

	ASSETS AND LIADILITIES		
		31/12/2020	31/12/201
) Credits towards	members	-	
) Fixed assets			
I - Intan	gible assets:		
	<ol> <li>Plants and enlargement costs</li> </ol>	49.316	162.958
	<ol><li>6) on going and down assets</li></ol>	230.282	165.720
	7) Others	100.944	123.599
Total I		380.542	452.277
II - Tang	jible assets:		
	1) Buildings	273.589	269.366
	2) Equipment -	0	- (
	<ol><li>Industrial and trade equipment</li></ol>	-	
	4) Others	53.731	38.788
	5) On going assets	-	
Total II		327.321	308.154
III - Fina	ncial:		
	1) Participation in:		
	(a) subsidiary undertakings	-	
	(b) Associated companies	-	
	(c) controlling undertakings	-	
	dbis) Other companies	12.359	7.36
	2) Credits:		
	a) from subsidiaries due within 12 months	-	
	b) to associated companies due within 12 months	-	
	c) from parent companies due within 12 months	-	
	d) from others due within 12 months		
	dbis) from others due within 12 months	208	
	,	200	
	3) Others		
	4) Shares		
Total III		12.567	7.360
Total fi	ked assets (B)	720.429	767.791
Floating assets			
I - Lefto	vers:		
	1) Raw, ancillary and consumable materials	-	
	<ol><li>Work in progress, semi-finished products</li></ol>	-	
	<ol><li>Work in progress on contracts</li></ol>	-	
	<ol><li>Finished products and goods for resale</li></ol>	-	
	5) Advances	-	
Total I		-	
	Tangible fixed assets for sale	29.360	29.360
II - Cred	its:		
	1) towards donors	7.208.137	4.124.723
	due over 12 months	-	
	2) towards subsidiariess		
	due over 12 months		
	3) towards associated companies		
	due over 12 months		
	4) towards parent companies		
	due over 12 months		
	5) subsidiaries of parent companies		
	due beyond one year		
	5bis) credits tax		17.826
	due over 12 months		
	5ter) advanced tax	-	
	due over 12 months		
	5quater) towards other	3.441.660	612.71
	due over 12 months	3.441.660	18.30
Total II		10.668.099	4.773.568
		10.000.000	
III - Fina	ncial activities (these are not fixed assets):		
	6) Other		
Total III		-	
IV - Liqu	iidity:		
	1) Bank and post office accounts	5.822.545	4.305.363
	2) Cheques	3.600	4.150
	3) Cash	8.139.065	5.322.606
Total IV		13.965.210	9.632.119
Total F	oating assets ©	24.662.669	14.435.047
Accruals		1.663	3.575.809
	3) disaggio su prestiti	-	
	·, 30		
otal assets		25.384.761,40	18.778.646
	-	0	- 0
	The President and Legal Representative	-	-

The President and Legal Representative Claudio Ceravolo  $\geq$ 



A) Not access	31/12/2020	31/12/2019
A) Net assets I. Common fund V. Statutory reserves	70.000	70.000
VI. Share reserves	2.201.670	- 2.042.905
VII. Other reserves		
VIII. Renewed fiscal year surplus/deficit		0
IX. Fiscal year surplus	55.462	87.717
Total net assets (A)	2.327.132	2.200.622
B) Risks and charges funds		
1) for pensions and similar obligations	-	-
2) a. for tax	-	-
3) b. for extended tax	-	-
4) other	35.091	37.591
Total risks and charges funds (B)	35.091	37.591
C) Severance payment fund	497.923	505.856
D) Debts		
1) bonds	-	-
due over 12 months	-	-
2) convertible bonds	-	-
due over 12 months	-	-
3) members' finding	-	-
due over 12 months	-	-
4) debts towards bank	2.936.806	3.100.006
due over 12 months 5) debts towards other	-	-
due over 12 months	-	-
6) advances		-
due over 12 months	- -	_
7) debts towards suppliers	221.973	185.304
due over 12 months	<u> </u>	-
<ol><li>debts towards bonds</li></ol>	-	-
due over 12 months	-	-
<ol><li>debts towards controlled enterprises</li></ol>	-	-
due over 12 months	-	-
10) debts towards connected enterprises	-	-
due over 12 months	-	-
11) debts towards controlling enterprises	-	-
due over 12 months		-
12) taxes	28.906	36.930
due over 12 months	-	-
13) debts towards social welfare due over 12 months	116.054	121.578
14) other debts	- 2.835.995	- 2.128.146
due over 12 months	2.000.990	2.120.140
Total debts (D)	6.139.734	5.571.964
E) Accruals	16.384.881	10.462.613
Total liabilities	25.384.761,40	18.778.646
	0,00	0,00





		31/12/2020	31/12/2019
A) Income		00.050.000	10.057.000
1) Income for activities		80.858.032	46.957.836
2) Variations		-	-
<ul><li>3) Variations on-going works</li><li>4) Internal increases for assets</li></ul>		-	-
5) Other incomes		- 1.714.007	- 1.995.315
year grant		1.7 14.007	1.995.010
Total income (A)		82.572.038	48.953.152
B) Costs			
6) for raw materials		18.665.532	3.056.365
7) for services		7.400.819	24.502.002
8) Costs for assets belonging to other		4.902.349	2.810.366
9) for personnel		26.971.462	14.494.884
a)	) wages	6.066.621	3.727.203
b)	) social costs	406.888	439.595
c)	) severance payment	89.628	64.694
	) severance payment towards employees and sin	-	-
	) other costs	20.408.325	10.263.391
10) Depreciations:		305.231	308.022
	) intangible assets depreciations	214.636	290.075
	) tangible assets depreciations	90.595	17.947
11) Leftovers modification			-
12) Reserve funds for risks		-	37.591
13) Other reserves		100.000 23.198.760	750.000 2.583.501
14) Other management charges funds Total costs (B)		81.544.153	48.542.730
		01.044.100	40.042.700
Difference (A - B)		1.027.885	410.422
C) Revenues and financial costs			
15) Revenues from bonds:			
а	a) in subsidiaries	-	-
b	b) in affiliated companies	-	-
c	c) other companies	-	-
16) Other revenues (not from partic.):		83	263
	a) financial income (int.)		-
	om long-term receivables		-
4)	) from other	83	263
			200
17) Interests and other financial costs:		407.722	184.539
d)	) debts towards banks	407.722	184.539 184.539
d) f)	other debts	407.722 -	184.539 184.539 -
d) f) 17bis) Profits and losses for exchanges	other debts s rates: -	407.722 - 564.784 -	184.539 184.539 - 138.428
d) f) 17bis) Profits and losses for exchanges a)	other debts s rates: - ) profits for exchanges rates	407.722 - 564.784 - 416.765	184.539 184.539 - 138.428 250.050
d) f) 17bis) Profits and losses for exchanges a) b)	other debts s rates: - ) profits for exchanges rates ) losses for exchanges rates	407.722 - 564.784 - 416.765 981.548	184.539 184.539 - 138.428
d) f) 17bis) Profits and losses for exchanges a) b)	other debts s rates: - ) profits for exchanges rates	407.722 - 564.784 - 416.765	184.539 184.539 - 138.428 250.050
d) f) 17bis) Profits and losses for exchanges a) b)	other debts s rates: - ) profits for exchanges rates ) losses for exchanges rates ) conservative fund for risks on exchanges rates	407.722 - 564.784 - 416.765 981.548	184.539 184.539 - 138.428 250.050
d) f) 17bis) Profits and losses for exchanges a) b) c)	other debts s rates: - ) profits for exchanges rates ) losses for exchanges rates ) conservative fund for risks on exchanges rates	407.722 - 564.784 - 416.765 981.548 -	184.539 184.539 - 138.428 250.050 388.478 -
d) f) 17bis) Profits and losses for exchanges a) b) c) Difference between revenues and costs D) Amending values for financial activities	other debts s rates: - ) profits for exchanges rates ) losses for exchanges rates ) conservative fund for risks on exchanges rates	407.722 - 564.784 - 416.765 981.548 -	184.539 184.539 - 138.428 250.050 388.478 -
d) f) 17bis) Profits and losses for exchanges a) b) c) Difference between revenues and costs	other debts s rates: - ) profits for exchanges rates ) losses for exchanges rates ) conservative fund for risks on exchanges rates	407.722 - 564.784 - 416.765 981.548 -	184.539 184.539 - 138.428 250.050 388.478 -

The President and Legal Representative Claudio Ceravolo



balance.

#### NOTES TO THE BALANCE

COOPI – COOPERAZIONE INTERNAZIONALE is a non-profit Foundation whose object is to contribute towards the development of the communities with which it cooperates in Southern Countries (SCs). This aim is essentially reached via the implementation of development programmes with SCs and the selection and preparation of individuals who wish to participate on a voluntary basis in the Foundation's programmes.

COOPI is an ONLUS by right, according to art. 10 comma 8 of the D.L. 4 December 1997, n. 460.

COOPI, in the process of reforming the Third Sector provided for by Delegation Law 106/2016 and subsequent decrees and additions, has verified the existence of all the necessary requirements for the bodies of the Third Sector and intends in any case to comply with all regulatory provisions within the terms of the law. The Balance Sheet ending on the 31st December 2020 has been drawn up according to the Civil Code and it's made up of the Assets and Liabilities Accounts (drawn up according to art. 2424 c.c.), and of the Profit and Loss Accounts (according to the format laid out in artt. 2425 and 2425 bis c.c.) and of these notes to the

We hereby present the documents which make up the Accounts according to the requirements laid out in the Civil Code for approval by the Member's Assembly; for each item in the Balance Sheet and Income Statement, a comparison is made with the corresponding item for the previous year. Any deviations from the values of the previous year with respect to those shown in these notes are due to a different reclassification.

The preparation of the documents which make up the Foundation's Accounts has been carried out according to the law; in particular, the notes to the balance illustrate, analyse and in some cases add information to the data contained in the Accounts, and contain all the information required by art. 2427 of the Civil Code as detailed below.

#### Significant events during the year:

At the closing date of these Financial Statements, all the world's nations, including, unfortunately, Italy in the forefront, are still facing a major health emergency due to the spread of COVID-19.

The COOPI Foundation is tackling this difficult situation by putting in place a plan to protect its employees, collaborators, suppliers and associates both in foreign offices and at headquarters, favouring smart working measures where possible and securing operations through appropriate protocols.

The economic impact on COOPI's activities is difficult to quantify, as the Foundation operates in more than twenty countries, where the level of impact is quite different; at present, however, there are some situations of slowdown in the activities on site, but all countries are operational, even if with more complex working conditions. Going concern not in question.

In any case, the Foundation is able to cope with any economic imbalances thanks to the reserves in the shareholders' equity, which have been set up precisely to respond adequately to unforeseen crisis situations.

# Point 1) Criteria used in the analysis of the items of the accounts, in amending values and in the conversion of values not originally expressed in local currency

The items which make up the accounts have been analysed according to the criteria laid out in the Civil Code. All the amounts derive from the accounting entries.

The criteria used in the preparation of the accounts as at 31<sup>st</sup> December 2020 are not different from those used for the preparation of the accounts of the previous year, especially with regards to continuity and analysis of the principles.

The criteria for drawing up the financial statements at 31 December 2020 have been partially modified compared to previous years, as commented below.

The analysis of the items of the accounts has been carried out according to general principals of prudence and pertinence with a view to the continuation of the activity, as well as having taken into consideration the economical purpose of the assets and liabilities.

By applying the prudence principal, the analysis of the individual items of the assets and liabilities has meant that no compensation has been carried out between losses, which needed to be acknowledged, and profits not to be acknowledged in that never actually made.

By applying the pertinence principal all operations and other events have been included in the accounting of the year to which they apply. With regards to costs and proceeds relating to projects which do not end their activities by the end of the accounting year, the amount spent by each project as at 31.12.2020 was taken into account for accrual purposes.

For those projects which, as at 31 December 2020, had received advance payments exceeding the expenses incurred, a deferred income was recorded for the unused amount.

For those projects that, as of 31 December 2020, had received lower advance payments than the expenses incurred, a revenue for "expenses to be reimbursed" was recorded; the related receivable was included in item C II "Receivables from others" of the Assets and Liabilities.

This change entails, for the current year only, an increase in the volume of revenue charged to the budget and an increase of the same amount in the costs, without affecting the economic result.

With specific regards to the analysis, here follows the criteria used on the more important items, according to art. 2426 c.c.

As a result of the new text of the OIC 24 Accounting Standard, Advertising Expenditures are reclassified from item BI2 to item BI1 for both the financial year 2020 and the previous for the purpose of homogeneity.

#### ASSETS

#### B. FIXED ASSETS

## B. I. Intangible assets

These have been entered at purchase price value, including all directly related costs, and have been presented net of the depreciations carried out previously and attributed to the single budget items.

Maintenance and improvement costs of assets belonging to others have been included in "Other intangible assets" and depreciated using the lower of the following: future use and rental contract. Those assets with a considerably lower economical value than the cost at the end of the accounting year, are depreciated to their economical value. If the reasons for said depreciation are no longer applicable, the cost value is reinstated.

#### B. II. Tangible assets

As per art. 2426 c.c. tangible assets are entered at cost value, including all directly related costs. Maintenance and repair costs have been included only where these have actually increased the value of the asset or bettered its use.

Those assets which have a cost lower than or equal to euro 516,46 have been entered in the profit and loss account when their use is limited to one accounting year.

The value of all assets in the foreign seats has been entered net of depreciations. No revaluations have occurred.

#### Amendments

The depreciation quotas entered in the Profit and Loss Account have been calculated according to use, destination and economical and technical duration of the goods, on the basis of residual use. The following quotas represent these criteria.

Goods	Quota %	
Buildings	3%	
Plants	20%	
Equipment	20%	
Furniture	10%	
Office equipment	20%	

The assets are entered net of their corresponding depreciation funds.

The tangible assets have not been revaluated.

With regards to quotas applied to tangible assets in use in the foreign seats, these follow those laid out in the tables contained in COOPI's internal procedures.

## B.III Financial assets

Shares held directly by the Foundation in other companies operating in the field of cooperation are entered in the assets in that they are not temporary and represent a lasting and strategic investment for the Foundation.

Shares in other companies have been entered at purchase cost value.

## C. FLOATING ASSETS

## C.I. Leftovers

Amounts of € 29.360 were recorded under the item "Stock of valuables" relating to a legacy received during 2020.

## C.II. Credits

These have been entered at the presumed fulfilment value.

#### C.III. Financial activities

These are entered at purchase price value.

#### C.IV. Liquidity

These are considered at nominal value.

## D. POSTIVE ACCRUALS

Positive accruals refer to costs, which are common to two or more accounting years, the size of which is determined by the pertinence principal.

For long-term accruals, the conditions that led to their original booking were verified, adopting the appropriate changes where necessary.

Positive accruals are partly formed by costs sustained during the closing year but pertaining to projects which have not ended their activities by the end of the year.

#### **LIABILITIES**

#### B. RISKS AND CHARGES FUNDS

Risks and charges funds are made up of conservative provisions made for possible debts towards donors for reports which have still to be approved.

## C. SEVERANCE PAYMENT FUND

This represents the actual debt toward employees at the closing date. This debt, which has been calculated according to current law and for all current contracts, has been entered net of any advances given.

#### D. DEBITS

These are valued at nominal value.

#### E. NEGATIVE ACCRUALS

Negative accruals refer to revenues, which are common to two or more accounting years, the size of which is determined by the pertinence principal.

Negative accruals are partly formed by proceeds received during the closing year but pertaining to projects, which have not ended their activities by the end of the year.

## GUARANTEES AND COMMITMENTS RISKS

Guarantees and commitments are shown in the interim accounts at contractual value.

· Guarantees refer to stand-by letters of credit issued towards third parties.

• Commitments refer to obligations deriving from contracts, which have been signed but have not yet been carried out.

• Risks for which there is a probable debt have been outlined in the notes to the balance and accounted for in the risks-and-charges funds.

Risks for which there is a possible debt have been outlined in the notes to the balance, without any entry in the risks-and-charges fund, according to accounting practice.

## CRITERIA FOR THE CONVERSION OF VALUES EXPRESSED IN FOREIGN CURRENCY

Credits and debts originally expressed in foreign currency, referring only to foreign current accounts, have been entered using the exchange rates published by the European Union for the month of December 2020.

## PROFIT AND LOSS ACCOUNTS

#### Costs and revenues

There are entered according to principals of prudence and pertinence.

The financial statements show an increase of more than 30 million in revenues; this increase is only apparent, as it is mainly related to the change in the evaluation criteria for projects underway in 2020, many of which continue into 2021.

The overall quantity of projects developed is stable and at present forecasts for 2021 see a possible return of revenues of around 60 million and more.

#### Point 2) Assets variations

These have been entered at purchase price and refer to the value net of any depreciations carried out during previous years, where these have been entered in their specific items.

## BI) Intangible assets

Following are the variations of intangible assets during the year:

	31/12/2019	Increase	Depreciation	31/12/2020
Advertising costs	162.958		(113.642)	49.316
Other extraord. Assets	8.283		(3.436)	4.848
Extraord. Maintenance costs	115.316		(19.219)	96.096
Total	286.557	0	(136.297)	150.260
	31/12/2019	Increase	Depreciation	31/12/2020
Feasibility Study Lebanon	677		(677)	0
Feasibility Study Iraq	9.363		(9.363)	0
Feasibility Study Jordan	51.756		(17.529)	34.226
Feasibility Study Venezuela	20.398	29.211	(9.922)	39.687
Feasibility Study Senegal	7.305		(3.653)	3.653
Feasibility Study Syria	11.704		( 11.704 )	-
Feasibility Study Cameroon	6.174		(2.570)	3.604
Feasibility Study Sudan	1.502		(501)	1.001
Feasibility Study Tunisia	15.615	7.981		23.596
Feasibility Study Gambia	5.990		(1.997)	3.993
Feasibility Study Gambia	6.259		(3.129)	3.129
Feasibility Study Gambia	2.667		(1.333)	1.334
Feasibility Study Mauritania	15.058	4.200	( 9.219 )	10.039
Feasibility Study Chad	1.043		(348)	695
Feasibility Study Haiti	0	2.500	(1.250)	1.250
Feasibility Study Ethiopie	0	5.000	(2.500)	2.500
Feasibility Study Colombia	0	4.305		4.305
Feasibility Study Ecuador	10.211	3.014	(2.645)	10.579
Total	165.721	56.210	( 78.339 )	143.592
Total	452.277	56.210	( 214.636 )	293.852

The Extraordinary maintenance costs refer to the partial adjustment of the roof of the headquarters.

The extraordinary expenses of Cascina relate to interventions for a total of  $\in$  172,973.04 that are amortised over the remaining years of the contract.

The feasibility studies include the costs incurred for missions and consultancy for projects that are or will be presented to various financing bodies and for the opening of new countries/sectors of intervention. They thus refer to advances which will be charged to projects once these have been approved; in case of non approval of the project, non opening new country/sector, the feasibility study will be included in the year cost.

### BII) Tangible assets

Following are the variations of tangible assets in Milan, gross of their relative depreciation funds:

	31/12/2019	Increase	Depreciation	Variation	31/12/2020
BUILDING	282.291	7.503			289.795
PLANTS	131.975	· ·			131.975
Headquarter Plants	59.714				59.714
Electrical and telephone	72.261				72.261
OTHER	672.779				722.243
Equipment	9.868				9.868
Vehides	10.000				10.000
Furniture	61.515				61.515
Electr. Office equipment	44.979				44.979
Gener. Office equipment	90.609				90.609
Foreign seats assets	455.808	49.464			505.272
Total	1.087.045	7.503	-	-	1.144.012

Following are the variations in the depreciation funds:

	31/12/2019	Deprec.	Uses	Variation	31/12/2020
Civil property	12.925	3.280			16.205
PLANTS	131.975			· · · ·	131.975
Buildings	59.714				59.714
Electrical and teleph.	72.261				72.261
OTHER	633.990	34.553	0	(-33)	668.511
Equipment	9.868				9.868
Vehicules	10.000				10.000
Furniture	61.515				61.515
Electr. Office equipm.	44.979				44.979
General Office equipm.	90.609				90.609
Foreign seats assets	417.021	34.556		(-33)	451.541
				(	
Total _	778.890	37.833	0	(-33)	816.691

With regard to property category, depreciation refers to the part of good which is not in free assets.

	31/12/2019	Increase	Uses	Variations	31/12/2020
Bdivia	31.644				31.644
DRCongo	45.388	9.827			55.215
Ethiopia	52.214				52.214
Guatemala	38.658				38.658
Haiti	62.711				62.711
Kenya	3.143				3.143
Malawi	28.620				28.620
Paraguay	52.365				52.365
Peru	47.674				47.674
CAR	64.665				64.665
Sudan Darfur	28.725				28.725
Niger	-	34.301			34.301
Chad	0				0
Total	455.808	49.464	-	-	505.273

Following are the variations in tangible assets held at the foreign seats:

		Depreciatio n funds for	Depreciatin funds for	Total depreciatio			
	31/12/2019	projects	coordin.	n	Uses	Variation	31/12/2020
Bolivia	31.644			-			31.644
DRCongo	37.361		2.615	2.615			39.975
Ethiopia	52.214			-			52.214
Guatemala	38.658			-			38.658
Haiti	62.711			-			62.711
Kenya	1.070		429	429			1.499
Malawi	23.149	5.471		5.471			28.620
Paraguay	52.365			-			52.365
Peru	28.293	1.681	8.571	10.252			38.545
CAR	64.665	526		526			65.191
Sudan	24.889		3.868	3.868		(-33)	28.726
Niger	_	11.393		11.393			11.393
Chad	0			-		]	0
Total	417.021	19.071	15.482	34.553	-	- 33	451.542

During the year an inventory was carried out in each foreign seat. The value assigned to each good is equal to the purchase price less the depreciations carried out in previous years according to Coopi's internal procedures, in agreement with the procedures laid out by the various Donors.

#### BIII) Financial assets

The value of financial assets includes one hundred and twenty-eight shares, worth of euro 52,5 + euro 5 for supplement for each share, at Banca Etica.

#### Point 3) Plant and enlargement costs, research and development costs, advertising costs

During the accounting year, advertising costs, were incurred for an amount of  $\in$  160,177; these expenses were fully expensed during the year.

### Point 3 bis) Reduction of the value of intangible assets

No such reduction of value has been carried out.

#### Point 4) Variation of other voices in the assets and liabilities accounts.

## FLOATING ASSETS

#### 1) Leftovers

As already mentioned, values of € 29,360 have been recorded in the item "Stock of valuables" relating to a bequest received during 2017. The value is given by an expert report and reported in great detail in notarial and banking documents. The contents have been deposited in a safe deposit box.

## 2) Credits

#### Credits towards donors

	31/12/2019	31/12/2020	Variation
European Commission	1.556.953	1.451.070	(-105.883)
ECHO	775.318	2.489.953	1.714.635
Italian Ministry of			
Foreign Affairs and other			
italian entities	91.733	1.081.150	989.417
UN Agencies	1.510.317	1.878.144	367.827
Other	190.403	307.820	117.417
Total	4.124.723	7.208.137	3.083.414
<u>Tax credits</u>			
	31/12/2019	31/12/2020	Variation
Tax credits	17.827	0	(-17.827)
Total	17.827	0	(17.827)
<u>Credits towards third parties</u>			
Deposits	18.302	18.302	-
Employeers and other staff	667	421	(-247)
Ecuador VAT credit	7.358	8.714	1.356
Malawi VAT credit	168.461		(-168.461)
Expenses to be reimbursed	-	2.851.651	2.851.651
Member credits for annual dues	14.275	14.850	575
Other	319.109	375.835	56.726
Total	631.018	3.459.962	2.828.943

For those projects that, as at 31.12.2020, had received less advance payments than the expenses incurred, a revenue for "expenses to be reimbursed" was entered; the related receivable was included in item C II "Receivables from others" of the Assets and Liabilities.

## 3) Financial assets

As of 31/12/2020, there are no investments in securities or other financial assets

## 4) Liquidity

The bank accounts include interest earned at the closing date of the accounting year.

The "cash" item includes local currencies, stamps, revenue stamps, foreign currencies valued at the year-end exchange rate for deposits in Italy and at the infoeuro exchange rate of the month of December for foreign deposits.

Description	31/12/2019	31/12/20120	Variation
Bank accounts ITA	3.530.973	4.867.999	1.337.026
Cash ITA	6.884	6.542	(-342)
Post office accounts	774.390	954.546	180.156
Cheques	4.150	3.600	(-550)
Foreign seats liquidity	5.315.722	8.132.522	2.816.800
Total			
	9.632.119	13.965.209	4.333.091

# <u>LIABILITIES</u>

## 1) Risks and charges fund

	31/12/20119	Increase	Use	31/12/2020
Risks and charges fund	37.591		(-500)	37.091
Total	37.591	0	(500)	37.091

The fund was created against some credits for projects for which the collection is uncertain.

## 2) Severance payment fund

It is calculated on the basis of the amounts accrued at the end of the financial year and fully covers the company's commitment to all employees in force at 31.12.2020, in accordance with legal and contractual provisions.

Following is the analysis:

31/12/2019	Allowance for the year	Decrease for leavers and taxes	31/12/2020
505.856	88.449	(-96.382)	497.923

## 3) Debts

Following is a table which summarises the debts:

Type of debt	31/12/2019	31/12/2020	Variation
Debts tow ards banks	3.100.006	2.936.806	(-163.200)
Debts tow ards suppliers	185.304	221.973	36.669
Debts tow ards donors:			
* amounts to be refunded	0	0	0
Taxes:			
* revenue for tax withheld at sour	36.930	28.906	(-8.024)
Debts tow ards social w elfare	121.578	116.054	(-5.524)
Other debts:			
* debts tow ards staff	563.553	663.088	99.535
* debts tow ards other NGOs	86.996	86.996	0
* debts tow ards projects	1.382.077	1.849.700	467.624
* other	95.520	236.211	140.690
Total	5.571.964	6.139.734	567.770

Debts towards banks are made up exclusively of current accounts with utilization of anticipated funds from banks on contracts.

Debts towards projects are made by the invoices to be received from suppliers.

#### Point 5) Shares in held or connected companies

The organisation does not hold shares in other companies.

## Point 6) Credits and debts with a residual duration of over 5 years.

On the 31/12/2020 there are no debts with a duration of over 5 years.

## Point 6bis) Variations in the exchange rates

There are no significant variations in the exchange rates after the closing of the accounting year.

#### Point 6ter) Credits and debts with obligatory demotion

There are no such credits or debits.

## Point 7) Accruals

Following is the table regarding accrued assets:

Accrued assets	31/12/2019	31/12/2020	Variation
Deferred expenditures Deferred expenditures for	6.580	1.663	(-4.917)
projects	3.569.228	0	(-3.569.228)
Total	3.575.809	1.663	(3.574.146)

Project deferred expenditures were the reversal of costs relating to projects whose activities continued into the following year. The variation compared to last year is justified by a change in the registration method. Starting from this year, in fact, for those projects that, as at 31 December 2020, had received advance payments lower than the expenses incurred, a revenue for costs to be reimbursed was entered; the related receivable was included in item C II "Receivables from others" of the Assets and Liabilities.

Following is the table regarding accruals:

Accrued costs	31/12/2019	31/12/2020	Variation
Accrual for labour costs	201.115	105.966	(-95.149)
Total	201.115	105.966	(95.149)

### Following is a table of deferred revenues:

	31/12/2019	31/12/2020	Variation
Deferred revenues for projects	10.261.499	16.278.915	6.017.416
Total	10.261.499	16.278.915	6.017.416

Project deferred income refers to incomes received during the financial year and intended for projects not yet completed and accounted for. If the advances received during the financial year exceed the costs incurred, a deferral is made for each project equal to the balance between incomes received and costs incurred; this has no effect on the Profit and loss account and net assets.

#### Point 7bis) Capital and net assets structure

Net assets are as follows:

	31/12/2019	Increase	Decrease	31/12/2020
	70.000			70.000
I) Common fund	70.000			70.000
VI) Statutory reserves	0			0
VII) Other reserves:	0			0
*Extraordinary reserve	180.457			180.457
*Projects fund reserve	1.712.448	158.765		1.871.213
*Other reserves (rounding up/down)	150.000			150.000
VIII) Renewal fiscal year surplus/deficit	0			0
IX) Ourrent year surplus/deficit	87.717	55.462	(-87.717)	55.462
Total	2.200.622	214.227	(-87.717)	2.327.132

The net assets of the Foundation consists of the Common Fund, which includes the initial allocation of 70.000 euro. The net assets included 180.457 euro for three properties located respectively in Marsala, CAR and in Paraguay.

The project funds reserve includes the Foundation's available funds, which are allocated to projects on an institutional basis but without a contractual commitment. The "fund for country projects" share was increased by  $\notin$  100,000 also in view of future growing co-financing and investment commitments in line with the current size of the Foundation, in addition to the transfer of profits from previous years to  $\notin$  87,717.

Finally, a new fund has been created for the opening of new countries with a view to developing activities in areas that are currently not covered; 150,000 euros have been set aside in this fund.

## Point 8) Capitalised financial costs

There are no capitalised financial costs.

#### Point 9) Commitments not detailed in the Assets and Liabilities accounts

The Foundation has received some bank and insurance guarantees from third parties: at the end of the financial year there were 19. These guarantees are in place respectively with Banca Etica (17), BNP (1) and SISCOS (1) to guarantee advances paid or contractual obligations to the donors.

The total guaranteed as of 31/12/2020 amounts to  $\notin 2,392,160$  compared to  $\notin 2,325,644$  the previous year.

## Point 10) Revenues by activity and by geographical area

Gross revenues in 2020 are € 82,572,038 and gross costs € 81,544,153.

The items are broken down in the following table, as the Foundation operates in different territorial areas and with different types of intervention.

The item "other" includes all the activities in Italy while the item "foreign offices" relates to coordination.

Geographical area	Revenues
Central Africa	20.279.711
Western Africa	25.241.150
East and Southern Africa	23.546.333
Latin America and Caribbean	7.544.315
Middle East	5.272.657
Italy	687.783
Total	82.572.038

Destination costs	<b>Costs</b> 72.225.834
Emergency Development	8.506.576
Foreign offices Other	666.620 145.123
Total	81.544.153

## Point 11) Revenues from bonds

There are no revenues from bonds.

## Point 12) Interests and other financial costs

Following is a table with the current year's financial revenues and costs:

	2019	2020	Variation
Positive interests on bank and post office	263	83	(-180)
Positive exchange rate difference	250.050	416.765	166.715
	250.313	416.847	166.535
Negative interests on bank accounts	(-184.539)	(-407.722)	(-223.184)
Negative exchange rate difference	(-388.478)	(-981.549)	(-593.070)
	(-573.017)	(-1.389.271)	(-816.254)
Total financial situation	(-322.704)	(-972.423)	(-649.719)

# Point 13) extraordinary revenues and costs

Following are extraordinary costs and revenues as per the Profit and Loss Accounts:

Name	Year 2020		Year 2019	
CONTINGENT LIABILITIES	€	238.847,84	€	210.483,32
Reclassified under items:				
LOSSES ON RECEIVABLES	€	16.339,14	€	25.710,40
CHARGES	€	8.964,56	€	5.207,44
DIRECT LOCAL COSTS FOR OTHER CHARGES	€	231.544,14	€	179.565,48
CONTINGENT ASSETS	€	83.939,06	€	49.000,13
Reclassified under items:				
REVENUES FROM FOREIGN OFFICES	€	73.642,40	€	47.011,39
MISCELLANEOUS INCOME	€	10.296,66	€	1.988,74

## Point 14) Taxes

The Foundation is dispensed from paying IRAP, due to it being qualified as an ONLUS, according to art.

7, Law 27 of 18/12/2001 (Regional Financial 2002 Regione Lombardia).

There are currently no debts with regards to this item and the Foundation is not undergoing any tax inspection.

## Point 15) Employees

The variations have been the following:

Total as at 31/12/2020	38
Dismissed	(10)
Hired	5
Employees as at 31.12.2019	43

## PERSONNEL DATA

Personnel working in Italy:

	31/12/2019	31/12/2020	Variations
Employees	43	38	-5
Collaborators	13	12	-1
TOTAL	56	50	-6

The contract applied to employees is the "Contratto Collettivo Nazionale del Commercio" (National Commercial Collective Contract). The contracts referred to the Framework Agreement of the 01.04.2018 are valid until 31/3/2021.

## Expatriates

Geographical area in where they work	31/12/2019	31/12/2020	Variations
Africa	106	119	+13
Latin and Central America	18	19	+1
Middle East	13	13	-
TOTAL	137	151	+14

Nationality	31/12/2019	31/12/2020	Variations
Italian	64	75	+11
Foreign	73	76	+3
TOTAL	137	151	+14

Local staff

Geographical area in where they work	31/12/2019	31/12/2020	Variations
Africa	1153	1298	+145
Latin and Central America	58	130	+72
Middle East	78	109	+31
TOTAL	1289	1537	+238

## Point 16) Payment of Administrators and Statutory auditors

No payments have been made to Administrators or to Auditors. To the Society BDO Italy SpA has been made a fee of 12.000 euro (plus expenses and VAT) for the balance audit for a total of 14.884 euro.

### Point 17) Number and nominal value of shares

The Foundation has not issued shares during the year 2020 nor previously.

#### Point 18) Shares and convertible bonds

The Foundation has not issued shares nor convertible bonds during the year 2020 nor in previous years.

#### Point 19) Financial tools issued by the company.

The Foundation has not issued financial tools during the year 2020 or in previous years.

#### Point 19bis) Members' finding

The Foundation does not use funding from members as a means of funding.

#### Point 20) Assets with specific destinations

The Foundation does not hold goods part of assets destined for a specific use.

#### Point 21) Information regarding ex. Article 2447-decies comma 8

The Foundation does not have any finding destined to a specific business; where the revenues from any such funding would be destined to partially or wholly reimbursing the funding received.

#### Point 22) Financial lease

There have been no lease contracts during the year 2020.

## Point 23) Transactions with related parties pursuant to art. 2427, paragraph 1 no. 22-bis

No transactions were carried out with related parties that are relevant for the purposes of the above standard.

# Point 24) Agreements not resulting from the Balance Sheet referred to in Article 2427, paragraph 1 no. 22-ter

There are no other relevant agreements within the meaning of the above mentioned rule, not resulting from the state of affairs.

# Point 25) Information on significant events occurring after the end of the financial year - Article 2427, paragraph 1, no. 22, quarter of the Italian Civil Code

No significant events have occurred since the end of the financial year that require disclosure in these notes.

# Point 26) Any significant effects of currency exchange rate changes occurring after the end of the financial year - art. 2427 c.1 n.6 bis c.c.

Subsequent to the end of the financial year, there were no changes in currency exchange rates such as to generate significant effects on assets and liabilities denominated in foreign currencies.

# Point 27) Information relating to derivative financial instruments - Article 2427 bis c.1 n.1 of the Italian Civil Code

At the closing date of the financial year, no derivative financial instruments were used, nor were financial instruments with derivative requirements separated from company contracts.

# *Point 28) Information on companies or bodies exercising management and coordination activities -Article 2497 bis of the Italian Civil Code*

The company is not subject to management or coordination activities by third party companies or entities. The information required by Article 1, paragraph 125 of Law 124 of 4 August 2017 has been published on the Foundation's institutional website.

## Point 29) Proposal for allocation of profit for the year

On the basis of the above, it is proposed to allocate the profit for the year, amounting to a total of euro 55,462 as follows:

- Entirely to the Project Fund reserve.

#### Point 30) Other management information

	31/12/2019	31/12/2020	Variation
Membership fees	7.500	7.300	(-200)

This includes all those fees that regard the members.

CHILD SPONSORSHIP	31/12/2019	31/12/2020	Variation
Revenues	452.428	426.158	(-26.270)
Costs	(16.233)	(9.414)	6.820
Transfer to projects	341.031	316.777	(-24.254)

This relates to revenues and costs incurred for the promotion of fundraising campaigns. The transfers made to the final beneficiaries are highlighted separately.

## USE OF 5X1000 FUND

By 7/8/2020, funds amounting to € 71,984.38 allocated for the "5 per mille" for the year 2017 and received on 08/08/2019 were used for the project "Food and nutritional security for the population living near the Upemba National Park (PNU) in the territories of Mitwaba and Malemba N'Kulu".

STATEMENT OF COSTS INCURRED FOR THE 5X1000 FUND	

1.606,23
70.378,15
71.984,38

These notes to the to the Financial Statements are consistent with the accounting records and correctly reflect the administrative events as they occurred.

# COOPI-COOPERAZIONE INTERNAZIONALE

The President Claudio, Cerayólo a





balance.

#### NOTES TO THE BALANCE

COOPI – COOPERAZIONE INTERNAZIONALE is a non-profit Foundation whose object is to contribute towards the development of the communities with which it cooperates in Southern Countries (SCs). This aim is essentially reached via the implementation of development programmes with SCs and the selection and preparation of individuals who wish to participate on a voluntary basis in the Foundation's programmes.

COOPI is an ONLUS by right, according to art. 10 comma 8 of the D.L. 4 December 1997, n. 460.

COOPI, in the process of reforming the Third Sector provided for by Delegation Law 106/2016 and subsequent decrees and additions, has verified the existence of all the necessary requirements for the bodies of the Third Sector and intends in any case to comply with all regulatory provisions within the terms of the law. The Balance Sheet ending on the 31st December 2020 has been drawn up according to the Civil Code and it's made up of the Assets and Liabilities Accounts (drawn up according to art. 2424 c.c.), and of the Profit and Loss Accounts (according to the format laid out in artt. 2425 and 2425 bis c.c.) and of these notes to the

We hereby present the documents which make up the Accounts according to the requirements laid out in the Civil Code for approval by the Member's Assembly; for each item in the Balance Sheet and Income Statement, a comparison is made with the corresponding item for the previous year. Any deviations from the values of the previous year with respect to those shown in these notes are due to a different reclassification.

The preparation of the documents which make up the Foundation's Accounts has been carried out according to the law; in particular, the notes to the balance illustrate, analyse and in some cases add information to the data contained in the Accounts, and contain all the information required by art. 2427 of the Civil Code as detailed below.

#### Significant events during the year:

At the closing date of these Financial Statements, all the world's nations, including, unfortunately, Italy in the forefront, are still facing a major health emergency due to the spread of COVID-19.

The COOPI Foundation is tackling this difficult situation by putting in place a plan to protect its employees, collaborators, suppliers and associates both in foreign offices and at headquarters, favouring smart working measures where possible and securing operations through appropriate protocols.

The economic impact on COOPI's activities is difficult to quantify, as the Foundation operates in more than twenty countries, where the level of impact is quite different; at present, however, there are some situations of slowdown in the activities on site, but all countries are operational, even if with more complex working conditions. Going concern not in question.

In any case, the Foundation is able to cope with any economic imbalances thanks to the reserves in the shareholders' equity, which have been set up precisely to respond adequately to unforeseen crisis situations.

# Point 1) Criteria used in the analysis of the items of the accounts, in amending values and in the conversion of values not originally expressed in local currency

The items which make up the accounts have been analysed according to the criteria laid out in the Civil Code. All the amounts derive from the accounting entries.

The criteria used in the preparation of the accounts as at 31<sup>st</sup> December 2020 are not different from those used for the preparation of the accounts of the previous year, especially with regards to continuity and analysis of the principles.

The criteria for drawing up the financial statements at 31 December 2020 have been partially modified compared to previous years, as commented below.

The analysis of the items of the accounts has been carried out according to general principals of prudence and pertinence with a view to the continuation of the activity, as well as having taken into consideration the economical purpose of the assets and liabilities.

By applying the prudence principal, the analysis of the individual items of the assets and liabilities has meant that no compensation has been carried out between losses, which needed to be acknowledged, and profits not to be acknowledged in that never actually made.

By applying the pertinence principal all operations and other events have been included in the accounting of the year to which they apply. With regards to costs and proceeds relating to projects which do not end their activities by the end of the accounting year, the amount spent by each project as at 31.12.2020 was taken into account for accrual purposes.

For those projects which, as at 31 December 2020, had received advance payments exceeding the expenses incurred, a deferred income was recorded for the unused amount.

For those projects that, as of 31 December 2020, had received lower advance payments than the expenses incurred, a revenue for "expenses to be reimbursed" was recorded; the related receivable was included in item C II "Receivables from others" of the Assets and Liabilities.

This change entails, for the current year only, an increase in the volume of revenue charged to the budget and an increase of the same amount in the costs, without affecting the economic result.

With specific regards to the analysis, here follows the criteria used on the more important items, according to art. 2426 c.c.

As a result of the new text of the OIC 24 Accounting Standard, Advertising Expenditures are reclassified from item BI2 to item BI1 for both the financial year 2020 and the previous for the purpose of homogeneity.

#### ASSETS

#### B. FIXED ASSETS

## B. I. Intangible assets

These have been entered at purchase price value, including all directly related costs, and have been presented net of the depreciations carried out previously and attributed to the single budget items.

Maintenance and improvement costs of assets belonging to others have been included in "Other intangible assets" and depreciated using the lower of the following: future use and rental contract. Those assets with a considerably lower economical value than the cost at the end of the accounting year, are depreciated to their economical value. If the reasons for said depreciation are no longer applicable, the cost value is reinstated.

#### B. II. Tangible assets

As per art. 2426 c.c. tangible assets are entered at cost value, including all directly related costs. Maintenance and repair costs have been included only where these have actually increased the value of the asset or bettered its use.

Those assets which have a cost lower than or equal to euro 516,46 have been entered in the profit and loss account when their use is limited to one accounting year.

The value of all assets in the foreign seats has been entered net of depreciations. No revaluations have occurred.

#### Amendments

The depreciation quotas entered in the Profit and Loss Account have been calculated according to use, destination and economical and technical duration of the goods, on the basis of residual use. The following quotas represent these criteria.

Goods	Quota %	
Buildings	3%	
Plants	20%	
Equipment	20%	
Furniture	10%	
Office equipment	20%	

The assets are entered net of their corresponding depreciation funds.

The tangible assets have not been revaluated.

With regards to quotas applied to tangible assets in use in the foreign seats, these follow those laid out in the tables contained in COOPI's internal procedures.

## B.III Financial assets

Shares held directly by the Foundation in other companies operating in the field of cooperation are entered in the assets in that they are not temporary and represent a lasting and strategic investment for the Foundation.

Shares in other companies have been entered at purchase cost value.

## C. FLOATING ASSETS

## C.I. Leftovers

Amounts of € 29.360 were recorded under the item "Stock of valuables" relating to a legacy received during 2020.

## C.II. Credits

These have been entered at the presumed fulfilment value.

#### C.III. Financial activities

These are entered at purchase price value.

#### C.IV. Liquidity

These are considered at nominal value.

## D. POSTIVE ACCRUALS

Positive accruals refer to costs, which are common to two or more accounting years, the size of which is determined by the pertinence principal.

For long-term accruals, the conditions that led to their original booking were verified, adopting the appropriate changes where necessary.

Positive accruals are partly formed by costs sustained during the closing year but pertaining to projects which have not ended their activities by the end of the year.

#### **LIABILITIES**

#### B. RISKS AND CHARGES FUNDS

Risks and charges funds are made up of conservative provisions made for possible debts towards donors for reports which have still to be approved.

## C. SEVERANCE PAYMENT FUND

This represents the actual debt toward employees at the closing date. This debt, which has been calculated according to current law and for all current contracts, has been entered net of any advances given.

#### D. DEBITS

These are valued at nominal value.

#### E. NEGATIVE ACCRUALS

Negative accruals refer to revenues, which are common to two or more accounting years, the size of which is determined by the pertinence principal.

Negative accruals are partly formed by proceeds received during the closing year but pertaining to projects, which have not ended their activities by the end of the year.

## GUARANTEES AND COMMITMENTS RISKS

Guarantees and commitments are shown in the interim accounts at contractual value.

· Guarantees refer to stand-by letters of credit issued towards third parties.

• Commitments refer to obligations deriving from contracts, which have been signed but have not yet been carried out.

• Risks for which there is a probable debt have been outlined in the notes to the balance and accounted for in the risks-and-charges funds.

Risks for which there is a possible debt have been outlined in the notes to the balance, without any entry in the risks-and-charges fund, according to accounting practice.

## CRITERIA FOR THE CONVERSION OF VALUES EXPRESSED IN FOREIGN CURRENCY

Credits and debts originally expressed in foreign currency, referring only to foreign current accounts, have been entered using the exchange rates published by the European Union for the month of December 2020.

## PROFIT AND LOSS ACCOUNTS

#### Costs and revenues

There are entered according to principals of prudence and pertinence.

The financial statements show an increase of more than 30 million in revenues; this increase is only apparent, as it is mainly related to the change in the evaluation criteria for projects underway in 2020, many of which continue into 2021.

The overall quantity of projects developed is stable and at present forecasts for 2021 see a possible return of revenues of around 60 million and more.

#### Point 2) Assets variations

These have been entered at purchase price and refer to the value net of any depreciations carried out during previous years, where these have been entered in their specific items.

## BI) Intangible assets

Following are the variations of intangible assets during the year:

	31/12/2019	Increase	Depreciation	31/12/2020
Advertising costs	162.958		(113.642)	49.316
Other extraord. Assets	8.283		(3.436)	4.848
Extraord. Maintenance costs	115.316		(19.219)	96.096
Total	286.557	0	(136.297)	150.260
	31/12/2019	Increase	Depreciation	31/12/2020
Feasibility Study Lebanon	677		(677)	0
Feasibility Study Iraq	9.363		(9.363)	0
Feasibility Study Jordan	51.756		(17.529)	34.226
Feasibility Study Venezuela	20.398	29.211	(9.922)	39.687
Feasibility Study Senegal	7.305		(3.653)	3.653
Feasibility Study Syria	11.704		( 11.704 )	-
Feasibility Study Cameroon	6.174		(2.570)	3.604
Feasibility Study Sudan	1.502		(501)	1.001
Feasibility Study Tunisia	15.615	7.981		23.596
Feasibility Study Gambia	5.990		(1.997)	3.993
Feasibility Study Gambia	6.259		(3.129)	3.129
Feasibility Study Gambia	2.667		(1.333)	1.334
Feasibility Study Mauritania	15.058	4.200	( 9.219 )	10.039
Feasibility Study Chad	1.043		(348)	695
Feasibility Study Haiti	0	2.500	(1.250)	1.250
Feasibility Study Ethiopie	0	5.000	(2.500)	2.500
Feasibility Study Colombia	0	4.305		4.305
Feasibility Study Ecuador	10.211	3.014	(2.645)	10.579
Total	165.721	56.210	( 78.339 )	143.592
Total	452.277	56.210	( 214.636 )	293.852

The Extraordinary maintenance costs refer to the partial adjustment of the roof of the headquarters.

The extraordinary expenses of Cascina relate to interventions for a total of  $\in$  172,973.04 that are amortised over the remaining years of the contract.

The feasibility studies include the costs incurred for missions and consultancy for projects that are or will be presented to various financing bodies and for the opening of new countries/sectors of intervention. They thus refer to advances which will be charged to projects once these have been approved; in case of non approval of the project, non opening new country/sector, the feasibility study will be included in the year cost.

### BII) Tangible assets

Following are the variations of tangible assets in Milan, gross of their relative depreciation funds:

	31/12/2019	Increase	Depreciation	Variation	31/12/2020
BUILDING	282.291	7.503			289.795
PLANTS	131.975	· ·			131.975
Headquarter Plants	59.714				59.714
Electrical and telephone	72.261				72.261
OTHER	672.779				722.243
Equipment	9.868				9.868
Vehides	10.000				10.000
Furniture	61.515				61.515
Electr. Office equipment	44.979				44.979
Gener. Office equipment	90.609				90.609
Foreign seats assets	455.808	49.464			505.272
Total	1.087.045	7.503	-	-	1.144.012

Following are the variations in the depreciation funds:

	31/12/2019	Deprec.	Uses	Variation	31/12/2020
Civil property	12.925	3.280			16.205
PLANTS	131.975			· · · ·	131.975
Buildings	59.714				59.714
Electrical and teleph.	72.261				72.261
OTHER	633.990	34.553	0	(-33)	668.511
Equipment	9.868				9.868
Vehicules	10.000				10.000
Furniture	61.515				61.515
Electr. Office equipm.	44.979				44.979
General Office equipm.	90.609				90.609
Foreign seats assets	417.021	34.556		(-33)	451.541
				(	
Total _	778.890	37.833	0	(-33)	816.691

With regard to property category, depreciation refers to the part of good which is not in free assets.

	31/12/2019	Increase	Uses	Variations	31/12/2020
Bdivia	31.644				31.644
DRCongo	45.388	9.827			55.215
Ethiopia	52.214				52.214
Guatemala	38.658				38.658
Haiti	62.711				62.711
Kenya	3.143				3.143
Malawi	28.620				28.620
Paraguay	52.365				52.365
Peru	47.674				47.674
CAR	64.665				64.665
Sudan Darfur	28.725				28.725
Niger	-	34.301			34.301
Chad	0				0
Total	455.808	49.464	-	-	505.273

Following are the variations in tangible assets held at the foreign seats:

		Depreciatio n funds for	Depreciatin funds for	Total depreciatio			
	31/12/2019	projects	coordin.	n	Uses	Variation	31/12/2020
Bolivia	31.644			-			31.644
DRCongo	37.361		2.615	2.615			39.975
Ethiopia	52.214			-			52.214
Guatemala	38.658			-			38.658
Haiti	62.711			-			62.711
Kenya	1.070		429	429			1.499
Malawi	23.149	5.471		5.471			28.620
Paraguay	52.365			-			52.365
Peru	28.293	1.681	8.571	10.252			38.545
CAR	64.665	526		526			65.191
Sudan	24.889		3.868	3.868		(-33)	28.726
Niger	_	11.393		11.393			11.393
Chad	0			-		]	0
Total	417.021	19.071	15.482	34.553	-	- 33	451.542

During the year an inventory was carried out in each foreign seat. The value assigned to each good is equal to the purchase price less the depreciations carried out in previous years according to Coopi's internal procedures, in agreement with the procedures laid out by the various Donors.

#### BIII) Financial assets

The value of financial assets includes one hundred and twenty-eight shares, worth of euro 52,5 + euro 5 for supplement for each share, at Banca Etica.

#### Point 3) Plant and enlargement costs, research and development costs, advertising costs

During the accounting year, advertising costs, were incurred for an amount of  $\in$  160,177; these expenses were fully expensed during the year.

### Point 3 bis) Reduction of the value of intangible assets

No such reduction of value has been carried out.

#### Point 4) Variation of other voices in the assets and liabilities accounts.

## FLOATING ASSETS

#### 1) Leftovers

As already mentioned, values of € 29,360 have been recorded in the item "Stock of valuables" relating to a bequest received during 2017. The value is given by an expert report and reported in great detail in notarial and banking documents. The contents have been deposited in a safe deposit box.

## 2) Credits

#### Credits towards donors

	31/12/2019	31/12/2020	Variation
European Commission	1.556.953	1.451.070	(-105.883)
ECHO	775.318	2.489.953	1.714.635
Italian Ministry of			
Foreign Affairs and other			
italian entities	91.733	1.081.150	989.417
UN Agencies	1.510.317	1.878.144	367.827
Other	190.403	307.820	117.417
Total	4.124.723	7.208.137	3.083.414
<u>Tax credits</u>			
	31/12/2019	31/12/2020	Variation
Tax credits	17.827	0	(-17.827)
Total	17.827	0	(17.827)
<u>Credits towards third parties</u>			
Deposits	18.302	18.302	-
Employeers and other staff	667	421	(-247)
Ecuador VAT credit	7.358	8.714	1.356
Malawi VAT credit	168.461		(-168.461)
Expenses to be reimbursed	-	2.851.651	2.851.651
Member credits for annual dues	14.275	14.850	575
Other	319.109	375.835	56.726
Total	631.018	3.459.962	2.828.943

For those projects that, as at 31.12.2020, had received less advance payments than the expenses incurred, a revenue for "expenses to be reimbursed" was entered; the related receivable was included in item C II "Receivables from others" of the Assets and Liabilities.

## 3) Financial assets

As of 31/12/2020, there are no investments in securities or other financial assets

## 4) Liquidity

The bank accounts include interest earned at the closing date of the accounting year.

The "cash" item includes local currencies, stamps, revenue stamps, foreign currencies valued at the year-end exchange rate for deposits in Italy and at the infoeuro exchange rate of the month of December for foreign deposits.

Description	31/12/2019	31/12/20120	Variation
Bank accounts ITA	3.530.973	4.867.999	1.337.026
Cash ITA	6.884	6.542	(-342)
Post office accounts	774.390	954.546	180.156
Cheques	4.150	3.600	(-550)
Foreign seats liquidity	5.315.722	8.132.522	2.816.800
Total			
	9.632.119	13.965.209	4.333.091

# <u>LIABILITIES</u>

## 1) Risks and charges fund

	31/12/20119	Increase	Use	31/12/2020
Risks and charges fund	37.591		(-500)	37.091
Total	37.591	0	(500)	37.091

The fund was created against some credits for projects for which the collection is uncertain.

## 2) Severance payment fund

It is calculated on the basis of the amounts accrued at the end of the financial year and fully covers the company's commitment to all employees in force at 31.12.2020, in accordance with legal and contractual provisions.

Following is the analysis:

31/12/2019	Allowance for the year	Decrease for leavers and taxes	31/12/2020
505.856	88.449	(-96.382)	497.923

## 3) Debts

Following is a table which summarises the debts:

Type of debt	31/12/2019	31/12/2020	Variation
Debts tow ards banks	3.100.006	2.936.806	(-163.200)
Debts tow ards suppliers	185.304	221.973	36.669
Debts tow ards donors:			
* amounts to be refunded	0	0	0
Taxes:			
* revenue for tax withheld at sour	36.930	28.906	(-8.024)
Debts tow ards social w elfare	121.578	116.054	(-5.524)
Other debts:			
* debts tow ards staff	563.553	663.088	99.535
* debts tow ards other NGOs	86.996	86.996	0
* debts tow ards projects	1.382.077	1.849.700	467.624
* other	95.520	236.211	140.690
Total	5.571.964	6.139.734	567.770

Debts towards banks are made up exclusively of current accounts with utilization of anticipated funds from banks on contracts.

Debts towards projects are made by the invoices to be received from suppliers.

#### Point 5) Shares in held or connected companies

The organisation does not hold shares in other companies.

## Point 6) Credits and debts with a residual duration of over 5 years.

On the 31/12/2020 there are no debts with a duration of over 5 years.

## Point 6bis) Variations in the exchange rates

There are no significant variations in the exchange rates after the closing of the accounting year.

#### Point 6ter) Credits and debts with obligatory demotion

There are no such credits or debits.

## Point 7) Accruals

Following is the table regarding accrued assets:

Accrued assets	31/12/2019	31/12/2020	Variation
Deferred expenditures Deferred expenditures for	6.580	1.663	(-4.917)
projects	3.569.228	0	(-3.569.228)
Total	3.575.809	1.663	(3.574.146)

Project deferred expenditures were the reversal of costs relating to projects whose activities continued into the following year. The variation compared to last year is justified by a change in the registration method. Starting from this year, in fact, for those projects that, as at 31 December 2020, had received advance payments lower than the expenses incurred, a revenue for costs to be reimbursed was entered; the related receivable was included in item C II "Receivables from others" of the Assets and Liabilities.

Following is the table regarding accruals:

Accrued costs	31/12/2019	31/12/2020	Variation
Accrual for labour costs	201.115	105.966	(-95.149)
Total	201.115	105.966	(95.149)

### Following is a table of deferred revenues:

	31/12/2019	31/12/2020	Variation
Deferred revenues for projects	10.261.499	16.278.915	6.017.416
Total	10.261.499	16.278.915	6.017.416

Project deferred income refers to incomes received during the financial year and intended for projects not yet completed and accounted for. If the advances received during the financial year exceed the costs incurred, a deferral is made for each project equal to the balance between incomes received and costs incurred; this has no effect on the Profit and loss account and net assets.

#### Point 7bis) Capital and net assets structure

Net assets are as follows:

	31/12/2019	Increase	Decrease	31/12/2020
	70.000			70.000
I) Common fund	70.000			70.000
VI) Statutory reserves	0			0
VII) Other reserves:	0			0
*Extraordinary reserve	180.457			180.457
*Projects fund reserve	1.712.448	158.765		1.871.213
*Other reserves (rounding up/down)	150.000			150.000
VIII) Renewal fiscal year surplus/deficit	0			0
IX) Ourrent year surplus/deficit	87.717	55.462	(-87.717)	55.462
Total	2.200.622	214.227	(-87.717)	2.327.132

The net assets of the Foundation consists of the Common Fund, which includes the initial allocation of 70.000 euro. The net assets included 180.457 euro for three properties located respectively in Marsala, CAR and in Paraguay.

The project funds reserve includes the Foundation's available funds, which are allocated to projects on an institutional basis but without a contractual commitment. The "fund for country projects" share was increased by  $\notin$  100,000 also in view of future growing co-financing and investment commitments in line with the current size of the Foundation, in addition to the transfer of profits from previous years to  $\notin$  87,717.

Finally, a new fund has been created for the opening of new countries with a view to developing activities in areas that are currently not covered; 150,000 euros have been set aside in this fund.

## Point 8) Capitalised financial costs

There are no capitalised financial costs.

#### Point 9) Commitments not detailed in the Assets and Liabilities accounts

The Foundation has received some bank and insurance guarantees from third parties: at the end of the financial year there were 19. These guarantees are in place respectively with Banca Etica (17), BNP (1) and SISCOS (1) to guarantee advances paid or contractual obligations to the donors.

The total guaranteed as of 31/12/2020 amounts to  $\notin 2,392,160$  compared to  $\notin 2,325,644$  the previous year.

## Point 10) Revenues by activity and by geographical area

Gross revenues in 2020 are € 82,572,038 and gross costs € 81,544,153.

The items are broken down in the following table, as the Foundation operates in different territorial areas and with different types of intervention.

The item "other" includes all the activities in Italy while the item "foreign offices" relates to coordination.

Geographical area	Revenues
Central Africa	20.279.711
Western Africa	25.241.150
East and Southern Africa	23.546.333
Latin America and Caribbean	7.544.315
Middle East	5.272.657
Italy	687.783
Total	82.572.038

Destination costs	<b>Costs</b> 72.225.834
Emergency Development	8.506.576
Foreign offices Other	666.620 145.123
Total	81.544.153

## Point 11) Revenues from bonds

There are no revenues from bonds.

## Point 12) Interests and other financial costs

Following is a table with the current year's financial revenues and costs:

	2019	2020	Variation
Positive interests on bank and post office	263	83	(-180)
Positive exchange rate difference	250.050	416.765	166.715
	250.313	416.847	166.535
Negative interests on bank accounts	(-184.539)	(-407.722)	(-223.184)
Negative exchange rate difference	(-388.478)	(-981.549)	(-593.070)
	(-573.017)	(-1.389.271)	(-816.254)
Total financial situation	(-322.704)	(-972.423)	(-649.719)

# Point 13) extraordinary revenues and costs

Following are extraordinary costs and revenues as per the Profit and Loss Accounts:

Name	Year 2020			Year 2019
CONTINGENT LIABILITIES	€	238.847,84	€	210.483,32
Reclassified under items:				
LOSSES ON RECEIVABLES	€	16.339,14	€	25.710,40
CHARGES	€	8.964,56	€	5.207,44
DIRECT LOCAL COSTS FOR OTHER CHARGES	€	231.544,14	€	179.565,48
CONTINGENT ASSETS	€	83.939,06	€	49.000,13
Reclassified under items:				
REVENUES FROM FOREIGN OFFICES	€	73.642,40	€	47.011,39
MISCELLANEOUS INCOME	€	10.296,66	€	1.988,74

## Point 14) Taxes

The Foundation is dispensed from paying IRAP, due to it being qualified as an ONLUS, according to art.

7, Law 27 of 18/12/2001 (Regional Financial 2002 Regione Lombardia).

There are currently no debts with regards to this item and the Foundation is not undergoing any tax inspection.

## Point 15) Employees

The variations have been the following:

Total as at 31/12/2020	38
Dismissed	(10)
Hired	5
Employees as at 31.12.2019	43

## PERSONNEL DATA

Personnel working in Italy:

	31/12/2019	31/12/2020	Variations
Employees	43	38	-5
Collaborators	13	12	-1
TOTAL	56	50	-6

The contract applied to employees is the "Contratto Collettivo Nazionale del Commercio" (National Commercial Collective Contract). The contracts referred to the Framework Agreement of the 01.04.2018 are valid until 31/3/2021.

## Expatriates

Geographical area in where they work	31/12/2019	31/12/2020	Variations
Africa	106	119	+13
Latin and Central America	18	19	+1
Middle East	13	13	-
TOTAL	137	151	+14

Nationality	31/12/2019	31/12/2020	Variations
Italian	64	75	+11
Foreign	73	76	+3
TOTAL	137	151	+14

Local staff

Geographical area in where they work	31/12/2019	31/12/2020	Variations
Africa	1153	1298	+145
Latin and Central America	58	130	+72
Middle East	78	109	+31
TOTAL	1289	1537	+238

## Point 16) Payment of Administrators and Statutory auditors

No payments have been made to Administrators or to Auditors. To the Society BDO Italy SpA has been made a fee of 12.000 euro (plus expenses and VAT) for the balance audit for a total of 14.884 euro.

### Point 17) Number and nominal value of shares

The Foundation has not issued shares during the year 2020 nor previously.

#### Point 18) Shares and convertible bonds

The Foundation has not issued shares nor convertible bonds during the year 2020 nor in previous years.

#### Point 19) Financial tools issued by the company.

The Foundation has not issued financial tools during the year 2020 or in previous years.

#### Point 19bis) Members' finding

The Foundation does not use funding from members as a means of funding.

#### Point 20) Assets with specific destinations

The Foundation does not hold goods part of assets destined for a specific use.

#### Point 21) Information regarding ex. Article 2447-decies comma 8

The Foundation does not have any finding destined to a specific business; where the revenues from any such funding would be destined to partially or wholly reimbursing the funding received.

#### Point 22) Financial lease

There have been no lease contracts during the year 2020.

## Point 23) Transactions with related parties pursuant to art. 2427, paragraph 1 no. 22-bis

No transactions were carried out with related parties that are relevant for the purposes of the above standard.

# Point 24) Agreements not resulting from the Balance Sheet referred to in Article 2427, paragraph 1 no. 22-ter

There are no other relevant agreements within the meaning of the above mentioned rule, not resulting from the state of affairs.

# Point 25) Information on significant events occurring after the end of the financial year - Article 2427, paragraph 1, no. 22, quarter of the Italian Civil Code

No significant events have occurred since the end of the financial year that require disclosure in these notes.

# Point 26) Any significant effects of currency exchange rate changes occurring after the end of the financial year - art. 2427 c.1 n.6 bis c.c.

Subsequent to the end of the financial year, there were no changes in currency exchange rates such as to generate significant effects on assets and liabilities denominated in foreign currencies.

# Point 27) Information relating to derivative financial instruments - Article 2427 bis c.1 n.1 of the Italian Civil Code

At the closing date of the financial year, no derivative financial instruments were used, nor were financial instruments with derivative requirements separated from company contracts.

# *Point 28) Information on companies or bodies exercising management and coordination activities -Article 2497 bis of the Italian Civil Code*

The company is not subject to management or coordination activities by third party companies or entities. The information required by Article 1, paragraph 125 of Law 124 of 4 August 2017 has been published on the Foundation's institutional website.

## Point 29) Proposal for allocation of profit for the year

On the basis of the above, it is proposed to allocate the profit for the year, amounting to a total of euro 55,462 as follows:

- Entirely to the Project Fund reserve.

#### Point 30) Other management information

	31/12/2019	31/12/2020	Variation
Membership fees	7.500	7.300	(-200)

This includes all those fees that regard the members.

CHILD SPONSORSHIP	31/12/2019	31/12/2020	Variation
Revenues	452.428	426.158	(-26.270)
Costs	(16.233)	(9.414)	6.820
Transfer to projects	341.031	316.777	(-24.254)

This relates to revenues and costs incurred for the promotion of fundraising campaigns. The transfers made to the final beneficiaries are highlighted separately.

## USE OF 5X1000 FUND

By 7/8/2020, funds amounting to € 71,984.38 allocated for the "5 per mille" for the year 2017 and received on 08/08/2019 were used for the project "Food and nutritional security for the population living near the Upemba National Park (PNU) in the territories of Mitwaba and Malemba N'Kulu".

STATEMENT OF COSTS INCURRED FOR THE 5X1000 FUND	

1.606,23
70.378,15
71.984,38

These notes to the to the Financial Statements are consistent with the accounting records and correctly reflect the administrative events as they occurred.

# COOPI-COOPERAZIONE INTERNAZIONALE

The President Claudio, Cerayólo a

