



**fondazione
mediolanum**
onlus



Annual Report 2020
Together, with confidence.

Contents

1. Letter to Stakeholders and Methodology	5	4. Objectives and Activities	65
1.1 Letter to Stakeholders	6	4.1 Projects	66
1.2 Methodology	8	4.2 Focus on Beneficiaries	72
		4.3 Focus on Funded Projects	82
2. General information	11	5. Economic and Financial Situation	99
2.1 General information on the Foundation	12	5.1 Balance Sheet	100
2.2 Our history	14	5.2 Income Statement	101
2.3 Mission	24	5.3 Notes to the Financial Statements at 31 December 2020	102
2.4 Sustainability and Objectives of the 2030 Agenda	26	5.4 Costs for Promotional and Advertising Material	103
2.5 Lines of Intervention	28	5.5 Cost for Services	104
2.6 Methods of Intervention	30	5.6 Other Operating Expenses	104
2.7 Transparency	35	5.7 Donations Granted	105
		5.8 Other Financial Income	109
3. Governance	41	5.9 Internal Efficiency	111
3.1 The Bodies of Mediolanum Foundation	42	6. Monitoring of the Control Body	113
3.2 Organisational Chart of the Foundation	44	6.1 Statutory Auditors Report of the 2020 Financial Statements	114
3.3 Stakeholders of Mediolanum Foundation	54	6.2 Statutory Auditors Report on the 2020 Annual Report	117
3.4 Engagement	58	6.3 Certificate of Compliance of the Statutory Auditors for the 2020 Annual Report	118
3.5 Materiality Matrix	63	6.4 Reconciliation Table of the Annual Report of Mediolanum Foundation	119



**Letter
to Stakeholders
and Methodology**

1.1 Letter to Stakeholders



A year not to be forgotten

2020 has left its mark throughout the world: everyone, everywhere, has been put to the test by the situation created by the Coronavirus epidemic. In every area of society, plans have been distorted by the arrival of an invisible, unknown and therefore more frightening threat; we at Mediolanum Foundation have been resilient, managing to adapt and make ourselves useful.

Despite all the difficulties, we have managed to help more than **15,000 children** worldwide, supporting 121 projects with a total disbursement that has surpassed the aid of previous years.

Although children were initially hardly affected by contagion during the **health emergency**, we immediately got to work with Fondazione Ospedale dei Bambini Buzzi in Milan and launched a fundraiser together with Fondazione Polli Stoppani to donate medical equipment to be loaned to hospitals on the front line. We also considered the poorest countries, where the emergency had aggravated an already difficult situation at the outset, donating essential products to limit the spread of the virus through our partners, including masks, disinfectants

and other medical devices, intended for both health professionals and civilians.

We also dealt with other **social emergencies** to help many families in poverty, whose economic situation was further worsened by the health crisis: with Fondazione Progetto Arca we delivered 12,000 early childhood vouchers to be used to procure food, clothing and basic necessities and 1,000 packages containing educational material for children. As for distance learning, together with Mission Bambini we opened psychological support paths for 800 middle school students and donated tablets, PCs and interactive multimedia boards to both middle and secondary schools.

Thanks to **Centesimi che contano** [Cents that add up], we were able to continue our support, that started back in 2016, to the children of Dynamo Camp: not only did we guarantee 122 campers the opportunity to participate in the Extraordinary Recreational Therapy sessions free of charge, in full compliance with the social distancing requirements, but it was also possible to involve new beneficiaries from the mother-child

and family-home communities. In addition, thanks to all those who believed in the initiative and activated the 'Centesimi che contano' service with Banca Mediolanum during the year, we were also able to involve the Centro Benedetta d'Intino NPO in the programme, allowing them to remotely carry out personalised clinical interventions in total safety for 58 children with communication disabilities.

The arrival of Covid-19 put many activities on hold, and many people focused all their attention on the pandemic, undermining the solidarity normally afforded to other situations of need: for this reason, we decided to extend the duration of several initiatives in order to achieve the objectives we had set for ourselves. The "Sogni realizzAbili" [AchievAble Dreams] fundraising project held together with Fondazione Laureus, Lo Spirito of Stella NPO and Insuperabili NPO, which focused on the involvement, through sports, of 250 children with disabilities, should have lasted six months; we instead extended it to the end of the year. Despite all the difficulties, we managed to give 465 children with disabilities the opportunity to practice sports, even challenging ones, together with other young athletes, to promote not only their development but also their integration.

Great goals have been achieved only thanks to the contribution of all, and it would not have been possible to achieve these results without the organisations with which we collaborate: together we do it better, because when we unite to achieve a certain purpose, we get there faster.

2020 is a year that we will not forget. And must not forget.

We must not forget the great strength, the immense humanity, the commitment and energy we can put forth even in the darkest times. We cannot afford to forget what we have learned, to be more ready in the future. After a year in which we have helped more, we do not want to go back to doing less.

We at Mediolanum Foundation are here, ready for 2021 and all the challenges to come.

Annalisa Sara Doris
Executive Chairperson
Mediolanum Foundation NPO

1.2 Methodology

The recent reform of the Third Sector in Italy led to the publication of the "Guidelines for Third Sector organisations for drafting the Annual Report", adopted with the decree of the Minister of Labour and Social Policies on 4 July 2019. Drawn up in accordance with the provisions pursuant to art. 14 of Italian Legislative Decree no. 117/2017, this document examines the year 2020 and represents Mediolanum Foundation's first report in this context. The Annual Report is a tool of fundamental importance for all the companies operating in the Third Sector, not only because it represents the opportunity to report its activities to donors and stakeholders but also because it translates into a tool for reflection, which allows to weigh the future choices of the organisation. This is a crucial moment for those who write it because, in addition to fulfilling legislative duties, it represents a real opportunity for analysis and evaluation.

The real heart of the Annual Report is the involvement of stakeholders: we began by interviewing them in order to create our materiality matrix, which was used to measure how important the issues we consider relevant were to them. This type of involvement therefore offered us a valuable opportunity to evaluate and possibly rethink our operational approach, establishing a dialogue with the entire Mediolanum Foundation community, from data collection to the drafting of the final document. The analysis and drafting itself were meticulously carried out so that what emerged was faithful to the good principles of neutrality, clarity of presentation, reliability and truthfulness of the facts and events described. We consider this first document an explicit statement of the responsibilities that the Foundation assumes towards its stakeholders, the projects it promotes, the partners it supports and the beneficiaries of its interventions.





General Information

Presentation and Aims
of the Foundation

2.1 General Information About the Foundation

Mediolanum Foundation was founded on 3 December 2001 with the aim of developing the main social activities of the Mediolanum Banking Group. In 2005, the Foundation decided to focus its activities on disadvantaged children. In 2012, it obtained the NPO (Non-Profit Organisation or NPO) qualification, thereby allowing it to better structure its interventions, effectively monitor results and thus support a greater number of associations. In 2020, the Foundation transposed the amendments dictated by the Third Sector Reform and became a "Philanthropic Institution", amending its Articles of Association pursuant to Article 8 of Italian Legislative Decree no. 117 of 3 July 2017.

It is headquartered in Basiglio, Milan 3, in the Palazzo Meucci building on Via Francesco Sforza (Tax Code 97247230580)



2.2 Our History

2001

Mediolanum Foundation was established

On 3 December, Mediolanum Foundation was established with the aim of promoting, supporting and developing philanthropic initiatives in the fields of culture, art, education, training, support, scientific research, the environment and health.

2007

Piccolo Fratello [Little Brother] in Haiti

The second project carried out together with Fondazione Francesca Rava NPH Italia NPO was launched to build 4 street schools in 3 years within the slums of Port au Prince and give over 1,800 Haitian children access to primary education.

2013

"Mandami a scuola" [Send me to school] Solidarity SMS

A second fundraising campaign was carried out with telephone operators in favour of Amani for Africa to guarantee scholarships for primary and secondary schools and professional training courses for former homeless children.

Half-yearly fundraisers

Mediolanum Foundation launched fundraisers lasting six months, choosing from two to three beneficiary bodies with a common scope of intervention in Italy. The collections are fuelled by the numerous events of Banca Mediolanum, where the Foundation is given a space to promote its solidarity initiatives.

Participation in Giro Mediolanum bike race

With the aim of raising funds for the project active in the first half of the year, for the first time the Foundation participated in the Mediolanum Party organised by Banca Mediolanum along the Giro d'Italia bike race route, of which the bank is a main sponsor.

2005

Focus on disadvantaged children

Sara Doris became Executive Chairperson and the Foundation's mission began to focus on supporting projects for disadvantaged children: with the help of Banca Mediolanum, among other projects, the Foundation implemented the Piccolo Fratello [Little Brother] project in Kenya together with Amani for Africa to support homeless children in Nairobi.

2012

The Foundation became Mediolanum Foundation NPO

Mediolanum Foundation obtained the NPO qualification, thanks to which it can act directly and help more associations, with greater control over the returns of its campaigns.

First Solidarity SMS campaign "Un Respiro per Haiti" [A Breath for Haiti]

The first fundraising initiative was carried out with telephone operators in favour of Fondazione Francesca Rava N.P.H. Italia NPO to purchase equipment for the production of medical oxygen for children in need of assisted breathing and intensive care at Saint Damien Paediatric Hospital in Haiti. Testimonial for the advertising campaign: Andrea Pellizzari.

2014

Mediolanum Foundation's first call for applications

For the first time, Mediolanum Foundation organised a call for applications: in anticipation of Expo 2015, consistent with the theme chosen for the exhibition, "Feeding the planet, energy for life", through "NutriAmo il Futuro" [Let's Nourish the Future]. The Foundation granted 250,000 euros in favour of the three international projects most voted online, focusing on the issue of nutrition and sustenance of children at risk of malnutrition.

Launch of the service "Centesimi che contano" [Cents that add up]

Banca Mediolanum began offering its customers a service that allows them to donate, on a continuous basis, small sums intended to support solidarity projects promoted and supervised by Mediolanum Foundation NPO.

Solidarity SMS "Una casa piena di amore" [A house full of love]

With the third and final experience of this type of fundraising, the Foundation worked in favour of SOS Villaggi dei Bambini (SOS Children's Villages) to help 650 children who had been separated from their families of origin and sheltered in the SOS Villages throughout the country.

2015

A Foundation in constant evolution

Following the rebranding of the Mediolanum Banking Group, as an emanation of the bank, the Foundation also underwent a restyling. A symbol of the centrality of the person, the circle, in which the openness towards the outside, symbolising exchange and reciprocity, is maintained, is repeated as if it were an echo.

"A bit like when a stone is thrown into a pond, creating ripples that reach the banks. Like a small gesture, that doesn't even make a lot of noise, in fact it's gentle, yet it creates movement that makes a positive change for people in need." (Annalisa Sara Doris)

Second edition of the "NutriAmo il Futuro" [Let's Nourish the Future] call

With the Milan edition of the universal expo, Mediolanum Foundation presented a new call for applications and another 250,000 in favour of three nutrition-themed projects.

"Per un cuore nuovo" [For a new heart] mission in Cambodia

Sara Doris travelled to Cambodia together with Mission Bambini and an international team, which included ten volunteer doctors specialising in childhood heart disease, to operate on 11 children with severe heart malformations at the Angkor Hospital for Children in Siem Reap.

2016

"Educare è Amare" [Educating is Loving] call for proposals

With this first collaborative call for proposals, the Foundation focused its interventions on the theme of education in all its forms, creating a meeting space for non-profit organisations and associations which, although operating in the same area and territory, do not have the opportunity to form a "system" and work on a common project.

Fundraising Gala Dinner "La Voce del Silenzio" [The Voice of Silence]

The Foundation organised its first Charity Gala with the aim of raising funds for Centro Benedetta D'Intino NPO to give 50 families with children with severe communication disabilities free access to Assisted Augmentative Communication therapies for one year.

2017

"Infanzia al Centro" [Focus on childhood] call

Mediolanum Foundation supported children affected by the 2016 earthquake in central Italy by providing a total 100,000 euros to finance two projects to support children, related to reconstruction or restoration activities, already started or to be started, of buildings intended for children.

“Un mestiere per la vita”

[A trade for life] mission in Nicaragua

Sara Doris travelled to Jinotepe together with Fondazione Francesca Rava N.P.H. Italia NPO to inaugurate one of the professional workshops, implemented entirely with the contribution of Mediolanum Foundation, to allow students to learn a trade and achieve a prestigious title in the world of work.

2nd Fundraising Gala Dinner

“Un cuore grande come una casa” [A heart as big as a house]

The Foundation held its second Charity Gala to support, together with Fondazione Progetto Arca NPO, 50 mother-child families with housing emergencies.

2018

“Bimbi in salute” [Healthy children] call for proposals

With this call, Mediolanum Foundation NPO granted 100,000 euros to support two international projects to improve the health and well-being of children. This was the Foundation's last call for proposals: it abandoned this method of granting donations in order to begin orienting towards more collaborative support methods, including joint fundraising activities.

“GiveTheBeat” volunteer missions in Myanmar, Cambodia and Zambia

The volunteers of Mediolanum Foundation NPO, together with Mission Bambini and a team of international doctors, participated in the “Cuore di Bimbi” [Heart of Children] missions that work to save the lives of children with heart problems born in the poorest countries of the world.

3rd Fundraising Gala Dinner “Ricostruiamo il Futuro” [Let's Rebuild the Future]

The Foundation held its third Charity Gala with the aim of raising funds in favour of the Andrea Bocelli Foundation for the reconstruction of the kindergarten and elementary school in Muccia.

2019

Delegación Fundación Mediolanum was established.

The Spanish delegation of Mediolanum Foundation NPO was opened in Barcelona at the offices of Banco Mediolanum. The goal was to create a link between Mediolanum Foundation NPO and Banco Mediolanum based on the Italian model, re-proposing the programme of events focusing on solidarity so as to involve the Spanish Family Bankers and help local non-profit organisations.

1st Cause Related Marketing campaign

Thanks to Banca Mediolanum's initiative “Alimentiamo la Solidarietà” [Let's Feed Solidarity], the Foundation donated, through Banco Alimentare, a major food bank, 2,921,130 meals to 350,000 minors throughout Italy.

Mission in Kenya

Sara Doris visited Nairobi with a group of missionaries to get a close-up view of the work done over the years, together with Amani and Alice for Children, to help homeless children.

Mission in Madagascar

Virginio Stragliotto, Secretary General of Mediolanum Foundation, and some volunteers travelled to Madagascar together with Caritas Children NPO to visit the Vohemar Clinic for mothers and children, created with the contribution of the Bimbi In Salute [Healthy children] call for proposals.

4th Fundraising Gala Dinner “Grandi si diventa” [Growing up to be great]

The Foundation held its fourth Charity Gala with the aim of supporting, together with Albero della Vita (Tree of Life), 100 children and teens abandoned or removed from their family of origin due to serious physical and emotional neglect, violence and abuse in Italy.

2020

Covid-19 emergency

Due to the Coronavirus epidemic, the Foundation focused its aid on healthcare projects together with Fondazione per l'Ospedale dei Bambini Buzzi, donating respirators and protective equipment for doctors and nurses.

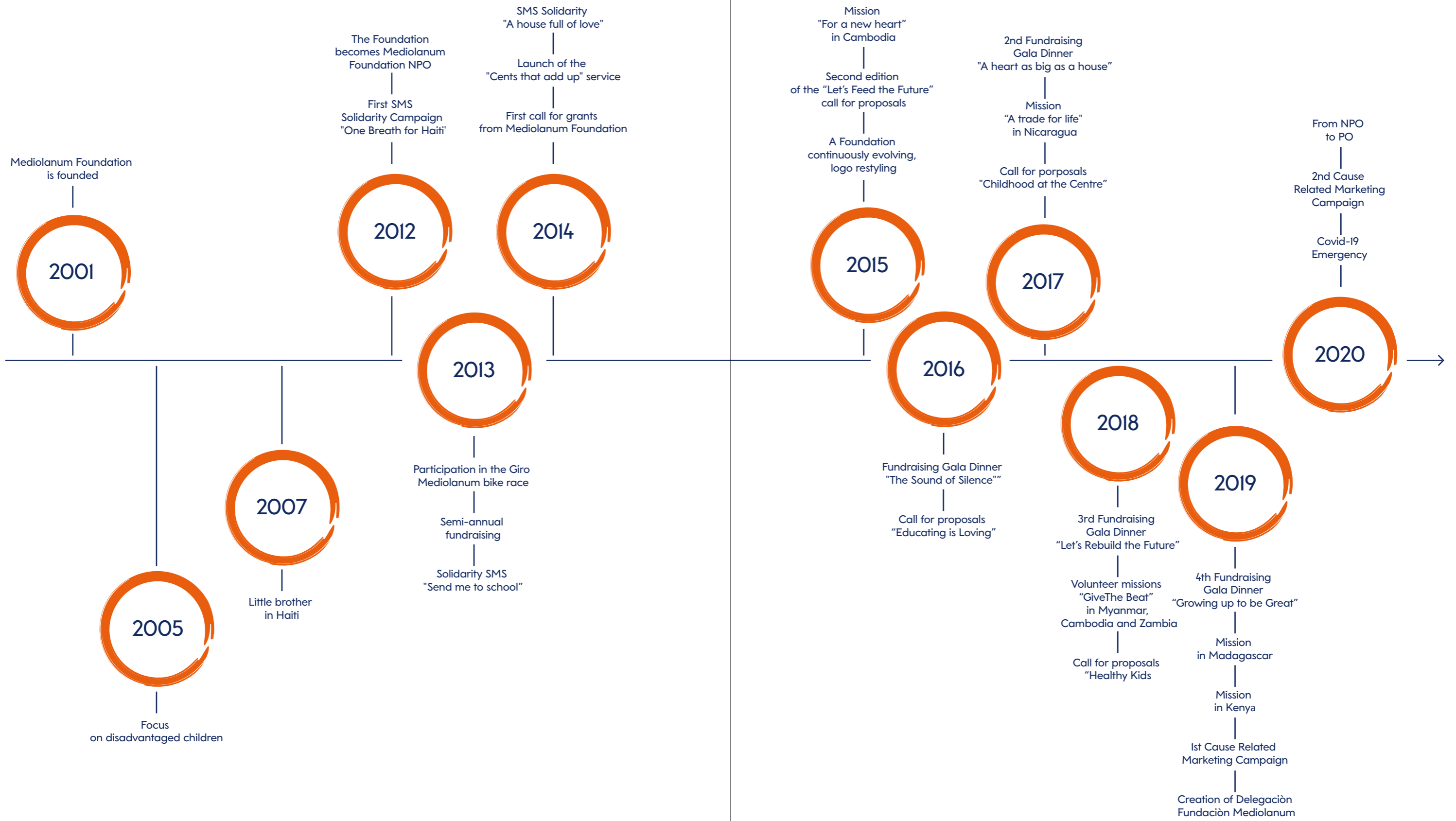
2nd Cause

Related Marketing campaign

Thanks to Banca Mediolanum's initiative “Insieme aiutiamo i più piccoli con un grande dono” [Let's help children together with a great gift], it was possible to help counter the economic effects of the pandemic and protect 1,000 children from poverty in Italy, distributing monthly kits for one year, containing products for children and school supplies through Progetto Arca.

From NPO to a PO

With the Third Sector reform, the Foundation became a Philanthropic Organisation (PO) and was required to draw up its first Annual Report.



Mediolanum Foundation's Missions

Mediolanum Foundation sees its missions as an opportunity to personally verify the impact generated by its donations made in previous years for projects with one or more associations in the same geographical area.

For example, from 9 to 16 November 2019, the Foundation's Executive Chairperson Sara Doris visited Nairobi together with a group of missionaries to learn first-hand about the structures created together with Amani and Alice for Children.

For years now, Mediolanum Foundation has supported projects in Kenya Centre to help homeless children: abandoned, exposed to violence, abuse and all kinds of discrimination.



The "Piccolo Fratello" [Little Brother] project was established in Nairobi in 2005 to give shelter and relief to children forced to survive without the care and affection of an adult, in conditions of extreme poverty: on 7 April 2005, eight children from Kibera chose to leave the streets to live in "Ndugu-Mdogo Rescue Centre", a shelter established by the NGO Amani and Koinonia Community with the support of Banca Mediolanum and the collaboration of Mediolanum Foundation: Fabio Ilacqua filmed their entrance to the centre and their first reactions.

Ten years later in 2015, Ilacqua decided to return to Kibera to track down those eight boys and understand how their lives had changed over the course of a decade.

In the documentary "Ten Years Later" the narrative runs back and forth in time between 2005, when their journey away from street life began, and 2015, when the grown-up street children look at their past, present and future. One of them recalls:

"I can't tell you how horrible the nights were. Forgive and forget. It was the beginning of a new life";



In 2014, Alice for Children won the 1st prize of the #NutriAmoilFuturo [Let's Nourish the Future] call with the project "Food 4 Life", a three-year food security programme to guarantee a hot meal for 1,600 children up to the age of 12, landfill workers, with the aim of placing them in the two primary schools in Korogocho and Dandora.

Amani had also participated in the "Nutri-Amo il Futuro" call for proposals, winning the 2nd prize with the project "Ndugu Mdogo Rescue Centres" to continue to give shelter, every year, to 40 new children at risk of malnutrition.

Together with Alice for Children, in 2017, Mediolanum Foundation implemented a further primary school education programme in the heart of the Korogocho slums; again in 2018, it financed the construction of a primary school in the Dandora slums.

At Alice Village, the group of missionaries was able to experience the projects of Alice for Children up close, meeting and spending the first day with the children of the orphanage.

They then visited the Dandora compound, which Mediolanum Foundation has been a great supporter of since the beginning, the Korogocho compound, the primary schools, the baby care unit, the new library, the Alice Music Academy and the innovative professional school of Italian cuisine Alice Italian Food Academy (AIFA)

They also had the opportunity to see the inhuman reality of one of the largest open-air landfills in Africa up close, visiting the families living in the slums.

The inauguration of the school built on the edge of the landfill was particularly exciting; the school's aim is to take the children away from work in the landfill and simultaneously providing families with food for survival.

The missionaries were also actively involved in some volunteer activities. These included painting the dining room of the orphanage and the new library in the Dandora compound.

Lastly, together with Amani the group visited other association initiatives such as Casa di Anita, where girls are welcomed, and initiatives supported by other non-profit organisations close to Amani such as Paolo's Home, a physiotherapy day centre for disabled children in Kibera.

The meeting with the homeless children that were the first to be aided through the Amani and Mediolanum Foundation project in 2005 was very emotional; during the meeting, the children recounted how their lives had changed and how grateful they were for the opportunity that was presented to them.

"Children are the hope and future of the World, but also the most fragile and defenceless part of society. They cannot escape their hardships or danger on their own. Only adults can help them, and this must be their main responsibility."

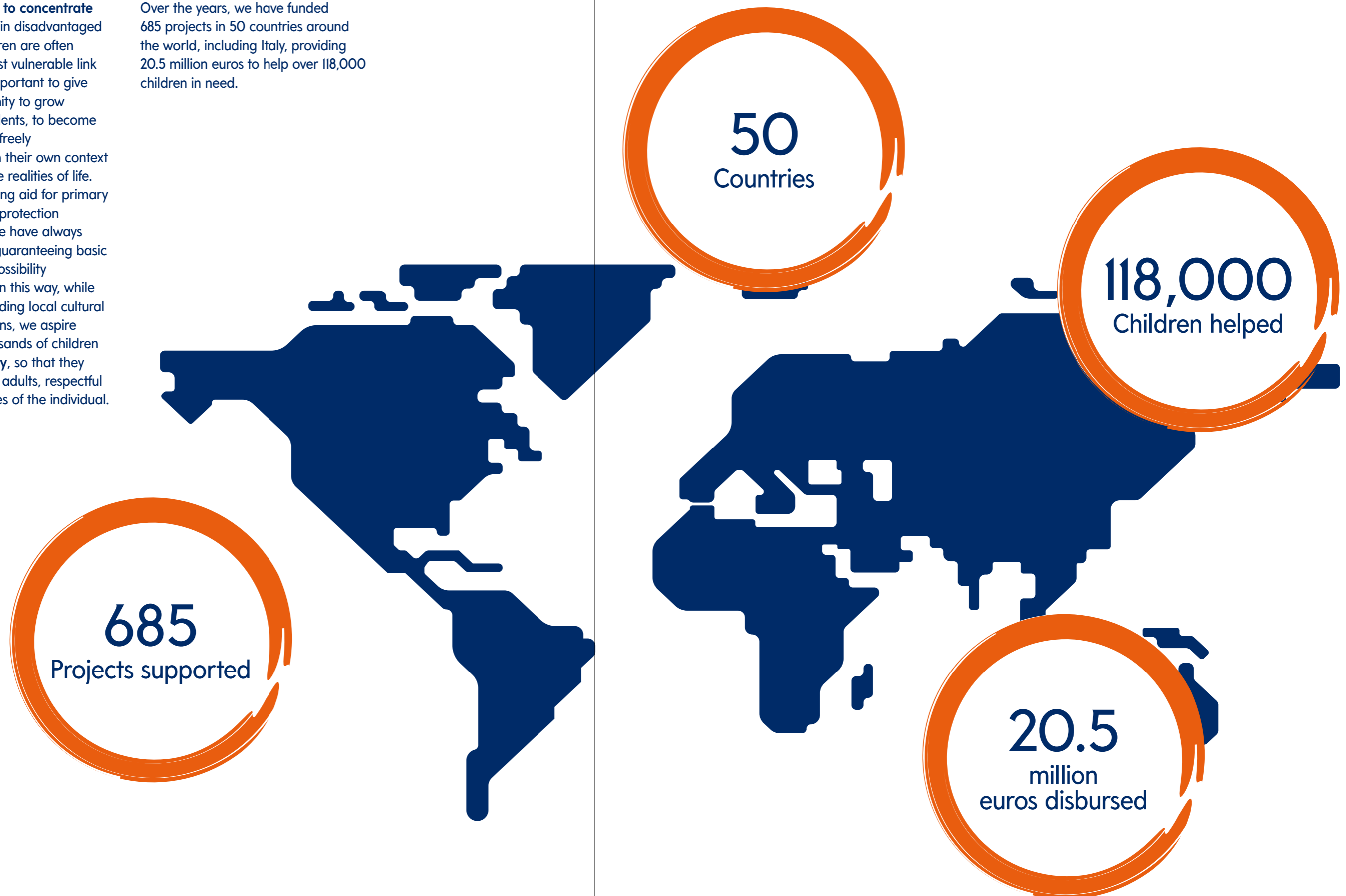
Annalisa Sara Doris Executive Chairperson Mediolanum Foundation



2.3 Mission

In 2005, we decided to **concentrate on helping children** in disadvantaged circumstances. Children are often the weakest and most vulnerable link in society and it is important to give them a fair opportunity to grow and develop their talents, to become capable of standing freely and independently in their own context and in the face of the realities of life. In addition to providing aid for primary needs such as food, protection and medical care, we have always been committed to guaranteeing basic education and the possibility of learning a trade: in this way, while all the time safeguarding local cultural and religious traditions, we aspire to allow tens of thousands of children to **achieve autonomy**, so that they can live a life as free adults, respectful of the universal values of the individual.

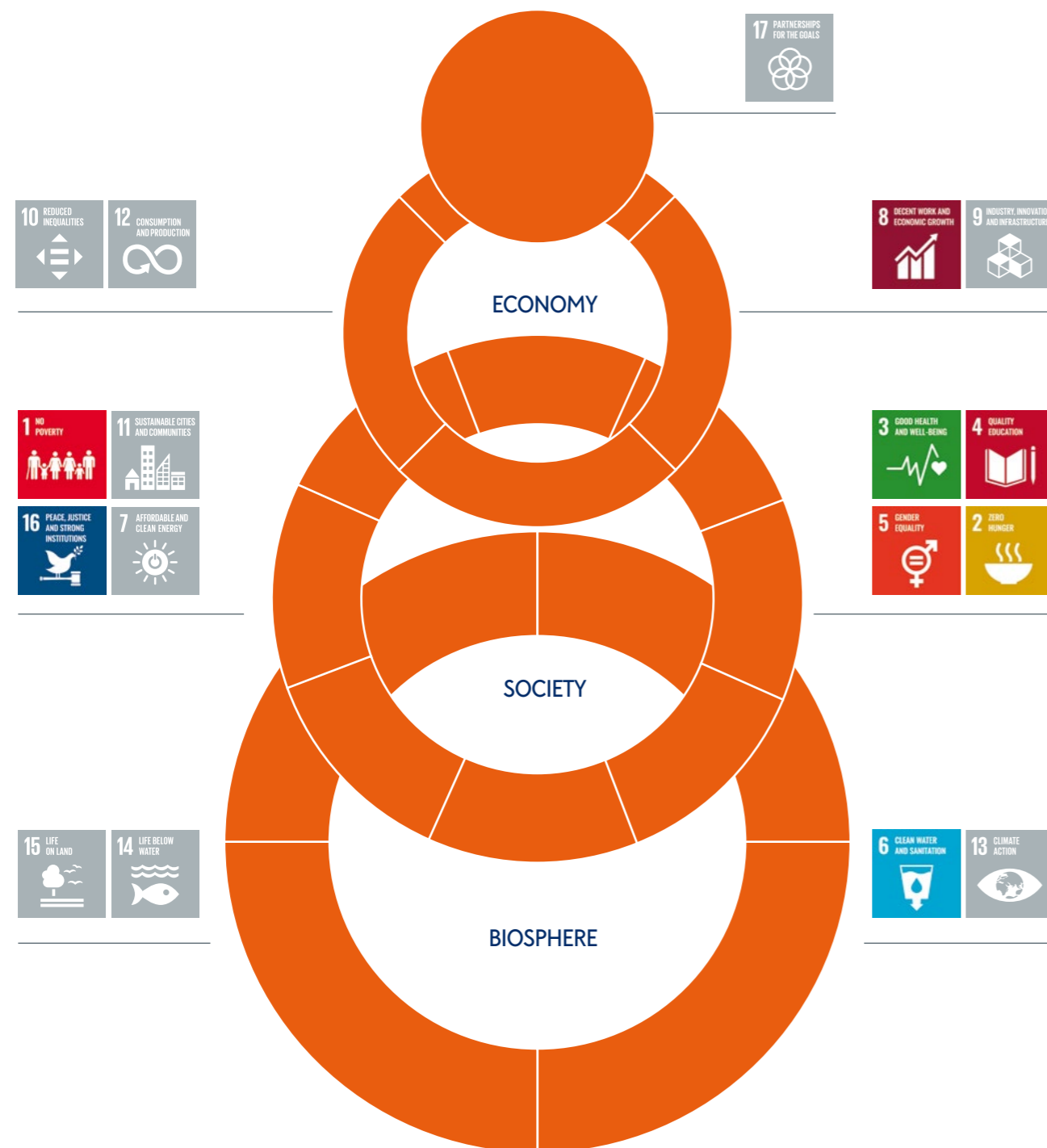
Over the years, we have funded 685 projects in 50 countries around the world, including Italy, providing 20.5 million euros to help over 118,000 children in need.



2.4 Sustainability and Objectives of the 2030 Agenda

The programme adopted and signed by the United Nations in September 2015 gave rise to the 17 Goals of the 2030 Agenda and represents an important model for aspiring to a better future, without leaving anyone behind. Each of us is called upon to get involved

and that is why, in line with our mission to support disadvantaged children, we take action with targeted interventions according to the following sustainable development goals:



Put an end to **poverty** in all its forms everywhere, with particular reference to children of all ages living in poverty, at all levels, guaranteeing equal rights. Mediolanum Foundation has tackled this issue both with projects in Italy, in favour of families with children below the absolute and relative poverty line, and abroad with microfinance and sustainable development projects, providing the poorest families with livestock and yard animals.



End **hunger**, achieve food security and improved nutrition and promote sustainable agriculture, ensuring access for all people, especially children, to safe, nutritious and sufficient food throughout the year. In the two-year period 2014-2015, the Foundation focused on the theme of hunger with the calls "Nutriamo il futuro" [Let's Nourish the Future], whose winners were chosen not only for emergency intervention projects (life-saving food for severely malnourished children) but also for development and autonomy projects in consideration of the fact that food for the youngest comes from agricultural, livestock and fishing activities of the reference communities.



Ensure **healthy lives** and promote well-being for all children. The health of children must also be guaranteed in countries where there is no public healthcare to take care of them. For this reason, over the years the Foundation has supported building hospitals, setting up mobile clinics, sending specialised doctors and, where it is not possible to intervene on site, the transfer of sick children to our Country to receive the necessary care.



Ensure **inclusive and equitable quality education** and promote lifelong learning opportunities for all minors, worldwide. For children living in developing countries and in the most degraded contexts, school is not only a means of receiving an education that can then be used to build a better future, but also a safe place that protects them from street violence and provides them with sustenance and medical care. The Foundation's interventions have not only been limited to poor countries but have also turned to those pockets of social fragility in Italy where the Covid-19 pandemic brought to light the profound disparities between those who had the means and family background to follow distance learning and those who did not.



Achieve **gender equality** and empower all women and girls. The gender disparity in countries where economic and cultural backwardness does not give girls and young women the same rights as their male peers generates very serious situations in which the very safety of minors is put at risk. Mediolanum Foundation has always believed in the potential of girls and young women, with empowerment projects aimed at protecting them from local superstitions, early marriages and family violence.



Ensuring availability and **sustainable management of water and sanitation** for all, with particular attention to the needs of women and children in vulnerable situations. Water is a precious commodity whose access, if made difficult by environmental conditions, can have very negative repercussions for communities and especially for children living in these conditions. Over the years, the construction of wells or aqueducts financed by the Foundation has meant that many children no longer have to travel miles to fetch drinking water, allowing them to attend school as well as having safe water to drink and use for their own hygiene.



Promoting **inclusive and sustainable economic growth**: the Foundation is committed to ending child labour in all its forms. In very poor and disadvantaged contexts, children become an economic resource for the family and are forced to work to contribute to the family budget: Mediolanum Foundation has not only intervened with projects to allow children to be children, playing and going to school, it has also provided families with the necessary support. In Italy and abroad, the Foundation has heavily invested in projects that allow young people to receive an education and vocational training in order to enable them to reach fulfilment and have an autonomous future.



Promote peaceful societies and provide access to justice for all, with a focus on children to end child abuse, exploitation, trafficking and all forms of violence and torture. Unfortunately, even today children are the first to suffer the consequences of war and child trafficking. The Foundation has contributed to welcoming children who have escaped human trafficking, providing support to those still living in conflict zones and ensuring that even the youngest children, born in contexts of war and/or who have become refugees, have legal recognition that allows them to have an identity and a future.

2.5 Lines of Intervention

Mediolanum Foundation pursues civic, solidarity and social objectives with the aim of promoting, supporting and developing philanthropic initiatives in the fields of culture, art, education, training, support, scientific research, the environment and health.

These aims are achieved through the provision of money, goods or services, including investments, to support disadvantaged categories of people or activities of general interest, its main mission being supporting children in Italy and in the world.

In choosing the projects to be financed, Mediolanum Foundation has decided to prioritise five intervention areas in which to take action on the basis of the requests for aid received:

- **Support**, first aid interventions for minors in precarious conditions, who are orphans or with problematic families or in danger of death due to lack of sustenance;
- **School**: interventions for the construction and/or maintenance of school structures which, especially in the poorest countries, also provide healthcare and food to young students;
- **Healthcare**: interventions for the construction and/or maintenance of healthcare and hospital facilities, in particular for paediatrics and gynaecology/maternity departments. Vaccination and/or treatment campaigns for certain diseases, especially in countries where healthcare is not accessible to all.
- **Research**: interventions to help find new therapies and allow everyone to receive adequate care.

- **Rights**: the Foundation does not carry out or support purely awareness-raising activities but only direct interventions such as the recognition of the right of citizenship for access to healthcare and education, or the right to childhood to eliminate child labour and arranged marriages;

The above is reflected through the following activities:

- planning, preparation and offer of interventions and activities aimed at removing and overcoming the situations of need and difficulty of identified beneficiaries;
- organisation of benefits and initiatives to help and support people experiencing hardships who need social and social-healthcare support interventions, with particular reference to minors;
- granting of free disbursements in cash and/or in kind to disadvantaged, distressed and needy people, with particular regard to children;
- granting of free cash disbursements with the use of sums from asset management or donations specifically collected in favour of non-profit organisations, which mainly operate in the sectors referred to in the first paragraph of Article 5 of the Third Sector Code, for the direct implementation of social utility projects.

The Foundation also carries out, secondarily and instrumentally for its purposes, within the limits established by Article 6 of the Third Sector Code, awareness-raising, dissemination and information activities on all issues related to those of interest to the Foundation, with all the communication tools at its disposal.



The above sometimes includes the promotion and care, directly or indirectly, of the publication of books, periodicals, newsletters, surveys, research, including by means of electronic tools, within the framework of institutional purposes.

2.6 Methods of Intervention

Mediolanum Foundation operates as a granting body, financially supporting the projects of other non-profit organisations. After having experimented with traditional forms of disbursement in the past, such as calls for tenders or donations for services, over time the Foundation has developed synergies that best embody its desire to collaborate to enhance interventions.

To better understand how the disbursement activity is substantially carried out, it is useful to examine the composition of the basic economic sources available to the Foundation.

- Donations from the Mediolanum Financial Conglomerate and annual allocation of the 0.5% income tax donation. A large part of the Foundation's budget is concentrated on these amounts and is used for the enhancement of partners' fundraisers.
- Fundraising related to activities and services of Banca Mediolanum for which the Foundation chooses and evaluates the project to be supported.
- Donations from individuals or companies for specific projects already identified by the donor. In this case, the Foundation is responsible for verifying the organisation, the project and the reporting.

2.6A Enhancing Fundraising

Mediolanum Foundation has decided to replace the mere attribution of what is requested by non-profit organisations for one of their projects with a challenge to be faced together to reach a common fundraising goal.

Upon reaching this goal, the "award" is obtained, meaning double what has been collected. This mechanism concerns two types of initiatives; the first involves non-profit organisations reported by individual Family Bankers (financial advisors) of Banca Mediolanum, while the second refers to associations with which the Foundation has already collaborated in the past and with which there is a direct relationship. Lastly, the semi-annual / annual fundraisers launched by the Foundation itself within the scope of the stakeholders of the Mediolanum world (Family Bankers, customers and employees) for which a dedicated doubling budget is envisaged.

2.6A.I. Centodieci è Valore - Solidarietà [Onehundredten is Value - Solidarity] events

Centodieci is the cultural platform of Banca Mediolanum that shares the values of the bank itself: freedom, relationships, responsibility (economically, towards customers, collaborators, the community and the environment), sustainable innovation and positivity; the project was created in 2013 with the idea of bringing values and culture throughout the country. All this is achieved through three different modes:

- the website www.centodieci.it, where some 87 authors bring their daily thoughts to life and thus provide a range of tools and ideas for personal and professional development and improvement;

- local projects, dedicated events throughout Italy focusing on sharing culture as a tool for education; these projects have a high and significant cultural impact; Palermo 2018 Italian Capital of Culture and Matera 2019 European Capital of Culture are some examples;
- events in Italy which aim to stimulate all those involved with regard to the great values of life. These are evenings organised with the Family Bankers of Banca Mediolanum and designed for the Bank's customers. There is no talk of finance at these events, but of issues such as change, progress, solidarity, innovation, and more events in which the story of people who have achieved excellence in their world is shared, such as Oscar Farinetti, Sammy Basso, Giusy Versace, Simona Atzori.

The Centodieci È Valore - Solidarietà events are for fundraising through the Family Bankers of Banca Mediolanum who wish to support projects in favour of disadvantaged children through non-profit organisations and local associations with which they are in contact. Everything collected at these events is doubled by Mediolanum Foundation.

Thanks to these initiatives, the Family Bankers of Banca Mediolanum present themselves to their community of reference not only as financial professionals, but also as people of value, bringing help to the territory and extending a hand to those who are less fortunate.

The amount deriving from the fundraising is paid into the current account of Mediolanum Foundation, by bank transfer or by cash; the Foundation then undertakes to donate the amount collected, after doubling it, to the indicated beneficiary organisation, respecting the following limits:

- if an amount is less than 2,000 euros, it is not doubled up and only what has been collected is granted to the organisation;
- the doubling is applied within a maximum limit of 5,000 euros per event.

The Family Banker must first request authorisation from Mediolanum Foundation by submitting the following documentation:

- Articles of Association of the beneficiary non-profit organisation;
- Last three financial statements available;
- Project sheet with a detailed description of the need, the beneficiaries, the action plan and the duration.

If the event is approved, the collection of funds can be carried out in different ways at the discretion of the Family Banker. The same formula of events was also successfully proposed in Spain by the Spanish delegation of the Foundation, with the involvement of the Family Bankers of Banco Mediolanum.

2.6A.II. Matching Grant Projects

Unlike the Centodieci È Valore - Solidarietà events, only the projects of organisations of proven reliability are evaluated for the matching grant projects, many of which the Foundation has already successfully collaborated with in the past. For these initiatives, it should be noted that a Family Banker is not required; in addition, there is a discrete variability on the doubling amount made available by the Foundation to enhance the fundraising. The figures can vary widely from 10,000 euros, up to 100,000 in exceptional cases.



In addition to doubling the amounts and constantly monitoring the fundraising, which for these initiatives as well must flow through its current account, the Foundation provides all its communication channels (website, social channels, press office activities) and the customisation of payment methods (e.g., link to a dedicated PayPal account). This has a twofold effect: it stimulates the association's donor base to reach the minimum goal for doubling, thus seeing their donation being enhanced, and it has a greater impact on bringing the project to the attention of potential new donors.

2.6A.III. Semi-Annual and Annual Fundraisers

Mediolanum Foundation does not limit itself to enhancing the fundraisers of the organisations it supports, but also actively engages in fundraising, launching semi-annual or annual campaigns. The recipients of these fundraisers are non-profit organisations that deal with similar areas of intervention in Italy.

The Foundation seeks a common denominator among the projects proposed by the different associations (there are two or three beneficiaries for each campaign) and proposes a common goal to be achieved. The amounts collected by the Foundation during the campaign are evenly distributed among the beneficiary associations.

The choice of having only Italian projects for this type of intervention is explained by the fact that the major contributors are linked to Banca Mediolanum (Family Bankers, customers and employees); in this case, the Foundation wants to propose national intervention projects which can be easily visited. Donors are also given the opportunity to choose to intervene, through a donation, in favour of the community to which they belong.

Banca Mediolanum organises numerous events every year, both in-person and digital ones, that respond to the most diverse business logics (events to contact new customers, retention/loyalty, information on products and services, sponsorships, etc.).

Whenever possible, a space is always reserved for Mediolanum Foundation, which thus has the opportunity to promote its fundraising initiatives.

Also for these campaigns, the Foundation offers its partners a challenge, providing a budget to double the amount of donations from their supporter base that they manage to place in the Foundation's account. This method ensures that the beneficiary bodies are more engaged and active in their communications.

2.6B Initiatives and Services of Banca Mediolanum

In its fundraising activities, Mediolanum Foundation can count on Banca Mediolanum which, in addition to providing the annual financial resources for the pursuit of its objectives, also promotes services and solidarity initiatives with its customers.

In this case, the Foundation's work is to select beneficiaries, validate projects, collect donations from the Bank and schedule reporting with partner organisations.

No doubling of Mediolanum Foundation is envisaged for these initiatives.

2.6B.I Banca Mediolanum Service: Centesimi che Contano [Cents That Add Up]

Centesimi che Contano is the service by Banca Mediolanum that lets holders of current accounts, deposit accounts and card accounts donate small sums intended to support solidarity projects promoted and supervised by Mediolanum Foundation. For accounts with the service activated, the balance is verified on the last day of the month; if the amount shows cents (e.g., 1,150.22 euros), these are automatically withdrawn in favour of the Foundation, which allocates them entirely to the projects benefiting from the initiative.

The Foundation is responsible for issuing receipts for participating customers and for annual reporting. In addition, as membership to the service grows, with the resulting increase in amounts, the Foundation identifies new beneficiaries among the associations with which it has trusting relationships on projects of proven effectiveness.

2.6B.II Mediolanum For You Rewarding Programme of Banca Mediolanum

Mediolanum For You Rewarding is Banca Mediolanum's programme that rewards the loyalty of its customers, allowing them to accumulate points they can use to receive rewards or enjoy experiences, choosing from the offers in the catalogue. The catalogue includes a solidarity section, in which Mediolanum Foundation has included the projects of three partner associations.

In this case the customer's points are transformed into donations to support the projects.

2.6B.III Cause Related Marketing

The Cause Related Marketing campaigns are initiatives carried out by Banca Mediolanum for a limited period of time, with a solidarity and promotional purpose.

Generally a charity project with national significance is promoted and communicated; the Bank selects a panel of promotional products for a specific period of the year and renounces part of the revenues on these to donate them to charity.

The charitable initiatives which are the subject of the campaign are selected by Mediolanum Foundation, which contacts the partners to create the solidarity project, define the beneficiaries and intervention lines and control reporting.

At the end of the period, the sums resulting from the initiative are transferred to the Foundation's account, which disburses them entirely to the beneficiary partner.

Some occasional activities promoted by the Mediolanum Store, i.e. the shop - both physical and virtual - where it is possible to find Banca Mediolanum merchandising for customers and Family Bankers, can also be traced back to this area. For some types of products, the Store decides to donate part of the revenues to support the initiatives and projects proposed by the Foundation.

2.6C Direct and In-Kind Disbursements

Mediolanum Foundation occasionally receives requests from private donors or other Foundations that are interested in intervening on a certain topic or area.

The Foundation is responsible for exploring the panorama of non-profit organisations that deal with the issue indicated and identifying the project which is most in line with the donor's wishes.

Once the project has been agreed with the donor, the Foundation assumes the role of guarantor, taking care of the disbursement of the funds received through cash donations or donations in kind, of the promotion of the initiative through its communication channels and of the reporting. In these cases, there is no doubling of the amount granted.

Finally and exceptionally, direct disbursements are made to ensure prompt interventions in emergency projects.



2.7 Transparency

2.7A Initial Contact

As specified in the previous section, Mediolanum Foundation does not present public calls for proposals, hence the collaborations with the chosen non-profit organisations and associations involved in the activities of the Foundation are implemented through the following methods:

- direct call with the Foundation's contacts. The contact is consolidated by collaborations and joint initiatives carried out in previous years;
- contact mediated by the Family Bankers of Banca Mediolanum (see chapter 2 "General Information", section "Intervention methods", sub-section "Eventi Centodieci è Valore - Solidarietà");
- use of the Foundation's institutional channels such as email (info@fondazionemediolanum.it), telephone (+39 02-9049.1) or social channels (Facebook, Instagram, LinkedIn and Twitter).

2.7B Evaluation

All the non-profit organisations that propose themselves as partners and submit projects to Mediolanum Foundation are asked to provide the following documentation:

- Articles of Association
- Last three financial statements
- Project information sheet

The Articles of Association are essential for demonstrating the applicant's non-profit status. The last three financial statements are firstly used to verify that the applicant has been active for at least three years: otherwise it is suggested that the institution wait to have at least three financial statements before submitting a project to Mediolanum Foundation.

The financial statements also assess the size of the organisation, based on the line "income" in the income statement, and its efficiency i.e., out of the total "costs" produced by the organisation, what percentage is attributable to project costs and how much to organisational costs.

After analysing the position of the institution, the proposed "project" for which the economic intervention of Mediolanum Foundation is requested is evaluated. The Foundation never disburses to support the organisation, but only in favour of a project that must have the following characteristics:

- accurately define the disadvantaged situation;
- have a precise and verifiable number of children in disadvantaged conditions as beneficiaries;
- describe the intervention to be carried out and the time frame in which it should be carried out;
- describe how the shift from a disadvantaged condition to a new one in which the disadvantage has been resolved in whole or in part will be carried out.

The project information must also include details of the communication plan of the fundraising connected to the project so that the Foundation can also intervene with its support channels. The next page shows an example of the project information sheet to be compiled by the non-profit organisation.

Data collection sheet /Matching Grant Project Fundraising campaign

PROJECT

1.	ASSOCIATION NAME
2.	PROJECT NAME
3.	PROJECT START DATE
4.	PROJECT END DATE
5.	NUMBER OF CHILDREN HELPED
6.	BRIEF DESCRIPTION OF THE PROJECT (max 200 characters)
7.	EXTENDED DESCRIPTION OF THE PROJECT
8.	TOTAL PROJECT COST
9.	AMOUNT REQUESTED FROM MEDIOLANUM FOUNDATION NPO
10.	SCOPE OF INTERVENTION (also more than one, if necessary)
	<input type="checkbox"/> Support <input type="checkbox"/> Schools
	<input type="checkbox"/> Healthcare <input type="checkbox"/> Research
	<input type="checkbox"/> Rights
11.	GEOGRAPHICAL AREA (also more than one, if necessary)
	<input type="checkbox"/> Africa <input type="checkbox"/> Europe
	<input type="checkbox"/> Asia <input type="checkbox"/> Italy
	<input type="checkbox"/> South America
12.	COUNTRY
13.	IMPACT ON THE COMMUNITY
14.	ECONOMIC SELF-SUSTAINABILITY

COMMUNICATION

1.	FUNDRAISING CAMPAIGN START DATE
2.	FUNDRAISING CAMPAIGN END DATE
3.	SCRIPT FOR DOUBLING
4.	LINK TO THE PROJECT VIDEO ON YOUTUBE
5.	SOCIAL CHANNELS OF THE ASSOCIATION
6.	ANNEXES
7.	FUNDRAISING PROMOTION CHANNELS
	<input type="checkbox"/> Site <input type="checkbox"/> Invitation
	<input type="checkbox"/> Social Networks <input type="checkbox"/> Poster
	<input type="checkbox"/> Press release
8.	CHANNELS FOR PROMOTING THE FUNDRAISING RESULTS (more than one, if necessary)
	<input type="checkbox"/> Site
	<input type="checkbox"/> Social Networks
	<input type="checkbox"/> Other (specify):
9.	PROJECT REPORTING CHANNELS (more than one, if necessary)
	<input type="checkbox"/> Site
	<input type="checkbox"/> Social Networks
	<input type="checkbox"/> Other (specify):

In order to automate the project submission process, in 2020, in collaboration with Fondazione Italiana Accenture, Mediolanum Foundation began preparing a management site that will replace the sending of the necessary documentation via email, which is expected to be released in 2021.

2.7C Approval

Following the evaluation of the Articles of Association, the last three financial statements and the contents included in the project information sheet, the Foundation grants the authorisation to proceed with the fundraising activity, supporting the partner institution both from a communicative point of view with a specific media plan, and from an administrative point of view with daily updates on the donations received and the related management of receipts, useful for taking advantage of tax benefits.

2.7D Disbursement

At the end of the fundraising period, the duration of which is variable based on the partner's needs and within the calendar year in which the collection began, Mediolanum Foundation will arrange for the disbursement that will include both the amount collected and the doubling agreed upon initially.

2.7E Reporting

According to the timing indicated for the implementation of the project, the beneficiary entity must report on its expenditure indicating the use of the funds disbursed by Mediolanum Foundation in precise amounts. In addition to the economic reporting, the entity is required to assess the impact by reporting the change in the lives of the children concerned. For particularly significant projects, verification missions are planned and organised (especially for projects abroad) in which the Foundation staff and/or its volunteers take part.



Analysis of Partner Organisations' documentation (Articles of Association, latest financial statements) and **Evaluation of effectiveness and efficiency**

Project analysis description of the disadvantage, intervention methods, number of minors, those helped, duration, reporting



Planning of fundraising activities and/or

Disbursement in one or more tranches



Reporting on the use of funds, verification of invoices and supporting documents

Humanitarian missions and verification visits

Impact assessment through the stories of the children helped





Governance

3.1 The Bodies of Mediolanum Foundation



* If the appointment is mandatory by law or is optionally approved by the Founder

Board of Directors

Consists of three to nine members appointed by the Board of Directors of Banca Mediolanum S.p.A. and by its Chairperson. The latter remain in office for three years and can be reconfirmed, unless revoked by the person who appointed them before the expiry of the mandate. This body has all the powers for the ordinary and extraordinary administration of the Foundation and in particular is responsible for:

- passing resolutions on the annual balance sheet, the annual budget, the accompanying and financial report and the Annual Report;
- passing resolutions on the acceptance of donations, gifts, legacies, inheritances and bequests as well as on the purchase and sale of real estate, and on the use of the same or of the sums obtained, in compliance with the limits provided for by the Articles of Association;
- identifying the areas of activity of the Foundation;
- passing resolutions, with the favourable vote of the majority of the members in office, on any changes to be made to the Articles of Association;
- conferring special assignments to individual Directors, also with the power of delegation, establishing their attributions;

- resolving on, with the favourable vote of a four-fifths majority of the members, the dissolution of the Foundation, the appointment of the liquidators and the devolution of assets pursuant to the provisions of the Articles of Association;
- establishing, if deemed necessary or appropriate for the needs of the Foundation, Committees or Commissions with advisory and/or coordination functions;
- carrying out any further tasks entrusted to it by the Articles of Association.

The Board of Mediolanum Foundation met twice during 2020, on 21 January and 29 October, respectively, with eight members participating.

The following topics were discussed during the meetings:

- Approval and closure of the Financial Statements at 31 December 2019;
- presentation of the strategic guidelines for activities in 2020 and approval of the corresponding Forecast Budget;
- proposal of amendments to the Articles of Association to adapt to the so-called Third Sector Entity Code (Italian Legislative Decree no. 117/2017) and the relative application of a transitional clause in the current Articles of Association.

Chairperson of the Foundation

The Chairperson of the Foundation is appointed by the Chairperson of the Founder Mediolanum S.p.A. In particular, the Chairperson is responsible for relations with Organisations, Institutions, Public and Private Companies and other bodies in order to establish relationships of collaboration and support the Foundation's initiatives.

Executive Chairperson

The Executive Chairperson of the Foundation is the Chairperson of the Board of Directors and is appointed by the Board of Directors of Mediolanum S.p.A. In particular the Chairperson:

- legally represents the Foundation before third parties;
- acts before any administrative or judicial authority;
- oversees the operational and organisational management of the Foundation, giving the appropriate instructions to the structure.

Secretary General

The Secretary General is appointed by the Executive Chairperson and is the operational manager of the Foundation, in particular:

- seeing to the organisational and administrative management of the Foundation, as well as the organisation and promotion of individual initiatives, providing the means and tools necessary for their concrete implementation;
- executing the resolutions of the Board of Directors as well as the acts of the Chairperson;

Supervisory Body

The Supervisory Body may be monocratic or collegial according to the decisions taken upon appointment by the Founder. It monitors compliance with the Law and the Articles of Association, compliance with the principles of proper administration and with the suitability of the organisational, administrative and accounting structure adopted by the Foundation and its effective organisation. It may also carry out the statutory audit. The members of the Supervisory Body have the right to participate, without voting rights, in the meetings of the Board of Directors.

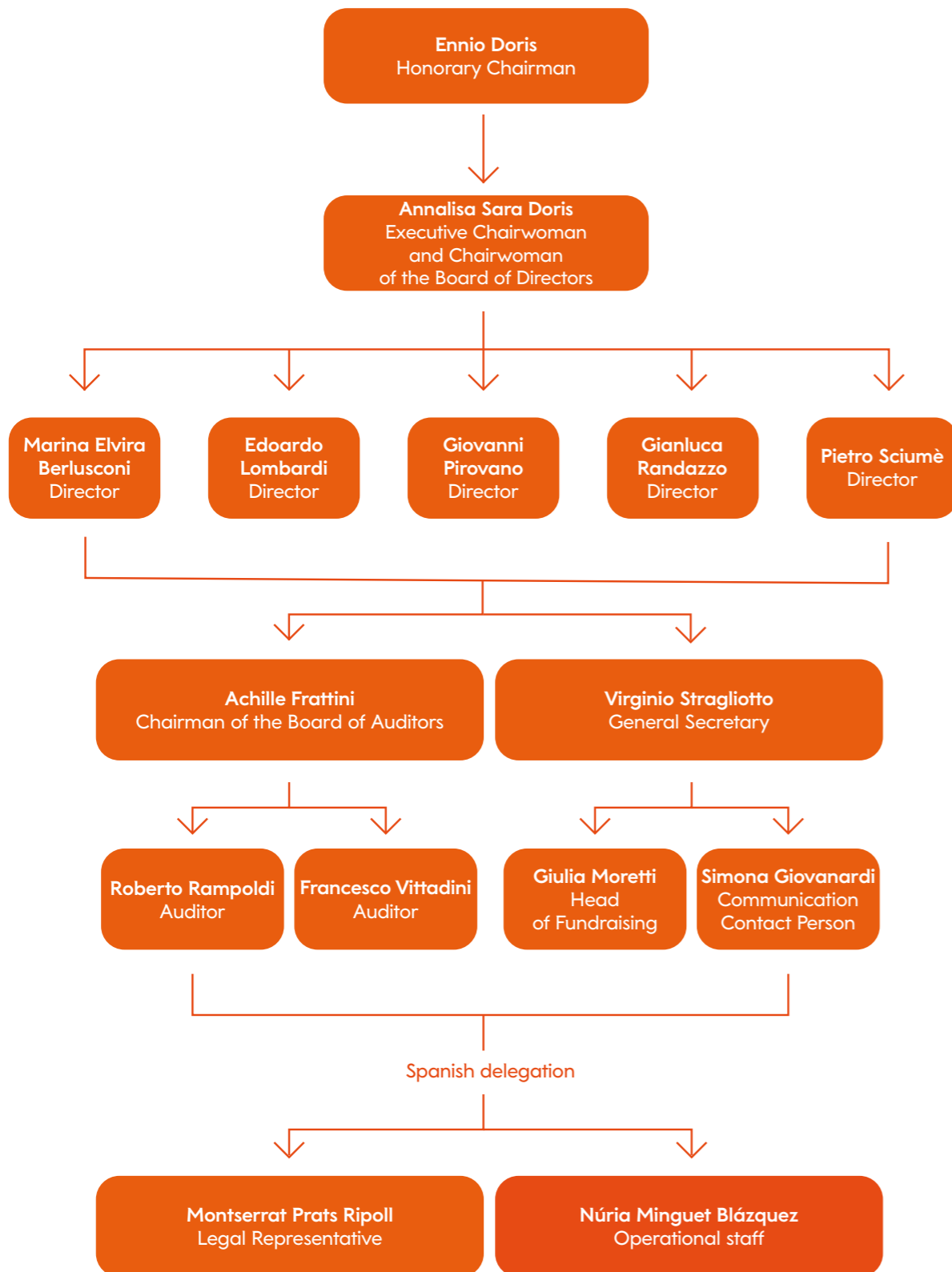
Statutory Auditor

The Statutory Auditor is appointed by the Founder, from among the persons registered in the Register of Auditors. It is a technical-accounting advisory body and if its tasks are entrusted to the Supervisory Body, all its components must be chosen from those registered in the appropriate register. Its tasks are expressed through the following activities:

- monitoring the proper maintenance of accounting records;
- examining the proposals for the budget and the economic and financial statements, drawing up the appropriate reports;
- carrying out cash auditing.

It should be noted that there were no disputes or controversies during 2020 which were relevant in terms of Sustainability Reporting.

3.2 Organisation Chart of the Foundation



All the Foundation's bodies are in office from 21/01/2020 until the approval of the financial statements at 31/12/2022. The institutional offices of Mediolanum Foundation do not receive any compensation.

3.2A Collaborators

The operational staff of Mediolanum Foundation consists of three people in Italy and two people in Spain. Two members of the Italian staff and the entire Spanish staff are employees of Banca Mediolanum SpA and Banco Mediolanum SA, respectively. In Italy, Banca Mediolanum SpA has formalised, through a letter of secondment that is renewed annually, the work at Mediolanum Foundation since 2011 for the first member of staff and since 2020 for the other.

The aforementioned company therefore remains responsible for the economic, social security and regulatory treatment deriving from the employment relationship of the seconded personnel, according to the terms and conditions established by the contract currently in place.

The third member of the Mediolanum Foundation staff in Italy instead has a contract for the provision of services, aimed at implementing the communication plan of the Foundation, since 2014.

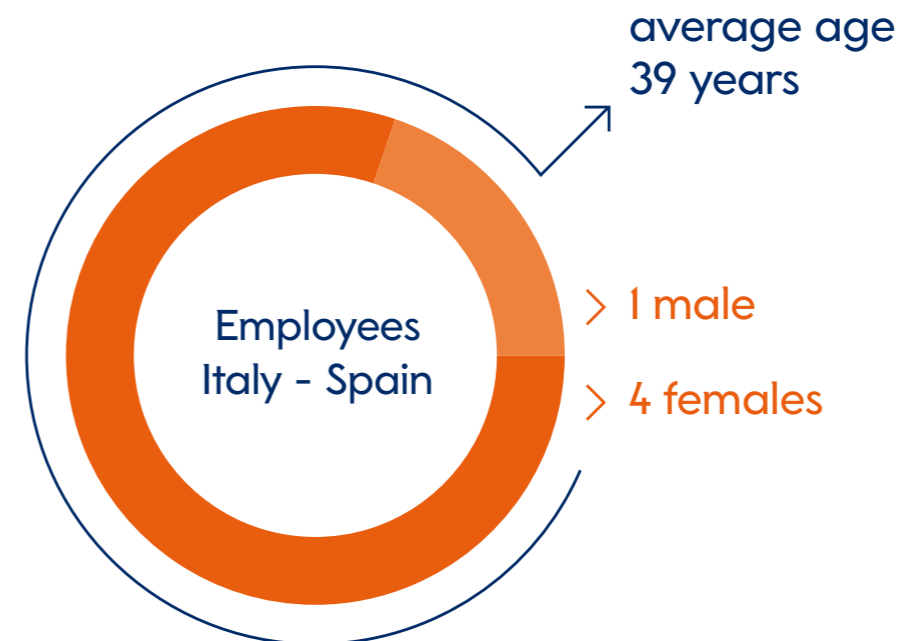
In particular, the supplier defines the contents in the dedicated sections, deals with the production of institutional communication materials on both traditional channels and on social media, and the promotion of the Foundation's initiatives to all stakeholders. These services also include activities for graphics and communication activities of the Foundation's statements.

As for the two resources committed to the Spanish delegation, both have carried out the activities free of charge since 2019.

3.2B Volunteers

For fundraising activities, the promotion of its initiatives, missions abroad and trips within Italy to verify projects, Mediolanum Foundation has a hundred volunteers, all employees of the companies of the Banca Mediolanum Financial Conglomerate.

According to an agreement with Banca Mediolanum SpA, any reimbursement of travel expenses is to be paid by the Bank, with the aim of not burdening the Foundation with costs.







3.2B.1 Missions of the Volunteers of Mediolanum Foundation

Mediolanum Foundation volunteers, employees of the companies of the Banca Mediolanum Financial Conglomerate, are involved in fundraising activities, preparing materials, setting up stands and promoting the various initiatives to colleagues, financial advisers and clients of the Bank.

In the **"Give The Beat"** fundraising campaigns promoted to support the Mission Bambini surgical missions aimed at operating on children with heart problems in poor countries of the world, some volunteers gathered in small groups on **La Rete del Dono** [The Gift Network], becoming personal fundraisers to promote the initiative with their personal contacts.

At the end of the campaigns, some volunteers among those who applied were chosen to accompany the missionary doctors and personally get to know the children they had helped save.

We believe that recounting the experiences of our volunteers on the missions and sharing their emotions is essential. No one can show better than a volunteer how important it is to help those who cannot do it on their own.

Their suitcases full of games to bring smiles to the little ones come back full of love, awareness and the desire to do more.



Volunteers:
Alessandra
and Daniele

Country: Burma
- Yankin Children
Hospital
in Yangon

Mission duration: : 30
June - 4 July 2018

Children
operated on: 5



Burma - July 2018

Alessandra: "Before leaving, I was thinking: how will I react when I will see the heart of a child, there, still, under the expert hands of the doctors ready to intervene to treat the child? Well, when it happened a thought crossed my mind and made me explode with joy: look, look what you have done, I said to myself! This child is now being operated on and will be saved because you pestered your friends and relatives this fall to raise the funds needed to accomplish these missions."

Daniele: "We had brought a whole suitcase full of toys, pencils, markers, cars, stuffed animals, balloons from Italy... In the hospital we visited all the units, all the corridors: we stopped with the children, to play with them, give them a little joy, meet their families, hear their stories... even though the language barrier was certainly a major obstacle."



Chiara and Samera

Volunteers: Chiara and Samera

Country: Burma - Yankin Children Hospital in Yangon

Mission duration: 8 - 15 September 2018

Children operated on: 5

Burma - September 2018

Chiara: "After the surgery performed on the first child, we waited for him to be transferred to the intensive care unit of the new hospital. It was impossible for me to hold back tears: the child lying on the bed, full of tubes and helpless, was the same child I had played with the day before. No one in the world should have to go through any of this, let alone a child."

Samera: "Having such a profound experience with strangers who don't even speak your language, who have such a different culture and diametrically opposite habits but who, despite all the differences, welcome you, allow you to have an immediate bond that goes beyond the differences is something that can hardly be explained. Being able to look them in the eye is something really disarming, as well as the "silent" bond made up of smiles, glances and games with children."



Volunteers: Valentina and Veronica

Country: Zambia - University Teaching Hospital of Lusaka

Mission duration: : 27 June - 4 November 2018

Children operated on: 10

Zambia - 2018

Veronica: "It was extremely touching to see a heart get well again. Witnessing the tension of the post-surgery phase where the child's body has to resume its normal function. Seeing their families running to meet you, to find out if they're okay and you can't say or do anything because you're not qualified. Seeing the children still waking up in a confused state. Some crying because of the pain, others because their Mum wasn't there with them."

Valentina: "It's hard for me to explain how a single glance can go straight to your heart, even if it's the first time you're meeting the child or relative in front of you. It's hard for me to explain how a hospital that you don't even know becomes your everyday life in such a short time, without any suffering on your part. It is hard for me to explain the unexpected strength and sense of appreciation for life that these families and children give you".



Volunteers: Milena and Susan

Country: Cambodia - Preah Ket Mealea Hospital in Phnom Penh

Mission duration: 2 - 08 December 2018

Children operated on: 5

Cambodia - 2018

Milena: "For me, volunteering consists not only of fundraising, which is the basis of all initiatives, but also of living in the field, wherever possible, the projects that are carried out. It's certainly not every day that you get to see a heart operation and post operation performed by professional doctors and volunteers who put their 'hearts' into their work."

Susan: "When I decided to participate in the Give The Beat initiative, I never would have imagined that we would be given this beautiful gift of being able to set off together with Mission Bambini and the team of doctors and nurses who come from all over the world. When they asked me to participate, I was overjoyed at the idea, driven by the desire to be able to personally 'touch and see' the help given to these children through donations."



Loubna and Sergio

Volunteers: Loubna and Sergio

Country: Zambia - University Teaching Hospital of Lusaka

Mission duration: 6 - 15 April 2019

Children operated on: 4

Zambia - April 2019

Loubna: "I set off driven by the deep love I feel for children in general but also because I believe that everyone must offer their help to others, and finally, to concretely understand what my parents constantly repeat to me: be happy with what you have."

Sergio: "Staying in the hospital and meeting the children and their families was an extraordinary experience, pure magic. Everything was natural with the children, playing with them immediately created an incredible bond."



Simonetta and Mauro



Volunteers :
Simonetta and Mauro

Country: Cambodia
- Preah Ket Mealea Hospital in Phnom Penh

Mission duration: 21 - 29 June 2019

Children operated on: 5

Cambodia - June 2019

Simonetta: "I have been volunteering for children for many years, also acting as a connection between those who need help and those who can do something and vice versa, but I have never been able to enjoy such an incredible experience. I had no choice but to seize this opportunity. The reality was far more intense and greater than any expectation: to see these medical professionals not only saving small lives but also trying to empower local doctors by teaching them how to operate, was truly something to behold."

Mauro: "Seeing those children, with whom you had played until a few hours before, intubated, was not nice, you suffer more than they do. You become attached to those children, you see them as brothers, you identify with them and seeing them suffer hurts. I couldn't step away from them, I wanted to let them know that I was there, I was there for them, even if they were unconscious."



Gaia and Valeria

Volunteers: Gaia and Valeria

Country: Cambodia - Preah Ket Mealea in Phnom Penh

Mission duration: 25 June - 3 November 2019

Children operated on: 6

Zambia - 2019

Gaia: "I wasn't afraid of the impact with the hospital, my father is a doctor and I have been volunteering as a clown in hospitals for over ten years, so the environment is 'familiar' to me. I was more afraid of the impact with a different culture and having difficulties communicating. Instead everything was fabulous, people's glances have no geographical limitations, speaking the same language all over the world. I communicated without speaking, exclusively with glances, smiles, gestures, hugs."

Valeria: "The first true miracle took place here and I can say that I saw this miracle with my own eyes. I was given the opportunity to enter the operating room: seeing that little heart beating with the decision and strength of someone who wants to live at all costs, moved me, made me more aware once again of the importance of our, of my being there".



Maria Grazia and Serena

Volunteers: Maria Grazia and Serena

Country: Burma - Yankin Children Hospital in Yangon

Mission duration: 9 - 16 November 2019

Children Woperated on: 8

Burma - November 2019

Maria Grazia: "I set out with the feeling of having to jump into the void; afraid of the thought of not being able to handle a totally new situation. Once I met the children of the hospital I was overwhelmed by a thousand emotions: their colourful pyjamas, their unpronounceable names, their eyes always full of joy and their smiles that filled my heart every day. We laughed, played, until we felt the strongest emotions... entering the operating room and seeing their heart beat

Serena: "I left overflowing with enthusiasm, full of stories from previous volunteers, full of expectations and with a great desire to make the children smile. I was catapulted into a totally different environment from ours: Children with heart disease looking for hope to survive. My 'mission' was to make those children smile, play with them and be able to lighten that feeling of anxiety and fear that I could see in their eyes."



Brigida and Antonietta



Volunteers: Brigida and Antonietta

Country: Zambia - University Teaching Hospital of Lusaka

Mission duration: 30 November - 7 December 2019

Children operated on: 6

Zambia - December 2019

Brigida: "Benjamin came with his beautiful smile, I accompanied him on his visit, and then in the operating theatre I followed his surgery, post-surgery, the fear and then the joy of his father who thanked me as one does when asking for a miracle. Immense is the joy for those like Benjamin who have 'earned' their extra years of life, and how much sadness for all those beautiful children who have not had their 'miracle'. You leave with a lot of fear and come back with a heart full of sadness after leaving those smiles, but so much, so very much joy for what those smiles have given you and, above all, what they have taught you."

Antonietta: "It was not merely an adventure, nor a moment of suffering, but only one of personal growth that opens your eyes to an uncomfortable, difficult, absurd dimension, but of which you can no longer ignore the existence because it has finally opened the true door of your heart."

3.3 Stakeholders of Mediolanum Foundation

Mapping

For Mediolanum Foundation, the relationship of trust with its community of reference is an asset of fundamental importance, as it is capable of significantly influencing its objectives, the value generated and the amount of resources available. The Foundation wants to maintain and develop this relationship of trust, also through direct involvement that allows a two-way exchange and lets it account for its activities in a clear and understandable way.

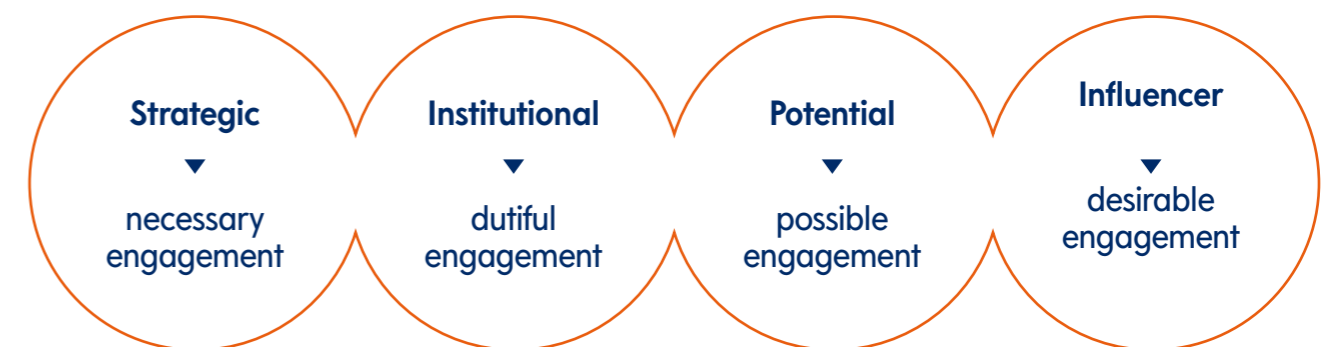
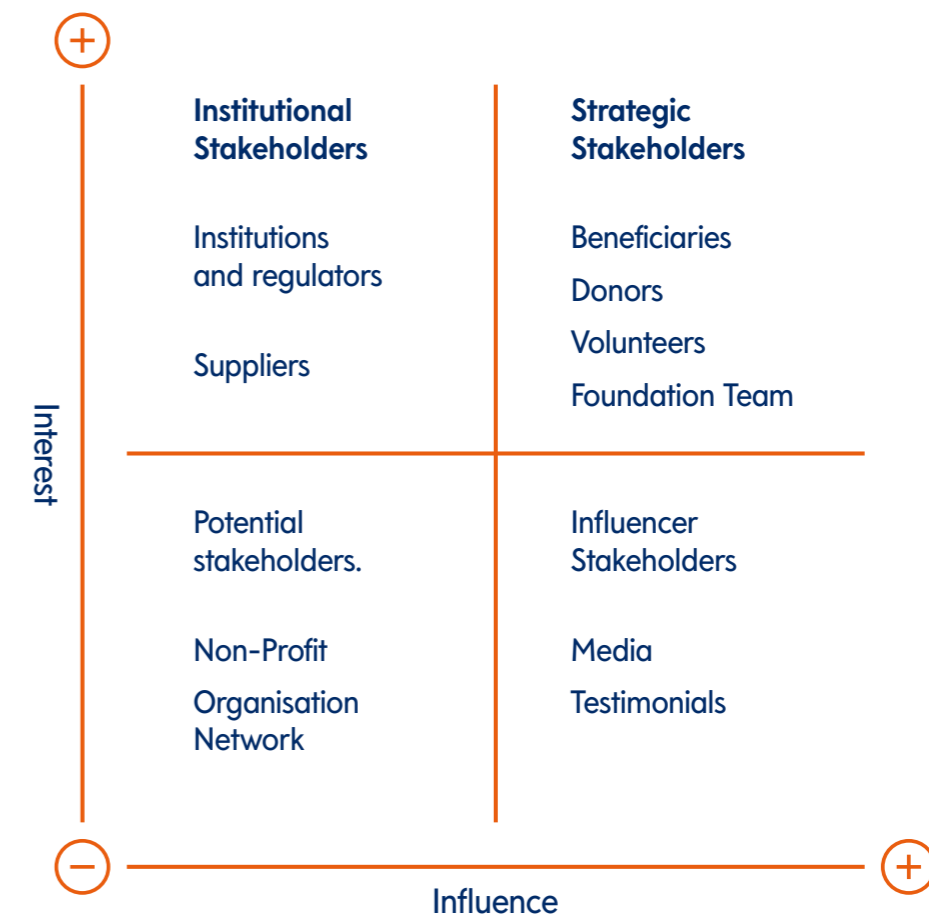
The self-analysis conducted to best draft this document was the perfect opportunity to reflect on the different types of stakeholders with which the Foundation relates. Moreover, the current need to comply with the changes imposed by the reform of the Third Sector have inspired the Foundation to give rise to a real discussion with each representative of the community. Firstly, it was essential to map all the Foundation's stakeholders in order to be able to directly involve them. The stakeholders identified all have an undisputed role and importance for the Foundation, which wishes to share its mission and values with each of them.

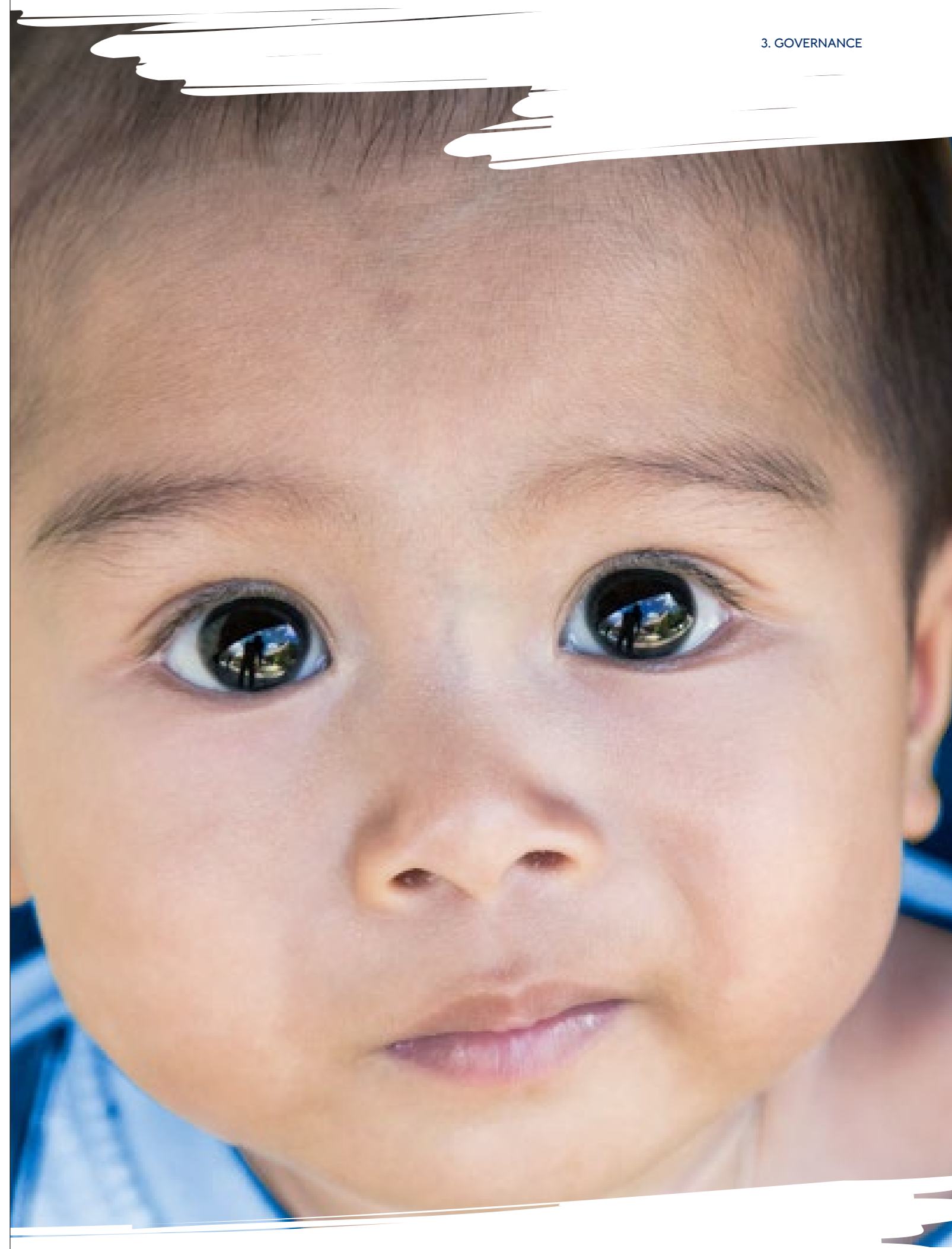
Table 1 / IDENTIFIED CATEGORIES

Beneficiaries	The objective of Mediolanum Foundation is to intervene in the social sphere by helping and supporting those who are disadvantaged, with particular reference to minors in difficult circumstances. As a disbursing Organisation, the relationships with the situations for which it evaluates and finances projects are fundamental, always giving priority to effectiveness and efficiency in achieving the objective of helping others.
Donors	Mediolanum Foundation is a private, non-capitalised foundation. The donors, including the founder (Banca Mediolanum SpA), give it the availability to pursue its mission. With regard to donors, it is important for the Foundation to ensure maximum transparency in the choices made and in its reporting.
Volunteers	Volunteers lend their time and availability for fundraising activities. Their help is valuable because they give the Foundation the opportunity to be present in as many initiatives as possible, becoming ambassadors of the projects supported and in many cases also becoming volunteers of the associations whose projects are supported.
Foundation team	A limited number of people work in the Foundation team and its role is to guide the Foundation's intervention choices and to coordinate its operations and communication.
Suppliers	To optimise the use of its resources, the Foundation has to look outside for specific expertise (legal and tax advice) or tools suitable for the pursuit of its purposes (IT platforms, event production teams), always seeking to limit expenses as much as possible.
Institutions and regulators	In its work, Mediolanum Foundation strictly complies with the provisions of the law, fulfilling the obligations established by the responsible bodies.
Media	Communication and transparency are very important for the Foundation, which turns to the media to give maximum visibility and resonance to its actions both in terms of supported projects and fundraising initiatives.
Testimonials	On occasions of particular media relevance such as Gala Dinners and fundraisers for emergency projects, testimonials play a very significant role, as they allow to involve the large and transversal audience of fans with a much greater engagement than a call to action conveyed through other methods.
Non-profit network	In its work, Mediolanum Foundation considers how other third sector bodies operate, allowing itself to be inspired by new initiatives. Meetings with new Organisations and Associations with which the Foundation shares aims and areas of intervention are also important. Joint projects can thus arise from this mutual knowledge.

Once the mapping was completed, it became essential for the Foundation to conduct an analysis aimed at identifying the level of interest and influence of all the categories.

Below is the matrix classification model:





3.4 Engagement

The phase following the mapping directly and actively engaged the various stakeholders, with particular attention to ensuring that each category was equally represented. The Foundation then reserved, for each of them, a moment of discussion during which we explained the analysis carried out and shared the need to approach sustainability reporting, finally inviting them to proactively collaborate in expressing their opinion. The stakeholders were then asked to answer a questionnaire, whose data were aggregated anonymously, which allowed us to identify three macro-areas of attention chosen on the basis of our mission and following a careful analysis of the activities carried out over the years.

To reach the above, we questioned ourselves not only on the basis of the type of projects supported but also on the basis of all the evaluation, verification and monitoring activities carried out. The aim of this work was therefore not only to have a starting point for drafting this document but also gave us the opportunity to take advantage of all the suggestions that emerged, as a guide in defining future strategies. We identified three macro-areas to which the different relevant topics can be traced. Each of these presents different aspects in relation to the internal organisation, external collaborations and project evaluation.

1) Attention to internal management: for the Foundation, management extremely focused on achieving and pursuing the mission is essential, characterised by maximum transparency and the least possible waste of resources. This objective is pursued through close involvement and collaboration with its stakeholders.

2) Attention to the relationship with the other beneficiaries: the partners identified must be carefully evaluated by the Foundation in terms of reputation, effectiveness and efficiency. In addition, it is important to have direct contact with the founders/organisers of the partner organisations, who motivate the purpose and mission of their organisation, which in many cases is based on personal experience; this type of approach is very difficult with extremely hierarchical and large structures.

3) Attention to the projects supported: keeping the focus on disadvantaged children when evaluating projects, particular attention is paid to the analysis of the intervention areas, the size of the same and the geographical location.



We asked the stakeholders to express an evaluation based on a scale from 1 to 5 for each

Table 2 / SCORE AND EVALUATION

Score	Characteristics of the topic associated with the score
1. Not relevant	It does not impact my expectations/choices (i.e., the Function/Company/Entity to which I belong) and does not have the potential to create value.
2. Limitedly relevant	It can only impact indirectly my expectations/choices (i.e., the Function/Company/Entity to which I belong), or because it can create limited value.
3. Partially relevant	It can have a direct impact on my expectations/choices (i.e., on the Function/Company/Entity to which I belong), or it can be an opportunity to create value.
4. Relevant	It significantly impacts my expectations/choices (i.e., the Function/Company/Entity to which I belong) and can contribute to creating value.
5. Extremely relevant	It has a decisive impact on my expectations/choices (i.e., on the Function/Company/Entity to which I belong) and is an opportunity to create value.

Questionnaire administered to stakeholders

ATTENTION TO INTERNAL MANAGEMENT

- 1. **TRANSPARENCY**
Ensure transparency in the choice of projects to be financed, careful monitoring of the same in order to produce precise and timely reporting.
- 2. **ENGAGEMENT**
Promote engagement, at various levels, of the various stakeholders of the Foundation (such as volunteers, other disbursing organisations, private individuals, etc.) in the projects that the Foundation supports in order to increase awareness of the interventions carried out and the change produced.
- 3. **INTERNAL EFFICIENCY**
Minimise the costs of organisational management in order to use available resources for child support projects.

ATTENTION TO RELATIONS WITH OTHER BENEFICIARY THIRD SECTOR ORGANISATIONS

- 5. **EVALUATION OF BENEFICIARY ORGANISATIONS**
Evaluation of the economic and financial management of partner organisations, through reputational analysis, reporting and the ability to carry out projects over time.
- 6. **SYNERGY**
Ability to involve multiple partners in joint initiatives and encourage the sharing of good practices, promoting collaboration between non-profit organisations with similar objectives.
- 7. **MONITORING**
Verification of the progress of projects through the request for periodic reports and missions to those supported in Italy and abroad.
- 8. **DIMENSION**
To direct the aid of Mediolanum Foundation to small/medium-sized organisations, so that the disbursement is significant for the projects carried out. Particular emphasis is given to situations involving volunteers.

ATTENTION TO PROJECTS SUPPORTED

- 9. **PROJECT EFFECTIVENESS**
Evaluation of project effectiveness based on the number of minors assisted and on the ability of the project to be totally or partially self-sustainable over time. The number of minors assisted must always be evaluated considering the scope of intervention (support, education, healthcare, research and rights) and the country of reference (a project in Italy and a project in poor countries can have a very different impact, in numerical terms, with the same funding).
- 10. **INTERVENTION GEOGRAPHY**
The Foundation supports projects both in the countries where it is present (Italy and Spain) and abroad. In recent years, there has been a greater demand for aid for projects in Italy.
- 11. **SUPPORT**
The projects in the field of aid are the most supported because they can help in multiple areas: poverty, malnutrition, delinquency, abuse, disability, rehabilitation, etc.
- 12. **SCHOOL/EDUCATION**
Education is the key to the development of both the growing individual and society as a whole; only through this area can today's minors become the free adults of tomorrow and create a future for themselves.
- 13. **HEALTHCARE**
The WHO stresses that it is essential to create a world in which every woman, child and adolescent, in every context, realises that they have the right to physical and mental health, has social and economic opportunities and is able to fully participate in the formation of prosperous and sustainable societies
- 14. **RESEARCH**
Research support aims to find new treatments for serious paediatric or genetic diseases that have a major impact on the lives of young patients and their families.
- 15. **RIGHTS**
Mediolanum Foundation does not support mere awareness-raising projects, but intervenes where there is a clear disadvantage that can be remedied with concrete actions such as the personal recognition of children born in countries other than that of their parents or the recognition of a minor's right to oppose a combined/forced marriage.

The following table shows the number of involved stakeholders who replied to the questionnaire in 2020.

Table 3 / NUMBER OF STAKEHOLDERS INVOLVED IN 2020

Type	Number of Stakeholders involved
Beneficiaries	15
Donors	19
Volunteers	11
Foundation Team	9
Suppliers	7
Testimonials	3
Non-profit network	1
Total	65

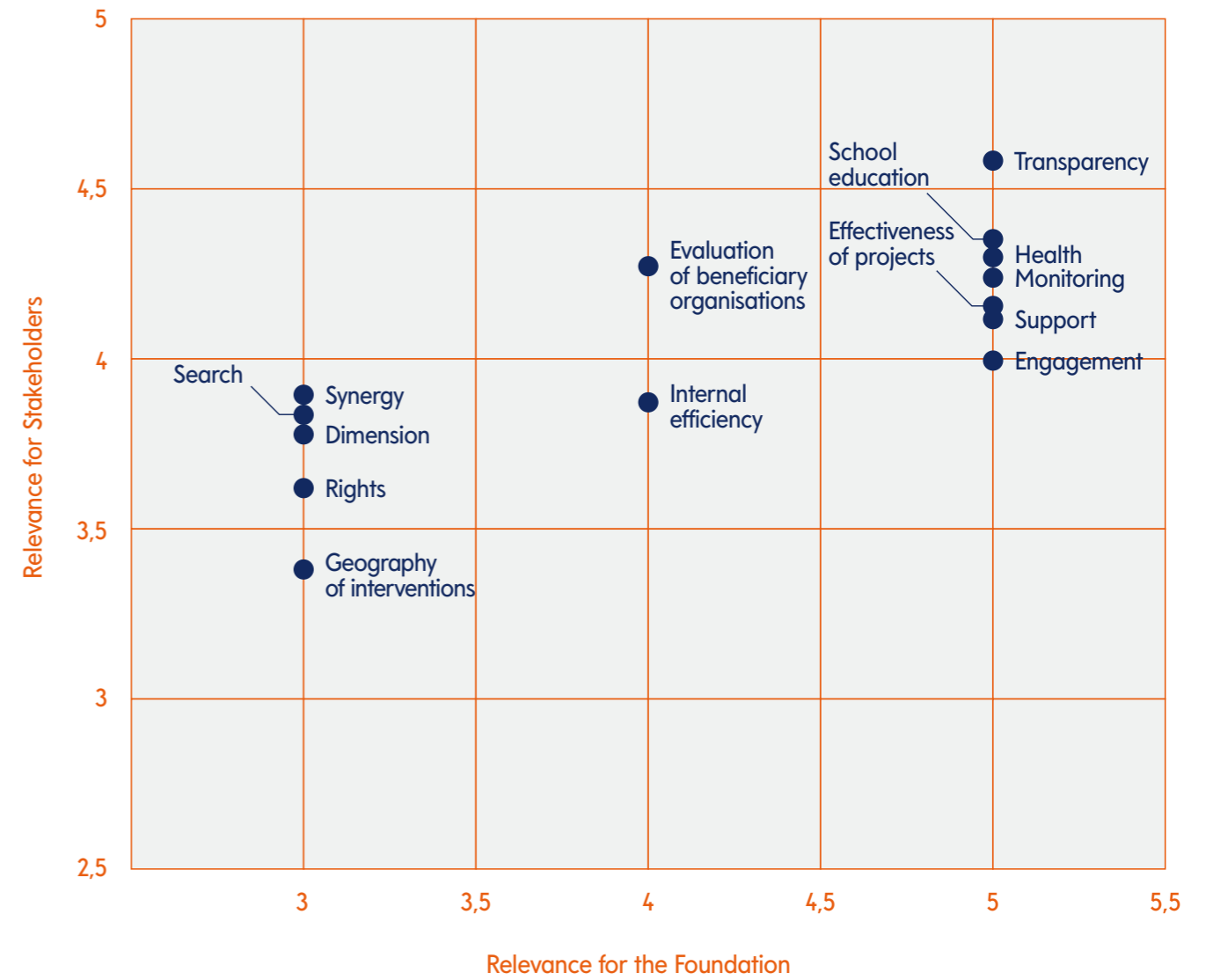




3.5 Materiality matrix

The materiality matrix is intended to depict the topics and aspects of Mediolanum Foundation that substantially influence the evaluations and decisions of stakeholders.

Following the analysis of what had emerged from the questionnaires, the following materiality matrix was composed:



Within the matrix, the material aspects identified represent the issues which Mediolanum Foundation is committed to focus on in its future strategies, as well as to guide the activities for the preparation of its Annual Report for the coming years.



Objectives and Activities

4.1 Projects

During 2020, 120 projects were funded in favour of disadvantaged children in Italy and around the world by both the Foundation and its Spanish delegation; a further project supported with donations in kind is also noted.

Below is an overview of all the projects supported.

Table 4 / PROJECTS SUPPORTED

Association	Amount	Project title	Country	Description
DYNAMO CAMP	€ 300,000	Recreational therapy sessions	Italy	Recreational therapy for severely ill or disabled children.
Centro Benedetta D'Intino	€ 63,851	La cura non si ferma [The cure doesn't stop]	Italy	Help, even with remote tools, for children with psychological problems and serious communication disabilities through psychotherapy and Alternative Augmentative Communication
Banco Alimentare Italia	€ 204,479	Alimentiamo la Solidarietà [Fostering Solidarity]	Italy	Food support for disadvantaged families with children, through the 21 regional offices of Banco Alimentare.
A.P. STAR JUDO CLUB	€ 1,320	La Famiglia in palestra [The Family in the gym]	Italy	Support for children with autistic syndrome in practising Judo.
ACRA	€ 11,141	Piccole bambine Grandi donne [Young Girls Great Women]	Chad	In Chad, girls are often forced to drop out of school. The project aims to support the education of minor girls through the provision of scholarships.
Afrodite NPO	€ 20,000	Aquatic project for disabled children	Italy	Adapted aquatics sessions for children with disabilities, aimed at recovering psychomotor, behavioural and language deficits.
AMKA	€ 10,100	Food security for children in Petén	Guatemala	The project promotes access to sufficient, safe and nutritious food, recognising and strengthening local capacities to define and implement sustainable production systems.
Anfass	€ 6,036	Mongolfiera [Hot-air balloon] Project	Italy	Workshop aimed at developing the social and personal autonomy of teenagers with intellectual and relational disabilities.
ANGSA	€ 10,820	Week end e tempo libero [Weekend and free-time] Project	Italy	Leisure activities and socialisation on weekends aimed at children and adolescents with autism, accompanied by specialised educators and trained volunteers.
Associazione di Aiuto al neonato NPO	€ 1,200	Neonatal pulmonary respirators	Italy	Purchase of four respirators for the neonatal intensive care unit of the Hospital of Bergamo.
Associazione Incontra	€ 4,000	Pasqua Solidale [Solidarity Easter]	Italy	Support for families with children attending the soup kitchen in Bari.
Associazione Dalla Terra alla Luna NPO	€ 10,300	Multifunction workshop project	Italy	After-school multifunction workshops for children and adolescents, aimed at creating moments that contribute to the growth of personal skills through personalised activities.
Associazione Dalla Terra alla Luna NPO	€ 15,550	Progetto COLLABORIAMO	Italy	Creative recycling workshop for children with playful, educational purposes that involves the elaboration of a project starting from waste materials that can acquire a new life.
Associazione per la ricerca Piera Cutino NPO	€ 3,046	Duende per i piccoli della Piera Cutino [Duende for the little ones of Piera Cutino]	Italy	Playful services and activities to make the hospital stay for paediatric patients at the "Cutino" Haematology Campus more comfortable.
Associazione Toscana Bambini Cardiopatici	€ 11,020	PS a misura di Bimbo [ER for children] Project	Italy	Creation of a specific reception path for accepting paediatric patients in the emergency room.
Benedetta La Vita	€ 8,360	Acute leukaemia research project	Italy	Research on the use of chimeric antigen receptor-modified cells (CAR-T) for the treatment of paediatric patients with acute lymphoblastic leukaemia.

Associazione Amici di Cometa	€ 33,535	Piccoli Principi [Small Princes] Project	Italy	Help 40 children with learning difficulties each year to develop creativity and talent through workshops that combine "knowing" and "know-how".
Diocesi Tempio Ampurias	€ 5,000	Aid for families in difficulty	Italy	Aid for families with children experiencing serious economic difficulty.
Elice	€ 4,566	Un futuro per Abel [A future for Abel]	Italy	Support for Abel and his family in facing the growing difficulties (violence and psycho-social vulnerability) that the quarantine period has amplified.
Fondazione "Luisa Bologna Sereni"	€ 12,100	Asilo di Cerqueto [Nursery of Cerqueto]	Italy	Completion of the renovations of the nursery school building.
Fondazione Aurora	€ 4,000	La Carovana Stramba [Wacky Caravan] Project	Italy	Work scholarship for a paediatric physiotherapist to expand the offer to patients in the day hospital.
Fondazione Marcegaglia NPO	€ 10,725	Centro per lo sviluppo della prima Infanzia [Early Childhood Development Centre] in Rwanda	Rwanda	The ECD programme aims to protect children, to stimulate their intelligence to reach their full potential and to educate parents from a nutritional point of view.
Fondazione Mauro Baschiroto	€ 10,000	Giada Project	Italy	The Project aims to study the causes of Giant Congenital Melanocytic Nevus and find a decisive cure for this disease.
Friends Insieme per un sorriso [Friends Together for a smile]	€ 14,695	Study support	Italy	Tablets and laptops for children with leukaemia staying at the Residence Maria Letizia Verga, in order to follow school lessons with distance learning.
Grenfellove	€ 6,370	Sensory workshops for disabled children	Italy	Creation of a multi-sensory room for the stimulation of disabled children.
I Gigli del Campo [The lilies of the field]	€ 29,190	Casa dei Gigli	Italy	Establishment of a multipurpose centre for leisure time and transition to adulthood for adolescents and young adults with autism
Il Sogno di Lucrezia [Lucrezia's Dream]	€ 16,200	Spitz Nevus research project	Italy	Analysis and treatment of young patients with Spitz Nevus
KETUKO NPO	€ 9,240	Soup Kitchen Project	Namibia	Renovation of the canteen of the Cittadella della Solidarietà (Citadel of Solidarity) that provides 400 meals a day.
La Mongolfiera NPO	€ 9,632	Bando Giacomo	Italy	Bando Giacomo contributes to the additional costs that families with disabled children have to bear.
Leoni Sicani	€ 10,000	"Niente è impossibile" ["Nothing is impossible"] Project	Italy	Support for a wheelchair hockey team (a paralympic sport) consisting of children with neuromuscular diseases or with severe disabilities.
ODV Il sorriso arriva subito	€ 10,000	Un sorriso in corsia [A smile in the ward]	Italy	Provision of therapeutic tricycles to paediatric cancer departments and reception facilities for children with disabilities.
Re.Leg.Art	€ 11,475	Io Progetto, Creo, Produco [I Design, Create, Produce]	Italy	Workshop for disabled children (9-10 years), in which they try to help overcome and/or face the limits due to their condition.
Retina Italia NPO	€ 14,000	Through Vicky's Eyes Project	Italy	Research on a rare congenital disorder that causes blindness in children.
Rise Against Hunger	€ 9,250	Meal packaging project	Zimbabwe	Distribution of meals at school; this encourages families to send children to school to receive food and education.
Teamsforchildren	€ 20,000	Trep Project	Italy	Structure the database as a permanent multicentric hospital registry (patients from 0 to 18 years) in order to assess epidemiology and survival in relation to the various risk factors and various treatments carried out.
WOESER	€ 10,350	Tibetan Children's Hostel	India	Construction of a hostel for Tibetan refugee children and young students.
Fondazione L'Albero della Vita	€ 33,000	Grandi Si Diventa [We become great]	Italy	Donations received in 2020 but relating to the 2019 Fundraising Gala Dinner. See the 2019 Financial Statements.
ABC Burlo	€ 130	Come a Casa [Like at Home] Project	Italy	Donation received in 2020 but relating to the six-monthly fundraising "Come a Casa". See the 2019 Financial Statements.
Banco Alimentare Lombardia	€ 10,000	La Navetta della Solidarietà [The Solidarity Shuttle]	Italy	Coverage of the annual expenses of the shuttle that delivers food to poor families with children.

Domus de Luna	€ 2,500	Helping families in need	Italy	Support for families with children hard-pressed by the economic crisis arising from the coronavirus pandemic.
Every Child is my Child NPO	€ 20,000	Plaster School Project	Turkey	Prepare students, Syrian refugee minors, for integration in Turkish public schools, to continue an educational path and have future perspectives.
Fondazione per l'Ospedale dei Bambini Buzzi	€ 99,883	Emergenza Covid - Insieme ce la faremo [COVID emergency - We'll make it together]	Italy	Purchase of personal protective equipment and instruments for different hospitals in Italy (Siena, Cosenza, Olbia, Milan)
Fondazione Vittorio Polli ed Anna Maria Stoppani	€ 15,000	Aid for orphanages in Nepal	Nepal	Support for orphanages in remote Nepalese mountain areas.
UNHCR	€ 20,000	Syria Emergency	Syria	Distribution of tents, hygienic kits and basic necessities to Syrian refugees, to cope with the humanitarian emergency.
Fondazione Laureus	€ 70,465		Italy	
Insuperabili NPO	€ 71,613	Sogni Realizzabili [Achievable Dreams]	Italy	Support for 250 children with physical or intellectual disabilities, to integrate into society and test their sports skills, playing a sport together with other small athletes.
Lo Spirito di Stella	€ 71,065		Italy	
A Ruota Libera NPO	€ 90,750	La Casa di Matteo [Matteo's House]	Italy	Support of two reception facilities for 60 orphan children with serious malformations, tumours, diseases that need special care and family support.
ACRA	€ 41,041	Educazione per tutti [Education for all]	Chad	Take all measures to contain the health emergency so that students, teachers and all school staff can continue to attend school safely.
AISLA NPO	€ 164,222	Baobab and Nemo Centre Project	Italy	Continuous support for scientific studies aimed at investigating the problems of children between the ages of 8 and 13 with a parent affected by ALS and the construction of the first room that will accommodate children with AMS, together with a parent, in the hospital in Brescia.
Aleimar	€ 35,067	Una luce per Balou [A light for Balou]	Republic of the Congo	Protect disabled children with autism, epilepsy and somnambulism who are at risk of harm in the event of night-time crises due to the lack of lighting in the "Balou" reception centre.
Amani	€ 87,025	Ndugu Mdogo Rescue	Kenya	Support for Ndugu Mdogo Rescue, the first reception centre for children forced to live on the street. It was established in 2006 in the slums of Kibera, with the aim of allowing children to cope with the health and economic emergency that has hit Nairobi.
Amici per il Centrafrica NPO	€ 44,400	Canteen for children in Ngouma	Central African Republic	Creation of a canteen in order to guarantee children attending nursery and primary school at least one meal per day until June 2021.
Andrea Bocelli Foundation	€ 79,590	Scuola in Ospedale [School in Hospital]	Italy	Support for the H-LABS ABF pilot project that aims to guarantee thousands of children in the Italian Paediatric Hospitals (AOPI) network access to quality education during long periods of hospitalisation.
Associazione Amici di Cometa	€ 194,674	Piccoli Principi [Small Princes] Project	Italy	Provide food support to children and young people coming from vulnerable situations, who are welcomed daily by the "Una Casa per Crescere" [A House to Grow] Day Centre.
Associazione Autismo E'	€ 20,000	Autibag Project	Italy	Support for children and young people with autism spectrum disorder, distributing a kit of personalised material in order to give continuity to the achievement of different autonomies with the help of educators, despite the distancing due to the health emergency.
Associazione pro Terra Sancta	€ 57,452	Beirut Emergency	Lebanon	Supporting the most vulnerable families with children living in the Beirut area affected by the August 2020 explosion, by distributing food parcels, medicines and other basic necessities and repairing damaged homes.
Associazione pro Terra Sancta	€ 65,807	"UN NOME, UN FUTURO" [A NAME, A FUTURE] Project	Syria	Support 1,000 Syrian children from Aleppo, orphans or born of abuse, not yet registered in the registry, in embarking on, together with their mothers if present, a path of psychological rehabilitation and reintegration into society.
Cascina Don Guanella	€ 120,000	Casa dell'autonomia [House of autonomy]	Italy	To ensure continuing support for the Cascina don Guanella projects. A social agriculture experience for the reception and care, training and employment of children and young people alone and at serious risk of social exclusion.

Cesvi	€ 82,827	Insieme per la musica [Together for music]	Brazil	Support for child protection facilities providing services and care for orphans, children living on the streets or those who have been abandoned or are victims of exploitation and violence, including within the family.
Dymano Camp	€ 4,000	Contribution to the recreational therapy project	Italy	Recreational therapy for ill or disabled children.
Elice	€ 10,000	Elice si fa in otto [Elice doubling down] Project	Italy	Therapeutic support for children with down syndrome, autism, genetic syndromes and neuro-developmental disorders and intellectual disabilities who live in contexts of economic and social fragility.
Fight the Stroke	€ 72,853	Palestra Fighters [Fighters Gym]	Italy	Support for the online training platform to allow children with Childhood Cerebral Palsy to continue training at home, and coaches and therapists to maintain their activities, even during emergency closures in the territory.
Fondazione Archè	€ 50,000	Casa Marzia Project	Italy	Start the renovations of a facility in Rome which will be used to welcome mother-child pairs in vulnerable situations and in need of a period of reception in a community or in an apartment.
Fondazione Francesca Rava NPH Italia NPO	€ 80,000	Next Generation Project	Haiti	Project to support the entire vocational training course, lasting two years, for 25 boys and girls from the Street Schools and enrolled at the École Polytechnique Saint Luc, in Haiti.
Fondazione Laureus	€ 8,000	Milano Torna in campo [Milan Back on the pitch]	Italy	Access to sports medical examinations and subscriptions to a biweekly sports activity for one year for children from families with economic difficulties.
Fondazione Mission Bambini NPO	€ 79,574	Ridisegniamo la Scuola [Redesigning the School] Project	Italy	Project for the purchase of devices and school materials useful to give children and youth the chance to follow distance learning, and the distribution of basic necessities for children.
Fondazione Mission Bambini NPO	€ 47,583	Give The Beat	Myanmar	Surgical missions to operate on needy children with heart diseases.
Fondazione per l'Ospedale dei Bambini Buzzi	€ 64,886	Emergenza Lombardia [Lombardy Emergency]	Italy	Project for the purchase of healthcare equipment loaned to hospitals in need and which, once the emergency is over - will be returned to Hospital Buzzi and destined for the new resuscitation department, under construction for 2021.
Golfini Rossi	€ 74,900	Food security at Mvimwa Primary School	Tanzania	Support for the project "Food security in St. Placidus Primary School in Mvimwa" to allow young students to have nutritious meals, suited to their stage of cognitive development and growth, in suitable and clean environments.
L'Albero della Vita	€ 120,000	Varcare la soglia [Crossing the threshold] Project	Italy	Project to provide psychological support to children and systemic psychological support to families experiencing serious social emergencies.
LILT	€ 56,040	Soccorso tel Pediatrico H24 [24-hour Paediatric Telephone Aid]	Italy	Support for activities that allow, at the Oncological Paediatric Complex of the National Cancer Institute of Milan, 24/7 telephone availability for families with children treated for cancer, during the period after hospitalisation.
Never Give Up NPO	€ 78,120	Meet Us Project	Italy	Psychotherapist support in five cities (Rome, Milan, Perugia, Bari and Avezzano) with a first consultation for both children with eating disorders and family members.
SOS Villaggi dei bambini	€ 11,342	Mamma bambino [Mother child] Project	Italy	Project to support reception and psychological support facilities for children and their mothers, victims of violence.
Twins International NPO	€ 50,000	Food programme and Coronavirus Prevention Plan	Kenya	Project to support families with children in the Nairobi and Rombo slums, guaranteeing the distribution of food and school lunches.
Twins International NPO	€ 40,000	Slumgirls Empowerment	Kenya	Project dedicated to the health of girls in Dandora, guaranteeing food, education, hygiene kits and scholarships for specialisation in Italian cuisine.
Formación Senegal	€ 24,342	Formarse para quedarse	Senegal	Guarantee scholarships to earn a diploma in a quality high school, allowing access to the world of work.
Fundación Noelia	€ 27,642	Muèvete por la Investigacion, Muèvete por el Colàgeno	Spain	Support for the research and knowledge of muscle dystrophy due to collagen VI deficiency in order to find a cure for the affected children.
Rafiki Projects for development	€ 16,103	Enfermeria para Blue Sky School	Tanzania	Open a free infirmary inside the school with everything needed to monitor the health status of students and residents in the area who do not have access to medical care.

4. OBJECTIVES AND ACTIVITIES

Apascide	€ 13,715	Apoyo a los niños y niñas con sordoceguera	Spain	Ensure a training course for deaf-blind children aimed at achieving the ability to relate with others.
Alinur Kids	€ 14,150	Ayuda a los Niños y Niñas con Necesidades Educativas Especiales	Spain	Ensure that children with cognitive disabilities follow pathways to support learning, through psychological support and play-training activities.
Asociación Hogar de María	€ 14,040	Tu Ayuda Da Vida	Spain	Distribution of food and basic necessities for mothers and children.
Fundación Mencía	€ 13,650	Enfermedades genéticas raras	Spain	Support for research on the mutation of the Gfml gene as a model for the study of dysfunctions that cause hepatic encephalopathy.
Fundación Andrea	€ 11,505	Acompáñanos en el Camino de Santiago de la mano de la Fundación Andrea	Spain	Ensure support for the activities carried out in favour of families who have children with chronic or terminal diseases.
Korima	€ 11,400	"Encuentros Solidarios"	Republic of the Congo	Distribution of food to children for one year.
Mamás en acción	€ 11,395	Ni un Niño Solo	Spain	Support for the activities of operators accompanying children who are sick, without parents or who cannot live with them during long periods of hospitalisation.
Asociación AFAR	€ 11,030	Apoyo a los menores en situación de riesgo de exclusión social.	Spain	Support for children at risk of social exclusion due to drug addiction.
Fundación Ave María Sitges	€ 10,875	Estimulación física y cognitiva de niños con discapacidad	Spain	Educational support for children with cognitive disabilities to allow them to continue with distance learning during the health emergency.
Conquistando escalones	€ 10,442	Quesomentando Escalones	Spain	Research support for the treatment of muscular dystrophy.
Down Sevilla	€ 2,588	Apoyo a los niños con Síndrome de Down	Spain	Allow children from 0 to 6 years of age with Down's syndrome to carry out activities that improve their quality of life.
Fundación Psicopediatría	€ 2,588	Apoyo a los niños enfermos	Spain	Contribute to the purchase of a minibus to take sick children to their therapy appointments in the hospital.
Acell	€ 2,588	Apoyo a los niños con discapacidad psíquica	Spain	Provide the sports centre with the necessary equipment to allow children to play sports.
Gota de leche	€ 2,588	Apoyo a las madres en situación de riesgo social	Spain	Distribution of meals for children of single and marginalised mothers.
Fundación Pequeño Deseo	€ 10,330	Cumplir el Deseo de un Niño es su Mejor Medicina	Spain	Give seriously ill or terminally ill children a moment of joy by making their dreams come true.
AFAE	€ 10,234	Recursos ante la vulnerabilidad	Spain	Promote the integration of vulnerable children, provide social skills and resources for personal development by preventing risky behaviours such as bullying and gender-based violence.
Aspanion	€ 5,075	Apoyo a familias con niños diagnosticados de cáncer	Spain	Psychological support for families of children with cancer to deal with the diagnosis and all phases of the disease.
Asindown	€ 5,075	Favorecer y promover la dignidad y los derechos de las personas con diversidad funcional.	Spain	Support for the school integration of children with Down's syndrome.
Fundación Andrés Olivares	€ 10,081	Estamos a tu lado	Spain	Support for families of oncological or severely ill children.
Fundación Avan	€ 10,050	AVANzando Juntos	Spain	Research support for neurological diseases.
Ameb	€ 10,020	Educación y rehabilitación	Spain	Support for centres that welcome children from 0 to 6 years old who have or are at risk of developing a developmental disorder and who are suffering from spina bifida disease.
Upacesur	€ 10,000	Upacesur por la discapacidad	Spain	Provision of health protections to allow children with cerebral palsy to participate in activities.

4. OBJECTIVES AND ACTIVITIES

Asociación Cepri	€ 16,256	Ayuda a los niños y niñas con autismo de CEPRI a conseguir su patio	Spain	Allow the renovation of the courtyard of the Cepri centre, a reference point for children with autism spectrum disorder for social activities.
Amencer	€ 2,049	Amencer para los niños y niñas	Spain	Allow the purchase of computers and other educational materials suitable for children with cerebral palsy.
Buen Pastor	€ 2,049	Buen Pastor para los niños y niñas	Spain	Provide children with devices for distance learning that cannot be provided by their families.
Banco de Alimentos de Vigo	€ 2,049	Banco de Alimentos de Vigo cerca de los más pequeños	Spain	Support for families with children by providing them with food and basic necessities.
Amedis	€ 2,049	Amedis cerca de los niños con discapacidad intelectual.	Spain	Psychological support for children with intellectual disabilities who have experienced even more hardships during the health emergency.
Bicos de Papel	€ 2,049	La Casa	Spain	Support for 10 children and their families in fragile conditions who need a home.
Fundación Juan Soñador	€ 2,049	Contra la brecha Digital	Spain	Provide children with devices for distance learning that cannot be provided by their families.
Aldeas Infantiles	€ 2,049	SOS los niños de Galicia	Spain	Distribution of health protection to allow children to attend the centre in total safety. The minors have delicate family situations and follow family reintegration or removal paths.
Down Vigo	€ 2,049	Down Vigo cerca de los niños	Spain	Support project for children from 0 to 6 years old, who have or are at risk of developing developmental disorders.
La Torre de Hortaleza	€ 8,678	Ayuda a los niños de La Torre de Hortaleza	Spain	Inclusion of children at serious risk of social exclusion through basketball.
Asociación para el desarrollo y la cooperación	€ 8,640	Los niños del Valle de Mangola	Tanzania	Support for school students by providing school supplies and food.
Afanion	€ 8,080	Familias de Niños con Cáncer de Castilla-La Mancha	Spain	Support for the families of 250 children and adolescents with cancer at an economic, psychological, educational and social level.
Hermandad Jesús Caído	€ 7,810	Hermandad Jesús Caído para los niños	Spain	Purchase of Christmas toys to be given to needy children.
Apnadah	€ 6,778	Acogimiento Familiar	Spain	Support for families with children suffering from attention deficit and hyperactivity disorder.
Fundación A la par	€ 6,060	Endulzando el Corazón de los Niños de la Fundación A La Par	Spain	Provide disabled and needy children and teens at the A La Par Institute with useful devices to follow distance learning.
Fundación Ana Valdivia	€ 5,224	Fundación Ana Valdivia cerca de los Niños con parálisis cerebral	Spain	Support for families with children suffering from cerebral palsy.
Terapia a cavall	€ 5,078	Hipoterapia para niños especiales	Spain	Support for children and teens with physical and cognitive disabilities through hippotherapy.
Fundación Sandra Ibarra de solidaridad contra el cáncer	€ 4,488	Remodelación integral de la Planta Sótano de Oncología del Hospital Virgen Macarena	Spain	Contribute to the restructuring of a floor of the paediatric oncology department in order to make it more welcoming for children undergoing treatment.
Asociación de padres disminuidos intelectuales del internado Aspadis	€ 4,190	Estimulación multisensorial de niños con discapacidad psíquica y intelectual severa	Spain	Purchase of teaching materials for children with mental and cognitive disabilities.
TOTAL	€ 3,644,535*			

* The amount of 23,000 euros is added to this total, relating to the donation in kind corresponding to the purchase of personal protective equipment (masks) for school-age children. The overall total is therefore 3,667,535.00 euros.

4.2 Focus on Beneficiaries

15,155 children: the total number that the organisations have declared having been able to help thanks to the aid from Mediolanum Foundation received in 2020. This data will then be compared with what will emerge during the reporting phase.

For each of the projects financed, the beneficiary body was asked to indicate the number of minors who would be affected by the intervention, in order to be able to compile an overall figure.

This was possible for most of the projects, especially for interventions in the fields of care and education/schooling. This type of quantification was more insidious with regard to research projects and in the health field, where, for example, the intervention takes the form of the purchase of a machine for which it is difficult to estimate the number of minors who will benefit from it in its useful life. With regard to research, the funded project does not always generate significant results; in some cases the research does not produce positive results but it is always useful, as other researchers will focus on alternative and potentially more effective solutions, avoiding the process that proved to be unsuccessful. Even if a research project were successful, it would still be difficult to express a precise number of children actually helped in the present and in the future.

For this reason, the number of minors assisted with the projects financed in 2020 is certainly less than what could have been expressed, as it does not take into account the cases described above.

4.2A Size of the beneficiary organisations

Before confirming its collaboration on a project proposed by a non-profit organisation, Mediolanum Foundation examines the financial statements of the same to assess its size and try to deduce its efficiency from the income statement.

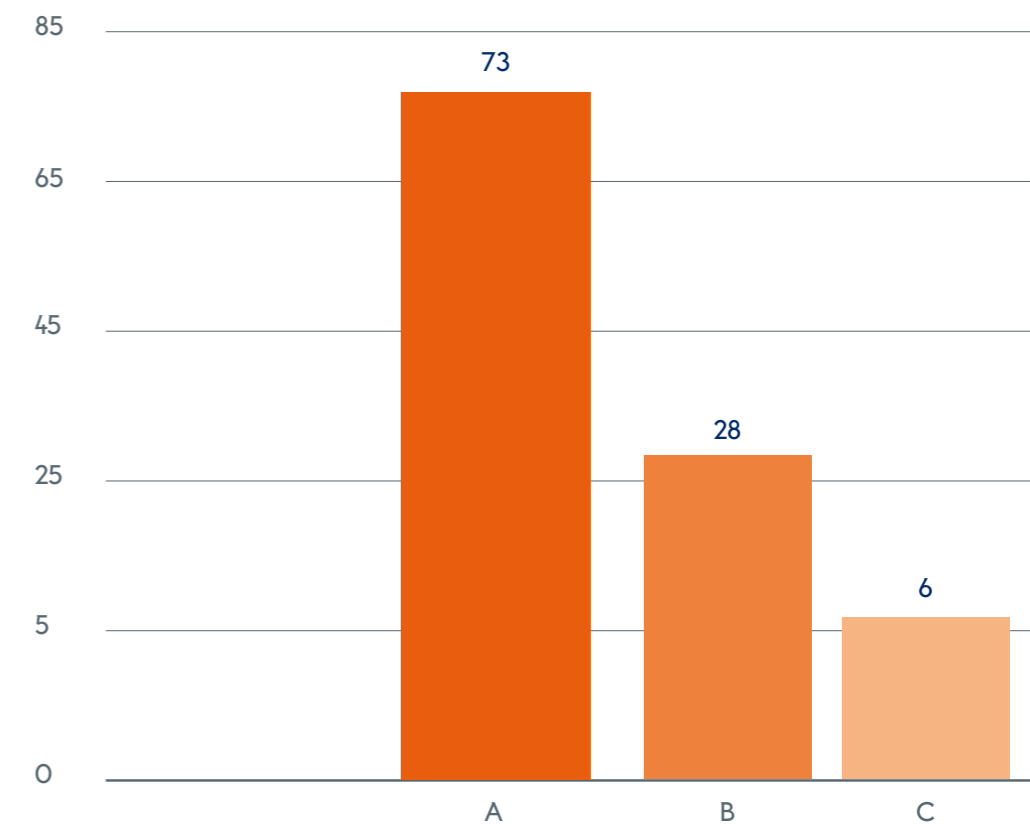
The last three economic-financial statements available for each of the **107 associations** and bodies whose projects were supported by Mediolanum Foundation during 2020 were examined for the preparation of this Annual Report.

With regard to size, each of the organisations examined could be attributed to one of three identified groups. The reference figure for the attribution to a given group consists of **the average of the total income** present in the three financial statements examined, this to avoid erroneous attributions due to individual years particularly out of average, both positive and negative, due to exceptional events.

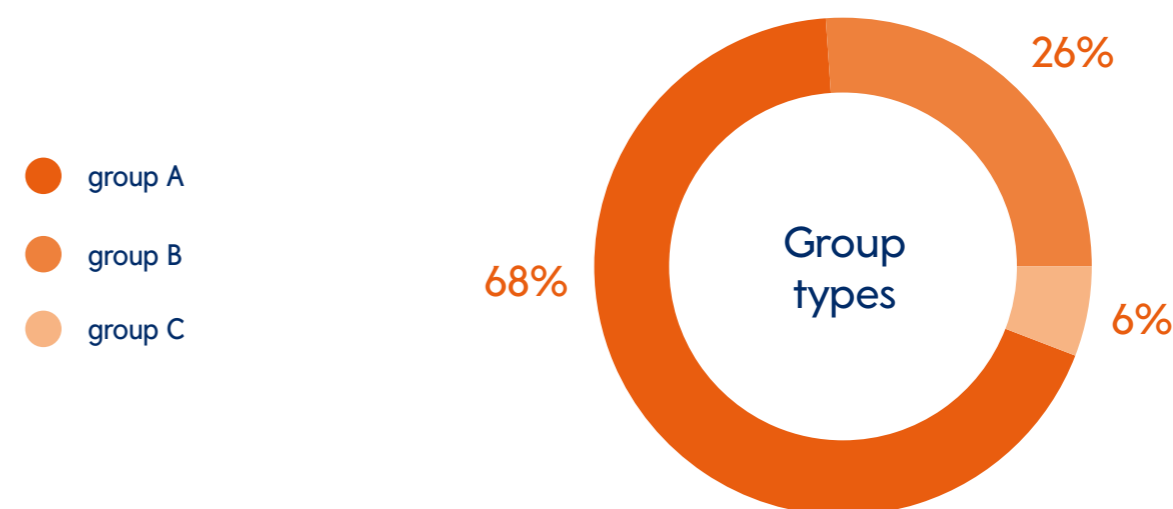
The description and reference parameters of each group are shown below:

- **GROUP A: Small and medium-sized** organisations/associations/foundations. This group includes organisations with a three-year average of income between 0 and 999,999 euros.
- **GROUP B:** Organisations/associations/foundations of **significant** size. This group includes organisations with a three-year average of income between 1,000,000 and 9,999,999 euros.
- **GROUP C:** Organisations/associations/foundations of **large** size. This group includes organisations with a three-year average of income greater than 10,000,000 euros.

The following framework emerged from the analysis carried out on the partners with which the Foundation collaborated in 2020:



This analysis confirms the Foundation's willingness to support small or medium-sized organisations that allow a more direct exchange of information, less mediated analysis of needs and the possibility of customising projects and interventions.





4.2B Evaluation of the efficiency of the beneficiary organisations

The analysis of our partners' financial statements also proves useful for calculating their efficiency.

In this case, the data examined were the total costs and the costs attributable to project implementation.

Also in this case, the last three financial statements were examined for each organisation in order to obtain an average figure.

The ratio of project costs to total costs allowed us to derive a percentage that indicated the efficiency of the organisation, i.e., the higher the resulting percentage, the more efficient the organisation under consideration.

Analysis example:

Table 5 /SIMULATION FOR ASSESSING ORGANISATIONS BY WAY OF EXAMPLE

XXX Organisation	YEAR	AMOUNT	AVERAGE	REPORT
Project expenses	2019	113,000.00 €	123,333.33 €	83%
	2018	158,000.00 €		
	2017	99,000.00 €		
Total expenses	2019	150,000.00 €	149,333.33 €	
	2018	175,000.00 €		
	2017	123,000.00 €		

The **management costs of the organisation** (rent, bills, IT tools, administrative staff), **communication and fundraising expenses** with the relative staff were considered **structural costs**, and therefore costs not attributable to projects.

The **cost of staff involved in projects** (educators, researchers, professionals, etc.) is instead considered as project costs.

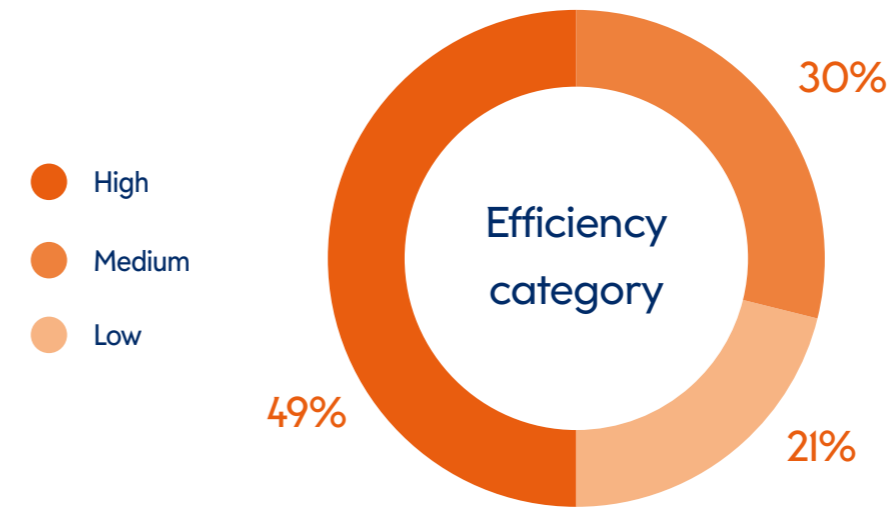
Also in this case, the partners with whom the Foundation collaborated in 2020 were categorised into three groups of efficiency:

- **LOW:** The ratio of project costs to total costs is less than 70%.
- **MEDIUM:** The ratio of project costs to total costs is between 70% and 85%.
- **HIGH:** the ratio of project costs to total costs is more than 85%.

Table 6 / EFFICIENCY CATEGORIES

Efficiency group	No. of organisations
Low (<70%)	22
Medium (>70%; <85%)	32
High (>85%)	53
Total	107

The analysis shows that the majority of partners whose projects were supported by the Foundation in 2020 have a ratio of project costs to total costs of over 70%, **with a final average overall efficiency figure of 81%.**



4.2C Geography and intervention areas 2020

The projects financed during 2020 were chosen without following any specific logic of geographical distribution or scope of intervention and without any exclusion in this regard.

The presentation of the projects by the proposing organisations (see chapter 2 "General Information", section "Transparency") has no pre-established dates but takes place throughout the year; the approval of the same, with the consequent collaboration in the fundraising campaign,

takes place following the chronological order of presentation until the available budget is exhausted.

This means that the Foundation does not select projects to have a fair geographical distribution (Italy vs Abroad) and between the different areas of intervention (Assistance, Education, Health, Research and Rights); the overall picture of how and where the Foundation intervened with its fundraising and disbursement campaigns emerges only when the last project has been approved and the budget exhausted.

The breakdown between the different intervention areas is shown below:

Table 12 /INTERVENTION AREAS

Area	Number of projects	% Projects
Support	79	65%
Education	19	16%
Healthcare	18	15%
Research	5	4%
Total	121	100%

Area	Amount	% Amount
Support	2,513,594.77 €	68%
Education	645,148.71 €	18%
Healthcare	440,231.52 €	12%
Research	68,560.00 €	2%
Total	3,667,535.00 €	100%

The materiality matrix showed that the areas for which stakeholders expressed a higher score are already those on which almost all of Mediolanum Foundation's intervention is focused (Care, Education and Health). Research and Rights, on the other hand, scored lower: in view of this, there is no need to modify how projects are chosen in order to rebalance the Foundation's interventions among the different areas.

The issue of geographical distribution did not obtain a very high score, a sign that stakeholders' attention is more focused on the effectiveness, efficiency and transparency of projects rather than on the geographical location of the same.

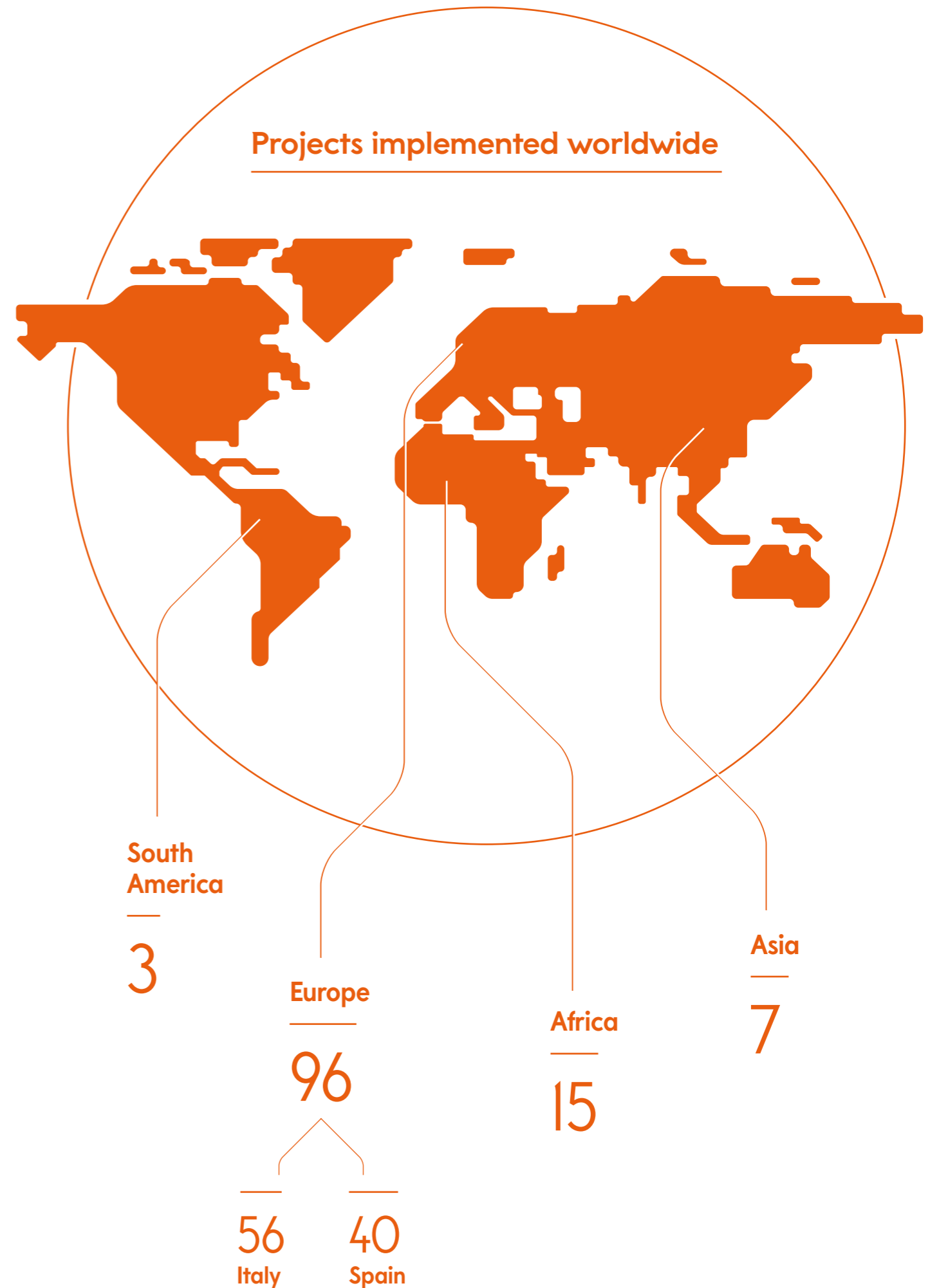
The location of the projects supported in 2020 is shown below:

Table 7 / LOCATION OF SUPPORTED PROJECTS

Continent	Amount	% Amount
Africa	473,274.58 €	12%
Asia	236,191.13 €	6%
Europe	2,785,142.37 €	76%
South America	172,926.92 €	5%
Overall total	3,667,535.00 €	100%

Table 8 / FOCUS ON EUROPE

Country	Amount	% Amount
Italy	2,476,451.37 €	89%
Spain	308,691.00 €	11%
Overall total	2,785,142.37 €	100%



Projects carried out in Italy



Table 9 / FOCUS ON ITALY

Region	Number of projects
Calabria	2
Campania	2
Emilia Romagna	4
Friuli Venezia Giulia	1
Lazio	2
Liguria	2
Lombardy	25
Marche	1
Piedmont	1
Apulia	1
Sardinia	2
Sicily	2
Tuscany	4
Umbria	2
Veneto	5
Overall total	56

A good distribution of projects throughout Italy can be noted, with the evident preponderance of the Lombardy region,

where the headquarters of many organisations reside, whose projects very often have a more national than regional impact.

4.3 Focus on Funded Projects



Area: assistance

Country: Syria

Contribution disbursed: 20,000 €

Partner: UNHCR, collaboration since 2013



Milestone: One emergency kit for displaced families distributed to 8,870 people (materials for personal hygiene, two solar lamps, a set of pots and pans, four mattresses, two water tanks, five blankets, two waterproof sheets).

Together with UNHCR for the emergency in Syria

Mediolanum Foundation NPO decided to support UNHCR by intervening in the emergency in the north-east of Syria, which at the end of March 2020, due to the global Covid-19 epidemic, was passing unnoticed.

In March 2020, thousands of Syrian women and children were risking their lives without a place to sleep, a tent or even a blanket.

Since 1 December 2019, about one million people have had to leave their homes in north-eastern Syria to escape the violent fighting. Over half a million of them fled to the north-western areas of the Idlib Governorate, while the rest took refuge in the areas north of Aleppo.

Four out of five people were women and children, traumatised and forced to sleep outdoors. Providing these families with emergency accommodations was an absolute priority.

In March 2020, a ceasefire was reached and systematic air strikes ended, even though some bombings continued to occur in areas near the border. Despite the truce, the humanitarian needs in the area continued to be immense. The indiscriminate violence has had a devastating impact on the lives of civilians who have been forced to flee en masse. The most acute needs related to housing, water, sanitation, food and protection from violence and abuse. Other consequences of violence against civilians in the medium and long term could be acute malnutrition of children, the destruction of schools and hospitals and the loss of at least 150,000 hectares of arable land.

Coronavirus Situation

On 3 March 2020, Syria announced the closure of the Bab AlHawa border post with Turkey, the main one used for humanitarian convoys, to counter the coronavirus pandemic. Everyone, including traders and journalists, was banned from transit. However, the ban did not apply to humanitarian convoys, which could continue. UNHCR was engaged in the massive distribution of humanitarian aid in the areas where the displaced people had arrived. The most urgent items were tents, so as not to leave families outdoors in the cold, and basic necessities such as blankets, hygiene kits, mattresses, because the families had nothing with them. In addition, UNHCR was using cross-border humanitarian convoys from southern Turkey to north-western Syria to distribute basic necessities and quickly provide assistance through the Reyhanli-Bab Al Hawa and Kilis-Bab Al Salam crossings.

It was thus possible to transport 5,100 tents and 3,500 emergency kits, benefiting 48,100 people. The tents and kits were distributed to families: each kit contained materials for personal hygiene, two solar lamps, a set of pots and pans, four mattresses, 84 diapers, 20 sanitary pads, two water tanks, five blankets, and two waterproof sheets. Thanks to UNHCR, which intervened promptly and organised more humanitarian convoys, and the contribution of Mediolanum Foundation, it was possible to distribute emergency kits to 8,870 people and 2,100 tents, ensuring a roof for 12,600 displaced people.



Area: assistance, school

Country: Central African Republic

Contribution disbursed: 44,400 €

Partner: Amici per il Centrafrica, collaboration since 2017



Milestone: one meal per day for six months for 354 children

A meal a day for the children of Amici per il centrafrica

There was no canteen in the school of Ngouma, in the Central African Republic: Mediolanum Foundation worked together with Amici per il Centrafrica to guarantee at least one balanced meal a day for young students, encouraging their continuity in attending school.

AKA pygmies are one of the oldest populations in Central Africa and still live according to a traditional socio-economic system. These inhabitants of the forest are divided into camps of 30-40 people. Their economy is based on hunting for men and the harvesting of fruits, tubers and insects for women: the AKA pygmies are the testimony of a difficult cohabitation between past and present.

Since 2000, the Amici per il Centrafrica Association has promoted projects to support Aka Pygmies, ensuring healthcare services, training and education, dealing with the defence of their rights, training and the start of agricultural activities as an alternative to hunting, thus promoting the development of their own autonomy within the community.

Over the years, Amici per il Centrafrica has managed to build a well in the village of Ngouma, gardens for agricultural projects, a small paediatric dispensary, homes for teachers and volunteers, the "della Gioia" nursery school, already supported by Mediolanum Foundation in 2019, and the "Daniele Comboni" primary school, which allow these people, considered "the last among the last", access to a school education.

The schools are attended by 354 children. Amici per il Centrafrica is responsible for providing teaching material and managing both the teaching staff and school structures, while in 2020 a "canteen" service in the schools was needed in order to guarantee the children attending them at least one meal a day until June 2021, with the aim of facilitating attendance at the school itself.





Area: healthcare, assistance

Country: Italy

Contribution disbursed: 90,750 €

Partner: A Ruota Libera NPO, collaboration since 2020



Milestone: purchase a minibus needed to transport the children to the hospital.

United to help the children of Casa di Matteo

Mediolanum Foundation NPO, the Academy of the Guardia di Finanza and Fondazione Vittorio Polli e Annamaria Stoppani together to help the 60 children welcomed in the facilities of the association A Ruota Libera NPO.

"La Casa di Matteo" arose from a real experience.

Abandoned at birth in the hospital, Matteo was then adopted by a mother and father who promised to be the family he did not have.

A year after his adoption, Matteo began to suffer from severe headaches: he was found to have a terrible cancer. He fought like a warrior with his mum and dad to the very end.

Not all children are lucky enough to have a close family: many babies who are born with serious malformations, disabilities or terrible tumours are left to the care of doctors because no one can or wants to take care of them; many are non-EU citizens who, not having a culture of prevention during pregnancy, unaware of the possible diseases that a foetus can contract, give birth to sick children and, due to economic or social impossibility, abandon them in hospitals, where these children live their short lives alone.

"La Casa di Matteo" is a special project that provides for the construction of two shelters for 60 orphaned children with medium and severe disabilities, serious malformations, tumours, diseases that require not only special care but above all family love and an accompaniment to death. The two shelters are located in two municipalities in the Neapolitan area.

In 2020, due to the pandemic, aid from both volunteers and economic aid were lost.

On 22 December 2020, at the Gelsomino Theatre in Afragola, the charity event of the Academy of the Guardia di Finanza was held in favour of Casa di Matteo of the A Ruota Libera NPO association: the funds collected during the evening were doubled by Mediolanum Foundation NPO and Fondazione Vittorio Polli e Annamaria Stoppani.

With the proceeds of the evening it was possible to support not only the care for children welcomed at La Casa di Matteo but also buy a minibus necessary to transport the children to the hospital.



Area: school, healthcare

Country: Italy

Contribution disbursed: 79,590 €

Partner: Andrea Bocelli Foundation, collaboration since 2017



Milestone: 768 children benefited from the Digital Lab project for school in the hospital

Together with ABF for schools in the hospital

Mediolanum Foundation NPO organised a solidarity lottery in favour of Andrea Bocelli Foundation to support children hospitalised in long-term care.

From 4 to 21 December 2020, Mediolanum Foundation NPO organised a solidarity lottery in favour of Andrea Bocelli Foundation with the commitment to double the first 35,000 euros collected.

The goal was to support the H-LABS ABF pilot project that aims to guarantee thousands of children in the Italian Paediatric Hospitals (AOPI) network access to quality education: many students attend school while staying in hospitals, which is why we worked together with ABF to donate educational equipment, insert professional figures such as a digital atelier and create a new space in line with the latest research on innovation in terms of learning, a place to activate paths of art, music and foreign language to integrate and enrich the teachers' lessons.





Area: assistance

Country: Italy

Contribution
disbursed:
11,342 €

Partner:
SOS Villaggi
dei Bambini,
collaboration
since 2013



Milestone:
10 mothers
and 16 child victims
of violence received
psychological support

Against violence together with SOS Villaggi dei Bambini

Domestic violence threatens life and the most precious bond of all: that between mother and child. Mediolanum Foundation NPO and SOS Villaggi dei Bambini worked together to support the Mamma-Bambino [Mother-Child] project.

Every year one in three women suffers at least one episode of physical or sexual violence, 400,000 children are victims of witnessed violence, 91,000 minors are assigned social services because they are victims of some form of mistreatment.

This means living in a family where a small accident or mishap is enough to trigger uncontrollable anger, walking on tiptoe to make little noise, wanting to disappear and at the same time grow quickly to be able to protect mum, see the bruises on her arms and hide under the table when the screams become unbearable.

This is domestic violence told through the eyes of children. Watching this violence can have devastating effects on them.

With the "Mamma-Bambino" project, in 2019, SOS Villaggi dei Bambini had already supported 60 families for a total of 145 mothers and children in Mantua, Ostuni, Rome, Trento and Vicenza. In the Villaggi SOS, children and their mothers, victims of violence, are welcomed in a safe place and included in a path of psychological support to finally escape the nightmare and their fear.

In 2020, even more mothers and children were victims of violence due to the closures and restrictions caused by the Covid-19 emergency: for this reason, Mediolanum Foundation NPO decided to support the SOS Villaggi dei Bambini project and continue to guarantee aid, doubling the funds collected to help even more mothers and children.

"I'm 20 years old, I am the mother of M., an 8-month-old child. I came to the Villaggio SOS of Trento when I was 12 years old. After I turned 18, my boyfriend and I learned we were going to be parents. At first I was scared, I was young, I didn't have a job and taking care of everything wouldn't be easy. Slowly I began to imagine my baby. The educators helped me so much in the early days, and then I was increasingly able to do it on my own. Now my boyfriend is waiting for me in our new house, he too has found a job and at the end of May we will all be together." - E.O.





Area: clean water and sanitation

Country: Tanzania

Contribution disbursed: 79,590 €

Partner: Golfini Rossi, collaboration since 2020



Milestone: Safe water and hygienic environments suitable for 350 children

Food security in Tanzania with Golfini Rossi

Mediolanum Foundation NPO supported the project "Food security in the St. Placidus Primary School in Mvimwa" of Golfini Rossi NPO to allow 350 small students to have nutritious meals in suitable environments, meeting their phase of cognitive development and growth, and personal hygiene thanks to clean water.

There are over 20,000 people living in the villages surrounding the Mvimwa Monastery in Tanzania. The Rukwa Region is by far the poorest rural region in the country due to inadequate and poor connections: the people there live in very precarious conditions, homes lack water, light and even floors. **The Monastery plays a social role of primary importance for healthcare and education, thanks to the dispensary with 28 beds and the management of a primary school with over 350 children**, professional schools for electricians and mechanics in Mvimwa and a secondary school with over 1,000 students about 60 km from the Monastery in the city of Sumbawanga.



St. Placidus Primary School is home to 350 children, 100 of whom are provided with food and accommodations for 11 months per year. Several interventions have been carried out over time, such as the renovation of the bathrooms and dormitories, the preparation of a library, the replacement of the mattresses and the linen. However, a suitable local canteen was imperative and, above all, a food security project that had to necessarily include training the staff in charge of the school and the kitchen, integrating the meals with more suitable nutrients for development and growth. The project emphasised **both environmental and water hygiene, which were scarce and the main cause of health problems and malnutrition** with consequent slowdowns in cognitive development, chronic dysentery and urinary infections.

For this reason, from 2 November to 25 December 2020, Mediolanum Foundation NPO and Golfini Rossi committed to a fundraiser to build the dining room consisting of a lounge, storage room, kitchen, bathrooms and a small nursing room.



Area: assistance, education

Country: Kenya

Contribution disbursed: 40,000 €

Partner: Alice for Children Twins International, collaboration since 2014



Milestone: 350 girls are guaranteed lunch in primary school to allow them to attend school, a kit of sanitary napkins to combat "period poverty", hygiene and sex education courses at an ad hoc structure, and lastly scholarships for specialisation in Italian cuisine to guarantee a sure job.

Slum Girl Empowerment with Twins International

Mediolanum Foundation NPO supported, together with Alice for Children, a programme dedicated to the health of girls in Dandora and to the awareness of their modern role as women.

Alice for Dandora #slumgirlsempower is a 360-degree programme with a focus on girls and young women, the most vulnerable in a context of enormous promiscuity such as the slums of Nairobi, especially those bordering the landfill. The project aims to help them build a better future starting from the guarantee of daily meals in the schools bordering the Dandora landfill.

Even at an early age, girls are the most at risk of abuse, maltreatment, early marriage, pregnancy and prostitution. In this context, it is essential to protect them and the first step in doing so is to remove them from work in the landfill and from the environment of the landfill in general, keeping them in school as much as possible.

The guaranteed meal is fundamental for getting them to attend school. That meal, often the only one of the day, replaces their work in the landfill, ensures a constant presence in the classroom and keeps them away from possible aggression.

Another important step is the distribution of **sanitary kits**, composed of sanitary napkins and instructions for use and the reasons for using them.

Without them, the young girls use pieces of cloth during their menstrual period, which in addition to not being hygienic and causing infections, lead to periods of absenteeism at school.

The girls are also isolated from their companions, bullied, ashamed, and afraid to get dirty. Hygiene and sexual education courses (which are held at Alice Baby Care in Korogocho with expert educators) are very important to help the girls better understand the changes in their bodies and face their menstrual period with serenity.

Finally, 10 scholarships are awarded annually for technical hotel studies with a specialisation in Italian cuisine at our Alice Italian Food Academy in Nairobi. At the end of a five-year course after primary school, the boys and girls benefiting from this programme are placed in the world of work at the best restaurants and hotels in Kenya.





Area: assistance, rights

Country: Syria

Contribution disbursed: 65,807 €

Partner: Pro Terra Sancta, collaboration since 2020

PRO TERRA SANCTA

Milestone: identity registration for 1,000 Syrian children

Together with Pro Terra Sancta for the children of Aleppo

With the project "Un nome, un futuro" [A name, a future], we supported 1,000 Syrian children and adolescents born and raised during the war, together with their mothers, if present.

In Aleppo, almost all young people still live in extreme poverty and have been subjected to trauma and serious relational and communication difficulties due to the emergency situation and abandonment.

The direct beneficiaries of the intervention are 1,000 children who receive psychological support, with the aim of strengthening their rehabilitation path and improving their basic cognitive, emotional and relational functions that contribute to the formation and organisation of the self. In addition, children from East Aleppo can enjoy free transportation to the Franciscan Care Center in West Aleppo. The indirect beneficiaries are the inhabitants of the neighbourhoods of East Aleppo, as they have the opportunity to see a positive response to the needs of the children and their families, a sign of hope for the city and the population of the area.

The project has come to be decisive in the Syrian context and in particular in the city of Aleppo thanks to its connotations of inter-religiousness, interculturality and uniqueness. In this context of war, so unstable and tortured, which has seen clashes and violence also between individuals of different religions, the project therefore represents a strong sign of hope and rebirth for the country, showing how culture can become a decisive instrument of real collaboration between different religions, united by the desire to face the serious problems still present in the country together, but also to continue on the religious path of respect and collaboration between different faiths.

Activities

Psychological support: individual and group sessions where children are divided into groups by age in order to improve their ability to express themselves and their emotions through dialogue and other appropriate exercises.

Weekly recreational/rehabilitation activities: drawing, sculpture and manual projects to promote children's development of creativity and expressiveness, also through the use of specific materials. Visits are also offered to different places in the city of Aleppo, such as the citadel, the historical areas, the museum, production factories, along with the workshops and initiatives in the schools or surroundings.

Literacy activities for children and women.

Special medical assistance desk for children with disabilities: individual or group sessions for children with mental retardation, autism, mental disorders, language disorders or delayed pronunciation and family awareness sessions on how to treat children with disabilities. Physical therapy services, on the other hand, are provided for children who have been affected or injured in war and who have suffered dysfunction, cerebral palsy or amputations.

Women's social/legal assistance desk: mothers of unregistered children and unaccompanied children are offered assistance in obtaining and filling in the necessary documents confirming their identity within the Syrian State and guaranteeing them the same rights as other citizens.



Covid-19: projects and interventions

Health Emergency

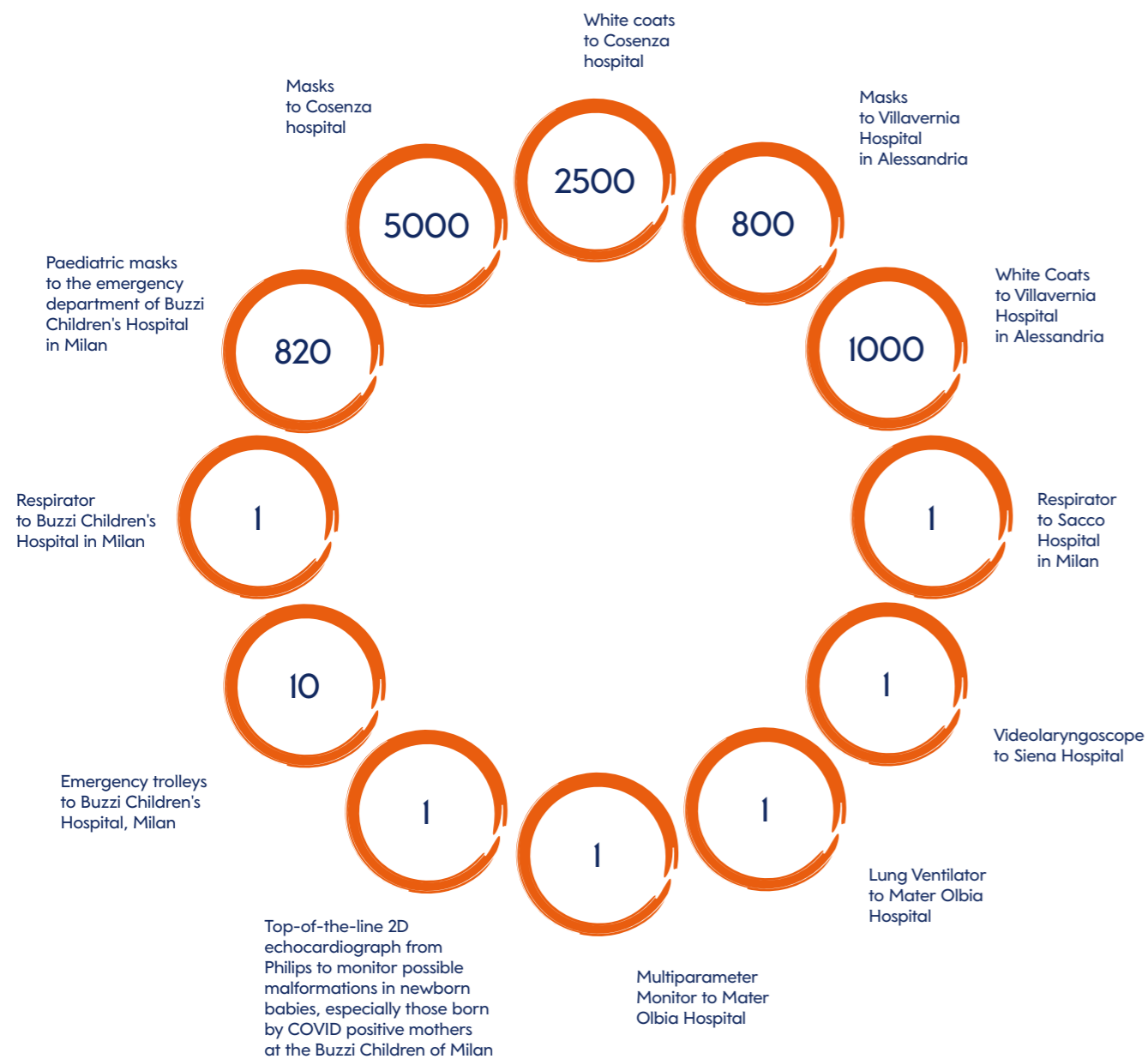
In March 2020, the Intensive Care Departments of the Hospitals of Lombardy which had been struggling with the Coronavirus emergency for days were already in great difficulty: despite the enormous commitment of all the healthcare personnel, the facilities were put under severe strain.

The equipment and materials essential for setting up new beds were missing.

For this reason, Mediolanum Foundation and Fondazione Vittorio Polli e Anna Maria Stoppani decided to intervene to support Fondazione Buzzi in aiding the Intensive Care Units of Buzzi Hospital and provide Sacco Hospital with the necessary equipment, as well as other Italian hospitals.

For each euro donated, Mediolanum Foundation and Fondazione Polli Stoppani added another in order to allow the purchase of more machinery.

A total of 164,768.65 euros were disbursed, with which the following were donated:



In addition, a second initiative took the form of the purchase and shipment of personal protection masks that were donated to non-profit associations and public institutions in need.

More specifically, 57,500 disposable masks were donated, broken down as follows:

- 5,000 for middle and elementary schools in the Municipality of Frasinetto (CS);
- 25,000 to Mission Bambini;
- 25,000 to Fondazione Francesca Rava NPH Italia NPO;
- 2,500 for middle and elementary schools in the Municipality of Castrovillari (CS).

Together with Fondazione L'Albero della Vita, we guaranteed adequate psychological support to 600 children for whom the lockdown period became traumatic, inserting one psychologist in each of the cities involved in the "Varcare la soglia" [Crossing the threshold] project.

With the arrival of Covid-19 also in Kenya, Alice for Children had to work twice as hard to find new solutions to help the families of Nairobi and Rombo. Together we have already managed to ensure:

- medical examinations for 698 families and 2,897 children in Nairobi and in Rombo;
- distribution of 2,792 kg of protein flour;
- delivery of paracetamol, syrup and other medicinal products to 60 symptomatic children;
- provision of FFP3 masks to 100 children with severe chronic diseases;

Economic Emergency

In the year of the pandemic, families already suffering economic hardships had to face even more difficulties: a real emergency within the emergency.

Banca Mediolanum and Mediolanum Foundation NPO decided to support Progetto Arca's project "Il primo aiuto, per i più piccoli!" [Help the youngest first!] to protect 1,000 children in Italy from poverty, preventing serious consequences deriving from the lack of care necessary for their growth through the donation of products for newborns.

From 1 October to 31 December 2020, for each subscription to a panel of banking products, Banca Mediolanum made a donation to Mediolanum Foundation, which donated the entirety to Progetto Arca to distribute one kit containing early childhood products per month, for one year, to each of the 1,000 children involved, for a total of 12,000 kits and another 1,000 extra packages containing colouring books, games and school supplies.

With "Ridisegniamo La Scuola" [Let's Redesign School] together with Mission Bambini, we raised funds through the pencil Perpetua to launch psychological support courses for students in four middle schools, for a total of 800 students. Moreover, tablets, PCs and interactive multimedia boards were donated to schools to support both middle and high school students in their distance learning. In addition, 500 early childhood products (food, hygiene and clothing) were distributed to 100 needy families.

With the "Milano Torna in Campo" [Milan Back to the Pitch] fundraiser, we supported the recovery of children's sports. Mediolanum Foundation donated more than 1,600 sports items to the 14 sports clubs of Milanosport, and covered the annual registration fees and medical expenses of 100 children from socially fragile contexts and followed by Laureus Italy, allowing them to practise a sport for free.

Project impact - the case of Dynamo Camp

We have always given great importance to verifying the effectiveness of our interventions, and in recent years we have established and maintained lasting relationships and collaborations thanks to direct and constant exchange with the supported organisations.

To pursue this objective, our involvement includes:

- assuming long-term commitments to verify the effectiveness of the interventions and the extent of the relative changes;
- implementing concrete and lasting projects to develop and create added value in the local areas where we have intervened;
- transparency in the activities followed and the constant verifiability of project progress;
- collaboration with partners with proven experience in the field of solidarity.

Being a second-level provider and therefore not having our own projects, Mediolanum Foundation has always been a guarantor for its supporters, with the aim of not only selecting the projects and promoting them but also of verifying their success, replicability and impact.

We firmly believe that transparent and timely accountability for our activities is a duty to those who confidently support us and to the beneficiaries of our actions.

Verifying the impact of our interventions and the sense of responsibility that we use in doing so are extremely important issues; on the one hand, they translate into the desire to be fully faithful to our Mission, and on the other, they prove to be a fundamental strategy for increasing the trust our supporters have in us.

Among the companies with which we have acted continuously in recent years, directly verifying the benefits generated, we are proud to present the partnership with Dynamo Camp which began in 2016 thanks to the Centesimi Che Contano [Cents that add up] service of Banca Mediolanum (see chapter 2 "General Information", section "Centesimi Che Contano Service of Banca Mediolanum").

This is the first recreational therapy camp in Italy, open all year round, which offers free holidays to children from 6 to 17 years old with serious and chronic diseases in the post-hospitalisation period and/or during remission from treatment, to disabled children (with neurological diseases, neuro-motor diseases and rare syndromes), to parents and/or siblings of sick children.

Their mission is to offer these children the opportunity to go back to being "simply children" and to their families to enjoy a peaceful holiday and at the same time build relationships with other families who share the same experiences.

With the awareness that the diagnosis of a disease not only affects the sick child but the whole family, the camp has structured many programmes dedicated to families with sick children, simultaneously providing just as many for their healthy brothers and sisters.

Thanks to this collaboration, 594 children and teenagers with serious and chronic diseases were able to participate in the sessions free of charge in the first three years.

The statistics for the first three years are shown below:

Campaign	Number of Guests	Contribution
"Centesimi che contano 2018" [Cents that add up] campaign	287	211,370.45 €
"Centesimi che contano 2017" § [Cents that add up] campaign	187	149,561.00 €
"Centesimi che contano 2016" [Cents that add up] campaign	120	85,981.00 €
Total	594	446,912.45 €

For the three-year period 2016-2018, Dynamo Camp conducted a detailed analysis of the impact generated on the beneficiaries of the summer sessions thanks to the collaboration with our Foundation and the results obtained have been very satisfying.

The collaboration is still active and the organisation has been collecting data for the new three-year report since 2019.

In order to process the above, Dynamo Camp used two approaches:

- Traditional SROI (Social Return On Investment);
- Qualitative-quantitative evaluation in order to interpret the results more broadly.

The first step focused on the definition of the field of analysis and the identification of stakeholders, with the aim of asking if participation in camp activities had generated a positive impact.

The feedback obtained is the result of the involvement of the following stakeholder samples:

- 293 campers (children and teenagers who participated in the sessions over the three years)
- 300 parents
- 4 volunteers from the Mediolanum community
- 754 customers of Banca Mediolanum who subscribe to the Centesimi che Contano service

Dynamo Camp therefore carried out its analysis not only through its **direct beneficiaries** and their **families** but also through the **volunteers** of Mediolanum Foundation and some Banca Mediolanum **customers**.

The next phase focused on the construction of the change map, a fundamental element, which, starting from the **input** and the activities carried out, allowed to identify the different **outcomes** generated with each of the stakeholders involved, with particular attention and priority for the campers and their families.

The 293 **campers**, interviewed through a questionnaire administered to their parents, shared the perception of an overall improvement attributable to three macro-categories: autonomy, social sphere and quality of life.

The questions asked focused on both the experiences already had at the camp, and on the hypothesis of allowing children to participate in recreational therapy activities on an ongoing basis outside the camp.

The 300 **parents** interviewed, who can be simultaneously considered both direct and indirect beneficiaries of Dynamo's activities, since they not only indirectly benefit from the improvements noticed in their children, but can take advantage of the greater time available to them during their children's stay at the Camp, were asked to indicate how they would have spent this free time.

The majority of the feedback showed that parents would spend the time working, caring for themselves or another family member.

The **volunteers** of Mediolanum Foundation expressed general satisfaction after their experience at the camp and some of them then became Dynamo volunteers; the analyses also sought to understand how belonging to a corporation which promotes corporate volunteering processes can create greater affiliation in the employee, obtaining very positive feedback.

The 754 **customers** of Banca Mediolanum who responded to the survey also provided very good feedback. More than 80% said they were aware of the project and recognised its usefulness and social importance.

Returning to the analysis, with regard to the **SROI** calculation carried out, the objective was to translate the benefits/changes that cannot always be monetised into economic results.

The **SROI** is given by the ratio between the monetary value of the change generated (outcome) and the investments/resources necessary to achieve it: in this case the contribution granted by Mediolanum Foundation (input).

Dynamo Camp then tried to economically measure the changes that affected two groups of stakeholders in particular: campers and parents, as they are the main beneficiaries of their experiences.

As for the children, each outcome was linked to economically quantifiable hypotheses expressed in:

- Costs incurred (for recreational activities to be continued outside the camp)
- Costs avoided (for psychotherapeutic or rehabilitative therapies which became unnecessary)

As for the parents, each outcome was linked to hypotheses of (economically quantifiable) activities feasible during their children's stay at the camp.

For each change identified, it was possible to estimate, through the calculation of the SROI, a corresponding financial value, thus determining the total monetary value generated by the project in relation to the contribution allocated by the Centesimi che Contano service.

From the work carried out and the measurement of the changes identified, Dynamo Camp has managed to trace an SROI of €3.23.

This means that every single euro invested in the project by Mediolanum Foundation has therefore generated an economic impact that has actually more than tripled.





Economic and financial situation

5.1 Balance sheet

Table 10 / ASSETS

Euro	as of 31.12.2020			as of 31.12.2020
	Italy	Spain	Total	Total
Current assets				
Cash and cash equivalents bank and postal deposits	183,655	5,292	188,947	180,644
Total cash and cash equivalents	183,655	5,292	188,947	180,644
Total current assets	183,655	5,292	188,947	180,644
Total assets	183,655	5,292	188,947	180,644

Table 11 / LIABILITIES
AND EQUITY ITEMS

Euro	as of 31.12.2020			as of 31.12.2020
	Italy	Spain	Total	Total
Equity				
Endowment fund	100,000	-	100,000	100,000
Management surplus (loss) from previous years	141,358	(85,988)	55,370	110,889
Management surplus (loss)	195,518	(165,535)	29,983	(55,519)
Total equity	436,876	(251,523)	185,353	155,370
Payables				
Other payables	1,779	1,815 €	3,594	25,274
Total payables	1,779	1,815	3,594	25,274
Total liabilities	438,655	(249,708)	188,947	180,644

5.2 Income Statement

Table 12 / INCOME STATEMENT SUMMARY

Euro	as of 31.12.2020			as of 31.12.2020
	Italy	Spain	Total	Total
Production value				
Contributions received	3,640,909	209,596	3,850,505	3,406,435
Total production value	3,640,909	209,596	3,850,505	3,406,435
Production costs				
Promotional and advertising material	13,983	-	13,983	25,256
Costs for services	132,014	6,050	138,064	329,039
Other operating expenses	1,498	-	1,498	796
Donations made	3,298,358	369,176	3,667,534	3,107,512
Total production costs	3,445,853	375,226	3,821,079	3,462,603
Difference between production value and costs	195,056	(165,630)	129,426	(56,168)
Financial income and expenses				
Other financial income	462	95	557	649
Total financial income and expenses	462	95	557	649
Management surplus (loss)	195,518	(165,535)	29,983	(55,519)

5.3 Notes to the Financial Statements at 31 December 2020

85,353 €
Total
management
surplus

100,000 €
Initial
endowment fund

Pursuant to art. 2423-bis of the Italian Civil Code, the valuation of the items of the financial statements was carried out according to prudence and in the perspective of the continuation of the institutional activity of the organisation. The income and expenses for the year were recognised according to the principle of economic competence, regardless of the date of collection/payment even if known after the end of the year, with the exception of contributions received and disbursements made that were recognised at the time they were actually received or liquidated.

The following valuation criteria were adopted in the preparation of these financial statements:

- cash and cash equivalents (with credit institutions, cash and cash equivalents) are recorded at their actual amount;
- payables are recorded at nominal value;
- the costs are inclusive of VAT, as they cannot be deducted by the Foundation.

The Financial Statements are prepared using the euro as the functional currency and take into account the result of the Spanish delegation, established in 2019. The year under review shows a management surplus of €29,983 which, added to the surplus of the previous years of €55,370, generates a total residual available surplus of €85,353 in addition to the initial endowment fund of €100,000 for Mediolanum Foundation.

A breakdown of the income statement items is provided below.

Table 13 / CONTRIBUTIONS RECEIVED

Euro	as of 31.12.2020			as of 31.12.2019
	Italy	Spain	Total	Total
Contributions received	3,173,473	209,596	3,383,069	3,189,112
Mediolanum Group	700,000	-	700,000	693,000
Third parties	2,473,473	209,596	2,683,069	2,496,112
Allocation 0.5% income tax donation	467,436	-	467,436	217,323
Total contributions received	3,640,909	209,596	3,850,505	3,406,435

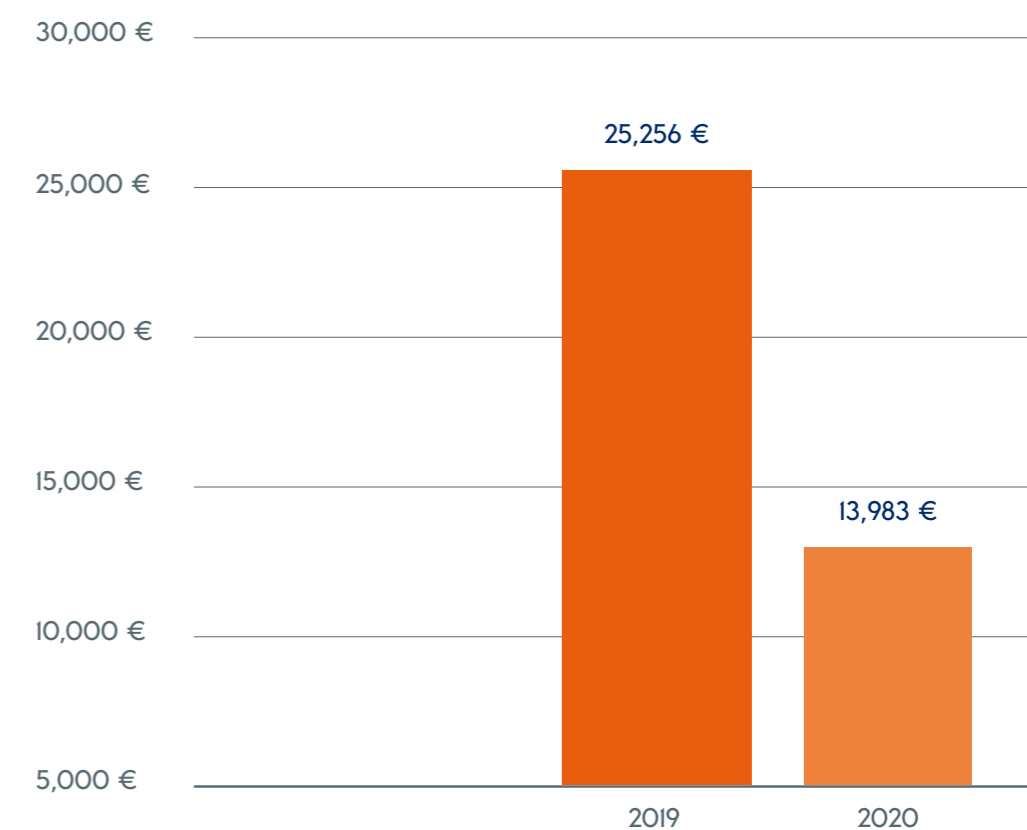
700,000 €
Contributions
received

The contributions received consist of both donations made by companies belonging to the Mediolanum Financial Conglomerate, and donations deriving from "Direct Fundraising" activities, represented in particular by the organisation of events, collected via SMS and other initiatives; specifically, the Mediolanum Group companies contributed €700,000, respectively Banca Mediolanum S.p.A. for €350,000 (31.12.2019: €343,000), Mediolanum Gestione Fondi SGR p.A. for €175,000 (31.12.2019: €175,000) and Mediolanum Vita S.p.A. for €175,000 (31.12.2019: €175,000); the contributions deriving

from "Direct Fundraising" activities amounted to €2,683,069 (€2,473,473 in Italy and €209,596 in Spain). The "5 per mille" 0.5% income tax donation amounted to €467,436, of which €242,238 refers to the 2018 financial year and was credited to the Foundation's current account on 30 July 2020; the remaining part (€225,198) refers to the 2019 financial year and was credited to the Foundation's current account on 6 October 2020.

5.4 Costs for Promotional and Advertising Material

The item goes from €25,256 in 31.12.2019 to €13,983 in the current year, mainly due to the smaller number of events carried out in the year.



5.5 Cost for Services

82,559 €
Costs for technical services

No advertising expenses were detected during the year 2020.

The cost for the services provided by Banca Mediolanum and relating to Tax and Corporate Affairs Management, Administrative Management and Marketing and Commercial Management, equal to €7,320, 2,440 and 14,640 respectively, remained unchanged compared to the previous year.

The costs for technical services amounted to €82,559 (31.12.2019: €71,968).

The costs for other different services went from €192,012 in 2019 to €21,308 in 2020.

The higher costs of 2019 mainly refer to the "Charity Dinner" event and other corporate events of Banca Mediolanum, in which the Foundation has always participated by promoting fundraising projects. They were not organised in 2020 due to the Covid-19 pandemic health emergency, which led to a radical reduction in fundraising at in-person events.

Table 14 / COSTS FOR SERVICES

Euro			as of 31.12.2020	as of 31.12.2020
	Italy	Spain	Total	Total
Notarial administrative, tax, corporate and marketing consultancy	28,147	6,050	34,197	65,059
of which Banca Mediolanum S.p.A.	24,400	-	24,400	24,400
Technical services	82,559	-	82,559	71,968
Other miscellaneous services	21,308	-	21,308	192,012
Total costs for services	132,014	6,050	138,064	329,039

5.6 Other Operating Expenses

Other operating expenses, relating to bank charges and fees increased from €796 in 2019 to €1,499 in 2020

5.7 Donations Made

€ 3,667,534
Amount of donations made in 2020

The amount of donations made rose from €3,107,512, of which €214,236 from the Spanish delegation, on 31.12.2019 to €3,667,534 for the current year, of which €369,176 from the Spanish delegation.

The following table shows the details of the donations made in 2020 for Italy:

Table 15 / DONATIONS MADE IN ITALY IN 2020

Association	as of 31.12.2020
	Total
DYNAMO CAMP NPO	304,000 €
AMICI DI COMETA NPO	228,209 €
BANCO ALIMENTARE NPO	204,479 €
FONDAZIONE OSP. BUZZI	164,769 €
AISLA	164,222 €
ALBERO DELLA VITA	153,000 €
MISSION BAMBINI NPO	127,157 €
ASS.NE TERRA SANTA	123,258 €
CASCINA DON GUANELLA	120,000 €
A RUOTA LIBERA NPO	90,750 €
TWINS INTERN. NPO	90,000 €
ASS.NE AMANI NPO	87,025 €
CESVI NPO	82,827 €
FONDAZIONE RAVA NPO	80,000 €
FONDAZIONE BOCELLI	79,590 €
FONDAZIONE LAUREUS ITALIA NPO	78,465 €
NEVER GIVE UP	78,120 €
GOLFINI ROSSI NPO	74,900 €
FIGHTTHESTROKE	72,853 €
INSUPERABILI NPO	71,613 €
LO SPIRITO STELLA	71,065 €

BENEDETTA D'INTINO	63,851 €
LILT	56,040 €
FONDAZIONE ACRA	52,182 €
ARCHE' NPO	50,000 €
AMICI CENTRAFRICA	44,400 €
ALEIMAR	35,066 €
ASS.NE GIGLI DEL CAMPO	29,190 €
ASS.NE DALLA TERRA ALLA LUNA	25,850 €
GRAFICHE NARDIN	23,000 €
AFRODITE NPO	20,000 €
ASS.NE AUTISMO E'	20,000 €
EVERY CHILD IS MY CHILD NPO	20,000 €
TEAM FOR CHILDREN	20,000 €
UNHCR	20,000 €
SOGNO LUCREZIA NPO	16,200 €
FONDAZIONE VITTORIO POLLI	15,000 €
FRIENDS INSIEME PER UN SORRISO ODV	14,695 €
ASS.NE ELICE	14,566 €
RETINA ITALIA NPO	14,000 €
FONDAZIONE LUISA BOLOGNA	12,100 €
RE.LEG.ART. NPO	11,475 €
SOS VILLAGGI DEI BAMBINI	11,342 €
ASS.NE TOSCANA GENITORI BAMBINI CARDIOPATICI	11,020 €
ANGSA LIGURIA NPO	10,820 €
FONDAZIONE MARCEGAGLIA NPO	10,725 €
ASS.NE WOESER	10,350 €
AMKA NPO	10,100 €
A.B.A.L. DANILO FOSSATI NPO	10,000 €
ASS.NE IL SORRISO ARRIVA SUBITO	10,000 €
LEONI SICANI NPO	10,000 €
ASS.NE M. BASCHIROTTO	10,000 €
MONGOLFIERA NPO	9,632 €

RISE AGAINST HUNGER NPO	9,250 €
KETUKO NPO	9,240 €
BENEDETTA LA VITA	8,360 €
GRENFELLOVE	6,370 €
ANFFAS NPO	6,036 €
DIOCESI TEMPIO AMPURIAS	5,000 €
ASS.NE INCONTRA	4,000 €
FONDAZIONE AURORA NPO	4,000 €
PIERA CUTINO NPO	3,046 €
DOMUS DE LUNA	2,500 €
GIANNI MADDALONI NPO	1,320 €
ASS.NE AIUTO AL NEONATO	1,200 €
ASS.NE ABC BURLO	130 €
OVERALL TOTAL	3,298,358 €



Table 16 / DONATIONS MADE IN SPAIN IN 2020

Association	as of 31.12.2020
	Total
FUNDACIÓN NOELIA	27,642 €
FORMACIÓN SENEGAL	24,342 €
AMENCER, BUEN PASTOR, BANCO DE ALIMENTOS, AMEDIS, BICOS DE PAPEL, JUAN SOÑADOR, DOWN VIGO, ALDEAS INFANTILES	16,390 €
RAFIKI PROJECTS FOR DEVELOPMENT	16,103 €
ALINUR KIDS	14,150 €
ASOCIACIÓN HOGAR DE MARÍA	14,040 €
APASCIDE	13,715 €
FUNDACIÓN MENCÍA	13,650 €
FUNDACIÓN ANDREA	11,505 €
KORIMA	11,400 €
MAMÁS EN ACCIÓN	11,395 €
ASOCIACIÓN AFAR	11,030 €
FUNDACIÓN AVE MARIA SITGES	10,875 €
CONQUISTANDO ESCALONES	10,442 €
DOWN SEVILLA, FUNDACIÓN PSICOPEDIATRÍA, ACELL Y GOTA DE LECHE	10,350 €
FUNDACIÓN PEQUEÑO DESEO	10,330 €
AFAE	10,234 €
ASPANION Y ASINDOWN	10,150 €
FUNDACIÓN ANDRÉS OLIVARES	10,081 €
FUNDACIÓN AVAN	10,050 €
AMEB	10,020 €
UPACESUR	10,000 €
ASOCIACIÓN CEPRI	9,626 €
LA TORRE DE HORTALEZA	8,678 €
ASOCIACIÓN PARA EL DESARROLLO Y LA COOPERACIÓN	8,640 €
AFANION	8,080 €
HERMANDAD JESÚS CAÍDO	7,810 €
APNADAH	6,778 €
ASOCIACIÓN CAPRI	6,630 €

FUNDACIÓN A LA PAR	6,060 €
FUNDACIÓN ANA VALDIVIA	5,224 €
TERAPIA A CAVALL	5,078 €
FUNDACIÓN SANDRA IBARRA DE SOLIDARIDAD CONTRA EL CÁNCER	4,488 €
ASOCIACIÓN DE PADRES DISMINUIDOS INTELECTUALES DEL INTERNADO ASPADIS	4,190 €
OVERALL TOTAL	369,176 €

5.8 Other Financial Income

The item other financial income amounted to €557 at 31.12.2020 and is essentially in line with the figure for the previous year, equal to €649.

The contents of the financial statement items are in accordance with the accounting records and correctly reflect the administrative facts as they occurred.

Basiglio, 21 January 2021

Annalisa Sara Doris
Chairperson of the Board of Directors



5.9 Internal Efficiency

Mediolanum Foundation has always managed its resources with the aim of maximising savings and optimising management costs in order to have greater availability to be disbursed in favour of solidarity projects, whose number has increased from year to year.

This saving capacity is made possible by the close connection with the Founder (Banca Mediolanum S.p.A.) who seeks to facilitate the Foundation's activity as much as possible.

Already in chapter 3 "Governance", within the section "Organisation chart of the Foundation" - subsection "Collaborators", it was highlighted how the Bank has seconded two employees to the Foundation to prevent the cost of these from burdening its budget.

The Foundation is also based in the Bank's buildings, so that the latter can bear the costs relating to the workspaces and the necessary devices.

In 2014 Banca Mediolanum and Mediolanum Foundation formalised their relationship through the signing of a **Service Provision Contract**.

Thanks to this agreement, the Bank undertakes to provide the administrative support services necessary for the performance of the Foundation's activities, with particular reference to civil and tax obligations.

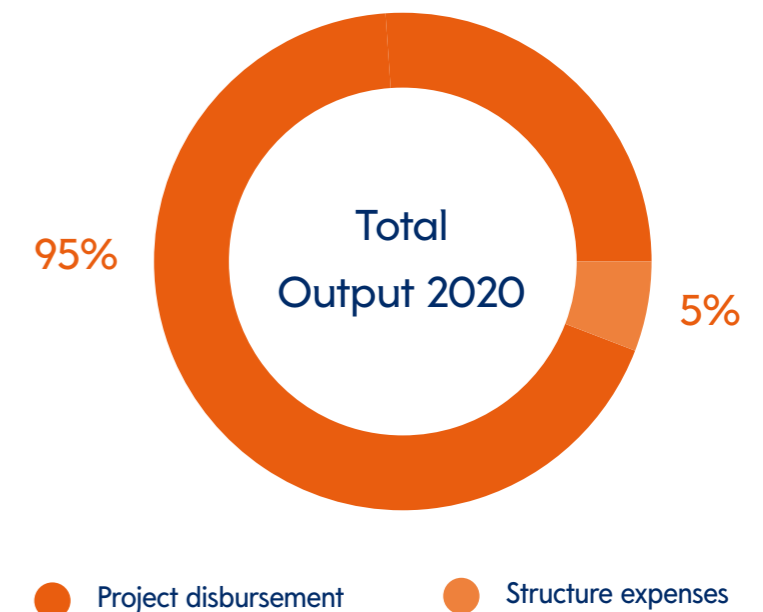
A description of the services provided follows below:

- workplace safety;
- management of processes in the field of administration, accounting and financial statements;
- civil and tax services.
- management of marketing processes, events and media relations.

For all the services offered, the Bank bears the costs and management and ensures that the activities covered by the contract are provided by its staff independently and autonomously.

The fees for the services provided by the Bank to the Foundation are invoiced for calendar quarters expiring on 31 March, 30 June, 30 September and 31 December and amount to a total of €20,500 plus VAT.

In 2020, the sum of the expenses attributable to the structure of the Foundation (including, in addition to the costs of the contract for the provision of services, consultancy, printed matter, gadgets, logistics, administrative and communication expenses) corresponds to 5% of the total expenses.





Monitoring of the Supervisory Body

6.1 Statutory Auditors Report of the 2020 Financial Statements

FONDAZIONE MEDIOLANUM ONLUS

RELAZIONE DEL COLLEGIO DEI REVISORI DEI CONTI

SUL BILANCIO AL 31 DICEMBRE 2020

E SUL BILANCIO PREVENTIVO 2021

Il **bilancio al 31 dicembre 2020** presenta un *avanzo di gestione* di Euro 29.983 e si compendia nelle seguenti risultanze sintetiche:

I. Stato Patrimoniale

Attivo	€	188.947
Passivo	€	(3.594)
Fondo di dotazione	€	(100.000)
Riserve/Avanzi gest. anni prec.	€	(55.370)
		<hr/>
<i>Avanzo di gestione 2020</i>	€	<u>29.983</u>

II. Conto Economico

Valore della produzione	€	3.850.505
Costi della produzione	€	(3.821.079)
Proventi e oneri finanziari	€	557
		<hr/>
<i>Avanzo di gestione 2020</i>	€	<u>29.983</u>

Il Collegio dei Revisori dei Conti, per quanto di sua competenza ed in base agli elementi in suo possesso, dà atto che:

- ha provveduto al riscontro della regolare tenuta delle scritture contabili, effettuato le verifiche di cassa, controllato l'amministrazione e vigilato sull'osservanza della legge e dello statuto;
- il bilancio nelle sue risultanze corrisponde alla contabilità della Fondazione e nella sua redazione sono stati seguiti i principi previsti dagli artt. 2423-bis e seguenti del c.c., corrispondenti a quelli indicati nella nota integrativa;
- il bilancio esprime la corretta e veritiera rappresentazione della situazione patrimoniale, finanziaria e del risultato economico dell'esercizio;
- la relazione sulla gestione illustra in modo analitico e sistematico l'andamento delle attività svolte nel corso del 2020.

Il **bilancio preventivo 2021** presenta i seguenti dati riepilogativi:

Entrate	€	3.800.000
Uscite	€	(3.785.000)
		<hr/>
<i>Avanzo di gestione</i>	€	<u>15.000</u>

in linea con le attività svolte nel 2020 e con quelle previste nelle aree di intervento per il 2021.

In conclusione il Collegio dei Revisori dei Conti esprime quindi parere favorevole all'approvazione:

- del Bilancio al 31 dicembre 2020, con un *avanzo di gestione* di Euro 29.983;

- e del Bilancio preventivo 2021, con la previsione di un *avanzo di gestione* di Euro 15.000.

Milano, 18 gennaio 2021

Per il Collegio dei Revisori dei Conti

Il Presidente


(Dott. Achille Frattini)

6.2 Statutory Auditors Report of the 2020 Annual Report

FONDAZIONE MEDIOLANUM ONLUS

ATTIVITA' DI MONITORAGGIO SVOLTA DALL'ORGANO DI CONTROLLO

NEL CORSO DEL 2020

Ai sensi dell'art. 30, comma 7, del D.lgs. 117/2017, nel corso dell'esercizio 2020 il Collegio dei revisori dei conti ha vigilato sull'osservanza delle finalità civiche, solidaristiche e di utilità sociale da parte della Fondazione Mediolanum Onlus, con particolare riguardo alle disposizioni contenute nell'art. 10, del D.lgs. 460/97, in relazione alla qualifica di Onlus della Fondazione.

A seguito di tali verifiche si rileva quanto segue:

- tutte le attività istituzionali della Fondazione sono state svolte nel rispetto delle finalità statutarie e in conformità alle disposizioni contenute nell'art. 10, del D.lgs. 460/97;
- la Fondazione non ha svolto attività direttamente connesse a quelle istituzionali di cui all'art. 10, c. 5, del D.lgs. 460/97;
- la Fondazione ha svolto attività di raccolta fondi rispettando principi di verità, trasparenza e correttezza nei rapporti con i sostenitori ed il pubblico;
- la Fondazione non persegue finalità di lucro, anche soggettivo, ed ha rispettato il divieto di distribuzione, anche indiretta di utili, avanzi di gestione, fondi e riserve a fondatori, lavoratori e collaboratori, amministratori ed altri componenti degli organi sociali, ai sensi del c. 6, dell'art. 10, del D.lgs. 460/97;
- il patrimonio, comprensivo di tutte le sue componenti, quali ricavi, rendite, proventi ed entrate comunque denominate, è destinato esclusivamente allo svolgimento delle attività statutarie.

25 giugno 2021

Per il Collegio dei revisori dei conti

Il presidente


(Achille Frattini)

6.3 Certificate of Compliance of the Statutory Auditors for the 2020 Annual Report

FONDAZIONE MEDIOLANUM ONLUS

ATTESTAZIONE DI CONFORMITA' DEL BILANCIO SOCIALE ALLE LINEE GUIDA DI CUI AL DECRETO 4 LUGLIO 2019 DEL MINISTERO DEL LAVORO E DELLE POLITICHE SOCIALI

Il Collegio dei revisori dei conti, ai sensi dell'art. 30 comma 7 del D.lgs. 117/2017 e in conformità alle Linee Guida indicate nei paragrafi 5 e 6 del Decreto 4 luglio 2019 del Ministero del Lavoro e delle Politiche Sociali, ha esaminato i principi di redazione e la metodologia di rendicontazione adottata dalla Fondazione Mediolanum Onlus nel proprio bilancio sociale e, in particolare, la struttura e il contenuto di tale bilancio.

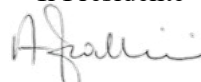
Il Collegio dei revisori dei conti, nell'assumere tale funzione, propria dell'Organo di controllo nominato ai sensi del D.lgs. 117/2017, ha svolto un esame limitato, senza far riferimento agli standard internazionali e a documenti tecnici che guidano la verifica di conformità e l'asseverazione del documento. Ha svolto comunque un adeguato processo di verifica, che si aggiunge all'attività di vigilanza e monitoraggio, ai documenti esaminati e alle evidenze acquisite nel corso dell'esercizio. Tale verifica ha riguardato i principi di redazione, improntati alla rilevanza, completezza, trasparenza e chiarezza, veridicità e attendibilità, e la struttura e il contenuto del bilancio sociale, conformi a quanto richiesto dal paragrafo 6 delle linee guida ministeriali.

A seguito dell'esame svolto nessun elemento è pervenuto all'attenzione del Collegio dei revisori dei conti tale da indurre a ritenere che il bilancio sociale non sia stato redatto, in tutti i suoi aspetti significativi, in conformità con le linee guida che ne stabiliscono la modalità di predisposizione. In particolare, la redazione del bilancio sociale appare essere stata effettuata secondo criteri e principi che ne consentono la valutazione dell'attendibilità e il bilancio sociale contiene, nel complesso, dati e informazioni che consentono, ragionevolmente, una corretta rappresentazione e visibilità delle attività della Fondazione Mediolanum Onlus.

25 giugno 2021

Per il Collegio dei revisori dei conti

Il Presidente



(dott. Achille Frattini)

6.4 Reconciliation Table of the Annual Report of Mediolanum Foundation

Decree 4 July 2019

Adoption of the Guidelines
for the preparation of the Annual Report
of Third Sector organisations. (19A05100)

(Official Gazette no.186 of 9-8-2019)

Structure and content of the Annual Report	Contents
Methodology adopted for the preparation of the Annual Report	
Any reporting standards used	I.2 Methodology
Significant changes in scope or measurement methods compared to the previous reporting period	First edition
Other useful information for understanding the reporting process and methodology	I.2 Methodology
General information on the organisation	
Name of the organisation	Mediolanum Foundation NPO
Tax Code	Tax Code 97247230580
VAT number	
Legal form and qualification under the Third Sector Code	Philanthropic organisation
Registered office address	Via Francesco Sforza, 15 Palazzo Meucci - Milan 3, 20080 Basiglio (MI)
Other offices	Barcelona (Spain)
Territorial areas of operations	2.3 Mission
Values and aims pursued (mission of the organisation)	2.3 Mission
Statutory activities (social purpose)	2.5 Intervention lines and 2.6 Intervention methods
Extent of scope of statutory activities	2.5 Intervention lines and 2.6 Intervention methods
Connection with other Third Sector organisations	No
Structure, governance and administration	
Consistency and composition of the social /associative base	/
Governance and control system	3.1 The Bodies of Mediolanum Foundation
Articulation, responsibility and composition of the bodies: - Names of directors and other persons holding institutional positions, date of first appointment, - Period for which they remain in office - Any offices or appointments expressing specific categories of members or associates	3.1 The Bodies of Mediolanum Foundation

6. MONITORING OF THE SUPERVISORY BODY

Internal democracy	3.1 The Bodies of Mediolanum Foundation
Mapping of the main stakeholders and methods of their involvement	3.3 The Stakeholders of Mediolanum Foundation and 3.4 Involvement
People who work for the organisation	
Types, consistency and composition of the staff who have actually worked for the organisation with a salary or on a voluntary basis, understanding and distinguishing all the different components	3.2A Collaborators, 3.2B Volunteers, 5.9 Internal Efficiency
Training and enhancement activities carried out	3.2A Collaborators, 3.2B Volunteers, 5.9 Internal Efficiency
Employment contract applied to employees	3.2A Collaborators, 3.2B Volunteers, 5.9 Internal Efficiency
Nature of the activities carried out by the volunteers	3.2B Volunteers, 3.2B.The Missions of the Volunteers of Mediolanum Foundation
Structure of compensation, remuneration, allowances for employment and methods and amounts of reimbursement to volunteers	3.2B Volunteers
Emoluments, compensation or fees in any capacity attributed to the members of the administrative and supervisory bodies, to executives as well as to associates	The institutional offices of Mediolanum Foundation do not receive any compensation.
Ratio between maximum and minimum gross annual remuneration of employees of the organisation	3.2A Collaborators, 5.9 Internal Efficiency
If the possibility to reimburse volunteers is used for self-certification, regulation, amount of total annual reimbursements and number of volunteers who have used it	3.2B Volunteers, 5.9 Internal Efficiency
Objectives and activities	
Qualitative and quantitative information on the actions carried out in the different areas of activity, on the direct and indirect beneficiaries, on the outputs resulting from the activities implemented and, as far as possible, on the consequential effects produced on the main stakeholders	4. Objectives and Activities
The level of achievement of the management objectives identified, any factors relevant to the achievement of (or failure to achieve) the planned objectives	4.1 2020 Projects, 4.2 Focus on Beneficiaries, 4.3 Focus on Funded Projects
Elements/factors that may compromise the achievement of institutional purposes and procedures put in place to prevent such situations	I.1 Letter to Stakeholders
Economic and financial situation	
Origin of economic resources with separate indication of public and private contributions	5. Economic and Financial Situation
List and amounts of disbursements approved and made during the year	4.1 2020 Projects and 5.7 Donations Made
Specific information on fundraising activities; general and specific purposes of the collections carried out in the reference period, tools used to provide information to the public on the resources collected and the destination of the same	2.6A.III. Half-yearly and annual fundraisers and 5.4 Costs for Promotional and Advertising Material.
Reports from the directors of any critical issues that emerged in management and highlighting the actions put in place to mitigate the negative effects	I.1 Letter to Stakeholders
Other information	
Indications of ongoing litigation/controversy that is relevant to annual reporting	There were no disputes or controversies during 2020 which were relevant for annual reporting.
Other information of a non-financial nature, related to social aspects, gender equality, respect for human rights, the fight against corruption, etc.	2.4 Sustainability and Objectives of the 2030 Agenda
Information on the meetings of the bodies responsible for the management and approval of the financial statement, including the number of participants, the main issues addressed and decisions made during the meetings.	3.1 The Bodies of Mediolanum Foundation
Monitoring carried out by the supervisory body	6.1 Statutory Auditors' Report



Mediolanum Foundation NPO

Registration with the Prefecture of Milan no. 909/2008
Tax Code 97247230580
From 12 January 2012, registered in the Unique Registry
of Non-Profit Organisations

Via Francesco Sforza, 15 Milan 3 - Palazzo Meucci
20080 Basiglio (MI) T. +39 02.9049.1
info@fondazionemediolanum.it



www.fondazionemediolanum.it

With the methodological support of ALTIS Università Cattolica

