

Together we can make the world a better place.

Annual Report 2012 A year of fight against poverty



Our vision

COOPI aspires to a world without poverty, able to achieve the ideals of equality and justice, sustainable development and social cohesion, thanks to the meeting and co-operation of all populations.

Our Mission

Through the commitment, involvement, resolution and professionalism of its staff, COOPI wants to contribute to the process of fight against poverty and growth of the communities with which it cooperates all over the world, intervening in situations of emergency, reconstruction and development, in order to reduce the unbalance between the North and the South of the world, between developed areas and depressed or developing areas.

• Editorial Supervision: Isabella Samà • Project curated by: Daniela Aprile • With thanks for their cooperation: Claudio Ceravolo, Alberto Cogo, Elena D'Andrea, Bianca Dendena, Ennio Miccoli, Barbara Nese • Iconographic research: Daniela Aprile, Laura Carbonara, Isabella Samà • Photos by: Archivio COOPI, Francesca Colombi, Il maestro e Margherita, Giovanni Porzio, Massimo Zecchini, Mattia Zoppellaro • Graphic Design: TosiCampanini • Print: Brain Print & Solution s.r.l.

Editorial

Seeking continuous improvement



If in almost fifty years COOPI has continued to grow, relying only on its own strengths, this is because it has always been able to adapt and change in order to respond positively to the challenges that the Organization was undertaking: to adapt and change in a rapidly changing world.

2012 was an eventful year for those working in the field of international cooperation, in Italy, as well as in the Southern countries.

In Italy, the International Cooperation Forum took place in Milan. This was the first opportunity for all public and private stakeholders to reflect on the issues of development cooperation.

A lot has already been written on the Forum, with opinions not always positive; however it is clear that the Forum had the great merit of bringing back public attention on the themes of development, after many years in which it was said bluntly that cooperation is a luxury...

In Milan instead it was clearly proved that a country that wants to be open to the world cannot afford NOT to take part in cooperation, otherwise this will result in an isolation that in an era of global interconnectedness would lead to a decline. Development cooperation was therefore placed at the centre of an overall growth process of the country.

Recently, Lapo Pistelli, current Deputy Minister with responsibility for Cooperation, said that international cooperation must be a leading sector, groundbreaking, and a showcase of the excellence of the made in Italy. These are words that give us high hopes.

However, the most remarkable changes in the field of cooperation took place outside the borders of our country. In recent years we have seen increasingly growing the standards required in order to continue working at worldwide level. International NGOs participate in strict selections before receiving the funds and furthermore they must demonstrate that they have used these funds in a transparent and efficient manner on the ground. Moreover the number of NGOs in the Southern World is increasing; NGOs that have often been strongly backed and helped by Northern NGOs in moving their first steps are now, rightfully, claiming a leading role. South-South cooperation is also increasing, even though the relationships that are gradually increasing between African countries and China, India, South Korea, South Africa and Brazil, in many ways cannot be defined cooperation, as such is more clearly a relationship in the context of foreign trade: raw materials against infrastructure.

From another point of view, however, we must realize that in many African countries this collaboration is leading to the quantum leap that allows economic development and therefore the ability to break the vicious circle of underdevelopment.

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Claudio Ceravolo President of the Foundation COOPI - Cooperazione Internazionale

An overview

Countries, projects, sectors and beneficiaries

In 2012 COOPI has worked in 24 countries of the Southern World to provide assistance and support to those most in need, structuring its work in line with its mission and through the involvement of the beneficiaries. The Organisation works in extremely impoverished areas and in situations of complex vulnerability: often these are countries that present both an environmental vulnerability and a socio-political critical situation, such as sub-Saharan Africa and the Horn of Africa. An example of this commitment is the high number of projects, resources and beneficiaries in countries such as Somalia, Ethiopia, Chad and the Democratic Republic of Congo. In these countries, COOPI counts a long-standing presence, great knowledge of the environment, involvement of local communities and institutional respect. All this allows COOPI to be able to respond promptly to new crises, to introduce innovation and create strong partnerships.

COUNTRIES WHERE COOPI IS PRESENT

with EMERGENCY PROJECTS

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- with DEVELOPMENT PROJECTS
- with EMERGENCY AND DEVELOPMENT PROJECTS
- ***** with CHILD SPONSORSHIP PROGRAM



NUMBER OF PROJECTS AND NUMBER OF BENEFICIARIES BY REGION AND COUNTRY

COOPI carries out 176 cooperation projects in 24 countries worldwide: 140 in Africa, 31 in Latin America, 3 in the Middle East. In Italy COOPI has developed a project in the field of Migration and co-leads a Master Degree in International Development Cooperation.

	N°of Projects	N°of Beneficiaries	
AFRICA	140	3,339,300	LATIN AMERICA
Democratic Republic of Co	ngo 32	216,500	Guatemala
Somalia	29	1,234,500	Peru
Central African Republic	17	78,100	Bolivia
Chad	12	647,300	Paraguay
Kenya	9	210,800	Colombia
Ethiopia	8	305,300	Haiti
Malawi	8	89,900	Ecuador
Sudan	6	199,000	
Uganda	6	125,900	MIDDLE EAST
Sierra Leone	4	4,000	
Ivory Coast	3	214,600	Palestine
Madagascar	3	200	
Morocco	1	1,700	ITALY
Niger	1	11,000	
Senegal	1	500	TOTAL

	N°of Projects	N°of Beneficiaries
LATIN AMERICA	31	185,300
Guatemala	8	41,100
Peru	6	48,200
Bolivia	5	41,100
Paraguay	5	131,200
Colombia	3	3,400
Haiti	2	44,900
Ecuador	2	6,600
MIDDLE EAST	3	200
Palestine	3	200
ITALY	2	235
TOTAL	176	3,659,235

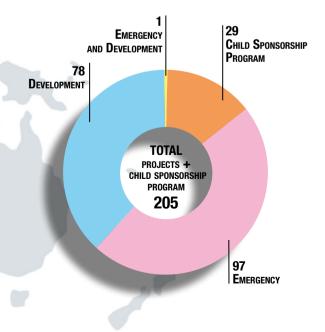
Furthermore, compared to 2011, **COOPI intervened in a new country, Niger**, where it launched an emergency project to tackle child malnutrition and to help responding to the humanitarian needs of the population of the Sahel, struck in recent years by a famine of enormous proportions.

The Foundation is also present in Italy, where it leads, in collaboration with other Italian NGOs, a project of higher education with the Institute of Advanced Studies and the University of Pavia, which has reached its sixteenth edition. Lastly, In Italy, COOPI is active in the creation of public-private network, in the mobilization of volunteers and in raising awareness on the issues of world development.

In 2012, COOPI has carried out 205 interventions among cooperation projects and Child Sponsorship Program; this is a lower number than in 2011, but higher of more than 5 million with regard to financial value. In more detail (cf. tab. "Type of projects"), the transition from 238 to 205 projects was due to the decrease of the projects related to the "development" field (from 118 to 78). As can be inferred from the table, the Organization carries out primarily emergency and development projects. Both types of projects are recognized as "phases" of a broader work. As clearly stated by its mission, COOPI considers the emergency response as the basis for initiating development processes: that is why in the planning approach as well as in the strategic one it conceives them as a way for the populations to strengthen their capacity to deal with difficulties.

TYPE OF PROJECTS

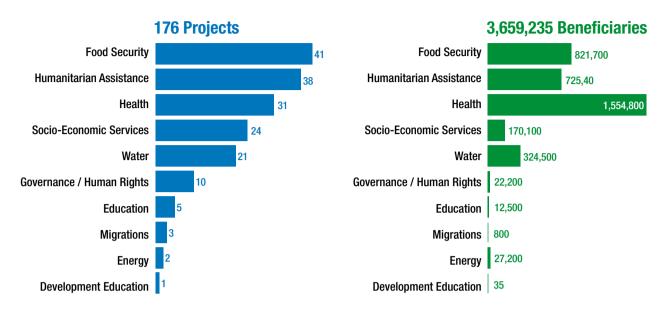
COOPI has carried out 97 emergency projects and 78 development projects. By adding to these the project on Development Education carried out in Italy and the projects on Child Sponsorship Program, COOPI carried out a total of 205 international cooperation projects.



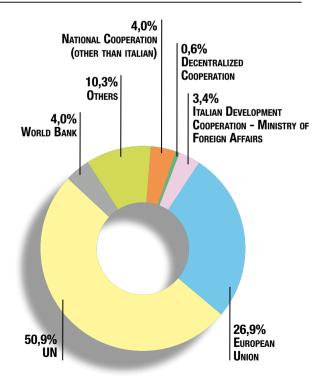


AREAS OF INTERVENTION BY NUMBER OF PROJECTS AND NUMBER OF BENEFICIARIES

COOPI works in 9 areas of international action and in Italy with 1 Development Education project.



DISTRIBUTION OF THE NUMBER OF PROJECTS BY DONOR



The work of COOPI stands out for its multi-sectoral approach, which means ability to respond in an integrated manner to the issues of development while also supporting the populations most in need, for a substantial period of time. COOPI's areas of intervention are 9: food security, humanitarian assistance, health, socio-economic services, water and sanitation, governance and human rights, education, migrations, energy.

Looking at the concentration of projects and beneficiaries by area of intervention (see table "Areas of intervention"), it is clear that **the areas in which COOPI is most active are food security** (first area for number of projects and second one for the number of beneficiaries), **health** (first area for the number of beneficiaries and third for number of projects), **humanitarian assistance and water**.

These findings represent a confirmation of COOPI's on-going commitment to ensure the right to food, water and health for the most marginalized or traumatized populations and communities. COOPI is an NGO that works mostly through public funding. This data is evident in the distribution of on-going projects in 2012 by funding body (cf. table "Distribution of the number of projects by do-nor"): the United Nations and the European Union appear to be the major donors, with respectively 50.9% and 26.9% of the projects - together they allocate almost 80% of humanitarian projects. The figure of 2012 essentially confirms that of 2011.





COOPI IN NUMBERS IN 2012

24 Countries

176 Projects

29 Child Sponsorship Project

121 International Staff

4,500 Local Staff

79Staff in Italy

350 Volunt<u>eers in Italy</u>

6 Regional Offices in Italy

48,632,610 Budget (in Euro)

3,659,235 Direct beneficiaries

COOPI yesterday and today

For the past 47 years, COOPI has been working side by side with the poorest populations to build a better world

For the first time in its history, in 2012 COOPI managed 48 million euro, of which 94% in humanitarian projects. This is one of the signs of the steady growth of the Foundation, which has always proved with its actions to be a capable, reliable and serious organization. In order to always meet complex international challenges, in the last few years COOPI has initiated some very important reorganization processes.

The consolidation of the historical presence in the countries of intervention

COOPI aims to strengthen its presence in countries such as the Democratic Republic of Congo, the Central African Republic, Kenya, Sudan, Ethiopia, and Chad. In these countries, thanks to the experience gained over the years, the Organization has developed a thorough knowledge of the area, of the local institutions and of the civil society along with the development of a wide expertise of expatriate and local staff.

The strengthening of the interventions in emergency settings

Given its experience and strong ties with some donors specialized in emergency, COOPI aims to increase its ability to intervene, in particular by responding to the most severe food crises, such as in the Sahel, and by carrying out evaluation studies in new Countries particularly afflicted by the problem of malnutrition.

The enhancement of sectorial know-how

COOPI is promoting the capitalization of the most relevant knowledge in the field. After the "Child" policy was published, the "Environment and **Disaster Risk Reduction**" policy was released to the press; these publications will be followed by the policy "Food security", "Gender" and "Health and nutrition" in 2013-2014. The studies and initiatives in these areas are aimed at making the Organization an important point of reference for the stakeholders working in the field.



The partnership with local realities

For several years the Foundation has been involved in building stable and structured networks with NGOs, universities, institutions and businesses where it has made available its long-standing expertise. Furthermore, COOPI worked in the field to forge partnerships with local NGOs and to initiate or consolidate structural collaborations.

Technological innovation

In order to improve its ability to intervene, COOPI is promoting greater innovation and research in the projects it carries out, with particular attention to environmental issues, in order to reduce the risks of disasters. Examples of this type can be found in Haiti, Paraguay, Malawi and Ethiopia.

A new organizational culture

The whole Foundation, from its headquarters to the foreign branches, is engaged in building a new working culture, based on the concept of management efficiency. For this reason COOPI:

- acts to improve the internal control and monitoring of projects;

 adjusts processes and interventions to international quality standards;

- values and retains human resources by focusing on internal training and through the use of appropriate contractual arrangements.

Key sectoral policies

As shown in the previous pages, it is certainly in the field of **food** security that COOPI has consolidated a strong expertise in 2012 and this represents one of the long-standing areas of intervention of the Organization.

Many projects are carried out in response to the widespread problem of world hunger, working right where this issue is present at its most critical levels; not surprisingly the sub-Saharan Africa and the Horn of Africa constitute precisely the core of COOPI's long-standing interventions in the field.

In some countries, the identification of the level of food insecurity runs in parallel with the equally serious uncertainty of available water resources. It is precisely for this reason that the strong link between agricultural activities, and consequently the achievement of food security, and the availability of water resources, constitutes one of the cornerstones of COOPI's interventions; **indeed the balanced and sustainable management of water** is recognised as a priority intervention area by the organisation. The attention that COOPI places on water resources is also in line with the continuous increase of tensions due to population growth and climate change. The influence of these factors is such that it is likely that access to and use of water may be among the causes contributing to exacerbate a situation of unrest in vulnerable areas to the extent of becoming a possible cause of conflict in the near future.





To the above mentioned causes can be added frequent escalations of conflict in the area, which can be linked to a generally unstable political condition, to the lack of consolidated democratic regimes or to the presence of autocratic forms of government. Prime examples are the Democratic Republic of Congo (DRC) and Somalia, where the high risk of food insecurity is accompanied by a strong **political instability that leads COOPI to intervene in order to ensure humanitarian assistance to the affected populations.**

The interconnectedness between the issues of political/social nature and those related to malnutrition is so strong that the critical areas where COOPI operates in the fields of water and food security are also those where can be found a high concentration of projects related to the area of socio-economic services. The aim is to provide support to the social components affected by conflicts, primarily women and former child soldiers. **The breakdown or the absence of the necessary conditions for the provision of efficient and widespread services has been indeed identified as a major cause of gender violence,** which makes a significant impact on the health of women, in terms of physical, mental and reproductive well-being. Among the critical factors that contribute to determine the development capacity of a country there is also the incidence of disasters of natural origin, whether they are earthquakes, inundations, droughts or floods. This type of events affects both the sub-Saharan Africa and Latin America.



The overall vulnerability of a country to natural disasters is determined as well as by intrinsic environmental factors, also by a strong development component. Consequently, often it is precisely the poorest and most deprived areas to be the most affected, as demonstrated by the example of the Horn of Africa, severely affected by events of chronic drought, and Latin America and the Caribbean that are subjected to earthquakes and events of drought. In these contexts COOPI works in the immediate post-emergency but above all in the preparedness of the communities to possible natural disasters in order to limit the impact.

The interventions entail providing assistance and support to vulnerable populations in a way that is specific with respect to their context, based on the local conditions and available resources; the Organisation also aims to continue to consolidate such interventions with the objective of promoting the development of the communities with which it cooperates in the long run.

By the joint analysis of the problems listed emerge some key areas presenting different needs, expression of both socio-political as well as environmental chronic critical issues. In these areas, the long term work and the diversity of the interventions have allowed COOPI to acquire a strong knowledge of the area and the local realities, consolidating its work, which is positively recognized by local authorities and international bodies.





Budget 2012

We invest for a better world

Report of Auditors To the Board of directors of foundation COOPI -Cooperazione Internazionale

1. We have audited the financial statement of Foundation COOPI -Cooperazione Internazionale, at December 31, 2012. The members of Board of Directors of Foundation COOPI - Cooperazione Internazionale are responsible for the preparation of the financial statements in accordance with the applicable laws. It is our responsibility to express an opinion on the financial statements based on our examination.

This opinion has been issued on a voluntary basis being Foundation COOPI - Cooperazione Internazionale not subject to audit according to art. 2409 bis and followings of the Italian Civil Code.

2. Our examination was performed on the basis of the auditing standards issued by Consiglio Nazionale dei Dottori Commercialisti e degli Esperti Contabili (the National Chartered Accountants Committee and the Account Experts) and reccomended by Consob. In accordance with these standards, the audit was planned and performed in order to obtain all the necessary elements to assess whether there area significant errors in the financial statements and whether the results, on the whole are acceptable. Our audit includes the verification on test basis of all the evidence supporting the amounts and disclosures in the financial statements, of the suitability and correctness of the accounting principles used and of the estimates made by management. We believe that our audit provides a reasonable basis for the expression of an opinion. For the opinion on the prior year financial statements, which figures are presented for comparative purposes in agreement with the law, we refer to our report issued on June 01, 2012.

3. In our opinion, the financial statement of Foundation COOPI - Cooperazione Internazionale at December 31, 2012 have been correctly prepared in accordance with the application laws and show a true and fair view of the financial situation and of the results of the Foundation.

Milan, June 28, 2013 – PKF Italia S.p.A.

Fioranna Negri neg

Balance sheet IN EURO	2012	2011
ASSETS		
Net fixed assets	1,241,501	1,058,626
Loans to donors	3,333,256	5,064,673
Other accounts receivable	823,679	681,245
Liquid assets	7,499,046	6,463,949
Accruals and deferrals	-	-
Prepaid expenses for ongoing projects	17,082,529	20,617,187
TOTAL ASSETS	29,980,011	33,885,680
Common Fund	126,007	126,007 6,291
Common Fund	126.007	126.007
Operating profit	1,783	· · · · ·
TOTAL NET ASSETS	127,790	132,298
Provisions for liabilities and charges	76,341	79,961
Severance indemnity	149,904	119,749
Bank liabilities	1,409,698	2,860,877
Other short term liabilities	3,444,010	3,915,687
Accruals and deferred income	69,717	23,407
Prepaid expenses for ongoing projects	24,702,552	26,753,701
TOTAL LIABILITIES	29,980,011	33,885,680

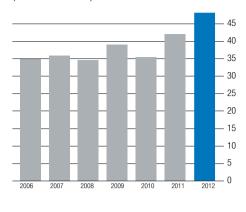
Management report IN EURO	2012	2011
INCOME		
Projects income	46,988,280	41,826,986
Quota shares	7,075	6,700
Donations	1,011,369	1,143,356
Refunds and various incomes	100,258	12,318
Financial incomes	525,628	634,572
	48,632,610	43,623,932
CHARGES		
Charges paid for projects	44,693,906	39,868,581
Personnel and local cooperation	2,040,233	1,618,403
Institutional charges	781,348	694,424
General charges	473,588	572,261
Financial charges	641,752	863,972
-	48,630,827	43,617,641
BALANCE OF THE ASSOCIATION	1,783	6,291



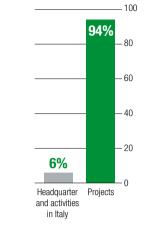
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WHERE THE FUNDS COME FROM

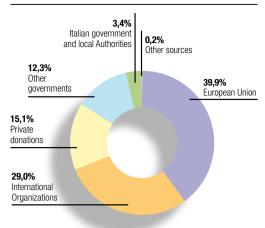




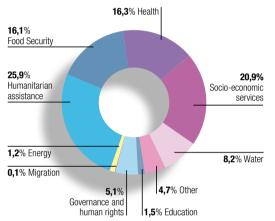
DONATIONS AND CONTRIBUTIONS TO COOPI



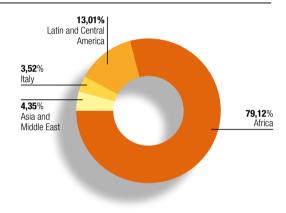
HOW FUNDS ARE USED



ALLOCATION OF FUNDS BY AREAS OF INTERVENTION



ALLOCATION OF FUNDS BY GEOGRAPHICAL AREA



Data refer to projects ended by December 31, 2012.

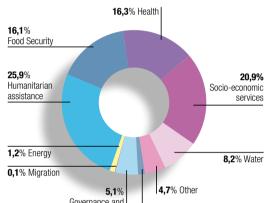
Thank you to:

ECHO, UNICEF, European Union, CHF International, UNDP, USAID, AGIRE, CARITAS, OCHA, Trocaire, Italian Ministry of Foreign Affairs, World Bank, UNHCR, World Vision International, Italian Cooperation, AFD Agence Française de Développement, DFID Department for International Development, International Criminal Court - The Hague, FAO, WFP, OMS, Irish Aid, UNFPA, UNOPS, Cariplo Foundation, IRC International Rescue Committee, DEC Disasters Emergency Committee, Mediafriends, UNIFEM, French Embassy in RDC, Rita Levi Montalcini Foundation, Albero della Vita Foundation, Catholic Relief Services, Province of Bolzano, Compagnia San Paolo, Caritas Svizzera, UNHABITAT, AGETIP CAF, OIM Organisation Internationale pour les Migrations, Charity and Defence of Nature Foundation, AUSAID Australian Agency for International Development, Regione Toscana.

Corporate: 9Ren, Accenture, ACHITEX Minerva, Allea, Camera Nazionale della Moda Italiana, COIN, DATAGEST, Delta Display, Edison, ELGON, Fabbrica Energie Rinnovabili Alternative, Faberstone, GAMEDIT, GUNA, Intesi Group, Limoni, Live Nation, Natural Look, Partesa, Pensoblu, PWC, Salvatore Ferragamo, SEA, SEPHORA, STRAF hotel&bar, Terna, Upim, Vanity Fair. VIVA Group.

... and to all the 26,000 people for supporting COOPI.





COOPI in Italy

Events, campaigns, valuable partnerships

2012 has been a year marked by the strengthening of COOPI's activities in Italy, where the watchwords have been "territo-ry", "fundraising" and "networking".

Historically present with its national headquarters in Milan since 1965, COOPI has gradually extended its activity thanks to the Regional Headquarters in Tuscany, Lazio, Trentino, Sardinia, Piedmont and Veneto, that have been joined by 5 local groups, in Brescia, Crema, Milan, Monopoli, Parma and by the office of COOPI Suisse. The strength of this local presence certainly derives from very clear goals and a strategy that aims to create visibility and that is implemented concretely - with continuity and commitment - also thanks to the 350 volunteers involved in promoting international cooperation and COOPI's activities at local level.

People are in fact the lever that can make a difference. And it is precisely to them that COOPI appeals to, joining them and going along with them, in order to create a strong bond, made of solidarity, support and lasting partnerships. This constitutes the bridge that links Italy and the world, whether travelling through the 5×1000 donation that Italian citizens can donate to voluntary organizations, or whether the solidarity is expressed through a donation by SMS or whether it involves important choices such as leaving a part of own assets to COOPI within testamentary dispositions.

the solidarity is expressed through a donation by SMS or Whether it involves important choices such as leaving a part of own assets to COOPI within testamentary dispositions.



The figures for 2012 have been a good validation. In Italy COOPI has collected Euro 1,524,000, where the contribution of individual donors has been certainly crucial, but also it has been significant the contribution of 106 companies and corporate foundations that have supported COOPI's projects both with monetary donations and through the provision of goods, services or spaces of high visibility and contact with the public. These results indicate a good capacity for stability and to provide proof of continuity to the Italian donors.

In terms of informing and involving the public, the Press Reviews counted nearly 800 references to COOPI in the national media, joined by the advertising issues (billboards, print ads, radio and TV spots) of the 4 specific campaigns that were carried out:

TOGETHER FOR 100.000, which has the objective of raising funds for projects in the field of nutrition and food security and which has used traditional fundraising channels (solidarity sms and direct marketing), as well as a big Christmas event in 99 retail stores of important chain store;

I DO CARE, which aims to involve civil society groups on the issue of poverty, through follow-up meetings, exhibitions, concerts, solidarity cocktail events, workshops and flash mobs in the main squares of 6 Italian cities (Milan, Rome, Florence, Trento, Padua and Cagliari);

D AS DEVELOPMENT, to promote the property and education rights of women in Sierra Leone, with the involvement of 38 of the most prestigious fashion houses to the charity auction Bags for Africa (at Milan Triennale);

CHILD SPONSORSHIP PROGRAM, which in 2012 has led 29 projects in collaboration with local partners in 8 countries (Peru, Haiti, Ethiopia, Central African Republic, Democratic Republic of Congo, Senegal, Sierra Leone and Uganda), and that supported 2,692 children.

Upon completion of intensive external relations, COOPI has participated in the Global Compact Network Italy and CSR Manager Network, organizing the series of meetings on corporate social responsibility "New Challenges of Corporate Social Responsibility" and participating to exhibitions and events in the sector, such as Solar Expo, 'Dal Dire al Fare' ('When it Comes to Delivering on Promises'), Festival of energy, Forum of the third sector.



COOPI IN ITALY

 $\underline{26,000}_{\text{Regular do}\text{nors} + 110,000 \text{ "one-off" donors}}$

87,000Website clicks on www.adottareadistanza.org

240,000

Website clicks on www.coopi.org

777 Media releases

9.000 Fans on Facebook

European CSR Award

Good Energy Award Italian Award for renewable energy

lian Award for renewable energy and energy saving







COOPI around the world *

* Our foreign offices may change. Consult the website www.coopi.org for up-to-date information.

BOLIVIA

Calle Jacinto Benavente 2173 La Paz

CHAD

rue 2067, quartier Sabangali, BP 1900 N'Djamena

COLOMBIA

Carrera 27A n. 40A-68 barrio La Soledad Bogotà

ECUADOR

Calle Arroyo del Rio N36-145 y Manuel Maria Sanchez Quito

ETHIOPIA

Bole Kefle Ketama Kebele, n. 10 House n. 013 P.O. BOX 2204 Addis Abeba

GUATEMALA

28 Calle 11-74 zona 11, Colonia Granai II Ciudad de Guatemala HAITI

Tabarre 70, Les Palmes n. 22A, Port au Prince Port au Prince

COORDINATION NAIROBI - KENYA/SOMALIA Peponi Road, House 0039, Westlands - P.O. Box 3857 -00100 Nairobi

MADAGASCAR

Villa Antsah, Lot II Y 6 Bis, Avaratr'Antanimora 101, Antananarivo, Madagascar

MALI

Rue 109 Porte 370 Badalabougou Sema II Bamako

MALAWI

Area 14 plot 111 Lilongwe

MOROCCO Bv Sakia el Hamra Rue 134, n.4, 4ème étage, Apt. 7, 62000 B.P. 1173 Nador

NIGER

Avenue du Fleuve PL-40 Face Lycée la Fontaine B.P. 11501 Niamey

PALESTINE

Mounts of Olives, Alshik Anbar street, Sbeh building, flat n. 5 P0 Box 49621 Jerusalem

PARAGUAY

Calle Fray Luis de Granada 454, Asunción

PERU

Calle Coronel Zegarra n. 264, Jesus Maria Lima

CENTRAL AFRICAN REPUBLIC

B.P.1335 Bangui

DEMOCRATIC

REPUBLIC OF CONGO Av du Ring 67 Quartier Macampagne Commune de Ngaliema Kinshasa

SENEGAL

Avenue Birag Diop (Rue 5 x F - Point E) B.P. 11561 Dakar

SIERRA LEONE

49H Off Spur Road Freetown

SUDAN

El Hagaz Building n. 266, 5th floor-apartment 501 Khartoum

UGANDA

Jireh Apartment, Bukasa Road, Plot 138/140 (A), P.O. box 33058, Kampala

COOPI in Italy REGIONAL OFFICES

COOPI LAZIO

Via Aniene 26/A - 00198 Roma Tel. +39.06.89685318 - lazio@coopi.org

COOPI SARDEGNA

Via Bolotana 28 - 09044 Quartucciu (CA) Tel. 3280944268 - sardegna@coopi.org **COOPI TOSCANA** Via della Gora 75 - 50019 Sesto Fiorentino toscana@coopi.org

COOPI TRENTINO

Via Carlo Esterle 7 - 38122 Trento Tel. +39.0461.231529 - trentino@coopi.org

COOPI VENETO

Via Citolo da Perugia 35 - 35137 Padova Tel. +39.049.657518 - veneto@coopi.org

COOPI Headquarter

COOPI - COOPERAZIONE INTERNAZIONALE ONG Onlus

via F. De Lemene 50 - 20151 Milano - Italia Tel. +39.02.3085057 r.a. - FAX +39.02.33403570 C.F. e P. IVA 80118750159







Together we can make the world a better place.