



Annual Report 2013

Foundation "aiutare i bambini"

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aiutare i bambini
for children, make everyday count

A special thanks to our team's contribution in putting together the 2013 Annual Report: Goffredo Modena (President), Luisa Bruzzolo (General Manager), Luigi Anelli, Alberto Barengi, Chiara D'Alto, Valentina Del Campo, Sara Modena, Stefano Oltolini, Chiara Parisi, Gioia Pissetti, Lucia Pizzini.

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“Dear friends,

it is my pleasure to present you our Annual Report for the year 2013, to tell you about our projects in aid of disadvantaged children in 2013.

I wish to share with you the results of our commitments, with absolute transparency in our operational fund raising for the support of our projects.

In this respect, I want to remind you of all the important goals obtained, which consist of giving the opportunity to over 1,000 children with congenital heart diseases of undergoing surgery thanks to “Children’s Heart”. Saving human lives, thanks to our projects, which are growing each day and developing with increasingly effective methods.

I would like to stress that the commitment of “aiutare i bambini” has become more established in Italy, giving the foundation more opportunities, and with the economic climate such as it is today, to better help families with more serious difficulties in our country.

Our efforts are focused on providing educational support systems for children up to three years old, but we are also engaged in assisting young adults in their academic studies and with placements for future employment.

I believe that together, we will be able to obtain even more significant results. For this reason, I invite you to continue in your invaluable collaboration and support.

Thank you and enjoy the read.



Goffredo Modena
Founder and President



Management system quality certification

Since 2000 to today, “aiutare i bambini”
has supported **1,135,000 children** through
1,145 aid projects in **72 countries** worldwide.



ON 27 JUNE 2013, “AIUTARE I BAMBINI” RECEIVED THE “ISIMBARDI AWARD” GIVEN BY GUIDO PODESTÀ THE CHIEF OF THE PROVINCE OF MILAN, AN AWARD GIVEN TO CITIZENS AND ASSOCIATIONS WHICH HAVE MADE OUTSTANDING CONTRIBUTIONS BENEFITING THE COMMUNITY.

Mission and Values

“aiutare i bambini” is an **Italian Foundation** founded in the year 2000 with the intent to “help and support poor & sick children, those lacking education and those who have been victims of physical or psychological abuse, offering them hope and a chance and for a better life”.

“aiutare i bambini” is a **secular and independent organization**, an ONLUS (Non-profit Organization of Social Utility), respecting children’s rights, and with no cultural, religious or ethnic discrimination.

In pursuit of its mission, the Foundation observes the following values:

- Freedom
- Justice
- Truth
- Respect of others
- Solidarity.

Founder and President

The Founder and President of “aiutare i bambini” Foundation is **Engineer Goffredo Modena**, born in Bologna in 1938.

At the age of 43 he made a significant career jump from an executive, to an entrepreneur in telecommunications. Leading his company to the top, with a turnover from 1 to 260 million Liras (prior to euro), and with a number of employees increasing from 30 to 350.

At 59 years of age, he sold his company to an American firm and thus began a new phase of his life. He decided to dedicate time to helping others, especially children. In 2000, at the age of 62, with his wife and three children, Modena founded “aiutare i bambini” in Milan.



Photograph by Vittore Buzzi

PRESIDENT MODENA WHILE VISITING A KINDERGARTEN SUPPORTED BY OUR FOUNDATION IN MILAN.

The Foundation evaluates requests which exclusively pertain to one of the following areas:

- 4 foreign areas** for child mortality, water, food, education
- 3 Italian areas** for early childhood, school drop-out, juvenile employment

Official organs

The Foundation “aiutare i bambini” uses the following official authorities for a governing body (President, members of the Board of Directors, members of the Board of Administration and members of the Technical Committee who are not part of the staff team do not receive any salary).

Board of Directors

The Board of Directors makes the decisions about the Budget, based on preliminary/final financial statements. The Board also has the final say on and approves the allocated funds for the projects in aid of children as proposed by the appointed members of the Technical Committee. The members of the Board and the Technical Committee are also elected by the Board of Directors.

Department and members such as the President, the General Manager, few selected members of the Board of Directors and a few selected civilian collaborators. With criteria previously established by the Board of Directors, the Committee has the responsibility of assisting in the evaluation process. It also selects projects and evaluates the amount of funds to allocate to each specific project (both nationally & internationally).

meetings of the Board of Directors, executes the resolutions, and in general, exercises the powers conferred to him by the Board. In urgent and binding cases, the President may execute on behalf of the Board, which may be validated/approved by the Board of Directors within 90 days.

Technical Committee

The Technical Committee consists of various employees of the Project Development

President

The President holds the legal representation of the Foundation, he convenes and leads the

Board of Auditors

On a regular basis, bookkeeping and accounting records are elaborated with accompanying documents to finalize Financial Statements.





Staff, operational model and strategies

The Foundation staff consists of **31 people**, who work closely with a national network of approximately **1,200 volunteers**. These volunteers report to **34 provincial volunteer coordinators**.





From 2000-2013, “aiutare i bambini” has been operating under a donor approach financially funding both national and international projects. Projects are represented by a project Manager within the Foundation, collaborating as partners with local non-profit organisations. Since 2013, “aiutare i bambini” has also undertaken a **direct active operational method for projects abroad**. Having obtained financial aid from the European Union, this has enabled the foundation to implement interventions that have led to the opening of a branch in Zimbabwe, with onsite expatriate staff. Following this positive outcome, the Foundation decided to further increase its activity in selected Countries, proposing as co-financing partner with prominent Italian non-Government Organizations with the aim to obtain financial requests from the European Union and Ministry for Foreign Affairs.

Both abroad and in Italy, “aiutare i bambini” has decided to focus its resources primarily on supporting **areas that have the most urgent needs**. In order to support various projects and specific goals, communication for fund raising campaigns are connected to specific areas of intervention.

ABROAD

Goal	Campaign
Reduction of child mortality (from heart disease pathologies)	 CHILDREN'S HEART
Access to potable water	 LACK OF WATER!
Food and agricultural development	 FOOD EMERGENCY
Access to education	 OVERSEAS SPONSORSHIPS

ITALY

Goal	Campaign
Support for early childhood	 A NURSERY FOR EVERY CHILD
	 LOCAL SPONSORSHIPS
Fight against school drop-out	 GROWING UP TOGETHER
Support for juvenile employment	 YOUNG PEOPLE AT WORK

International and National Presence

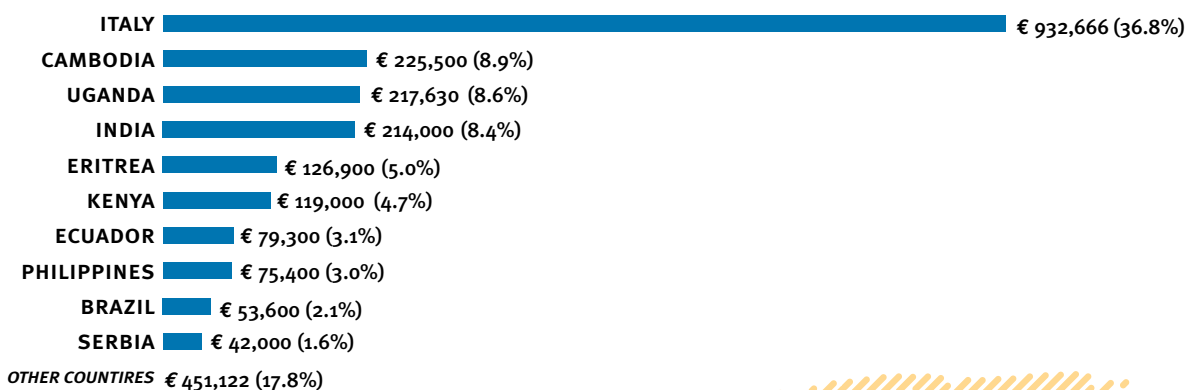
OUTCOME 2013

115,075 children helped

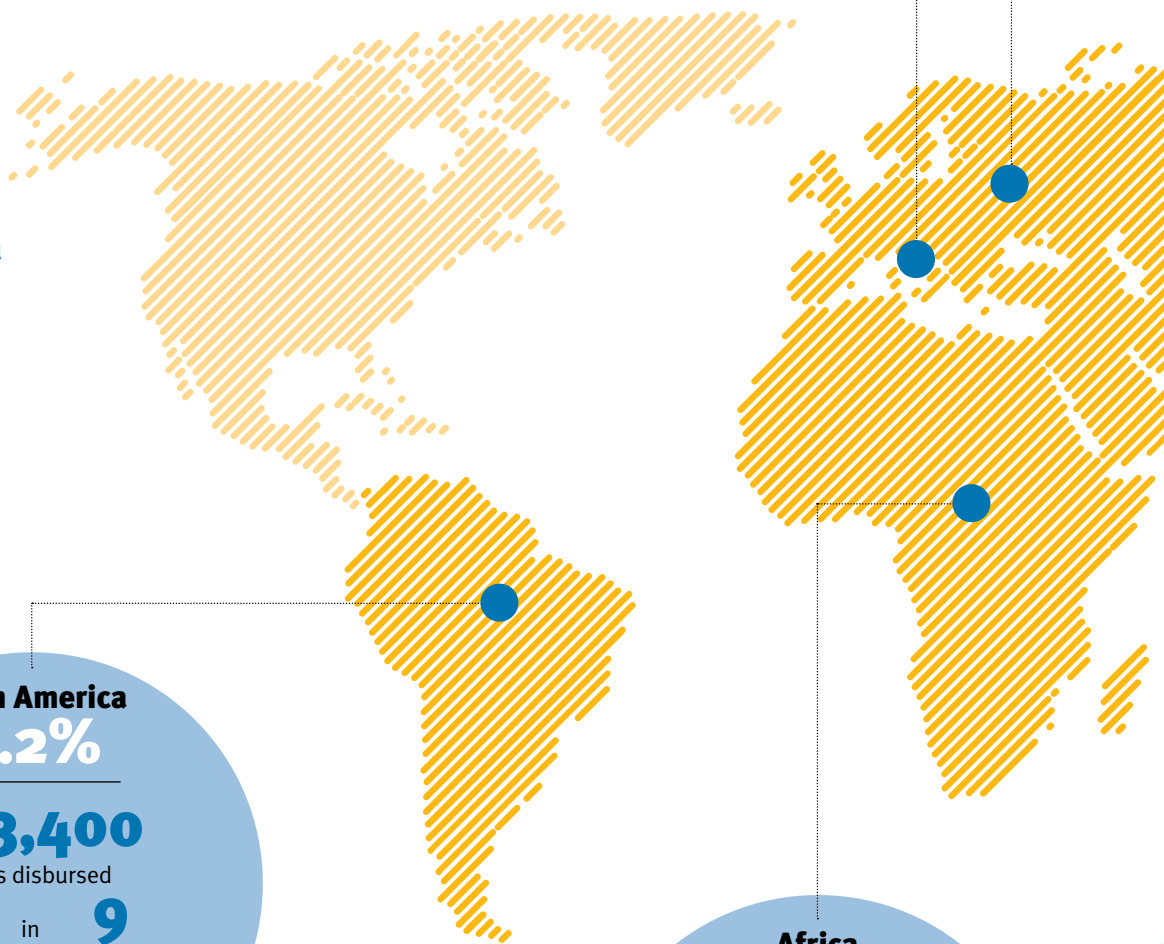
188 projects in **35** Countries

2,537,118 Euros disbursed for projects in aid of children

Distribution of funds according to Country (detail of the first 10 Countries)



Distribution of funds according to geographical area



Latin America
9.2%
233,400
 Euros disbursed
27 in **9**
 projects Countries
7,064
 children helped

Africa
26.4%
668,632
 Euros disbursed
44 in **14**
 projects Countries
33,426
 children helped

Over 36% of the funds were allocated to projects in Italy.

The following pages contain an in-depth analysis of the activities both abroad and in Italy. In addition to the list below, during 2013, the Foundation supported other projects abroad, mainly in the healthcare sector.

Eastern Europe

2.2%

57,000

Euros disbursed

6 in **3**
projects Countries

270

children helped

Italy

36.8%

932,666

Euros disbursed

61 in **11**
projects Countries

3,055

children helped

The number of projects funded in Italy in reference to areas of intervention and geographic location

	A Nursery for every child	Local sponsorships	Growing up together	Young people at work	TOTAL
North	7	2	7	4	20
Centre	2	0	0	2	4
South	27	5	8	1	41
TOTAL	36	7	15	7	65

In addition to the projects indicated on our list, "aiutare i bambini" funded the construction of a multi-functional complex in San Possidonio (MO). Caused by the devastating earthquake that destroyed the region of Emilia Romagna during May 2012.

Asia

25.4%

645,420

Euros disbursed

45 in **8**
projects Countries

71,260

children helped

Albania	Uzbekistan
Brazil	Zimbabwe
Cambodia	
Cameroon	
Eritrea	
Kenya	
Kosovo	
Kurdistan	

RESULTS 2013

271 children with congenital heart diseases underwent heart surgery and hundreds more received medical check-ups

18 projects funded in **10** Countries

Children with congenital heart conditions

Guided by the philosophy of giving primarily to interventions saving children with life threatening diseases, since 2005, through the campaign "Children's Heart", "aiutare i bambini" has funded and supported treatments for children with congenital heart conditions.

PROBLEM

An estimate of 1 million children a year are born with heart defects

An estimate of 1 million children a year are born with heart defects. Approx. 80% of these children are born in poverty stricken countries. Due to lack of prompt surgery and medical care, more than 50% will not reach their first birthday whilst those who do may suffer from serious growth and psychosomatic problems due to breathing and/or circulatory impairments.

SOLUTION

Heart surgeries in Italy, abroad and the training of local doctors

The Foundation works to **save these children with serious heart diseases in developing countries**, using a team of Italian volunteer doctors and hospitals.

It is executed with three methods of intervention:

- surgery for children **in Italy** when their home countries lack suitable hospital facilities;
- **periodical missions abroad** with Italian volunteer doctors who can perform surgery on children in collaboration with trained local doctors;
- surgery for children **in their home country**, covering the medical costs for the families most in need and/or providing medical equipment needed for the operations.

Technical training is an integral part of the missions abroad: the long term goal is to **provide the necessary training for the local medical team** to enable them to operate on children with heart disease independently.

OVERALL RESULTS

996 cardiopath children saved

Thanks to "aiutare i bambini" **996 children with serious heart conditions** born in Africa, Asia and Eastern Europe have been saved through paediatric surgeries. Furthermore, thousands of children received medical check-ups with a proper diagnosis.

In 2013, the Foundation collaborated with cardiologists at the following Italian hospitals: Azienda Ospedaliera Papa Giovanni XXIII in Bergamo, Ospedale del Cuore Gaetano Pasquucci in Massa, Ospedale Niguarda Ca' Granda in Milan, Policlinico in San Donato Milanese (MI).

IN 2013, TWO "CHILDREN'S HEART" MISSIONS TOOK PLACE IN CAMBODIA AT THE ANGKOR HOSPITAL FOR CHILDREN IN SIEM REAP.



RESULTS 2013

31,119 children were supplied with drinking water

6 projects supported in **5** Countries

Countries of intervention

Ecuador
Eritrea
India
Uganda
Zimbabwe

Access to potable water

Through “Lack of Water!” campaign, in line with its mission and Millennium Goals, “aiutare i bambini” focused on funding projects aimed at improving the use of water resources.

PROBLEM

6,000 children a day are in danger due to the scarcity of safe drinking water

Despite the progresses made in recent years, according to the latest data from Unicef, **over 768 million people worldwide are still lacking access to safe drinking water**, with great disparity between cities and rural communities. Approximately 83% of the population lives without access to safe drinking water. Furthermore, 2.5 billion people live **without basic hygiene services**. The likelihood of children surviving in these conditions are very low: in fact, it is estimated that **6,000 children die every day** due to illnesses, such as diarrhoea and malaria, related to polluted water and lack of basic hygiene.

SOLUTION

Water supplies for domestic and agricultural uses

The Foundation supports **interventions supplying water at low cost** greatly affecting children’s lives, especially in rural communities making of water available for domestic (homes, schools, orphanages) and agricultural consumption. This is crucial for agricultural development, which is the main source of income for rural communities.

The interventions consist of constructing purification and domestic distribution systems, manually excavating solar wells, and constructing washrooms to ensure better basic hygiene conditions. **Training activities** are also provided within this intervention on the proper use of water, hygiene and prevention of diseases.

OVERALL RESULTS

Clean water improves quality of life

The availability of clean water **changes the life in communities, especially in rural areas**. Children are the main beneficiaries. With access to safe drinking water their health improves, their homes and schools are provided with working washrooms and sewage systems, and their families can have water for irrigation purposes.

Thanks to “aiutare i bambini”, approximately **120 wells and water systems** have been built in Africa, Asia and Latin America. This has benefitted tens of thousands of children and their communities.

VOLUNTEER ALESSANDRA BENELLI VISITING ONE OF THE WELLS BUILT IN INDIA BY “AIUTARE I BAMBINI” FOUNDATION IN 2013.



7,944 children who were provided with food

13 projects supported in 9 Countries

Bolivia Uganda
 Cambodia
 Ecuador
 Eritrea
 Kenya
 Romania
 Senegal
 Sudan

Food and agricultural development

Through “Food emergency” campaign, in line with its mission and Millennium Goals and in close partnership with activities for the supply of safe drinking water, “aiutare i bambini” focused on financing projects aimed at providing food for children and agricultural development in their communities.

PROBLEM

Half of the deaths of children up to 5 years old is due to starvation

According to the data provided by the United Nations’ World Food Program (WFP), 842 million people suffer from hunger around the world. After the progress made in the ‘80s and ‘90s, the last decade has seen a **slow but constant increase level of famine**. The main causes are: natural disasters, conflicts, endemic poverty, a lack of agricultural infrastructure and excessive exploitation of the environment. The lack of food causes **almost half of the deaths of children under the age of 5** (approx. 45%). However, in poverty stricken countries, one child out of three suffers development deficits due to hunger and malnutrition thus jeopardising the potential development those countries.

SOLUTION

Production of food and generation of income

The Foundation supports **agricultural activities to improve food security**. Facilitating the self-sufficient production of food in rural communities for schools and orphanages and generating income by selling surplus product. The operation consists of giving support in the food production (e.g.: corn, sweet potatoes, tomatoes, onions), breeding livestock, interventions to improve agricultural production (thanks to the use of modern machinery such as tractors), the creation of didactic gardens and agricultural related training activities. Furthermore, the Foundation is involved in emergency relief support, ensuring **distribution of food** to the most vulnerable groups in need.

OVERALL RESULTS

Local communities are self-sufficient in their own development

The **production and distribution of food** is currently the primary source of social inequality and injustice: for every undernourished person in the world, there are 2 obese and 6 overweight individuals. The Foundation intends to further promote a model of food self-sufficiency, which integrates issues of water and agricultural development. Offering continuous support over the years, the objective is to help local communities become independent and responsible for their own development. Thanks to “aiutare i bambini”, **25 food security programs** have been achieved.

IN DAKAR, SENEGAL, THE FOUNDATION SUPPORTS THE TREMPLIN CENTRE THAT BOASTS 40,000 SQUARE METRES OF CULTIVATED LAND, WHERE HOMELESS CHILDREN ARE SHELTERED AND BENEFIT FROM THE ORGANIC AGRICULTURAL PRACTICES THROUGH TRAINING COURSES.



ABROAD

Overseas sponsorships

RESULTS 2013

6,030 children were given the opportunity to go to school

49 projects supported in **25** Countries

10 (principle) Countries of intervention

Argentina	Kenya
Brazil	Madagascar
Cambodia	Serbia
Eritrea	Thailand
Philippines	
India	

Overseas sponsorships

In line with its mission and Millennium Goals, through overseas sponsorships, “aiutare i bambini” supports **multi-year education opportunities** offering a child or a group of children to obtain a degree.

PROBLEM

168 million children forced to work worldwide

According to the United Nations’ International Labour Organization, 168 million children worldwide are forced to work, in conditions that have **direct negative effects on their health, physical safety and development**. In most cases, they are employed in the agricultural sector, but they also exploited in mines, and are victims of the sex trade, beggars, or are forced to enrol in military groups. **These children are robbed of their childhood** resulting in psychological traumas for the rest of their lives.

SOLUTION

Access to education thanks to overseas sponsorships

In many Countries, access to education represents a **daily challenge for millions of children**. There are many causes including endemic poverty, juvenile labour, conflicts, and recruitment of minors in armies. Although, where public education is available free of charge, many children are still deprived of education. The quality is often poor: the classrooms are few and overcrowded, the schools are far and can be reached only by walking tens of kilometres, many families don’t have the financial means to purchase education materials and uniforms. The overseas sponsorships, supported by “aiutare i bambini”, cover the costs of attending school (educational material, uniform, school meals, teachers’ wages) and provide that child or group of children with financial aid until they obtain their **elementary or secondary school degree**.

OVERALL RESULTS

A better future for thousands of children

At the end of 2013, **4,005 overseas child sponsorships** were registered, sponsoring a single child or a group of children (in situations where it is not possible to ensure that a child stays at the same school for many years). Thanks to overseas sponsorships endorsed by Italian donors, “aiutare i bambini” offers the possibility for thousands of children to attend school and build a brighter future, one away from the exploitation and misery to which they would have been destined without a proper education.

IN UGANDA, KITANGA DISTRICT, THE FOUNDATION FUNDED EDUCATIONAL FEES FOR 560 CHILDREN THROUGH OVERSEAS SPONSORSHIPS.



ITALY

A Nursery for every child Local sponsorships

RESULTS 2013

1,229 children were able to attend nursery or have playground facilities

68 children sponsored locally **43** projects supported in **10** Regions

Provinces of intervention

Brescia	Milan
Carbonia/Igl.	Naples
Caserta	Nuoro
Catania	Palermo
Fermo	R. Calabria
Genova	Salerno
L'Aquila	Trapani
Lecce	

Support in early childhood

The main area of intervention from “aiutare i bambini” in Italy consists in supporting the early stage of childhood. Through “A Nursery for every child” campaign, the Foundation supports the **opening and development of nurseries and playground facilities** throughout Italy. Since 2013, thanks to local sponsorships, many **children from disadvantaged families** now have access to nurseries.

PROBLEM

Only 1 child in 5 children goes to kindergarten

In Italy, only 1 child out of 5 children between the age of 6 months and 3 years old has the possibility of enrolling in an early childhood program. **The nurseries and playground facilities are scarce in our country**, especially in the Southern regions. Due to economic crisis, even in the cases where a nursery school is available, many families cannot afford the high fees and so do not enrol their children.

This situation handicaps **families in critical economic conditions**: single mothers, who need to work but don't have the means to hire a babysitter or put their children in day-care, families in economic difficulties and immigrant families.

SOLUTION

New nurseries for everybody

The Foundation supports the **opening of new nurseries and playground facilities** and/or their expansion. In order to increase their availability, the supported services are usually located in the suburbs or in areas with insufficient day-care, they are managed by private social organisations and reserve 25% of available spaces for disadvantaged families.

The Foundation encourages the presence of volunteers helping out in the nurseries. What is more, through local sponsorship, aid is provided for disadvantaged families such as: **subsidised financial aid, meal coupons, clothing, diapers, milk formula.**

In the case of local sponsorship, a donor, contributing 15 euros a month, can receive updates and photographs of the sponsored children who attend the selected nurseries or playground facilities.

OVERALL RESULTS

81 new nurseries and 68 sponsored children

In last seven years, the Foundation has supported **81 kindergartens or playground facilities** throughout Italy, for a total cost of 2,922,000 Euros. Over **3,600 children** got the opportunity of attending a pre-school facility supported by “aiutare i bambini”. In 2013, the Foundation supported 7 nurseries selected among the 81 already supported facilities: thanks to **360 local sponsorships**, **68 children** were able to attend nursery school.

THANKS TO LOCAL SPONSORSHIPS, THE FOUNDATION ALSO GIVES THE POSSIBILITY TO DISADVANTAGED FAMILIES TO SEND THEIR CHILDREN TO NURSERY.



RESULTS 2013

1,243 children and young people were assisted in their studies

15 projects supported in **4** Regions

Provinces of intervention

Caserta
Milan
Naples
Turin
Trapani

Fight against school drop-out

The second area of intervention of “aiutare i bambini” in Italy is to concentrate on the fight against the phenomenon of school drop out. Through the “Growing up together” campaign, the Foundation supports **Day and after school centres** for children and young people between 6 and 18 years old.

PROBLEM

The effects of dropping out of school, Italy has the highest rate in Europe

According to the latest data of the European Commission, Italy, with **17.6%** of young people between 18 and 24 years old dropping out of school with a low secondary school graduation certificate, is still the highest rate among the five worst European Countries (out of 28 countries), where the average drop out rate is approx. 12.7%, and in some Southern areas can reach as high as 25%. These young people who don't finish their studies, cannot obtain their diploma or any professional qualification.

SOLUTION

Study support, integration and socialization

The Foundation supports day and after school centres **for children and young people at compulsory elementary and junior high schools**. Children and young people attend these after school centres to do their homework, receive help to deepen their understanding of subjects in which they have difficulty and spend time with people of the same age group in a positive, stimulating environment.

There are many goals: to **prevent school drop-out** by supporting studies thanks to teachers and volunteers, offer a place for young people to gather, socialise and grow. By proposing cultural, recreational and sporting activities, these centres create and encourage inter-cultural integration. The Centres are located all over Italy, and above all in areas with urban degeneration and significant social difficulties.

OVERALL RESULTS

43 Day Centres supported

In the last eight years, the Foundation has supported **43 Day Centres all over Italy**, for a total budget of 1,222,000 Euros. Over 4,400 children and young people have been helped and encouraged in their studies and growth, thanks to the activities supported by “aiutare i bambini”.

IN NAPLES, SCAMPIA DISTRICT, YOUNG PEOPLE ATTEND THE MAMMUT CENTRE SUPPORTED BY THE FOUNDATION AND ARE HELPED WITH THEIR STUDIES AND ENGAGE IN RECREATIONAL ACTIVITIES, FOR EXAMPLE THE BREAK DANCE COURSE.



RESULTS 2013

50 young people benefited from apprenticeship training

65 youth took part in professional training activities 7 projects supported in 4 Regions

Provinces of intervention

Bologna
L'Aquila
Lecco
Milan
Naples

Training and introduction to the work force

Since 2011, "aiutare i bambini" decided to participate with a new area of intervention: to fight juvenile unemployment. Through "Young people at work" campaign, the Foundation supports **training apprenticeships and professional training activities** for socially deprived youths between 16 and 29 years of age.

PROBLEM

Juvenile unemployment: at an all time low

According to Istat data (the Italian National Institute of Statistics), **juvenile unemployment in Italy has risen to 40% in 2013** (from 35% in 2012): a record low for the population between 15 and 24 years of age (excluding students). If the data refers in general to the youth category, the difficulties are even greater for young people who have dropped out of school, those in social services, in drug recovery programs, ex-convicts, or minor immigrants without parents.

SOLUTION

Learning through job employment

The Foundation focuses on employment of socially disadvantaged youths through **apprenticeship training in manufacturing or business enterprises**, located in their cities or provinces. The apprenticeships last between 5 and 9 months, the interns are covered with insurance, and receive fee that varies from 300 to 500 Euros per month. Funding includes tutoring by teachers. The young people attending have the opportunity to learn a trade and consequently, have better prospects for future employment.

From 2013 a second area of activities will fund and **support social entrepreneurial activities** that favours juvenile employment by covering start-up and on-going costs. Promoted by "aiutare i bambini" and in collaboration with San Zeno, "UMANA MENTE" and UniCredit Foundations, in 2014, thanks to "Occupiamoci!" campaign.

OVERALL RESULTS

122 training apprenticeships

In the past three years, thanks to collaboration with Professional Training Centres, organisations in the third sector and religious organisations committed to promoting employment, the Foundation has involved **122 young people in training apprenticeships** for a total financing of 428,000 Euros. Over 140 youngsters have benefited from professional training activities.

YOUNG FAM, WHO CAME TO ITALY FROM EGYPT, AFTER A 6-MONTH INTERNSHIP SUPPORTED BY "AIUTARE I BAMBINI" WAS ABLE TO GET FULL-TIME EMPLOYMENT AS A CHEF AT THE BULGARI HOTEL IN MILAN.



400 children in Emilia Romagna have a new gymnasium and an after school centre

25 Syrian refugee children in Lebanon were given the opportunity to attend school

10 schools in the Philippines are beginning reconstruction

Countries of intervention

Italy, San Possidonio (MO)
Philippines
Syria/Lebanon

Close to children during emergencies

In situations of serious natural disasters or conflicts, without immediate intervention for help and assistance, “aiutare i bambini” has made a priority to fund and assist projects of **reconstruction of schools and other infrastructures**. In all, projects that help the affected communities to carry on with their normal lives.

PROBLEM

Conflicts and natural disasters

Conflicts and natural disasters, of which 95% of the cases are in developing countries, **jeopardise the lives of the affected populations** and especially the most vulnerable individuals, children. In fact, it is estimated that there are almost 60 million children in the world who need assistance due to wars or natural disasters (data from Unicef). After the first relief phase, reconstruction must be carried out.

SOLUTION

Reconstruction after the relief phase

The Foundation supports projects in favour of populations affected by conflicts and natural disasters in the **reconstruction phase following the relief phase**, above all focussing on children. In 2013, “aiutare i bambini” intervened in region of **Emilia Romagna** (following the earthquake in May 2012), assisting in the completion of a multi-functional recreational Centre “Palestropoli”, San Possidonio (Modena), thanks to a contribution of 195,000 Euros. The Foundation has also interceded abroad: in **Lebanon, 2013**, to offer 25 Syrian refugee children the chance to register and attend the full school year. In the **Philippines**, the Foundation engaged in the reconstruction of 10 schools in Buruanga region, one of the most affected areas by the Hayan typhoon that hit the archipelago in November 2013. In these urgent circumstances, the Foundation may also decide to offer first relief.

OVERALL RESULTS

Looking at the future with new hope

In addition to the aforementioned emergencies and relief operations, from 2000, “aiutare i bambini” has intervened in many other cases in favour of populations affected by natural disasters both in Italy and abroad. In particular: in **2004 in Asia** after the Tsunami, in **2009 in L’Aquila** and province following the earthquake, in **2010 in Haiti** and **Dominican Republic** following the earthquake and cholera epidemic. All interventions are to help the affected communities, to allow them to carry on with their lives and face the future with new hope.

THE FAMOUS TV HOST FLAVIO INSINNA, WHO MADE A DONATION TO THE PROJECT, TOOK PART IN THE INAUGURATION OF “PALESTROPOLI” CENTRE IN SAN POSSIDONIO (25 MAY 2013).



RESULTS 2013

4,744,334 Euros raised (+ 11% compared to the funds raised in 2012)

51,050 donations

71.7% of funds destined to institutional activities

Raising of funds

In 2013, "aiutare i bambini" received 51,050 donations, the funds raised totalling **4,744,334 Euros**. Compared to 2012, an additional of 476,213 Euros was raised (an increase of 11%). A very impressive result considering the economic crisis in Italy.

In addition to the donations granted by the Founders of "aiutare i bambini", the majority of the funds raised came from private entities, companies and other foundations. In comparison to 2012, it must be highlighted that funds raised by Private entities had increased by 7%, those raised by companies had increased 17% and those raised by the Foundations doubled (+ 102%). Instead, the funds granted by Founders decreased by 16.6%.

In detail, funds raised from Private entities are based on three main methods: SMS text donation programme and events, sponsorship and direct mailing, 5 per thousand. Thanks to the SMS giving programme, this implemented 364,283 Euros in favour of "Children's Heart" campaign during 4-24 February. Also, allocated to "Children's Heart" campaign, a total of euro 65,000 (net from costs) have been raised during the national event at the city squares "Le Piazze del Cuore" from November 30th to 1st December. In reference to funds raised from Private individuals, with consistent contribution throughout the year, a sum of 895,505 euros has been raised thanks to overseas and local sponsorships. Thanks to Funds raised through mail notices sent to donors, and funds raised through 5 per thousand in 2012, the foundation raised a total amount of 249,841 Euros which will be allocated for projects related to "A Nursery for every child" in 2014.

FUNDS RAISED ACCORDING TO ITS ORIGIN & DONOR*

	raised amount	% on raised amount
Private subjects	2,453,116	51.7%
Companies	724,910	15.3%
Foundations	599,130	12.6%
Founders	500,000	10.5%
Public entities (5 per thousand)	249,841	5.3%
Events	217,337	4.6%
Total	4,744,334	100.0%

* the collection of funds from Private subjects also includes funds raised through SMS giving programme, that on the previous Balance sheets were included among funds raised from Events.

Allocation of funds

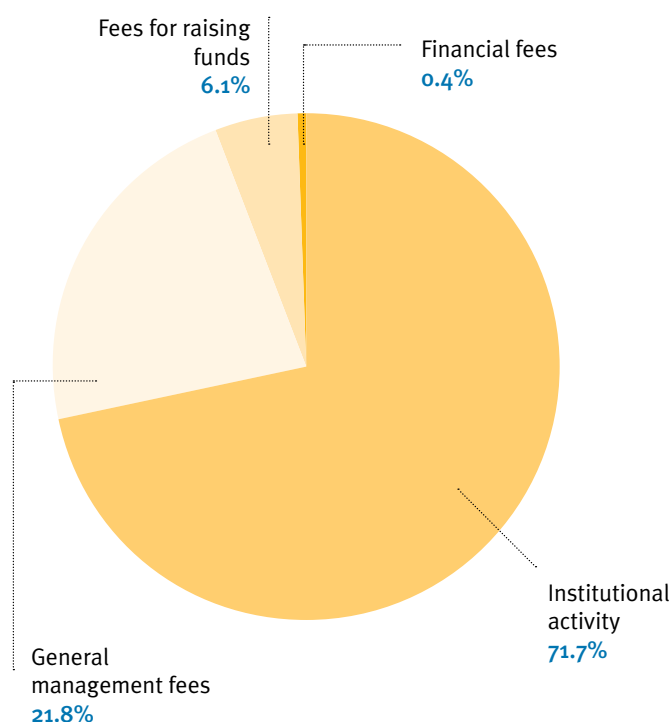
The funds raised are pledged to projects selected by the donor. If the donor does not express any particular preference for a project, "aiutare i bambini" allocates the donation to the most urgent project(s). Once reached and exceeded the amount required for the support of a specific project, the **surplus funds will be allocated to other projects helping children.**

In 2013, the funds allocated to the institutional activity amounted to **3,435,532 Euros**, equal to 71.7% of the total funds available (an improvement compared to 70.9% in 2012). The funds allocated to the institutional activity include funds destined to support projects in favour of children and campaigns raising awareness, this means that the donors are regularly informed of all the costs on the projects partially funded by them, and to further promote the activities of the Foundation.

The expenses incurred from fund raising decreased compared to the previous year, thanks to the constant effort of containing communications and events.

The management organisation expenses is quoted as 1,081,630 Euros which consist of its staff wages, leasing fee of the headquarters, various utilities, etc. 50% (approx. 500,000 euro) of this was provided by the founder of "aiutare i bambini".

ALLOCATION OF RAISED FUNDS



RESULTS 2013

250 supporting companies, **71** of which are new

350 employees involved in payroll giving programs

275 employees involved in volunteering days

Partnership with Companies

“aiutare i bambini” for many years has been promoting and incentivising its philosophy through **Corporate Social Responsibility programs with national and multinational companies**. These partnerships with companies are based on principles of transparency, sharing reciprocal respect and mutual benefit.

“aiutare i bambini” has **loyalties with many firms** that have been developed over a long time. This support has given us positive feedback and reliable feedback for the projects we have accomplished. Above all, the accuracy and complete nature of reports that document our progresses.

Each partnership between a company and “aiutare i bambini” takes into account **our corporate strategy and business objectives**, the company’s **compatibility with the mission & philosophy of the Foundation**. This is to **maximise the profits gained for helping children** and implement **credible and sustainable support strategies**.

The principal methods of collaboration with companies

Donations

- **Charity donations:** donations to “aiutare i bambini” may have benefit of tax exemption, this is established by Italian fiscal law; the donor may choose whether to destine its contribution to a single project or an entire campaign

- **Merchandising:** a wide selection of “aiutare i bambini” branded products may be purchased by a single person or companies for Christmas gifts (products consist of greeting cards, donation certificates, food products and objects for the office or leisure time)

- **Gift in kind:** companies donate products for children to “aiutare i bambini” which may be utilized for projects of the Foundation

- **Devolution of prizes:** the firms devolve non-collected prizes of corporate contests to “aiutare i bambini”

- **Overseas and local sponsorships:** the donor may subscribe to one or more sponsorships, notifying its staff

Employee Involvement

- **Corporate volunteer service:** community day and volunteer camps that involve staff, who lend a hand in projects in favour of children

- **Payroll giving and Matching Gift Program:** fixed monthly amount, determined by the employees are taken from their wages to support a specific project of “aiutare i bambini”, possibly may be doubled by the company of employment

- **Training and Team Building:** a broad range of proposals carried out together and also with the collaboration of expert trainers, teachers and educators, allowing employees to gain skills and abilities which can be applicable both to their profession as well as their volunteering activities in favour of children

ARTSANA GROUP, OWNER OF CHICCO TRADEMARK, COLLABORATED WITH 9 FOREIGN BRANCHES IN AN INTERNATIONAL CSR PROGRAM TO SUPPORT “CHILDREN’S HEART” CAMPAIGN. FRANCESCA CATELLI, VICE PRESIDENT OF THE GROUP, ALSO TOOK PART TO THE MISSION IN DECEMBER, IN CAMBODIA.



Photograph by Simone Durante

Marketing and communication

- **Cause Related to Marketing:** some of the profits from the sale of commercial products chosen by the company are donated to projects supported by “aiutare i bambini”; an instrument used to raise awareness to clients on social issues whilst at the same time achieving marketing goals

- **Collecting points and loyalty programs:** workers in mass retail channel offer their clients the possibility of allocating shopping points to “aiutare i bambini”, pursuing the goal together to support a “no costs” projects in favour of children and offering a solidarity choice to clients as an instrument to help improve the corporate image

- **Sponsorships:** partial or full coverage by the company for costs incurred of fund or awareness raising events hosted by “aiutare i bambini”; an occasion to link the foundation to the company with brand awareness initiatives

- **Joint press office** collaboration of events, initiatives and launching of new partnerships

RESULTS 2013

- 9 partnerships developed with other Foundations
- 1 joint campaign to support nurseries in Southern Italy
- 1 joint campaign in favour of juvenile employment in Italy (results in 2014)

Partnership with Foundations

“aiutare i bambini” collaborates with **other charities and Foundation Enterprises**, especially in projects where we have experience and skill. The collaboration between Foundations, based on similar missions and/or territorial area, has a **greater impact** due to the: combining of economic resources, additional social impact for territories of intervention, sharing managerial experiences and skills and sharing each foundation’s network of contacts and innovative project experiments.

There are three collaboration methods. In the first case, “aiutare i bambini” receives access to **funds granted by another Foundation** to allocate to a common project and area of intervention. In the second case, **co-planning**, this is a realisation of a project of common intervention with medium/long term goals: these are the campaigning & promotion projects in partnership with other Foundations. In general, collaborations with partner Foundations, are evaluated and selected and are then closely monitored for the progress of the projects.

Finally, in the third case, “aiutare i bambini” proposes its own chosen project, where it **guarantees quality** and complies with criteria of the partner Foundation.

The main partnerships “aiutare i bambini” has developed with other Foundations

CON IL SUD Foundation (2011-2013)

Promotion of joint campaign “A Nursery for every child” – Southern Italy”. In three years, total funds raised has been 840,000 Euros, supported equally by both of the Foundations. Funds raised were allocated for the development of 28 nurseries and/or playground areas (11 in Campania, 11 in Sicily, 3 in Apulia, 2 in Sardinia and 1 in Calabria).

UniCredit Foundation (2011 and 2012)

In 2011, supported equally between the two Foundations, funds raised totalled 254,445 Euros through joint campaign promoted “Seven nurseries for seven regions”. Launched in 2012, funds raised were allocated to joint program of “Community nurseries” to increase access or upgrade nurseries in certain larger Italian cities.

Mediolanum Foundation (2010-2013)

Support for “Soñando por el Cambio” in Ecuador, with an overall donation of 135,500 Euros for: the construction and equipping of the new canteen, the partial cover of the staff salaries, the construction of a new soccer field. Furthermore, in 2013, Mediolanum Foundation supported the campaign of “A Nursery for every child”, with a donation of 64,000 Euros raised through the 96th edition of Giro d’Italia, sponsored by Banca Mediolanum.

San Zeno Foundation (2011-2013)

In 2011, support for the professional Centre of Gulu, north of Uganda, through a donation of 26,000 Euros. Support in 2012 (with extension in 2013) to the agroforestry program, developed in the Ugandan region of Karamoja by “aiutare i bambini”, with a donation of 51,000 Euros. Support in 2013, to the project of Cambodian organisation YODIFEE to train and introduce young disabled people into the workforce, with a donation of 22,500 Euros.

Canali Foundation (2013)

The start of a new partnership with Canali Foundation saw, in 2013, the first donation made to support the campaign **Children’s Heart**. This partnership will continue in order to support funding of projects both abroad and in Italy.



IN COLLABORATION WITH CON IL SUD FOUNDATION, IN 2013, “AIUTARE I BAMBINI” HAS PROMOTED CAMPAIGNS FOR THE LAST THREE YEARS SUPPORTING IMPROVEMENTS MADE TO NURSERIES IN SOUTHERN ITALY.

Furthermore, in 2013, “aiutare i bambini” collaborated with three other private Italian Foundations: San Zeno, UMANA MENTE and UniCredit Foundations. The national campaign “Occupiamoci!” to support projects promoted by non-profit organizations and social enterprises aimed at introducing socially disadvantaged youths between the ages of 16 and 29 into the work market. The total funds raised from the campaign amounted to 600,000 Euros, with 25% donated from each of the four Foundations. The selected projects will also be financed during 2014.

AUDITORS' REPORT (Translation from the original issued in Italian)

To the Directors of
FONDAZIONE AIUTARE I BAMBINI – ONLUS

1. We have audited the financial statements of Fondazione Aiutare i Bambini – Onlus (the “Foundation”), including the balance sheet, the income statement, the Directors’ report and the notes to the financial statements, as of and for the year ended December 31, 2013. These financial statements are the responsibility of the Fondazione Aiutare i Bambini – Onlus’s Directors. Our responsibility is to express an opinion on these financial statements based on our audit.

The schemes of the financial statements, the accounting principles and the valuation criteria adopted by the Foundation Directors are disclosed in the notes to the financial statements. The present report is not a statutory report issued in accordance with Civil Code requests since the Foundation is not required to be audited.

2. We conducted our audit in accordance with Auditing Standards issued by the Italian Accounting Profession (CNDCEC) and recommended by Consob, the Italian Commission for listed Companies and the Stock Exchange. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements and are, as a whole, reliable. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the Directors, as well as evaluating the overall financial statements presentation. We believe that our audit provides a reasonable basis for our opinion.

For the opinion on the prior year’s financial statements, the balances of which are presented for comparative purposes as required by law, reference should be made to our auditors’ report issued on May 9, 2013.

3. In our opinion, the financial statements of Fondazione Aiutare i Bambini – Onlus as of and for the year ended December 31, 2013 have been prepared, in all material aspects, in accordance with the criteria disclosed in the notes to the financial statements.

DELOITTE & TOUCHE S.p.A.

Signed by
Patrizia Arienti
Partner

Milan, Italy
May 9, 2014

This report has been translated into the English language solely for the convenience of international readers

Ancona Bari Bergamo Bologna Brescia Cagliari Firenze Genova Milano Napoli Padova
Palermo Parma Roma Torino Treviso Verona

Sede Legale: Via Tortona, 25 - 20144 Milano - Capitale Sociale: Euro 10.328.220,00 I.v.
Codice Fiscale/Registro delle Imprese Milano n. 03049560166 - R.E.A. Milano n. 1720239
Partita IVA: IT 03049560166

Member of Deloitte Touche Tohmatsu Limited

Management report

INCOME (EUROS)	2013	2012
1. Warehouse stocks		
1.1 Variations on warehouse stocks	0	0
2. Income from ordinary activities		
2.1 From contributions on projects	0	0
2.2 From contracts with Public entities	0	0
2.3 From contracts with Private entities	0	0
2.4 From non-shareholders	0	0
2.5 From Founders	500,000	600,000
2.6 Other income	0	0
Total income of ordinary activities	500,000	600,000
3. Income from fund raising*		
3.1 Donations from IRPEF 5 and 8 per thousand	249,841	248,071
3.2 Donations from Private subjects	2,453,115	2,290,053
3.3 Donations from Companies	703,246	545,629
3.4 Donations from Foundations	599,130	296,397
3.5 Donations from Events	217,337	214,373
Total income from fund raising	4,222,669	3,594,523
4. Income from additional activities		
4.1 Income from additional activities	21,664	73,598
Total income of additional activities	21,664	73,598
5. Financial and property income		
5.1 Income from bank deposits	1,973	5,102
5.2 Income from post deposits	0	0
5.3 Income from financial investments	43,646	83,790
Total financial and property income	45,619	88,892
6. Extraordinary income		
6.1 Non-operating income	728	31,436
Total extraordinary income	728	31,436
Negative management result	0	0
Total income	4,790,680	4,388,449

* item "Donations from Private subjects" also includes funds raised through SMS giving program, that in previous Balance sheets were included under "Donations from Events". The data relative to 2012 was made uniform on this table with the information from 2013.

FEES (EUROS)	2013	2012
1. Fees from typical activities		
1.1 For projects in Italy	628,367	523,114
1.2 For projects in Europe, excluding Italy	26,618	26,700
1.3 For projects in Africa	343,150	428,598
1.4 For projects in Latin America	135,539	169,617
1.5 For projects in Asia	330,084	249,871
1.6 For non-restricted projects to execute	725,000	858,000
1.7 For restricted projects to execute	436,683	96,257
1.8 Staff and collaborators for projects	375,659	288,536
1.9 Other funds for projects	19,173	29,030
1.10 Sensibility Awareness funds	415,259	437,584
Total fees of typical activities	3,435,532	3,107,307
2. Fund raising fees		
2.1 Fees for fund raising campaigns	162,857	187,456
2.2 Fees for events	129,093	153,395
Total fund raising fees	291,950	341,051
3. Financial and property fees		
3.1 Bank account fees	12,467	10,031
3.2 Post account fees	6,349	6,766
3.3 Fees for adjustment values of bonds registered in fixed assets that do not constitute shareholding	0	0
3.4 Other fees	420	256
Total financial and property fees	19,236	17,053
4. General support fees		
4.1 Personnel	674,448	592,115
4.2 Reimbursements for volunteers' expenses	0	0
4.3 Management fees	186,040	160,671
4.4 Lease of third party's assets	109,067	106,379
4.5 Amortizations	41,600	37,275
4.6 Extraordinary fees	17,325	5,613
4.7 Various taxes	3,150	2,919
4.8 Provisions for liabilities	10,000	15,000
Total general support fees	1,041,630	919,972
Positive management result	2,332	3,066
Total fees	4,790,680	4,388,449

The management accounting for 2013 shows a surplus income of 2,332 Euros. Upon closing of year 2013, net assets of the Foundation is equal to 1,127,620 Euros.

Balance sheet

ASSETS (EUROS)	31/12/2013	31/12/2012
A) Receivables from members for membership fees	0	0
B) Fixed assets		
I. Intangible assets	58,042	61,826
II. Tangible assets	6,202	11,512
III. Financial assets	1,290,657	1,257,011
Total fixed assets	1,354,901	1,330,349
C) Circulating assets		
I. Warehouse stocks	168,336	136,541
II. Receivables from donors	19,764	14,391
III. Various receivables	487,505	355,609
IV. Short-term financial assets	301,961	7,161
V. Liquid assets	594,517	752,176
Total circulating assets	1,572,083	1,265,878
D) Prepaid expenses and accrued income		
I. Prepaid expenses and accrued income	14,380	23,003
Total prepaid expenses and accrued income	14,380	23,003
Total assets	2,941,364	2,619,230
LIABILITIES (EUROS)	31/12/2013	31/12/2012
A) Net assets		
I. Net assets		
1. Management result of the current fiscal year	2,332	3,066
2. Management result of previous fiscal years	0	0
3. Non-restricted project fund	53,910	50,844
II. Restricted assets		
1. Restricted fund for decisions of institutional bodies	1,071,378	1,071,378
Total net assets	1,127,620	1,125,288
B) Severance pay indemnity	170,272	132,027
C) Payables		
I. Payables to suppliers	273,049	124,507
II. Payables of various taxes	27,300	18,802
III. Payables for Welfare and social security entities	57,448	45,342
IV. Other payables	113,000	96,711
Total payables	470,797	285,362
D) Accrued liabilities		
I. Total accrued liabilities	5,586	2,104
II. Accrued liabilities for restricted projects	442,089	216,449
III. Accrued liabilities for non-restricted projects	725,000	858,000
Total accrued liabilities	1,172,675	1,076,553
Total liabilities and net assets	2,941,364	2,619,230

The main partners of “aiutare i bambini” Foundation in 2013:

			 		
	Calvin Klein				
					
	Fondazione Internazionale - FAI Egna - Trento				
					
					
					
					
		STATE STREET		tiscali:	
	<i>Heartfelt thanks!</i>				

How to support “aiutare i bambini” Foundation

Donations by credit transfer

to our account at Banca Prossima
IBAN: IT 63 U 03359 01600 100000067111
BIC: BCITITMX
SIA: 20Boo

Donations by credit card

Call (+39) 02 21.00.241 or use our internet service
on our website www.aiutareibambini.it/en

Donations by cheque

Send a cheque payable to Foundation “aiutare i bambini”
to the following address:

Foundation “aiutare i bambini”
Via Ronchi, 17 - 20134 Milan
ITALY

Follow our activities on:

www.aiutareibambini.it/en

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 **aiutare i bambini**

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