



**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 2018***

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**ANNUAL REPORT FOR FISCAL YEAR 2018**  
**Foundation Terre des Hommes Italy**

## PREAMBLE

This report was drawn up in conjunction with the approval of the 2018 financial statements and provides information about the activities carried out by Terre des Hommes Italia (TDH Italia) during the reference year.

## 1. INTRODUCTION

This report, drawn up with the contributions of the main staff, informs about:

- institutional activities;
- external relations;
- organization of the headquarters;
- operational activities carried out **during the year 2018** divided into three strategic sectors that summarize the mission of the Foundation:
  1. Interventions in developing countries: “ **The projects**”.
  2. Awareness raising activities of the civil society, condemn and protection of the rights of the child: “ **advocacy**”.
  3. **Communication and fund raising** activities from private citizens and companies.

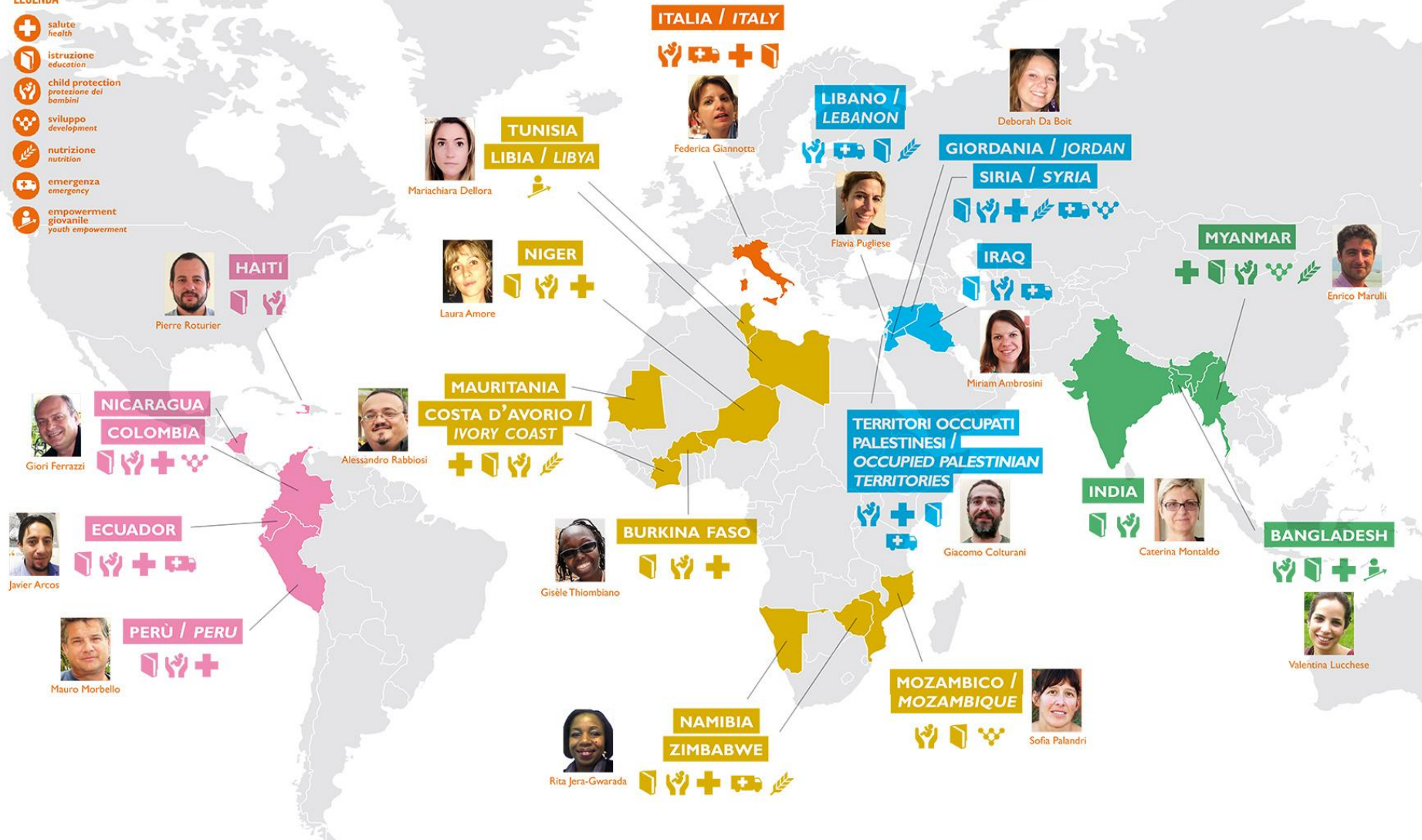
# PROGETTI NEL MONDO / PROJECTS IN THE WORLD

[www.terredeshommes.it](http://www.terredeshommes.it)

**Terre des hommes**  
Proteggiamo i bambini insieme

## LEGENDA

-  salute / health
-  istruzione / education
-  child protection / protezione dei bambini
-  sviluppo / development
-  nutrizione / nutrition
-  emergenza / emergency
-  empowerment giovanile / youth empowerment



## 2. INSTITUTIONAL ACTIVITIES

### 2.1. Statutory changes and renewal of the board and committee

During this year, no statutory changes were made to the charter. The composition of the Board, approved by the Standing Committee on the 12<sup>th</sup> of December 2016, will remain in office until December 2019. In December 2018 President Salinari resigned due to private reasons and on Dec. 18th the Board elected Donatella Vergari, counselor and Secretary General, who will take temporarily both roles until Dec. 2019. This is the composition of the Board during 2018:

Name	Profession	S	Funcion	Years of experience as Board Member
Raffaele K. SALINARI	Surgeon	M	President	16
Donatella VERGARI	Jurist expert in NGO	F	Secretary General	18
Carlo FOSSATI	Notary	M	Counselor	12
Alessandro CUNIETTI	A.D. Publisher House	M	Counselor	5
Monica GAMBIRASIO	Attorney	F	Counselor	5

The Board of Statutory Auditors presently comprises of:

Rag. Vittorio Bellotti – President; members: Dr. Michele Aita, Dr. Luigi Gallizia di Vergano

Alternate members: Dr. Giacomo del Corvo, Dr. Andrea Visconti

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

### 2.2. Activities of the Board of Directors

In 2018, the Board of Directors met four times and the Permanent Committee met twice. In compliance with the statutory rules in May 2018's meeting, the 2017 financial statements were approved. The financial statements were certified by the independent company **Crowe Horwath** and published in the **journal "Internazionale"** (No. 20 July 2018) and on the **Foundation's website** (p. <https://terredeshommes.it/informati/>). The **2018 Annual Report of the Foundation** was presented in October 2018, at the **Senate of the Italian Republic** in Rome, during the launch of the **Indifesa** campaign.

The Board of Directors and the Board of Auditors continued to monitor internal procedures, the Code of Ethics, the organizational model pursuant to Legislative Decree 231, and the Anti-fraud Code. New procedures were approved about how to denounce criminal episodes and unfair behaviours (mobbing, harrassments, abuses, thefts, etc.) by TDH personnel both in headquarters and delegations. In addition, in 2018 TDH Italia underwent many audits carried out by independent companies; in addition, Ria Grant Thornton S.p.a. carried out financial controls of the intermediate and final reports of the EU and MAE projects. In July 2018 TDH Italia was subject to the two-year Audit carried out by EU DG ECHO European Civil Protection and Humanitarian Aid Operation, thanks to which the Partnership Agreement was renewed.

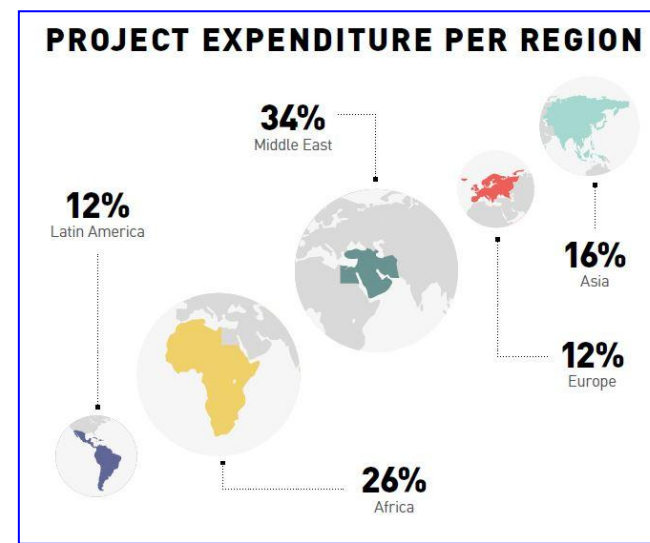
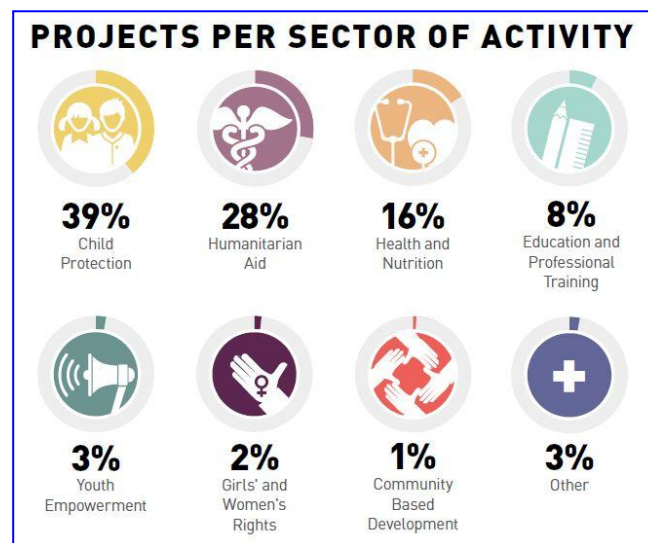
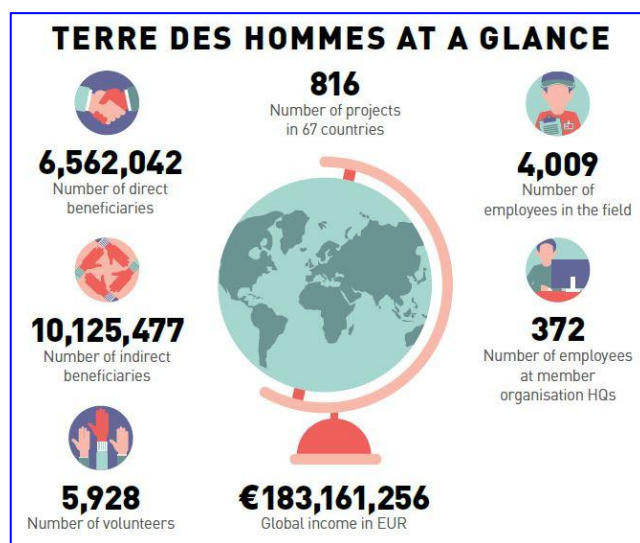


### 3. External Reports

#### 3.1 Relationship with TDH International Federation (TDHIF)

In November 2018 the annual General Assembly of the Terre des Hommes Federation was held in Milan, Italy. During the assembly a path of renewal for the Federation was approved, which will last throughout 2019 and 2020 and which should help the federation to increase the efficiency and effectiveness of its initiatives as well as its authority towards decision makers and civil society at national and international level. The perspective and the mission will be reconsidered in order to make it more consistent with the work of each single TDH, but at the same time to unify it for everyone so long as to be more compact and complementary in the action. In addition to *Bellagio Process*, TDHIF is also a member of other alliances including: the Child Labor Eradication Alliance, the Global Partnership to End Violence Against Children, the International Civil Social Center and is holding the vice presidency of Child Right Connect, as well as it is effective member of CONCORD. Terre des Hommes Federation runs two of the most important campaigns shared by all members: Destination Unknown Campaign and Children Win Campaign, the first on migrant children and the second on children's rights in sport. The first helped to point out the problem of migrant children in the Global Compact.

#### The numbers of the TERRE DES HOMMES movement in 2018



### 3.2. Relationship with the NGO world

#### IN ITALY

Please note that TDH Italy is among the promoters and founders of:

| **Italian Coordination of International Networks (CINI)**. This is a **coordination structure** that brings together Action Aid International, AMREF, Save the Children Italy and VIS. TDH Italy held the **presidency** in 2018.

| **TDH Italia is also part** of the coordination of the **NGOs of Lombardy (Co.Lo.mba)**, of the **Committee for the Promotion and Protection of Human Rights**, which includes over 60 NGOs and Italian associations, **the Working Group for the Agreement on Children and Adolescents Rights**, **The Coordination of the Middle East Platform**, and the **"Sbilanciamoci" Campaign**.

Due to its advocacy work towards children and adolescence in Italy, since 2015 TDH Italia is a member of:

- **National Observatory for the fight against pedophilia** (Presidency of the Council of Ministers / Dep.PPOO)
- **National Observatory for Children Protection** (Interministerial Observatory)
- **Working Group on the CRC** (which annually drafts a report on the state of application of the UN Convention on Child's Rights in Italy)
- **Monitoring Committee at the Italy's Advertising Standards Authority**
- **Support organization of the Child Rights Guarantor for the city of Milan**
- **Partner of National Child Rights Guarantor** for the implementation of the 47/2017 law for the training of unaccompanied migrant minors tutors in 4 Italian regions.

#### ABROAD



Through TDHIF, TDH Italia is founder member of **CONCORD**, **UN ECOSOC** and the **Organizing Committee of the Social Forum**. It attends various international coordinations, such as the **Coalition to Stop the Use of Child Soldiers** and the **Monitoring Committee on the law against child sexual exploitation and Traffic**. It also attends **EPIM**, The European Program for Integration and Migration along with other 11 international Foundations (Missing children, Child Circle, Ecpat, etc.), and is also member of **FIFA's Human Right independent Board**. Moreover it collaborates indirectly with many European NGO that deal with Child Rights.

### 3.3 Relations with institutional funders

#### 3.3.1. EUROPEAN UNION, UNITED NATIONS AGENCIES AND OTHER CO-OPERATIONS

Also in 2018, cooperation continued with the budget lines of the **EU Commission**, in particular: **ECHO**, humanitarian aid the line **for non-state actors and local authorities**, the line **Human rights and democracy**, and also the **European Development Fund (FED)** as well as various trustees.

In addition to the usual European budget lines, TDH Italia also receives funds by the **EU Regional Trust Fund in Response to the Syrian Crisis** called **MADAD** for the development of inclusive education in crisis areas. Other proposals were drawn up during the year for further Departments other than EuropAid such as the **Trust Fund for Food Security** for which at the end of 2018 a project was achieved in Mauritania to increase the resilience of young people and offer job opportunities in consortium managed by the French Red Cross, which will start in the first months of 2019 for a period of 48 months.

Cooperation have been kept strong with the **UN Agencies, UNICEF, UNHCR, OCHA, UNDP agencies** especially, but not only, **for interventions in favour of the Syrian population affected by the conflict** in Lebanon, Syria and Iraq. In Haiti, TDH Italy continued its cooperation with the **CVR section of MINUSTAH, changed into MINJUSTICE at the end of the year** to support Minors in conflict with the law and with ONUFEMME to improve the female prisoners status. In addition to the United Nations in Haiti, TDH Italy conducted throughout the year an important Juvenile Justice project funded by the **CANADIAN Cooperation** in the Ivory Coast it continued its cooperation with **AFD** (French Agency for Development Cooperation) for the reconstruction of primary schools in the north of the country, in the areas previously destroyed by civil war. TDH Italy has also consolidated funds of other cooperations such as **the Dutch, German and Luxembourg Governmental Cooperation** through the cooperation with the other national TDHs, and the **Polish one**, the **Monegasque one** and the **AMADE intergovernmental Foundation of Monaco Princes**.



#### 3.3.2. PUBLIC AID FOR ITALIAN DEVELOPMENT – Relationship with the Italian Development Cooperation Agency of the MAECI

TDH Italy is registered in the register of recognised organisations by the Ministry of Foreign Affairs with the record 2016/337000275/6. In 2018 it asked for and obtained the renewal of the registration in the governmental Register of the NGOs for the development and with this it has raised the number of emergency initiatives financed by AICS in addition to those in favour of refugees in Libya, as well as those already in place in Lebanon, Syria, Jordan and Palestine, and in Zimbabwe.

In 2018 two co-financing instances were also presented to the AICS call for tenders for Niger and for Lebanon, for which no result has been provided yet while the Mozambique project was activated and approved at the end of the previous 2017 fiscal year.





#### 4.1.1. Headquarters team

In 2018, there were no substantial changes except for a turnover in administration that did not substantially change the composition of the headquarters staff, which is **23 employees**. During the second half of 2018 Paige Hahn, a former stagiaire, joined the Communication team to take care of fundraising for a new entity: Friends of Terre des Hommes Italy. The headquarters human resources are distributed as follows:

HQ	Full Time	Part Time
Directorate SG	1	
Secretary	1	
Project manager	4	
Advocacy and Domestic Programs	2	
Child sponsorship	3	
Financial Department	3	2
Communication, Fundraising Database management and Press Office	6	
<b>Total</b>	<b>21</b>	<b>2</b>

Of the **23** permanent staff members in 2017, with a very low turnover, we must add the **collaboration of an IT manager** and **about thirty volunteers who have been taking turns** for many years to offer their work in the office, particularly in the follow-up of the Child Sponsorship program. In addition, there are several interns from professional institutions and universities.

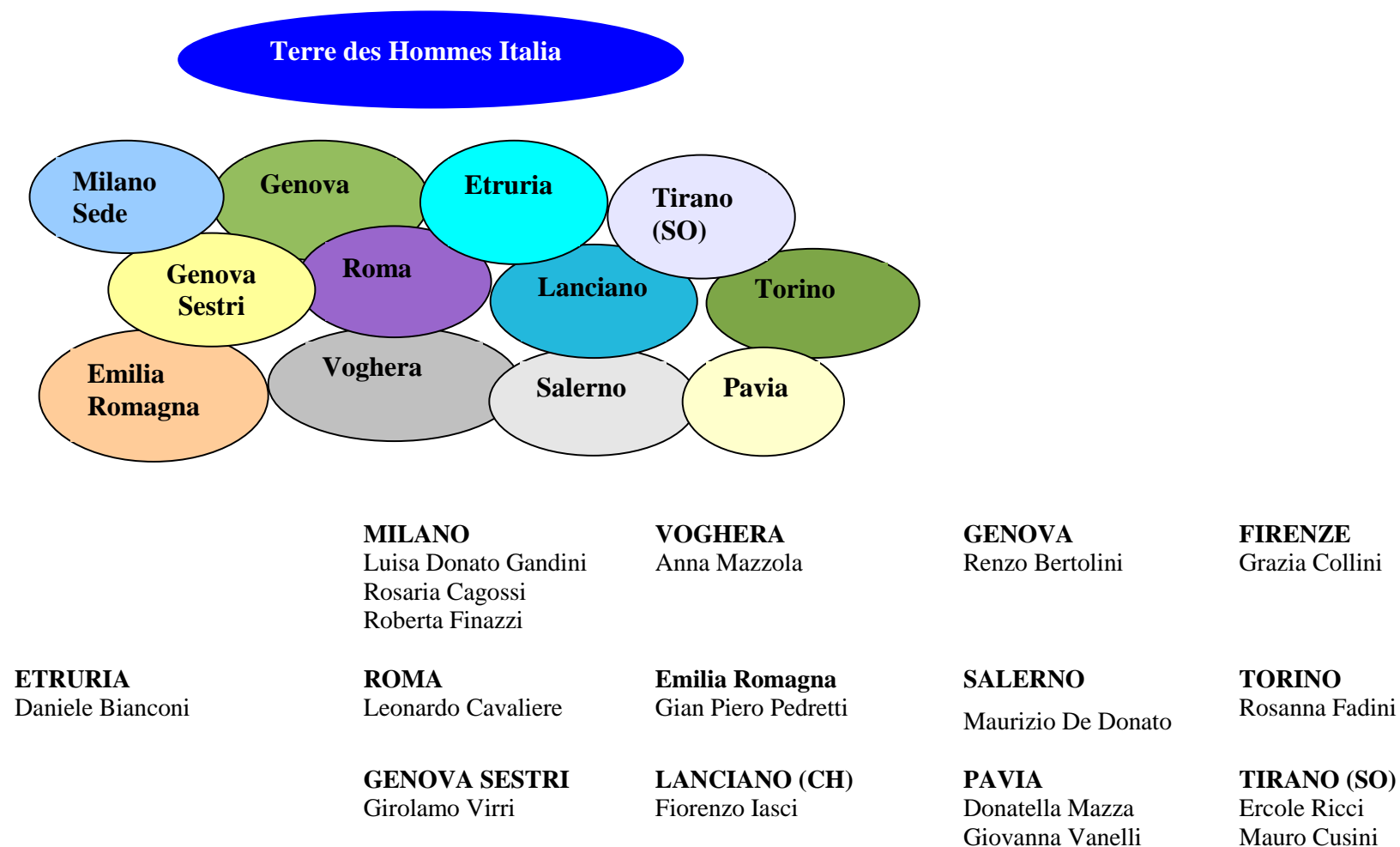
#### External Consultants

Studio Legale Avv. Pietro Chiaraviglio  
Studio legale Avv. Nataniele Gennari  
Studio Michele Tommasini Degna  
Crowe AS S.p.A.  
Ria Grant Thornton S.p.a.  
Studio EP2000  
G-Solution di Giovanni Copelli  
Vanoncini Sas  
Petroniana Viaggi e turismo SRL

Legal Advice  
Legal Advice for Privacy Compliance  
Notary Office  
Audit certification of financial statement  
Audit Projects  
Payroll  
IT manager IT consulting, security systems, network system software  
"Mago" Accounting Management System  
Travel agency

Work at the headquarters is accompanied by the work of the volunteers of the **Working Groups**, which in 2018 are raised to about **120 people** active in the territory in spontaneous groups not constituted in the association.

**Offices and managers of the consolidated and active working groups on the National territory:**



#### **4.1.2. Expatriate Staff**

During the year, **123 co-operating coworkers** were employed for the projects **abroad**, including: 80 expatriate workers (**30M and 38F**), **16 Delegates** (9F- 7M), as well as 7 **volunteers / intern abroad** (M4 and F3), and 5 **expert consultants (4F and 1M)** on short missions, particularly for psychosocial interventions. **In Italy**, in addition to the headquarter staff, for the projects in favor of unaccompanied foreign Minors in Sicily and Ventimiglia **43 employees** (31 M e 12F), including **21 freelance consultants** among lawyers, doctors, psychologists and mediators on call were employed.

The **local employees** in the countries and in the projects were about **1500 people** between land **coordinators, technical, administrative, logistic and order personnel**.

TDH Italia has organized **representations** in the countries in which it operates, headed by a **DELEGATE**, precisely in:

#### **Middle East**

- One representative in Palestina (F)
- One representative in Giordania (F)
- One representative in Siria (F)
- One representative in Iraq (F)
- One representative in Libano (M)

#### **Africa**

- Un rappresentate in Libia (M)
- One representative in Burkina Faso (F)
- One representative in Costa d'Avorio(M)
- One representative in Mozambico (F)
- One representative in Mauritania (M)
- One representative locale in Zimbabwe (F)

#### **America Latina e Centro America**

- One representative in Nicaragua -Ecuador – Colombia (M)
- One representative in Perù (M)
- One representative in Haiti (F)

#### **Asia**

- One representative in Bangladesh (F)
- One representative in Birmania/Myanmar (M)



## COMMUNICATION AND FUNDRAISING FROM PRIVATE DONORS

### Fundraising activities and communication in 2018

2018 marked an overall positive result from fundraising from private donors, grown by 5.4%. But many shadows are behind the final data. First of all, Child Sponsorship is starting to crack, so far the most effective continuous response to children and their communities needs. After the fast-growing trend years enabling our organisation to guarantee education, health and protection from violence to thousands of children around the world, contraction has been almost dramatic in the last five years, suffering percentages decreasing of an average 8 % and more and more decreasing data. The organisation responded with a progressive diversification of the streams of revenue. During 2018, direct fundraising on the website started to grow again (even in the face of a significant increase of visitors), we launched the Proteggimi Card (which in the first year raised more than 25,000 euros, introduced fundraising on Facebook ( the "fundraiser"), increased the fundraising campaign "Indifesa" and encouraged local groups to involve increasingly the territory. Throughout 2018 we also returned to promoting a phone fundraiser, even if the results (51.000 euros collected) are significantly lower than in the past.

The most significant increase was certainly the "Un pacchetto per un dono" ("A package for a gift") campaign involving about 400 Douglas / La Gardenia group stores and achieving a gross collection of 410,000 euros in 2018, 80,000 euros more than the previous year.

After years of growth, the face to face new memberships collection for Le Case del Sole has instead suffered a significant contraction. The cause, probably, was a multiplicity of factors including the increasing competition and the increasingly hostile climate regarding projects that do not concern the Italian territory. In 2018 the memberships decreased from 1300 to 560. On the other hand, the total funding rose from 319.173 to 400.547 euros, taking advantage of the positive results of previous years. In 2019, despite of our effort to invert the negative trend of new subscriptions, we will have to expect a reduction in revenue in any case.

A novelty for Terre des Hommes fundraising was our participation in a gala dinner organised by Rome Film Festival. The sum of 41,250 euro collected throughout the event, will be used to finance the birth of the Timmi's House (Casa di Timmi), the first shelter for children victims of violence or temporarily removed from the Terre des Hommes family unit.

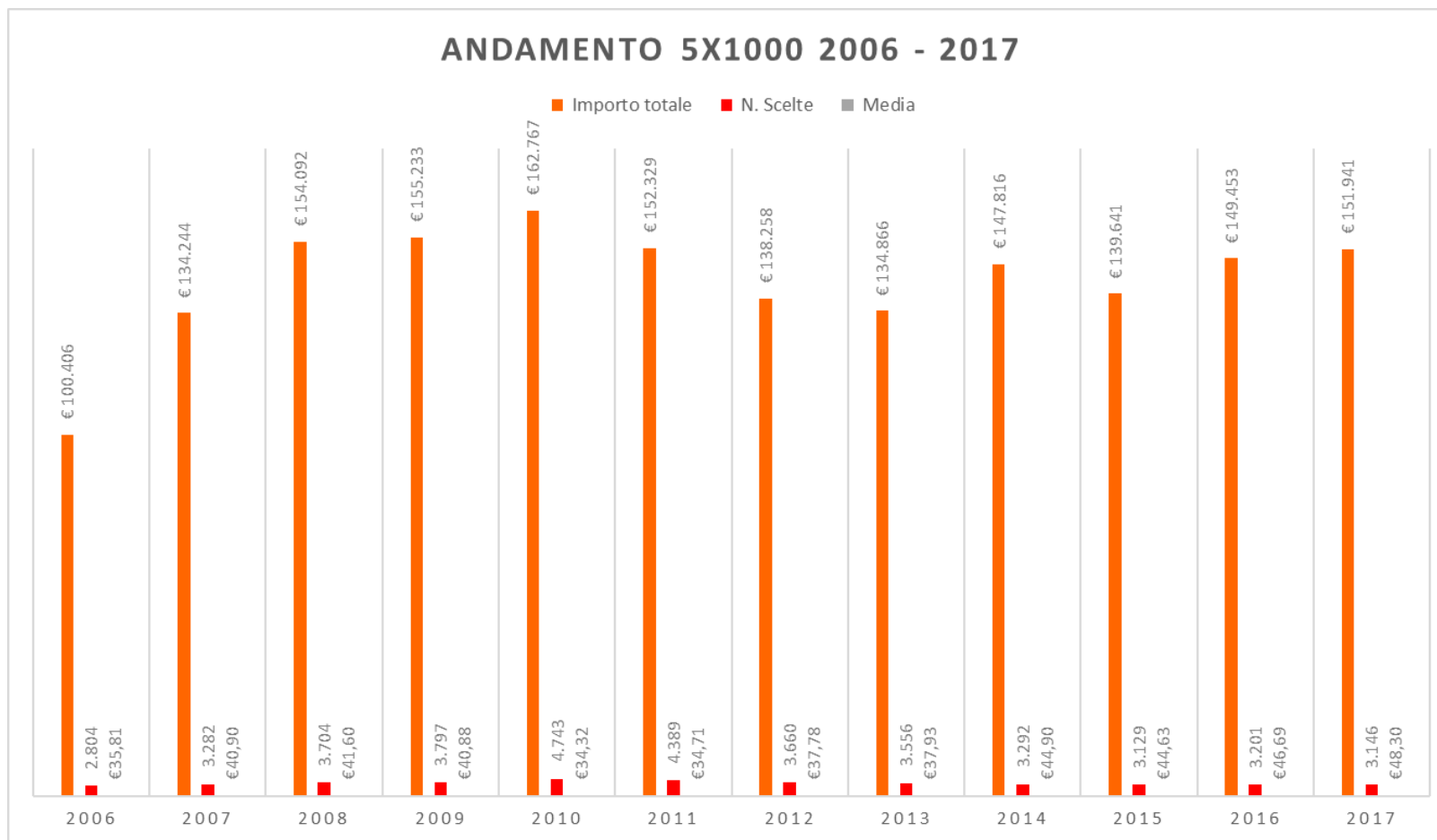
Activities	Accomplished Results 2018	2019 targets
Solidarity Party Favor	6.513 euros	10.000 euros
Fundraising from Website	98.196 euros	120.000
<b>Superegali</b>	17.089 euros	23.000
<b>eNewsletter</b>	121.000 recipients on db, the main Newsletter has approx 93.000 recipients	125.000
<b>Social Network</b>	Facebook 124.210 Twitter 18.400 Instagram 5.006	+5%
Regular Donors (Case del Sole) from face to face	560	650
<b>Case del Sole donations</b>	400.547 euros	420.000

Child Sponsorship	222 new requests	280
Websites Traffic	Terre des Hommes institutional website: 141.692 visitors Nonscuoterlo: 17.465 Superegali: 104.000 unique visitors indifesa: 38.000 Total : 301.157	350.000
<b>Facebook Fundraiser</b>	12.667 euros	30.000
<b>Working groups</b>	18.280 euros	20.000
<b>Corporate Christmas</b>	63.006 euros	65.000
<b>Proteggimi Card</b>	25.985 euros	35.000
<b>“Un pacchetto per un dono”</b>	410.925 euros (including remaining 2017)	420.000
<b>Indifesa Campaign</b>	58.386 euros	70.000
<b>Italy Online without destination</b>	17.812 euros	20.000
<b>Italy without destination</b>	94.811 euros	120.000
<b>SMS campaign</b>	51.369 euros	60.000

#### **Data from 5x1000 (fiscal year 2017)**

The 5x1000 fundraising remains substantially stationary. Despite a greater attention in communicating to our supporters through customised communications (paper, mail and video), the choices slightly decreased (from 3,201 to 3,146) compared to a slight increase in revenue (from 149,453 to 151,491 euros).

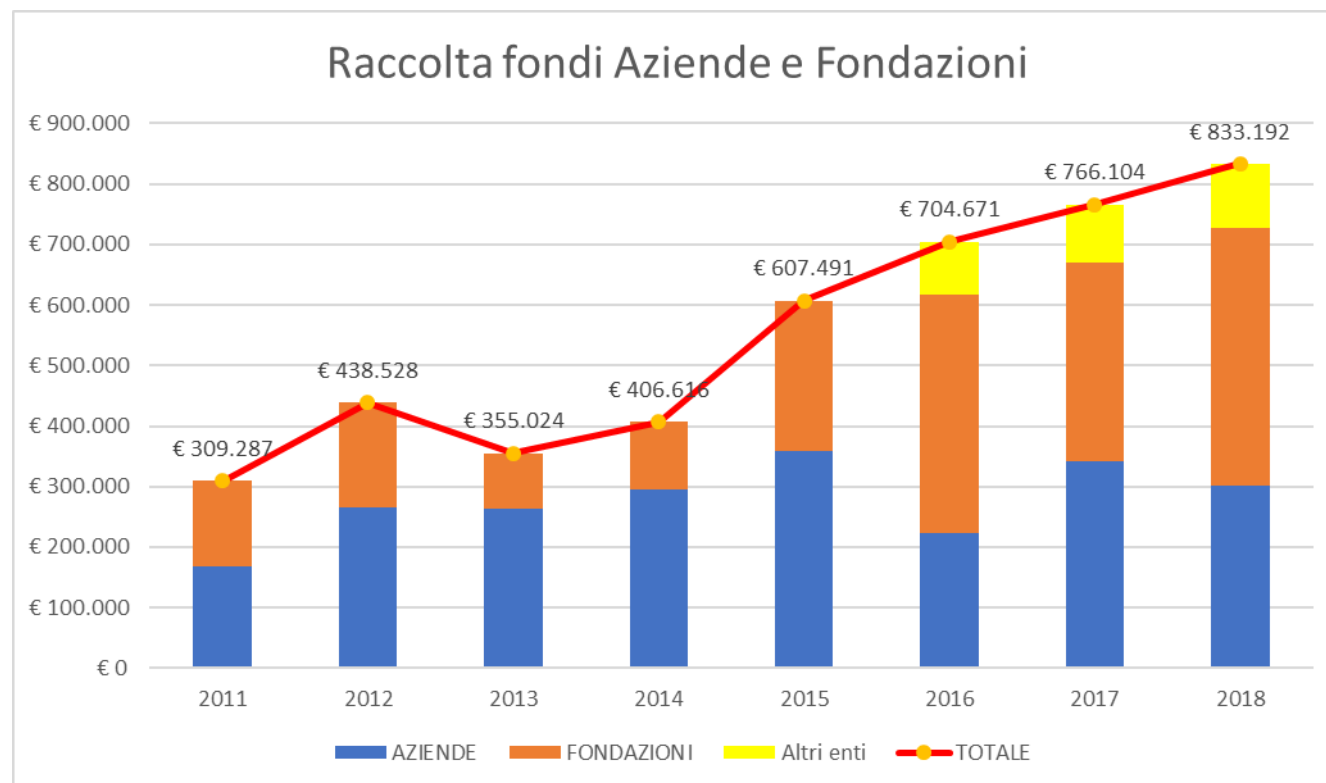
## Trend 5x1000 years 2006-2017



## Companies

In 2018 revenues from companies and foundations balanced with 2017, following a strong increase observed in 2015, the positive trend continued as shown in the chart, with continuous changes between companies and foundations over the years managing to balance out overall.

## Corporate and foundations fundraising



Examining the total values, in fact, there was an **increase of +8.76% on the total** fundraising of companies and foundations and other entities.

Year	companies	foundation	Other institutions	TOTAL	Δ% companies	Δ% foundations	Δ% other	Δ%
2011	€ 167.479	€ 141.808	€ 0	€ 309.287				
2012	€ 266.527	€ 172.001	€ 0	€ 438.528	59,10%	21,30%		41,80%



<b>2013</b>	<b>€ 263.324</b>	<b>€ 91.700</b>	<b>€ 0</b>	<b>€ 355.024</b>	-1,20%	-46,70%		-19,00%
<b>2014</b>	<b>€ 295.537</b>	<b>€ 111.079</b>	<b>€ 0</b>	<b>€ 406.616</b>	12,20%	21,10%		14,50%
<b>2015</b>	<b>€ 359.322</b>	<b>€ 248.169</b>	<b>€ 0</b>	<b>€ 607.491</b>	21,60%	123,40%		49,40%
<b>2016</b>	<b>€ 223.914</b>	<b>€ 393.026</b>	<b>€ 87.731</b>	<b>€ 704.671</b>	-37,70%	58,40%		16,00%
<b>2017</b>	<b>€ 341.368</b>	<b>€ 329.586</b>	<b>€ 95.149</b>	<b>€ 766.104</b>	52,50%	-16,10%	8,50%	8,70%
<b>2018</b>	<b>€ 301.596</b>	<b>€ 425.048</b>	<b>€ 106.548</b>	<b>€ 833.192</b>	-11,65%	28,96%	11,98%	8,76%

As expected, companies suffered a decrease of 11% compared to 2017, but balancing with previous years. The sector trends are not encouraging for the future, highlighting a decline in private donors' trust towards NGOs and therefore towards companies, clearly careful toward the interests of their own customers, which confirm a clear propensity to donate for projects in Italy.

It is therefore essential to keep strengthening the visibility of the Italian organisations and activities, as well as developing activities towards the most aware foundations and company interlocutors.

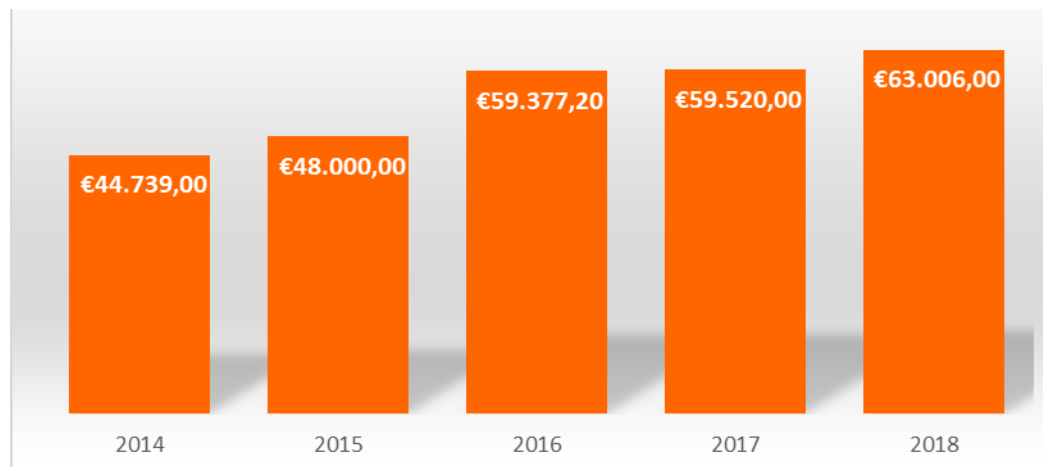
Among the activities developed in cooperation with the companies and their employees last year, **the second edition of "a package for a gift"** Christmas Campaign should be mentioned. In December we observed the constant presence of Terre des Hommes' stands in 408 high flow perfumeries **Douglas, Limoni and La gardenia** throughout Italy. Numbers improved further, the campaign involved almost 700 people collecting over **400 thousand euros**, cashed by companies direct contribution (**70 thousand euros**) and the customers donations from shops, obtaining a net margin higher than 50 thousand euros.

This year the impact of the campaign has been relevant once again aligning with the economic and human resource effort required by the project, so we are on the right road to go on with the successful experience in 2019 too, on condition that corporate partners confirm their indispensable participation.

<b>Costs</b>	
Employees	€ 222.232,00
Other project costs	€ 126.135,00
<b>Total</b>	<b>€ 348.367,00</b>
<b>Revenue</b>	
Companies contribution	€ 70.000,00
Donations	€ 330.015
<b>Total</b>	<b>€ 400.015</b>
<b>Net revenue</b>	<b>€ 51.648</b>



Also the data related to the **Christmas Companies Campaign** showed an increase of 5.86% compared to 2017, consolidating the excellent results of the previous two years and exceeding the threshold of 60 thousand euros. In addition to the companies that have been supporting us for several years with a certain fidelity and closeness to the cause, there is a clear presence of a constant turnover typical of the activity where a customised offer joint to communication and promotion activities on the Solidarity Christmas are the winning factors



	2014	2015	2016	2017	2018
amount	44.739,00 €	48.000,00 €	59.377,20 €	59.520,00 €	63.006,00 €

Main partners among companies and foundations in 2018:

888 Software Products Srl; A.Gen.Spe.Co. S.r.l; A.L.G. SNC; A.S.S.A S.P.A.; AD Solutions; Adriatica Commerciale Macchine Srl; Agricola Internazionale S.r.l.; Airbnb; Alchimia Energy 1 srl; Alfa Valvole srl; Amade Mondiale; AMAZON ITALIA SERVICES; Ankorgaz s.p.a.; Apsovsementi S.p.A.; Arredamenti Prestinari s.a.s.; Audatex Italia Srl; Audioshop Snc; Awair srl; B.L.M. srl; BIC ITALIA SPA; Bip Business Integration Partners; BMP Comunicazione S.r.l.; BNL SPA; Breathing S.r.l.; BS HOLDING S.P.A.; CartaSi Spa; Carthusia Edizioni srl; Centro Commerciale Milanofiori; Chiesi Farmaceutici Group; Chiuri; Cigalini Gioielli; Cisco Photonics; CLG Italia; CNP UNICREDIT VITA SPA; Coccato e Mezzetti SRL; Comitato Magic Michael; Computer Assistance S.r.l.; Consulenze srl; Continentale Italiana S.P.A.; CONTROLS SPA; Crio Trans S.r.l.; Cromo -Pharma di Gavioli Ada e C. s.a.s; CROSS HUB SRL; De Lorenzo Spa; Desiobank; Di Folini Danilo Samuele; DI PER DI srl; Diamonds Media; Dimco srl; Direct Channel SRL; DISC to Disc Production & Publishing; Ditta Comarcon Snc; Ditta Conti snc; Divine Rose srl; DUALSET S.r.l.; ECIPA Umbria Scarl; Econova Corporate; Ellania Sas; Emaar Hotels & Resorts Milano Srl; Enghouse Italy srl; EOS SPA; Errecieffe SRL; Eureka Service Srl; Europa World; Europolveri Spa; Eurosette srl; EWI srl; F&M Elettrica; F.lli Brioschi Srl; Facebook; Faliva A. E R.; Faliva Snc; Fambri Camillo Spa; Fantini Marmi; Fantini Mosaici S.r.l.; Farmacie Comunali Cinisello; FAST & FLUID MANAGEMENT S.R.L; Faveto Impianti Tecnologici srl; Ferrari Fratelli Lunelli Spa; FINCHIMICA S.P.A; Flamboyant Viaggi della Travel Art SRL; Fly Gestionale; FME EDUCATION SPA; FOCUS SOC. COOP.; Frignani Virano e Associati; Fulcri srl; Gemelli S.r.l; Giannino Distribuzione Spa; Giaretta Italia Srl; Giordano Gabriella S.a.s; GLAXOSMITHKLINE IHC LIMITED; GM Lavorazioni Meccaniche SRL; Gold Fitness di Nadir Terruzzi

s.a.s.; Google Ireland Limited; GTRADE SYSTEM; G-Trade System; Hic et Nunc s.r.l.; Horizons Radio; Hormoz Vasfi; I.S.B. SRL; Il Giardino Fiorito di Esposito Maurizio; Il Girone dei Golosi; IMMOBILIARE SANTA CRISTINA SRL; Intellienergy Technologies s.r.l.; Ints Italia S.r.l.; Ipg Photonics srl; IPN LLC; Istituto Luce Cinecittà; Itaca Service SRL; J.G. Martin & Partners sas; Jedi Consulting; Kravos & Guadagno Srl; Kyäni Italia; La Gardenia Beauty S.p.A.; La Rocca; Laboratori Farmaceutici Krymi SPA; Lanzeni; Larix Press Srl; Leading Luxury group srl; Limoni S.p.A.; L'Incanto srls; Lozito Ottica srl; Luigi Lavazza SPA; Magaldi industrie s.r.l.; Mainad srl; Malabaila Alberto & C s.a.s.; Mancini; MARSILLI S.P.A.; Marve Adv srls; Master Clean S.a.s; Mates4digital S.r.l.; Medusa Film spa; Mgm Digital Communication; NCC Metauro di Valeria Manna; Nescom srl; Nico Spa; Nuova P.D.M.; OBL SRL; Oclaro (North America) Inc.; Odontolab; Officine e Smalterie Vicentine Spa; OMEGA3C S.R.L.; Oracle Italia; Oscarfrigo srl; Overview srl; Pagano Costantino & Fratelli srl; Palestra Armonia Club; Paradise SNC; Pibiviesse; Pio Istituto dei sordi; Planet Soft Di Zanatta Valentina; Priotti; Profumeria Maria Luigia Snc; Profumerie Douglas S.p.A.; Qualimed srl; Rai Cinema Spa; RAR di Stoppa Fabrizio; Re; Reitek Spa; Relbo Srl; RGI SPA; S.G.P. di Platini Gianfranco & C SAS; Sacer Srl; Sallemi Carburanti S.r.l.; Saturnino Srl; Scuola On Line s.a.s.; Seci srl; Sella Gestioni SGR; Service Pro Italy s.r.l.; Servizi Museali Bologna Societa'; SGI LAB S.R.L.; Sicrea Spa; Sophia srl; SORRENTOMADE di Gennaro Esposito; Starcode srl; Studio Associato Tribleg; Studio Bertola di Bertola Giovanni; Studio Dentistico Paglierani; Studio Ferrario Associati; STUDIO GARBO; STUDIO ST CONSULTING SRL; Ta-Daaa SRL; Teads Italia; Tecnogas s.r.l.; Teradyne Italia Srl; Termopponente Snc; Tersigni srl; Tessuti Artigianali Umbri; Think Cattleya srl; TNA srl; UBS SPA; UK ONLINE GIVING FOUNDATION; Valagro S.p.a.; Valdenassi; Valvorobica Industriale S.p.A.; VAM; Vertours srl; Vip4charity; VK di Della Croce Daniele; Web4to di Luisa Pavesi; Weborama Italia; WePlan S.r.l.; Whipsaw Inc; Yamaha Music Europe GmbH Branch Italy; Yo snc di Facchi Roberto & Giannini Dome; Zerosei Multimedia; Zwick Roell Italia Service srl; FONDAZIONE D'ENTREPRISE BIC; Fondazione Bnl; Fondazion D'Harcourt; Fondazione Luigi Orrigoni ONLUS; Gumball Foundation LTD; Help Freely Foundation F.C.; MJJ's IYouWe Foundation; Fondazione Zanetti



## Communication and fundraising initiatives

### February

Fun, sport and solidarity from north to south of Italy: the **31<sup>st</sup> edition of Giocagin**, the historic national event of the Uisp-Unione Italiana Sport Per Tutti, started **on Saturday 24 and Sunday 25 February**, with 19 cities involved simultaneously, from north to south Italy. In 2017 Giocagin intervention in Macharia al Qaa allowed the purchase of a first Ludobus currently in use to humanitarian operators trained by the Uisp, in 2018 its intervention will continue to contribute to the humanitarian cause **by purchasing a new Ludobus** enabling Terre des Hommes to reach children in the most remote areas, guaranteeing them the right to play and to childhood thanks to psychosocial support interventions. Uisp will also continue to follow and train local humanitarian operators enabling them to acquire the necessary tools to carry out recreational activities for children.



### March



On March 5th 2018 was presented the book entitled: "**La prossima felicità - Storie di persone libere, resistenti, felici**" by Giulia Calligaro (ed. Altraeconomia) at Hug in Via Venini 83 Milan.

In addition to the author, the journalist Petra Loreggian, the RDS presenter, and Rossella Panuzzo from the press office of Terre des Hommes were present. In the book we can read the story of **Vittoria Savio**, who founded the Yanapanakusun Center in Cusco, a shelter for girls victims of domestic exploitation or violence, supported by Terre des Hommes Italia.

**reasons of those who leave, the fears of those who welcome**" took place in Treviso, with the participation of **Sara Lopresto**, Progetti Italia of Terre des Hommes, the lawyer **Alessandra Ballerini** (in videoconference) and the touching testimony of **Yacoub Said**, a Cameroonian university student who arrived in Lampedusa at the age of 14, one of the first beneficiaries of our Faro project for unaccompanied foreign minors and families with minors.





From **March 20th to 24th** the **Human Rights Festival** was held at the Milan Triennale, where was held the exhibition "**The Saved Girls**" with photographs of **Stefano Stranges**. Winning project of the #ioalzosguardo photo contest and realised with the support of Terre des Hommes Italia, "**Le Bambine Salvate**" portrays the girls who escaped from female infanticide in Tamil Nadu. The **20 of March** among the participants to the vernissage there was **Filippo Del Corno**, Assessore alla Cultura del Comune di Milano, **Stefano Boeri**, president of Triennale di Milano, **Paolo Ferrara**, communication responsible at Terre des Hommes, **Pietro Parrino**, coordinator of humanitarian office at Emergency, e **Paolo Bernasconi**, president of Reset-Diritti Umani.

## April

On **April 7th** Terre des Hommes was present at **Bridgestone School Marathon**. To the youngest *runners* Terre des Hommes proposed a **competition** to reflect on the importance of respect to live in a world without violence against girls and women. At the School Marathon 2018, with the breastplate, the youngest participants were given a **postcard** where to write a sentence about what respect is for them and to hand it over at the start. During the race, the 10 most significant sentences were selected and awarded at the end of the marathon with a large book by **Geronimo Stilton** delivered by the hands of its author **Elisabetta Dami**. Even Geronimo Stilton was present at the Terre des Hommes volunteers gazebo at the **School Marathon**!



On Sunday **April 8th**, Terre des Hommes renewed its participation in the **charity relay of Milan Marathon** with **Running for Kids**, inviting the participating teams to raise funds for our projects in favour of children. All the relay runners raced wearing the orange shirt made for the occasion and parading with the flag of Terre des Hommes.





On **April 12** Her Royal Highness the Princess of Hannover **Carolina of Monaco**, as president of **Amade** (Association Mondiale des Amis de l'Enfance) visited the **Campo Roja in Ventimiglia** to meet unaccompanied migrant minors and families welcomed in center accompanied by Terre des Hommes operators.

The visit is part of the partnership between Amade Mondiale and Terre des Hommes Foundation, which has been running the Faro project for a psychosocial, psychological and even legal support to migrant children and families with children living in Sicily since 2013 and for two years also in Ventimiglia.



On Sunday **April 15th** the 35th edition of **Vivicittà** was held, a foot race organised by the Uisp-Unione Italiana Sport Per tutti. This competition messenger of peace and coexistence supports children fleeing the war in Syria through a project of international cooperation and education, in collaboration with **Terre des Hommes**. The race was held simultaneously in the streets of 42 Italian cities and 12 cities abroad. Simultaneously it took place in the prisons of Milan (Bollate) and Monza (Casa Circondariale). The fundraising of this edition of Vivicittà called for one euro from each member to be used for the project promoted by Uisp and Terre des Hommes, for the purchase of a ludobus to have Syrian refugee children



play in Lebanon.



## May

**On May 7th** Terre des Hommes promoted in collaboration with the Asp of Syracuse a training course for healthcare workers in the Arezzo province on the theme "Unaccompanied Foreign Minors and vulnerable minorities. Health and legal profiles", which involved two nationally and internationally recognized professionals from the world of law and legal medicine: the lawyer Alessandra Ballerini and the medical examiner Prof. Cristina Cattaneo of the University of Milan, as well as Federica Giannotta, Head of Projects Italy of Terre des Hommes. The opening was conducted by the Syracuse ASP commissioner Salvatore Brugaletta and the medical director Anselmo Madeddu..

Saturday **May 12th** 2018 in **Sestri Ponente**, the 22nd edition of the *Festa della Speranza* organized by **Terre des Hommes** was held with the patronage of the VI Genoa Medio Ponente Municipality. A gathering with **buns, cakes, popsicles, drinks, craft and books market**, a Mountain biki eBike track in **Piazza Tazzoli** and **creative workshops** with *Afma*. **Scheduled in Piazza Tazzoli** music in the air (with Professor Rasore), performances by Musichiamo School, Philharmonic Sestrese, Choir Gastaldi-Abba, Choir Castello Raggio. In addition, in **Piazza dei Micone** the young students of Asd Ansaldo Artistic Gymnastics, A.f.a Therapeutic gymnastics, Choir Foglietta School, School DonDaste Dance and Choir, N.S Neve School, Choir School 25 Aprile Choir, Swingin 'Genoa Dance, Dance Health Club Gymnasium , Arci Tinacci Dance, Sestrizanza Asd danza delivered an exhibition.



On Monday **May 14th** the **vernissage of the** photographic video exhibition "**We REKindle the colors of PEACE**" by actor and host **Beppe Convertini**, spokesperson of Terre des Hommes, was held at the **Milano Art Gallery** at the prestigious exhibition space of Via G. Alessi 11.

The exhibition, **for the first time in Milan**, is a collection of photographs and videos taken by Convertini on the occasion of his humanitarian mission to Jordan to tell the silent human tragedy of the civilian victims of the Syrian war through the eyes of hundreds of young refugees.

The exhibition was open until May 21th.





Also on May 14th in Sidon, Lebanon, took place the "**Vivittà Run for Palestine**", a demonstration promoted by Uisp, Terre des Hommes and Kanafani Foundation, which involved **160 boys and girls aged 8-15 from Palestinian refugee camps**. Sports, games and outdoor activities have allowed all children, some of them with disabilities, to experience a day of normality, carefree and with fun. At the center of the event is a relay race with four participating teams of 40 children each, each marked by a Palestinian flag color: green, red, black, white. **A total of 64 kilometers will be covered, ie the distance between Sidon and Palestine**. The event was held on the occasion of the Nakba, which means "catastrophe" in Arabic, to indicate the day of the forced exodus of the population during the civil war of 1947-48.

Saturday **May 19th 2018** the **UONPIA** (Operative Unit of Childhood and Adolescent Neuropsychiatry Psychology) and the **OMCeO** (Provincial Order of Surgeons and Dentists) of Milan organized in collaboration with **Terre des Hommes** a conference entitled "**Children's rights: migrating adolescent foreigners**". The event took place in **the classroom A** of the Scientific Center of the IRCCS Foundation Ca 'Granda Ospedale Maggiore Policlinico Milano (Via Lamarmora 5), and is part of the project approved by the 285 notice of the municipality of Milan "**Actions to support the Guarantor of the Rights of Childhood and Adolescence of Milan**", which sees Terre des Hommes alongside the City Childhood bondsman as **institutional partner**. The conference was attended by **Anna Maria Caruso**, Guarantor of the Children's and Adolescents' Rights of the Municipality of Milan, who spoke about the guarantors' role for migrant minors, as well as by experts in psychiatry and child neuropsychiatry and ethnopsychiatry, psychologists and general physicians. Coordinator of the event was **Maria Teresa Zocchi**, Councilor of the Order of Surgeons and Odontologists of Milan.

**On May 26th**, **Alessandro Rabbiosi**, representative of Terre des Hommes in Ivory Coast, was awarded the certificate of **Knight of Human Rights**, conferred by the Milan Humanitarian Society. The motivation for this recognition reads: "Alessandro has always shown great affection towards the Terre des Hommes Foundation, a great intensity of feeling in the comforts of defending the rights of the weakest, and has worked for their defense in a concrete way, and also to the detriment of his own personal security. He is an enthusiast and an optimist, much loved by both colleagues and beneficiaries because he knows how to combine great professionalism with generosity and human sympathy.

## June

The big party of **Radio City Milan 2018** (1-2-3 June) introduced for the first time **Radio Indifesa**, the first **web radio network** created by **Terre des Hommes** and **Kreattiva** Association in the context of the



**Indifesa Campaign** to combat violence and gender discrimination against girls and women in Italy and around the world. The international radio festival wanted to devote a stand in **Piazza del Cannone** where 15 young reporters who collaborated on the **Panetti, Kreattiva, RadioSonora** and **USB Radio** web stations took turns to speak. **The goal was to involve** the protagonists of the radio world, but also political and cultural figures to question them on topics such as **violence and gender discrimination, bullying and cyberbullying**.



**Federica Giannotta** moderated the first part of the conference " **Border voices: migration is a story to tell. For real**", organised on Thursday **June 21st** at the Sala Alessi of Palazzo Marino by Amref in collaboration with the Municipality of Milan, in the context of "**Together without boundaries** ", a month of meetings on the theme of hospitality, inclusion, cohabitation, citizenship. The event is part of "**Voci di confine**", a project funded by the Italian Development Cooperation Agency, which focuses on the narration of migration, and which involves 16 organizations committed to the defense of human rights, NGOs, local border agencies, diasporas and voluntary associations, social enterprises, research institutions and communication experts: Amref Health Africa - Italia Onlus, Amref Health Africa Headquarters, Africa e Mediterraneo, Le Réseau Association, Marche Voluntary Service Center, Idos Study and Research Center (IDOS ), Permanent Committee for the Euro-Mediterranean Partnership (COPPEM), Municipality of Lampedusa, Municipality of Pesaro, Etnocom, Internationalia, Autonomous Province of Bolzano, Region of Puglia, Network of the Black African Diaspora in Italy (REDANI), Step4, and, precisely, Terre des Hommes Italy.



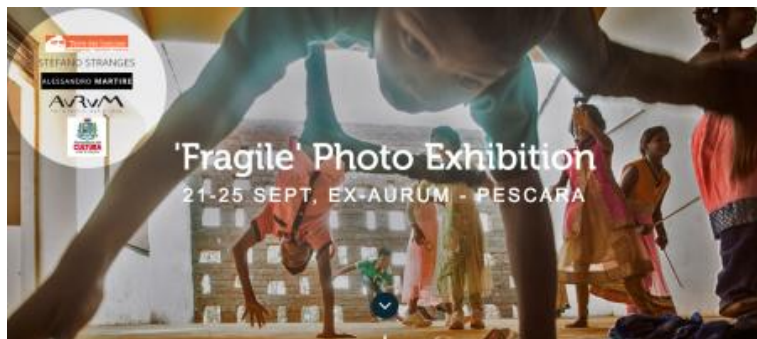
**Also, on June 21st** on Rai 1 at 11.50 pm the documentary "**Indifesa**" by **Duccio Giordano** for Palomar Rai was aired. The documentary was born from the **journey of Brando Pacitto** and **Mirko Trovato**, two actors of the fiction "Braccialetti Rossi", **in Peru** to learn about the projects of Terre des Hommes and support the beneficiaries of the **Indifesa** programs, created to combat violence and exploitation of Andean girl children and adolescents in the Cusco area. A very intense and exhausting journey during which the two young actors discover a very complex world, full of contradictions.

## August

On Monday **August 6th** , together with The Gumball Foundation, we lit up with orange the arrival of the Gumball 3000, the craziest rally race in the world, at Castello Sforzesco in Milan. As night fell, the Filarete tower was also illuminated with orange to send the message of Indifesa: no to violence and gender stereotypes, yes to the protection of girls in the world.



## September



From September 21st to 25th MainAd together with Terre des Hommes organized the exhibition **"Fragile"** inspired by the stories of girls and female adolescents saved from infanticide and early marriage, with photographs by **Stefano Stranges** at the **Ex-Aurum** in Pescara. Thanks to the support of the Culture Department of the Municipality of Pescara, the event is free for all and open to the public. On Sunday **September 23rd** the quartet of the young composer and pianist **Alessandro Martire** (violin: Kristina Esekova, viola: Clara Deheza, cello: Giovanni Narciso) was held as a corollary of the event.

## October



On **October 10th 2018** in the Hall of Parliamentary Acts - **Senate Library "Giovanni Spadolini"** in **Rome**, the **Press Conference of the Indifesa Campaign** took place. The event was opened by the greetings of **Raffaele Salinari**, President of Terre des Hommes Italy. In the morning there were speeches by **Federica Giannotta**, Head of the Advocacy Terre des Hommes, **Vincenzo Spadafora**, Undersecretary of State to the Presidency of the Council of Ministers with responsibility for Equal Opportunities and Youth Policies and **Marina Contino**, of the Central Anti-Crime Head of the State Police for the presentation of the seventh Indifesa Dossier. The second part of the conference on *The condition of girls and female adolescents in the world and Italian politics* included speeches by **Valentina Lucchese**, Head of Terre des Hommes in Bangladesh and **Lia Quartapelle**, Chamber of Deputies, with a video message by **Emanuela del Re**, Deputy Minister of Foreign Affairs and International Cooperation. In the third part on the *promotion of the rights of girls and female adolescents in Italy*, Lucia Abbinante, Secretary General of Kreattiva APS, **Raffaella Palladino**, President of Rete DiRe and **Caterina Mazzella**, President of FIDAPA BPW Italy, took part. The moderation was entrusted to the journalist and writer **Maria Lombardo Pijola**.

The **"Indifesa"** Campaign was recognised by the **medal of the President of the Republic**. The **"Indifesa"** Campaign is **sponsored** by the **Ministry of Foreign Affairs and International Cooperation** and **ANCI**. The **"Indifesa"** Conference is **sponsored** by the **Senate of the Republic** and the **State Police**. **Partners** of the Indifesa Campaign are **FIDAPA BPW Italy** and **Kreattiva**. They support the **BIC®** campaign, **Douglas**, **Limoni**, **La Gardenia** and **MainAd Srl**.



Also in 2018 to celebrate the **World Day of Girl Child (October 11th)**, Terre des Hommes organized an event in the prestigious Sala Alessi of **Palazzo Marino**. **Pierfrancesco Majorino**, Councilor for Social Policies, Health and Rights, opened the works together with **Donatella Vergari**, Secretary General of the Terre des Hommes Foundation, then **Paolo Ferrara**, Head of Communications and Fundraising of Terre des Hommes, introduced the campaign Indefesa and the last edition of the Dossier starting interventions on the involvement of cities and citizens by **Diana De Marchi**, President of the Equal Opportunities Commission of the Municipality of Milan and **Cristina Carelli**, Coordinator of the House of Abused Women in Milan - Member of the DiRe Network

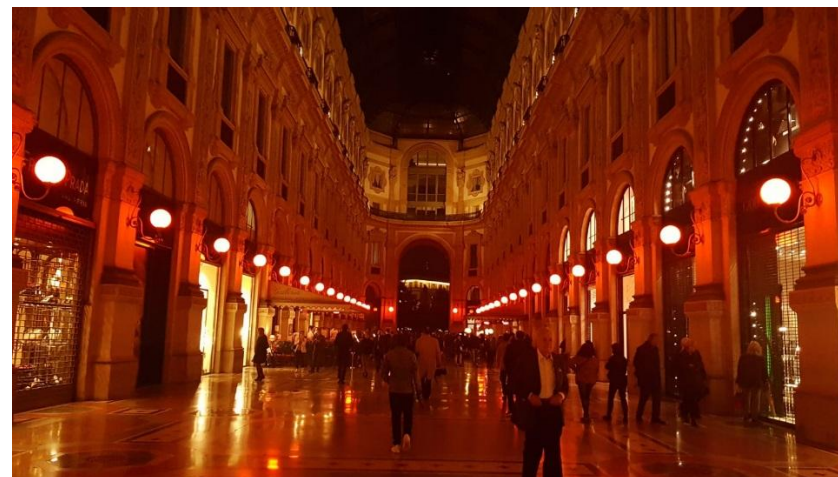
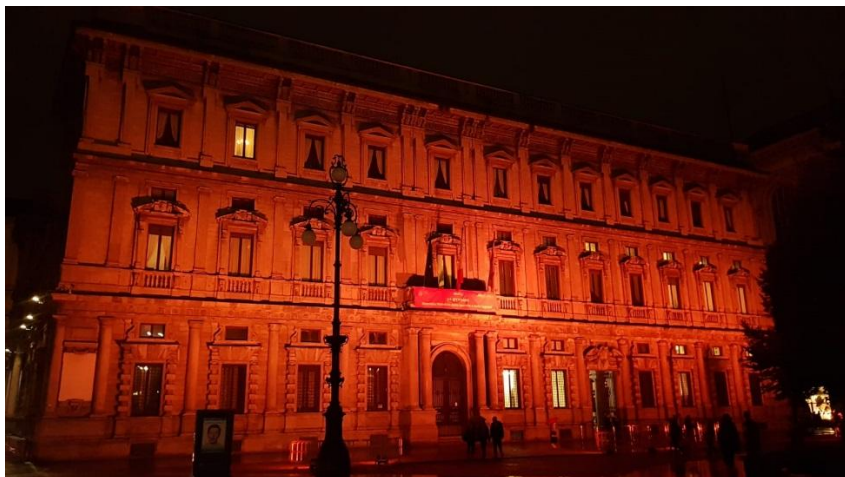
Also **Anna Maria Caruso**, Guarantor of the Rights of Children and Adolescents - City of Milan, **Betty Pagnin**, People & Culture Director at OneDay Group Scuola Zoo, **Nicola Iannaccone**, ATS Metropolitan City of Milan - Educapari - Education Program among peers, **Laura Galimberti**, Councilor for Education, Municipality of Milan attended.

**Three Indifesa 2018** prizes were awarded during the conference: the first one went to **Freeda**, for the significant commitment put in place to overcome discrimination and gender stereotypes starting from the empowerment of girls and for having contributed to spreading a culture of mutual respect, keeping a great attention on the quality and beauty of communication. , Co-Founder of Freeda Media, received the award. Another award was given to **Parole O\_Stili**, for having contributed to reducing, curbing and combating negative practices and languages on the Net, succeeding in involving, in an innovative way, institutions, opinion makers, media, citizens and the vast world of schools of every order and grade. Communication expert **Anna Maria Testa** received the award. **Finally, a well-deserved recognition went to the #Dalla Parte di Nice by Hic Sunt Leones** for having told the story of Nice, Mariam and many other girls who, with courage and determination, in various parts of Africa, have broken the chain of the tradition of female genital mutilation, of male control over the body and the life of women / girls. The journalist **Angelo Ferrari** and **Mariam Konaté** received the award. The prizes were awarded by the boys and girls of Radio USB - Network **Indifesa**, of the **Borsi Institute** of Milan together with **Donatella Vergari** - Secretary General Terre des Hommes and **Gaetano Galeone**, President of the Permanent Committee of Terre des Hommes.

**Mariangela Pira**, journalist of Sky Tg24 moderated. The event was sponsored by the **Municipality of Milan**, **Lombardy Region** **ATS Metropolitan City of Milan** and **ANCI**. In the evening, to underline the adherence to the Manifesto of **Indifesa**, **Palazzo Marino**, headquarters of the Municipality of Milan, and the **Galleria Vittoria Emanuele** were **illuminated in orange** to say NO to violence on girls and female adolescents.







The novelty of 2018 was **Stand Up for Girls**: an evening event born from the collaboration with Fondazione Giangiacomo Feltrinelli, [5x15 Italia](#) and the Municipality of Milan in the prestigious headquarters of Viale Pasubio. A challenge of "**short talks**", lasting 10 minutes each, involving people from the entertainment and sports, influencers and common kids with the aim of changing the way we look at gender issues through testimonials, inspirations and unique stories. **Gianluca Foglia**, cartoonist, spoke; **Nina Zilli**, songwriter and musician; **Brando Pacitto**, actor; **Sara Melotti**, photographer; **Veronica Yoko Plebani**, athlete and the boys of the Educapari network of the ATS Metropolitan City of Milan **Emanuela De Souza**, **Chiara Piccoli** and **Gabriel Borbei**. **Massimiliano Tarantino**, General Secretary of theGiangiacomo Feltrinelli Foundation, introduced the evening.

Various events have been organized in over one hundred Municipalities and Regions that have adhered to the**Indifesa** Manifesto, launching the **#Orange Revolution** on October 11th. In **Bari**, **Naples**, **Genoa**, **Ravenna**, among others, events with population involvement took place. The Municipalities of the Bassa Parmense and Bassa Romagna have launched a real **orangewave**. Other events were organized by FIDAPA BPW Italia which, in partnership with Terre des Hommes, is promoting its Charter of the Child to the Municipalities that have signed the **Indifesa** Manifesto. Here is the **complete list of supporters of our Manifesto**: Alcamo, Bari e Città



metropolitana di Bari, Battipaglia, Bergamo, Bologna, Buccinasco, Busseto, Caltagirone, Casale Monferrato, Carpaneto Piacentino, Castelfranco Emilia, Chioggia, Colorno, Crema, Cremona, Cuneo, Fidenza, Firenze, Fontanellato, Fontevivo, Forlì, Forlimpopoli, Gaeta, Galeata, Genova, Gualdo Tadino, Langhirano, Livorno, Massanzago, Mezzani, Milano e Città Metropolitana di Milano, Misterbianco, Mogliano Veneto, Napoli, Noale, Noceto, Novara, Padova, Palermo, Parma, Pavia, Pescara, Pianiga, Polesine Zibello, Ravenna, Roccabianca, Roccagloriosa, Roma Capitale, Rovigo, Sabaudia, Salsomaggiore Terme, San Lazzaro di Savena, San Secondo Parmense, Sarzana, Scorrano, Senigallia, Sesto San Giovanni, Settimo Torinese, Siena, Sissa Trecasali, Soragna, Sorbolo, Torino, Torrice, Treviso, Umbertide, Varese, Città metropolitana di Venezia, Verona, Vicenza, Vittorio Veneto, Voghera, Provincia di Piacenza, Unione dei Comuni della Bassa Romagna, Villa San Giovanni. Regione Basilicata, Campania, Emilia Romagna, Lazio, Veneto e la Consigliera di parità della Regione Toscana.

As part of the Indifesa campaign, on Monday 15 October at Milan's Spazio Sala Colonne - Fabbrica del Vapore the **Menotrenta Art Prize indifesa-Art against gender violence** was launched. The exhibition "**Woman is the Nigger of the World**", including works and projects by young Artists organized by the **Association of Fine Arts - Progetto Artepassante** with the support of ANPI's [Italy's National Association of Partisans] provincial Milan branch **Artists' and Resisters' Collective**, was open until 31 October. Other events running at the same time were the show "**La signorina Else**" [Miss Else], a La Dual Band production (19-20 October 2018 at the Teatro Il Cielo Sotto Milano (old Porta Vittoria station), **The Good News Female Gospel Choir** organized by the Cerchi d'Acqua Social Cooperative at the Fabbrica del Vapore, on **25 November**.



"**Their life is not a game. Water, health and education for the children of Myanmar**" is the name of the exhibition organized in collaboration with the Lombardy Region, at the Spazio Mostre N3 [exhibition space N3] of Palazzo Lombardia from **26 October to 14 November 2018**. Photographic snapshots from Myanmar presented by **Beppe Convertini** and taken by photographer Sara Melotti were used to demonstrate the main humanitarian crises in Myanmar, the contingent economic social needs of the civilian population, particularly those of children and how the Terre des Hommes Italy Foundation is intervening to provide support to very vulnerable local communities and families. Present at the opening were the President of the Lombardy Region **Attilio Fontana** and the Regional Minister for Education, Training and Work, **Melania Rizzoli**,



as well as **Donatella Vergari**, Secretary General of Terre des Hommes, actor **Beppe Convertini** and photographer **Sara Melotti**. The exhibition was an opportunity to reflect on access to water, food, child labour and conscious choices that each of us can make to help poorer children, as well as to change the world around us. During the exhibition an educational tour was also arranged in which students from high schools in Lombardy participated.

## November

On **7 November** 150 students from Milan experienced a morning unlike any other, meeting their Syrian counterparts in Lebanon, in the virtual world, to understand how it is possible to return to school following the devastating impact of war. The initiative **"Italy calls Syria"** involved the pupils of the secondary school of the **Istituto Comprensivo Borsi**, bringing them together with their Syrian peers located in the educational centre of the **"Back to the Future"** project in the city of Zefta, in the south of Lebanon. The centre is run by **Avsi** [Association of Volunteers in International Service], leader of the NGO consortium which also comprises Terre des Hommes Italy, Terre des Hommes Netherlands and War Child Holland, that run the project supported by the European Union's regional Trust Fund **Madad**. **Massimo Gaudina**, Chief Representative of the European Commission in Milan, and **Annamaria Caruso**, Milan's Guarantor of rights in infancy and adolescence, opened the event in the Baldoni Bonola Auditorium, directly addressing the children who immediately afterwards put a number of questions to **Ilaria Masieri** (Terre des Hommes Italy) and **Imane Habib** (Avsi) to find out more about the Syrian situation and the project that is benefiting the children, who they met straight afterwards via Skype. The Syrian children answered all the questions put to them by the Italian pupils; in fact they were all very keen to tell their stories. At the end, the Italian children signed off with a phrase they had learned that day during the short Arabic lesson they had been given **"Menhebkon ktir"** - "we love you". And on the screen, the Lebanese children replied without using words, but instead by all making heart shapes with their hands.



As part of **BookCity Milano**, on Saturday **17 November** at the Mudec - Museum of Cultures, the meeting *"The courage to change the world with dreams"* was attended by Viviana Mazza, author of the children's book *"Guerrieri di sogni"* ("Dream fighters"), ed. Mondadori, along with Sara Lopresto, Terre des Hommes Italy projects and Yacoub Said, a young Cameroonian who has benefited from the Faro project, one of the protagonists of the stories told in the book.

## December

On **20 December** the first **Terre des Hommes meet-up** was launched in **Parma** at the headquarters of the **Intesa San Martino** Association. As well as the board of Intesa San Martino, **Nicoletta Paci**, Councillor for equal opportunities for the Commune of Parma, and **Paolo Ferrara**, communications manager of the Terre des Hommes Foundation Italy were present at the event. Following on from this was a showing of the **RAI documentary "Indifesa"** at Parma's Toscanini Auditorium, focusing on the activities of Terre des Hommes in the Cusco region of Peru. In the audience were third-year middle school children from the Toscanini and Micheli secondary schools. The working group Terre des Hommes Parma will focus on awareness and participation of the local population, fundraising for the "indifesa" campaign through events aimed at the wider public and institutions, undertaking projects targeted at the prevention of violence of any kind, combating bullying and cyberbullying, and responsible use of the internet.





## Press Office activities

From the beginning of 2018, press office activity at Terre des Hommes has been devoted to the constant promotion in the media of the **Faro project**, helping unaccompanied foreign minors in Sicily and Ventimiglia and disseminating statements on the Italian government's and Europe's migration policy, also in coordination with the Terre des Hommes international federation and other NGOs. From endless drownings in the Mediterranean and migrant boats being rejected and sent towards Libya, to attacks on NGOs that provide help at sea, to changes in Italian legislation, **the migrant issue has always made the headlines and this has led to the greater prominence of the name Terre des Hommes in connection with this subject**. A moment of heightened media awareness followed the publication on the website of the first-hand account by one of our operators, about the disembarkation of minors from the boat Diciotti in August, using a journalistically effective title. All the major information channels and daily newspapers reported part of the statement, as a result of which opinion articles appeared declaring that the minors were particularly undernourished and a wave of overwhelmingly negative comments on social media appeared.

Some announcements about educational seminars by operators in contact with foreign minors and work grants for young migrants have had good write-ups in the local press.

**In total in 2018, 376 articles appeared (there were 193 in 2017) about Faro and on the positions taken on the migrant issue, while there have been 15 excerpts of interviews with project operatives or mentions of our appeals on radio and TV.**

Between 26 February and 8 March, the **charity SMS 45549** was active for the "Indifesa" Campaign for awareness and fundraising for the protection of girls in Italy and around the world. The press office's work was carried out together with INC [Istituto Nazionale per la Comunicazione - National Institute for Communication], which also dealt with TV broadcasting. Around the time of Women's Day, a press release was issued about sexting and online safety for girls, with the results of the Observatory on Violence and Gender Stereotypes by Terre des Hommes, undertaken in collaboration with the ScuolaZoo Community. In total, 95 articles were published, while 14 interviews took place on radio and TV for the relaunch of the fundraising appeal.

In 2018, the collaboration continued with **UISP** - Unione Italiana Sport per Tutti [Italian Union Sport for All] - which chose to donate funds raised from their Spring initiatives, **Vivicittà and Giocagin**, to Terre des Hommes for its projects for Syrian refugee children in Lebanon. The dissemination of press releases by both press offices had a terrific response, particularly in local newspapers and on the web (**271 articles** in total).

Another moment of increased media presence was provided by **the Campaign on Shaken Baby Syndrome** which continued in 2018 with the launch of a decalogue for parents. Again in collaboration with INC, this decalogue was taken up by the main agencies, information channels and sites specializing in health, maternity and infancy, and blogs specializing in maternity and children. In total, **97 articles** were published. 7 interviews

Among the highlights reported on TV was the interview with Federica Giannotta and Caterina Invernizzi, the mother of a baby who was the victim of shaken baby syndrome (SBS) on SkyTG24 Dentro i Fatti [Inside the Facts] on 19 June, and the interview with Stefania Losi del Meyer on Medicina 33 Rai 2 on 24/10. Melissa Rosa Rizzotto from Padua hospital spoke about SBS on TGR Veneto (23 July) and on TV7 Gold (18 July).

The summer is usually when the press office is busy drafting its **annual activity report** and coordinating the creation and publication of the **Indifesa Dossier** to present at the conference in October. Work by the press office, undertaken in collaboration with **INC**, meant that a significant number of **articles on paper and on the web could be collected; throughout the year there were 687, with 452 in October**



alone.

There were **19 interviews and radio reports** and **12 reports on TV**, including on TG1, 2 and 3, SkyTG24, RaiNews, TGCom, on the press conference in Rome and the Indifesa events in Milan.

**On 25 October, the exhibition 'La loro vita non è un gioco - Acqua, salute e istruzione per i bambini del Myanmar' [Their life is not a game - Water, health and education for the children of Myanmar]** was opened in the Lombardy Region, with photos by Beppe Convertini and Sara Melotti. The press office that followed the event is Testori Comunicazione, in collaboration with the internal press office. As a result of this, there were TV reports on Canale 5, Rai1, Rai2 and Rai3 in the Lombardy Region, as well as 72 agency reports and articles in the press and on the web.

Many articles that came out during the year look at stories and information about our projects in the **Middle East**, an area where Terre des Hommes has concentrated its efforts on helping the children who are victims of the Syrian and Israel-Palestine conflict. As ever, the storytelling works when positive stories emerge from our projects which simply and directly explain the value of our intervention to change the quality of life and future prospects of our beneficiaries. In particular, work was carried out to disseminate results and stories from the **Back to the Future** project in Lebanon and Jordan in media and social media, financed by the EU fund Madad, and with thanks also to a local team dedicated to communication.

Also of note were a number of initiatives which were started in 2017 and continued throughout 2018, such as the collaboration with the **LifeGate.it** portal, which had a section dedicated to articles on the activities of Terre des Hommes, written by the press office, and the **Voci di Confine** project, co-funded by the Agenzia Italiana per la Cooperazione allo Sviluppo [Italian Agency for Development Cooperation], in which NGOs, local organizations, diaspora and voluntary associations, social enterprises and research bodies come together to provide an account of migration that is free from prejudice and political distortion. The Terre des Hommes press office supports the project by coordinating with the project lead, Amref, in drafting and issuing press releases, interviews, managing the content of the [volidiconfine.org](http://volidiconfine.org) site, etc., and reporting to the donor any outcome of these communications.

On the subject of travel, we should certainly mention the mission in Lebanon by singer **Nina Zilli** to visit the **Back to the Future** project which took place in the second half of October. A film crew went with her to make a documentary for Sky. As a result of the trip, there was a report in *Grazia* and a mention in a number of interviews with Nina.

Finally, during the year the press office handled the creation of 3 issues of the **bulletin** Terre des Hommes Italia News, an update to the **site**, as well as the development and publication of articles and posts for the website and our **Facebook** and **Twitter** pages.

**In 2018, a total of 50 press releases were issued** (there were 42 in 2017).

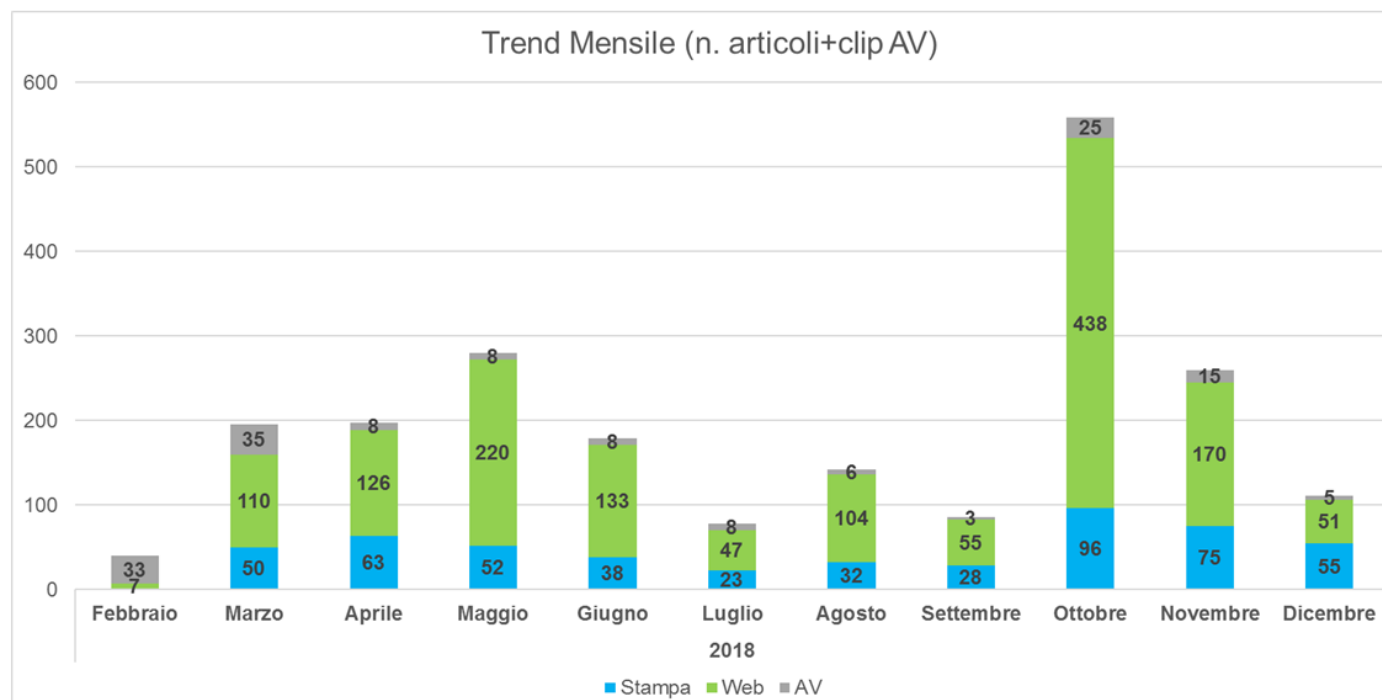
### Press review

Globally, the **press review** in **2018** reached **2,257** cuttings, a clear increase in comparison with the previous year, in which there were 1,520. In addition to these, there were 213 cuttings arising from the project **Voci di Confine**, with which the press office of Terre des Hommes collaborated during the year.

It is worth adding that the **value of the editorial space** taken up in **2018** was equivalent to **11,938,277** Euro, 38.5% higher than in 2017 (4,604,000 Euro), though at that time the value was calculated only for press and not for the web. In fact, at the end of February 2018 we launched a press review detection service that covers both

(Mimesi).

From the Mimesi report, you can also quote other relevant data. There are **29.5 million potential contacts reached** through communication activity in **the press**; on the **web 56.3 million**, on **social media 65.2 million**, making a total of **151 million**. This data comes from the following sources: dissemination values (Data & Fees) for the press; average daily visitors (ComScore) for the web; followers/fans/subscribers of users (public data) for social media.

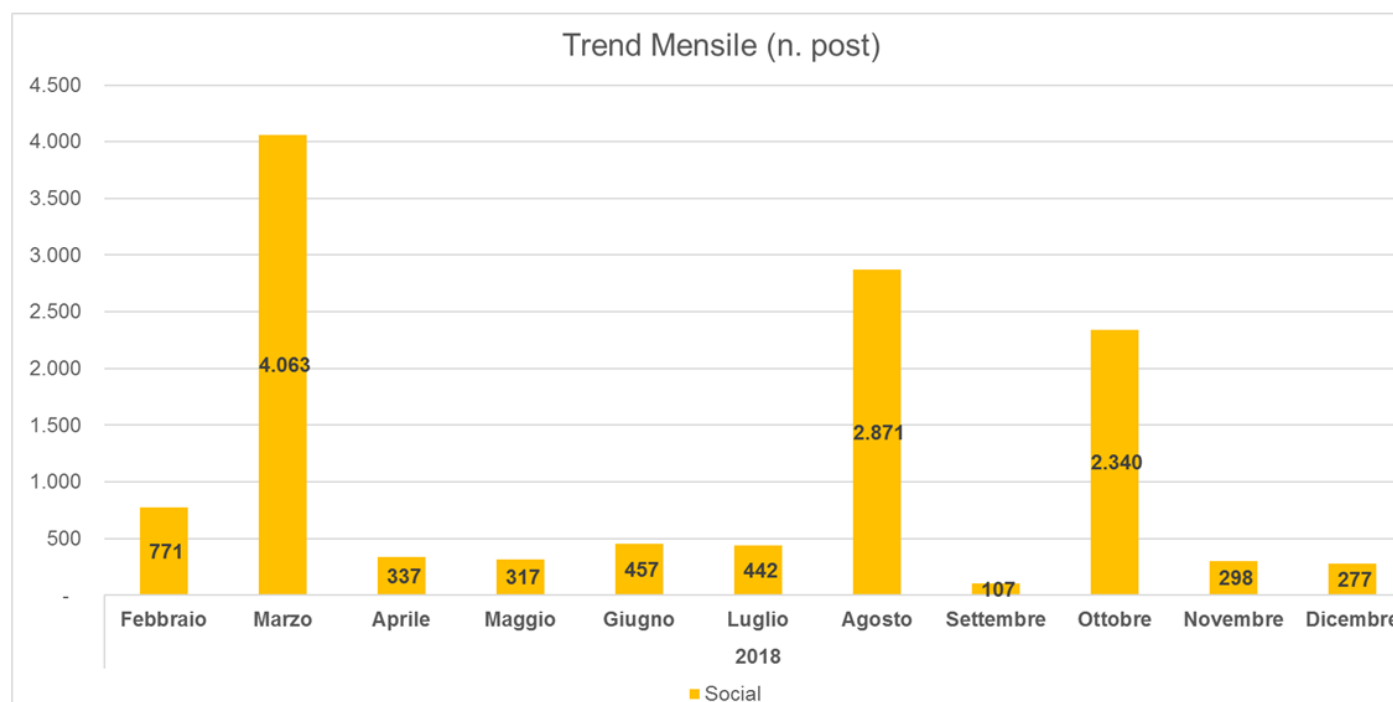




### Numero di mention rilevate (articoli, post o clip audiovideo)



### Trend mensile – Social



With regard to **reports on TV and radio interviews** with staff and those presenting for Terre des Hommes Italy or citations of reports or appeals of our Foundation, there were **110** in **2018**, an increase on the **96** in 2017. Below is the complete table:

media	network/radio	program	theme	date	TDH presence
radio	Radio Articolo 1	Giornale Radio Sociale	Faro	08/01/2018	Inteview to Federica Giannotta
radio	Radiopopolare	Esteri	Perù	15/01/2018	interview to Mauro Morbello
radio	Radiopopolare	La Terra di Mezzo	Perù	16/01/2018	interview to Mauro Morbello
tv	TV2000	TG ore 12	Perù	19/01/2018	interview to Mauro Morbello
radio	Radiopopolare	GR ore 8	Perù	20/01/2018	interview to Mauro Morbello
tv	Telenorba	TG ore 11	Mostra Convertini	20/01/2018	Interview to Beppe Convertini
tv	TV2000	Today	Perù	22/01/2018	interview to Mauro Morbello
radio	Radio Stereo 5 Cuneo	Spazio Mediazione	Faro	31/01/2018	interview to Marianna Cento
radio	Radio Stereo 5 Cuneo	Spazio Mediazione (replica)	Faro	04/02/2018	interview to Marianna Cento
radio	Radio Vaticana		bambini soldato	12/02/2018	interview to Raffaele Salinari
radio	Popolare Network	Pionieri	borse lavoro	14/02/2018	interview to Rossella Panuzzo
web radio	SBS	Global Mail	Mozambico	23/02/2018	interview to Sofia Palandri
radio	Popolare Network	Esteri	palestina	23/02/2018	interview to Piera Redaelli
tv	Rai Due	Lavori in Corso	Indifesa	26/02/2018	interview to Rossella Panuzzo
radio	Radio Uno	La Radio ne Parla	Indifesa	26/02/2018	interview to Raffaele Salinari
radio	Radio Uno	6 su Radio 1	Indifesa	27/02/2018	interview to Raffaele Salinari
radio	Radio Voce della Speranza	L'ornitorinco	Indifesa	27/02/2018	interview to Rossella Panuzzo
radio	Radio Marconi		Indifesa	27/02/2018	interview to Paolo Ferrara
radio	Radio In Blu	Cosa c'è di Buono	Indifesa	28/02/2018	interview to Rossella Panuzzo and Mauro Morbello
radio	Radio Vaticana		Indifesa	01/03/2018	interview to Raffaele Salinari
radio	Radio Tre Rai	Radio 3 Mondo	Indifesa	01/03/2018	interview to Ronald Zarate and Angelica Alvarez
tv	Rai Uno	La vita in Diretta	Indifesa	01/03/2018	interview to Paolo Ferrara
tv	Rai Uno	Unomattina	Indifesa	02/03/2018	interview to Paolo Ferrara
radio	Radio Radicale		Indifesa	06/03/2017	interview to Paolo Ferrara
radio	Radio In Blu	Buona la prima	Indifesa	07/03/2018	interview to Paolo Ferrara
radio	RDS	GR ore 12	Indifesa	08/03/2018	interview to Paolo Ferrara
radio	Radio 24	I funamboli	Indifesa	09/03/2018	interview to Paolo Ferrara

radio	Radio Articolo 1	Elle Esse	Siria	09/03/2018	interview to Filippo Agostino
tv	SkyTG24	Dentro i fatti	indifesa	20/03/2018	interview to Paolo Ferrara
radio	Radio Capital		Faro	20/03/2018	interview to Stefania Pellegrino
web radio	Radio RosBrera		Shaken	07/04/2018	interview to Federica Giannotta
tv	La7	TG La7 Cronache	Faro	07/04/2018	interview to Stefania Pellegrino
web radio	Radio RosBrera		maltrattamento	09/04/2018	interview to Rossella Panuzzo
tv	RaiTre	TG3 19.00	Nicaragua	22/04/2018	interview to Giori Ferrazzi
tv	RaiTre	TG3 Mondo	Nicaragua	28/04/2018	interview to Giori Ferrazzi
radio	Radio InBlu	Buongiorno in blu	palestina	03/05/2018	interview to Ilaria Masieri
tv	Italia1	Le Iene	India-Mica	06/05/2018	interview to Paolo Ferrara
tv	Class CNBC	Class Life	Siria	20/05/2018	interview to Donatella Vergari and Beppe Convertini
tv	Canale 5	Mattino 5	Siria	22/05/2018	interview to Donatella Vergari and Beppe Convertini
radio	Radio In blu	Mattinata in Blu	Shaken	28/05/2018	interview to Federica Giannotta and Lucia Romeo
tv	Rai Tre	Agorà	Faro	04/06/2018	interview to Stefania Pellegrino
radio	Radio In blu	Mattinata in Blu	Radio Indifesa	18/06/2018	interview to Paolo Ferrara
tv	SkyTG24	Dentro ai fatti	Shaken	19/06/2018	interview to Federica Giannotta and Caterina Innocenti
tv	Rai 1	speciale	Indifesa	22/06/2018	interview to Mauro Morbello (documentary on Cusco)
radio	Radio Lombardia	Live Social	violenza bambini	25/06/2018	interview to Rossella Panuzzo
tv	Rai 1	Brave ragazze	Birmania	02/07/2018	interview to Beppe Convertini
radio	Radio Popolare	Gli Speciali	Faro	14/07/2018	interview to Federica Giannotta
tv	7Gold TelePadova	TG 15.18	Shaken	18/07/2018	interview to Melissa Rosa-Rizzotto
radio	RadioRai 3	GR Veneto 12.10	Shaken	20/07/2018	interview to Melissa Rosa-Rizzotto
tv	Rai 3	TGR Veneto 14.00	Shaken	23/07/2018	interview to Melissa Rosa-Rizzotto
tv	RaiNews	RaiNews 17.11	Faro	23/08/2018	Terre des Hommes su minori Diciotti
radio	Radio Montecarlo	RMC News	Faro	23/08/2018	Reference to Terre des Hommes about Diciotti minors
tv	Rai Uno	TG 1 20.00	Faro	23/08/2018	Reference to Terre des Hommes about Diciotti minors
tv	RaiNews	RaiNews 15.32	Faro	24/08/2018	Interview to Serena Guzzardi
radio	Radio Rai 1	GR1 21.50	Faro	24/08/2018	Reference to Terre des Hommes about Diciotti minors
radio	Radio Popolare	Giorni Migliori	GirlsNotBrides	28/08/2018	Reference to Terre des Hommes about Zimbabwe article in blog indifesa
radio	Radio in Blu	Cosa c'è di buono	Indifesa	08/10/2018	interview to Paolo Ferrara
radio	Radio Radicale		Indifesa	10/10/2018	They registred all the conference
radio	Radio in Blu	In bLu notizie	Indifesa	10/10/2018	interview to Raffaele Salinari

radio	Radio24	GR24 ore 15	Indifesa	10/10/2018	interview to Paolo Ferrara
radio	Radio Vaticana		Indifesa	10/10/2018	Interview to Federica Giannotta
radio	Radio Rai Tre	Prima Pagina	Indifesa	10/10/2018	Reference to the editorial of Salinari on Manifesto
radio	Radio 105	Notiziario 12	Indifesa	10/10/2018	Reference to the data of Dossier Indifesa
tv	Rai News	RaiNews 11,32	Indifesa	10/10/2018	Reference to the data of Dossier Indifesa
tv	TGCom 24	TGCom24 11.42	Indifesa	10/10/2018	Reference to the data of Dossier Indifesa
radio	R101	Notiziario	Indifesa	10/10/2018	Reference to the data of Dossier Indifesa
radio	Radio Rai Uno	GR1 13.14	Indifesa	10/10/2018	Interview to Federica Giannotta
radio	Radio Rai Due	GR2 13.39	Indifesa	10/10/2018	Interview to Federica Giannotta
tv	Rai 2	TG2 13.23	Indifesa	10/10/2018	Reference to the data of Dossier, int. Spadafora and Marina Contino
tv	Rai 3	TG3 14.40	Indifesa	10/10/2018	Interview to Federica Giannotta
tv	Rai 1	TG1 13.50	Indifesa	10/10/2018	Interview to Federica Giannotta
tv	Repubblica TV	RepTv 14.00	Indifesa	10/10/2018	Reference to the data of Dossier Indifesa - interview to Spadafora
radio	Radio Rai Uno	Fuorigioco	Indifesa	10/10/2018	Interview to Federica Giannotta
tv	SkyTG24	60 secondi	Indifesa	10/10/2018	Reference to the data of Dossier
tv	Rete Sole	TG Lazio 18.00	Indifesa	10/10/2018	interview to Raffaele Salinari
radio	Radio In Blu	Buona la prima 18.13	Indifesa	10/10/2018	interview to Raffaele Salinari
tv	Rai3	TG3 19.30	Indifesa	10/10/2018	Interview to Federica Giannotta e Marina Contino
tv	CLASS CNBC	TG2000 ore 18	Indifesa	10/10/2018	Reference to the data of Dossier Indifesa
tv	RaiNews	21.18	Indifesa	10/10/2018	Reference to the data of Dossier Indifesa
radio	Radio Rai Uno	6 su Radio 1	Indifesa	11/10/2018	interview to Raffaele Salinari
radio	Enel Radio		Indifesa	11/10/2018	interview to Rossella Panuzzo
radio	Radio NBC		Indifesa	11/10/2018	interview to Rossella Panuzzo
tv	SkyTG24	Dentro i fatti	Indifesa	11/10/2018	Interview to Federica Giannotta
radio	Radio in Blu	TG e non solo	Indifesa	11/10/2018	interview to Paolo Ferrara
radio	Radio Rai Uno	Donne in prima linea	Indifesa	14/10/2018	Interview to Federica Giannotta
radio	Radio Popolare	Cult	Indifesa	15/10/2018	Reference to ArtePassante exhibition
radio	Radio Luiss		Indifesa	18/10/2018	Interview to Federica Giannotta
tv	Rai 2	medicina 33	Shaken	24/10/2018	Interview to Stefania Losi (Meyer)
tv	Canale 5	Pomeriggio Cinque	Myanmar	25/10/2018	interview to Beppe Convertini
tv	Rai Uno	TG1 8.20	Myanmar	26/10/2018	interview to Donatella Vergari
tv	Class CNBC	ClassTvModa 17.00	Myanmar	03/11/2018	interview to Beppe Convertini
tv	Rai 3	TG3 nel Mondo	Perù	04/11/2018	interview to Mauro Morbello
tv	Rai 3	Buongiorno Lombardia	Myanmar	08/11/2018	interview to Beppe Convertini

tv	Telenorba	TGNorba 24 9.41	Myanmar	14/11/2018	interview to Beppe Convertini
tv	Telenorba	TGNorba 24 20.33	Myanmar	14/11/2018	interview to Beppe Convertini
tv	Telenorba	TG Prima	Myanmar	17/11/2018	interview to Beppe Convertini
tv	Italia 1	Le Iene	Indifesa	18/11/2018	Reference to the data of Dossier
tv	Rai 2	TG2 13.00	premio Balzan	23/11/2018	Reference to the Balzan award to TDH
tv	Rai 3	TGR Leonardo	premio Balzan	23/11/2018	Reference to the Balzan award to TDH
tv	SkyTG24	TG24 15.00	osservatorio Indifesa	24/11/2018	interview to Paolo Ferrara
tv	SkyTG24	TG24 20.45	osservatorio Indifesa	24/11/2018	Reference to the data of Osservatorio Indifesa ScuolaZoo
tv	Rai 3	TGR Sicilia 14.00	Faro	28/11/2018	Interview to Federica Giannotta e Gandolfa Cascio
tv	TGCom 24	TgCom24 22.40	Faro	29/11/2018	Reference to appeal to Mattarella about Decreto Sicurezza
tv	Italia 1	Studio Aperto La Giornata	Faro	30/11/2018	Reference to appeal to Mattarella about Decreto Sicurezza
tv	Rai 3	FuoriTG 12.30	osservatorio Indifesa	06/12/2018	Reference to the data of Osservatorio Indifesa ScuolaZoo
radio	Rai 3	News 11.02	osservatorio Indifesa	16/12/2018	Reference to the data of Osservatorio Indifesa ScuolaZoo
tv	12 TV Parma	12 TG Parma	Indifesa	20/12/2018	interview to Paolo Ferrara
tv	Telenorba	TG Norba24 ore 9.30	Myanmar	28/12/2018	interview to Beppe Convertini
tv	Rai 3	TGR Mediterraneo	Libano	30/12/2018	interview to Fabrizio Vitale
tv	Telenorba	TG Norba24 ore 18	Myanmar	30/12/2018	interview to Beppe Convertini (replay)
tv	Telenorba	TG Norba24 ore 18	Myanmar	31/12/2018	interview to Beppe Convertini (replay)

## Fundraising activities of the working groups

### Genoa

The most important event of 2018 for the volunteers in Genoa was the traditional **Festa della Speranza [Festival of Hope]**, the 22nd one, which took place on 12 May in Sestri Ponente. **€3,930** was raised net of expenditure, going to the **"Back to the Future"** project in Lebanon and Jordan.

### Genoa Pegli

Fundraising in 2018 (net of expenditure): 15,029.48

### Pavia

**January/February:** theatrical readings at the Gabelli primary schools in collaboration with the Nesuke group. Fundraising for InDifesa projects: **€130.50**

**16-22 April:** 25th Mercatino dei Piccoli. Fundraising for Disabili Iraq [Disabled Iraq] project: **€2,065.41**

**May** Boezio Secondary School Carducci Primary School

Class Newsletter, in collaboration with Il Delfino Bookshop. Fundraising for the Iraq Disabled project: **€ 438.14**

**30th June** End of year drama productions in collaboration with Esquilíbrio Teatro [Esquilíbrio Theatre]. Fundraising for the Iraq Disabled project: **€216.60**

**28th September** Mixiland Jazz Band Concert. Fundraising for InDifesa projects: **€ 486.56**

**7th November** The Great War in words and pictures from enemy trenches – readings and music at Salone Teresiano – University of Pavia, in collaboration with Nesuke Theatre Collection and with Class 3 A of the music dept. of Liceo Scientifico Cairoli. Fundraising for Syria project, Back to school: **€ 168.00**

2018 Total amount: **€ 3,505.21**

### Lanciano

Terre des Hommes was present with an information booth at the 28th Mostra dei Presepi [Nativity Sets Exhibition] that took place in Lanciano from 6th December to 6th January 2019. The exhibition draws 12-15,000 visitors a year.

### Tirano

The usual exhibition of the monumental Nativity Scene at the Santuario della Madonna di Tirano [Shrine of the Lady of Tirano] resulted in the collection of **780 €**.



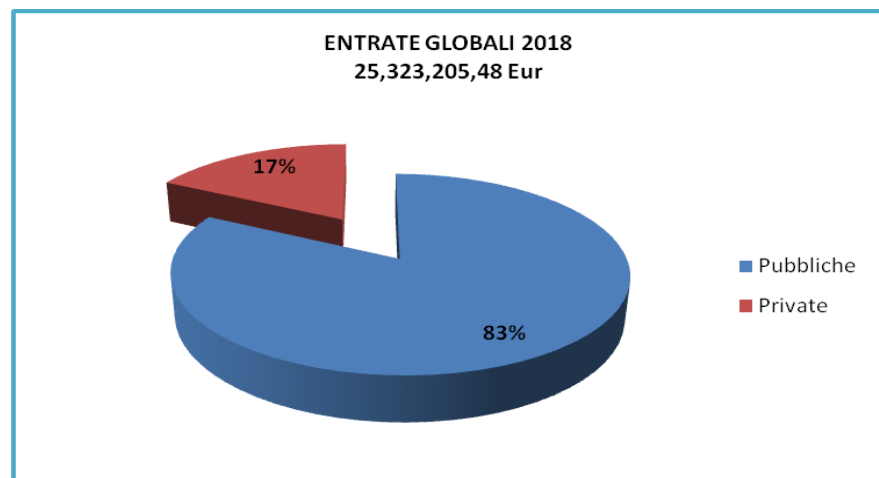


#### 5.4. FUNDRAISING BY PUBLIC BODIES

The **institutional Partners** which had relations and collaborations on TDH Italia projects in **2018** were as follows:

- **AICS Italian Agency for Development Cooperation MAECI**- Offices of the Local Technical Units;
- **ECHO** - European Civil Protection and Humanitarian Aid Operations;
- **Europe Aid** - European Commission's NGO Co-financing budget line;
- **EU FED** – European Development Fund
- **EU MADAD Trust Fund**
- **Fonds Fiduciaire d'Urgence pour l'Afrique-PISE parcours d'insertion socio professionnelle et vers l'emploi**
- **UNICEF** United Nations Children's Fund;
- **UNHCR** United Nations High Commissioner for Refugees;
- **OCHA** United Nations Office for the Coordination of Humanitarian Affairs.
- **MINUSTAH** United Nations Stabilisation Mission in Haiti Correctionnelle and Justice division;
- **UNOPS PAM** The United Nations Office for Project Services and World Food Programme
- **Monegasque COOPERATION**
- **Japanese COOPERATION**
- **Australian Cooperation**
- **Polish Cooperation**
- **Canadian Cooperation**
- **AFD Agence Francaise de Développement**
- **Cooperations of other European countries through the federation's affiliates: TDH Netherlands, TDH Germany, TDH Luxembourg.**

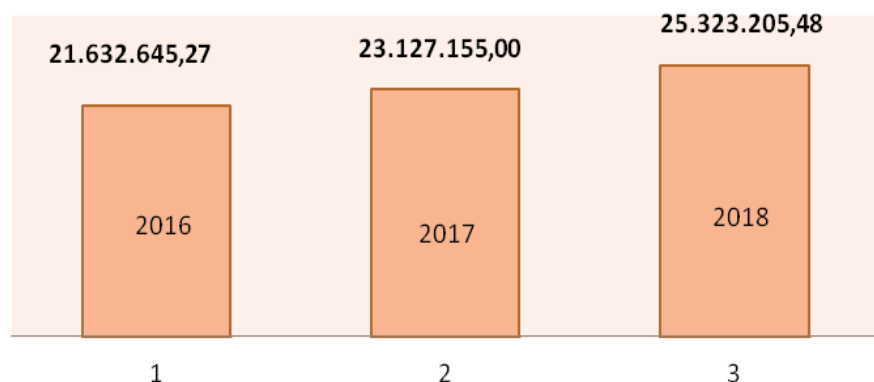
#### 2018 FUNDRAISING EXECUTIVE SUMMARY



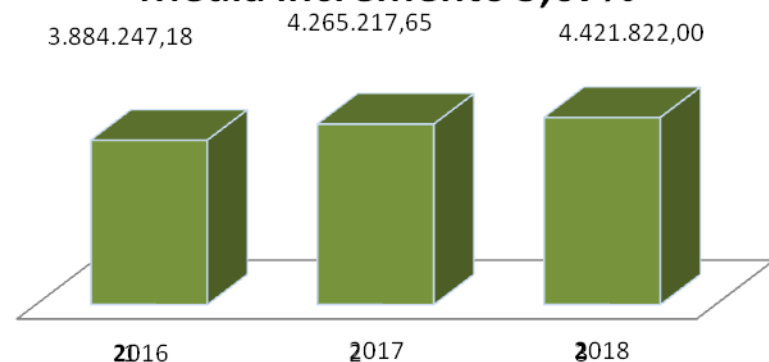
Also in 2018 global funding increased, confirming the trend of the previous years. **Just over 8% more orders were placed compared to 2017.**

Also in this financial year the highest growth is represented by public funding and it is still due to the Middle East crisis that involved the funding of national and international Institutions in this area especially for emergency interventions. However, private funding also increased by **3,67% thanks to free gifts and companies**. Long-distance Sponsorship is still down, although less compared to the previous financial year; the decrease is caused by the still uncertain economic situation of the average families that were the source of the long-distance sponsorships.

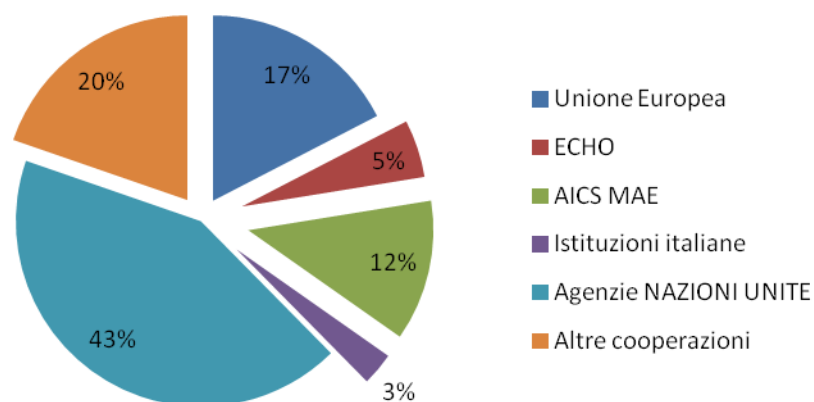
### TREND triennio 2016-2018 Media incremento +8,20%



### TREND incremento delle Entrate Private 2016-2018 Media incremento 3,67%



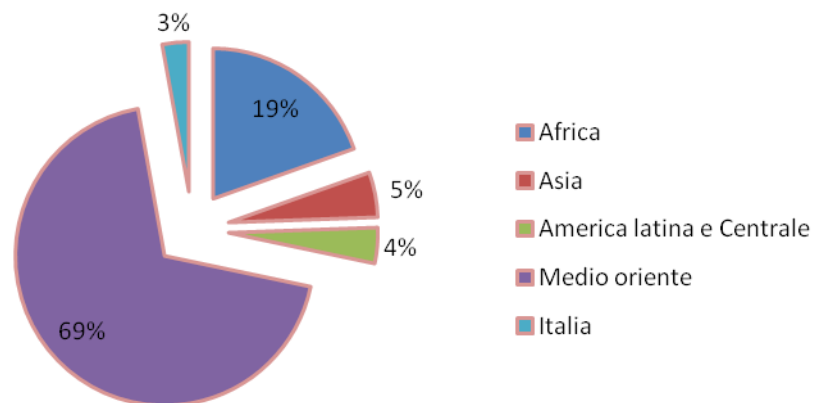
### Provenienza raccolta pubblica



### Source of public funds

Also for this financial year 2018 the percentage of funds coming from the United Nations Agencies - the major emergency funders - is still important, being twice the percentage of the funds of the European Union and of the other cooperation, which nevertheless grow compared to the previous financial year. Tdh It has acquired an important space and is recognised in terms of capacity and results acquired. The revenues related to the Italian Agency for Development Cooperation, which were also blocked due to a failure to appoint the director, remain at the same level. Other Italian institutions are included with a 3%, like the Ministry of Internal Affairs for the migrant projects in Italy.

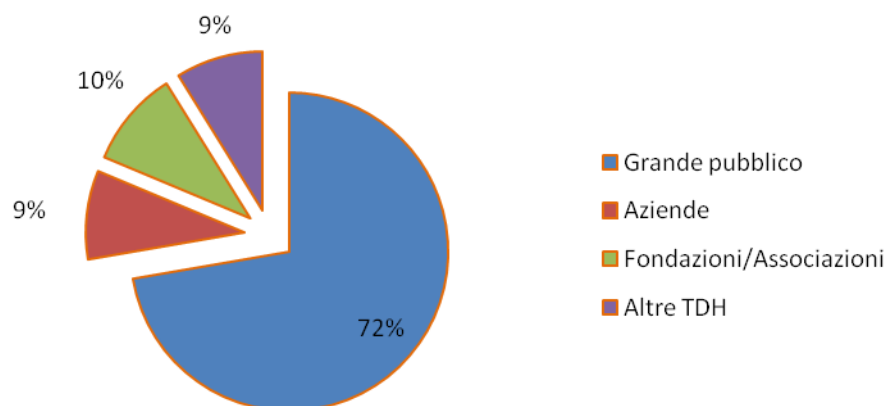
## Destinazione della Raccolta Pubblica



## Destination of public funds

The situation is very similar to the one of the last two years and again this year the Middle East crisis exceeds half of the allocations of funds. As in 2017, the lowest percentage is allocated to Latin America as well as to Central America with an unexpected increase, but only at the end of the year due to the crisis in Venezuela that affects Colombia, where we have been present for years and where substantial subsidies are foreseen for future humanitarian aid. Also the political and economic crisis in Nicaragua that occurred in 2018 will bring new scenarios and aid projects for 2019. As a matter of fact Africa has dropped to second place, even if in that continent there are situations of war, migration and massacres that are worthy of attention as much as the Middle East. Also Italy has increased as a recipient for public aid and finally after many years the Ministry of Internal Affairs has made contributions and provided funds for our projects to help migrants. However, already at the end of the year the Italian strategy on this matter changed due to the views of the new government.

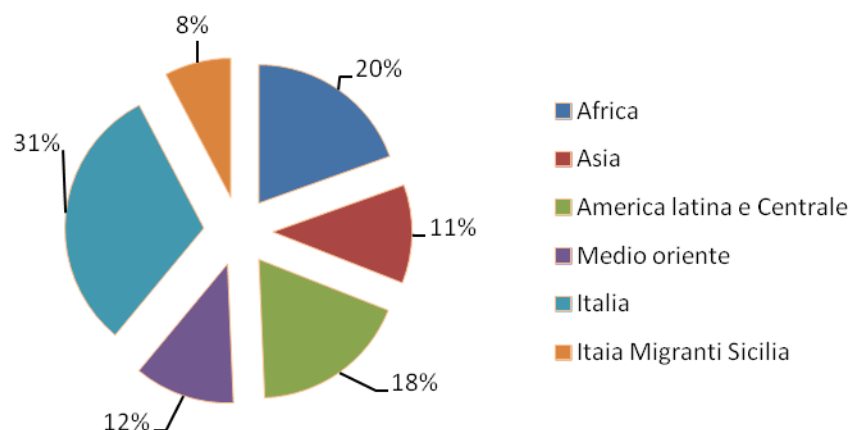
## Provenienza raccolta Privata



## Source of private funds

The main source of private collection is still the General public. The participation of Italian and foreign Foundations, and of Companies has increased, but not for long-distance sponsorship. The contribution of the other TDH affiliates is still quite good, even if lower than in previous years. The patron association in the United States hasn't brought tangible results yet, due to the limited availability of investments and to bureaucratic registration delays.

## Destinazione Raccolta privata



### Destination of Private funds

The interest of the average private donor towards Italy is confirmed, as it rises to 31% of the favourite destinations; Africa and Latin America maintain their positions in the preference of donors, while Asia and especially the Middle East are still decreasing. Like in the previous financial year, now the Foundation has also projects in Italy for foreign minors as well as for victims of child abuse and for the Indifesa campaign.

## 6.1. PROJECTS in ITALY

### 6.1.1. ADVOCACY ACTIVITY

#### Office purpose

The "Italy Advocacy and Programs" office has a threefold function:

- identification of the issues on which the Foundation in Italy needs to engage, and connection with the communications department in order to share the same communication strategy for these issues
- connection and representation with the parliamentary and governmental institutions on issues in which the Foundation is involved, through participation in institutional round tables and parliamentary hearings
- operational implementation of projects related to the primary themes of the Foundation, both direct and entrusted to the Foundation by institutions / departments / agencies
- lobbying to improve the regulatory framework concerning children

Furthermore it fulfils a connection role with the International Federation Terre des Hommes on various fronts:

- Advocacy working group
- "Destination Unknown" Campaign working group

- Working group for the Child Protection Policy Federation measures (Keeping Children Safe)

### **Institutional partnerships and Observatories**

In 2018 the work of the following Observatories as members continued:

- **National Observatory against pedophilia and child pornography** (Prime Minister's Office/Dept.PPOO [equal opportunities])
- **National Observatory for Childhood and Adolescence** (Interministerial Observatory - appointment by Minister Poletti)
- **CRC working group** Convention on the Rights of the Child
- **Audit Committee - IAP Institute of Self-regulation on Advertising**
- **Milan city Ombudsman for Children**

Also in 2018 the following **prestigious partnerships** continued:

1. **AMADE Mondiale Foundation** president H.R.H. Princess of Hannover Caroline of Monaco - FARO project partnership
2. Partnership agreement with the **Ombudsman for children** for the national training of volunteer guardians of unaccompanied foreign minors pursuant to Law 47/17 (Reform of the reception system for Unaccompanied Foreign Minors)
3. **Working group for the monitoring of Law n. 47/2017** “Provisions on protection measures for unaccompanied foreign minors” – Terre des Hommes signs officially the entrance of the Foundation in the working group.

### **6.1.2 PROJECTS in Italy**

#### **Areas of intervention**

The subject areas on which the Foundation focused its interventions in Italy in 2018 were as follows:

- > **CARE AND PREVENTION OF VIOLENCE AGAINST CHILDREN.**
- > **CHILDREN'S RIGHTS ADVOCACY**
- > **UNACCOMPANIED FOREIGN MINORS**
- > **PARTNERSHIP PROJECTS WITH CHILDREN'S AGENCIES**
- > **SCHOLARSHIPS**
- > **CHILD SEX TOURISM PREVENTION WEBCAM**

#### **CARE AND PREVENTION OF VIOLENCE AGAINST CHILDREN**



### **Shaken Baby Syndrome awareness campaign: "NEVER SHAKE A BABY!"**

During 2018 the slogan "NEVER SHAKE A BABY!" was launched and broadcasted to raise awareness on the Shaken Baby Syndrome among the general public, starring the actor Alessandro Preziosi.

The COMMERCIAL and all the campaign are the result of a collaboration with **the network of Hospitals** that are partners of Terre des Hommes, which started in 2016: **Azienda Ospedaliero-Universitaria** Città della Salute e della Scienza in **Turin**; **Fondazione IRCCS Ca' Granda** Ospedale Maggiore Policlinico in **Milan**; **Azienda Ospedaliera** in **Padua**; Azienda Ospedaliero-Universitaria **Meyer** in **Florence**; Azienda Ospedaliero Universitaria Policlinico – **Giovanni XXIII** in **Bari** and then also the **Ospedale dei Bambini "Vittore Buzzi"** in **Milan** joined the network, thus enhancing the partnership's strength and value.

The COMMERCIAL was sponsored by the Ombudsman for Children and reached more than 5 million Italians on TV and over 400,000 on social networks.

It was broadcasted on the national networks **La7**, **Mediaset** and **Sky**, as well as in the **MovieMedia** cinemas and in the **underground stations** of **Milan**, **Rome** and **Brescia**. In addition to the commercial, a **dedicated website** – [www.nonscuoterlo.it](http://www.nonscuoterlo.it) – was created, with the aim to explain the problem to the general public, as well as to collect scientific data, authoritative comments and expert advice.



### **The "NEVER SHAKE A BABY!" Campaign reaches USA,**

In September 2018 the COMMERCIAL and all the campaign were presented at the Shaken Baby Syndrome International Congress promoted by the Shaken Baby Syndrome National Centre in Houston, which borrowed the presentation prospectus of the Campaign, since Italy was present at this forum for the first time with a nationwide project on this kind of abuse..



### Timmi Project - Team for abuse identification in Milan

After approval by the **Ethics Committee of ASST - Sacco** [Sacco Local Public Health Authority], in 2018 the project carried out a first stage of observational study.

By means of Intovian tests handed out from March to November 2018, 179 forms suitable for assessment were collected, which provided a cross section of the potential target of users who may be assisted by the intervention of the Timmi team, once it is operational.

The year 2019 will be devoted to the presentation of a phase II project / intervention to the Ethics Committee which will be the basis to start the activities of taking charge the fragile families which are identified through the Emergency Unit and during follow up.

With the approval of the Ethics Committee, Buzzi Hospital may select and recruit the staff which will be needed for the project permanently for two years.

The public presentation of the operational project with press conference and presentation of the Timmi centre is scheduled for the months of May/June 2019.



## CHILDREN'S RIGHTS ADVOCACY



### Supplementary report to the UN on the monitoring of the Convention on the Rights of the Child in Italy;

As a NGO member and co - founder of the **CRC Working Group** (Convention on the Rights of the Child) also in 2018 Terre des Hommes contributed to the creation of the Report on the conditions of children in Italy. In this edition data were presented for the first time by region, offering a detailed snapshot of the Country with specifications for each region.

## UNACCOMPANIED FOREIGN MINORS

### Faro VIII

#### **Psychosocial and psychological support to Unaccompanied Foreign Minors and to families with children arriving in Sicily**

Also throughout the year 2018 the project FARO went on **providing psychological and psychosocial support** for **unaccompanied foreign minors** and families with children, by means of two **multidisciplinary teams** consisting of a psychologist, a sociologist and a cultural mediator, who are available at the **dock** and at the **hotspot** of **Pozzallo** (RG) and the **first reception centres** of the provinces of Catania, Siracusa and Ragusa.

The project has suffered the impact of the new immigration policy established by the new Ministry of Internal Affairs Salvini, who closed at first all ports to block arrival of rescue ships and then approved the Safety Decree. All of this undermined the conditions of migrants who arrived in Italy by decreasing their chances to enter protection paths.


The FARO project was financed by:

- **AMADE Mondiale Foundation**
- **LDS Charities**
- **TDH Luxembourg**
- **TDH Germany**
- **Fondation D'Harcourt - Geneva**



A promotional institutional video of the FARO operation was produced at the end of the project in order to thank all partners that supported it during the three-year period and to promote the project and its activities to other potential donors.


## Psychosocial support

	ACCOGLIENZA	113
	ANALISI DEI BISOGNI	74
	GRUPPI DI CONFRONTO	219
	LEZIONI DI LINGUA	199
	WORKSHOP CREATIVI	235
	WORKSHOPS RICREATIVI	175
	<u>ORIENTAMENTO</u>	33
	SUPPPORTO COMPITI	13
	LAB. GEOGRAFICI	5
	MIGLIORAMENTO SPAZI	13
	<u>TOTALE</u>	1079

## Psychological support

	<u>DON PINO PUGLISI</u>	6
	<u>CO.SVI.S</u>	5
	<u>OLEANDRI</u>	8
	<u>TOTALE</u>	19

## SANITARY TRIAGE AT HARBOUR

	<u>SBARCHI</u>	13
	<u>PERSONE SBARcate</u>	2293
	<u>MINORI SBARcati</u>	535
	<u>SBARCHI SEGUITI DA FARO</u>	8
	<u>PERSONE ASSISTITE DA FARO</u>	29
	<u>MINORI ASSISTITI</u>	15

## PSYCHOLOGICAL ACTIVITIES



<u>ACCOGLIENZA</u>	354
<u>ANALISI COMPETENZE</u>	11
<u>ATTIVITA' CON BAMBINI</u>	74
<u>CORSI DI ITALIANO</u>	98
<u>SUPPORTO IN EMERGENZA</u>	35
<u>ATTIVITA' RICREATIVE</u>	99
<u>ORIENTAMENTO</u>	48
<u>SUPPORT - IT</u>	21
<u>LAB. GEOGRAFICI</u>	39
<u>SUPPORT ALLA STESURA CV</u>	10
<u>GRUPPI DI DISCUSSIONE</u>	15
<u>TOTALE</u>	9
	813

	<u>HOTSPOT</u>	21
	<u>CASA DELLE CULTURE</u>	10
	<u>AISHA</u>	9
	<u>IL BORGHETTO</u>	3
	<u>FAMI DI POZZALLO</u>	2
	<u>TOTAL</u>	45

## INDIVIDUAL PSYCHOLOGICAL SUPPORT



**FAMI [Asylum, Migration and Integration Fund] PROJECT “FARO: intervention for the prompt identification of the psychosocial vulnerabilities of foreign minors from disembarkation to first reception and strengthening of the reception system in the provinces of Catania, Messina, Palermo, Ragusa, Siracusa”**

Financed by ASYLUM, MIGRATION AND INTEGRATION FUND (AMIF) 2014 - 2020

Specific goal 1 "Asylum" - National Goal 1 - lett.b) -

Measures in support of Foreign minors in conditions of psychosocial vulnerability



In March 2018 Terre des Hommes signs an Agreement with the Ministry of Internal Affairs to deploy the project **“FARO: intervention for the prompt identification of the psychosocial vulnerabilities of foreign minors from disembarkation to first reception, and strengthening of the reception system in the provinces of Catania, Messina, Palermo, Ragusa, Siracusa”** presented in a notice by AMIF.

The project extends the original FARO intervention to the following cities: Siracusa, Catania, Messina, Palermo and Ragusa, by providing three multidisciplinary teams which support the work carried out by the two FARO units financed by Terre des Hommes Foundation with its private partners / financiers.

The project foresees assistance during disembarkation, submission of vulnerable cases to first reception centres, follow up and report to local services.

At the same time social, legal and health trainings are planned for reception operators, delivered by the AMIF project partners: University of Messina, Policlinico [Polyclinic Hospital] of Palermo, Istituto Arrupe [Arrupe Institute] of Palermo.

The project will run until 2019.

Despite the closure of ports, Terre des Hommes staff managed to be present during all (though a few) disembarkations recorded in 2018 in three ports (Diciotti Ship / Sea Watch 3 cases).

## PROJECTS IN PARTNERSHIP WITH CHILD RIGHTS AGENCIES



### National training for volunteer tutors, organised by the Italian Authority for Children and Adolescents ( Autorità Garante per l'Infanzia e l'Adolescenza -AGIA)

The collaboration with the AGIA continued in 2018, by implementing training activities for future volunteer tutors. This professional figure has been introduced by the reform bill regarding the reception system of unaccompanied foreign minors (Law n. 47/17) “Provisions on protection measures for unaccompanied foreign minors”

In this second round of training, for which Terre des Hommes is the lead agency for the psychosocial support module thanks to the experience gained with the FARO project, the number of NGO in partnership with AGIA is reduced to three:

- Terre des Hommes
- Save the Children
- CIR

This demonstrates the quality and recognised role of the Foundation in this matter.

### Public notice "In support of the activity of the Guarantor of Child Rights Office"(AGIA), Municipality of Milan (Law n. 285/97)

The planned activities of the project were launched in 2018, after a stage of reorganisation and co-design operated by **AGIA Milan**.

The project includes:

1. Surveys for the analysis of the needs of Milanese families with children between the ages of 0 and 6  
Activities carried out by the partner "Institute for Social Research" (IRS- Istituto Ricerca Sociale )  
Study for the creation of mechanism of assessment for projects financed by the Municipality of Milan according to Law n.285

**Activity carried out by IRS – Istituto Ricerca Sociale**

2. Support pathways for primary school children in fifth grade and for students in the first year of secondary school, in order to reinforce their self-awareness, self-respect and recognition of others. This is aimed to reinforce the ability of children to anticipate risky situations.

**Activity carried out by the partner ALICe Association** - psychologists specialised in developmental age

3. ProteggiMI Tour - Educational paths with high school students (first, second, third, fourth year of upper secondary school) on the topics of bullying, cyber bullying, gender-related violence, stereotypes, personal safety and relationships with peers.

**Activity carried out through the operational support of the Scuola Zoo, and coordinated by Terre des Hommes.**



4. Investigation into all pediatricians in Milan, on the ability of recognising the signs of suspected child abuse, data collection and analysis, and submission of a dossier.

Upon completion, training courses are meant to be provided to family and hospital pediatricians and doctors, based on the findings that arise from the investigation. Alongside the activities set out, it is planned to update and distribute the **"Handbook for the guidance of doctors and pediatricians in order to manage cases of suspected child abuse"** promoted by Terre des Hommes + OMCEOMI + SVSeD + the University of Milan (Università degli Studi di Milano) + the Ordinary Court (Procura Tribunale Ordinario)+ the Prosecution Office of the Juvenile Court (Procura Tribunale dei Minorenni di Milano).

**Activities carried out with the Medical Association of Milan (OMCeOMI)**

5. Stage performance on the topics of: loneliness during adolescence/self-awareness and self-esteem/need to ask for help/bullying/relationships with parents/respect for others (and gender sensitivity)/redemption.

**The performance will be presented in three locations in the city of Milan.**

**Activities carried out by the Campo Teatrale partner**

6. Videos on domestic fragility to promote the AGIA  
Activities managed by Terre des Hommes, with the support of the Campo Teatrale
7. Final presentation event of activities implemented with the project.



Contributing partners are: the Istituto per la Ricerca Sociale (IRS), ALICe Association ONLUS and the Campo Teatrale Association. Collaborations are planned with: the Bar Association of the city of Milan; the Medical Board of the city of Milan; the eight Municipality (Municipio VIII); San Paolo and Mangiagalli Hospitals; the local Police.

**Sponsor: Municipality of Milan (80%)**

## **SURVEY ON THE LEVEL OF MALTREATMENT OF CHILDREN AND ADOLESCENTS IN ITALY**

**Terre des Hommes – National Guarantor of Child Rights (AGIA)**

In 2018, Terre des Hommes received confirmation from AGIA of the mandate to implement version 2.0 of the survey already carried out in 2015 on 231 Italian municipalities, to measure the scale of abuse towards children.

The agreement is due to be signed in early 2019, along with the related operational launch of the project.

Project partner: CISMAI **Sponsor: AGIA (100%)**



## **SCHOLARSHIPS FOR UNACCOMPANIED FOREIGN MINORS**

### **SCHOLARSHIPS FOR YOUNG MIGRANTS**

Sponsor Banca Intesa (70%)

The scholarship project approved in 2017 by the Banca Intesa for Terre des Hommes involves the following initial activities of:

- signature of the protocol of agreement and partnership with the Municipality of Milan;
- the launch of two public notices, to collect the applications of young migrants in refuge centres

Due to delays and failure to adhere to commitments taken by the Municipality of Milan, TDH has identified a potential new operational partner that is more reliable and trustworthy: MYGRANTS, with which it has begun to evaluate a proposed activity reorganisation project.

The proposed alternative shall be addressed to the donor.

The new project will provide education for 350 young migrants in various technical-professional spheres, and 44 work-based scholarships in as many companies based in Milan and in the hinterland.

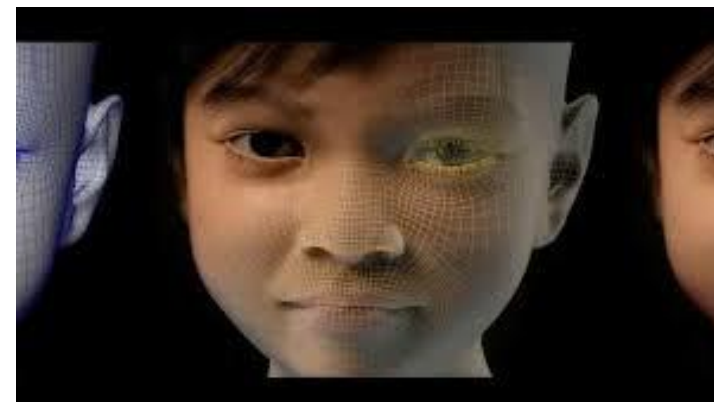
Presently this is pending approval by the donor.

## **> PREVENTION OF CHILD SEX TOURISM WEBCAM**

### **SWEETIE 2.0**

The studies proceed with a team of consultants set up by Terre des Homes to assist the Foundation in the technical/legal assessment of the new Sweetie 2.0 software's usage in Italy.

The consultancy activities are specifically designed to identify the methods to present the Sweetie tool to the fraud squad, to be used as a preventative measure for criminal offences that fall within their jurisdiction.

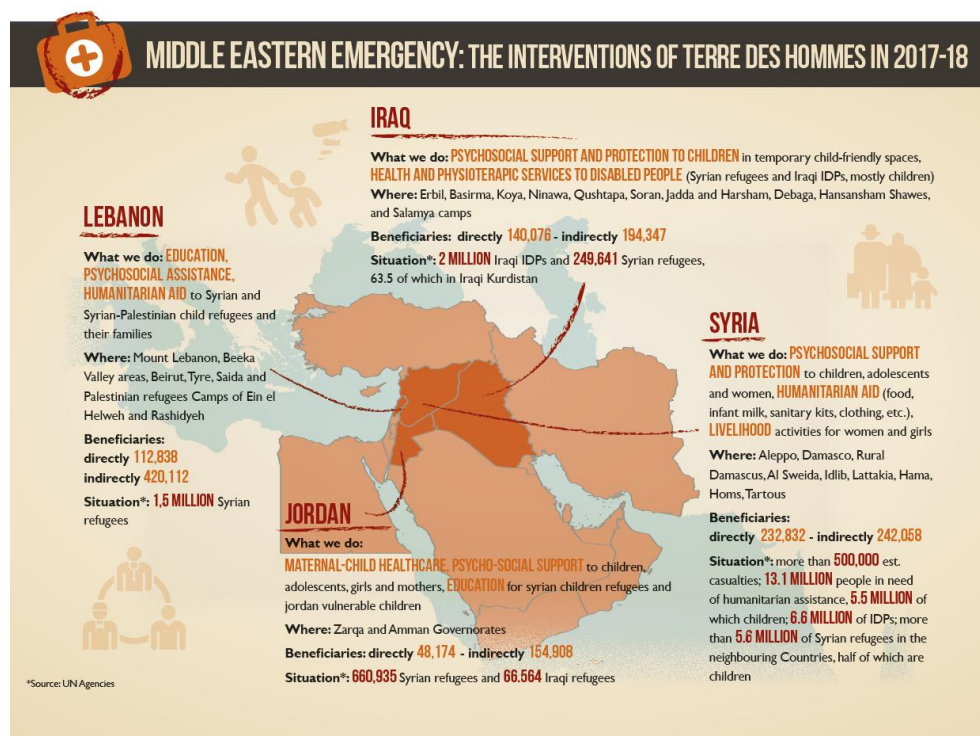




## 6.2. Emergency and development projects in Africa - Latin America - the Middle East - Asia

136 projects were managed in 2018 in 19 developing countries and in Italy, including 3 contracts obtained for activities being launched in 2019, and 46 projects 100% sponsored by TDH Italy. The other sponsors are subdivided as follows :

CE AIDCO/Europaid	8
CE ECHO	2
MAE AICS, MI Municipality, Ministry of Interior Affairs	18
NU Agency	37
Big donors and/or other foundations	17
Other cooperations	11



In 2018, the **direct beneficiaries** of the activities by the Foundation were **over 1 million children**, while the **indirect beneficiaries**, namely families or all those who have received a benefit from the situation , including training, were **more than 3 million people**.

The Foundation has employed about 2000 local people at different grades of payment, in order to reach these beneficiaries.

The projects implemented in 2018 have been 59 emergency projects and 79 development projects.

### 6.2.1. Emergency operations

The countries benefiting from the emergency interventions by the Foundation during **2018 were once again primarily in the Middle East: Lebanon, Jordan, Iraq, Iraqi Kurdistan and inside Syria itself**. Direct relief humanitarian operations with distribution of essential goods and supplies have accompanied interventions in the WASH sector to prevent diseases and epidemics, by providing families gathered in reception centres with access to clean water, toilets and above all with what qualifies the actions of TDH Italy, **that is psycho-social help for minors, the weakest group of the refugee population**. The production of specific manuals in Lebanon on the psycho-social approach has made an expansion of the activities at a regional level possible. **Even if classified as activities in Italy, we can bear in mind the psycho-social aid provided, in emergency situations, to unaccompanied foreign minors in the landing ports and first reception centres in Sicily**. It is mostly minors from the same war zones of the Middle East and Horn of Africa, however a large number are from other African regions along with adults considered to be economic migrants. Over the year **two projects were opened in Libya in Tripoli**, in support of migrants in government detention centres of Tripoli. Psycho-social aid is mainly directed to minors and women, though without denying help to adults of both sexes in emergency situations. The project has now been concluded, in consortium with the Genova HelpCode organisation for a healthcare assistance project in South Libya in the province of Fezzan, on the transit routes of undocumented migrants. The delegation has been opened in Tunis with permanent staff and **interventions have been launched, with focus on minors and adolescents in the reception centres and on pregnant women**; with this action, we can see that the intervention cycle of Terre des Hommes Italy on migrant minors includes all the stages of their travels: departure, transit and arrival.

Economic and displaced refugees are also flooding into neighbouring African countries, and for this reason a camp for the humanitarian protection of refugees was set up in 2018 **for food distribution, educational services and social care** in support of the children and families of refugees applying for asylum that come from West Africa **in Zimbabwe to Tongogara, funded by UNHCR**.

In **Mauritania active intervention has been ongoing for some years, to the aid of children between 0-6 years of age afflicted by acute malnutrition** in the desert regions of the middle of the country. This work was rolled out across the region of Assaba in 2018, due to the hard famine that struck the country.



Progetto contro la malnutrizione in Assaba, Mauritania

Zimbabwe – campo di Tongogara





There was a new drive during 2018 in **emergency planning in Columbia** in the area of North Santander, in different locations around Cúcuta, where we historically have a presence, due to the start of migration from nearby Venezuela, that gradually began early on in the year and became more significant after the first six months. , Therefore we started **a support programme for youths and pregnant women at risk migrating** from Venezuela, with the creation of friendly spaces for children, firstly funded by the American NGO Plan International and then towards the end of the year by UNICEF and PAM too. At the end of the year, projects have been presented as well to ECHO and DRA Holland through TDH Holland **for psycho-social assistance and the distribution of food and sustenance to Venezuelan refugees in the border regions of Tibú, la Gabarra, Porto and Santander with particular attention paid to children and mothers.** Every day the programme distributes more than 600 hot meals for free.



Colombia Norte de Santander



### 6.2.2. Interventions of cooperation to develop countries

Hereinafter the fields in which the Foundation's performance is better established are recalled:

- ❖ **Education**, with particular reference to **preventing early school leavers** and to the **support of minors from marginalised groups** (rural upbringing, street children and child labourers, orphans due to AIDS). **Inclusive education and education in emergencies above all in Lebanon and Jordan.**
- ❖ **Informal technical training** in support of adolescents that forms the backbone of our presence in Nacaragua. Niger Burkina Faso;
- ❖ **Child protection**, a sector that includes various countries and interventions; **psycho-social assistance and social reintegration of victims of abuse and conflict and prevention of the worst forms of child exploitation and trafficking of minors; psycho-social assistance of minors in war zones or emergencies, and of unaccompanied foreign minors.**
- ❖ **Maternal and child protection**, with particular reference to programmes of **monitoring the pregnancy and prevention of dangerous births** with reference information for more sensitive cases to other facilities, care and prevention of **childhood anaemia, of malnutrition**, prevention of **sexually transmitted diseases (MST and AIDS)**, **prevention of Female Genital Mutilation (FGM)**, **helping disabled people;**
- ❖ **Food and water safety, and healthcare or rehabilitation infrastructures (WASH and sanitation)**, are overlapping fields in many countries of the three continents, not just in development but often in emergency situations too.
- ❖ **Minors in Conflict with the Law (MCL)**, an area that continues to be important for the Foundation and that distinguishes it in **Mauritania, Burkina Faso, Niger and Haiti**, countries in which the activity of TDH Italy extends to day care in MCL reception and recuperation centres, to professional training activities and especially to the realisation of tailored life-planning and accompanying guidance in social reintegration post-detention.
- ❖ **Documented projects to increase the resilience of adolescents and young people** who happen to be in particularly difficult situations, and because of this are more likely to migrate **in Niger, Burkina Faso, Mauritania and Zimbabwe.**

In February 2018 the project "Cross-border cultural expressions between Burkina Faso and Niger for peace, social inclusion and development" was launched, a cross-border initiative between Burkina Faso and Niger that made culture an element of peace and development. The Foundation organises the general mobility of youth associations and movements in 8 cities through this project, four Nigerien (Niamey, Tahoua, Agadez and Maradi) and four Burkinabé (Ouagadougou, Bobo-Dioulasso, Fada N'gourma e Ouahigouya).

5000 young people were called to assemble in the first year, and up to 40,000 are expected in the two years to come, to carry messages of social cohesion and inclusion, peace and dialogue through micro inner-city activities inspired by artistic disciplines such as dance, theatre, traditional or contemporary oral expression (the art of storytelling or slam), plastic arts and cinema. These activities are addressed to an audience made up of migrant communities, ethnic communities/minority cultures, refugee groups, associations of vulnerable people (disabled people), or the socially excluded (street children, child victims of discrimination - albinos or other cultural discrimination), female victims of violence, etc. With the participation of grassroots communities, traditional and religious leaders, representatives of Municipalities and services from various ministries involved and of two associations with specific technical experiences (the Scouts in Niger with experience in managing youth groups; and Gambidi Cultural Space in Burkina Faso, an art school and promoter of cultural enterprises), this project aims to bring concrete and, above all, long-lasting results.



## LIST OF PROJECTS

	Title	type	Donor	BENEFICIARIES		TDH's role	OCSE Sector of intervention
				total	Of which direct		
BANGLADESH							
1	Education project for children living in the slums	S	TDH It	6.750	1.540	Leader	Basic education/Basic health
2	Developing a Conducive Environment for Urban Disadvantaged Children.	S	TDH It	3.080	1.540	Leader	Primary education/Basic health
3	Child sponsorship for the children of rural areas of Northern Bangladesh, Kurigram district, Kurigram and Chilmari subdistricts	S	TDH It	830	163	Leader	Primary education/Early childhood education/Health education
4	Contrasting gender discriminations and promoting social development in order to amplify the life opportunities of children and adolescents in 5 Dhaka slums (Azimpur, Mohammadpur, Rayerbazar, Pallabi, Baunya-Badh)	S	AICS	30.000	8.550	Leader	Primary education/Women's equality organisations and institutions/Democratic participation and civil society
5	Jukta Hoe Mukta (United We Stand)	S	UE	145.000	38.000	Leader	Basic life skills for youth and adults /Democratic participation and civil society/Employment policy and administrative management
6	Research proposal on the Dalit livelihood in Khulna Division in comparison to the poor of the mainstream communities	S	SDC	424	424	Leader	Human rights/Democratic participation and civil society
MYANMAR							
7	Better opportunities for the children of the dry zone, Yenanchaung Township, Myanmar.	S	TDH It	9.900	2.564	Leader	Primary education/Education facilities and training/Basic health care
8	Offering a better childhood to children in Twantay, Yangon.	S	TDH It	594	198	Leader	Primary education/Basic health care/Education facilities and training
9	For a better diet and a wider market access for vegetables in Dry Zone	S	UNOPS	12.000	5.900	Leader	Agricultural water resources/Agricultural development
10	GREAT - Economic, Environmental and Territory Resources Management Project)	S	AICS	16.000	4.500	Leader	Agricultural development/Agricultural land resources/Agricultural services
11	Promoting an integrated home garden and school garden approach for food and nutrition security in Myanmar.	S	FAO	250	250	Partner	Basic nutrition/Food crop production
BURKINA FASO							
12	Improve living conditions through access to study and care for children in the rural municipality of Laye	S	TDH It	1.217	217	Leader	Basic education/Basic health care/Vocational training



13	In support of children in the rural provinces of the Mossi plateau	S	TDH It	1.181	181	Leader	Primary education/Vocational training/Basic health care
14	Growing up in an environment that is attentive to children's rights, the example of Watinoma in the province of Oubritenga	S	TDH It	1.974	270	Leader	Primary education/Basic health/Education facilities and training
15	Accompaniment and support to give more opportunities to disadvantaged children in the province of Yatenga	S	TDH It	831	131	Leader	Basic education/Basic health care/Vocational training
16	Etoile du Burkina	S	TDH It			Leader	Basic life skills for youth
17	Community-based protection in the context of traditional gold panning sites	S	UE	22.000	5.000	Leader	Basic life skills for youth and adults /Basic health care/Ending violence against women and girls
18	Technical support project at the center of education and social reintegration of minors in conflict with the law and for the reinforcement of juvenile justice in Burkina Faso	S	Coop. Monegasca	800	100	Leader	Legal and judicial development
19	LRRD Program to Strengthen the Resilience of Vulnerable Communities to Food and Nutrition Insecurity in Northern Areas in Burkina Faso	S	UE	300.000	150.000	Partner	Government and civil society, general
20	Center for education and social reintegration of minors in conflict with the law (CERMICOL - Koumi, Bobo Dioulasso)	S	UNICEF	700	230	Leader	Legal and judicial development
21	Promoting socio-professional reintegration measures for Children in Conflict with the Law (ECL) through the restorative approach	S	UE	1.450	500	Partner	Legal and judicial development/Human rights
<b>NIGER-BURKINA FASO</b>							
22	Cross-border cultural expressions between Burkina Faso and Niger for peace, social inclusion and development	S	UE	65.000	30.000	Leader	Culture/Democratic participation and civil society
<b>COLOMBIA</b>							
23	Educational and psychosocial support for vulnerable children and desplazados, Bogota, Usme-La Golosa	S	TDH It	500	100	Leader	Social Protection/Health education
24	Educational and psycho-social support for the children of the locality of San Cristóbal, Bogotá	S	TDH It	50	50	Leader	Social Protection
25	In defense of children in a situation of vulnerability due to the Colombian armed conflict in the city of Cucuta-Colombia	S	TDH It	200	200	Leader	Multisector aid for basic social services

26	Creation of child-friendly spaces for young children in Cúcuta and Puerto Santander, access to safe drinking water and sanitation of the population affected by the humanitarian crisis at the Colombia–Venezuela border (Tibú, North of Santander)	E	UNICEF	1.500	1.500	Leader	Material relief assistance and services
27	Response to the humanitarian crisis at the border of Cúcuta, North of Santander, with particular attention to women and children at risk	E	PLAN International	2.370	370	Leader	Material relief assistance and services/Emergency food aid/Ending violence against women and children
28	Emergency water, sanitation and hygiene support to migrants from Venezuela.	E	PLAN International	1.125	1.125	Leader	Material relief assistance and services
29	Food assistance through vouchers for Venezuelan refugees (North of Santander)	E	WFP	500	500	Leader	Emergency food aid
<b>IVORY COAST</b>							
30	Scholastic and socio-health support for street children and the slums of Abidjan and Toumoudi	S	TDH It	3.000	680	Leader	Multisector aid for basic social services
31	"Amis de Coeur" - Creation and strengthening of a socio-health and educational center in the precarious districts of Doukouré and Yaossehi.Yopougon Municipality of Abidjan	S	TDH It	2.500	500	Leader	Multisector aid for basic social services
32	Educational and health support program for children in the district of Grand Bassam-Bonoua for the improvement of living conditions in rural communities. EX Altavia health safe maternity	S	TDH It	1.500	300	Leader	Multisector aid for basic social services
33	School construction and community mobilization project to promote access to education for rural people in Côte d'Ivoire	S	MinED/AFD	25.000	5.000	Leader	Education facilities and training
34	Côte d'Ivoire Health System Strengthening Project - improving the quality and accessibility of maternal and child health services of the District Sanitaire d'Anyama (Hôpital Général d'Anyama)	S	HAF	245.839	75.509	Leader	Basic health infrastructure
<b>ECUADOR</b>							
35	School project for children from the Río Verde canton	S	TDH It	2.000	335	Leader	Primary education
36	Comprehensive support project for sponsored children and youth from the neighborhoods of the Western Center of Quito	S	TDH It	1.225	245	Leader	Social Protection
37	Improvement project access to basic services for the children population in the Lago Agrio canton.	S	TDH It	2.500	400	Leader	Basic education/Early childhood education

38	Support activities for the children of the communities of Planchaloma, Province of Cotopaxi.	S	TDH It	2.500	1.000	Leader	Multisector aid for basic social services /Agricultural development
39	Child sponsorship for the children of the indigenous communities of the parish of Sigchos, canton of Sigchos, Province of Cotopaxi	S	TDH It	2.500	200	Leader	Basic education/Basic health care/Agricultural development
<b>JORDAN</b>							
40	Support for vulnerable children in the educational center of Zarqa	S	TDH It	500	167	Leader	EDUCATION/Early childhood education/Multisector aid for basic social services
41	Emergency rehabilitation of ZARQA schools and the improvement of basic education for Syrian refugees and for the host communities in the Amman and Zarqa governorates	E	AICS	23.324	5.831	Leader	Education facilities and training/Basic education/Teacher training
42	Improving mother and child health among Syrian refugees and host communities in Jordan	E	TDH Germania	48.000	12.000	Partner	HUMANITARIAN AID /Reproductive health care/Medical services
43	Support for basic medical care, maternal, newborn and child healthcare and improvement of hygienic standards for local community, IDP and Syrian refugees in the Governorate of Zarqa in Jordan	E	Coop. Polonia	28.912	7.228	Leader	Reproductive health care/Family planning/Health personnel development
<b>HAITI</b>							
44	Child sponsorship for children from the villages of Guerant and Mareminerve, Les Belles Fontaines (Croix des Bouquets, Haiti)	S	TDH It	250	120	Leader	Basic education
45	Educational support for children of disadvantaged families and "restavec" children in Port-au-Prince, Croix des Bouquets area, "La Providence" mixed school	S	TDH It	400	200	Leader	Basic education
46	Support for school scholarships - Sacré Coeur school, Croix de Bouquets	S	TDH It	200	200	Leader	Basic education/EDUCATION
47	Support legal and psycho-social for Minors at Conflict with the Law at Cermicol and Cabaret	S	PROSOLIDAR	1.500	300	Leader	Legal and judicial development
48	Justice for minors in conflict with the law of both sexes held in the rehabilitation center (CERMICOL) and in the Civil Prison of Cabaret - Haiti	S	Coop.CANADA	600	200	Leader	Human rights
49	Rehabilitation and re-integration of children in conflict with the law in the community	E	UNICEF	600	200	Leader	Human rights
<b>INDIA</b>							
50	Day care for children with cerebral palsy and mentally disabled and community based disabled rehabilitation program.	S	TDH It	280	175	Partner	Social Protection

51	Protection and educational support for vulnerable children in suburban Kolkata	S	TDH It	500	270	Partner	Social Protection
52	InDifesa project for girl children in Salem e Jamunamarathur.	S	TDH It	600	350	Leader	Social Protection
<b>IRAQ</b>							
53	Emergency initiative to strengthen the basic services towards IDP's and hosting communities of the independent Region of Iraqi Kurdistan	E	AICS	5.330	2.230	Leader	Material relief assistance and services /Medical services
54	Provide PSS, case management and specialized CP services to IDPs children in and out of camps in Erbil Governorate	E	UNICEF/TDH It	30.000	12.500	Leader	Material relief assistance and services
55	Safe space for refugee and youth, Iraq	E	BMZ - Germania	10.355	10.355	Leader	HUMANITARIAN AID
56	Safe spaces for refugee children and young people in Erbil and Dohuk Governorate II - extension	E	BMZ - Germania			Leader	Material relief assistance and services / Medical Services
57	Construction of playgrounds for refugee children and young people to promote free play in Kurdistan and Iraq	E	TDH Germania	5.000	1.000	Leader	Culture and recreation/Material relief assistance and services
58	Identification, Care, Protection band Case Management for unaccompanied children from Hawija military Operations	E	OCHA	292	146	Leader	Material relief assistance and services
59	Strengthen adolescence development and participation through life skills, vocational training and youth-led initiatives	E	UNICEF/TDH It	30.000	22.006	Leader	Material relief assistance and services
60	Guarantee specialized child protection services and access to education for children displaced and returned in South and East Ninewa	E	OCHA	20.500	17.000	Leader	Education policy and administrative management
61	Strengthen the capacity of governmental actors and guarantee specialized support to unaccompanied children in Ninewa State Home	E	UNICEF/TDH It	300	150	Leader	Social Protection
62	Enhancing the protection response for vulnerable IDPs through the provision of legal assistance and support to vulnerable IDPs with specific needs	E	UNHCR	16.340	4.340	Leader	Material relief assistance and services
63	Strengthening access to education for IDP children in Debaga through educational and extra-curricular activities	E	UNICEF	2.000	2.000	Leader	Material relief assistance and services/Primary education
64	Iraq Joint response (IRQJR) 4	E	TdH NL	10.500	3.600	Leader	Material relief assistance and services
65	Provision of Child Protection services for Refugees and IDPs in Erbil Governorate	E	UNHCR	8.000	5.000	Leader	HUMANITARIAN AID
66	Support vulnerable IDPs and Refugees children and youths through an integrated package of child protection and non-formal education services.	E	UNICEF	2.000	2.000	Leader	Material relief assistance and services

67	Support for the development of primary care and emergency care, improvement of hygiene conditions and medical education in the province of Diyala for refugees, displaced and local people.	E	Coop. Polonia	32.000	8.000	Leader	Medical services/Medical education and training
68	Strengthen child protection case management skills for local and governmental actors in central Iraq	E	UNICEF	247	247	Leader	Social Protection
69	Children in Residential Care: analysis of the situation of the Children State Home in South and Central Iraq.	E	UNICEF			Leader	Social Protection
70	Art and music for refugee children in Debaga	E	TDH Germania	110	110	Leader	Culture and recreation
71	Provisions of specialized child protection services integrated with access to quality education for returnees and IDPs children in HAA2 camp and West Anbar	E	OCHA	9.870	9.870	Leader	Material relief assistance and services

## ITALIA

72	FARO: Psychological and psychosocial Support towards Unaccompanied Asylum-Seeking Minors and families arriving in Ragusa, Sicily	S	Amade Mondiale/IFTDH/LDS Charities	887	887	Leader	REFUGEES IN DONOR COUNTRIES
73	Job Scholarships for the inclusion of young migrants	S	Intesa San Paolo	300	45	Leader	REFUGEES IN DONOR COUNTRIES
74	"Voci di Confine" project with AMREF	S	AICS tramite AMREF	0	0	Leader	Campagna di sensibilizzazione
75	FARO: Psychological and psychosocial Support towards Unaccompanied Asylum-Seeking Minors and families arriving in Sicily - VIII	S	Amade Mondiale/IFTDH/LDS Charities	1.098	1.098	Leader	REFUGEES IN DONOR COUNTRIES
76	FARO: intervention for the prompt identification of the psychosocial vulnerabilities of foreign minors from disembarkation to first reception and strengthening of the reception system in the provinces of Catania, Messina, Palermo, Ragusa, Siracusa	S	Ministero dell'Interno	100	100	Leader	REFUGEES IN DONOR COUNTRIES
77	In support of the activity of the Guarantor of Child Rights Office of Municipality of Milan	S	Comune Milano	3.840	3.840	Leader	Campagna di sensibilizzazione
78	FARO: Legal support and linguistic and cultural mediation to Unaccompanied Asylum-Seeking Minors and families in transit to Ventimiglia	E	LDS Charities/ Amade Mondiale/ TDH Germania	569	569	Leader	REFUGEES IN DONOR COUNTRIES

## LEBANON

79	Improvement of access to Inclusive Education and Early Childhood Development Care for refugee children in Palestinian camps and increase of the capacities and awareness of children, youth, parents,	S	TDH It	2.250	450	Leader	Basic education/Early childhood education
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80	"TA3LIM LIL JAMI3" More educational opportunities for children in the Palestinian camps of Ein El Hilweh and Rashidieh - South Lebanon	E	AICS/TDH It	3.600	1.200	Leader	Basic education
81	Improving the access to education for refugee children and community empowerment in Beirut and Mount Lebanon	E	UNHCR/TDH It	45.525	9.105	Leader	EDUCATION
82	Campaign to inform and mobilize communities to send their children to school	E	UNRWA	24.772	6.193	Leader	Education policy and administrative management
83	Towards Inclusive Education - Increasing education opportunities for refugee girls and boys living in Lebanon - 2017	E	UNICEF/TDH It	28.280	7.070	Leader	Basic education/Education facilities and training
84	Child protection support for the most vulnerable children of North Bekaa	E	OCHA	4.408	2.204	Leader	Human rights/Basic health infrastructure
85	DAFI scholarship Programme - Tertiary education for Syrian refugees in Lebanon	E	UNHCR	1.260	315	Leader	EDUCATION/Post-secondary education
86	Strengthening protection for Syrian refugees and vulnerable Lebanese girls and boys and their caregivers through quality prevention and response services	E	UNICEF/UISP	124.864	31.216	Leader	Human rights
87	Towards Inclusive Education - Increasing education opportunities for refugee girls and boys living in Lebanon 2018	E	UNICEF/TDH It	4.272	1.068	Leader	EDUCATION
88	Enhancing the access to education for refugee children and community empowerment in Beirut and Mount Lebanon	E	UNHCR/TDH It	41.180	10.295	Leader	EDUCATION/Education facilities and training
89	Child protection support for the most vulnerable children of North Bekaa and Mount Lebanon	E	UNICEF/TDH It	23.760	5.940	Leader	Human rights
90	DAFI- Scholarship program - Tertiary education for Syrian Refugees in Lebanon	E	UNHCR	1.092	273	Leader	Higher Education/Post Secondary Education
91	Inclusive Learning Support for all children living in Palestinian camps and gatherings of Lebanon	E	UNICEF	36.775	2.173	Leader	Multisector Education/training
92	Improving educational opportunities for children living in Palestinian camps in Lebanon, in an inclusive perspective	E	BMZ - Germania	36.088	3.058	Leader	Primary education/Education facilities and training
<b>REGIONAL EBANON/JORDAN</b>							
93	BACK TO THE FUTURE: School readiness, inclusion and retention for children victims of the Syrian Crisi in Lebanon and Jordan	S	EU MADAD /Tdh It NL	151.760	37.940	Partner	EDUCATION
94	Improve school infrastructure and develop educational opportunities for vulnerable children in Lebanon and Jordania	E	AICS/AVSI	9.212	2.303	Partner	Material relief assistance and services
95	Initiative to improve living conditions of Syrian refugees and vulnerable population living in Lebanon and Jordan and development of local technical and professional skills in order to increase the employment	E	AICS/TDH It	1.880	470	Leader	Material relief assistance and services

LIBYA							
96	Technical assistance and intervention to improve the management and access to essential services of Libyan municipalities	E	AICS	112.000	10		Material relief assistance and services
97	Emergency intervention for the improvement of health and hygiene conditions in the migrant and refugee center of Trik al Sikka, Tirik al Matar and Salahedin and in the Libyan hosting communities	E	AICS				Medical services
MAURITANIA							
98	Support at the center of the Sisters of Mercy for social and educational activities in favor of disabled children and vulnerable families	S	TDH It	1.250	250	Partner	Social Protection
99	Support to the nursery created by the Lorenzin Foundation for pre-school educational activities towards children of vulnerable families	S	Fond. Lorenzin	750	150	Partner	Early childhood education
100	Support for basic education for children at risk of the poor neighborhoods of the capital Nouakchott in collaboration with the school of Eners of El Mina.	S	TDH It	750	250	Leader	Basic education
101	Support to the comunitary school "Cellule du Savoir"	S	TDH It	200	50	Leader	Basic education
102	Creation of a center for the reintegration of children in conflict with the Nouadibou law	S	FED	80	80	Leader	Legal and judicial development/Conflict prevention and resolution, peace and security
103	Support to the management of severe acute malnutrition of children between 0 and 59 months and integration of the system of nutritional care in the health structures Moughataas of Kiffa, Barkéol and Kankossa	E	ECHO	10.000	7.342	Leader	Basic nutrition
104	Support for the management of severe acute malnutrition in children between 0 and 59 months and integration of the nutritional intake system in health facilities Mauritania (Echo4))	E	ECHO/Fd. Zanetti	27.020	1.805	Leader	Basic Nutrition
MOZAMBIQUE							
105	Education, child protection and training; Case del Sole	S	TDH It/MainADV	1.500	500	Leader	Social Protection
106	Support center for children Beira	S	TDH It	200	100	Leader	Basic education
107	Resilience in Gorongosa: integrated intervention and participation for a lasting Peace in the Serra of Gorongosa	S	AICS/CCS It	74.626	49.549	Leader	Multisector aid for basic social services /Rural development

108	EducaMoz –Quality Inclusive Pre-school Education in Mozambique	S	AICS	160.000	44.180		
109	PIN – Participatory Paths for the Economic Inclusion of Young People with Disabilities in Mozambique	S	AICS				
<b>NAMIBIA</b>							
110	Child sponsorship for children who benefit from the activities of the Family of Hope Services and Hope Initiatives centers in Namibia	S	TDH It	1.020	255	Leader	EDUCATION/Education facilities and training
<b>NICARAGUA</b>							
111	Child wellbeing and support for families living in the protected areas of the Rio San Juan, Los Guatuzos Reserve	S	TDH It	1.000	212	Partner	Multisector aid for basic social services
112	Integrated support for rural communities in the northern area of the Municipality of Masaya	S	TDH It	30.000	1.000	Leader	Multisector aid
113	Support for children, girls and adolescents working in the area of the Mayoreo Market in the VI District of Managua.	S	TDH It/Fondaz. San Zeno	1.500	310	Leader	Social Protection
<b>OCCUPIED PALESTINIAN TERRITORIES</b>							
114	Structured recreational and educational activities - Beit Ula Cultural Center	S	TDH It	1.200	200	Leader	Culture and recreation/Multisector education/training
115	Psychosocial support to families in the refugee camp f Al-Am'ri of Ramallah in collaboration with the Child and Youth Club – polyvalent neighborhood for children and young adolescence	S	TDH It	1.500	250	Leader	Basic education/Culture and recreation
116	Recreational and educational activities - Burj al Luq Luq centre.	S	TDH It	750	150	Leader	Multisector aid for basic social services
117	A.M.A.R.I.: Accouterments and Multidisciplinary Activities for Refugees and Indigents	S	Australian Embassy	2.400	400	Leader	Culture and recreation/Social protection
118	Valuing diversity - Inclusive education intervention for East Jerusalem children	S	COMMISSIONE UE/UEFA/TDH It	302.650	2.650	Leader	Teacher training/Human rights
119	Improve resilience and phyco-physic wellness of marginalized community in Area C seam zone	E	AICS/TDH It	22.249	7.115	Partner	Human rights/Basic drinking water supply and basic sanitation/Basic health care
120	P.L.A.Y. - Promoting leisure activities for youth	S	Australian Embassy	400	400	Leader	Culture and recreation/Social protection
<b>PERU'</b>							
121	Huachipa: More education and health, less child labor	S	TDH It	1.500	100	Leader	Multisector aid for basic social services
122	For girls and boys: sponsorship of girls and boys from Valle Amauta in the district of Ate..	S	TDH It	1.000	200	Leader	Multisector aid for basic social services
123	Together, for the rights of the children of Huancarani, Cusco.	S	TDH It	2.000	400	Leader	Multisector aid for basic social services

124	Better education, healthcare and recreation for the children of the Quimiriki basin.	S	TDH It	428	107	Leader	Multisector aid for basic social services
<b>SYRIA</b>							
125	Provide lifesaving food assistance to the most vulnerable crisis affected people, including people with specific needs (Phase II)	E	OCHA	185.000	92.500	Leader	Emergency food aid
126	Prevention and treatment of malnutrition for children and PLW in East Rural Homs	E	UNICEF	16.800	16.800	Leader	Basic nutrition/Health education
127	Syria Joint Response III - Life-saving activities for people inside Syria, for the most vulnerable people	E	TDH Olanda	8.000	8.000	Leader	Material relief assistance and services/Emergency food aid
128	Reinforcing and improving the psychological wellbeing of WMGB through structured and comprehensive PSS, capacity building and community inclusiveness	E	OCHA	7.500	2.529	Leader	Material relief assistance and services
129	Reinforcement and improvement of the psychological wellbeing of WMGB through structured PSS, PFA, CP and robust risk education	E	OCHA	14.200	2.840	Leader	Material relief assistance and services
130	Improving the protection for Eastern Ghouta IDPs	E	TDH NL	5.010	5.010	Leader	Material relief assistance and services
131	Food Vouchers per disabili	E	TDH NL	4.000	1.000	Leader	Emergency food aid
132	Provisions of multi-sectoral assistance to returnees and host communities		UNHCR	2.500	500	Leader	Material relief assistance and services/Ending violence against women and girls
<b>ZIMBABWE</b>							
133	To improve beneficiaries' right to education and other social protection needs in Mwenezi, Chipinge, Mazowe, Goromonzi, Gokwe and Bindura Districts of Zimbabwe.	S	TDH It	3.000	800	Leader	Multisector aid for basic social services
134	Provision of Social Assistance, Education, child protection and SGBV services to Refugees and Asylum Seekers in Tongogara Refugee Camp	E	UNHCR	6.941	6.941	Leader	Material relief assistance and services
135	Iniziativa di rafforzamento della resilienza delle comunità vulnerabili ai cambiamenti climatici in Africa Australe	S	AICS	142.595	13.304	Partner	Agricultural land resources
136	Mitigation of the effects of drought caused by El Niño in the countries of Southern Africa to strengthen the resilience of the beneficiary communities – Component B	E	AICS	58.000	14.446	Partner	Food crop production/Agricultural land resources
137	Empowering Refugee women through a soap making enterprise in Tongogara Refugee Camp	S	USAID-Julia Taft F.	20.000	35	Leader	Basic life skills for youth and adults /Education and training in water supply and sanitation
138	Provision of Social Assistance, Education, Health, Food Security, child protection and SGBV services to Refugees and Asylum Seekers in TRC	E	UNHCR	42.000	11.644	Leader	Material relief assistance and services

139	Youth Initiative. Support to secondary school students, and training. (Additional activity to project ZWE01/2018/51)	E	UNHCR			Leader	Material relief assistance and services
				3.024.591	888.243		

**Milan, April 26th, 2019**

**Fondazione Terre des Hommes Italia**

Donatella Vergari

**PRESIDENT**



Fondazione Terre Des Hommes Italia - ONLUS

Financial statements at December 31, 2018

Independent auditor's report

## **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors of  
Fondazione Terre Des Hommes Italia – ONLUS

### **Opinion**

We have audited the financial statements of Fondazione Terre Des Hommes Italia – ONLUS, which comprise the balance sheet as at December 31, 2018, the income statement for the year then ended and the notes to the financial statements.

In our opinion, the accompanying financial statements of Fondazione Terre Des Hommes Italia – ONLUS as at December 31, 2018, is prepared, in all material respects, in accordance with the framework required by the law.

### **Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing (ISA Italia). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Fondazione Terre Des Hommes Italia – ONLUS in accordance with ethical and independence regulations and standards applicable to audits of financial statements under Italian law. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### **Other matter**

This report is not issued in conformity with Italian law.

### **Responsibilities of Management and Those Charged with Governance for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the framework required by the law and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing Terre Des Hommes Italia – ONLUS ability to continue as a going concern, disclosing, as applicable, matters

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related to going concern and using the going concern basis of accounting unless management either intends to liquidate Terre Des Hommes Italia – ONLUS or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Terre Des Hommes Italia – ONLUS's financial reporting process.

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISA Italia will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISA Italia, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Terre Des Hommes Italia – ONLUS's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on Terre Des Hommes Italia – ONLUS's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Terre Des Hommes Italia – ONLUS to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance, identified at an appropriate level as requested by ISA Italia, regarding, among other matters, the planned scope and timing of the audit

and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Rome, May 27, 2019

Crowe AS SpA

*Signed by*  
Fabio Sardelli  
(Partner)

*This report has been translated into the English Language from the original, which was issued in Italian, solely for the convenience of the international reader.*

**AUDITORS' REPORT**  
**ON THE FINANCIAL STATEMENTS AS OF 31/12/2018**

(Translation from the original Italian text)

The financial statements as of 31/12/2018, 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	19.596.039
Liabilities	19.161.988
	<hr/>
Total equity (Endowment fund)	434.051
	=====

Management Report

Income

Income from contributions	23.780.985
Surplus funds for financed projects	761.410
Financial and extraordinary income	17.183
	<hr/>
Total income	24.559.578
	=====

Charges

Costs for projects	22.011.067
Costs for advocacy projects	392.749
Operating costs	2.155.762
	<hr/>
Total charges	24.559.578
	=====

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 sixteen 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 31/12/2018 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 - Via Boiardo, 6		
FINANCIAL STATEMENTS AT 31 DECEMBER 2018		
BALANCE SHEET		
ASSETS	31/12/2018 Units of Euro	31/12/2017 Units of Euro
A) AMOUNTS DUE FROM STOCKHOLDERS	== =	== =
<b>B) FIXED ASSETS</b>		
<b>I - Intangible assets</b> (E.N. page 82)		
1) Concessions, licenses and trade marks	0	0
2) Fixed Intangible assets under development	14.030	7.930
	-----	-----
	14.030	7.930
	-----	-----
<b>II - Tangible assets</b> (E.N. page 82)		
1) Plants and equipment	0	437
2) Other assets	1.484	1.053
3) Land and buildings	707.260	689.873
	-----	-----
<b>Total</b>	708.745	691.363
	-----	-----
<b>III - Financial assets</b> (E.N. page 83)		
1) Long-term Receivables	808	2.048
	-----	-----
<b>Total</b>	808	2.048
	-----	-----
<b>Total Fixed Assets (B)</b>	<b>723.583</b>	<b>701.340</b>
<b>C) WORKING CAPITAL</b>		
<b>I - Inventories</b>	== =	== =
	-----	-----
<b>II - Receivables</b>		
1) From entities for residual funds to be received (E.N. page 84)	12.587.555	12.392.460
2) From others (E.N. page 84)	4.153.553	2.747.917
	-----	-----
<b>Total</b>	16.741.108	15.140.377
	-----	-----

follows A S S E T S	31/12/2018 Units of Euro	31/12/2017 Units of Euro
<b>III - Financial assets not classified as fixed assets</b>	=== -----	=== -----
<b>IV - Cash and cash equivalents</b> (E.N. page 89)		
1) Bank and postal deposits	2.091.976	2.408.427
2) Cash on hands	6.979	5.149
<b>Total</b>	2.098.955 -----	2.413.576 -----
<b>Total Working Capital (C)</b>	<b>18.840.063</b>	<b>17.553.952</b>
<b>D) ACCRUED EARNINGS AND PREPAID EXPENSES</b> (E.N. page 89)	<b>32.393</b>	<b>37.912</b>
<b>TOTAL ASSETS</b>	<b>19.596.039</b>	<b>18.293.205</b>

L I A B I L I T I E S	31/12/2018 Units of Euro	31/12/2017 Units of Euro
<b>A) NET EQUITY</b>		
II - Endowment fund (E.N. page 90)	434.051	434.051
<b>Total Net Equity (A)</b>	<b>434.051</b>	<b>434.051</b>
<b>B) PROVISIONS FOR RISKS AND CHARGES</b>	===	===
<b>C) SEVERANCE INDEMNITY</b> (E.N. page 90)	<b>295.890</b>	<b>250.840</b>
<b>D) PAYABLES</b>		
1) Residual amounts tied up for programmes (E.N. page 91)	18.144.215	16.941.928
2) Residual amounts available for institutional activities (E.N. page 91)	108.483	42.830
3) Payables to suppliers	440.620	397.798
4) Tax payables (E.N. page 96)	54.502	42.331
5) Payables to national social security institutions (E.N. page 96)	65.001	50.370
6) Other payables (E.N. page 96)	53.277	133.057
<b>Total Payables (D)</b>	<b>18.866.097</b>	<b>17.608.313</b>
<b>E) PREPAID EARNINGS AND ACCRUED EXPENSES</b>	===	===
<b>TOTAL LIABILITIES</b>	<b>19.161.987</b>	<b>17.859.153</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>19.596.039</b>	<b>18.293.205</b>

MANAGEMENT REPORT			
I N C O M E		31/12/2018 Units of Euro	31/12/2017 Units of Euro
Income from contributions	(Σ Ω E.N. pages 93 - 94 - 95)	22.011.067	21.472.869
Final surplus from financed projects	(E.N. page 97)	761.410	901.704
Financial income	(E.N. page 97)	216	2.670
Extraordinary income	(E.N. page 97)	16.967	54.906
Funds raised to cover general expenses	(E.N. page 97)	1.769.918	1.505.412
		-----	-----
<b>Total</b>		<b>24.559.578</b>	<b>23.937.561</b>
		-----	-----
<b>Total income</b>		<b>24.559.578</b>	<b>23.937.561</b>
C H A R G E S		31/12/2018 Units of Euro	31/12/2017 Units of Euro
Costs for projects	(Σ Ω E.N. pages 93 - 94 - 95)	22.011.067	21.472.869
Costs for advocacy projects	(E.N. page 98)	392.749	366.441
		-----	-----
<b><u>Operating costs</u></b>			
In residence co-operators on projects	(E.N. page 98)	87.597	93.795
General and administrative expenses	(E.N. page 99)	1.436.128	1.293.174
Charges for promotional activities and fundraising	(E.N. page 100)	486.328	588.752
Deferred charges and depreciation	(E.N. page 101)	2.946	4.820
Financial expenses	(E.N. page 101)	28.798	28.809
Extraordinary expenses	(E.N. page 101)	101.228	86.326
Deficit from financed projects	(E.N. page 101)	12.737	2.574
		-----	-----
<b>Total operating costs</b>		<b>2.155.762</b>	<b>2.098.251</b>
		-----	-----
<b>Total charges</b>		<b>24.559.578</b>	<b>23.937.561</b>

**EXPLANATORY NOTES TO THE FINANCIAL STATEMENTS AS OF DECEMBER 31, 2018**

**HISTORY AND ACTIVITY OF THE FOUNDATION**

Terre des hommes Italia was founded in 1989 in Milan (Italy), by a group of prominent entrepreneurs and lawyers as non-profit association inspired by the Terre des hommes organization founded in Lausanne – Switzerland in 1960 by Edmond Kaiser. In 1994 the association became a foundation. Terre des hommes Italia – ONLUS Foundation operates in Italy and abroad, mainly in developing countries, with the mission of helping vulnerable children through concrete solidarity efforts, also by means of middle-term developing programmes and emergency relief aid, if necessary, with the purpose of overcoming underdevelopment and disadvantage situations suffered by the population of several countries in the South of the world and, in particular, by the children who bear the most heavy and unfair consequences of such situation.

The said programmes are promoted and agreed upon with the collaboration of national Partners and are measured over real regional needs, thus allowing self-management of the relevant programmes. Their implementation is carried out in full compliance with social, cultural and religious values as well as of the sovereignty of the relevant country, according to International Cooperation principles set forth by United Nations.

Terre des hommes Italia Foundation provides its support without any political, racial or religious implication and coordinates its programmes with other Italian and foreign organizations, either private or public, having objectives similar or connected to its mission.

The activity of Terre des hommes Italia is funded by donations by private sector (citizens, private companies and other private entities) and public funds (European Commission, United Nations Agencies, Italian Government and other public entities).

**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.

### **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.

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, 2018 give a true and fair representation of the economic and financial position of Terre des hommes Italia Foundation.

\* \* \* \* \*

### **ACCOUNTING PRINCIPLES AND EVALUATION CRITERIA**

The Financial Statement has been prepared applying the same evaluation criteria and the same accounting principles adopted in the previous year. For every item of balance sheet and management report have been reported the corresponding items of previous year and for the purposes of homogeneity, if useful, have been restated the corresponding items of previous year. If not possible, the information useful for a comparison with the previous year's data has been indicated in the Explanatory Note. For the relevant items the evaluation criteria and the accounting principles are shown below.

### **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 above in these notes to the financial statements, the Foundation is not subject to regional business tax (IRAP).

#### *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 financial statement is entered, for the part not absorbed by any operating loss, in an equity reserve.

#### *Other information*

The Foundation employs sixteen 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.

## ASSETS

Asset	Year of purchase	Initial residual cost	Cost of purchase	Depreciation	Capital gains/losses	Balance as of 31 December 2018
<b><u>B I - Intangible fixed assets</u></b>						
- Assets under development	2016	1.830				1.830
	2017	6.100				6.100
	2018		6.100			6.100
		-----	-----	-----	-----	-----
<b><u>Total intangible fixed assets</u></b>		<b>7.930</b>	<b>6.100</b>	<b>0</b>	<b>0</b>	<b>14.030</b>
		-----	-----	-----	-----	-----
<b><u>B II -Tangible fixed assets</u></b>						
- Plants and equipment	1995/2012	0				0
	2017	437		437		0
		-----	-----	-----	-----	-----
<b><u>Total plants and equipment</u></b>		<b>437</b>	<b>0</b>	<b>437</b>	<b>0</b>	<b>0</b>
		-----	-----	-----	-----	-----
- Forniture and interior decoration	1995/2016	1				1
	2017	366		366		0
	2018		1.692	846		846
- Electronic office equipment	1994/2016	13			-1	12
	2017	672		672		0
	2018		1.250	625		625
		-----	-----	-----	-----	-----
<b><u>Total other assets</u></b>		<b>1.052</b>	<b>2.942</b>	<b>2.509</b>	<b>-1</b>	<b>1.484</b>
		-----	-----	-----	-----	-----
- Land and buildings	2013	540.589				540.589
	2014	77.725				77.725
	2015	60.614				60.614
	2016	10.945				10.945
	2018		17.388			17.388
		-----	-----	-----	-----	-----
<b><u>Total land and buildings</u></b>		<b>689.873</b>	<b>17.388</b>	<b>0</b>	<b>0</b>	<b>707.260</b>
		-----	-----	-----	-----	-----
<b><u>Total fixed assets</u></b>		<b>691.362</b>	<b>20.329</b>	<b>2.946</b>	<b>-1</b>	<b>708.745</b>
		=====	=====	=====	=====	=====

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, Via Boiardo.

The development of the new projects' accounting and reporting software for local offices started in 2016 continued during the year.

Item B) I 2) "Assets under development" of 14.030 Euro refers precisely to the purchase of such software, which has not yet been fully operational during the year. This amount was therefore not subject to depreciation.



Fixed assets amount to 708.745 Euro net value after depreciation with an increase of 17.382 Euro compared to the previous financial year, almost entirely due to structural interventions on the building that houses the Headquarters of the Foundation.

There is not any depreciation about the item building because it is believed reasonably that the realisable value at the end of useful period will be higher at the net book value at the Financial Statement date.

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### **B III - Financial fixed assets**

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<b>I t e m s</b>	<b>31/12/2018</b>	<b>31/12/2017</b>
1) Long-term receivables		
- Caution deposits		
* Telecom Italia	372	372
* Others	436	1.676
	-----	-----
	808	2.048
	-----	-----
	<u>808</u>	<u>2.048</u>
	=====	=====

Financial fixed assets amount to 808 Euro and relate to the caution deposits attributable to the Milan office, Via Boiardo and to the deposit paid to the lessor for renting real estate unit used by a project collaborator in Sicily. The decrease of 1.240 Euro compared to the previous year is entirely due to the release of the other deposits of the real estate units rented for the collaborators of the previous projects in Sicily ended in the year.

## C II - Receivables

I t e m s	31/12/2018	31/12/2017
1) Receivables from entities for residual funds	12.587.555	12.392.460
	-----	-----
2) Receivables from others		
* Receivables for payments made to be reported	4.123.248	2.730.559
* Other receivables	27.784	17.358
* Advance payment to suppliers	2.522	0
	-----	-----
	4.153.553	2.747.917
	-----	-----
	<b>16.741.108</b>	<b>15.140.377</b>
	=====	=====

“Receivables from entities for residual funds” includes the contributions and grants that have already been resolved by third parties, but that have not yet been paid to the Foundation. This item is equal to 12.587.555 Euro with an increase of 195.095 Euro compared to the previous financial year.

“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. This item is equal to 4.123.248 Euro with an increase of 1.392.689 Euro compared to the previous financial year.

“Advance payment to suppliers” includes the amounts paid to suppliers of goods and services for which no invoice has been received yet on 31 December 2018. In particular, the item relates to the supply of glass walls for the administrative offices at the headquarters.

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 01/01/18	Integration s/Reductio ns crediti prev. years	Projects 2018	Funds from financers	Tdh It grants	Other grants	Minor/ Major payments	Surplus/ Deficit	Continge nt assets/ liabilities	Balance 31/12/18
Bangladesh DCI-NSAPVD/2015/359-821	622.441			-244.345	-47.739	-194.490				135.867
Bangladesh MAE AID 010591	382.507			-176.197	-22.192	-983				183.136
Bangladesh Swiss Embassy n. 81049423	49.870			-44.944						4.926
Burma FAO TCP/MYA/3505	16.940	8.338		-18.344			-6.811	-123		0
Burm AICS 10942/TDH/MYANMAR	1.091.288			-418.461		-4.849				667.978
Burma UNOPS-LIFT R 1.4/023/2014	19.399	120.189		-114.531			50.868		-50.868	25.057
Burkina EIDHR/2016/382-818	119.755			-86.811						32.944
Burkina DCI-HUM/2017/394-475			1.903.500	-649.646		-1.016				1.252.838
Burkina Tdh Lausanne (FED/2017/386- 731)	78.010			-31.754	-13.966					32.290
Burkina LVIA TF/2017/07	184.281			-85.616	-2.712					95.953
Burkina MAE AID 010132/TDH/HVO	-6.569					6.569				0
Burkina Monegasque Cooperation CERMICOL	100.000			-70.000						30.000
Burkina UNICEF 2017	6.089						-6.089			0
Colombia UNICEF PRC COL/2018/035			108.876	-52.964						55.912
Ivory Coast Brassivoire (with Heineken Africa Foundation)			157.091	-129.003						28.088
Ivory Coast MENET (Min. Ed.) C2D-EF	113.408			-112.827						581
Mauritania ECHO/- WF/BUD/2017/91028	119.000			-95.386		-25.000	-34.960	36.347		0
Mauritania ECHO/- WF/BUD/2018/91010			1.205.000	-955.911						249.089
Jordan TDH DE "Reduction child Labour in Zarqa"			352.297							352.297
Jordan TDH DE "Improving mother and child health"			431.680	-241.569						190.111
Jordan AICS AID 10704/TdH/2016	44.303			-30.146			-21.198	7.041		0
Jordan PMM PHBWU/2017/1/JM2/2018			465.376	-540.937		-17.448	93.009	0		0
Haiti MAECD Canada PSOP 16-151	388.880			-240.026						148.854
Haiti Prosolidar cod. 197	31.353			-31.353			-10.745	10.745		0
Haiti UNICEF " Renforcement SJM"	3.660						-3.718	58		0
"Right Courts for Children" Tdh Lausanne in Ungary	6.934									6.934
Iraq Tdh DE "Safe spaces for refugee children and youth"	1.300.914			-1.300.914			-7.284	7.284		0
Iraq Tdh DE "Construction playgrounds for refugee children"			44.339	-44.339			805	-805		0
Iraq Tdh DE "Psychosocial support for children in Debaga"			46.776	-46.546			35	-265		0
Iraq Tdh DE "Art and music for refugee children in Debaga"			15.300	-15.223			-77			0
Iraq AICS KRI/10739/06	12.038	14.939		-18.439				-8.538		0
Iraq OCHA IRQ- 17/3884/ST/P-E/INGO/5546	66.736			-65.620			-15.448	14.333		0
Iraq OCHA IRQ- 17/3884/R/P/INGO/7316	516						-11.180	10.664		0
Iraq OCHA IRQ- 18/3884/SA1/P/INGO/8382			330.687	-266.906						63.781
Iraq Tdh NL Phase 3	22.803									22.803
Iraq Tdh NL Phase 4			230.500	-230.500			-10.394	10.394		0
Iraq PMM 2018			239.144	-227.736						11.408
Iraq UNICEF PD/2016/81	26.024			-25.662		-362				0
Iraq UNICEF PD/2017/40	98.508			-54.211			-91.594	47.297		0
Iraq UNICEF PD/2017/74	187.925			-182.780			-29.723	24.577		0
Iraq UNICEF PD/2017/112	42.846			-42.623			-2.223	2.000		0
Iraq UNICEF PD/2017/121	3.066			-8.407			5.835	-494		0
Iraq UNICEF PD/2018/9			243.351	-160.331						83.019
Iraq UNICEF PD/2018/21			9.140	-9.988			205	642		0
Iraq UNICEF PD/2018/22			115.982	-42.531						73.451
Iraq UNICEF PD/2018/30			948.534	-463.238						485.296
Iraq UNICEF PD/2018/86			331.490							331.490
Iraq UNICEF PD/2018/87			209.145							209.145
Iraq UNHCR IRQ01/2017/577						3.149	-956	-2.193		0
Iraq UNHCR IRQ01/2017/613	234.867	-47.567		-146.393			-73.150	32.243		0
Iraq UNHCR IRQ01/2018/628			1.041.532	-1.043.946			-66.173	68.587		0
Iraq UNHCR IRQ01/2018/665			391.290	-390.757		18.126				18.660
Italy "Voci di confine" (AID 11039/AMREF/ITA)	11.000			-1.125						9.875
Italy "Faro VII" various donors (Ragusa e Ventimiglia)	45.000			-44.550					-450	0
Italy "Faro VIII" Fondation d'Harcourt			122.290	-122.102			-8.220	8.031		0
Italy "Faro VIII" various donors (Ragusa)			142.150	-129.650			-12.139	12.139		12.500
Italy "Faro VIII" various donors (Ventimiglia)			49.750	-44.000			-9.303	9.303		5.750
Italy Ministry of Interior "FAMI PROG 1635"			999.417	-599.650						399.767
Italy Garante Infanzia "Azioni supporto Comune MI n. 24"			77.006							77.006
Lebanon Tdh DE "Camp Education Lebanon I"			16.680	-15.904		-776				0
Lebanon Tdh DE "Improving educational opportunities"			467.722	-234.319		-23				233.380
Lebanon MAE AID 010578/TDH/LIB	555.589			-239.378	-35.760					280.451
Lebanon/Jordan AICS AID 10804/01/0 (w. AVSI)	221.796			-177.437						44.359
Lebanon/Jordan AICS CS/10805/13	840.000			-252.000		-40				587.960
Lebanon/Jordan TF-MADAD/2016/T04.22	3.266.623			-1.630.393	-20.586	-334.758				1.280.886
Lebanon OCHA LEB-17/DDA-3604/LBN-2ND-RES/P/INGO/76	44					-24	-7.899	7.879		0
Lebanon UNICEF LEBA/PCA2017042/PD201801			391.044	-391.044			-22.605	22.605		0
Lebanon UNICEF LEBA/PCA2017042/PD201802			3.683.293	-2.243.670		-237				1.439.387
Lebanon UNICEF LEBA/PCA2017042/PD2018600			155.601	-38.958						116.643
Lebanon UNHCR LBN01/2017/345	8.388					25.178	-87.455	53.889		0
Lebanon UNICEF PCA/LEBA/2017/042 (Palestinian Camp)	27.370						-82.138	54.769		0

## RECEIVABLES FROM ENTITIES FOR RESIDUAL FUNDS

Description	Opening 01/01/18	Integrations/ Reductions crediti prev. years	Projects 2018	Funds from financers	Tdh It grants	Other grants	Minor/ Major payments	Surplus/ Deficit	Continge nt assets/ liabilities	Balance 31/12/18
Lebanon UNICEF PCA/LEBA/2017/042 (Child Prote	474.769			-319.845			-292.929	138.006		0
Lebanon UNRWA SER/017/2017	23.504	26.019		-42.889						6.634
Lebanon UNHCR DAFI/2017/4251/000	436					3.225	-28.776	25.116		0
Lebanon UNHCR LBN01/2018/410			1.001.922	-1.001.922						0
Lebanon UNHCR LBN01/2018/432			517.623	-517.623						0
Libya AICS 11242/04 AID 11242			399.530	-199.765						199.765
Libya AICS 11242/04 AID 11573			249.955							249.955
Mauritania FED CRIS MR/FED/24285	125.000						-85.151	76.244		116.093
Mozambique MAE AID 010575/TDH/MOZ (with CCS	395.619			-158.864		-88.724				148.031
Mozambique AICS AID 011518/TDH/MOZ			1.680.478	-557.027		-18				1.123.433
Nicaragua CSO-LA/2018/402-739			1.231.591	-510.839						720.753
Palestine ENI/2015/359-883	558.882			-398.734	-10.035					150.114
Palestine AICS 10910/OXFAMITA/AREAC/1 1 (w. O)	88.521			-88.451			-11.166	11.096		0
Syria AICS CS/10803/G1 AID 010803	81.285			-81.245					-40	0
Syria OCHA DDA-3558/SA/FSA/INGO/2512	-5.928					5.928				0
Syria OCHA DDA-3558/SA/FSA/INGO/4282	142.745									142.745
Syria OCHA DDA-3558/SA/P/INGO/4311						55.829	-68.789	12.960		0
Syria OCHA DDA-3558/SA/P/INGO/10636			241.983							241.983
Syria Tdh NL Phase 3	-70.818					70.818				0
Syria Tdh NL " Aleppo" SY004	10.000			-10.000						0
Syria Tdh NL Phase 4 (SJR4)			743.889	-706.695						37.194
Syria Tdh NL Phase 6 (Est Ghouta)			44.254							44.254
Syria UNICEF 2017 Nutrition	86.931			-77.009						9.922
Syria UNHCR SYR01/2018/385			53.363	-56.956		3.594				0
Zimbabwe AICS "CROPS 4 Food" AID 11297 (w. CESVI)			183.983	-91.992						91.992
Zimbabwe AICS "CROPS" AID 10862 (w. CESVI)	96.632			-80.990						15.642
Zimbabwe Tdh NL Phase 2	37.105			-27.932						9.173
Zimbabwe UNHCR ZWE01/2017/48							-57.161	57.161		0
Zimbabwe UNHCR ZWE01/2018/51			1.074.936	-1.074.936						0
Zimbabwe UNHCR ZWE01/2018/53	0		7.574	-7.574						0
Zimbabwe American Embassy 2017	4.174			-4.177			3	0		0
	<b>12.392.460</b>	<b>121.918</b>	<b>22.357.064</b>	<b>-21.337.504</b>	<b>-152.990</b>	<b>-476.334</b>	<b>-1.014.692</b>	<b>748.992</b>	<b>-51.358</b>	<b>12.587.555</b>
	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====

“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 financers” 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 settlement and the overall expenses actually incurred in 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.

“Contingent assets/liabilities on projects” represents 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**

<b>Description</b>	<b>Balance 31/12/18</b>	<b>Balance 31/12/17</b>
Child Sponsorship Bangladesh - Delegation	469	5.414
Child Sponsorship Bangladesh - Aparajeyo	6.781	582
Child Sponsorship Bangladesh - Kurigram	6.049	5.587
Child Sponsorship Bangladesh - Arban	-2.566	1.995
Project Bangladesh DCI-NSAPVD/2015/359-821	157.579	76.776
Project MAE Bangladesh AID 010591/TDH/BGD	9.287	29.490
Project Bangladesh Swiss Embassy n. 81049423	32.798	27.365
Project FAO Burma TCP/MYA/3505	0	4.339
Project AICS Burma 10942/TDH/MYANMAR	154.340	179.724
Project UNOPS-LIFT Burma R 1.4/023/2014	37.133	34.625
Project Burkina EIDHR/2016/382-818	65.173	101.016
Project Burkina DCI-HUM/2017/394-475	104.028	
Delegation Burkina	40.439	8.631
Project Burkina Tdh Lausanne (FED/2017/386-731)	29.843	37.430
Project Burkina LVIA TF/2017/07	61.404	27.666
Project Burkina Monegasque Cooperation CERMICOL	77.211	32.731
Project Burkina UNICEF 2017	0	14.711
Child Sponsorship Colombia - Delegation	62.413	3.535
Project Ivory Coast MENET (Min. Ed.) C2D-EF	1.435	1.231
Project Ivory Coast ECHO-WF/BUD/2016/91103	0	90
Project Mauritania ECHO-WF/BUD/2017/91028	0	40.096
Project Mauritania ECHO-WF/BUD/2018/91010	58.915	
Child Sponsorship Ecuador - Delegation	40.942	24.765
Project Jordan Tdh DE "Improving mother and child health"	80.310	
Project AICS Jordan AID 10704/TdH/2016	647	24.558
Project PMM Jordan PHBWU/2017/1/J/M1	2.005	2.005
Project Haiti MAECD Canada PSOP 16-151	65.037	49.802
Project Prosolidar Haiti cod. 197	0	15.597
Project UNICEF Haiti "Renforcement SJM"	0	24.737
Delegation Iraq	10.031	23.716
Project Iraq Tdh DE "Safe spaces for refugee children and youth"	31.210	18.684
Project AICS Iraq KRI/10739/06	0	32.961
Project OCHA Iraq IRQ-17/3884/ST/P-E/INGO/5546	0	16.888
Project OCHA Iraq IRQ-17/3884/R/P/INGO/7316	10.502	90.126
Project OCHA Iraq IRQ-18/3884/SA1/P-E/INGO/8382	-20.658	
Project Iraq Tdh NL Phase 4 (IRQJR4)	12.149	
Project PMM Iraq 2018	1.322	
Project Iraq UNICEF PD/2016/81	0	63.863
Project Iraq UNICEF PD/2016/86	0	249
Project Iraq UNICEF PD/2017/40	0	24.902
Project Iraq UNICEF PD/2017/74	0	61.316
Project Iraq UNICEF PD/2017/112	0	17.558
Project Iraq UNICEF PD/2018/9	12.208	
Project Iraq UNICEF PD/2018/22	3.694	
Project Iraq UNICEF PD/2018/30	-150.357	
Project UNHCR Iraq IRQ01/2017/578	0	6.591



Description	Balance 31/12/18	Balance 31/12/17
Project UNHCR Iraq IRQ01/2017/613	0	3.447
Project UNHCR Iraq IRQ01/2018/628	-17.476	
Project UNHCR Iraq IRQ01/2018/665	65.161	
Project Italy4 "Faro VII" various donors (Ragusa e Ventimiglia)	0	13
Project Italy "Faro V" Fondation d'Harcourt (Siracusa)	0	287
Project Italy "Faro V" IFTDH (Ragusa)	0	360
Project Italy Ministry of Interior "FAMI PROG-1635"	34.476	
Delegation Lebanon	387.530	274.203
Project Lebanon Tdh DE "Improving educational opportunities"	45.993	
Project MAE Lebanon AID 010578/TDH/LIB	3.709	15.618
Project AICS Lebanon/Jordan AID 10804/01/0 (with AVSI)	14.119	164.912
Project AICS Lebanon/Jordan CS/10805/13	7.854	23.807
Project Lebanon/Jordan TF-MADAD/2016/T04.22	170.176	105.475
Project OCHA Lebanon LEB-17/DDA-3604/LBN-2ND-RES/P/INGO/7623	0	-3
Project UNICEF Lebanon LEBA/PCA2017042/PD201801	25.584	
Project UNICEF Lebanon LEBA/PCA2017042/PD201802	1.023.925	
Project UNICEF Lebanon LEBA/PCA2017042/PD2018600	254	
Project UNHCR Lebanon LBN01/2017/345	0	145.056
Project UNICEF Lebanon PCA/LEBA/2015/55-1/PD201603	0	7.067
Project UNICEF Lebanon PCA/LEBA/2017/042 (Palestinian Camp)	0	136.719
Project UNICEF Lebanon PCA/LEBA/2017/042 (Child Protection)	0	129.648
Project UNRWA Lebanon SER/017/2017	21.829	9.169
Project UNHCR Lebanon DAFI/2017/4251/000	0	94.695
Project UNHCR Lebanon LBN01/2018/410	103.568	
Project UNHCR Lebanon LBN01/2018/432	81.279	
Project AICS Libya/11242/04 AID 11242	-2.758	
Project FED Mauritania CRIS MR/FED/24285	8.656	11.581
Project MAE Mozambique AID 010575/TDH/MOZ (with CCS)	4.811	27.264
Project AICS Mozambique AID 11518/TDH/MOZ	-29.321	
Project Nepal AGIRE 2	3.676	3.676
Child Sponsorship Nicaragua - Delegation	44.405	35.435
Project Palestina ENPI/2012/296-210	65	65
Project Palestina ENI/2015/359-883	50.145	48.641
Project AICS Palestina 10910/OXFAMITA/AREAC/11 (with Oxfam)	0	17.477
Child Sponsorship Peru - Delegation	7.924	7.418
Child Sponsorship Peru Yanapanakusun	0	0
Child Sponsorship Burma	169.487	36.536
Child Sponsorship Ivory Coast	91.163	62.314
Child Sponsorship Jordan	21.848	13.776
Child Sponsorship Haiti	13.464	3.838
Child Sponsorship Mauritania	74.525	35.820
Child Sponsorship Mozambique	0	346
Child Sponsorship Namibia	0	3.164
Child Sponsorship Palestine	12.475	1.516
Child Sponsorship Saharawi	140	140
Child Sponsorship Syria	155.804	41.438
Child Sponsorship Zimbabwe	1.814	3.729
Project AICS Syria CS/10803/G1 AID 010803	0	3.612
Project OCHA Syria DDA-3558/SA/FSA/INGO/2512	0	89
Project OCHA Syria DDA-3558/SA/FSA/INGO/4282	1.074	99
Project OCHA Syria DDA-3558/SA/FSA/INGO/4311	0	2.799
Project Syria Tdh NL Phase 2	0	166
Project Syria Tdh NL Phase 3	0	2.005
Project Syria Tdh NL "Aleppo" SY004	2.564	8.229
Project Syria Tdh NL Phase 4 (SJR4)	195.329	
Project Syria Tdh NL Phase 5 (Est Ghouta)	1.773	
Project UNICEF Syria PCA/2014/21	663	663
Project UNICEF Syria 2017 Nutrition	5.144	11.012
Project UNHCR Syria SYR01/2018/385	16.148	
Project AICS Zimbabwe "CROPS" AID 10862 (with CESVI)	1.946	10.172
Project Zimbabwe Tdh NL Phase 2	0	3.471
Project UNHCR Zimbabwe ZWE01/2017/48	0	82.937
Project UNHCR Zimbabwe ZWE01/2018/51	300.528	
Project Zimbabwe American Embassy 2017	0	9.307
	<b>4.123.248</b>	<b>2.730.559</b>
	=====	=====

#### C IV - Cash and cash equivalents

I t e m s	31/12/2018	31/12/2017
1) Bank and postal deposit accounts		
* UBI Banca (ex Pop. Comm. & Industria) c/c	1.346	32.753
* Banca Monte dei Paschi di Siena c/c	1.291.624	571.745
* Unicredit Banca	271.575	1.386.876
* Banca BNL	0	0
* Postal current accounts	432.574	338.766
* PayPal	94.856	78.287
	-----	-----
	2.091.976	2.408.427
	-----	-----
2) Cash on hand		
* Cash	5.069	3.200
* Cash in foreign currencies	1.910	1.949
	-----	-----
	6.979	5.149
	-----	-----
	<b>2.098.955</b>	<b>2.413.576</b>
	=====	=====

“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	31/12/2018	31/12/2017
1) Accrued income	-	-
2) Prepaid expenses		
* Lease of photocopying machines ref to 2019	1.388	1.334
* Various lease payments referring to 2019	31.006	36.577
	-----	-----
	<b>32.393</b>	<b>37.912</b>
	=====	=====

## LIABILITIES

### **A - Net Equity**

I t e m s	31/12/2018	31/12/2017
Incorporation equity	51.646	51.646
Donations received	382.405	382.405
	_____	_____
	<b>434.051</b>	<b>434.051</b>
	=====	=====

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	31/12/2018	31/12/2017
Severance indemnity at year beginning	250.840	209.779
Sums paid as termination indemnity		-2.064
Allocations during financial year	45.050	43.125
	_____	_____
	<b>295.890</b>	<b>250.840</b>
	=====	=====

The item includes the allocation of the severance indemnity for the entitled. On 31 December 2018 the Foundation had sixteen employees, without any change from the previous year.

Please note that, further to Law no. 296 of 27 December 2006 (so called 2007 Financial Law), fifteen employees out of sixteen 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 (01/01/18)	16.018.705	923.223	16.941.928	42.830	16.984.757
Integrations/reductions of funds for financed projects	121.918		121.918		121.918
Minor/major payments for realization of programs	-1.014.692		-1.014.692		-1.014.692
Funds from private sector (collected in Italy and <i>in loco</i> )		2.345.252	2.345.252	1.392.374	3.737.626
Funds for financed projects	22.357.064		22.357.064		22.357.064
Funds restricted for Child Sponsorship for co-financing projects		-152.990	-152.990		-152.990
Disbursements	-20.277.257	-1.733.810	-22.011.067		-22.011.067
Coverage of general expenses		-443.198	-443.198	-1.326.721	-1.769.918
<b>Situation at end period (31/12/18)</b>	<b>17.205.738</b>	<b>938.477</b>	<b>18.144.215</b>	<b>108.483</b>	<b>18.252.698</b>
	=====	=====	=====	=====	=====

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;
- 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 (01/01/18)” 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 2018 of which approximately l’80% - net of the

amounts allocated to the institutional activities (1.392.374 Euro) – has been allocated for the realization of Foundation's Child Sponsorship programs (1.902.655 Euro) whilst the remaining funds approximately 20% has been allocated for covering general expenses (443.198 Euro);

- 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 20.277.257 Euro for the projects financed and/ or co-financed and 1.733.810 Euro for the projects of Child Sponsorship;
- 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 2018 + residuals 2017	Integrations/ Reduction of commitment	Minor/major payemnts for programs	Disbursements for programs (O)	Residual amounts to be allocated (X)	Final Surplus/Deficit
<b>PROJECTS 2018</b>						
- Burkina DCI-HUM/2017/394-475	1.903.500			-265.171	1.638.329	
- Colombia UNICEF PRC COL/2018/035	108.876				108.876	
- Ivory Coast Brassivoire (with Heineken Africa Foundation)	157.091			-123.561	33.530	
- Mauritania ECHO/-WF/BUD/2018/91010	1.205.000			-335.715	869.285	
- Jordan Tdh DE "Reduction child labour in Zarqa"	352.297				352.297	
- Jordan Tdh DE "Improving mother and child health"	431.680			-175.186	256.494	
- Jordan PMM PHBWU/2017/11/J/M/2018 (*)	465.376		93.009	-558.385	0	0
- Iraq Tdh DE "Construction of playgrounds for refugee children" (*)	44.339		805	-45.144	0	-805
- Iraq Tdh DE "Psychosocial support for children in Debaga" (*)	46.776		35	-46.811	0	-265
- Iraq Tdh DE "Art and music for children in Debaga" (*)	15.300		-77	-15.223	0	
- Iraq OCHA IRQ-18/3884/SA1/P-E/INGO/8382	330.687			-314.838	15.849	
- Iraq Tdh NL Phase 4 (*)	230.500		-10.394	-220.106	0	10.394
- Iraq PMM 2018	239.144			-234.488	4.656	
- Iraq UNICEF PD/2018/9	243.351			-141.808	101.543	
- Iraq UNICEF PD/2018/21 (*)	9.140		205	-9.346	0	642
- Iraq UNICEF PD/2018/22	115.982			-63.334	52.648	
- Iraq UNICEF PD/2018/30	948.534			-812.627	135.907	
- Iraq UNICEF PD/2018/86	331.490				331.490	
- Iraq UNICEF PD/2018/87	209.145				209.145	
- Iraq UNHCR IRQ01/2018/628	1.041.532		-66.173	-971.493	3.866	68.587
- Iraq UNHCR IRQ01/2018/665	391.290			-357.190	34.100	
- Italy "Faro VIII" Fondation d'Harcourt (Catania) (*)	122.290		-8.220	-114.070	0	8.031
- Italy "Faro VIII" various donors (Ragusa) (*)	142.150		-12.139	-130.011	0	12.139
- Italy "Faro VIII" various donors (Ventimiglia) (*)	49.750		-9.303	-40.447	0	9.303
- Italy Ministry of Interior "FAMI PROG-1635"	999.417			-282.958	716.459	
- Italy Comune Milano "Garante Infanzia-Azioni supporto" n. 24	77.006			-40.635	36.371	
- Lebanon Tdh DE "Camp Education Lebanon I" (*)	16.680			-16.680	0	
- Lebanon Tdh DE "Improving educational opportunities"	467.722			-196.350	271.372	
- Lebanon UNICEF LEBA/PCA2017042/PD201801 (*)	391.044		-22.605	-368.439	0	22.605
- Lebanon UNICEF LEBA/PCA2017042/PD201802	3.683.293			-1.382.751	2.300.542	
- Lebanon UNICEF LEBA/PCA2017042/PD2018600	155.601			-38.704	116.897	
- Lebanon UNHCR LBN01/2018/410	1.001.922			-908.674	93.248	
- Lebanon UNHCR LBN01/2018/432	517.623			-483.099	34.524	
- Libya AICS AID 11242/04	399.530			-82.242	317.289	
- Libya AICS AID 11573	249.955			-6.401	243.554	
- Mozambique AICS AID 11518/TDH/MOZ	1.680.478			-277.731	1.402.746	
- Nicaragua CSO-LA/2018/402-739	1.231.591				1.231.591	
- Syria OCHA DDA-3558/SA/P/INGO/10636	241.983				241.983	
- Syria Tdh NL Phase 4 (SJR4)	743.889			-441.900	301.989	
- Syria Tdh NL Phase 6 (Est Ghouta)	44.254			-40.205	4.049	
- Syria UNHCR SYR01/2018/385	53.363			-40.036	13.327	
- Zimbabwe AICS "CROPS 4 food" AID 11297 (w. CESVI)	183.983			-1.738	182.245	
- Zimbabwe UNHCR ZWE01/2018/51	1.074.936			-741.087	333.849	
- Zimbabwe UNHCR ZWE01/2018/53 (*)	7.574			-7.574	0	
	<b>22.357.064</b>	<b>0</b>	<b>-34.855</b>	<b>-10.332.157</b>	<b>11.990.051</b>	<b>130.631</b>
<b>PREVIOUS YEARS' PROJECTS</b>						
- Bangladesh DCI-NSAPVD/2015/359-821	846.407			-491.650	354.757	
- Bangladesh MAE 010591/TDH/BGD	355.652			-281.509	74.143	
- Bangladesh Swiss Emabssy n. 81049423	77.235			-39.511	37.724	
- Burma FAO TCP/MYA/3505 (*)	8.710	8.338	-6.811	-10.237	0	-123
- Burma AICS 10942/TDH/MYANMAR	1.264.045			-388.928	875.117	
- Burma UNOPS-LIFT R 1.4/023/2014	0	120.189	50.868	-171.057	0	
- Burkina EIDHR/2016/382-818	221.694			-141.653	80.041	
- Burkina Tdh Lausanne (FED/2017/386-731)	119.724			-39.341	80.383	
- Burkina LVIA TF/2017/07	214.815			-54.248	160.567	
- Burkina Monegasque Cooperation CERMICOL	101.984			-53.983	48.001	
- Burkina UNICEF 2017 (*)	20.800		-6.089	-14.711	0	
- Ivory Coast MENET	142.278			-103.825	38.453	
- Mauritania ECHO/-WF/BUD/2017/91028 (*)	217.920		-34.960	-182.960	0	36.347
- Jordan AICS AID 10704/TdH/2016 (*)	55.083		-21.198	-33.886	0	7.041
- Haiti MAECD Canada PSOP 16-151	413.326			-283.243	130.083	
- Haiti Prosolidar cod. 197 (*)	28.237		-10.745	-17.492	0	10.745
- Haiti UNICEF "Renforcement SJM" (*)	28.267		-3.718	-24.549	0	58
- Iraq Tdh DE "Safe spaces for refugee children and youth" (*)	1.300.860		-7.284	-1.293.575	0	7.284



**Breakdown of collected amounts, uses and surpluses funds for future interventions (follows)**

Description	Collected + commitments 2018 + residuals 2017	Integrations/Reductions of commitments	Minor/ major payments for programs	Disbursements for programs (Ω)	Residual amounts to be allocated (Υ)	Final Surplus/Deficit
- Iraq AICS KRI/10739/06 (*)	0	14.939		-14.939	0	-8.538
- Iraq OCHA IRQ-17/3884/ST/P-E/INGO/5546 (*)	94.647		-15.448	-79.200	0	14.333
- Iraq OCHA IRQ-17/3884/R/P/INGO/7316 (*)	85.699		-11.180	-74.520	0	10.664
- Iraq UNICEF PD/2017/40 (*)	110.270		-91.594	-18.675	0	47.297
- Iraq UNICEF PD/2017/74 (*)	181.023		-29.723	-151.042	258	24.577
- Iraq UNICEF PD/2017/112 (*)	60.325		-2.223	-58.102	0	2.000
- Iraq UNICEF PD/2017/121 (*)	0		5.835	-5.835	0	-494
- Iraq UNHCR IRQ01/2017/577 (*)	0		-956	956	0	-2.193
- Iraq UNHCR IRQ01/2017/613 (*)	221.031	-47.567	-73.150	-100.313	0	32.243
- Italy "Voci di confine" (AID 11039/AMREF/ITA)	11.329			-3.399	7.930	
- Italy "Inclusione soc. migranti" Intesa S. Paolo	93.750			-8.946	84.804	
- Lebanon MAE AID 010578/TDH/LIB	656.308			-317.870	338.438	
- Lebanon/Jordan AICS AID 10804/01/0 (w. AVSI)	356.798			-327.949	28.849	
- Lebanon/Jordan AICS CS/10805/13	812.592			-758.802	53.790	
- Lebanon/Jordan TF-MADAD/2016/T04.22	4.056.710			-2.479.155	1.577.555	
- Lebanon OCHA LEB-17/DDA-3604/LBN-2ND-RES/P/IN	128.943		-7.899	-121.044	0	7.879
- Lebanon UNHCR LBN01/2017/345 (*)	127.295		-87.455	-39.840	0	53.889
- Lebanon UNICEF PCA/LEBA/2017/042 (Palestinian Car	91.590		-82.138	-9.452	0	54.769
- Lebanon UNICEF PCA/LEBA/2017/042 (Child Protection	310.318		-292.929	-17.389	0	138.006
- Lebanon UNRWA SER/017/2017	6.215	26.019		-30.229	2.005	
- Lebanon UNHCR DAFI/2017/4251/000 (*)	30.019		-28.776	-1.243	0	25.116
- Mauritania FED CRIS MR/FED/24285 (*)	340.289		-85.151	-255.137	0	76.244
- Mozambique MAE AID 010575/TDH/MOZ	489.475			-262.758	226.717	
- Palestine ENI/2015/359-883	849.251			-408.026	441.225	
- Palestine AICS 10910/OXFAMITA/AREAC/11 (w. Oxfam	99.511		-11.166	-88.345	0	11.096
- Syria OCHA DDA-3558/SA/FSA/INGO/4282	742.834			-286.130	456.705	
- Syria OCHA DDA-3558/SA/P/INGO/4311	145.944		-68.789	-77.155	0	12.960
- Syria Tdh NL "Aleppo" SY004	86.854			-47.931	38.923	
- Syria UNICEF 2017 Nutrition	83.363			-68.900	14.463	
- Zimbabwe AICS "CROPS" AID 10862 (w. CESVI)	188.483			-123.727	64.756	
- Zimbabwe UNHCR ZWE01/2017/48 (*)	127.322		-57.161	-70.161	0	57.161
- Zimbabwe American Embassy 2017 (*)	13.481		3	-13.484	0	0
	<b>16.018.705</b>	<b>121.918</b>	<b>-979.837</b>	<b>-9.945.100</b>	<b>5.215.686</b>	<b>618.360</b>
<b>TOTAL PROJECTS</b>	<b>38.375.769</b>	<b>121.918</b>	<b>-1.014.692</b>	<b>-20.277.257</b>	<b>17.205.738</b>	<b>748.992</b>
	=====	=====	=====	=====	=====	=====

(\*) Project completed during 2018.

## **CHILD SPONSORSHIP**

Description	Residual funds as of 01/01/18	Reallocation to residual institutional amounts available	Use of residual institutional amounts available for coverage Child Sponsorship expenses	Tdh's contribution for project co-financing	Collection 2018 net of amounts for covering general expenses	Disbursements for programs (Ω)	Residual amounts to be allocated (Υ)
- Bangladesh	110.443	-10.000		-69.931	210.350	-136.741	104.120
- Burma	142.032	-20.000			115.155	-29.169	208.018
- Burkina	229.026	-10.000		-16.678	159.506	-189.457	172.396
- Colombia	35.596	-10.000			42.218	-44.505	23.309
- Ivory Coast	19.691	-10.000			108.811	-107.455	11.047
- Ecuador	65.768	-23.633			187.425	-159.703	69.856
- Jordan	17.418				30.811	-28.320	19.909
- Haiti	27.983				51.602	-42.462	37.122
- India	5.263		1.895		78.540	-85.698	0
- Iraq	0		43.509		61.710	-105.219	0
- Lebanon	22.142			-56.347	52.866	-505	18.157
- Mauritania	51.170				82.693	-57.227	76.636
- Mozambique	63.705				133.319	-89.402	107.622
- Namibia	2.063		2.365		24.535	-28.963	0
- Nicaragua	18.289				196.485	-205.481	9.292
- Palestine	79.089			-10.035	91.076	-79.140	80.991
- Peru	0		17.640		160.227	-177.867	0
- Syria	5.727		15.415		6.560	-27.702	0
- Zimbabwe	27.818		2.810		108.166	-138.794	0
	<b>923.223</b>	<b>-83.633</b>	<b>83.633</b>	<b>-152.990</b>	<b>1.902.055</b>	<b>-1.733.810</b>	<b>938.477</b>
	=====	=====	=====	=====	=====	=====	=====

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

- the column under “Residual funds as of 01/01/18” refers to surplus funds of previous financial years;
- 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 2018" 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 22.011.067 Euro, while the residual funds to be allocated for expenditure (columns Υ) amount to 18.144.215 Euro.

#### **D 4 - Tax payables**

<b>I t e m s</b>	<b>31/12/2018</b>	<b>31/12/2017</b>
Payables to Treasury for advance with holding tax on employees and self-employed	54.502	42.331
	<u>54.502</u>	<u>42.331</u>
	=====	=====

#### **D 5 - Social security payables**

<b>I t e m s</b>	<b>31/12/2018</b>	<b>31/12/2017</b>
Payables to INPS and INAIL	65.001	50.175
Payables to supplementary pension funds	0	195
	<u>65.001</u>	<u>50.370</u>
	=====	=====

#### **D 6 - Other payables**

<b>I t e m s</b>	<b>31/12/2018</b>	<b>31/12/2017</b>
Accrual for extra monthly salary (14th salary) and contributions due	91.525	74.375
Payables to various	-38.248	58.683
	<u>53.277</u>	<u>133.057</u>
	=====	=====

\* \* \* \* \*

## **INCOME**

### **Income from contributions**

Income from contributions amount to 22.011.067 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 761.410 Euro, are listed under the column "Final Surplus/Deficit" in the table at pages 93-94.

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#### **Financial income**

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<b>I t e m s</b>	<b>31/12/2018</b>	<b>31/12/2017</b>
- Interests		
* on bank and postal accounts	216	2.670
	<hr/>	<hr/>
	<b>216</b>	<b>2.670</b>
	<hr/>	<hr/>

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#### **Extraordinary income**

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<b>I t e m s</b>	<b>31/12/2018</b>	<b>31/12/2017</b>
- Contingent assets and credit bonuses	5.230	54.747
- Positive differences of foreign exchange rates and currency cash	11.738	159
	<hr/>	<hr/>
	<b>16.967</b>	<b>54.906</b>
	<hr/>	<hr/>

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#### **Funds raised to cover general expenses**

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<b>I t e m s</b>	<b>31/12/2018</b>	<b>31/12/2017</b>
- Funds available from institutional fundraising	1.326.721	1.040.155
- Funds from Child Sponsorship's restricted reserve		
- Funds from Child Sponsorship's fundraising	443.198	465.257
	<hr/>	<hr/>
	<b>1.769.918</b>	<b>1.505.412</b>
	<hr/>	<hr/>

For further details please see the table at page 91.

## **C H A R G E S**

### **Costs for projects**

Costs for projects amount to 22.011.067 Euro. These 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” (ΣΩ pages 93-94-95).

### **Costs for advocacy projects**

Costs for advocacy projects amount to 392.749 Euro. These include the expenses actually paid during the period for several Campaigns aiming at raising awareness of the protection of minors with an increase of 26.308 Euro compared to the previous financial year.

### **In residence co-operators on projects**

The item, amounting to 87.597 Euro, includes the costs of the collaborators engaged for developing institutional and communication projects with a decrease of 6.198 Euro compared to the previous financial year.

## General and administrative expenses

I t e m s	31/12/2018	31/12/2017
- Personnel		
* Salaries	594.154	572.239
* Social security costs	149.005	122.774
* Employee severance indemnity	47.378	45.260
* Total costs of personnel	790.538	740.273
- Secretary General's remuneration and charges	97.357	97.324
- Tdh Italy President's remuneration and charges	47.790	43.405
- External collaborators and conscientious objectors	3.188	5.250
- Board of Statutory Auditors' fees	3.989	3.989
- Audit certification of financial statements	26.865	19.252
- Lease of office and relative expenses	6.305	6.139
- Electricity, gas and water	9.352	8.625
- Professional cleaning of premises	14.054	15.226
- Telecommunications	18.716	21.429
- Cost of mailings, couriers and shipments	61.209	54.705
- Stationery and photocopies	16.417	9.276
- Maintenance and repair	4.976	3.101
- Rents	18.258	17.751
- Travel costs	56.789	24.393
- Associations and membership fees	112.049	85.766
- Insurances	8.607	10.846
- Legal and administrative advices	86.237	71.998
- Maintenance of E.D.P. programs and assistance service	29.005	29.617
- Sundry overheads	8.092	10.732
- Taxes	2.715	595
- Subscriptions and publications	7.809	10.356
- Translations and sworn translations	5.813	3.128
	<b>1.436.128</b>	<b>1.293.174</b>

The most significant increase, compared to previous financial year, was registered in the expenses for travels, feasibility studies and membership fees.

The costs for travel and feasibility studies amount to 56.789 Euro with an increase of 32.396 Euro compared to the previous financial year due to the expenses incurred for setting up and starting up the new Delegation in Libya and Tunisia.

Associations and federation fees amount to 112.049 Euro with an increase of 26.283 Euro compared to the previous financial year. This increase is entirely due to the increment of the International Federation of Terre des hommes membership fees of Geneva.



## Promotional and fundraising charges

I t e m s	31/12/2018	31/12/2017
Photographic and video documentation	26.828	29.895
Entertainment expenses and promotional activities	4.616	2.542
Training courses		240
Working groups	19.302	0
T.D.H. News	35.305	19.307
Support and membership in other Entities	39.219	43.354
Website	6.039	46.526
Events on institutional themes	232.504	17.229
Fidelization and donors' acquisition campaigns	1.159	398.601
Corporate	119.443	1.394
Institutional and Christmas campaigns		29.662
	<b>486.328</b>	<b>588.752</b>
	=====	=====

The most significant increase, compared to previous financial year, was registered in the expenses for the institutional and Christmas campaigns.

The costs for the institutional campaigns amount to 119.443 Euro with an increment of 89.781 Euro compared to the previous financial year mainly due to the costs incurred for strengthening the Foundation's social communication campaigns.

## Deferred charges and depreciation

I t e m s	31/12/2018	31/12/2017
<u>Deferred charges</u>		
- Software licenses	0	50
- Concessions, licenses and trade marks	-	-
	-----	-----
	0	50
	-----	-----
<u>Depreciation</u>		
- Office furniture	1.212	533
- Electronic office equipment	1.297	3.800
- Plants and equipment	437	437
- Cars	-	-
	-----	-----
	2.946	4.770
	-----	-----
<u>Allowance for bad debts included in the current assets</u>		
- Allocation for doubtful accounts	-	-
	-----	-----
	<b>2.946</b>	<b>4.820</b>
	=====	=====

## Financial expenses

I t e m s	31/12/2018	31/12/2017
Bank commissions and expenses	<b>28.798</b>	<b>28.809</b>
	=====	=====

## Extraordinary expenses

I t e m s	31/12/2018	31/12/2017
Contingent liabilities and debit bonuses	21.983	71.891
Negative differences of foreing exchange rates and currency cash	79.245	14.435
	-----	-----
	<b>101.228</b>	<b>86.326</b>
	=====	=====

## Final deficit from financed projects

Deficit connected to financed projects, equal to 12.737 Euro, is listed under the column "Final Surplus/ Deficit" in the table at pages 93-94.

## Other information

### OTHER INFORMATION EXPRESSLY REQUIRED BY ITALIAN CIVIL CODE (Art. 2427)

- List of investments (art. 2427 c.5)

As of December 31, 2018 the Foundation does not hold directly or through trust companies or nominees investments in subsidiary and associated companies.

- Forward sale and repurchase agreements (art. 2427 c.6-ter)

The Foundation has not put in place financing operations with temporary leasing of goods. The Foundation has not also carried out lending of goods behind deposit, as security, of money.

- Information related to assets dedicated to a specific business activity (art. 2427 c.20)

It is pointed out that at year-end there are no assets and/or financing respectively allocated/dedicated to a specific business.

- Information regarding financial instruments issued by the Foundation (art. 2427 c.19)

The Foundation has not issued any financial instruments of any kind.

- Information about related party transactions (art. 2427 c.22-bis)

The Foundation had no transactions with related parties during the financial year.

- Information relating to agreements not disclosed in the balance sheet (art. 2427 c.22-ter)

There is no agreement from which derive significant risks and/or benefits for the Foundation not resulting from the balance sheet.

- Remuneration of directors, statutory auditors and external auditing firm (art. 2427 c.16)

The emoluments of directors, statutory auditors and external auditing firm are disclosed in the table on page 99 of these notes.

Milan, 26 April 2019

Originally signed by: The President  
Donatella Vergari