

TERRA NUOVA - BALANCE SHEET AS OF 31/12/2020

| ASSETS | 31/12/2020 | 31/12/2019 |
|--|-------------------|-------------------|
| A) RECEIVABLES FROM ASSOCIATES FOR PAYMENT OF FEES | 4.710,00 | 5.145,00 |
| TOTAL RECEIVABLES FROM ASSOCIATES FOR PAYMENT OF FEES | 4.710,00 | 5.145,00 |
| B) FIXED ASSETS | | |
| <i>I - Intangible fixed assets</i> | | |
| 1) Start-up and expansion costs | | |
| 2) Research, development and publicity costs | | |
| 3) Industrial patents and intellectual property rights | | |
| 4) Concessions, licenses, trademarks and similar rights | | |
| 5) Goodwill | | |
| 6) Intangible fixed assets under construction and advances | | |
| 7) Other intangible fixed asset | | |
| <i>II - Tangible fixed assets</i> | | |
| 1) Land and buildings | 120.299,12 | 120.299,12 |
| 2) Plants and equipment | 110.829,68 | 110.829,68 |
| - Equipment amortization fund | (21.538,34) | (11.228,92) |
| 3) Other tangible fixed assets | | |
| <i>office electronic devices</i> | 570,00 | 570,00 |
| - Amortization fund for electronic office machines | (570,00) | (456,00) |
| Total Other Assets | - | 114,00 |
| 4) Assets under development and prepayments | | |
| Total other tangible fixed assets | 209.590,46 | 220.013,88 |
| <i>III - Financial fixed assets, with a separate mention for each credit line, of the amounts receivable within the next accounting year</i> | | |
| 1) Banca Etica shares | 575,00 | 575,00 |
| 2) Receivables: | | |
| - refundable deposit | 1.900,00 | 1.900,00 |
| - employee supplementary social security payments | | |
| 3) Other securities | | |
| Total Financial Fixed Assets | 2.475,00 | 2.475,00 |



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| | | |
|---|---------------------|---------------------|
| TOTAL FIXED ASSETS | 212.065,46 | 222.488,88 |
| C) CURRENT ASSETS | | |
| <i>I - Inventory</i> | | |
| 1) Raw, subsidiary and consumer materials | | |
| 2) Ongoing projects | | |
| 3) Work-in-process on long-term contracts | | |
| 4) Finished goods and merchandise | | |
| 5) Advances | | |
| Total Inventory | | |
| <i>II - Receivables, with a separate mention for each line, of the amounts receivable within the next accounting year</i> | | |
| 1) Receivables from closed projects (final reports submitted): | <u>120.684,67</u> | = |
| - from donors | 120.684,67 | |
| - from other partners and partners providing cofinancing | | |
| 2) Receivables from ongoing projects: | <u>2.513.708,77</u> | <u>6.461.968,77</u> |
| - for projects in process | 2.277.850,76 | 6.459.541,77 |
| - for money transfer to ongoing projects | 136.759,00 | 2.427,00 |
| - from other partners (managed funds) | 99.099,01 | |
| 3) Other receivables: | <u>142.819,59</u> | <u>30.938,03</u> |
| - miscellaneous advances | 28.035,11 | 27.006,03 |
| - from associates and third parties, for loans | 1.946,00 | 2.784,04 |
| - tax receivables | 7.793,42 | 1.147,96 |
| - other receivables on projects | 84.950,61 | |
| - local guarantees and loans | 3.373,75 | |
| - Bad loans from 2020 imbalance (old projects) | 16.720,70 | |
| Total Receivables | 2.777.213,03 | 6.492.906,80 |
| <i>III - Financial assets that do not constitute fixed assets</i> | | |
| 1) Shareholdings | | |
| 2) Other securities | | |
| <i>IV - Cash and cash equivalents</i> | | |



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| 1) Bank and postal accounts: | <u>580.621,55</u> | <u>323.685,78</u> |
| - in Italy | 263.616,10 | 131.365,03 |
| - on site | 317.005,45 | 192.320,75 |
| 2) Cheques | | |
| 3) Cash on hand: | <u>387,40</u> | <u>1.947,29</u> |
| - in Italy | 387,40 | 1.947,29 |
| - on site | - | - |
| Total Cash and cash equivalents | 581.008,95 | 325.633,07 |
| TOTAL CURRENT ASSETS | 3.358.221,98 | 6.818.539,87 |
| D) ACCRUALS AND PREPAYMENTS | | |
| <i>Accrued income and prepayment expenses</i> | 1.402,02 | 4.201,19 |
| Total accruals and prepayments | 1.402,02 | 4.201,19 |
| TOTAL ASSETS | 3.576.399,46 | 7.050.374,94 |
| LIABILITIES | | |
| | 31/12/2019 | 31/12/2019 |
| A) NET EQUITY: | | |
| <i>I - Endowment fund</i> | 32.738,86 | 61.015,18 |
| <i>II - Special-purpose assets</i> | | |
| 1) Special purpose funds allocated by third parties | - | (33.918,06) |
| 2) Special purpose funds, according to decisions taken by the relevant institutional bodies | | |
| 3) Reserves from previous years' surplus (TN Peru) | 32.442,91 | |
| <i>III Operating result</i> | -34.131,33 | 4.851,74 |
| - | | |
| TOTAL NET EQUITY | 31.050,44 | 31.948,86 |
| B) PROVISIONS FOR PROJECTS | | |
| 1) Payables to Donors for advances received | 3.087.023,24 | 6.563.921,79 |
| 2) Other cofinancing institutions provision | - | - |
| Private donations' provision | 3.960,00 | 3.056,46 |
| NGO contribution provision | 13.468,89 | 8.726,61 |
| Provision for in-kind contributions to projects | 46.706,67 | 10.426,98 |
| Provision for contribution by other partners | | |



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| | 5.578,42 | - |
| Provision for contribution of counterparts | 103.510,34 | 224.566,07 |
| B) TOTAL PROVISIONS FOR PROJECTS | 3.260.247,56 | 6.810.697,91 |
| C) PROVISIONS FOR RISKS AND CHARGES | | |
| for employees severance indemnity | 20.400,14 | 23.139,36 |
| for supplementary pension scheme | | |
| for possible credit losses on closed projects (final report submitted) | | |
| provision for risks and charges | 0,00 | 40.000,00 |
| TOTAL PROVISIONS FOR RISKS AND CHARGES | 20.400,14 | 63.139,36 |
| D) PAYABLES, WITH A SEPARATE MENTION FOR EACH LINE, OF THE AMOUNTS DUE BEYOND THE FOLLOWING ACCOUNTING YEAR | | |
| 1) Solidarity securities (art 29 D.Lgs n. 460) | | |
| 2) Payables due to banks | | |
| 3) Payables due to other financing modalities | | |
| 4) Payables for funds received on site | 136.759,00 | 2.427,00 |
| 5) Payables to suppliers | 72.171,24 | 87.943,48 |
| 6) Taxes payable | 5.215,37 | 2.879,01 |
| 7) Payables to social security institutions | 6.201,06 | 5.765,51 |
| 8) Payables to staff: | - | - |
| - <i>employees and outside staff</i> | | |
| - <i>expatriate staff and loans received on site</i> | | |
| 9) Other payables | <u>34.287,81</u> | <u>35.990,09</u> |
| - <i>payables for advances on projects</i> | - | 6.523,00 |
| - <i>miscellaneous payables (to members for loans, advanced fees, reimbursements, etc)</i> | 28.800,00 | 29.467,09 |
| - <i>other payables</i> | 5.487,81 | |
| TOTAL PAYABLES | 254.634,48 | 135.005,09 |
| E) ACCRUALS AND DEFERRALS | | |
| Accrued expenses and deferred income | 10.066,84 | 9.583,72 |
| Total accruals and deferrals | 10.066,84 | 9.583,72 |
| TOTAL LIABILITIES | 3.576.399,46 | 7.050.374,94 |



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INCOME STATEMENT AT 31/12/2020

| COSTS FROM TYPICAL- ACTIVITY | 31/12/ 2020 | 31/12/ 2019 | INCOME FROM TYPICAL- ACTIVITY | 31/12/ 2020 | 31/12/ 2019 |
|--|---------------------|---------------------|--|---------------------|---------------------|
| 1) Costs of projects for financial year | | | 1) Income for implementation of projects | | |
| 1. Transfers to projects | | | 1.1 Income on closed projects | | |
| 1) 1. Services | 328.679,32 | 714.140,46 |) 1.2 Income from partners' contributions | 41.217,90 | 152.334,66 |
| 2) 1. Cost of rents and leases | 25.466,32 | 30.254,69 |) <i>Other Partner organisations</i> | 5.578,42 | - |
| 3) 1. Personnel | 721.991,96 | 821.333,79 |) <i>Local Partners (counterparts)</i> | 35.639,48 | 152.334,66 |
| 4) 1. Civil works | 116.052,57 | - | 1.3 Projects income from Institutional Donors | 1.308.800,03 | 1.981.343,61 |
| 5) 1. Purchases | 135.544,21 | 500.102,83 |) 1.4 Projects income from other Institutions | - | - |
| 6) 1. Other operating costs | 77.198,01 | 99.178,01 |) 1.5 Projects income from 5x1000 | | |
| 7) 1. Inventory at 1/1/2018 | | |) 1.6 Projects income from TN contributions | 8.207,79 | 16.655,07 |
| 8) | | |) <i>co-financing, a/o direct contribution and private donations</i> | 4.247,79 | 801,54 |
| | | |) <i>Private donations to projects</i> | 3.960,00 | 6.043,46 |
| | | |) <i>From fundraising initiatives</i> | - | 9.810,07 |
| | | |) 1.7 Projects income from in-kind activities | 46.706,67 | 14.676,44 |
| Total Cost of projects for financial year | 1.404.932,39 | 2.165.009,78 | Total project income for financial year | 1.404.932,39 | 2.165.009,78 |
| 2) NGO contributions | | | 2) STRUCTURAL INCOME | | |
| Fundraising costs | | | 2.1 Private contributions | 20.190,43 | 10.636,40 |
| | | |) 2.2 Overheads (indirect costs) from projects | 48.468,75 | 42.567,41 |
| 3) STRUCTURAL COSTS | | | 2.3 Public contributions (5X1000) | 5.197,71 | 1.999,13 |
| 3. Services | 37.077,98 | 32.543,04 |) 2.4 Other Income | 6.157,46 | 85.703,35 |
| 2) 3. Cost of rents and leases | 10.177,32 | 11.015,16 |) <i>rental income</i> | 6.095,57 | 0,00 |
| 3) 3. Personnel | 66.390,72 | 106.840,85 |) <i>fundraising income</i> | | |
| 3) 3. Depreciation and amortisation | 10.423,42 | 114,00 |) <i>miscellaneous income</i> | 61,89 | |
| 5) 3. Office equipment and consumable | 439,57 | 426,50 |) Voluntary in-kind contributions (work and goods) | 0,00 | 85.703,35 |
| | | | 2,5 Partners' contributions | | |
| | | |) total other income | | |



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|----|-------------------------------------|---------------------|---------------------|-----|-------------------------------------|---------------------|---------------------|
| 6) | materials | | | | | 80.014,35 | 140.906,29 |
| 3. | Other management charges | <u>14.642,82</u> | <u>46.480,89</u> | | | | |
| 7) | <i>Financial and banking costs</i> | 4.667,23 | 4.704,79 | | | | |
| | <i>Miscellaneous</i> | 9.975,59 | 41.776,10 | | | | |
| | <i>Fundraising costs</i> | | | | | | |
| 3. | Voluntary in-kind contributions | | 85.703,35 | | | | |
| 8) | (work and goods) | | | | | | |
| | Total Structural costs | 139.151,83 | 283.123,79 | | | | |
| | | | | 3) | Financial Income | | |
| | | | | 3.1 | <i>Interest and other financial</i> | | |
| | | | |) | <i>income</i> | | |
| 4) | Extraordinary losses | | | 4) | Extraordinary income | | |
| 4. | 1) Contingent liabilities | 19.890,28 | 115.891,34 | 4.1 | Contingent assets | 47.415,48 | 266.337,38 |
| 4. | 2) Rounding (costs) | 2,43 | 0,90 | 4.2 | Rounding (income) | 1,55 | 0,67 |
| | Total extraordinary expenses | 19.892,71 | 115.892,24 | | Total extraordinary income | 47.417,03 | 266.338,05 |
| 5) | Taxes for financial year | 2.518,17 | 3.376,57 | | | | |
| | | | | | | | |
| | TOTAL COSTS | 1.566.495,10 | 2.567.402,38 | | TOTAL INCOME | 1.532.363,77 | 2.572.254,12 |
| | | | | | | | |
| | OPERATING RESULT | -34.131,33 | 4.851,74 | | | | |



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