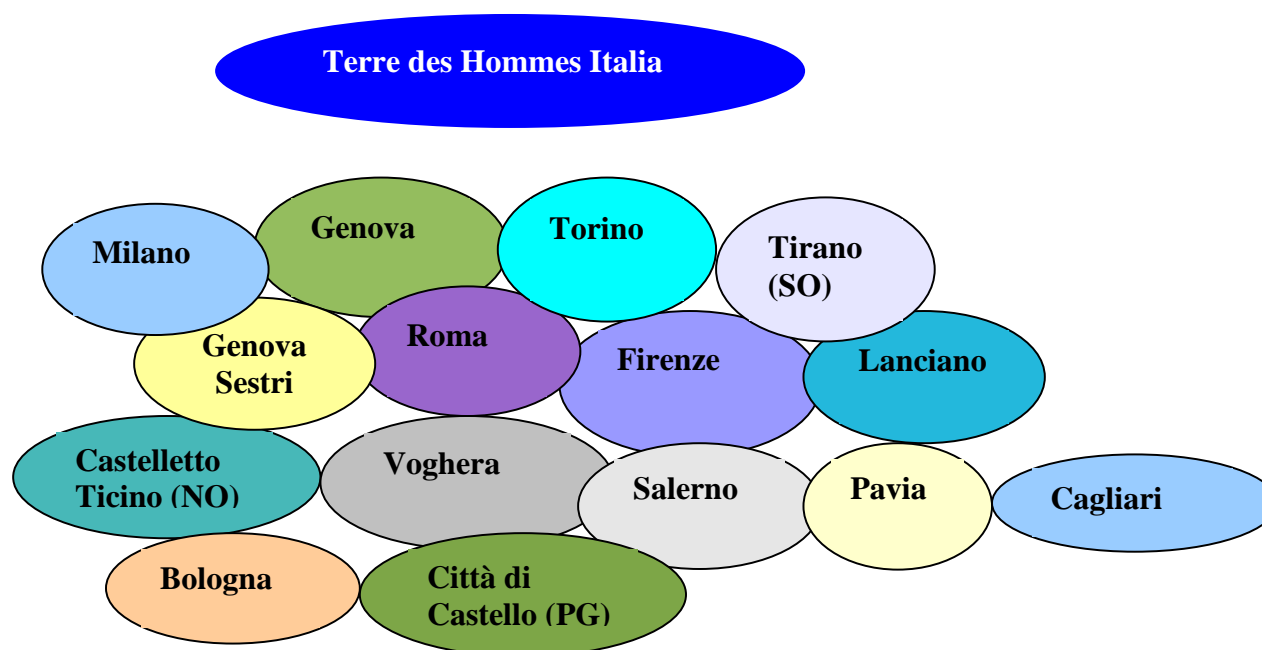
In addition to the **21** permanent HQ staff there are around **30** volunteers who have given years worth of work, especially on behalf of the “sostegno a distanza” department, further, numerous interns come and work for short periods of time.

External advisors

Studio Legale Avv. Pietro Chiaraviglio	Legal advise
Studio Giuseppe Fossati	Notary
Reconta Ernst & Young SpA	Audit certification of financial statements
Ria Grant Thornton S.p.a.	Projects’ audit
Studio Rano EP2000	Payroll
PANGEA	Information technology consulting, security system, Network Software
Vanoncini Sas	“Mago” Accounting Management System
MyDonor Italia Srl	Software Database donors
Intravco Srl	Travel agency

In addition to the staff of the Milan office, **Work Teams** formed of volunteers are working for the Foundation; as a result, approximately **200 persons** support the Foundation on a regular basis.

Well –established and active work teams in Italy (offices and persons in charge):



Castelletto sul Ticino (NO)
Elena Canosi

CAGLIARI
Attilio Alioli
Giovanna Olla
Rita Piras

CITTA' DI CASTELLO (PG)
Adele Romiti

MILANO
Luisa Donato Gandini
Rosaria Cagossi
Roberta Finazzi
ROMA
Elena Pinci Soprani
Antonella Bucci Cerchia

GENOVA SESTRI
Girolamo Virri

VOGHERA
Anna Mazzola

BOLOGNA
Gabriella Morisco
Gemma Sasdelli

LANCIANO (CH)
Fiorenzo Iasci

GENOVA
Renzo Bertolini

SALERNO
Maurizio De Donato

PAVIA
Donatella Mazza
Giovanna Vanelli

FIRENZE
Grazia Collini

TORINO
Rosanna Fadini
Susanna Gazzola
Filippo Mariani
TIRANO (SO)
Ercole Ricci
Mauro Cusini

4.1.2. Field Staff

During the year, **45 aid workers** were employed, including **16 delegates**, **16 long-term aid workers** for the co-ordination of projects (Delegates and/or Project Managers) and 13 short-term experts. **The total persons** employed locally in the countries and projects as **co-ordinators, field officers** and **administrative and order staff** amounted to **1400**.

Tdh Italy has a number of **well-established delegations** located in the countries where the Foundation operates on a stable basis, namely:

Middle East

- Palestine: one delegate
- Lebanon: one delegate
- Jordan - Syria: one delegate

Africa

- Burkina Faso: one delegate
- Ivory Coast: one delegate
- Mozambique: one delegate
- Mauritania: one delegate
- Namibia: one delegate
- Zimbabwe: one local delegate

Central and South America

- Ecuador - Colombia: one delegate
- Nicaragua: one delegate
- Peru: one delegate
- Haiti: one delegate

Asia

- Bangladesh: one delegate
- Myanmar/Burma: one delegate
- Thailand: one delegate



5. COMMUNICATION AND FUND-RAISING ACTIVITIES

5.1. Terre des Hommes charity gift boxes

In 2013 the sale of Terre des Hommes charity gift boxes helped to raise around €23,000, a decrease in comparison to an all-time record of €38,000 raised in 2012, which enabled us to acquire 74 new sponsors.

The funds raised through the sale of the charity gift boxes have gone to the “Case del Sole” project, centres created by Terre des Hommes where severely-disadvantaged children are taken care of and are guaranteed protection, basic medical attention, primary education, psychological support, food and affection.

Christenings and marriages are the most requested ceremonies, followed by religious communions and confirmations. Due to their versatility, the charity gift boxes continue to be requested for other special occasions, like anniversaries and graduations.



5.2. Events/initiatives/partnerships month by month



February – May 27th February – Terre des Hommes and Berto Salotti, a company based in Brianza, launch the “crowd-crafting” project “**divanoXmanagua**”, a joint project created to raise funds for marginalised children in Managua, Nicaragua, where Terre des Hommes operates a vocational training project. Master craftsmen at Berto Salotti, designers from the Castello Lagravinese Studio and students studying an upholstery course at the AFOL centre in Meda, along with clients, friends, members of the general public and upholsters, came together to carry out, during six craft sessions, this exceptional mix, never before tried. In April, there was a sneak preview of the **divanoXmanagua** at the “Salone del Mobile di Milano” (the Milan Furniture Show). After 400 hours of craft work and a six month creative tour in Meda, Rome and the Milan Design Week, the **divanoXmanagua** returned to Brianza for a unique charity event, which was held on the 27th of May. The **Charity Dinner**, promoted by Berto Salotti and Terre des Hommes, along with the Monza and Brianza Chambers of Commerce, Confartigianato and Fondazione 360, raised €7,200 on behalf of the projects in Nicaragua.

April



7th April – Terre des Hommes, for the second year in a row, was the Charity Partner for the Milan City Marathon, a charity event created and supported by the Milan Marathon. Through the sale of race bibs and independent donations, €2,700 was raised for projects linked to the **indifesa** campaign; for the promotion of children’s rights both in Italy and around the world. Running on behalf of Terre des Hommes and the **indifesa** campaign was Ignacio Parker, the General Secretary of the Terre des Hommes International Foundation (in the photo).

20th – 21st April – the fifteenth edition of the now traditional “**Mercatino dei Piccoli**” (The Little Market), an initiative by the Terre des Hommes Pavia working group, which is organised biannually, in spring and autumn, every year by volunteers. This time around €3,000 was raised and donated entirely to projects of the **indifesa** campaign; for the promotion of children’s rights around the world.

June

3rd June – “Le Donne al Volante” (Women at the Steering Wheel), supporters of Terre des Homme’s **indifesa** campaign presented the stage show “**Volver - telenovela comica dal vivo**”, at the Verdi Theatre in Milano. The evening’s proceeds, equal to €2,300 was donated to the children supported by the **indifesa** campaign.



23rd June – The multisport complex in Varese, **Hic Sunt Leones**, on the occasion of the annual lake crossing in Monate, has given Terre des Hommes a cheque for €15,000. This money will be used to support the “Casa del Sole” in Quito, Ecuador, a project through which Terre des Hommes helps 500 of the most disadvantaged children, often victims of exploitation. The figure was raised in the last year of work done by Hic Sunt Leones, who have always been committed to serving the community.

September – October

THE INDIFESA CAMPAIGN

30th September – The Terre des Hommes **indifesa** campaign (for the protection of children all around the world) started! From the 30th of September until the 14th of October, donations of between €2 and €5 could be made via text message or from a landline by calling 45503.

Preventing and opposing many forms of violence and discrimination against children both in Italy and around the world were the goals of the **indifesa** campaign, which is now in its second edition. This year, the funds raised for the campaign reached a record figure of more than €230,000, intended to finance Terre des Hommes projects in Peru and Ecuador, projects which work to free children who are household slaves, and in Italy prevention and violence protection programmes, in collaboration with the “Soccorso Rosa” centre at the San Carlo Borromeo hospital and “SVS” (Sexual Violence Assistance), at the Mangiagalli clinic.

A further €100,000 was raised via SMS from business donations.

The outcome of the campaign was important in terms of exposure:

- The appeal was broadcast in more than 20 transmissions
- The press conference was covered by TG5, TG2 and in greater detail by La7



- **30 September** – Launching of Terre des Hommes’ **indifesa** Campaign aimed at protecting children and young girls around the world. Between 30 September and 14 October it was possible to contribute with a solidarity donation of 2 or 5 euro by sending an SMS to the number 45503 or calling from a landline.
- To prevent and counter many of the forms of violence and discrimination girls are victims to in Italy and in the world. These are the goals of the projects of the Terre des Hommes **indifesa** Campaign, now in its second edition. This year the funds raised during the Campaign reached a record amount of more than **230,000 euro**, which served to support Terre des Hommes’ projects in Peru and in Ecuador aimed at freeing girls held as domestic slaves, and programs in Italy for the prevention of and protection from violence in general, in collaboration with the “Soccorso Rosa” emergency centre for women at the San Carlo Borromeo Hospital and the “SVS” emergency ward for victims of sexual violence at the Mangiagalli Clinic.
- The amount raised via SMS was supplemented with more than **100,000 euro** collected through corporate donations.
- The results in terms of visibility were important too:
 - the appeal was broadcast in more than 20 programs
 - the press conference was covered by the news programs of TG5 and TG2, and by the in-depth news program of La7
 - the spot was broadcast by La7, SKY, on large screens in major Italian railway stations and by several movie theatres and digital terrestrial television channels
- **about 30 testimonials wore the indifesa T-shirt - ELISA, MATTEO GARRONE, TERESA DE SIO, EUGENIO BENNATO, PIETRA MONTECORVINO, BEPPE CONVERTINI, ANTONELLO FASSARI, RICKY MEMPHIS, LELLA COSTA, BIANCA GUACCERO, ORNELLA VANONI, ROSSY DE PALMA, OMAR PEDRINI, LOREDANA SIMIOLI, LUXURIA, CECCHI PAONE, MAURO CORUZZI (Platinette), MICHELE REA, TESSA GELISIO, SONIA BERGAMASCO, CHIARA MACI, FILIPPO LA MANTIA, VALENTINA COLOMBO, ANITA KAMISI TORTI, MARCO (Pali e dispari), CARLA SIGNORIS. ROCCO PAPALEO, LINA SASTRI, ANNA LAURA RIBAS, FIAMMETTA CICOGNA, DONNE AL VOLANTE, ALEXIA.**
- the video-messages with testimonials were seen by thousands of people on the Internet
- our Facebook page acquired more than 5,000 new fans during the 14 days of the campaign
- there were also countless mentions in the newspaper, on the Internet and radio, which contributed to increase the visibility of Terre des Hommes and our commitment towards little girls in Italy and around the world.
-
- **RAI Coverage**
- GEO & GEO: 30 September appeal; PORTA A PORTA – 30 September; BALLARÒ – 1 October (guest star Josefina Condori); CHI L’HA VISTO: 2 October; DETTO FATTO: 3 October (guest star Beppe Convertini); L’EREDITÀ: 3 October; UNO MATTINA: 4 October (guest stars Raffaele Salinari and Josefina Condori); LINEA VERDE: 5 October; TG AMBIENTE ITALIA: 5 October; SERENO VARIABILE: 5 October; QUELLI CHE IL CALCIO: 6 October; DOMENICA SPORTIVA: 6 October; 90° MINUTO: 6 October; AFFARI TUOI: 6 October
-
- **MEDIASET**

- MATTINO 5: 8/10; POMERIGGIO 5; IO CANTO: 13 October; DOMENICA LIVE: 13 October (guest star Rossy De Palma); COTTO E MANGIATO: 13 October; TGCOM
-
- **LA7**
- From 30 September to 14 October: broadcasting of the Indifesa Spot
-
- COFFEE BREAK; SERVIZIO PUBBLICO: 10 October
-
- **SKY**
- From 30 September to 6 October
-
- **DEEJAY TV**
- From 30/9 to 6/10 with 4 repetitions per day
-
- **EASYBABY**
- From 30/09 to 14/10
-
- **MTV News**
- From 30/09 to 14/10: spot and news. Broadcasts on the website too

DISCOVERY: FOCUS, GIALLO, REAL TIME, DMAX, ANIMAL PLANET

From 30/09 to 14/10

RETE CAPRI

from 7/10 to 14/10

MAJOR RAILWAY STATIONS

From 30 September to 14 October:

152 daily broadcasts from 6.30 AM until 11 PM

Broadcast in all the 50 stations of the network, distributed over the entire national territory

CINEMA

Cinema Moviemedia Circuit – from 3 to 17 October

RADIO RAI

From 30 September to 14 October. 6/7 broadcasts on Radio 1, 2 and 3

CITOFONARE CUCCARINI – Long launch by Cuccarini, on Thursday 3 October; CATERPILLAR – interview with Donatella Vergari on Thursday 3 October

RADIO 3 MONDO: interview with Josefina and Rossella Panuzzo on Wednesday 2 October; PRIMA DI TUTTO – daily campaign launch and interview with Josefina on Thursday 3 October; BRAVE RAGAZZE – campaign appeal on 5 October; BRASIL – campaign appeal on Sunday 6 October; TIFFANY – campaign appeal

RADIO 105

On 11 October, 7 appeals during the radio programs

RADIO 101

17 spots, from 30/09 to 14/10

RADIO VOCE DELLA SPERANZA

Spots from 7/10 to 14/10

RADIO INTERVIEWS ON OTHER RADIOS

Radio in Blu; Radio Voce della Speranza; Radio Lombardia; Lombardia Channel; Radio Vaticana; Radio Verde Viterbo; Radio Lombardia; Radio Rai Uno; Radio in Blu; Radio Città Futura

WEB

1-6 October, RAI portals

DISCOVERY 200,000 Box 300*250 impressions on RealTimeTV

RDS.it: 300x250

TALKS MEDIA Skin format on the network

ADV Entertainment 300,000 impressions with the Box 300x250 format on FanPage and Multiplayer

WEBADS 500,000 Box 300*250 impressions + Hal Page 300x600 on Network

BANZAI Box 300x250 format

ITALIAONLINE 1,000,000 impressions in Box 300*250 on Libero.

PIEMME 1,000,000 impressions in Box 300*250



PRINCIPAL PRESS APPEARANCES

monthlies: Elle, Silhouette Donna, Top Salute, Vero Salute, Ragazza Moderna

weeklies: Gente (5 pages), Il Venerdì di Repubblica, Tu Style, Il Salvagente, Viversani e Belli, D La Repubblica, Left + various mentions on Top and Vero

agencies: many repetitions by Ansa, ADN Kronos, Agenzia Sir, Agenzia Dire, Agi, Redattore Sociale, Agenord, 9 colonne, Italpress

daily newspapers: Il Fatto Quotidiano, Avvenire, Leggo, Il Tempo, Il Secolo XIX, Unione Sarda, Pubblicità Italia Today

online: Huffington Post, Ansa.it, Repubblica.it, Repubblica tv RNews, Famiglia Cristiana.it, Tiscali, Panorama.it, MTV News.it, Il Mondo.it, Comunicare Il Sociale – Corriere.it, Corriere.it La 27Ora, Corriere.tv (Interview with Maud Chifamba), Spot & Web, Sky TG24, Rai News24.it, Il Messaggero.it, Pianeta Mamma, Vita.it

Terre des Hommes' **indifesa campaign** also won the **Aretè Prize** awarded by the permanent Observatory for Responsible Communication, promoted by Nuvolaverde with Confindustria and ABI, as an example of responsible and dedicated communication.

The prize awarding ceremony was held on 19 November in Rome at the headquarters of ABI, as part of the calendar of the Week of Corporate Culture organized by Confindustria and ComunicaBanca of ABI.

October

10 October – The second edition of the “**indifesa**” dossier was presented at a press conference in Rome, in the presence of institutions. It provided an overview of the condition of children and young girls around the world, and it was prepared by Terre des Hommes within the context of the **indifesa** campaign. The Campaign received the official backing of the President of the Republic, the Presidency of the Council of Ministers, the Minister for International Cooperation and Integration, the Ministry of Foreign Affairs and the Ministry of Labour and Social Politics.

The following personalities participated in the event:

Donatella Vergari – General Secretary of Terre des Hommes; **Maria Cecilia Guerra** – Deputy Minister of Labour and Social Politics with delegation for Equal Opportunities; **Filomena Maria Fotia** – MIUR; **Ilaria Borletti Buitoni** – Undersecretary for Cultural Heritage and Activities; **Vincenzo Spadafora** – President and Ombudsman for Childhood and Adolescence; **Federica Giannotta** – Advocacy Manager of Terre des Hommes; **Josefina Condori Quispe** – World’s Children’s Prize 2008 – Freedom Award 2013; **Vittoria Savio**, founder of the Yanapanakusun centre and activist for the rights of children and young girls;

Maud Chifamba – university student and according to Forbes one of the 20 most influential young women in Africa; **Berhane RasWork** – Activist for Human Rights, Inter-African Committee (IAC) on Traditional Practices; **Paolo Ferrara** – Communication Manager of Terre des Hommes; **Luigi Contu** – Director of ANSA; **Raffaele K. Salinari** – President of the International Terre des Hommes Federation

26 and 27 October – In addition to various events as theatre performances and concerts, the volunteers of the **Work Team of Terre des Hommes in Pavia** organized the autumn edition of the Children’s Market (16°).



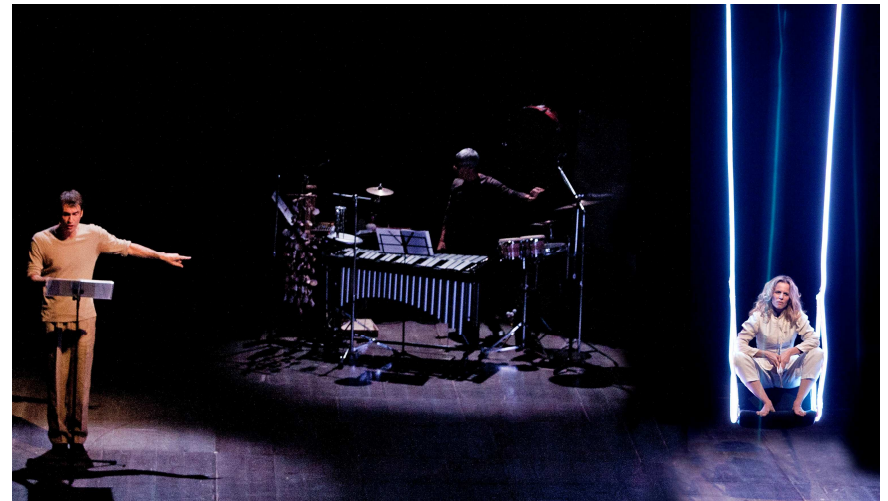
November

9 November – The **Work Team of Terre des Hommes in Lanciano**, which is always very active, organized a concert with free donation entry in memory of two friends, husband and wife, who died prematurely a few months from one another. The “Memorial to Silvio and Patrizia” was dedicated to Terre des Hommes’ projects for the protection of children in Italy and around the world, to which the amount of 200 euro, collected during the event, was donated.

18 November – The friends of Terre des Hommes **Sonia Bergamasco** and Fabrizio Gifuni staged “**The Little Prince**”, masterpiece of Antoine de Saint-Exupéry, accompanied by the “sound landscape” of Rodolfo Rossi.

A whole day dedicated to the 2013 **indifesa** Campaign for children’s rights, featuring a free afternoon repeat performance for schools, played in front of a full house of 478 persons, among children and teachers, and an evening event in the name of solidarity. Thanks to the fundraising happy hour, followed by the second repeat performance of the piece, it was possible to raise **1,529 euro** in favour of the projects aimed at protecting little girls.

During the event, the National Ombudsman for Childhood, Vincenzo Spadafora, signed, in the presence of representatives of local institutions, the Charter of Milan for the respect of children in communication. Some of the testimonials who backed the campaign throughout the year participated in the event, too.



Beppe Convertini’s journey to Lebanon



In November one of our testimonials, Beppe Convertini, visited the projects of Terre des Hommes in Lebanon, where the organization has been operating for years and where we work among the Leading Agencies in the management of psychosocial support activities in favour of children fleeing the war in Lebanon and their families.

Beppe Convertini’s journey had ample coverage both in the national press and in Italian television, where he was invited several times as a guest star.

December

5 December – A charity dinner was held at the Hotel Principe di Savoia, with the participation of several famous guests. A part of the funds

raised during the event was devolved to the “**indifesa**” Campaign. On that occasion, the General Secretary of Terre des Hommes, Donatella Vergari, received a prize for her multi-year dedicated work in defence of children.

6 – 23 December – Terre des Hommes was present with a charity corner, offered free of charge, at the **Temporary Store InDex**, organized by the communication agency



Monforte s.r.l. in Milan, in the Porta Genova area.

Thanks to a donation of products by the company **Tucano**, and the availability of many **volunteers** of Terre des Hommes who alternated their presence at the stand, this initiative made it possible to raise more than **2,900 euro**, dedicated to the projects of Terre des Hommes for the care and protection of children in Italy and around the world.

7 December – 6 January '14

In **Lanciano**, at the "**XXIII Exhibition of artistic Christmas crèches**", the **work team of Terre des Hommes** realized an original crèche and installed an exhibition stand to provide information about the organization's long-distance support programs and to gather new supporters.

18 December – The photography exhibition dedicated to Terre des Hommes "**A human circle of peace... on the road to Damascus**" by Andrea Frazzetta opened at the Palazzo Ducale of Martina Franca (TA), within a convention on the subject of little girls held as slaves around the world and in Italy. The exhibition will later reach Lecce, Rome and Milan too.

The Council Chairman for Culture Prof. Scialpi, the Mayor of Martina Franca Dr. Ancona, the President of the International Federation of Terre des Hommes Raffaele K. Salinari and Beppe Convertini, testimonial of the **indifesa** Campaign of Terre des Hommes, attended the event, which was curated by Dr. Roberta Leporati.

The initiative dedicated to Terre des Hommes continued with a charity theatre performance, which made it possible to raise about 600 euro allocated to the projects of the **indifesa** Campaign.

20 - 23 December – Birrathon for **indifesa**

The second edition of the Birrathon marathon, a beer festival, was held in Rome. Beer supplied by about a dozen breweries in the capital was tapped continuously for three days. This year **2,000 euro** were raised for the **indifesa** Campaign.

December - Terre des Hommes celebrates the goal of more than 32,000 fans on Facebook.

5.3. Relations with Companies

Also in 2013, activities with companies continued to grow.

SUMMARY TABLE	2013	2012	Δ
January/November	152,511 euro	133,742 euro	+ 18,769
Sum for the year (based on certain data)	258,757 euro	252,003 euro	+ 6,754

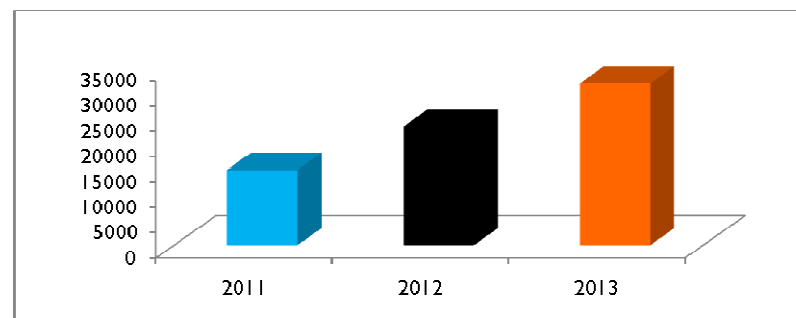
The work aimed at acquiring new donors was constant throughout the year.

From **January 2013** to **31 December 2013** **more than 1000** companies were contacted again for specific proposals, associated in particular with:

- 1) the “**indifesa**” Campaign and projects in the field associated with it;
- 2) **Moltiplicamore**;
- 3) the “**Solidary Christmas 2013**” Campaign (the dedicated site realized the previous year was maintained, and the range of socially responsible products was enriched with new offers).

The companies that were contacted belong to the following categories:

- former participants in the **Child Guardian Award**; companies operating in the **sport** sector; companies operating in various product segments, which are principally aimed at a **female public**, the **world of childhood** and that of **youths**; companies appreciative of **CSR** activities and **big spenders** in marketing projects; companies in the **large distribution** sector; companies in the **food sector**; companies in the **energy sector**; companies in the **garment** industry; companies in the **footwear** industry; companies in the **tourism industry**; agencies that manage **corporate loyalty and bonus accumulation** programmes; companies in the **e-commerce sector**; companies in the **furniture industry**; companies in the **IT sector**; agencies in the **insurance and banking sector**.



We contacted some of these companies, also subsequently, for specific projects as for instance:

- Event on 18 November at Franco Parenti;

- 1st Workshop on Corporate Responsibility in communication;
- Milan City Marathon;
- Press conferences and conventions realized by Terre des Hommes during the year.

Principal results achieved:

- **Direct meetings** were held with **47** companies, sometimes more than once;
- **21** companies donated by purchasing the Terre des Hommes Christmas offer (about **74,795 euro** were raised)
- **20 new corporate partnerships were activated, specifically with:**
 - **Berto Salotti:** Xmanagua couch
 - **C&A Italia:** for the Faro project
 - **Wolters Kluwer Italia:** for Moltiplicamore
 - **Zambon** with the Monourelle brand – for **indifesa**
 - **Tucano:** for the occasional public fundraising, “Solidary Christmas 2013” campaign in favour of the **indifesa** projects
 - **Focus Marketing:** partner of the Charity Program for **indifesa** (they are willing to conduct ad hoc research for us)
 - **Soap:** realization and donation of **indifesa** institutional presentation
 - **Cral CartaSi:** project in Bangladesh, Dhaka
 - **Agras Delic** with the Schesir brand – for **indifesa**
 - **Unipol:** for **indifesa**
 - **Massa di Leoni:** beneficiaries of the uncollected prizes of the competition with PennyBlack
 - **Netcomm:** backing of Moltiplicamore
 - **Charity Stars:** on-line VIP auctions
 - **IBM Foundation:** in-house training
 - **FIGC:** for Haiti project
 - **Grandi Stazioni:** broadcast of **indifesa** spot for 2 weeks in the circuits of major railway stations
 - **Marina Salamon** (Atana, Doxa, Weboflife): for **indifesa**, India project
 - **Orocash:** for **indifesa**, charity evening in December 2013
 - **Monforte srl:** donation of free space in its temporary store, for Christmas fundraising
 - **Infojobs.it:** sharing system of the **indifesa** Campaign with its clients.

5.4. Loyalty building with sponsor companies

Collaborations with the following companies were renewed:

- **MainADV:** Casa del Sole Chinonaquila, Mozambique;

- **Ria Grant Thornton:** event on 18 November;
- **Valvorobica:** Christmas and **indifesa**;
- **Europolveri:** additional donation for the Christmas Campaign, dedicated to the Casa del Sole in Namibia;
- **Smalvic:** unspecified Christmas donation + 5 long-distance supports;
- **Magnolia:** Christmas for Syrian children;
- **Nico and Econova:** unspecified Christmas donation;
- **Magaldi:** Casa del Sole Mozambique;
- **JVC Kenwood:** **indifesa**;
- **Sallemi:** Solidary Christmas dedicated to Italia project;
- **Relbo:** first Indifesa, now Syria;
- **Realco Sigma:** long-distance support;
- **Progetto Edile:** Christmas;
- **Tulip Food:** Christmas.

Moreover, an ad hoc **newsletter was created for the first time for the companies supporting** Terre des Hommes. It is issued every two months and contains news on the different activities and projects of the Foundation, on the newly activated partnerships and the new goals achieved together, with the help of everyone. The newsletter **“Companies on the side of children”** made it possible to maintain a constant and dynamic flow of communication with the supporting companies.

The companies donating to a specific project in 2012 also received a six month ad hoc update; such updates were sent in particular to:

- Europolveri, Sallemi, Elsag Datamat, MainADV, Magaldi Industrie, Credit Suisse, Studio Spiniello, Relbo, Gioielleria Belloni, Cral CartaSi.

In addition to updated information on the projects and the dedicated newsletter, the companies always received information on all the events of the **“indifesa”** Campaign by telephone or email. Moreover, all the prospect companies were kept up-to-date and invited to the events associated with the Campaign.

Finally, “Partner Company” certificates were issued to MainADV, Soap, Europolveri, Agras Delic, Berto Salotti and Valvorobica – a gesture of recognition that companies always deeply appreciate.

SIGNIFICANT COMMENTS

Most interesting partnerships in 2013:

- **Agras Delic** spa, donated 2% of its turnover of February 2013 through the Shesir brand and in that period dedicated its advertising communication to us; moreover, in April some of the company’s employees participated in the Milan City Marathon together with us, and the company participated in the event held at the Franco Parenti Theatre on 18 November by purchasing 20 tickets. Finally, in December, Agras chose our e-cards for its corporate Christmas greetings. **Total donations during 2013 amounted to 26,224 euro.**
- **MainADV**, despite some economic and liquidity difficulties during the first half of 2013, reconfirmed its support to the Casa del Sole in Mozambique and authorized, from November 2013 until December 2014, a withdrawal of 3,000 euro per month from its credit card (rather than

2,500 euro as in the past) thus recovering the unpaid instalments at the beginning of 2013. Total donations **in 2013 will amount to 23,500 euro**, while the figure **in 2014 will be 36,000 euro**.

- **Marina Salamon** (president of **Doxa**, **Altana spa**, **Weboflife** and many other companies) decided to back the **indifesa** Campaign, and in particular the project against infanticide in India, with an initial donation of **20,000 euro** (received in January 2014). Moreover, at Christmas, Salamon will act as promoter and “testimonial” of Terre des Hommes, inviting all her contacts to donate in their turn. It is impossible now to make an estimate of the amount of funds resulting from the initiative.
- **FIGC**: the Italian Soccer Federation donated **25,000 euro** in favour of the projects in Haiti (received in January 2014).
- **C&A Italia** decided to back the **FARO project in Lampedusa**, donating **15,000 euro** through the C&A Foundation and inviting its clients to donate in their turn, at least until Christmas. The total amount of donations will be calculated at the end of the initiative (donations from customers made it possible to raise 1,179.06 euro, almost all of which were transferred).
- **The Netcomm Consortium** decided to promote **Moltiplicamore**, creating awareness and involving its partners, leading players in the Italian and international e-commerce.
- The partnership with **Berto Salotti** continued throughout 2013 and was characterized by an innovative approach, a continuous storytelling, above all on social networks, and the involvement of numerous stakeholders, also within a political and institutional context. In addition to the initial donation of **7,300 euro** raised during the gala dinner, Berto will continue to donate a royalty to Terre des Hommes for each Xmanagua coach sold.
- **Soap** realized and donated an **ad hoc presentation** for Terre des Hommes and in particular for the **indifesa Campaign**, which was then used by the Foundation not only to present itself with more impact and elicit more involvement on the part of prospect companies, but also during institutional events, as for instance the Press Conference held in Rome on 10 October, and with institutions and media partners.
- **Wolters Kluwer Italia** decided to launch an initiative **dedicated to Moltiplicamore**, aimed at **involving its on-line clients**. A new solidarity initiative dedicated to Terre des Hommes will be launched in December.
- **Valagro**, which has supported Terre des Hommes for several years with a Christmas donation (which is unplanned and unpredictable) was involved in a **structured partnership process**, aimed at consolidating the company’s connection with Terre des Hommes and at making the collaboration more systematic. Three projects were proposed to the company, all featuring a nutritional component more consistent with the corporate goal and mission, thus allowing the company to choose the most suitable for itself to support. This was made in the perspective of a multi-annual **funding**, also in view of **Expo 2015** (in fact, the company will be present throughout the period of the event at the Leonardo da Vinci Museum of Science of Milan, in a sort of “off- Expo”, in which Terre des Hommes is likely to be involved).

5.5. Events and prizes

On 1 and 2 October 2013 Terre des Hommes participated in the **Sustainability and Social Innovation Forum** at the Bocconi University of Milan, the most important event in Italy dedicated to the evolution of corporate responsibility towards increasingly innovative and sustainable scenarios. During the two days of activity, the 2013 edition registered about 3,000 participants (of which more than 80% were operators in the business world). Terre des

Hommes played an active part in the event both as lecturer at the convention “Ethical fashion and social enterprise” and as a success case history together with Berto Salotti.

In 2013 we also presented MainADV as a candidate **for the Italian Fundraising Award**, in the “Corporate Donor” category. Even if the company reached the finals, it did not receive the award, but due to the positive judgment of the Jury, the organizers of the prize invited us to present it once more as a candidate in 2014. We would like to present not only MainADV but also Berto Salotti, given the innovative character of the partnership, which is unique in Italy.

5.6. Press Office Activities

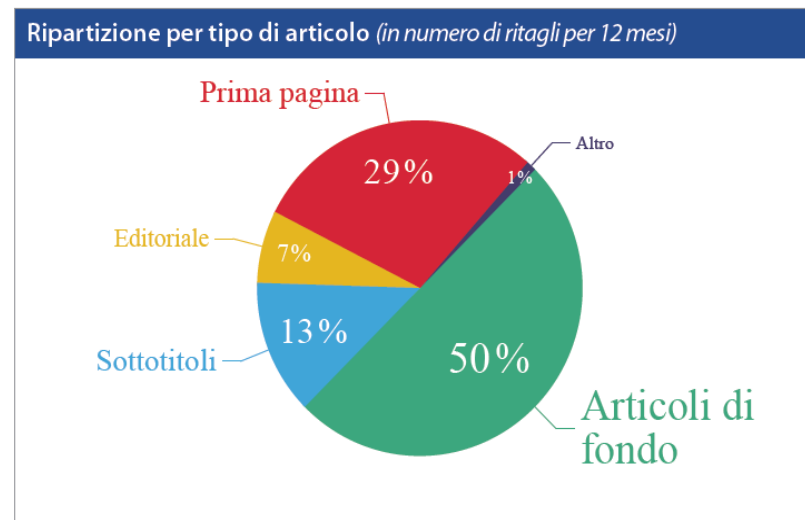
During 2013 the press office concentrated its efforts on the continuation of the **Indifesa** Campaign, with various appointments during the year which kept the eyes of the media focused on Terre des Hommes’ commitment towards the protection of little girls. The highlights of the year may be summarized as follows: the “**Di Pari Passo**” courses were launched in junior secondary schools in collaboration with the ‘Soccorso Rosa’ emergency ward for women to prevent violence and gender discrimination; the publishing house **Settenove** published a “Di Pari Passo” handbook; **One Billion Rising Italia** called the attention of people in Italian squares on the theme of violence against women and girls. The same evening Luciana Littizzetto, testimonial of Terre des Hommes, danced on the motif presented by One Billion Raising at Sanremo; at the **Candido Day** held by the Corriere Foundation, **Panamerica 2013**, the new adventure of **Donne al Volante** dedicated to the Campaign was presented, with fundraising for the Casa del Sole Intiwasi in Apahua (Ecuador). Several presentations/readings of the book “**Io sono qui**” written by Sabina Colloredo and illustrated by Svjetlan Junakovic for Terre des Hommes were held at the Città del Sole in Milan. A workshop on gender-related communication and stereotypes affecting children was organized in collaboration with **Assocom** in order to reflect on the issue directly with companies and agencies, with the prospect of creating a true network of responsible communicators. The contents of **New Indifesa 2013 Dossier** on the Conditions of children and young girls around the world were defined, in order to be presented at the press conference in October. The focus chosen for this year was “domestic work”; some themes tackled last year were also taken up again. The book “**Questo non è amore**” (this is not love NdT) was presented with two journalists of *27ora* (Corriere della Sera) in collaboration with the volunteer team of Voghera, in favour of the Liberamente anti-violence centre in Pavia.

The collaboration with INC, aimed at a joint press office work for the diffusion of the solidarity SMS in favour of **Indifesa 2013**, was launched during the summer.

A total number of 57 press releases were diffused in 2013 (compared with 52 in 2012).

Press cuttings

Press cuttings in 2013 amounted to **934**. This represents a decrease in terms of numbers compared with last year (1,276), but the articles enjoyed greater visibility, as we see from the graphic image:



This is witnessed by the increase in the total value of publishing space occupied in 2013, i.e. **€6,140,060** (the equivalent figure for 2012 was **€5,354,458**), according to the Press Index records.

It is significant to note that the service did not register articles published in the web, and that a certain percentage of the articles appeared in press with a more limited diffusion, but important for the non-profit sector, is not recorded by Press Index.

Television and radio broadcasts of interviews with Terre des Hommes Italia staff amounted to 89 in 2013, with an increase of 10%, compared with 2012 (RAI TV – Mediaset – LA 7 – SKY TG 24 – TGCOR – Tele Lombardia – Lombardia Channel – Radio Rai – Radio Vaticana – Radio in Blu – Popolare network – Radio 101 – Radio 24 – Radio Lombardia – Radio Kiss – Radio Marconi etc.).

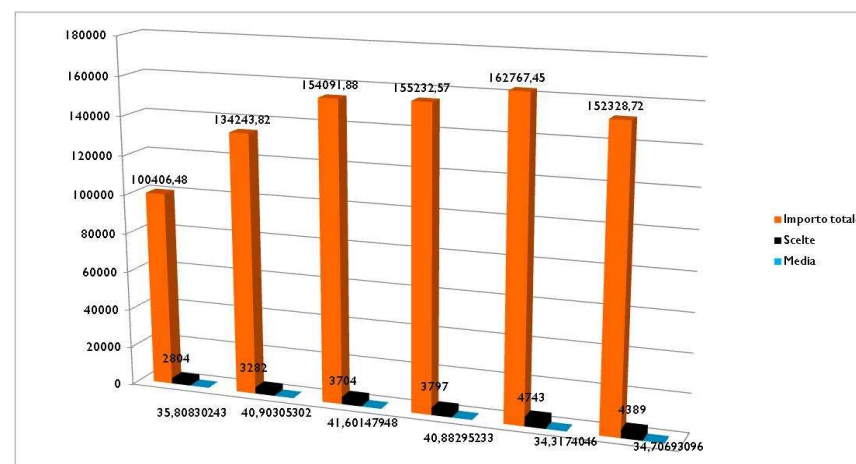
5.7. Economic analysis of fundraising in the private sector

COMPANIES: the figure of 263,685.26 euro confirmed the positive trend, even if only slightly increasing

FOUNDATIONS: 80 funding institutions were contacted

Principal results:

- Participation in **3 competitions**:
 - **Nando Peretti Foundation**: presentation of 3 pre-proposals (Nicaragua, Burkina Faso and Palestine). As of today the pre-proposal for Nicaragua has been accepted
 - **Unhate Foundation**: presentation of Ecuador project (awaiting result)
 - **OBT Foundation**: presentation of Namibia project (awaiting result)
- Participation in the competition of **Mediolanum Foundation** in July 2013. Constant monitoring of the outgoing competition announcements. Forthcoming participations:
 - January 2014: **Marcegaglia Foundation, Cariplo Foundation**
 - July: **Mediolanum Foundation**
 - October: **Nando Peretti Foundation**
 - November/December: **Cariverona Foundation, Just Italya Foundation, Lilly Foundation**
- The **San Zeno Foundation** may contribute with more funds to the project in Nicaragua; the contacts are directly managed by the desk (Andrea Moroni)
- A new request for **indifesa** was submitted to the **Milan Trade Fair Foundation** (4,000 euro were received in January 2014)
- Contacts with the **Prosolidar Foundation**, which supported the FARO project in Lampedusa in 2013



- **Cariplo Foundation**, which backed the event on 18 November at the Franco Parenti Theatre with a donation of 10,000 euro (paid in 2014)

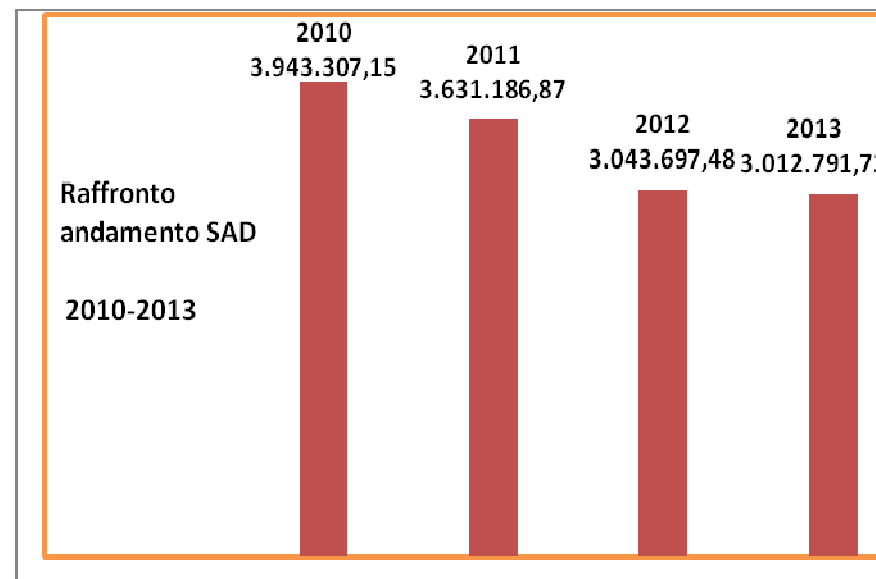
5X1000

In 2013, Terre des Hommes collected the funds of the 5x1000 tax return donation referring to 2011. A slight reduction with respect to 2010, which however had been the year of the Haiti emergence, was recorded.

5.8. Long-distance support

Compared with the slight increase of corporate fundraising and the positive results of the SMS campaign, the acquisition of new participants in the Long-distance support program unfortunately continued to decrease. This reduction was due both to the indiscriminate increase in the acquisition costs as compared to the three-year period 2008-2010 (the acquisition costs increased from 60 euro in 2008 to 450 euro in 2013), and to the fact that a growing number of active donors abandoned the program (we lost more than 1300 supporters in 2013). To deal with this crisis, in the last months of 2013 we launched the first Face to Face tests in the Piedmont area. During the test phase, 123 direct withdrawals were achieved and the goal for 2014 is to activate about 700 of them.

The decrease in number of participants has nevertheless been less rapid in the last two years, and it seems to have stabilized.



Ivory Coast: summer camp for boys of the Yopougon centre

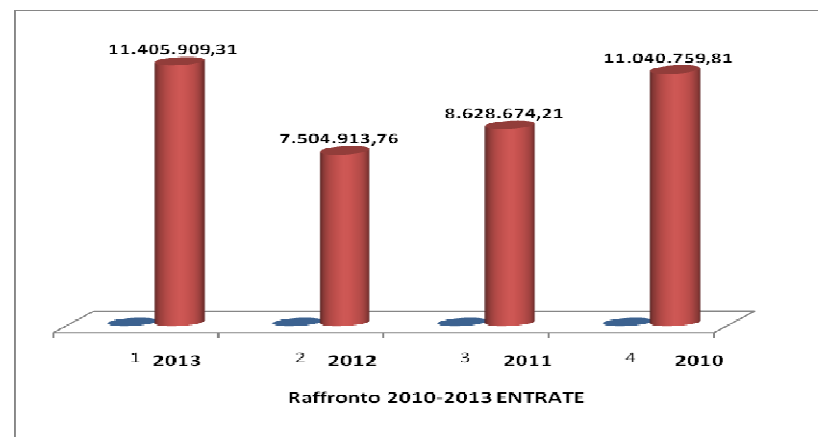
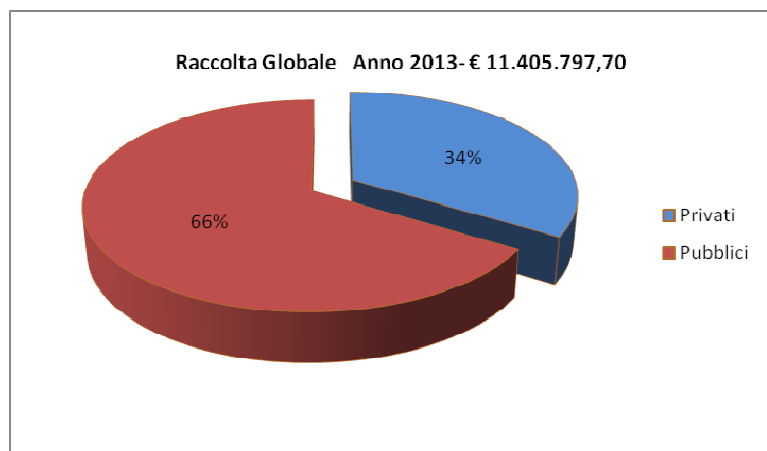
5.9. FUNDRAISING WITH PUBLIC INSTITUTIONS

The following **institutional partners** liaised and collaborated with us on the projects of TDH Italy in **2013**:

- **Ministry of Foreign Affairs – General Directorate for Development Cooperation** – Office VII and Offices of the Local Technical Units;
- **ECHO** – Humanitarian Aid & Civil Protection department of the European Commission;
- **EuropeAid** – European Commission's NGOs co-funding line;
- **UNICEF** United Nations International Children Emergency Fund;
- **UNHCR** United Nations High Commissioner for Refugees;
- **OCHA** Office for the Coordination of Human Aids.

FUNDRAISING SCENARIO

Funds actually paid as of 31 December 2013 amounted to 11,405,909.31, of which **34%** from private donors and **66%** from Italian and international public funding. The global fundraising during the financial year increased by 34%, which represents a substantial increase over last financial year and an evident change in trend compared with the three-year period. In 2013, fundraising achieved the same results as in 2010, a year characterized by a strong inclination towards donation due to the earthquake in Haiti. The increase in 2013 is attributable to the higher public funds received first and foremost because of the Syrian conflict.

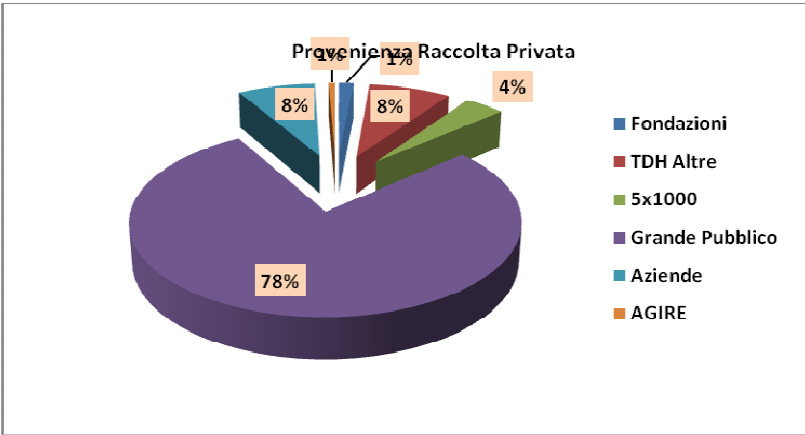
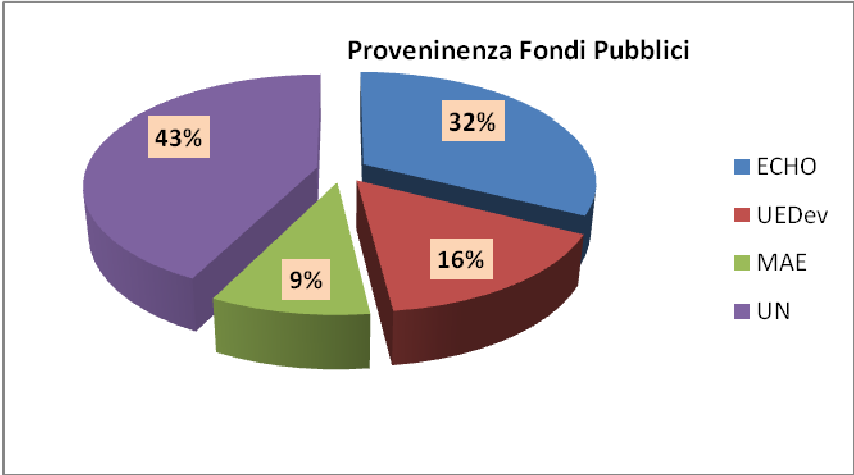
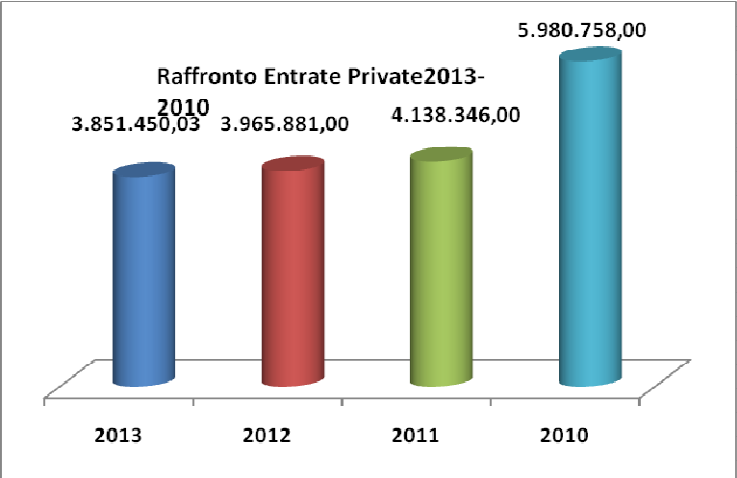


During 2013, Humanitarian Aid and Civil Protection department of the European Union (ECHO) and the United Nations Agencies were the greatest

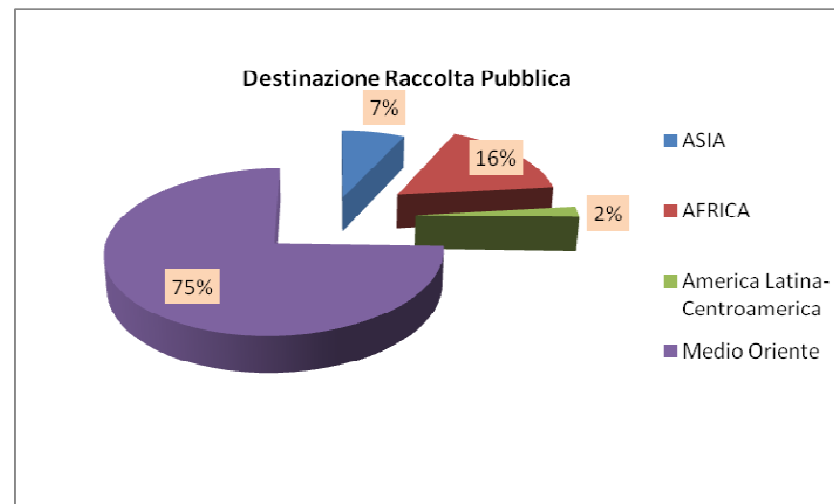
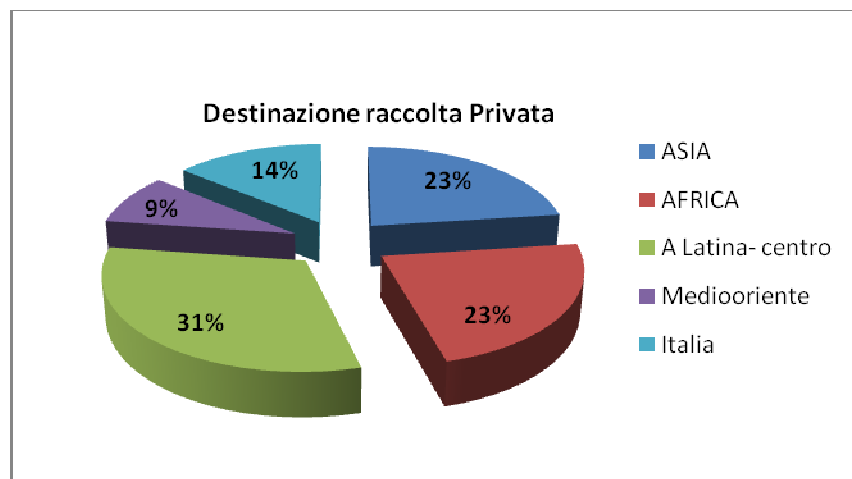
institutional financial backers of the Foundation. They were in any case followed closely by the European Commission with its various funding lines and finally by the General Direction for Development Cooperation of the Italian Foreign Ministry.

Funds from private donors were essentially similar to those of the previous year, thus consolidating the growth after the drop in 2011.

78% of funds from the private sector is still represented by the General Public, which remains the Foundation’s greatest backer.



Latin America remains the continent less benefiting from public institutions' funds, while the war in Syria this year led to a considerable increase of allocations in favour of Middle Eastern countries.



Latin America is, on the contrary, the continent benefiting, as usual, from the greatest interest on the part of our private public. It is also worth noting that institutional funds, i.e. funds that are not earmarked for a specific project and for projects in Italy, increased with respect to last year.

Management expenses of the organization

The incidence of management expenses associated with the operation of the headquarters organization, with respect to all revenues entered in the financial statements, amounted to **15.22%**, during the financial year of 2013; **this indicates a high efficiency performance.**

6. PROJECT ACTIVITIES

6.1. PROJECTS in ITALY

6.1.1. ADVOCACY ACTIVITIES

The “Advocacy and Projects in Italy” department identifies areas in which the Foundation may intervene in Italy and the types of initiatives which may be developed in terms of concrete projects of aid in favour of children and/or lobby activities aimed at influencing the legislative scenario in relation to the theme and the politics associated with it.

This year the activities of the Foundation centred on the following themes:

Migrant minors

Prevention of mistreatment and abuse

Prevention of gender-related violence

Children who are imprisoned along with their mothers

In all cases, the Foundation combined planning activities related to each theme with a constant work of external liaisons with the competent national Institutions, participating in institutional meetings as well as in congresses, conferences and round tables to which it was invited to contribute by presenting its work.

In this regard, it should be reminded that the Terre des Hommes Italia Foundation is:

- **Member of the Consulting Committee of the Ombudsman** for Childhood and Adolescence (a small group of NGOs backing the activity of the Ombudsman);
- **Member of the Work Group on CRC** (which every year prepares a Report on the state of implementation of the UN Convention on Children’s Rights in Italy);
- **Member of the Control Committee at the Institute for Self-discipline in Advertising;**
- **Member of the Inter-Institutional Round Table against Violence** – Municipality of Milan.

The Foundation was invited to present its work on projects in Italy at many different events; it is worth mentioning, by way of example:

- National Conference on Childhood and Adolescence, Ministry of Welfare (Bari, March 2014)
- Department for Prison Administration – Superior training seminary – Reformation for imprisoned mothers – DAP March 2014
- General Assembly of Cismai – Turin, December 2013
- Conference of the Diocesan Council – Genoa, February 2014
- **Among the products of the work conducted this year it is also worth mentioning:**
- 1st Training Course promoted by the Association of Physicians, Surgeons and Dentists of Milan - “... and what if it were a matter of ABUSE?” *How Family Physicians and Paediatricians operating in the private market may recognize Child Abuse. Backed by Terre des Hommes – 17 May 2014*

- 1st Specialization Course. University of Milan – *Department for Forensic Medicine*. “How to recognize Child Abuse”. Promoted in collaboration with Terre des Hommes, October 2014 – May 2015

6.1.2. PROJECTS in Italy

MIGRANT MINORS

FARO III - Lampedusa

Psychosocial assistance in favour of unaccompanied minor migrants and children arriving with their families at Lampedusa.

Cost: 54,990 euro – Funder: Prosolidar (100%)

Period: June 2013 – November 2013 activities aimed at Lampedusa.

Terre des Hommes’ project was the first in its kind to be authorized by the Ministry of the Interior.

No NGO has ever provided psychological and psychosocial assistance to migrant minors and children.

Impact in 5 months.



Syria in the eyes of a small refugee

Cultural mediator with a boy who has arrived by boat

During the project activities more than 1,645 persons were reached, subdivided as follows:

	TOTAL REACHED	First reception / guidance	Psychosocial assistance	Dou_Dou	Individual psychological assistance	REPORTED CASES
UNACCOMPANIED FOREIGN MINORS	677	677	317		37	10
CHILDREN	426	426	426	154		
ADULTS	542	542				

The project is one of the ‘flagships’ of the international “Destination Unknown” campaign of the TDH Federation.

Due to its positive impact, the Ministry of the Interior invited TDH to extend it to other territories, and an evaluation was therefore made in order to operate also in Syracuse, in the Papa Francesco centre for migrants of Priolo Gargallo (SR).

The Practical Handbook for the psychosocial assistance of Foreign Unaccompanied Minors is currently in process.

The Handbook will be realized under the supervision of TDH Italy, with the technical coordination of prof. Rigon.

FARO IV - Syracuse + Lampedusa

Feasibility study for the realization of a program of “Psychosocial support to minor migrants and advocacy actions associated with the theme, in support of the international *Destination Unknown* campaign”. On the specific request of the Ministry of the Interior, in view of the vertiginous increase in immigrants arriving by boat in 2014, with the arrival of the ships of the European operation in southern Sicily

Cost: 104,800 euro

Funders: TDH Luxembourg, TDH Netherlands, TDH Lausanne, TDH Basle, TDH Italy.

An example of European solidarity towards a phenomenon involving Italy as the entrance gate of migrants.



6.1.3. STUDIES AND RESEARCHES

§Child Abuse

Several researches, which are unique of their kind, on the subject of violence against children were realized by the Foundation in Italy. These researches, each in a different way, made it possible for the country to put an end to a situation of shortage of data on the subject and to place Italy in a comparison framework with the other European countries. Thanks to these researches, today Italy has original, unique and up-to-date information allowing a comparison with other countries in Europe, and not only, on the subject.

a. 1st Pilot qualitative and quantitative research on child abuse - Partner Cismai

Funding. Domestic.

A research aimed at quantifying, for the first time in Italy, the dimension of the phenomenon of child abuse through sources other than those of the Ministry of the Interior. 50 municipalities were involved.

The results were presented in a press conference held at the Presidency of the Council of Ministers in Rome on 17 September 2013 in collaboration with the Ombudsman for Childhood and Adolescence.

Impact: it was found that 0.98% of resident minors, **or in other words 100,000 children per year, are victims of abuse and are taken care of by the social services in Italy.**

b. 1st National Study on the costs associated with Child Abuse. “Cutting costs on Children, is it really a saving?” Impact on public expenditure of insufficient prevention of violence against children”.

Partner: Luigi Bocconi University

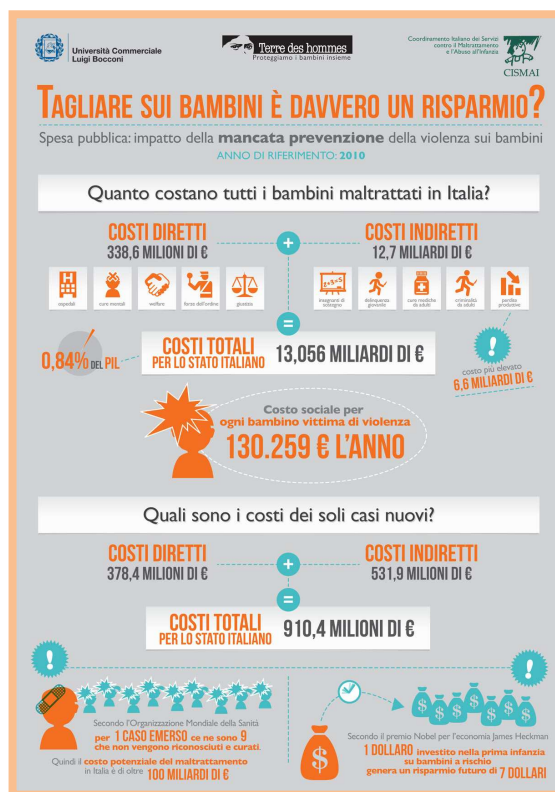
Promoter: Terre des Hommes, Cismai

Cost: 8,000 euro

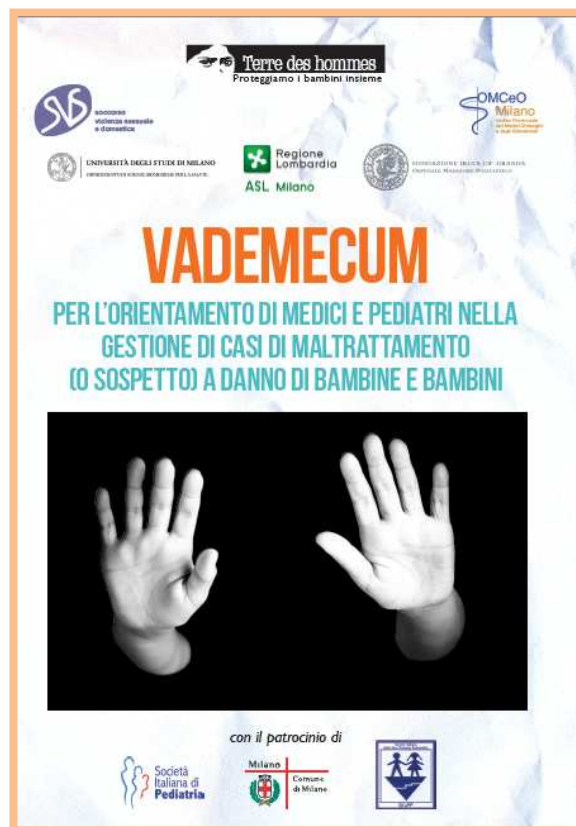
Funder: savings from Prosolidar project 2012

Presentation of the study: December 2013 – Bocconi

Present: Rector of Bocconi and London School of Economics.



c. Investigation on paediatricians and general practitioners in Milan “Child Abuse: how do physicians in Milan recognize it?”



Following the presentation of the research held in March 2013, a complex work was initiated with the purpose of realizing a number of ‘key’ instruments to orient general practitioners on how to deal with cases of child abuse. Specifically, a work team was set up together with: the local public healthcare company of Milan, Presidency of the Association of Physicians, Surgeons and Dentists of Milan, the Municipality of Milan – Council Chairman of Welfare, University of Milan – department for Forensic Medicine and the Sexual and Domestic Violence Emergency Centre directed by Dr. Kusterman. The result of this process is a package of initiatives presented at a press conference on 5 February at Palazzo Marino, with the official backing of the Municipality of Milan and consisting of:

- Vade-mecum providing guidance for physicians and paediatricians in the management of cases of child abuse
- Training course completely dedicated to child abuse, promoted by the Association of Physicians in collaboration with TDH (the course will be held on 17 May 2014)
- Courses on child abuse held by local healthcare authorities – autumn 2014

- 1st Course at the University of Milan // Faculty of Medicine and Surgery – Child Abuse

The course is unique of its kind in Italy and will make child abuse a part of all the disciplines of the medicine curriculum.

§ Prevention of gender-related violence Di Pari Passo Project

Prevention of violence in general in the schools of Milan

Junior secondary schools.

Goal: prevention of discriminating conducts representing the underlying causes of gender-related violence



Activity: path of 3 meetings with psychologists specialized on the subject + 1 TDH jurist for meeting with parents and teachers.

Impact: 250 students reached in just three months (March – May 2013).

The project is currently ongoing in other 15 classes in Milan and several in Rome and Naples.

Impact: > 1000 students reached.

Funding: **indifesa** campaign

Specialized jurists of TDH: Joseph Moyersoen (Honorary magistrate of the Minors' Court of Milan; Attorney Laura de Rui).

§ Children in prison

Excellent relations with the DAP (Department of Prison Administration) of the Ministry of Justice.

Lobby aimed at unfreezing the funds for Protected Family Homes requested by Law 62/2011.

Participation in conventions on the subject.

6.2. PROJECTS IN DEVELOPING COUNTRIES

In 2013, the initiatives managed in developing countries amounted to **108 active projects in 19 Developing Countries and in Italy, which may be grouped, according to the funders, as follows:**

09 CE AIDCO

04 CE ECHO

09 MAE DGCS/UTL

08 UN Agencies

14 Big donors and/or other Foundations

64 TDH IT Private funds from General Public



The **direct beneficiaries** of the interventions of the Foundation in 2013 were **452,188 children**, while the **indirect beneficiaries**, that is to say families or all those who received a benefit, including training, were **2,670,000 persons**.

To assist these beneficiaries the Foundation employed 1,428 local persons, who received salaries on various levels.

6.2.1. Emergency interventions

The following countries benefited from the Foundation's emergency interventions in 2013: **Syria, Palestine, Lebanon, Ivory Coast and Colombia.**

The greatest commitment was objectively focused on the civil war in **Syria**, where the siege of cities and the continuous retaliations forced the civil population to flee in even greater numbers, in the first months of the year, to Lebanon, Turkey and Iraq. They obviously required considerable assistance also in the self-same Syrian territory, where we were among the very few international NGOs present and the only Italian one, thanks to the agreement with the Syrian Red Cross. The funds from ECHO were augmented by substantial contributions from UNICEF and UNHCR.

SYRIA – Milk to new-born babies whose mothers lost their ability to nurse due to the stress provoked by bombardments and battles was distributed through repeated interventions. Our team travelled across the war-ridden territory several times to supervise the distributions carried out in accordance with the Syrian Red Cross.



LEBANON – Since the beginning of 2012, TDH has been providing emergency aid in the areas of the Beqaa Valley; these projects were initially funded by private foundations and other branches of TDH, and subsequently by ECHO and the United Nations in the areas of Tripoli, Tyro and Sidon, Mount Lebanon, in favour of homeless Syrian Palestinians, to provide goods of primary necessity.

PALESTINE – Emergency aid continued in **Gaza**, in Palestine, in favour of children in kindergartens and crèches.

BURMA/MYANMAR – The work on water supply and latrine installation (WASH) in the *Dry Zone* region of WA and the introduction of hydroponic cultivation in a dry arid climate were completed.

COLOMBIA – Emergency interventions, aimed at allowing the *desplazados* of the Tibu area in Catatumbo and in Norte de Santander to recommence school attendance and finish the school year, were implemented.

6.2.2. Operations of development cooperation

The following are the sectors in which the operations of the Foundation are mainly established:

- ❖ **education**, with particular reference to **prevention of school abandonment and support in favour of children in marginalized categories** (rural childhood, street children and working children, AIDS orphans);
- ❖ **technical training** in favour of adolescents **of the informal sector**;
- ❖ **child protection**, for the rehabilitation and social reintegration of **children in conflict with the law**; the **psychological assistance** and **social reintegration of victims of violence and conflict**;
- ❖ **mother/child protection**, with particular reference to the **monitoring of pregnancy and prevention of birth risks**, referring the more difficult cases to other structures; the treatment and prevention of **child anaemia**; the prevention of **sexually transmitted diseases & SIDA**, and **assistance for the disabled**;
- ❖ **primary health care** in the rural areas, as an aid to the basic public healthcare.
- ❖ **food safety** (Zimbabwe, Mozambico, Mauritania);
- ❖ **water and infrastructures (Wash & Sanitation)**, transversal sectors in many countries of the three continents;

In the pages that follow the list of active projects during the year 2013.

FOUNDATION Terre des Hommes Italia - ACTIVE PROJECT IN 2013									
DESCRIPTION								BENEFICIARIES	
NP	NP	COUNTRY	FINANCING BODY	TYPE	CODE	PARTNER		DIRECT	WITH TOTAL INDIRECT
	1	BANGLADESH							
1			Tdh IT/SAD	Svil.	BA/AB	Tdh/Aparajeyo	EDU/S Slum street Children a Dhaka	1558	4374
2			Tdh IT/SAD	Svil.	BA/JC	Tdh/Jagorani	DU/ Wip Children Jessore	80	160
3			Tdh IT/SAD	Svil.	BA/AB/JP	Tdh/Aparajeyo	DU/ Wip Children Jamalpur	200	410
4			Tdh IT/SAD	Svil.	BA/CB	Tdh	EDU/ Nord Bangla rural education	3760	25000
5			Tdh IT/CE	Svil.	DCI-NSAPVD/2010/208-604	Tdh/Arban/Aparajeyo	Developing safety net for urban disav. children	28000	50000
6			Tdh IT/NL/L	Emerg.	DRR BD-026A	Tdh IT/Tdh NL/Tdh L	Support for Recovery and Flood Preparedness for flood affected children	11590	32000
	2	BURMA							
7			MAE	Svil.	AID 9652/TDHI/BUR	Tdh/Governo	Introduzione di tecniche e pratiche agronomiche sostenibili nella Dry Zone	2310	8000
8			Tdh IT/NSA	Svil.	DCI-NSAPVD/2012/308-640	Tdh/HAS TC/AZ School	Promoting alternatives for underprivileged children: enhancement of private and public child protection actors	1604	22500
9			Tdh IT/SAD	Svil.	MN/TDH	Tdh It	A/S Yenanchaung acqua e salute	400	6400
10			PAM/WFP	Svil.	WFP/MMR-PRRO/200032	PAM	Improving Food Security, Nutritional Status and Livelihoods of Vulnerable Populations in Yenanchaung and Natmauk Townships, Magway Region	6666	37752
	3	BURKINA FASO							
11			Tdh IT/APA	Svil.	Tdh IT	Tdh/APA	DU/ Centro di Laye per recupero minori in conflitto con la legge	76	400
12			Tdh IT/PF	Svil.	BF/PF	Tdh/PF	EDU/ Diritto allo studio nelle province rurali PF	196	1000
13			Tdh IT/Zoodo	Svil.	BF/ZO	Tdh/Zodo	EDU/ Diritto allo studio nelle province rurali Zodoo	160	800
14			Tdh IT/Tinarè	Svil.	BF/TI	Tdh/Tinarè	EDU/ Diritto allo studio nelle province rurali Tinaré	67	340
15			Tdh IT/Song TABA	Svil.	BF/ST	Tdh/Song TABA	EDU/ Diritto allo studio nelle province. rurali Watinoma	340	1700
16			Tdh IT	Svil.	BF/La	Tdh/Laye	EDU/ Diritto allo studio nel comune rurale di Laye	200	1000
17			Tdh IT/Tdh L	Svil.	Tdh IT/Tdh L	UNICEF	Educazione e Protezione dei bambini rifugiati nei siti di Ouagadougou, Bobo Dioulasso e Férério	1600	6000

	4	COLOMBIA						
18		Tdh IT/OCHA	Emerg.	ERF-DMA-0467-034	Tdh/Fundacion Creciendo Unidos/Pastoral social	Wash, igiene, food	700	3950
19		Tdh IT/SAD	Svil.	COMG	Tdh/Fundacion Creciendo Unidos	EDU/ Protezione infanzia USME	123	615
20		Tdh IT/SAD	Svil.	COTAV	Tdh/Fundacion La Visitacion	EDU/ Protezione infanzia Medellin	115	575
21		Tdh IT/SAD	Svil.	COFCU	Tdh/Fundacion Creciendo Unidos	EDU/ Protezione infanzia Bogotà	55	275
	5	IVORY COAST						
22		Tdh IT/SAD	Svil.	CDA/ME/YO	Tdh	Prevenzione scolastica Yopougon	500	2500
23		Tdh IT/SAD	Svil.	CDA/KO	Tdh/Suore	S/ Orfani AIDS Koumasi	142	200
24		Tdh IT/SAD	Svil.	Tdh IT	Tdh	Prevenzione abbandono scolastico bambine Sud Comoe	500	500
25		Tdh IT/SAD	Svil.	Tdh IT	Tdh/Mesad	Centri di aggregazione giovanili	540	
26		ECHO	Emerg.	ECHO/CIV/EDF/2012/01004	Tdh/ECHO	Ricostruzione sistema sanitario quartieri precari Abidjan	134441	682190
27		ECHO	Emerg.	ECHO/WF/BUD/2013/92013	Tdh/ECHO	Supporto settore sanitario nella transizione parte WASH	134441	682190
28		Tdh IT/CE	Svil.	DCI-NSAPVD/2009/206-174	Tdh/Mesad	EDU/ Coscientizzazione ai diritti di base nei quartieri precari di Abidjan	5400	224000
	6	ECUADOR						
29		Tdh IT/SAD	Svil.	ECSIG - ECOCS	UNOCS	EDU/ Sostegno scolastico, salute e organizzazione comunitaria	252	1260
30		Tdh IT/SAD	Svil.	ECSGM	OMICSE	EDU/ Sostegno scolastico, salute e organizzazione comunitaria	400	2000
31		Tdh IT/SAD	Svil.	ECUSR	Niñez y Vida	EDU/ Sostegno scolastico	35	175
32		Tdh IT/SAD	Svil.	ECERV	Fundacion AMIGA	EDU/ Sostegno scolastico	225	1125
33		Tdh IT/SAD	Svil.	ECNYV	Niñez y Vida	EDU/ Sostegno scolastico	260	1300
34		Tdh IT/SAD	Svil.	ECUPA		EDU/ Sostegno scolastico	155	775
	7	JORDAN						
35		Tdh IT	Svil.	Tdh	SFWS	EDU/ Sostegno psicosociale/educativo	195	1200
	8	HAITI						
36		Tdh IT/SAD	Svil.	HAMM	CADI	EDU/ Sostegno Scolastico Scuola Mareminerve	80	400

37		Tdh IT/SAD	Svil.	HAGU	CADI	EDU/ Sostegno Scolastico Scuola Guerant	45	225
38		Tdh IT/SAD	Svil.	HAPR	La Providence	EDU/ Sostegno Scolastico Scuola la Providence	220	1100
39		Tdh IT/SAD	Svil.	HASC	Sacre Coeur	EDU/ Sostegno Scolastico Scuola Sacre Coeur	65	325
40		Tdh IT/Tdh DK	Svil.		Tdh IT/ Tdh DK	EDU/ Riabilitazione scuole Mareminerve e Guerant	125	625
41		Tdh IT/CE	Svil.	EIDHR/2012/296-418	DAP - RNDDH	Minori in conflitto con la legge	130	650
	9	INDIA						
42		Tdh IT/SAD	Svil.	IN/FAM	Famiglia	EDU/DUI Protezione infanzia abbandonata e sostegno scolastico ai bambini vulnerabili Calcutta	270	500
43		Tdh IT/SAD	Svil.	IN/CORE1	Tdh/CORE	EDU/DUI Progetto di sostegno scolastico e familiare per la prevenzione dell'infanticidio	350	600
44		Tdh IT/SAD	Svil.	IN/CORE2	Tdh/CORE	EDU/S Programma minori disabili Tamil Nadu	175	280
45		Tdh IT/SAD	Svil.	IN/CORE3	Tdh/CORE	EDU/ Programma scolarizzazione Tiruvannamali	32	32
	10	LEBANON						
46		Tdh IT/ECHO	Emerg.	ECHO/LBN/BUD/2012/91006	Tdh/NABAA	Provision of F and N FI for Winter palestinian refugees from Syria(tripoli Tyr Saida)	20307	157167
47		Tdh IT/ECHO	Emerg.	ECHO/SYR/BUD/2013/91037	Tdh/NABAA	Response to primary and vulnerability- based needs of PRS and Syrian Refugees in the Palestinian Camps and surrounding areas in Lebanon	11200	156572
48		Tdh IT/MAE	Emerg.	L12-B001 AID 9716	Tdh/NABAA/CTM	Green Hopes for Grey Areas. Promozione del dialogo libano-palestinese per il miglioramento dei servizi urbani di base nella Municipalità di Muhammara	13958	40800
49		Tdh IT/UNICEF/Tdh NL	Emerg.	PCA/LEBA/2012/12 – LB-001A	Tdh	Strengthening education, protection and psychosocial support for Syrian refugee children in the Bekaa Valley in Lebanon	500	> 1000
50		Tdh IT/UNICEF	Emerg.	PCA/LEBA/2013/10	Tdh	Strengthening Protection for displaced Syrian children in Lebanon through activities building up their resilience	3740	> 5600
51		Tdh NL	Emerg.	LB-001B	Tdh	Protecting Syrian children refugees in Aarsal	300	> 500
52		Tdh IT/UNICEF	Emerg.	PCA/LEBA/2013/57	Tdh	Strengthening Protection for refugee Syrian children and their caregivers through activities building up their resilience	9000	> 13800
53		Tdh IT/MAE	Svil.	AID 9520/TDH/LBN	Tdh/NABAA	Diversificazione e miglioramento educazione bambini Palestinesi in 3 campi	8000	32000

54		Tdh IT/SAD	Svil.	LE/NBA	Tdh/NABAA	EDU/R Protezione infanzia Campo Ain El Helweh	245	1225
							10,142 studenti 10 docenti	
55		Tdh IT/UNHCR	Emerg.	13/LEB/PRO/0022	Tdh	Providing quality education to vulnerable children affected by the Syrian crisis in Lebanon	5472 famiglie	> 100,000
	11	MAURITANIA						
56		Tdh IT/UNICEF	Svil.	UNICEF 2013/05	Tdh/MINJ	Centro di accoglienza per minori in conflitto con la legge	150	500
57		Tdh IT/Lorezin	Svil.	Tdh IT/Assoc. Lorenzin	Tdh/Mairie	Sostegno all'infanzia di Cinguetti	190	750
58		Tdh IT/SAD	Svil.	Tdh IT/SK	Tdh/Djam Ly	Prevenzione all'abbandono scolastico quartieri precari NouKC	250	1250
59		Tdh IT/SAD	Svil.	Tdh IT/FC	Tdh/Figlie della Carità	Prevenzione all'abbandono scolastico quartieri precari NouKC	250	1250
60		Tdh IT/MAE	Emerg.	AID -CSA Ufficio III-MAE	Tdh/CSA	Sostegno alla sicurezza alimentare nelle province del Nord Est mauritano	3000	250000
61		Tdh IT/CSA	Svil.	"Orti idroponici"	Tdh/CSA	Ass. tec. implementaz. orti idroponici nelle zone aride sahariane	3000	250000
	12	MOZAMBIQUE						
62		Tdh IT/SAD	Svil.	MZBA Antigos combatentes	Tdh/Ass. locale Mozamb.	EDU/S Protezione infanzia sostegno educazione - Case del Sole	82	500
63		Tdh IT/SAD	Svil.	MZBE E. Mondlane	Tdh/Ass. locale Mozamb.	EDU/S Protezione infanzia sostegno educazione - Case del Sole	111	500
64		Tdh IT/SAD	Svil.	MZBM Mussumbuluco	Tdh/Ass. locale Mozamb.	EDU/S Protezione infanzia sostegno educazione - Case del Sole	78	1000
65		Tdh IT/SAD	Svil.	MZBS Salinas	Tdh/Ass. locale Mozamb.	EDU/S Protezione infanzia sostegno educazione - Case del Sole	65	300
66		Tdh IT/SAD	Svil.	MZBX Chinonanquila	Tdh/Ass. locale Mozamb.	EDU/S Protezione infanzia sostegno educazione - Case del Sole	160	1000
67		Tdh IT/SAD	Svil.	MZBR Radio Marconi	Tdh/Ass. locale Mozamb.	EDU/S Protezione infanzia sostegno educazione - Case del Sole	10	300
68		Tdh IT/SAD	Svil.	MZSBE Beira Sofala	Tdh/Ass. locale Mozamb.	EDU/S Protezione infanzia sostegno educazione - Case del Sole	63	1000
	13	NAMIBIA						

69		Tdh IT/SAD	Svil.	NACH Child Hope Initiatives	NACH Child Hope Initiatives	EDU/S Protezione infanzia sostegno educazione – Centro Katarura	143	1600
70		Tdh IT/SAD	Svil.	NAFH Family Hope Services	NAFH Family Hope Services	EDU/S Protezione infanzia sostegno educazione – Centro Katarura	189	1500
71		Tdh IT/CE	HR	EIDHR/2011/266-196	Tdh/HISA/FHS	Foster awareness among Katatura informal settlements community on social inclusion and human right of most vulnerable children	2000	10000
72		Tdh IT/CE	Svil.	NSA/2012/309-325	Tdh/HISA/FHS	Enhancing services delivery and risk reduction for marginalized and vulnerable children and adolescent living in the informal settlements of Katutura	2500	10000
	14	NICARAGUA						
73		CE	Svil.	DCI-EDUC/2010/255-169	INATEC - FODI	Formazione professionale mercato informale	1200	6000
74		Tdh IT/SAD	Svil.	NIGU		Sostegno scolastico e sviluppo comunitario Guatuzos	150	750
75		Tdh IT/SAD	Svil.	NIM		Sostegno scolastico e sviluppo comunitario Masaya	535	2675
76		Tdh IT/F. S. Zeno	Svil.	NIMA	FODI	Sostegno scolastico, salute	370	1850
77		Tdh NL	Svil.	NI-001	INATEC	TVET development for informal sector	380	
	15	PALESTINE						
78		Tdh IT/SAD	Svil.	Tdh IT	Al Amari Chil Club	Protezione infanzia sostegno bambini vulnerabili Yatta Samu'a Hebron	500	2500
79		Tdh IT/SAD	Svil.	Tdh IT	Ard El Atfal	Protezione infanzia sostegno bambini vulnerabili Campo Al Amari	150	990
80		Tdh IT/Zanetti/NDC	Svil.	New challenges ahead	BUCC	Attività ricreative ed educative strutturate - Beit Ula Cultural Center	470	2350
81		Tdh IT/CE	Svil.	DCI-HUM/2009/206-810	Al Kamandjati	Educazione musicale in 3 campi profughi	6500	30000
82		Tdh IT/CE	Svil.	ENPI/2012/296-210	NurAl Ain	Educazione inclusiva per i bambini di GERUSALEMME EST	3600	12400
83		MAE UTL	Emerg.	9775/TDH/GAZA/2	PMRS	Gaza Nord Prevenzione trattamento della malnutrizione e anemia	3100	15000
84		MAE UTL	Emerg.	10042_GAZA_TDH_1	PMRS	Miglioramento assistenza sanitaria a psicosociale Gaza Nord e Sud-Est	1810	216700
	16	PERU						
85		Tdh IT/SAD	Svil.	PEHUA	CESIP	Sostegno scolastico, salute	270	1350
86		Tdh IT/SAD	Svil.	PEMON		Sostegno scolastico, salute	275	1375

87		Cariplo	Svil.	CIED	CIED	Produr. e commercializzaz. di caffè e Sacha Inchi	500	2500
88		MAE	Svil.	D99E11003900001	CUCI (Univ. di Parma)/CIED	Registrazione marchio Sacha Inchi		0
89		Tdh IT/SAD	Svil.	PECU	Yanapanakusun	Sostegno scolastico, salute, prevenzione tratta	270	1350
90		Tdh IT/SAD	Svil.	PEQUI	CIED	Sostegno scolastico salute	200	1000
	17	SYRIA						
91		UNICEF	Emerg.	PCA/UNICEF/SYRIA 2013	Tdh/SARC	Strengthening protection and psychosocial support for displaced Syrian children in the Governorates of Damascus Countryside, Tartous and Lattakia	1800	3000
92		AGIRE	Emerg.	Appello Siria	Tdh/SARC	Distribuzione di food /work	3000	12000
93		MAE UTL	Emerg.	AID 9931 - LB13-A001	Tdh/SARC	Distribuzioni NFI bambini adolescenti e donne	3500	12000
94		MAE UTL	Emerg.	TDH/9990/2013	Tdh/SARC	Supporto nutrizionale per bambini vittime della guerra in Siria	800	1000
95		OCHA	Emerg.	ERF-DAM 0511-043	Tdh/SARC	Distribution NFI Damascus - Rural Damascus	6100	20000
	18	THAILAND						
96		Tdh IT/SAD	Svil.	TA/TSU	Tdh	EDU/ Sostegno educazione-salute Costa Andamane e baia Phang Nga	540	1800
	19	ZIMBABWE						
97		Tdh IT/SAD	Svil.	ZIMBI Bindura	Tdh/Scuole - comunità locali	EDU/S Protezione infanzia sostegno educazione - Case del Sole	103	500
98		Tdh IT/SAD	Svil.	ZIMCA Chaddesley	Tdh/Scuole - comunità locali	EDU/S Protezione infanzia sostegno educazione - Case del Sole	63	300
99		Tdh IT/SAD	Svil.	ZIMCE Chemutemba	Tdh/Scuole - comunità locali	EDU/S Protezione infanzia sostegno educazione - Case del Sole	58	300
100		Tdh IT/SAD	Svil.	ZIMHO Horta	Tdh/Scuole - comunità locali	EDU/S Protezione infanzia sostegno educazione - Case del Sole	73	500
101		Tdh IT/SAD	Svil.	ZIMMA Mapere	Tdh/Scuole - comunità locali	EDU/S Protezione infanzia sostegno educazione - Case del Sole	87	500
102		Tdh IT/SAD	Svil.	ZIMNE Nehanda Primary	Tdh/Scuole - comunità locali	EDU/S Protezione infanzia sostegno educazione - Case del Sole	74	500
103		Tdh IT/SAD	Svil.	ZIMOR Nehanda Orphanage	Tdh/Scuole - comunità locali	EDU/S Protezione infanzia sostegno educazione - Case del Sole	37	300
104		Tdh IT/SAD	Svil.	ZIMUS Usaka	Tdh/Scuole - comunità locali	EDU/S Protezione infanzia sostegno educazione - Case del Sole	34	300
	20	ITALY						

105		Tdh IT/Prosolidar	Emerg.	Fondazione Prosolidar	Tdh	Assistenza psicosociale minori stranieri non accompagnati a Lampedusa	600	1300
106		Tdh IT - Indifesa	Campagna	Tdh IT	Tdh	Studio sulla conoscenza presso i pediatri del maltrattamento infantile		
107		Tdh IT/CISMAI	Ricerca	Tdh IT	Tdh	Primo studio quanti-qualitativo sul maltrattamento a livello nazionale		
108		Tdh IT	Ricerca	Fondazione prosolidar	Tdh/Università Bocconi	Primo studio su impatto economico della mancata prev. maltrattamento		
						09 CE AIDCO/Europaid	455.418	2.922.697
						04 CE ECHO		
						09 MAE DGCS/UTL		
						08 UN Agencies		
						14 Big Donors and/or other Foundations		
						64 Tdh It Private funds from General Public		
		108 PROJECTS-PVS 20 COUNTRIES						

Milan, 29 April 2014

Originally signed by: **Fondazione Terre des Hommes Italia**
Donatella Vergari
SECRETARY GENERAL – MANAGING DIRECTOR

AUDITORS' REPORT
ON THE FINANCIAL STATEMENTS AS OF 31/12/2013

(Translation from the original Italian text)

The financial statements as of 31/12/2013, as made available to us by the Board of Directors along with the report on the activity of the Foundation, include the following information (in units of Euro):

Balance Sheet

Assets	9.498.013
Liabilities	9.063.962
	<hr/>
Total equity (Endowment fund)	434.051
	=====

Statement of incomes and expenses

Incomes from contributions	8.739.112
Surplus funds for financed projects	388.503
Financial and extraordinary income	<u>71.142</u>
Total income	9.198.757
Expenses	<u>10.475.186</u>
	<hr/>
Net management costs covered by the Fundraising	1.276.429
	=====

According to periodic reviews carried out during the period as well as the audit conducted at the end of the same, in our opinion the accounting records correspond to the accounting books' entries, which have been regularly kept.

In this respect, we can hereby confirm that:

- 1) the Notes to the financial statements give a clear and detailed view of the management of the funds collected as well as of their use in accordance with the institutional objective;
- 2) the assessment of the balance sheet items has been made in accordance with strict prudence criteria as follows:
 - a) intangible and tangible fixed assets are stated at values calculated over the residual useful life of the relevant assets;
 - b) financial fixed assets are stated at their estimated realisable value;
 - c) payables and receivables are stated at nominal value;
 - d) termination indemnities exactly cover the amount of indemnities due to each

- of eleven employees enrolled as of the date of the financial statements.
- 3) items under “Surplus funds restricted for programmes” and “Surplus funds available for institutional activities” show the sums available for the said purposes of completing and/or implementing the relevant programmes and activities;
 - 4) Any further balance sheet item appears to be consistent with fair accounting principles.

Therefore, in our opinion the financial statements as of 31/12/2013 give a true view of the general accounting and the economic and financial position of the Foundation.

THE BOARD OF AUDITORS

Vittorio Bellotti [originally signed]

Michele Aita [originally signed]

Luigi Gallizia di Vergano [originally signed]

FONDAZIONE TERRE DES HOMMES ITALIA		
- O N L U S -		
Registered office in Milan - V.le Monza, 57		
FINANCIAL STATEMENTS AT 31 DICEMBER 2013		
BALANCE SHEET		
ASSETS	31/12/2013 Units of Euro	31/12/2012 Units of Euro
A) AMOUNTS DUE FROM STOCKHOLDERS	== =	== =
B) FIXED ASSETS		
I - Intangible assets (E.N. page 59)		
1) Concessions, licenses and trade marks	1.792	-
2) Fixed Intangible assets under development	13.434	13.434
3) Concessions, licenses, trade marks and similar rights	1.500	-
	-----	-----
	16.726	13.434
	-----	-----
II - Tangible assets (E.N. page 59)		
1) Plants and equipment	1	132
2) Other assets	1.932	1.261
3) Land and buildings	540.589	-
	-----	-----
Total	542.522	1.393
	-----	-----
III - Financial assets (E.N. page 60)		
1) Long-term Receivables	7.666	7.666
2) Government's Bonds	-	416.058
	-----	-----
Total	7.666	423.724
	-----	-----
Total Fixed Assets (B)	566.914	438.550
C) WORKING CAPITAL		
I - Inventories	== =	== =
	-----	-----
II - Receivables		
1) From entities for residual funds to be received (E.N. page 60)	6.044.907	5.034.168
2) From others (E.N. page 60)	1.583.846	976.947
	-----	-----
Total	7.628.753	6.011.116
	-----	-----

follows A S S E T S	31/12/2013 Units of Euro	31/12/2012 Units of Euro
III - Financial assets not classified as fixed assets	== = -----	== = -----
IV - Cash and cash equivalents (E.N. page 65)		
1) Bank and postal deposits	1.286.256	824.714
2) Cash on hands	2.087	3.109
Total	1.288.343 -----	827.823 -----
Total Working Capital (C)	8.917.096	6.838.939
D) ACCRUED EARNINGS AND PREPAID EXPENSES (E.N. page 66)	14.003	16.318
TOTAL ASSETS	9.498.013	7.293.807

LIABILITIES	31/12/2013 Units of Euro	31/12/2012 Units of Euro
A) NET EQUITY		
II - Endowment fund (E.N. page 66)	434.051	434.051
Total Net Equity (A)	434.051	434.051
B) PROVISIONS FOR RISKS AND CHARGES	== =	== =
C) SEVERANCE INDEMNITY (E.N. page 66)	145.060	130.903
D) PAYABLES		
1) Residual amounts tied up for programmes (Σ Y E.N. pages 69 - 70)	8.533.723	6.394.328
2) Residual amounts available for institutional activities (E.N. page 67)	-	-
3) Payables to suppliers	153.256	161.497
4) Tax payables (E.N. page 71)	41.592	37.732
5) Payables to national social security institutions	36.149	32.810
6) Other payables (E.N. page 71)	154.181	102.487
Total Payables (D)	8.918.901	6.728.853
E) PREPAID EARNINGS AND ACCRUED EXPENSES	== =	== =
TOTAL LIABILITIES	9.063.962	6.859.756
TOTAL EQUITY AND LIABILITIES	9.498.013	7.293.807

MANAGEMENT REPORT			
I N C O M E		31/12/2013 Units of Euro	31/12/2012 Units of Euro
Income from contributions	(Σ Ω E.N. pages 69 - 70)	8.739.112	6.705.506
Final surplus from financed projects	(E.N. page 72)	388.503	306.835
Financial income	(E.N. page 72)	53.691	21.545
Extraordinary income	(E.N. page 72)	17.451	12.423
Funds raised to cover general expenses	(E.N. page 72)	1.276.429	1.319.088
Total		10.475.186	8.365.397
Total income		10.475.186	8.365.397
C H A R G E S		31/12/2013 Units of Euro	31/12/2012 Units of Euro
Costs for projects	(Σ Ω E.N. pages 69 - 70)	8.739.112	6.705.506
In residence co-operators on projects	(E.N. page 73)	328.454	302.004
General and administrative expenses	(E.N. page 73)	1.006.752	988.207
Charges for promotional activities and fundraising	(E.N. page 74)	288.730	303.461
Deferred charges and depreciation	(E.N. page 75)	52.746	30.068
Financial expenses	(E.N. page 75)	19.442	14.315
Extraordinary expenses	(E.N. page 75)	33.336	18.446
Deficit from financed projects	(E.N. page 75)	6.614	3.391
Total charges		10.475.186	8.365.397

FONDAZIONE TERRE DES HOMMES ITALIA

- O N L U S -

Registered office in Milan- V.le Monza, 57

EXPLANATORY NOTES TO THE FINANCIAL STATEMENTS AS OF DECEMBER 31, 2013

STRUCTURE AND CONTENT OF THE FINANCIAL STATEMENTS

The annual financial statements of Terre des hommes Italia – ONLUS Foundation comprises the balance sheet, the management report along with these notes. The Board of Directors' report prepared for the Stakeholders' meeting along with a summary report on the ongoing programmes are enclosed to the financial statements.

These financial statements are prepared yearly according with prudence criteria and in full compliance with applicable Law, also taking into consideration the recommendations on 'not-for-profit organizations' issued by the the National Council of Chartered Accountants.

Nonetheless, since the Terre des hommes Italia Foundation's Articles of Association set forth that no commercial activity - neither as instrumental – can be carried out for pursuing its institutional objectives, certain directions contained in above mentioned recommendations have been adapted to the accounting position of the Terre des hommes Italia Foundation.

Specifically, as suggested by said recommendations, contributions and grants outstanding at the end of the accounting period are classified as Payables rather than Assets, by inserting two specific lines in the Liabilities section, namely "Residual amounts tied up for programmes" and "Residual amounts available for institutional activities". According to the Board of Directors, as a matter of fact, such classification gives a more appropriate view of the nature and allocations of these funds.

As usual, the management report shows a balance of income and expenses, since part of the fundraising from private entities and part of income from institutional activities were spent for covering general expenses.

Therefore, the Board of Directors believes that the financial statements comply with the accounting principles mentioned in the above recommendations and, more importantly, with the clearness, precision and transparency criteria whose application is required vis-à-vis all those who support Terre des hommes Italia Foundation. Moreover the Board of Directors believes that the financial statements as of December 31, 2013 give a true and fair representation of the economic and financial position of Terre des hommes Italia Foundation.

* * * * *

ACCOUNTING PRINCIPLES AND EVALUATION CRITERIA

Tangible and intangible fixed assets

Tangible and intangible fixed assets are recorded at purchase cost, net of accumulated depreciation over their estimated useful lives.

Fixed assets that, at the end of the financial year, have a durable lower value would be entered at that lower value.

Financial fixed assets

Under such item are classified the caution deposits.

Receivables

Receivables are entered at their estimated realisable value.

They include the quotas of contributions and grants that have already been resolved by third parties, but that have not yet been paid to the Foundation and are reported as “receivables from entities for residual funds”.

“Receivables from others” include any amount already paid to third parties under ongoing programmes in respect of which the Foundation has not yet received the relevant statement. Once incurred such costs to be reported, the said amounts will be recorded under the statement of income and charges.

Cash and cash equivalents

Cash and cash equivalents are stated at their estimated realizable value. Cash, deposits and other values on hand denominated in foreign currencies are converted into closing exchange rates at their estimated realizable value.

Endowment fund

Endowment fund represents the Foundation’s Net Equity and comprises both the Equity as of the date of incorporation of the Foundation and the donations subsequently received and restricted for the increase of the equity itself.

Severance indemnity

Severance indemnity is allocated to cover all liabilities accrued towards the employees in compliance with the law and collective labour contracts.

Payables

Payables are recorded at their nominal value.

Among payables, the quotas of contributions and grants that have been received but not yet spent are classified under “Residual amounts tied up for programmes” and “Residual amounts

available for institutional activities” since such funds are restricted for the realization of projects and /or institutional activities.

Accruals and deferrals

Accruals and deferrals reflect income and expenses accrued in two or more financial years, in order to comply with the accrual basis accounting principle.

Income from contributions and charges for projects

Contributions and grants received by International Organizations, Governments, Entities, Public and Private Institutions as well as private citizens for pursuing the Foundation’s institutional objectives, are used for implementing approved projects and only the quota corresponding to the projects actually performed in the relevant period is booked as Income in the Management report.

As offset item, amounts connected to projects approved by Financing Entities or directly financed by the Foundation through available funds, are booked as Charges for the same amount, provided that such amounts are fully reported.

As described above, contributions and grants received but not yet used as of the end of the period, meaning funds restricted for implementing specific projects and funds restricted to manage the Foundation’s organization, are classified as “Residual amounts tied up for programmes” and “Residual amounts available for institutional activities” respectively, whilst potential funds not yet reported as of the date of the financial statements are booked under the Assets of the Balance Sheet as “Receivables from others”.

Surplus/Deficit from financed projects

Upon termination of each project, the final balance of contributions and grants actually received by the Foundation and the aggregate amount of expenses borne for the purpose of implementing such projects is classified as “Surplus”, if positive, or “Deficit”, if negative. Such amounts are entered in the Management report of the financial year in which the relevant project is definitively completed.

Other Revenues/Expenditures and Income/Charges

Such provisions include costs for Collaborators enrolled for specific projects in Milan office, expenses for managing the Foundation organizational structure, expenses for promotional activities and fundraising, financial income/charges and extraordinary income/charges and are entered on accrual basis.

Income from fundraising for covering general expenses

Expenses connected to the Foundation’s organizational and promotional activities, as showed in the Management report, are covered using 20% of the private sector’s overall funds for

Child Sponsorship programmes in Developing Countries, through funds available for institutional activities and surplus funds deriving from projects completed in previous periods.

Taxes

As described below in these notes to the financial statements, the Foundation is not subject to ordinary Italian corporate income tax (IRES) nor to regional business tax (IRAP) and therefore it does not report any current or deferred taxes.

Assets and liabilities denominated in foreign currency

Assets and liabilities in foreign currency, with the exception of fixed assets, are recorded at the exchange rates at the date in which they arose and aligned with the spot exchange rate at the date of financial statements. Gains and losses arising on conversion of receivables and payables are respectively credited and debited to the Management report as "gains and losses." Any profit resulting from the adjustment to the closing rates of currency values contributes to the operating result and, in approving the budget is entered, for the part not absorbed by any operating loss, in an equity reserve.

Other information

The Foundation employs eleven persons and its work is also supported by conscientious objectors, external staff and volunteers.

Any amounts indicated in these notes are in units of Euro.

In order to provide clear information, the classification of certain items can differ from previous periods. In such case, the relevant items of previous period have been restated in order to ensure that the relevant data can be compared. Nonetheless, such operation does not affect the equity nor the operating results.

INFORMATION ON TAX EXEMPTIONS GRANTED TO THE FOUNDATION

The Foundations benefits from certain tax exemptions pursuant to Legislative Decree no. 460/97 concerning non profit organizations of social utility (*ONLUS*). Specifically, according to article 111 *ter* of the Presidential Decree no. 917/86, activities performed in connection with the institutional activity of the Foundation cannot be deemed as commercial activity and income from connected activities is not deemed as taxable. Services provided by the foundation are VAT exempt. VAT paid is not deductible and therefore it is deemed as a cost.

Donations made to the Foundation are tax deductible pursuant to article 10, paragraph 1, letter g and article 13 of the Presidential Decree no. 917/1986 as subsequently amended, provided that such donations are made through bank or postal transactions.

According to article 1, paragraph 7 of the Regional Law no. 27/2001 (regional financial law for 2002) starting from 1 January 2002 entities under article 10 of the Legislative Decree no.

460/1997, concerning tax regulation applicable to non-commercial entities and ONLUS, became IRAP and regional road tax exempt.

As a consequence of such provisions, starting from 2002 the Foundation is IRAP exempt, since it belongs to the above-mentioned group of entities.

ASSETS

Intangible and tangible fixed assets and relevant depreciation					
Asset	Year of purchase	Initial residual cost	cost of purchase	Depreciation	Balance as of 31 December 2013
<u>B I - Intangible fixed assets</u>					
- Software licenses	2013		3.585	1.792	1.792
- Assets under development	2011	13.434			13.434
- Concessions, licenses, trade marks	2013		3.000	1.500	1.500
		-----	-----	-----	-----
<u>Total intangible fixed assets</u>		13.434	6.585	3.292	16.726
		-----	-----	-----	-----
<u>B II -Tangible fixed assets</u>					
- Plants and equipment	1995/2002	1			1
	2012	131		131	0
		-----	-----	-----	-----
<u>Total tangible fixed assets</u>		132	0	131	1
		-----	-----	-----	-----
- Forniture and interior decoration	1995/2010	3			3
	2012	15		15	0
- Electronic office equipment	1994/2010	30			30
	2012	1.213		1.213	0
	2013		3.797	1.898	1.898
		-----	-----	-----	-----
<u>Total other assets</u>		1.261	3.797	3.125	1.932
		-----	-----	-----	-----
- Land and buildings	2013		540.589		540.589
		-----	-----	-----	-----
<u>Total land and buildings</u>		0	540.589	0	540.589
		-----	-----	-----	-----
<u>Total fixed assets</u>		1.393	544.385	3.256	542.522
		=====	=====	=====	=====

Tangible and intangible fixed assets are related to office equipment and furniture used in the ordinary activity of the Foundation and are primarily located at its Headquarters in Milan, Viale Monza.

"Assets under development" relates to the purchase of a new software for the accounting and reporting, not yet operating during the accounting period. Therefore such amount was not subject to depreciation.

Fixed assets amount to 542.522 Euro with an increase of 541.129 Euro compared to the previous financial year. This increase is almost entirely due to the purchase of the building that will house the new Headquarters of the Foundation.

B III - Financial fixed assets

I t e m s	31/12/2013	31/12/2012
1) Long-term receivables		
- Caution deposits		
* Telecom Italia	372	372
* A2A	317	317
* Lease of Tdhl head office	6.972	6.972
* Others	5	5
	-----	-----
	7.666	7.666
	-----	-----
2) Government's Bonds		
- Value of Government's bonds granted against the equity of the Foundation	-	416.058
	-----	-----
	0	416.058
	-----	-----
	7.666	423.724
	=====	=====

Financial fixed assets amount to 7.666 Euro and relate to the caution deposits entirely attributable to the Milan office, Viale Monza.

The decrease of 416.058 Euro compared to the previous financial year is due to the sale of the Government's bonds made for the purchase of the new registered office.

C II - Receivables

I t e m s	31/12/2013	31/12/2012
1) Receivables from entities for residual funds	6.044.907	5.034.168
	-----	-----
2) Receivables from others		
* Receivables for payments made to be reported	1.562.794	955.673
* Other receivables	21.052	21.274
* Advance payment to suppliers	-	-
	-----	-----
	1.583.846	976.947
	-----	-----
	7.628.753	6.011.116
	=====	=====

“Receivables from entities for residual funds” equal to Euro 6.044.907 is composed as follows:

I t e m s	31/12/2012	Movements of the period	31/12/2013
Receivables from entities for residual funds	5.034.168	1.056.936	6.091.104
Use of allowance for doubtful accounts	0	-46.197	-46.197
	<u>5.034.168</u>	<u>1.010.739</u>	<u>6.044.907</u>
	=====	=====	=====

The adjustment of receivables nominal value to estimated realizable value has been obtained through a special provision, which shows during the year, the following movements:

I t e m s	31/12/2012	Allocations	Uses	31/12/2013
Allowance for doubtful accounts	0	46.197	-46.197	0
	<u>0</u>	<u>46.197</u>	<u>-46.197</u>	<u>0</u>
Total	0	46.197	-46.197	0
	=====	=====	=====	=====

The use of the fund refers to the write down of the receivable from AGIRE relating to Project Haiti - Earthquake Emergency that, on the basis of the information in our possession at the date of approval of these financial statements, is partly irrecoverable.

“Receivables for payments made to be reported” balance represents the difference between the funds sent abroad for the execution of the projects and the costs already reported at the closing date of financial statements.

"Other receivables" mainly includes the repayment due from the International Federation of Terre des hommes (18.573 Euro).

The following tables show the movement of the receivables from entities for residual funds and of the receivables for payments made to be reported.

RECEIVABLES FROM ENTITIES FOR RESIDUAL FUNDS

Description	Opening 01/01/13	Receivables' integrations/re ductions prev. years' projects	Projects 2013	Funds from financers	Tdh It grants	Other grants	Minor/ Major payments	Surplus/ Deficit	Continge nt assets/li abilities	Balance 31/12/13
Bangladesh DCI-NSAPVD/2010/208-604	123.909			-27.428	-26.688	-150	-108.523	38.880		0
Bangladesh DRR con Tdh-L e Tdh-NL BD026A	42.268			-25.000	-8.634		-9.046	413		0
Burma DCI-NSAPVD/2012/308-640			574.670	-176.942	-41.220	-6.519				349.988
Burma Post Em. Nargis Tdh L (CDB7624)	71.736			-71.736						0
Burma MAE 9652/TDHI/BUR	109.127				-6.437		-57.584	22.294		67.400
Colombia OCHA ERF-DMA-0467-034			105.398	-82.675						22.723
Ivory Coast DCI-NSAPVD/2009/206-174	99.915				-44.561		-42.976	26.555		38.932
Ivory Coast MAE AID 8925.01.1	83.504									83.504
Burma 7 ECHO/-XA/BUD/2010/01010	1.058								-1.058	0
Palestine ECHO/PSE/BUD/2011/91018	66.613			-66.613						0
Burma 8 ECHO/-XA/BUD/2011/91025	214.851			-214.851						0
Ivory Coast ECHO/-WF/BUD/2011/92013	164.337			-164.337						0
Ivory Coast ECHO/CIV/EDF/2012/01004	650.000			-390.000			-217.736	73.344		115.609
Lebanon ECHO/LBN/BUD/2012/91006	409.499	500.000		-645.700		-86	-97.688	81.625		247.649
Ivory Coast ECHO/-WF/BUD/2013/92013			450.000	-360.000						90.000
Lebanon ECHO/SYR/BUD/2013/91037			1.230.000	-615.000		-6				614.994
Haiti EIDHR/2012/296-418	256.986			-84.576	-35.947					136.463
Haiti Earthquake Emergency AGIRE	138.592									138.592
Iraq UNESCO contract n. 4500222565			11.644	-11.215		-29	223	-623		0
Italy "Faro IV" Lampedusa TDHs	0		104.800	-32.519						72.281
Italy "Faro III" Lampedusa Prosolidar	0		54.990	-49.500						5.490
Lebanon MAE AID 9520/TDH/LBN	614.289	-56.200		-210.889	-39.275	-4				307.921
Lebanon MAE L12-B001 AID 9716	62.339			-60.122		-28	-6.140	3.951		0
Lebanon Tdh NL LB-001B			50.989	-49.461			-2.564	1.036		0
Lebanon Tdh NL LB-001A	65.000			-60.891		-5	-41.463	37.359		0
Lebanon UNICEF PCA/LEBA/2013/10			201.934	-171.927		-35				29.973
Lebanon UNICEF PCA/LEBA/2013/57			917.918	-444.475		-10				473.433
Lebanon UNHCR 13/LEB/PRO/0022			3.806.310	-1.975.701		-338				1.830.271
Lebanon UNICEF PCA/LEBA/2012/-12							4.852	-4.852		0
Mauritania CSA "Hydroponic gardens"			53.308	-35.201						18.107
Mauritania CSA "PLIACEM"	48.921	74.975		-83.707						40.189
Mauritania UNICEF 2013/05			62.883	-48.692						14.191
Namibia EIDHR/2011/266-196	217.046			-112.662	-71.774	-10	-19.131	5.061		18.530
Namibia NSA/2012/309-325			543.798	-69.788	-16.256	-80				457.674
Nicaragua DCI-EDUC/2010/255-169	77.647	-26.500				-34	-61.608	61.608		51.113
Nicaragua Tdh NL NI-001			210.039	-73.498		-61				136.480
Nicaragua Fondaz. S. Zeno "CdS di Managua"	14.530						-3.982	3.782		14.330
Palestine ENPI/2012/296-210	1.092.688			-639.394	-6.013					447.280
Palestine DCI-HUM/2009/206-810	100.321			-64.215	-6.455		-41.842	12.192		0
Palestine MAE Gaza 9775/TDH/GAZA/2	29.250			-28.453			-4.243	3.446		0
Palestine MAE 10042_GAZA_TDH_1			145.470	-72.735						72.735
Palestine Fondaz. Zanetti "CdS di Beit Ula"	7.000			-7.000			677	-677		0
Peru Project Cariplo Caffè 2	97.100				-40.028		-18.659	-462		37.951
Peru CUCI (Un. PR) "Sacha Inchi"	12.756									12.756
Syria AGIRE	11.700	12.539		-24.239			-6.626	6.626		0
Syria MAE TDH/9990/2013			51.764	-51.748			-1.102	1.085		0
Syria MAE LB13-A001 AID 9931			130.531	-129.986		-9	-5.448	4.912		0
Syria OCHA ERF-DMA-0511-043			302.244	-247.184		-9				55.052
Syria OCHA ERF-DMA-0511-015	36.554			-31.875			-9.014	4.335		0
Syria UNICEF 2013			117.996	-55.644						62.351
Thailand MAE 8909/TDH/THA	67.686			-67.686						0
Zimbabwe FOOD/2007/137-914	46.947					-19.807				27.140
	5.034.168	504.815	9.126.685	-7.835.263	-343.289	-27.220	-749.623	381.889	-1.058	6.091.104

“Integrations/ Reductions of receivables for previous years’ projects” represents the contractual reviews of projects’ budget approved in previous years resulting in an increase of the quotas of contributions and grants payable by third party institutions and not yet received by the Foundation.

“Funds from financiers” represents contributions and grants received during the financial year from International Organizations, Governments, Public and Private Entities for the purpose of funding projects in Developing Countries.

“Tdh It grants” represents contributions made by Terre des hommes Italia for the purpose of co-funding projects in Developing Countries.

“Other grants” represents contributions paid by other parties for the purpose of co-funding projects in Developing Countries.

“Minor/Major payments” represents the difference between the project budget as stated in the relevant contractual arrangement and the overall expenses actually incurred during the financial year.

“Surplus/Deficit” represents the positive/negative difference respectively between the expenses as reported and approved by the relevant financier (including a lump – sum amount aimed at covering general expenses) and the expenses actually borne in connection to projects completed during the financial year.

The contingent liabilities (1.058 Euro) on projects represent the adjustments to surplus/deficit of projects closed in previous years. Such values are included in the item “Extraordinary charges” of the Management report.

RECEIVABLES FOR PAYMENTS MADE BY THE FOUNDATION TO BE REPORTED

Description	Balance 31/12/13	Balance 31/12/12
Child Sponsorship Bangladesh - Delegation	11.828	18.206
Child Sponsorship Bangladesh - Aparajeyo	3.218	8.109
Child Sponsorship Bangladesh - Kurigram		343
Child Sponsorship Bangladesh - Arban	1.749	125
Child Sponsorship Bangladesh - Jagorani	242	4
Project Bangladesh MIGR/2008/153-614		586
Project Bangladesh DCI-NSAPVD/2010/208-604		21.432
Project Bangladesh DRR with Tdh-L and Tdh-NL BD-026A		12.542
Project Burma DCI-NSAPVD/2012/308-640	10.574	1.861
Project Burma MAE 9652/TDHI/BUR		12.145
Burkina Faso Delegation	26.853	24.473
Child Sponsorship Colombia - Medellin	109	
Child Sponsorship Colombia - Delegation	3.241	12.366
Child Sponsorship Colombia - USME		798
Child Sponsorship Colombia - Creciendo Unidos	5.218	5.000
Project Colombia OCHA ERF-DMA-0467-034	38.581	
Project Ivory Coast DCI-NSAPVD/2009/206-174		88.093
Project Ivory Coast World Bank PUMLS 2011		3
Project Burma Myanmar 5 ECHO/MMR/BUD/2008/02010		1.097
Project Burma Myanmar 7 ECHO/-XA/BUD/2010/01010		2.978
Project Palestine ECHO/PSE/BUD/2011/91018 (with TdhL)	400	1.941
Project Ivory Coast ECHO/-WF/BUD/2011/92013		8.964
Project Ivory Coast ECHO/CIV/EDF/2012/01004	10.011	83.329
Project Lebanon ECHO/LBN/BUD/2012/91006	439	69.813
Project Ivory Coast ECHO/-WF/BUD/2013/92013	5.271	
Project Lebanon ECHO/SYR/BUD/2013/91037	100.126	
Child Sponsorship Ecuador - Delegation	24.608	22.700
Child Sponsorship Ecuador - San Roque		62
Child Sponsorship Ecuador - Planchaloma		636
Child Sponsorship Ecuador - Sigchos		1.465
Child Sponsorship Ecuador - Lago Agrio	155	146
Child Sponsorship Ecuador - Rioverde	164	164
Project Haiti EIDHR/2012/296-418	25.496	
Project Italy Prosolidar "Faro III" Lampedusa	10	
Lebanon Delegation	172.909	26.243
Project MAE Lebanon AID 9520/TDH/LBN	6.293	4.089
Project MAE Lebanon L12-B001 AID 9716	10.754	62.332
Project Lebanon Tdh NL LB-001A	37.170	12.528
Project UNICEF Lebanon PCA/LEBA/2013/10	6.351	
Project UNICEF Lebanon PCA/LEBA/2013/57	102.613	
Project UNHCR Lebanon 13/LEB/PRO/0022	551.652	
Project UNICEF Lebanon PCA/LEBA/2012/-12		41.979
Project Mauritania CSA "Hydroponic gardens"	22.300	
Project Mauritania CSA "PLIACEM"	10.341	19.197
Project UNICEF Mauritania 2013/05	2.892	
Project Mozambique PVD/2005/095-011		1.763
Project Namibia EIDHR/2011/266-196		9.300
Project Namibia NSA/2012/309-325	323	
Child Sponsorship Nicaragua - Delegation	39.365	33.267
Project Nicaragua DCI-EDUC/2010/255-169	3.292	853
Project Nicaragua Tdh NL NI-001	4.764	
Project Palestine ENPI/2012/296-210	111.613	87.378
Project Palestine DCI-HUM/2009/206-810	83	60.491
Project MAE Palestine 9555/TDH/GAZA/3		200
Project MAE Palestine 9775/TDH/GAZA/2		1.942
Project MAE Palestine 10042_GAZA_TDH_1	72.378	
Project Palestine Fondaz. Zanetti "Case del Sole Beit Ula"	46	8.438
Project Peru Cariplo Caffè 2		13.573
Child Sponsorship Peru - Delegation	1.728	42.146
Child Sponsorship Peru Yanapanakusun	3.018	
Project Peru CESIP DCI-HUM/2010/266-139 (co-funding only)		55.700

----- follows -----

RECEIVABLES FOR PAYMENTS MADE BY THE FOUNDATION TO BE REPORTED

Description	Balance 31/12/13	Balance 31/12/12
Child Sponsorship Burma	15.308	17.679
Child Sponsorship Ivory Coast - Delegation	5.421	5.200
Child Sponsorship Jordan	1.250	648
Child Sponsorship Haiti	20.988	498
Child Sponsorship Mauritania	17.491	13.751
Child Sponsorship Mozambique	24.519	2.056
Child Sponsorship Palestine	7.258	12.717
Child Sponsorship Saharawi	140	140
Syria Delegation	7.012	2.000
Child Sponsorship Thailand		15.715
Child Sponsorship Zimbabwe	1.149	386
Project Syria AGIRE	472	2.587
Project MAE Syria TDH/9990/2013	200	
Project MAE Syria LB13-A001 AID 9931	8.813	
Project MAE Syria LBS13-L001 AID 10030	1.300	
Project OCHA Syria ERF-DMA-0511-043	2.458	
Project OCHA Syria ERF-DMA-0511-015		703
Project UNICEF Syria 2013	20.838	
Project Zimbabwe DFID AG 5188		794
	1.562.794	955.673

C IV - Cash and cash equivalents

I t e m s	31/12/2013	31/12/2012
1) Bank and postal deposit accounts		
* Banca Popolare Comm. & Industria c/c	6.202	26.531
* Banca Monte dei Paschi di Siena c/c	1.181.364	705.423
* Unicredit Banca	16.974	12.886
* Postal current accounts	55.908	52.927
* PayPal	25.809	26.947
	-----	-----
	1.286.256	824.714
	-----	-----
2) Cash on hand		
* Cash	659	630
* Cash in foreign currencies	1.428	2.479
	-----	-----
	2.087	3.109
	-----	-----
	1.288.343	827.824
	=====	=====

“Bank and postal deposit accounts” includes checking accounts specifically dedicated to payments received from individuals for Child Sponsorship.

D - Accrued earnings and prepaid expenses

I t e m s	31/12/2013	31/12/2012
1) Accrued income		
* interests earned on securities and financial transaction accrued at 31/12	-	7.533
2) Prepaid expenses		
* Lease of photocopying machines ref to 2014	22	21
* Various lease payments referring to 2014	13.981	8.764
	<hr/>	<hr/>
	14.003	16.318
	<hr/>	<hr/>

LIABILITIES

A - Net Equity

I t e m s	31/12/2013	31/12/2012
Incorporation equity	51.646	51.646
Donations received	382.405	382.405
	<hr/>	<hr/>
	434.051	434.051
	<hr/>	<hr/>

During the period there have been no movements in equity, because no donation was tied up, nor it was necessary to draw on equity reserves to cover the operating result.

C - Severance indemnity

I t e m s	31/12/2013	31/12/2012
Severance indemnity at year beginning	130.903	110.943
Sums paid as termination indemnity	-10.749	-4.720
Allocations during financial year	24.907	24.680
	<hr/>	<hr/>
	145.060	130.903
	<hr/>	<hr/>

Please note that, further to Law no. 296 of 27 December 2006 (so called 2007 Financial Law), Foundation's employees have decided to leave their termination indemnities allocations with the Foundation (since the number of employees is lower than 50).

D1 - D2 - Breakdown of available and tied up residual amounts

Description	Funds restricted for projects (A)	Funds restricted for Child Sponsorship projects (B)	Residual amounts tied up for programs (C)=(A)+(B)	Residual amounts available for institutional activities (D)	Total (C)+(D)
Situation at start of period (01/01/13)	5.818.570	575.758	6.394.328	0	6.394.328
Integrations/ Reductions of funds for financed projects	504.815		504.815		504.815
Minor/ Major payments for realization of programs	-749.623		-749.623		-749.623
Funds from private sector (collected in Italy and <i>in loco</i>)		3.111.000	3.111.000	588.899	3.699.899
Reallocation from funds restricted for Child Sponsorship to residual amounts available		-195.936	-195.936	195.936	0
Funds for financed projects	9.126.685		9.126.685		9.126.685
Funds restricted for Child Sponsorship for co-financing projects		-343.289	-343.289		-343.289
Disbursements	-6.536.008	-2.203.104	-8.739.112		-8.739.112
Use of funds restricted for Child Sponsorship for coverage projects' expenses		-83.550	-83.550		-83.550
Use of residual institutional amounts available for coverage Child Sponsorship expenses		82.439	82.439	-82.439	0
Coverage of general expenses		-574.032	-574.032	-702.397	-1.276.429
Situation at end of period (31/12/13)	8.164.438	369.286	8.533.723	0	8.533.723
	=====	=====	=====	=====	=====

Please find below a description of the columns and lines provided in the table above:

- the column under "Funds restricted for projects" refers to contributions and grants received during the financial year from International Organizations, Governments, Public and Private Entities for the purpose of funding projects in Developing Countries. We highlight that the collection of funds for financed projects in the period, amounting to 9.126.685 Euro, includes a transfer of 343.289 Euro from the funds restricted for Child Sponsorship projects. In particular, the latter consists of the quotas of contributions paid by Terre des hommes Italia for the co-financing of projects. The disbursements for the period amount to 6.536.008 Euro;
- the column under "Funds restricted for Child Sponsorship projects" refers to contribution received from the private sector for Child Sponsorship programs in Developing Countries;
- the column under "Residual amounts available for institutional activities" refers to the collection of funds in respect of which the relevant donor has not designated a specific allocation/project;
- the line under "Situation at start of period (01/01/13)" refers to the initial balance of the aforesaid funds;
- the line under "Integrations/ Reductions of funds for financed projects" represents the increase/ decrease of the funds restricted for projects further to contractual reviews of

projects' budget approved in previous years resulting in an increase of the quotas of contributions and grants payable by third parties institutions;

- the line under "Minor / Major payments for realization of programs" refers to the difference between the project budget as stated in the relevant contractual arrangement and the overall expenses actually incurred during the financial year;
- the line under "Funds from private sector" represents the donations received in Italy and on the spot from private parties during 2013 of which approximately l'80% - net of the amounts allocated to the institutional activities (588.899 Euro) – has been allocated for the realization of Foundation's Child Sponsorship programs (3.111.000 Euro) whilst the remaining funds approximately 20% has been allocated for covering general expenses (574.032 Euro);
- the line under "Reallocation from funds restricted for Child Sponsorship to residual amounts available" shows the destination of the residual amounts of Child Sponsorship programs now concluded to the available funds of the Foundation;
- the line under "Funds for financed projects" represents both the contributions from financers, either public and private, and the contributions from Terre des hommes Italia provided for in the relevant contractual agreements;
- the line under "Funds restricted for Child Sponsorship for co-financing projects" shows the amounts of funds of Child Sponsorship which were allocated to co-finance projects by Terre des hommes Italia;
- the line under "Disbursements" refers to the reductions of the funds allocated for covering projects' expenses incurred during the financial year. In particular, the disbursements amounted to 6.536.008 Euro for the projects financed and/ or co-financed and 2.203.104 Euro for the projects of Child Sponsorship;
- the line under "Use of funds restricted for Child Sponsorship for coverage projects' expenses" indicates the amounts of funds restricted for Child Sponsorship used to cover expenses related to projects co-financed and closed;
- the line under "Use of residual institutional amounts available for coverage Child Sponsorship expenses" indicates the amounts of available funds used to cover Child Sponsorship projects' expenses;
- the line under "Coverage of general expenses" shows the amounts of the funds allocated for covering expenses connected to the Foundation organizational structure.

We exhibit the following two tables where it is pointed out, for each project in place, the amount of funding already used and the amount still available for spending.

Breakdown of collected amounts, uses and surpluses funds for future interventions

Description	Collected + commitments 2013 + residual funds 2012	Integrations/ Reductions of commitments	Minor/Major payments for programs	Disbursements for programs (Ω)	Residual amounts to be allocated (Y)	Final Surplus/ Deficit
PROJECTS 2013						
- Burma DCI-NSAPVD/2012/308-604	574.670			-206.099	368.571	
- Colombia OCHA ERF-DMA-0467-034	105.398			-8.707	96.691	
- Ivory Coast ECHO/-WF/BUD/2013/92013	450.000			-119.469	330.531	
- Lebanon ECHO/SYR/BUD/2013/91037	1.230.000			-54.786	1.175.214	
- Iraq UNESCO contract n. 4500222565 (*)	11.644		223	-11.867	0	-623
- Italy "Faro IV" Lampedusa TDHs	104.800				104.800	
- Italy "Faro III" Lampedusa Prosolidar	54.990			-43.607	11.383	
- Lebanon Tdh NL LB-001B (*)	50.989		-2.564	-48.425	0	1.036
- Lebanon UNICEF PCA/LEBA/2013/10	201.934			-164.243	37.691	
- Lebanon UNICEF PCA/LEBA/2013/57	917.918			-79.518	838.400	
- Lebanon UNHCR 13/LEB/PRO/0022	3.806.310			-1.374.645	2.431.664	
- Mauritania CSA "Orti Idroponici"	53.308			-15.337	37.970	
- Mauritania UNICEF 2013/05	62.883			-37.232	25.651	
- Namibia NSA/2012/309-325	543.798			-45.612	498.186	
- Nicaragua Tdh NL NI-001	210.039			-47.049	162.990	
- Palestine MAE 10042_GAZA_TDH_1	145.470			-3.972	141.498	
- Syria MAE TDH/9990/2013 (*)	51.764		-1.102	-50.662	0	1.085
- Syria MAE LB13-A001 AID 9931 (*)	130.531		-5.448	-125.083	0	4.912
- Syria OCHA ERF-DMA-0511-043	302.244			-87.041	215.204	
- Syria UNICEF 2013	117.996			-49.939	68.056	
	9.126.685	0	-8.892	-2.573.294	6.544.500	6.411
PREVIOUS YEARS' PROJECTS						
- Bangladesh DCI-NSAPVD/2010/208-604 (*)	215.277		-108.523	-106.753	0	38.880
- Bangladesh DRR Tdh-L and Tdh-NL BD-026A (*)	69.748		-9.046	-60.702	0	413
- Burma MAE 9652/TDH/BUR (*)	95.076		-57.584	-37.492	0	22.294
- Child Guardian Italia	6.945				6.945	
- Ivory Coast DCI-NSA-PVD/2009/206-174 (*)	221.222		-42.976	-178.246	0	26.555
- Ivory Coast MAE AID 8925.01.1	70.057				70.057	
- Ivory Coast ECHO/CIV/EDF/2012/01004 (*)	1.111.784		-217.736	-894.049	0	73.344
- Lebanon ECHO/LBN/BUD/2012/91006 (*)	715.917	500.000	-97.688	-1.118.228	0	81.625
- Haiti EIDHR/2012/296-418	256.986			-86.349	170.638	
- Lebanon MAE AID 9520/TDH/LBN	623.690	-56.200		-245.469	322.021	
- Lebanon MAE L12-B001 AID 9716 (*)	124.220		-6.140	-118.080	0	3.951
- Lebanon Tdh NL LB-001A (*)	124.828		-41.463	-83.365	0	37.359
- Lebanon UNICEF PCA/LEBA/2012/-12 (*)	32.316		4.852	-37.168	0	-4.852
- Mauritania CSA "PLIACEM"	63.395	74.975		-91.423	46.947	
- Namibia EIDHR/2011/266-196 (*)	202.415		-19.131	-183.284	0	5.061
- Nicaragua DCI-EDUC/2010/255-169 (*)	199.182	-26.500	-61.608	-111.075	0	61.608
- Nicaragua Fondaz. S. Zeno "Case del Sole Managua" (*)	26.010		-3.982	-22.028	0	3.782
- Palestine ENPI/2012/296-210	1.417.914			-417.567	1.000.347	
- Palestine DCI-HUM/2009/206-810 (*)	104.330		-41.842	-62.488	0	12.192
- Palestine MAE Gaza 9775/TDH/GAZA/2	18.165		-4.243	-13.913	9	3.446
- Palestine Fondaz. Zanetti "Case del Sole Beit Ula" (*)	8.113		677	-8.790	0	-677
- Peru Cariplo Caffè 2 (*)	47.772		-18.659	-29.113	0	-462
- Peru CUCI (Un. PR) "Sacha Inchi"	26.219			-23.245	2.974	
- Syria AGIRE (*)	2.717	12.539	-6.626	-8.630	0	6.626
- Syria OCHA ERF-DMA-0511-015 (*)	34.271		-9.014	-25.257	0	4.335
	5.818.570	504.815	-740.732	-3.962.715	1.619.938	375.478
TOTAL PROJECTS	14.945.255	504.815	-749.623	-6.536.008	8.164.438	381.889

(*) Project completed during 2013.

CHILD SPONSORSHIP

Description	Residual funds as of 01/01/13	Use of funds restricted for Child Sponsorship for coverage of projects' expenses	Reallocation to residual institutional amounts available	Use of residual institutional amounts available for coverage Child Sponsorship expenses	Tdh's contributions for project co-financing	Collection 2013 net of amounts for covering general expenses	Disbursements for programs (Ω)	Residual amounts to be allocated (Υ)
- Bangladesh	9.851			1.101	-35.323	337.920	-313.550	0
- Burma	0			45.909	-47.657	167.030	-165.282	0
- Burkina	50.250		-22.000			177.815	-150.880	55.186
- Colombia	4.551					71.880	-73.969	2.462
- Ivory Coast	54.433				-44.561	142.457	-134.076	18.254
- Ecuador	13.406		-12.000			251.337	-228.499	24.243
- Jordan/Iraq	0			7.940		36.700	-44.639	0
- Haiti	55.003		-6.000		-35.947	102.864	-80.254	35.666
- India	0		-7.215			75.219	-68.004	0
- Lebanon	27.299		-8.000		-39.275	54.263	-7.380	26.908
- Mauritania	49.644		-22.000			114.306	-91.881	50.069
- Mozambique	25.983		-12.000			138.162	-126.495	25.650
- Namibia	15.724			16.105	-88.030	56.201		0
- Nicaragua	108.455		-96.912			299.162	-248.523	62.183
- Palestine	45.403				-12.468	100.326	-100.348	32.913
- Peru	115.103	-83.550	-8.000		-40.028	215.158	-171.253	27.430
- Syria	0			11.385		5.658	-17.043	0
- Thailand	652		-1.809			94.280	-93.123	0
- Zimbabwe	0					96.229	-87.905	8.324
	575.758	-83.550	-195.936	82.439	-343.289	2.536.967	-2.203.104	369.286
	=====	=====	=====	=====	=====	=====	=====	=====

Please find below a description of the columns provided in the table above:

- the column under “Residual funds as of 01/01/13” refers to surplus funds of previous financial years;
- the column under “Use of funds restricted for Child Sponsorship for coverage projects' expenses” indicates the amounts of funds restricted for Child Sponsorship used to cover expenses related to projects co-financed and closed;
- the column under “Reallocation to residual institutional amounts available” highlights the destination of residual amounts of Child Sponsorship closed programs to institutional available funds of the Foundation;
- the column under “Use of residual institutional amounts available for coverage Child Sponsorship expenses” shows the amounts of available funds allocated for covering expenses connected to Child Sponsorship programs;
- the column under “Tdh’s contributions for projects co-financing” refers to contributions made by Tdh for co-financing projects in Developing Countries;

- the column under "Collection 2013" indicates the sums collected for the Child Sponsorship Programs, deducted a percentage of 20% which was allocated for covering expenses connected to the Foundation organizational structure.

Overall, the funds already being used in programs (columns Ω) amount to 8.739.112 Euro, while the residual funds to be allocated for expenditure (columns Υ) amount to 8.533.723 Euro.

D 4 - Tax payables

I t e m s	31/12/2013	31/12/2012
Payables to Treasury for advance whit holding tax on employees and self-employed	41.592	37.732
	<u>41.592</u>	<u>37.732</u>
	=====	=====

D 6 - Other payables

I t e m s	31/12/2013	31/12/2012
Accrual for extra monthly salary (14th salary) and contributions due	49.009	44.554
Payables to various	105.172	57.933
	<u>154.181</u>	<u>102.487</u>
	=====	=====

* * * * *

I N C O M E

Income from contributions

Income from contributions amount to 8.739.112 Euro. They include the contributions actually paid during the period compared to the reported costs incurred in the various projects funded by the Foundation.

The detail of income from contributions is shown in the tables presented in the paragraph "Breakdown of collected amounts, uses and surpluses funds for future interventions", column "Disbursements for programs".

Final surplus from financed projects

Final surplus amounts connected to financed projects, equal to 388.503 Euro, are listed under the column "Final Surplus/Deficit" in the table at page 69.

Financial income

I t e m s	31/12/2013	31/12/2012
- Interests		
* on securities conferred for equity and other financial transactions	45.924	18.080
* on bank and postal accounts	7.767	3.465
	<u>53.691</u>	<u>21.545</u>
	=====	=====

Extraordinary income

I t e m s	31/12/2013	31/12/2012
- Contingent assets and credit bonuses	16.558	8.502
- Positive differences of foreign exchange rates and currency cash	893	3.921
	<u>17.451</u>	<u>12.423</u>
	=====	=====

Funds raised to cover general expenses

I t e m s	31/12/2013	31/12/2012
- Funds available from institutional fundraising	702.397	711.807
- Funds from Child Sponsorship's restricted reserve		
- Funds from Child Sponsorship's fundraising	574.032	607.281
	<u>1.276.429</u>	<u>1.319.088</u>
	=====	=====

For further details please see the table at page 67.

CHARGES

Costs for projects

Costs for projects amount to 8.739.112 Euro. These costs include the expenses actually paid and reported during the period compared to the contributions distributed in the various projects funded by the Foundation.

The detail of costs for projects is shown in the tables presented in the paragraph "Breakdown of collected amounts, uses and surpluses funds for future interventions", column "Disbursements for programs".

In residence co-operators on projects

The item, amounting to 328.454 Euro, includes the costs of the collaborators engaged for developing institutional and communication projects with an increase of 26.450 Euro compared to the previous financial year.

General and administrative expenses

I t e m s	31/12/2013	31/12/2012
- Personnel		
* Salaries	357.774	326.194
* Social security costs	90.913	80.040
* Employee severance indemnity	25.230	25.081
* Total costs of personnel	473.917	431.315
- Secretary General's remuneration and charges	96.623	99.864
- Tdh Italy President's remuneration and charges	41.841	41.957
- External collaborators and conscientious objectors	3.938	0
- Board of Statutory Auditors' fees	4.000	3.894
- Audit certification of financial statements	26.500	39.200
- Lease of office and relative expenses	63.310	69.032
- Electricity and gas	12.337	11.158
- Professional cleaning of premises	12.912	12.342
- Telecommunications	25.523	23.947
- Cost of mailings, couriers and shipments	55.569	41.265
- Stationery and photocopies	5.659	9.524
- Maintenance and repair	1.185	2.567
- Rents	1.874	1.824
- Travel costs	24.417	29.051
- Associations and membership fees	44.302	48.223
- Insurances	6.736	6.804
- Legal and administrative advices	44.846	49.527
- Maintenance of E.D.P. programs and assistance service	30.395	29.290
- Sundry overheads	18.700	22.125
- Subscriptions and publications	9.923	9.438
- Translations and sworn translations	2.247	5.862
	1.006.752	988.207
	=====	=====

The most significant increases, compared to previous financial year, were registered in the expenses for human resources and for the costs of mailings, couriers and shipments.

Overall personnel costs amount to 473.917 Euro with an increase of 42.602 Euro compared to the previous financial year due to the increased number of employees, from ten in 2012 to eleven in 2013.

The costs for mailings, couriers and shipments amount to 55.569 Euro with an increase of 14.304 Euro compared to the previous financial year.

Promotional and fundraising charges

I t e m s	31/12/2013	31/12/2012
Photographic and video documentation	10.305	12.586
Entertainment expenses and promotional activities	2.971	414
Projects' feasibility studies		
Training courses	955	
Working groups		245
T.D.H. News	18.973	17.820
Support and membership in other Entities	28.292	31.317
Website	17.950	18.817
Events on institutional themes	99.127	80.274
Fidelization and donors' acquisition campaigns	97.414	119.370
Corporate	4.442	3.886
Institutional and Christmas campaigns	8.302	18.732
	<hr/>	<hr/>
	288.730	303.461
	=====	=====

The most significant increase, compared to previous financial year, was registered in the expenses for the events on institutional themes.

The expenses for the events on institutional themes amount to 99.127 Euro with an increase of 18.853 Euro compared to the previous financial year mainly due to the costs incurred for the execution of the advocacy project, namely the Campaign "INdifesa".

Deferred charges and depreciation

I t e m s	31/12/2013	31/12/2012
<u>Deferred charges</u>		
- Software licenses	1.792	398
- Concessions, licenses and trade marks	1.500	0
	-----	-----
	3.292	398
	-----	-----
<u>Depreciation</u>		
- Office furniture	15	250
- Electronic office equipment	3.111	4.665
- Plants and equipment	131	3.558
	-----	-----
	3.256	8.473
	-----	-----
<u>Allowance for bad debts included in the current assets</u>		
- Allocation for doubtful accounts	46.197	21.197
	-----	-----
	52.746	30.068
	=====	=====

Financial expenses

I t e m s	31/12/2013	31/12/2012
Bank commissions and expenses	19.442	14.315
	=====	=====

Extraordinary expenses

I t e m s	31/12/2013	31/12/2012
Contingent liabilities and debit bonuses	12.400	8.563
Negative differences of foreing exchange rates and currency cash	20.935	9.883
	-----	-----
	33.336	18.446
	=====	=====

Final deficit from financed projects

Deficit connected to financed projects, equal to 6.614 Euro, is listed under the column "Final Surplus/ Deficit" in the table at page 69.

Milan, 29 April 2014

Originally signed by: The President
Raffaele Salinari