

Company number: 1278887

Charity Number: 272465

United Purpose

Report and financial statements

For the year ended 31 March 2016



Formerly known
as Concern Universal

United Purpose

Contents

For the year ended 31 March 2016

Trustees' annual report	1-22
Reference and administrative information	23
Independent auditors' report	24-25
Group statement of financial activities	26
Balance Sheet	27
Group statement of cashflows	28
Notes to the financial statements	29-48

Message from the Chair

Welcome to our Trustees Annual Report and Accounts 2016.

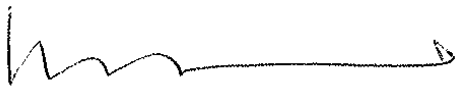
On behalf of the Board I would like to extend our thanks and appreciation to our global community of Patrons and Ambassadors; volunteers; donors – institutions, individuals, corporate, communities, trusts and foundations; staff; partner organisations and the communities we seek to serve. Together this year we helped over 3 million people worldwide. Cash incomes and yields increased for the people we reached and nearly 400,000 people have had a decrease in the number of 'hungry months' they experience.

This work was delivered amidst a backdrop of challenging events that included the worst food shortage to affect Malawi in over 15 years, a devastating cyclone in Bangladesh and the appalling ripple effects of Ebola in West Africa. Despite these humanitarian challenges, we have continued our long-term resilience work and at the same time delivered more emergency relief than ever before. We are immensely proud of the work that our Country Programmes deliver – each facing a different set of challenges and rising to them admirably.

The Trustees Annual Report and Accounts forms an essential part of our governance, which the Board takes very seriously. We discharge our responsibilities in a cooperative way with management and staff and feel truly rewarded as a result. This does, however, require our Trustees to devote much time and energy to their role and for this and their continued support; I would like to express my thanks and appreciation. I would like to thank those trustees that have stepped down this year and welcome those who have joined us.

In 2016, Concern Universal reached a landmark year, marking 40 years since we were registered as a charity in the UK by Father Raymond Kennedy. Working in Africa, Asia and Latin America, we have established a trusted reputation with individual donors, funding agencies, governments, other charities and most importantly with the communities in which we operate. But there is much more to be done and we know that in a changing world we also need to grow and develop, if we are to achieve our goal of supporting people to live poverty-free lives. After wide consultation, we are marking our 40th anniversary with a transformation. From autumn 2016 we will be known as United Purpose. We are also welcoming the Olympic legacy charity International Inspiration to our family of charities following a merger in autumn 2016. We are very excited about the projects, people and opportunities this will bring in 2016/17 – and the greater impact this will have on communities worldwide.

Thank you again to everyone who has united with us this year to make a difference. Only by working together can we truly eradicate global poverty and inequality.



Best wishes,
Peter Ayres, Chair
United Purpose, Formerly Concern Universal

United Purpose

Trustees' annual report

For the year ended 31 March 2016

The trustees present their report and the audited financial statements for the year ended 31 March 2016. Reference and administrative information set out on page 24 forms part of this report. The financial statements comply with current statutory requirements, the memorandum and articles of association and the Statement of Recommended Practice - Accounting and Reporting by Charities: SORP applicable to charities preparing their accounts in accordance with FRS 102.

Objectives and activities

Purposes and aims

United Purpose is an international development charity with an innovative community led approach to eradicating global poverty and inequality. For over 40 years we have helped deliver fundamental life changing impact for over 35 million people across 13 countries in Africa, Asia and South America. Our UK support office is based in Hereford and in 2015-16 we had an annual turnover of around £20.7 million.

We are recognised experts in community-led development and our high quality intelligent development provides tangible solutions to poverty that last.

United Purpose is at the cutting edge of our sector, innovating for better solutions to the global problems we seek to solve. Through disruptive innovation we are trialling truly innovative approaches that have the power to fundamentally and permanently change the face of development. By enabling independence we are ensuring that the balance of power remains with the communities with whom we work. We are challenging the dependency culture and creating self-sustaining entities that carry on beyond us.

Our unique approach that combines intelligent development, disruptive innovation and enabling independence makes us a powerful agent of change. United Purpose lifts people out of poverty for good creating strong, resilient and hopeful communities that exist independently long after we've gone.

Our work in context

Between 1990 and 2015 the number of people living in extreme poverty has halved. Last year extreme poverty dipped below 10% of the world's population for the first time in history. However, millions of people around the world are still living in extreme poverty, of which half are living in sub-Saharan Africa. We exist to ensure that the last ten percent are not left behind; by lifting these people out of poverty we can end extreme poverty for all.

Our work underpins the United Nation's 2030 Agenda for Sustainable Development, also known as the Global Goals. Our work addresses each of the 17 Sustainable Development Goals to end poverty, fight inequality and injustice, and tackle climate change by 2030.

Our vision: a world where justice, dignity and respect prevail for all.

Our purpose: to tackle poverty and inequality, by enabling people to improve their lives for the longer term.

United Purpose

Trustees' annual report

For the year ended 31 March 2016

Our Approach

We currently have country offices in Bangladesh, Brazil, Ghana, Guinea, Malawi, Mozambique, Nigeria, Senegal and The Gambia. We also manage projects through a local partner in Cameroon and, after the year end, projects through local partners in Ethiopia, Kenya, India and Zambia.

In addition, to our country programmes, we operate a regulated microfinance organisation in Malawi called CUMO, and a development education programme for school children in the United Kingdom.

Our community-led approach enables us to implement cost-effective, sustainable, integrated development programmes that ensure maximum benefit for those we serve.

Intelligent Development – we have 40 years of experience delivering development around the world and our decentralised approach enables each country programme to respond effectively to local needs. We work in partnership and follow a community-led approach that is holistic, systematic, and respectful meaning that our work is some of the best around.

Disruptive Innovation – our wealth of experience and our trusted reputation allows us to develop truly innovative development approaches that have the power to fundamentally change the face of development.

Enabling Independence – by ensuring that the balance of power remains with the communities that we work with, we are challenging the dependency culture and creating self-sustaining entities that carry on beyond us.

Public Benefit

The trustees review the aims, objectives and activities of the charity each year. This report looks at what the charity has achieved and the outcomes of its work in the reporting period. The trustees report the success of each key activity and the benefits the charity has brought to those groups of people that it is set up to help. The review also helps the trustees ensure the charity's aims, objectives and activities remained focused on its stated purposes.

The trustees have referred to the guidance contained in the Charity Commission's general guidance on public benefit when reviewing the charity's aims and objectives and in planning its future activities. In particular, the trustees consider how planned activities will contribute to the aims and objectives that have been set.

Strategic Report

This Strategic Report illustrates the activities undertaken throughout the year, our key achievements and strategic plans for the future.

Activities undertaken during the year

United Purpose has continued its community led programmes during the year, with a focus on three key social impact drivers, underpinned by the Global Goals. These are:

Resilient Lives: to ensure that vulnerable people have more resilient and sustainable livelihoods and that economic growth is equitable

Better Health: to improve health by increasing access to basic services like water, sanitation, primary healthcare and emergency food/ shelter

Upholding Rights: to improve government accountability to vulnerable people and to increase citizen engagement in decision-making processes, as well as increasing the respect for the rights of all people.

As an innovative organisation we place a huge emphasis on monitoring and evaluation to ensure we achieve sustainable results and to help us to continually improve our impact. We currently monitor outputs, outcomes and impact through the collection and evaluation of our Global Output Data that evaluates our work under the above three categories.

Our Key Achievements

Bangladesh

Case Story: Rural Women's Business Centres in Bangladesh

We are providing women with access to training, finance, business networking and advice to empower them economically. A financially empowered woman benefits not only herself and her family, but the wider community too.

Entrepreneur and Women's Business Centre member, Musammat Bilkis Begum tells us: "We used to be scared and shy. At least now we can talk out loud. If they wouldn't teach us then we wouldn't be able to talk to you."

We've established 10 centres, all managed by women entrepreneurs previously trained by United Purpose. These centres support over 400 groups with 10,000 members. Each entrepreneur is now an advocate who can teach and train other women like herself. Musammat Bilkis Begum continues "We are the native women here. We wish to keep this legacy going". Services supplied within the business centres include: agriculture training, marketing services, health advice, family planning, veterinary advice and IT/mobile telephone services.

United Purpose

Trustees' annual report

For the year ended 31 March 2016

Brazil

The Brazil Country Strategy (2015 – 2018) focuses on improving the quality of life for vulnerable communities, women, children and youth from the northeast region of Brazil. In 2015-16 our Brazil programme led to the following improvements:

- Improved access to quality public policies and basic services:
 - a) after training in advocacy, six rural communities are negotiating with local authorities for access to: rainwater harvesting cisterns for agricultural use; sanitation – rubbish separation (recycling) and collection; government food purchasing programmes to include agro-ecological products only; a crèche; and buildings to prepare food products for sale. Promises have been received in relation to the latter two but no concrete commitment in relation to public budgets as yet; however, one community has gained improvements to the town market where they sell their products; and
 - b) survey of João Pessoa child protection services being concluded – should contribute to improving services significantly
- Improved respect for human rights, especially for children and women:
 - a) campaign against sexual exploitation of children reached ~1 million people in Paraíba; over 3 million reached by campaign against violence against children; CU partner in two other campaigns against child labour in Brazil;
 - b) over 900 children and young people (1,600 since 2014) participated in workshops on child rights, especially in relation to sexual exploitation and cross-cutting issues of gender and race. Over 500 people (800 since 2014) from 8 municipalities participated in awareness raising activities in relation to the sexual exploitation of children.
- Improved life opportunities for children:
 - over 400 children participated in educational, cultural and sports activities which led to improved educational progress and future opportunities;
 - 60 participated in job training; and a further 100 had access to crèche facilities. Without our partners, these children would not have access to these facilities and activities.
- Women's economic autonomy, improved food security and sustainable livelihoods:
 - a) Our Rural Women project finished in January 2014 and, since then, our work with rural women in relation to this aim has reduced significantly. However, achievements do include the renovation, in line with health & hygiene regulations, of a building where one group processes jams and fruit juice pulp for sale. With this, they hope to be included a local GO food purchasing programme; and
 - b) as per number 1 above - groups advocating for rain-water harvesting cisterns for their farms and gardens, buildings to prepare food products for sale and improvements achieved to the local market where they sell their products
- Reduced vulnerability of urban and rural communities:
 - as per number 1 above – groups advocating for rainwater harvesting cisterns – negotiations ongoing

Cameroon

In North West Cameroon we are working to reduce the conflicts between Mbororo cattle herders and crop farmers over natural resources - water and land - which are central to the livelihoods of both communities. In response to this we work with our partner MBOSCUDA to set-up Dialogue Platforms (DPs). Dialogue Platforms are a forum in which crop farmers and cattle herders meet to discuss disputes. When a conflict arises, they send representatives to intervene and mediate. The role of the Dialogue Platform is to support the farmer and grazer to reach an amicable solution, for example reparations or alliance farming. In 2015/16 capacity building of the 14 new Dialogue Platforms has been a central focus. 93% of the total 56 DPs met each quarter. 219/256 (86%) cases record on our conflict database were resolved amicably by DPs. Most

United Purpose

Trustees' annual report

For the year ended 31 March 2016

strikingly an external mid-term evaluation highlights that they are a preferred method of mediation for both communities. A fact further enforced by the 14 new DPs set-up through community initiatives.

Haruna Umaru lives with his family in Wum Central, Cameroon. He is the trained Paralegal Extension Officer who facilitates the meetings. Haruna explained that since the creation of the Wum Central Dialogue Platform and his raining in conflict mediation, relationships between farmers and grazers have improved.

“I feel happy because the Dialogue Platform is improving relations, there is peace and it is known all over Wum. Now when I sleep, I sleep well.”

We have used a three-tiered strategy for achieving conflict reduction. Firstly, we use the Dialogue Platforms to facilitate cooperation and reduce tension between farmers and herders. Secondly, we've introduced a range of agricultural practices that promote the shared and sustainable use of natural resources. These include Alliance Farming, Improved Pasture and improved water management. Thirdly, we are building the capacity of our lead partner MBOSCUA (the Mbororo Social and Cultural Development Association) so that it can become a 'centre of excellence' for promoting Mbororo rights and, in turn, help to bolster grassroots community based organisations.

58 new alliance-farming pairs were established in 2015/16 making a total of 150 pairs. The mutually beneficial alliances have been embraced by grazers and herders in all 14 new project communities and 9 pilot communities. 7 Bio-gas plants (meeting the project target of 14 sites) were constructed. From the initial 14 demonstration plots 91 grazers are now improving pasture.

Access to clean and safe drinking water was a serious issue in conflict prone-communities in the NWR of Cameroon at the start of the project. The provision of pipe-borne water is a key focus our UP's work in Cameroon and in 2015/16 we provided clean and safe water to 7,689 people. The marked improvement in the provision of pipe-borne water has contributed to a drop in the incidences of conflict as reported by 19% of respondents at midterm compared to 44% at the project start in 2013.

Our film [‘In Search of Common Ground’](#) illustrates the impact our Cameroon programme is having.

Ghana

In Ghana our interventions in market access/value chain development and governance reached more than 62,000 direct beneficiaries and some 310,000 indirect beneficiaries. Though still struggling to break even, Northern Ghana Shea (NGS) has continued to grow, reaching more than 800 beneficiaries and with volumes sold cumulatively reaching 79MT by December 2015. Northern Ghana Shea continues to seek opportunities for more viable market outlets.

Case story: micro-finance in Ghana - Improving Lives through Business Growth: The Case of Madam Afisetu Seidu

Concern Universal Ghana's microfinance programme is a financial inclusion intervention aimed at enhancing access to reliable, affordable financial services that enable people to build economic security and improve their lives.

Madam Afisetu Seidu a micro entrepreneur of Atabir group of Tuobodom in the Techiman North District of Brong Ahafo Region. She is an ardent food vendor with 3 children of school going age and feeds 5 people in her household.

Before accessing the micro-finance fund, she used to buy food items (bowls of rice, tomatoes and cooking oil) in small quantities from the community market expensively from her little capital which was inadequate. More often than not she has been a constant credit purchaser and buying on credit meant buying at high prices.

United Purpose

Trustees' annual report

For the year ended 31 March 2016

"After securing a loan of GH¢500 (£86) from the fund, I was able to purchase 2 bags of rice, 2 gallons of oil and tin-tomatoes etc at relatively cheaper prices as compared to buying on credit". The fund has really helped my business grow in terms of profit margin as compared to buying on credit.

"I have been able to support my children's education and I no longer depend so much on my husband for money for the house keep."

Guinea

Our programme in Guinea aims to make a sustainable contribution to the socio-economic development of Guinea, through the improvement of human development in rural and urban communities.

Our programme is supporting 25,000 people through our Livelihoods/Climate change programme, focusing on market development of non-timber forest products and agricultural products. We also work in the water and sanitation sector supporting 10,000 people, and focus on developing local markets to supply WASH products and services to rural communities. And of particular note this year has been our work to stop the spread of Ebola in Guinea.

The West Africa Ebola outbreak started in Guinea and between 2013 and 2015 over 2,000 people died there. In addition to this huge death toll the impact on people's livelihoods, and in particular agriculture, has been devastating. Exports of foodstuffs, such as rice and avocados to neighbouring countries have significantly declined due to travel being restricted across the borders with Senegal and Sierra Leone. In addition Guinea's health services have been stretched to breaking point making it virtually impossible for people to go to hospital for fear of contracting Ebola.

Our strong reputation in Guinea, and high levels of trust with people in rural areas, has allowed us carry out highly effective Ebola prevention work. We have been working with Guineans to stop the spread of Ebola since the start of the outbreak. Our field teams have focused on giving information on how Ebola spreads, and how it can be prevented. Through 250 community agents we have ensured that more than 50,000 people knew how to stop the spread of Ebola. Our weekly Mosque meetings, held after weekly Friday prayers, reached thousands of people with information on Ebola. As well as our health information work we have also been improving rural hygiene practice and sanitation systems. Our teams have worked with local organisations to install 20 hand washing systems in village centres, markets, churches, mosques and health centres, as well as distributing chlorine and soap in the worst affected areas. At the same time we organised the first cross-border meeting between Local Authorities from the prefectures of Forécariah in Guinea and Kambia in Sierra Leone. We brought together the UK Army, Red Cross, Medecins Sans Frontieres, World Health Organisation, and local health authorities to improve co-operation in some of the worst hit areas of Guinea.

Looking forwards, our local knowledge, established reputation and strong networks gives us the standing we need to further support the communities we have been working with. Our work in the future will see a shift from Ebola-specific mobilization to permanent, community-based health surveillance systems in line with government strategies. To complement this, water, sanitation and hygiene work will be scaled up to increase community resilience to outbreaks. This will include work on permanent access to clean water, open defecation free villages and better hygiene practices. In line with Concern Universal's strategy that emphasizes a holistic approach to development, our future work will continue to address other community needs that impact upon disaster resilience, including nutrition, livelihoods, contributing to peace building and social cohesion.

Overall, our goal is to ensure that the most affected groups (poor rural populations, especially women, youth and children) experience an improved quality of life, and greater resilience to disaster and outbreaks of disease.

United Purpose

Trustees' annual report

For the year ended 31 March 2016

Malawi

2015-16 was a very good year for our Malawi team, and programme, with a significant expansion of projects.

Highlights of our achievements in numbers were:

- 204,717 people with a decrease in 'hungry months'
- 66,181 households using fuel-efficient stoves
- 112,220 people have established or strengthened their businesses
- 443,637 more people have access to safe water
- 970,453 mosquito nets were distributed; this has changed how the government delivers mass nets programmes

However during 2015 Southern Malawi experienced unprecedented floods and then drought. Due to our significant presence on the ground CU staff were engaged in emergency food and cash distributions – where we supported approx. 200,000 people through range of different immediate supplies (essential non-food items, and water and sanitation, plus shelter) as well as support for recovery (eg new planting materials, such as sweet potato vines and early maturing seeds, and water point recovery) across 5 districts (Phalombe, Chikwawa, Ntcheu, Balaka and Dedza). As a result we have developed our emergency response capacity and approach.

Our work has been externally recognized by partners, government and via mass media to mass public, e.g.

- Our partnership with Trinity College Dublin has led to the development of the thermo-electric generating cookstove to charge phones. A BBC World Service video of this received more than 20m views online
- The broader cookstoves work received the World Access to Energy award at the international Expo in Milan
- Malaria work internationally recognized through the Anti Malaria Foundation
- Our low-cost irrigation schemes have received widespread acclaim and have contributed to national policy

We are proud that we have made significant innovations and impacts against the three strategic objectives of our last strategy (2011-16) as witnessed by our impact reports:

1. SERVICE DELIVERY: Increased quality and coverage of community-focused service provision

- We are the biggest non-government provider of sustainable and quality rural Water, Sanitation and Health (WASH) in Malawi. We have constructed or repaired over 2,000 water points – increasing access for nearly half a million people and reducing diarrhoea cases by an average of 30% in target areas.
- We are the most successful champions of Open Defecation Free (ODF) status in the country, having supported 2,500 villages to achieve ODF status (35% of the national ODF achievement), reducing vulnerability to sanitation-related illnesses for 900,000 people.
- We distributed 3.2m insecticide-treated nets, reducing reported malaria cases, and influencing national strategy to reflect our best practices.
- We contributed to a 38% reduction in moderate child stunting among under-twos in Dedza and Balaka.
- We have supported communities to successfully lobby for vital health clinics, secondary schools, and road constructions or repairs.

2. REDUCING VULNERABILITY: Targeted interventions to enhance community resilience to climate change and increase agricultural production

- We have supported 334,000 people with agricultural development programmes to increase their yields, including irrigating 6,500 hectares of land, distributing 12,000 livestock to over 24,000 people, and 300,000 people now using climate-smart agricultural methods.
- Community-managed afforestation initiatives resulted in over 3m trees planted and cared for.
- Our large-scale, multi-partner DISCOVER consortium programme that reaches over 298,500 people, received an A* rating from DfID, the highest possible accolade.

- Our work on cleaner cookstoves has won international accolades. We have supported 65 stove production groups to form, and they have gone on to sell over 110,000 cleaner cookstoves (generating over £65,000) of which 75,000 have been sold to communities and 35,000 distributed to social cash transfer beneficiaries.
- Since 2012, we have distributed emergency food and cash assistance to 583,934 people making us one of the key emergency response players in the country. This includes reaching over 200,000 people after the devastating 2015 floods with immediate supplies, coordinating WASH in 10 evacuation camps, and recovery support across five districts.

3. PRO-POOR GROWTH: Stimulating local economic development and pro-poor growth

- CUMO is now the leading rural microfinance institution in the country with over 78,000 clients (52,490 borrowers) across 4,725 groups, more than quadrupling from 2008 levels. In 2015 CUMO was awarded the highest compliance rating by Reserve Bank of Malawi, the only non-deposit taking institution to do so. See below for further information about CUMO.
- 334,818 members of village savings and loans groups have been mobilised and supported. They have so far accumulated savings totalling £3m which have been invested into small enterprises.
- We have supported over 3,400 sugar outgrowers in 13 associations who have sold more than 1.4m MT of cane between 2011-14, worth more than £43.7m!
- We have supported 2,885 sugar farmers to achieve Fairtrade status and with these premiums they have developed maternity clinics, water supply, roads, and bridges.
- In Dedza and Ntcheu, we have helped organise 4,721 farmers (58% female) into eight farmers' associations and cooperatives, and they have so far aggregated and sold over 630 MT of soya, groundnuts, maize, beans and sunflower into large-scale buyers and markets.
- We have supported the formation of two regional associations and the national association of sugar growers (SUGAM) to provide outgrowers with a platform from which they can raise their collective voices and influence the wider industry.

CUMO – an independent micro-finance institution

CUMO Microfinance Limited, now in its eighth year of existence, has grown tremendously to become the largest provider of financial services to the rural poor in Malawi, reaching 16 districts of the country. CUMO's client base is now in excess of 78,000 people, 83% of whom are women. The company employs 157 staff, all Malawian nationals. CUMO was set up originally as a Concern Universal project.

The branchless and cashless delivery model it uses, supported by mobile phone technology, has been key to the company's expansion of reach. Furthermore, its focus on understanding its client base and their needs has ensured that the services it offers remain relevant.

Despite 2015 being another economically challenging and difficult year in Malawi, with the floated Kwacha continuing with its depreciation and the cost of living as well as interest rates remaining high, results for the year remained excellent in all respects and represented an improvement over those of 2014.

Demand for credit in volume and client numbers continued to increase. Operations by way of loan disbursements totalled MK2,026.5 Million, up from MK1,707.7 Million in 2014- representing growth of 18.7% and portfolio quality remained excellent with repayment rates at high as 99.35%. Income from operating activities grew by 28% to K735.3 million from MK574.2 million in 2014. Non-operating income (from grants and donations) dropped by 14% over 2014 levels. Total operating expenses net of finance costs on the other hand increased to MK541.6 million, 22% higher than the MK445.2 million incurred in 2014. The increase is mainly because of increased activity and the high rate of inflation. As result, the Company realized a net operating surplus before operating grants (inclusive of net finance income) of MK193.8 million compared to MK129.0 million in the previous year. With operating grants of MK163.8 Million in the year (down from MK189.7 million in 2014), the net surplus for the year amounted to MK357.5million as compared to K318.7 million in 2014.

As of December 31, 2015, the company's asset base had increased by 33.6% from MK 1057.6 million in FY 2014 to MK1,413.4 million.

United Purpose

Trustees' annual report

For the year ended 31 March 2016

- Over 75,000 people have been trained at the mobile CUMO entrepreneurship centre. After completing this training evaluations have shown, average monthly sales of clients increased by 73%, profitability grew by 29%, clients' savings rose from US\$4.91 to \$20.79, and the proportion of clients engaged in more profitable and environmentally-friendly enterprises jumped from 20% to 48%.

The Board and Management are pleased to inform the Members that CUMO's and its service delivery model are now acknowledged as unique and innovative internationally. CUMO was featured highly in a publication titled the Story of ACP/EU Microfinance and is due to be featured again in another publication of the MasterCard Foundation's Boulder Microfinance Institute.

Case story: water projects in Malawi

Meet Victoria Petulo from Nsolo Village, Dedza. Victoria is 13 years old and the only daughter in a family of 6 children. But because her mother has polio, Victoria has to make the 3km journey to collect water for the whole household's drinking and washing needs on her own.

"I get up at 3 am every day and collect water for 5 hours before going to school" she explains. "Then after school I do the same for another 3 hours."

She is always late for school and her chores leave her little time for study. Sickness is also a major issue for her and her community as the water comes from a river polluted through open defecation.

As part of our water, health and sanitation work in the area, we installed the village's first borehole and now the entire community has safe, clean drinking water for the first time. This will not only reduce sickness in the village but also allow the girls more time to study.

"I will be collecting water from nearby so will have much more time and I won't be late for school anymore" Victoria tells us. "So now I will be doing better in class and can become a doctor when I leave school".

Mozambique

The core objective of our programme in Mozambique is the progressive satisfaction of human needs.

In the last year, with support from the Swiss Agency for Development and Cooperation (SDC) and the World Bank, we have assisted 85 civic groups at district and 6 groups at municipal level to monitor and demand transparency and accountability from the Government. This encompassed the processes of planning, needs assessment, resource allocation, expenditure management, performance management and supervision of management of public resources.

With Alliance for Green Revolution in Africa (AGRA) and Australian Government funding we have targeted 40,000 smallholder farmers in 10 districts who, thanks to our intervention have increased production and income improving their health and well-being. With Australian Government funding we have supported the Irish potato value chain in southern Mozambique.

Within all projects we are improving the effectiveness and efficiency of local Civil Society Organisations through training, coaching and ongoing technical support. Additionally, in partnership with Non-Governmental Organisation, SNV we have helped to strengthen governmental technical provincial and district public works departments in the areas of procurement, contracting, budgeting and supervision of water points, which was done not only through formal training, but also by coaching and day-to-day technical support.

The main challenge faced during the last financial year was the lack of clarity about future funding cycles of some of our main in-country donors, such as AGRA, the Australian Government, and Irish AID.

United Purpose

Trustees' annual report

For the year ended 31 March 2016

Nigeria

In 2015-16 our programme in Nigeria focused on sanitation. Our sanitation programme, funded by the Global Sanitation Fund, demonstrated improved results at-scale in 2015/16: While 345 communities ended open defecation, 392 were certified according to national protocol. Meanwhile, a handwashing Behaviour Change Communication study in collaboration with the London School of Hygiene and Tropical Medicine (LSHTM) was carried out in project villages. We also worked with Civil Society Organisation partners to train them on Community Led Total Sanitation (CLTS). We increased our advocacy (lobbying) efforts directed towards the Cross River and Benue State governments, which has brought our Rural Sanitation and Hygiene Promotion in Nigeria (RUSHPIN) closer to securing government scale-up funding. We also received a £1.6M grant from DfID's UK Direct Aid to scale up the RUSHPIN model to three additional Local Government Areas in Cross River State.

CUN constructed and rehabilitated 32 boreholes and, as a result, 28,040 people have access to safe drinking water. These pilot projects integrated water point provision with sanitation & hygiene behaviour change, pioneering a best-practice approach for the wider WASH sector (strategy areas 1, 5, and 6).

“The world’s largest celebration of Global Handwashing Day”: In partnership with PZ Cussons, CUN held a month-long Global Handwashing Day (GHD) promotion, which included events held in many locations across Cross River and Benue states, which culminated with the final event held on the 15 October in Calabar. One of Nigeria’s most popular musicians – Sunny Neji – graced the event by singing his signature GHD event song Wash Your Hands ‘O’. It is estimated the month-long GHD events reached out to millions of Nigerians with life-saving handwashing messages, which inspired thousands of school children to become ‘Hygiene Heroes’ for their families, schools, and communities.

Engaged Village Aid project: CUN has embarked on a series of discussions with Village Aid and their Cameroonian partner MBOSCUDA, and UK Office, regarding the ongoing ‘In Search of Common Ground’ peacebuilding project in Northern Cameroon. We are exploring opportunities to replicate pastoralist-farmer conflict resolution activities in Nigeria.

Senegal and The Gambia

Concern Universal/ United Purpose has worked in The Gambia for over 20 years. In 2015-16 we opened a sub-office in Dakar (Senegal) and extensively enlarged our Senegal/ Casamance programme. Below is a summary of our key achievements last year.

Major achievements:

- Opening of Dakar sub-office with increased profile and networking in Senegal;
- Responding proactively to emerging new funding opportunities e.g. European Union Trust Fund with development of large project proposals (still under consideration);
- Launching and completion of first year of a consortium project on ICT (TICmbay);
- Very successful completion of LEAP and WEARM projects agri/ livelihoods projects;
- Roll out of ICT and agricultural livelihoods projects – we now reach six regions of Senegal for the first time;
- Registration completed in Guinea Bissau and some increased profile networking done.
- A knowledge management position was incorporated into the team with renewed focus on stronger Monitoring & Evaluation.

Innovations:

- Farmer led field trials – putting farmers at the centre of technology evaluation and development;
- Use of ICT services to communicate with farmers;
- Farmer led pump irrigation on the Gambia river transforming agriculture to all year round livelihood; *tippy tap* for hand washing.

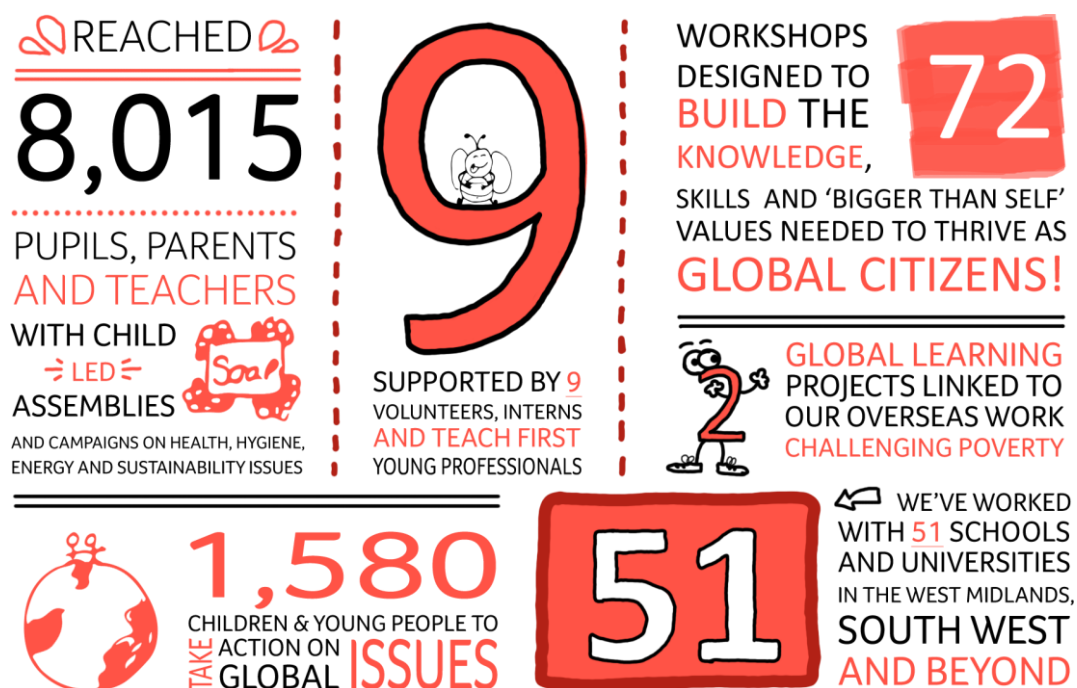
Case story: Agricultural transformation in Senegal

As part of our resilience programme we are working with small scale farmers to increase production and reduce vulnerability for rain fed grain crops. Through an agricultural livelihoods funded project we carried out over a thousand farmer field trials during the increasingly short rain season in 2015. The aim of the trials was to test so called 'improved' or modern varieties being promoted by AGRA in real life conditions. We worked in farmers' fields and considered a range of input situations from zero to high input and considered using NPK (chemical fertilizer) and/or available organic inputs (animal manure and a waste produce millet husks that is normally burned). Initial results show that the improved varieties can lead to very large yield increases. But the conditions where this happens is limited and in some instances improved varieties perform worse than farmers' traditional varieties. The findings show that what is added to the soil is as, or more important, than the variety used. The combination of a low level of organic and a high level of NPK is often twice as effective as using NPK alone. A low level of organic and a low level of NPK often has the same effect as a high level of NPK, but is much cheaper for the farmer. Significant yield increases can be attained at little or no cost to the farmer.

Other group subsidiaries

United Purpose also has two other wholly owned subsidiaries; Village Aid and Concern. Village Aid is a charitable company that works in Africa with local partners supporting them to build their own capacity and deliver a range of grassroots programmes. Concern is a company trading of carbon credits from development projects in Africa, Bangladesh and Brazil. Details of their financial performance is included in note 15 of the financial statements.

Development Education



In its 20th year, Concern Universal's schools programme is built on the belief that young people have a critical, active role to play to fight poverty and inequality. Since 1996 we have worked with thousands of children in the West Midlands and beyond to stimulate the critical analysis of local and global issues, raising awareness and understanding, and inspiring individual and community action (Development Education strategy, 2002).

As Concern Universal makes the transition to United Purpose, our schools programme HandsUP will continue to build young people's global knowledge, 'bigger than self' values and leadership skills needed to build a fairer, healthier, more sustainable world for all.

Our schools programmes consists of specialist Key Stage 1 and Key Stage 2 schools work. In KS1 'Hands UP for Health' introduces children to health and sanitation issues through fun games and activities. Children learn about germs and the importance of soap using glitter and Top Trumps, develop global awareness as they travel the toilet trail and showcase their dance to our West African 'Wash your Hands O' song to the rest of the school as they celebrate becoming Health and Hygiene Heroes.

In Key Stage 2 children take part in a series of inspiring, sustainable education workshops in which children learn about the meaning and importance of sustainability and plan their own assemblies and actions to protect the planet and lead healthier, more sustainable lives. Children make their own Malawian fuel-efficient, clay cook stoves; get sent to the future to investigate a 2 degree warmer world; produce news reports on their findings (positive and negative); and compare CO2 emissions around the world.

Our Achievements – in pictures



1,543 water points installed or improved



2,543 villages 'open defecation free'



970,453 mosquito nets distributed



66,794 fuel efficient stoves



631,962 trees planted



168,197 toilets built



583 meetings between communities and their governments



6,561 lobbying actions led by communities



811 governments now using social accountability tools



56,211 microfinance loans issued



298,698 farmers trained



134,438 people accessed business services



272,913 people educated about the causes and effects of climate change



500,000 tonnes of carbon credits generated



66,794 people using fuel efficient stoves to generate energy to charge electronics

Volunteers

The pillars of any organisation are its people. Concern Universal is supported by passionate volunteers throughout each country programme who give their time, skills and experience to help challenge poverty and inequality. In the UK this year, 42 individual volunteers have supported our finance and services, programmes, communications and external relations teams. This family of highly skilled and passionate people have donated approximately 9,400 hours, with an approximate value of £70,864.

Each volunteer contributes in a unique way, including supporting with recruitment admin and office efficiency, researching funding opportunities and writing proposals, leading workshops in schools and creating workshop resources, organising seminars, supporting the implementation of our monitoring, evaluation and learning strategy, translating and blogging. Our team of volunteers are ambassadors for our vision and demonstrate

United Purpose

Trustees' annual report

For the year ended 31 March 2016

loyalty and commitment to giving families around the world the opportunity to create a brighter future for themselves.

Plans for the future

In 2016, we reached a landmark year, marking 40 years since Concern Universal (now United Purpose) registered as a charity in the UK. On 3 November 2016, subsequent to the year end, we brought our supporters together at an event in London and set out our vision for the future. This included:

Change of Name from Concern Universal to United Purpose - the trustees agreed the need to better define the charity within a busy sector and create a distinct new identity to encourage more support and collaborations to ensure our work can continue.

Head Office move from Hereford to Cardiff – the trustees agreed the need to be located closer to some of our key donors, to be based in a vibrant capital city, and closer to universities undertaking research and employment opportunities in international development.

Merger and acquisition activity – after the year end, United Purpose brought into its family the county programmes and certain assets, and assumed certain liabilities, of International Inspiration, a charity focussed on international sport for development with a specific strategic focus on using sport to inspire and empower individuals and to aid peace and reconciliation.

CarbonUP – the continuation of United Purpose's carbon initiative, originally set up to further develop our sustainable energy division in Malawi.

A key part of United Purpose's current development strategy and plans for the future is to focus on programmes that fulfil United Purpose's social impact drivers and that are also financially self-sustainable. We also continue to investigate the most effective means of maximising fundraising income, further benefit from our previous merger with Village Aid, and investigate future merger and acquisition possibilities.

Financial review

Results for the year

United Purpose has worked hard to diversify income streams, both from institutional donors and through fundraising, in order to improve long term financial stability of the organisation and ultimately increase the impact of our programmes. During the year, £18,581,906 of restricted funding was received from institutional donors and £1,219,075 of unrestricted funding was received through fundraising. In addition CUMO, our regulated microfinance entity in Malawi, contributed £903,653 to turnover. Overall there has been a 7.54% increase in turnover from £19,252,681 in 2015 to £20,704,634 in 2016.

During the year, United Purpose has expended £18,410,143 on its charitable activities, as well as expenditure of £926,030 within CUMO. £301,751 was spent on raising funds providing a total expenditure for the year of £19,637,924.

Overall, the charity made a surplus of £1,066,710 for the year of which £820,707 related to restricted funds, a deficit of £22,377 from CUMO, and a surplus of £268,380 related to unrestricted funds.

Funds

At the end of the reporting period, the charity's total funds stood at £7,209,200 (2015: £6,142,490). Restricted funds, which are subject to conditions imposed by donors or implied by the nature of an appeal and therefore not available for general purposes of the charity, amounted to £5,417,204 (2015: £4,596,499) and CUMO funds, also not available for the general purposes of the charity, amounted to £1,227,558 (2015: £1,214,642).

Designated funds at the end of the reporting period totalled £30,226 (2015: £63,130).

After making allowance for any restricted funds, and the amount of designations, the charity's free reserves balance at 31 March 2016 was £534,212 (2015: £268,219).

Reserves policy

The trustees have established a reserves policy that aims to protect the charity's activities from risk of disruption at short notice due to a lack of funds, whilst at the same time ensuring that the charity does not retain income for longer than required.

The policy also provides parameters for future strategic plans and contributes towards decision-making. It determines an appropriate target level for free reserves, taking into account the charity's vulnerability to unplanned changes in its financial position, relating mainly to its fundraising of unrestricted income and exchange rate movements, both of which can vary significantly from year to year.

The trustees regard the level of free reserves, namely unrestricted reserves that exclude any designated reserves, as crucial in allowing United Purpose to continue to serve its beneficiaries through temporary gaps in donor funding periods. The trustees also wish to be able to call on funds to seize opportunities to develop

United Purpose

Trustees' annual report

For the year ended 31 March 2016

appropriate new activities to further United Purpose's objectives where there may be delays in securing donor funding.

There is a increasing trend amongst donors to partially fund programmes in arrears so the trustees anticipate that funds will also be needed on an on-going basis in order to fully fund project activities pending receipt of donor funds. Multi-annual project funding is important for United Purpose and the pattern of project initiation and completion rarely results in a consistent and predictable flow of funds.

The trustees judge that United Purpose should hold at least three months but not more than six months value of support costs and management costs in order to be able to preserve its basic structure in each of its country programmes through periods of low levels of project funded activity, as well as to ensure adequate cash flow for projects funded in arrears. Based on support and management costs totalling £2,716,582 for the year to 31 March 2016, the minimum target for funds is £679,145 and the maximum is £1,358,291. At 31st March 2016, the total free reserves were £534,211, which is below the minimal level.

Going concern

The trustees have set out above a review of the financial performance during the financial year and the charity's reserves position at the year-end. The charity currently has adequate financial resources and the structures in place to manage the business risks. The charity's budgeting and forecasting processes have taken into consideration the current economic climate and its potential impact on both our various sources of income and expenditure.

The trustees have reviewed cashflow forecasts for the next twelve months and have reasonable expectation that we have adequate resources, with 66% percent of funding confirmed, sufficient levels of cash and control mechanisms to continue in operational existence for the foreseeable future. Further, the trustees believe that there are no material uncertainties that may cast doubt on the charity's ability to continue as a going concern. Therefore, the charity continues to adopt the going concern basis of accounting in preparing the annual financial statements.

Principal risks and uncertainties

The trustees recognise that United Purpose works in the changing and competitive environment of the UK charity sector and within the challenging and fragile contexts of international aid and development – often in areas where there is insecurity and a lack of a cohesive infrastructure. United Purpose and other charities operating internationally face a unique challenge of needing to work with vulnerable people within these unstable environments while simultaneously protecting charitable assets.

The Board has established a formal risk management process and internal control framework to ensure intelligent, proactive and consistent management of risks, so that the charity can maximise strategic opportunities. This process comprises:

United Purpose

Trustees' annual report

For the year ended 31 March 2016

- an annual review of the principal risks and uncertainties that the charity and its subsidiary face;
- the establishment of policies, systems and procedures to mitigate those risks identified in the annual review; and
- the implementation of procedures designed to minimise or manage any potential impact on the charity should those risks materialise.

A risk register identifies the risks facing the charity within four categories: strategic, operational, reporting and compliance. Risks are assessed and a high, medium or low risk rating given based on likelihood of occurrence and their potential impact on the charity. The risk register is approved annually by the Board.

The charity defines key strategic risks as those that threaten the fulfilment of the core strategic objectives within its business plan. The two identified over-arching strategic risks relate to the receipt of sustainable income to maintain our planned programmes, and foreign exchange risks caused by funding being received in hard currency but expended in local currency.

The charity continues to seek to diversify its fundraising so that the variety of income streams provides greater stability of overall income, more resistance to negative change in any one stream, and a wider and more varied supporter base. The charity works through its country offices to understand these local risks and projects are robustly designed to mitigate those risks.

Internal controls

The Board of Trustees has overall responsibility for ensuring that United Purpose has a system of internal control, management and audit to mitigate risk. The charity has an annual planning and budgeting system. The financial reporting system compares results with the budget on a quarterly and yearly basis. These internal systems and financial controls can provide reasonable assurance against errors or fraud.

The charity has documented systems of internal financial controls and procedures that are reviewed regularly by financial management. These systems provide reasonable, but not absolute, assurance against errors or loss. The procedures aim to ensure the completeness and accuracy of accounting records and document the ways in which the trustees have delegated financial authority within defined limits. The internal controls provide reasonable assurance that:

- financial controls are in place to safeguard assets
- transactions are properly authorised and recorded
- material errors or irregularities are either prevented or would be detected within a timely period.

Structure, governance and management

United Purpose is a charitable company limited by guarantee with registration number 1278887 and charity number 272464. It was incorporated on 27 September 1976 and established under a memorandum and articles of association (subsequently amended by special resolution dated 29 November 2003), which set out the objects and powers of the charitable company.

The charity's trustees are appointed as directors of the company and are also its members. Every member guarantees to contribute an amount not exceeding £1 to the assets of the charity in the event of winding up. The trustees have no beneficial interest in the charity.

United Purpose was previously known as Concern Universal. In October 2016, the organisation re-branded and changed its name so that its values were better aligned with its work.

Trustees

The trustees of United Purpose govern the charity's activities and are legally responsible for the overall control of the charity and for ensuring that it is properly managed. The Board's principal roles are:

- approving the mission, strategies, high level policies and strategic plan;
- appointing and overseeing the Chief Executive;
- monitoring performance and risk management;
- reporting performance with integrity and transparency;
- ensuring compliance with UK law and Charity Commission regulations;
- managing its own governance processes, including evaluation of Board, Chair and individual Trustee performance; and
- adding value by advising management.

The trustees delegate responsibility for the day-to-day running of the charity to the Chief Executive, who reports directly to the Board and manages the execution of the strategy as directed by the Board. The Chief Executive is assisted by a management team comprising those who have responsibility for programmes, external affairs and finance.

All trustees give their time voluntarily and receive no benefits from the charity. Any expenses reclaimed from the charity are set out in note 6 to the accounts. The trustees who served during the year and up to the date of this report are listed on page 23.

Trustee recruitment and appointment

United Purpose recognises that an effective Board of trustees is essential if the charity is to be effective in achieving its objects. The Board seeks to be representative of the people with whom the charity works and have available to it all of the knowledge and skills required to run the charity. Individual trustees must have sufficient knowledge, both of trusteeship in general and of the charity's activities, to enable them to carry out their role and to represent the charity at meetings and other events.

The existing trustees are responsible for recruiting new trustees although specific administrative tasks may be delegated by the Board to the Chief Executive and Senior Management Team. The Board may at any time appoint any person duly qualified to be appointed as a trustee to fill a vacancy in their number or as an additional trustee. The minimum number of Trustees is set at now less than three and no more than eleven.

Efforts at recruiting new trustees take account of any recent skills audit and gaps in skills/experience that have been identified, and specific roles or duties that need to be undertaken. Once the ideal skill/experience profile has been identified a recruitment plan is formulated. This identifies the most appropriate resources from which applicants might be found. Preference is given to advertisement in the media over approaches to personal contacts as the intention is to promote diversity and to avoid conflicts of interest.

United Purpose seeks to ensure diversity in its Board of trustees as well as in its staff base and consideration will be given to ways in which groups that are under-represented on the board might be reached and encouraged to apply.

Trustee induction and training

New trustees undergo an orientation day to brief them on their legal obligations under charity and company law, the Charity Commission guidance on public benefit, and inform them of the content of the memorandum and Articles of Association, the decision-making processes, the strategic plan and recent financial performance of the charity. During the induction day, they meet key employees and other trustees. Trustees are encouraged to attend appropriate external training events where these will facilitate the undertaking of their role. Trustees are given the opportunity to visit the charity's projects and partners in East Africa.

Related parties and relationships with other organisations

All trustees and key management personnel are required to disclose any related parties and conflicts of interest. There were no transactions with any other related parties during the year and none of the charity's trustees receives remuneration or other benefit from their work with the charity as a trustee.

Remuneration policy for key management personnel

The key management personnel of the charity includes the trustees and the Chief Executive, who is in charge of directing and controlling, running and operating the charity on a day to day basis.

All trustees give their time freely and no fees or remuneration are paid for serving as a trustee of United Purpose. The charity reimburses reasonable expenses incurred in the course of acting as a trustee. This

United Purpose

Trustees' annual report

For the year ended 31 March 2016

includes travel and accommodation expenses required to attend meetings, training and orientation costs. Every effort is made to ensure costs are modest. Details of trustees' expenses and related party transactions are disclosed in note 6 to the accounts.

In deciding appropriate pay levels, United Purpose aims to strike a balance between paying enough to recruit and keep people with the skills we need, our employees' needs, and the public and our donors' expectations that the money they entrust us with are used wisely.

In setting Chief Executive pay, the Board takes account of the skills and experience required for the role and the remuneration in the sectors from which suitable candidates for such posts would be found. They have taken independent advice to inform those judgements. They also take account of affordability for the charity. The Chief Executive's salary is normally reviewed annually.

Statement of responsibilities of the trustees

The trustees (who are also directors of United Purpose for the purposes of company law) are responsible for preparing the trustees' annual report including the strategic report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and group and of the incoming resources and application of resources, including the income and expenditure, of the charitable company or group for that period. In preparing these financial statements, the trustees are required to:

- Select suitable accounting policies and then apply them consistently
- Observe the methods and principles in the Charities SORP
- Make judgements and estimates that are reasonable and prudent
- State whether applicable UK Accounting Standards and statements of recommended practice have been followed, subject to any material departures disclosed and explained in the financial statements
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in operation

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charitable company and group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

United Purpose

Trustees' annual report

For the year ended 31 March 2016

In so far as the trustees are aware:

- There is no relevant audit information of which the charitable company's auditors are unaware
- The trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information

The trustees are responsible for the maintenance and integrity of the corporate and financial information included on the charitable company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Members of the charity guarantee to contribute an amount not exceeding £1 to the assets of the charity in the event of winding up. The total number of such guarantees at 31 March 2016 was 25. The trustees are members of the charity but this entitles them only to voting rights. The trustees have no beneficial interest in the charity.

Auditors

Sayer Vincent LLP were re-appointed as the charitable company's auditors during the year and have expressed their willingness to continue in that capacity.

The trustees' annual report which includes the strategic report has been approved by the trustees on 26 January 2017 and signed on their behalf by

Peter Ayres
Chair

United Purpose

Reference and administrative information

For the year ended 31 March 2016

Company number 1278887

Charity number 272465

Registered office 21 King Street, Hereford, HR4 9BX

Trustees Trustees, who are also directors under company law, who served during the year and up to the date of this report were as follows:

Peter Ayres (Chair)
Adam Wynne
Alan Davies
Chikondi Mpokosa (resigned 1st December 2016)
Hadi Husani (appointed 7 January 2016)
Lucy Weston (resigned 16 August 2016)
Nicholas Briggs (resigned 25 April 2016)
Nicola Mushet
Robin Todd (resigned 25th November 2016)
Sara Howe (resigned 26 May 2015)
Steven Marshall (appointed 7 January 2016)

Key management personnel Kathryn Llewellyn Chief Executive Officer

Principal Bankers Standard Chartered Bank
1 Basinghall Avenue
London EC2V 5DD

Auditors Sayer Vincent LLP
Chartered Accountants and Statutory Auditors
Invicta House
108-114 Golden Lane
London EC1Y 0TL

Independent auditors' report

To the members of

United Purpose

We have audited the financial statements of United Purpose for the year ended 31 March 2016 which comprise the group and United Purpose statement of financial activities, the group and parent charitable company balance sheets, the group statement of cash flows and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and section 144 of the Charities Act 2011 and regulations made under section 154 of that Act. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of trustees and auditors

As explained more fully in the statement of trustees' responsibilities set out in the trustees' annual report, the trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view.

We have been appointed auditors under the Companies Act 2006 and section 151 of the Charities Act 2011 and report in accordance with those Acts. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the charitable company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the trustees; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the trustees' annual report including the strategic report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements:

- Give a true and fair view of the state of the group's and the parent charitable company's affairs as at 31 March 2016, and of the group's incoming resources and application of resources, including its income and expenditure, for the year then ended
- Have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice
- Have been prepared in accordance with the requirements of the Companies Act 2006 and the Charities Act 2011

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the trustees' annual report, including the strategic report, for the financial year for which the financial statements are prepared is consistent with the financial statements.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 and the Charities Act 2011 requires us to report to you if, in our opinion:

- The parent charitable company has not kept adequate and sufficient accounting records, or returns adequate for our audit have not been received from branches not visited by us
- The parent charitable company financial statements are not in agreement with the accounting records and returns
- Certain disclosures of trustees' remuneration specified by law are not made
- We have not received all the information and explanations we require for our audit

Jonathan Orchard (Senior statutory auditor)

26 January 2017

for and on behalf of Sayer Vincent LLP, Statutory Auditors

Invicta House, 108–114 Golden Lane, LONDON, EC1Y 0TL

Sayer Vincent LLP is eligible to act as auditors in terms of section 1212 of the Companies Act 2006

United Purpose

Consolidated Statement of Financial Activities (Incorporating an income and expenditure account)

For the year ended 31 March 2016

	Note	Restricted £	Unrestricted £	CUMO £	2016 Total £	2015 Total £
Income from:						
Donations and Legacies	3	–	1,176,853	–	1,176,853	1,126,768
Charitable activities	4					
Resilient Lives		11,340,662	–	870,789	12,211,451	10,931,065
Better Health		6,459,188	–	–	6,459,188	6,574,371
Upholding Rights		782,056	–	–	782,056	600,602
Investment income	5	–	42,222	32,864	75,086	19,875
Total income		18,581,906	1,219,075	903,653	20,704,634	19,252,681
Expenditure on:						
Raising funds	6	–	301,751	–	301,751	519,488
Charitable activities						
Resilient Lives		10,756,009	400,575	926,030	12,082,614	10,801,525
Better Health		6,067,096	233,237	–	6,300,333	6,106,055
Upholding Rights		915,031	38,195	–	953,226	1,068,715
Governance		–	–	–	–	–
Total resources expended		17,738,136	973,758	926,030	19,637,924	18,495,783
Net (outgoing)/incoming resources		843,770	245,317	(22,377)	1,066,710	756,898
Unrealised exchange gain on foreign currency balances in charity		–	–	–	–	(30,198)
Transfers between funds		(23,065)	23,065	–	–	–
Net movement in funds	6	820,705	268,382	(22,377)	1,066,710	726,701
Funds at the start of the year		4,596,499	296,056	1,249,935	6,142,490	5,415,789
Funds at the end of the year	16	5,417,204	564,438	1,227,558	7,209,200	6,142,490

All of the above results are derived from continuing activities. There were no other recognised gains or losses other than those stated above. Movements in funds are disclosed in note 22 to the financial statements.

United Purpose

Consolidated Balance Sheet

Company No. 1278887

As at 31 March 2016

	Note	Group 2016 £	2015 £	Charity 2016 £	2015 £
Fixed assets					
Tangible fixed assets	14	<u>605,615</u>	<u>604,457</u>	<u>508,618</u>	<u>518,837</u>
		605,615	604,457	508,618	518,837
Current assets					
Debtors	17	2,471,464	2,343,878	1,929,673	1,609,757
Short Term Deposits		167,181	164,607	–	–
Cash at bank and in hand		<u>4,699,278</u>	<u>4,640,958</u>	<u>4,041,242</u>	<u>3,807,559</u>
		7,337,923	7,149,443	5,970,915	5,417,316
Liabilities					
Creditors: amounts due within one year	18	<u>(681,116)</u>	<u>(1,291,401)</u>	<u>(464,122)</u>	<u>(990,038)</u>
Net current assets		<u>6,656,807</u>	<u>5,858,042</u>	<u>5,506,793</u>	<u>4,427,278</u>
Total assets less current liabilities		7,262,422	6,462,499	6,015,411	4,946,115
Creditors: amounts due greater than one year					
	19	<u>(53,222)</u>	<u>(320,009)</u>	<u>(50,000)</u>	<u>(119,623)</u>
Net assets	21	<u>7,209,200</u>	<u>6,142,490</u>	<u>5,965,411</u>	<u>4,826,492</u>
Funds					
Restricted funds		5,417,204	4,986,994	5,400,973	4,931,883
Restricted funds in deficit		–	(390,495)	–	(390,495)
Unrestricted funds:					
Designated funds					
Funds held by CUMO		1,227,558	1,214,642	–	–
Other designated funds		30,226	63,130	30,226	15,982
General funds (excluding funds held by CUMO)		<u>534,212</u>	<u>268,219</u>	<u>534,212</u>	<u>269,122</u>
Total funds	16	<u>7,209,200</u>	<u>6,142,490</u>	<u>5,965,411</u>	<u>4,826,492</u>

Approved by the trustees on 26 January 2017 and signed on their behalf by

Peter Ayres

United Purpose

Consolidated statement of cash flows

For the year ended 31 March 2016

	Note	2016 £	£	2015 £	£
Cash flows from operating activities	24				
Net cash provided by / (used in) operating activities			639,690		959,201
Cash flows from investing activities:					
Dividends, interest and rents from investments		75,086		19,875	
Proceeds from the sale of fixed assets		–		–	
Purchase of fixed assets		(164,646)		(241,502)	
Net cash provided by / (used in) investing activities			(89,560)		(221,627)
Change in cash and cash equivalents in the year			550,130		737,574
Cash and cash equivalents at the beginning of the year			4,805,565		4,133,482
Change in cash and cash equivalents due to exchange rate			(489,236)		(65,491)
Cash and cash equivalents at the end of the year	25		4,866,459		4,805,565

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

1. Accounting policies

a) Basis of preparation

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015) – (Charities SORP FRS 102), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (August 2014) and the Companies Act 2006.

Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy or note.

These financial statements consolidate the results of the charitable company and its wholly-owned subsidiaries CUMO Microfinance Ltd, Village Aid Ltd (of which United purpose is a controlling member) and Concern on a line by line basis. Transactions and balances between the charitable company and its subsidiary have been eliminated from the consolidated financial statements. Balances between the two companies are disclosed in the notes of the charitable company's balance sheet. A separate statement of financial activities, or income and expenditure account, for the charitable company itself is not presented because the charitable company has taken advantage of the exemptions afforded by section 408 of the Companies Act 2006.

The Charity controls Concern Universal Ghana, a company limited by guarantee incorporated in Ghana. Accounts for Concern Universal Ghana have been prepared and audited in Ghanaian new Cedis for the year ended 31 March 2016. Concern Universal Ghana is accounted for as a country programme within United Purpose (formerly Concern Universal) and therefore its results are fully consolidated into United Purpose (formerly Concern Universal)'s accounts.

b) Reconciliation with previously Generally Accepted Accounting Practice (GAAP)

In preparing the accounts, the trustees have considered whether in applying the accounting policies required by FRS 102 and the Charities SORP FRS 102 a restatement of comparative items was required. The transition date was 1 April 2014

c) Public benefit entity

The charitable company meets the definition of a public benefit entity under FRS 102.

d) Going concern

The trustees consider that there are no material uncertainties about the charitable company's ability to continue as a going concern.

The trustees do not consider that there are any sources of estimation uncertainty at the reporting date that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next reporting period.

e) Income

Income is recognised when the charity has entitlement to the funds, any performance conditions attached to the income have been met, it is probable that the income will be received and that the amount can be measured reliably.

Income from government and other grants, whether 'capital' grants or 'revenue' grants, is recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received and the amount can be measured reliably and is not deferred.

1 Accounting policies (continued)

For legacies, entitlement is taken as the earlier of the date on which either: the charity is aware that probate has been granted, the estate has been finalised and notification has been made by the executor(s) to the charity that a distribution will be made, or when a distribution is received from the estate. Receipt of a legacy, in whole or in part, is only considered probable when the amount can be measured reliably and the charity has been notified of the executor's intention to make a distribution. Where legacies have been notified to the charity, or the charity is aware of the granting of probate, and the criteria for income recognition have not been met, then the legacy is treated as a contingent asset and disclosed if material.

Income received in advance of the provision of a specified service is deferred until the criteria for income recognition are met.

f) Donations of gifts, services and facilities

Donated professional services and donated facilities are recognised as income when the charity has control over the item or received the service, any conditions associated with the donation have been met, the receipt of economic benefit from the use by the charity of the item is probable and that economic benefit can be measured reliably. In accordance with the Charities SORP (FRS 102), volunteer time is not recognised so refer to the trustees' annual report for more information about their contribution.

On receipt, donated gifts, professional services and donated facilities are recognised on the basis of the value of the gift to the charity which is the amount the charity would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market; a corresponding amount is then recognised in expenditure in the period of receipt.

g) Interest receivable

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the charity; this is normally upon notification of the interest paid or payable by the bank.

h) Fund accounting

Restricted funds are to be used for specific purposes as laid down by the donor. Expenditure which meets these criteria is charged to the fund.

Unrestricted funds are donations and other incoming resources received or generated for the charitable purposes.

Designated funds are unrestricted funds earmarked by the trustees for particular purposes.

i) Expenditure and irrecoverable VAT

Expenditure is recognised once there is a legal or constructive obligation to make a payment to a third party, it is probable that settlement will be required and the amount of the obligation can be measured reliably. Expenditure is classified under the following activity headings:

- Costs of raising funds relate to the costs incurred by the charitable company in inducing third parties to make voluntary contributions to it, as well as the cost of any activities with a fundraising purpose
- Expenditure on charitable activities includes the costs of resilient lives, better health and improved rights work undertaken to further the purposes of the charity and their associated support costs
- Other expenditure represents those items not falling into any other heading

Irrecoverable VAT is charged as a cost against the activity for which the expenditure was incurred.

Grants payable to partner organisations are included in the Statement of Financial Activities in the year in which they are payable.

Costs of generating donations and legacies relate to the costs incurred by United Purpose (formerly Concern Universal) in fundraising and publicity.

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

1 Accounting policies (continued)

j) Allocation of support costs

Resources expended are allocated to the particular activity where the cost relates directly to that activity. However, the cost of overall direction and administration of each activity, comprising the salary and overhead costs of the central function, is apportioned on the following basis which are an estimate, based on staff time, of the amount attributable to each activity.

Where information about the aims, objectives and projects of the charity is provided to potential beneficiaries, the costs associated with this publicity are allocated to charitable expenditure.

Where such information about the aims, objectives and projects of the charity is also provided to potential donors, activity costs are apportioned between fundraising and charitable activities on the basis of area of literature occupied by each activity.

- Resilient Lives 57%
- Better Health 37%
- Upholding Rights 6%

Support and governance costs are re-allocated to each of the activities on the following basis which is an estimate, based on staff time, of the amount attributable to each activity

- Resilient Lives 57%
- Better Health 37%
- Upholding Rights 6%

Governance costs are the costs associated with the governance arrangements of the charity. These costs are associated with constitutional and statutory requirements and include any costs associated with the strategic management of the charity's activities.

k) Operating leases

Rental charges are charged on a straight line basis over the term of the lease.

l) Tangible fixed assets

Items of equipment are capitalised where the purchase price exceeds £1,000. Depreciation costs are allocated to activities on the basis of the use of the related assets in those activities. Assets are reviewed for impairment if circumstances indicate their carrying value may exceed their net realisable value and value in use.

Where fixed assets have been revalued, any excess between the revalued amount and the historic cost of the asset will be shown as a revaluation reserve in the balance sheet.

Depreciation is provided at rates calculated to write down the cost of each asset to its estimated residual value over its expected useful life. The depreciation rates in use are as follows:

United Purpose (formerly Concern Universal)

Office furniture and equipment: reducing balance basis at an annual rate of 20%

ITC Equipment: reducing balance basis at an annual rate of 33.3%

Vehicles: reducing balance basis at an annual rate of 33.3%

Drilling Rig: reducing balance basis at an annual rate of 33.3%

Land & Buildings: reducing balance basis at an annual rate of 5%

Capitalised development costs: reducing balance basis at an annual rate of 33%

CUMO

Office furniture and equipment: straight line basis at an annual rate of 25%

ITC Equipment: straight line basis at an annual rate of 33.3%

Vehicles: straight line basis at an annual rate of 20%

There are no material differences arising from the different treatment of depreciation within CUMO.

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

1 Accounting policies (continued)

m) Investments in subsidiaries

Investments in subsidiaries are at cost.

n) Debtors

Trade and other debtors are recognised at the settlement amount due after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

o) Cash at bank and in hand

Cash at bank and cash in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account. Cash balances exclude any funds held on behalf of service users.

p) Creditors and provisions

Creditors and provisions are recognised where the charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors and provisions are normally recognised at their settlement amount after allowing for any trade discounts due.

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value with the exception of bank loans which are subsequently measured at amortised cost using the effective interest method.

q) Pensions

The charitable company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the charitable company in an independently administered fund. The pension cost charge represents contributions payable under the scheme by the charitable company to the fund. The charitable company has no liability under the scheme other than for the payment of those contributions.

r) Transactions in foreign currencies

Transactions in foreign currencies are translated at a daily average rate. Balances denominated in foreign currencies are translated at the rate of exchange prevailing at the year end. Exchange differences are taken into account in arriving at the net incoming resources for the year.

s) Taxation

The charitable company is granted exemption from corporation tax as all its income arises from or is applied for charitable purposes. Its subsidiary CUMO is a controlled foreign company, however trading profits of CUMO arise from and are applied to the charitable purpose of providing microfinance loans to clients in rural areas within Malawi living in extreme poverty, to enable them to improve their livelihoods. No portion of CUMO profits passes to United Purpose (formerly Concern Universal) as parent company. Concern (limited) donates all profits to United Purpose.

United Purpose

Notes to the Financial Statements

For the year ended 31 March 2016

2 Detailed comparatives for the statement of financial activities

	Restricted £	Unrestricted £	CUMO £	2015 Total £
Income from:				
Donations and Legacies	66,702	1,043,020		1,109,722
Activities for generating funds:				
General fundraising	–	5,584	–	5,584
Events	36	11,427	–	11,463
Charitable activities				
Resilient Lives	9,902,456	–	1,028,609	10,931,065
Better Health	6,574,371	–	–	6,574,371
Upholding Rights	600,602	–	–	600,602
Investment income	641	340	18,894	19,875
Total income	17,144,808	1,060,371	1,047,503	19,252,682
Expenditure on:				
Raising funds	17,417	502,071	–	519,488
Charitable activities				
Resilient Lives	9,735,032	382,421	597,078	10,714,531
Better Health	5,986,027	106,660	–	6,092,687
Upholding Rights	1,011,239	51,075	–	1,062,314
Governance	30,497	40,973	–	71,470
Total resources expended	16,780,212	1,083,200	597,078	18,460,490
Net (outgoing)/incoming resources before other	364,596	(22,829)	450,425	792,192
Unrealised exchange loss on foreign currency balances	–	(30,198)	(35,293)	(30,198)
Transfers between funds	64,449	(64,449)	–	–
Net movement in funds	429,045	(117,476)	415,132	761,994
Funds at the start of the year	4,168,454	447,825	799,510	5,415,789
Funds at the end of the year	4,597,499	330,349	1,214,642	6,142,490

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

3. Income from donations and legacies

	Restricted	Unrestricted	2016 Total	2015 Total
	£	£	£	£
Committed giving	–	260,383	260,383	354,196
Miscellaneous grants & donations	–	909,587	909,587	721,844
Legacies	–	–	–	553
Appeals and collections	–	6,883	6,883	33,129
Total grants	–	1,176,853	1,176,853	1,109,722

4. Income from charitable activities

	Restricted	Unrestricted	2016 Total	2015 Total
	£	£	£	£
Resilient Lives				
Action Aid	187,726	–	187,726	89,426
AGFUND	–	–	–	13,142
African Fertiliser and Agribusiness Partnership	–	–	–	53,470
Australian Foundation for the Peoples of Asia and the Pacific	245,979	–	245,979	471,220
Alliance for a Green Revolution in Africa (AGRA)	1,075,343	–	1,075,343	654,721
Australian High Commissions	–	–	–	59,671
Big Lottery Fund	569,682	–	569,682	496,440
CARE International	399,145	–	399,145	–
Coca Cola	68,420	–	68,420	65,302
Cordaid	219,519	–	219,519	201,808
CUMO	–	870,789	870,789	1,028,609
Department for International Development	3,333,521	–	3,333,521	2,801,028
Electric Aid	45,223	–	45,223	–
European Commission	1,451,345	–	1,451,345	1,337,086
EC Humanitarian Office	14,915	–	14,915	–
European Community of West African States (ECOWAS)	21,652	–	21,652	20,487
FAO	–	–	–	–
GIZ Health	183,573	–	183,573	55,594
International Fund for Agricultural Development	–	–	–	71,593
International Potato Centre (CIP)	23,971	–	23,971	14,352
Irish Aid	642,442	–	642,442	1,106,427
JA Clark Charitable Trust	15,000	–	15,000	25,000
Miscellaneous income	115,877	–	115,877	287,520
Oxfam	–	–	–	21,789
Reliance Financial Services	–	–	–	11,734
Save the Children	124,352	–	124,352	78,781
Solidaridad/Schokland Fund	38,121	–	38,121	180,579
SORGEV	44,619	–	44,619	–
The One Foundation	168,680	–	168,680	90,576
USAid	466,005	–	466,005	118,086
Village Aid	–	–	–	108,776
William Cadbury Trust	45,000	–	45,000	–
World Food Programme	1,840,555	–	1,840,555	1,417,848
Zochonis Charitable Trust	–	–	–	50,000
	11,340,665	870,789	12,211,454	10,931,065

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

4. Income from charitable activities (continued)

	Restricted	Unrestricted	2016 Total	2015 Total (restated)
	£	£	£	£
Better Health				
ACF International	270,011	–	270,011	–
Against Malaria Foundation	1,877,715	–	1,877,715	1,329,194
Ausaid	–	–	–	29,395
Australian Foundation for the Peoples of Asia & the Pacific	731,224	–	731,224	610,367
Comic relief	52,841	–	52,841	73,402
Cordaid	–	–	–	305,246
Department for International Development	148,978	–	148,978	–
DIAGEO	49,919	–	49,919	–
EDM	46,987	–	46,987	–
European Commission	305,329	–	305,329	541,419
GIZ Health	–	–	–	15,296
Irish Aid	445,270	–	445,270	242,468
Japanese Embassies	–	–	–	4,934
Miscellaneous income	213,289	–	213,289	39,888
Oxfam	68,261	–	68,261	38,775
PLAN International	131,207	–	131,207	149,365
One Foundation	115,625	–	115,625	168,536
PZ Cussons	75,500	–	75,500	78,327
Swiss Agency for Development and Cooperation (SDC Mozambique)	–	–	–	40,983
UNICEF	1,161,438	–	1,161,438	1,899,432
UNOPS (GSF)	541,043	–	541,043	873,320
USAID	112,332	–	112,332	–
Vitol	–	–	–	17,364
World Food Programme	112,219	–	112,219	116,660
	6,459,188	–	6,459,188	6,574,371

	Restricted	Unrestricted	2016 Total	2015 Total (restated)
	£	£	£	£
5 Upholding Rights				
Civil Society Support Mechanism (MASC)	–	–	–	12,898
Mozambique				
DfID	13,011	–	13,011	–
Electric Aid	–	–	–	8,084
European Commission	120,830	–	120,830	120,175
Miscellaneous income	54,659	–	54,659	13,704
MMS	41,370	–	41,370	–
MPT	11,222	–	11,222	–
PRODEM	114,588	–	114,588	–
Swiss Agency for Development and Cooperation (SDC Mozambique)	263,073	–	263,073	322,407
Tilitonse	–	–	–	103,630
USAid	–	–	–	19,704
World Bank	163,303	–	163,303	–
	782,056	–	782,056	600,602

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

6. Total resources expended

		Charitable activities						
	Costs of raising funds £	Resilient Lives £	Better Health £	Upholding Rights £	Support costs £	Governance costs £	2016 Total £	2015 Total £
Staff costs (note 10)	198,094	1,559,623	952,171	55,096	1,711,797	8,816	4,485,597	4,901,483
Office costs	89,601	117,775	228,771	(23,781)	747,185	26,029	1,185,580	1,524,865
Transport	13,537	280,569	174,612	9,667	133,845	–	612,230	698,279
Equipment (not capitalised)	–	97,284	42,531	14,681	39,623	–	194,119	212,077
Grants payable to partners (note 5a)	–	3,345,870	472,588	58,203	966	–	3,877,627	4,519,345
Other project activities	519	5,041,351	3,474,720	683,015	83,166	–	9,282,771	6,604,441
Total resources expended	301,751	10,442,472	5,345,393	796,881	2,716,582	34,845	19,637,924	18,460,490
Support costs	–	1,619,373	942,844	154,365	(2,716,582)	–	–	–
Governance costs	–	20,771	12,094	1,980	–	(34,845)	–	–
Total expenditure 2016	301,751	12,082,616	6,300,331	953,226	–	–	19,637,924	18,460,490
Total expenditure 2015	519,488	10,801,525	6,106,055	1,068,715	–	–	–	–

Of the total expenditure, £1,899,789 was unrestricted (2015: £1,680,278) and £17,738,185 was restricted (2015: £16,780,212).

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

7a Grants payable to partners

	Resilient Lives £	Better Health £	Upholding Rights £	2016 Total £	2015 Total £
Bangladesh	642,958	70,206	–	713,164	1,582,984
Brazil	–	–	2,298	2,298	87,888
Gambia	385,562	2,468	41,925	429,955	143,300
Ghana	24,342	41,157	–	65,499	69,595
Guinea	43,700	–	–	43,700	77,485
Kenya	–	–	–	–	80,435
Malawi	–	–	–	–	–
Mozambique	371,488	–	14,945	386,433	482,841
Nigeria	–	321,170	–	321,170	289,298
UK	1,915,408	–	–	1,915,408	1,705,519
Total resources expended	<u>3,383,458</u>	<u>435,001</u>	<u>59,168</u>	<u>3,877,627</u>	<u>4,519,345</u>

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

7b Analysis of grants paid in excess of £50,000

	2016 £	2015 £
Ashroy Foundation, Bangladesh	–	148,674
Cooperazione Internazionale (COOPI)	471,298	546,155
CUMO	166,549	–
Cunhã Coletivo Feminista, Brazil	–	87,554
Dhaka Ahsania Mission (DAM), Bangladesh	51,678	568,181
GOAL	556,102	498,920
GRAUS Bangladesh	–	192,302
IC Bangladesh	104,874	–
ICRAF	233,743	–
IDEA Mozambique	–	51,011
Kixiquila Mozambique	84,302	76,502
KULIMA Mozambique	131,279	135,381
MBOSCUDA	76,960	–
MMS Bangladesh	–	80,915
N.Z. EKATA Mohila Samiti (EKATA), Bangladesh	339,585	–
OCODEMA Mozambique	61,712	68,814
RGVN	–	166,172
Self Help Africa	306,864	271,723
Society for Peoples' Action in Change and Equity (SPACE), Bangladesh	–	205,739
TARUD	61,492	–
Wuli and Sandu Development Agency (WASDA), Gambia	114,167	84,980
WOKIKE Kenya	–	61,177
Zebarang Bangladesh	–	189,954
Grants under £50,000	1,117,022	1,085,191
Total	3,877,627	4,519,345

8. Net incoming resources for the year

This is stated after charging:

	2016 £	2015 £
Depreciation	191,005	245,887
Trustees' indemnity insurance	2,122	1,958
Trustees' expenses	4,303	5,349
Loss on disposal	20,150	16,855
Auditors' remuneration:		
▪ Audit	22,500	21,600
▪ Under accrual for previous year	10,956	3,600
Operating lease rentals:		
▪ Property	122,040	230,202
▪ Other	1,299	1,572

The number of trustees receiving expenses was 3 (2014: 4). Remuneration received by trustees was nil (2014: Nil). Trustees expenses covered travel and accommodation costs incurred in attending trustee meetings, training costs and travel costs incurred visiting Country Programmes.

9. Gifts in Kind (group and charity)

	2016 £	2015 £
Against Malaria foundation – Mosquito nets	1,404,185	1,202,084
World Food Programme, Foodstuffs for distribution in Malawi	1,787,357	813,701
Fertiliser in Mozambique	–	53,470
Rent discount, UK (Peter Hill esq)	2,000	2,000
Bicton Overseas Agricultural Trust, training bursaries	–	4,300
Leadership Trust, training bursaries	–	5,752
Total Gifts in Kind	3,193,542	2,081,307

All donations in kind are shown at valuations provided by the donor.

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

10. Analysis of staff costs, trustee remuneration and expenses, and the cost of key management personnel

	UK £	International £	2016 £	2015 £
Salaries and wages	1,169,319	3,082,611	4,251,930	4,503,104
Redundancy and termination costs	5,300	–	5,300	–
Social security costs	71,907	–	71,907	88,123
Pension contributions	17,984	–	17,984	12,663
Other staff costs	138,476	–	138,476	297,593
	<u>1,402,986</u>	<u>3,082,611</u>	<u>4,485,597</u>	<u>4,901,483</u>
Total emoluments paid to staff were:	<u>1,187,303</u>	<u>3,082,611</u>	<u>4,269,914</u>	<u>4,515,767</u>

The number of employees whose emoluments, as defined for taxation purposes, amounted to £60,000 or more in the year were as follows:

	2016 £	2015 £
£60,000 – £69,999	1	–
£70,000 – £79,999	1	1
Total	<u>2</u>	<u>1</u>

The total employee benefits including pension contributions of the key management personnel were £213,569 (2015: £174,742).

The charity trustees were not paid or received any other benefits from employment with the charity in the year (2015: £nil). No charity trustee received payment for professional or other services supplied to the charity (2015: £nil).

Trustees' expenses represents the payment or reimbursement of travel and subsistence costs totalling £4,303 (2015: £5,349) incurred by 3 (2015: 4) members relating to attendance at meetings of the trustees.

11. Staff numbers

The average number of employees (head count based on number of staff employed) during the year was as follows:

	UK	Overseas	2016 No.	2015 No.
Charity				
Operations	34	472	506	462
Fundraising and publicity	8	–	8	18
Governance	1	–	1	1
Subsidiary (CUMO)				
Operations	–	160	160	150
Subsidiary (Village Aid)				
Operations	–	–	–	2
Fundraising and publicity	–	–	–	1
Subsidiary (Concern Ltd)				
	–	–	–	–
Total Group Employees	<u>43</u>	<u>632</u>	<u>675</u>	<u>634</u>

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

11. Staff numbers (continued)

The average weekly number of employees (full-time equivalent) during the year was as follows:

	UK	Overseas	2016 No.	2015 No.
Charity				
Operations	33	472	505	444
Fundraising and publicity	6	–	6	15
Governance	1	–	1	1
Subsidiary (CUMO)				
Operations	–	160	160	150
Subsidiary (Village Aid)				
Operations	–	–	–	2
Fundraising and publicity	–	–	–	1
Subsidiary (Concern Ltd)	–	–	–	–
Total Group Employees	<u>40</u>	<u>632</u>	<u>672</u>	<u>613</u>

12 Related party transactions

There are no related party transactions to disclose for 2016 (2015: none).

Aggregate donations from related parties were £188,649 (2015: £57,500).

13. Taxation

The charitable company is exempt from corporation tax as all its income is charitable and is applied for charitable purposes.

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

14. Tangible fixed assets

	Land and buildings £	Drilling rig £	Office furniture & equipment £	Vehicles £	Total £
Group:					
COST					
At 1 April 2015	126,526	379,760	129,387	1,080,547	1,716,220
Additions in year	–	–	16,007	229,868	245,875
Disposals in year	–	(103,676)	(3,001)	(213,592)	(320,269)
Unrealised exchange loss on CUMO asset valuation	–	–	(22,063)	(55,115)	(77,178)
At 31 March 2016	126,526	276,084	120,330	1,041,708	1,564,648
DEPRECIATION					
At 1 April 2015	18,591	195,769	88,161	809,243	1,111,764
Charge for the year	5,397	61,269	14,122	110,217	191,005
Elimination on disposal	–	(99,998)	(2,863)	(197,311)	(300,172)
Unrealised exchange loss on CUMO asset valuation	–	–	(16,011)	(27,553)	(43,564)
At 31 March 2016	23,988	157,040	83,409	694,596	959,033
NET BOOK VALUE					
At 31 March 2016	102,538	119,044	36,921	347,112	605,615
At 31 March 2015	107,935	183,991	41,226	271,304	604,456
Charity:					
COST					
At 1 April 2015	126,526	379,760	55,206	934,392	1,495,884
Additions in year	–	–	5,461	159,185	164,646
Disposals in year	–	(103,676)	(2,859)	(202,299)	(308,834)
At 31 March 2016	126,526	276,084	57,808	891,278	1,351,696
DEPRECIATION					
At 1 April 2015	18,591	195,769	31,163	731,524	977,047
Charge for the year	5,397	61,269	7,224	80,825	154,715
Elimination on disposal	–	(99,998)	(2,668)	(186,018)	(288,684)
At 31 March 2016	23,988	157,040	35,719	626,331	843,078
NET BOOK VALUE					
At 31 March 2016	102,538	119,044	22,089	264,947	508,618
At 31 March 2015	107,935	183,991	24,043	202,868	518,837

All tangible fixed assets are used for direct charitable purposes.

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

15. Subsidiary undertakings

The charity controls CUMO Microfinance Ltd, a company limited by guarantee and incorporated in Malawi. Accounts for CUMO have been prepared and audited in Malawi Kwacha for the year to 31 December 2015. These accounts, adjusted to the year to 31 March 2016 have been consolidated into United Purpose (formerly Concern Universal)'s accounts on a line by line basis. The Trustees consider that given seasonal factors affecting the take up of loans by CUMO's client group, it is currently appropriate to maintain a different accounting year end for CUMO from United Purpose (formerly Concern Universal).

As the CUMO audited accounts are prepared in Malawi Kwacha, an unrealised gain/(loss) on translation of these accounts for consolidation is shown as an exceptional item on the face of the Statement of Financial Activities. As these are in a separate column on the SOFA, these results are not set out below.

The charity controls Concern, a company limited by guarantee incorporated in the United Kingdom. The results for the year to 31 March 2016 has been consolidated on a line by line basis.

	2016 £	2015 £
Concern Profit and Loss Account		
Turnover	21,373	-
Cost of sales	-	-
Gross profit	21,373	-
Admin & distribution costs	4	-
Operating profit	21,369	-
Realised exchange loss	432	(137)
Unrealised exchange loss	-	(180)
Gift aid to parent undertaking	(21,485)	-
Profit on ordinary activities before taxation	316	(317)
Taxation	-	-
Profit for the financial year	316	(317)

The aggregate of the assets, liabilities and funds was:

	2016 £	2015 £
Assets	316	1,385
Liabilities	(316)	(1,385)
Funds	-	-

The charity became the controlling member of the Village Aid, a UK charitable company limited by Guarantee (company no. 03446625, charity no. 1067322) on 18 March 2014. The summarised statement of financial activities for the 12 months to 31 March 2016 and assets and liabilities as at 31 March 2016 are shown below. Full accounts are filed with the Charity Commission and Companies House.

Village Aid income and expenditure summary

	Restricted £	Unrestricted £	2016 £	2015 £
Income	52,400	114,764	167,164	257,860
Expenditure	(75,429)	(152,050)	(227,479)	(315,056)
Net incoming/(outgoing) resources for the year	(23,029)	(37,286)	(60,315)	(57,196)
Funds at the start of the year	23,029	43,036	66,065	123,260
Funds at the end of the year	-	5,750	5,750	66,064

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

15. Subsidiary undertakings (continued)

Village Aid balance sheet	2016 £	2015 £
Assets	13,879	90,124
Liabilities	(8,129)	(24,060)
	<u>5,750</u>	<u>66,064</u>
Restricted funds	–	23,029
Unrestricted funds	<u>5,750</u>	<u>43,035</u>
	<u>5,750</u>	<u>66,064</u>

16 Parent charity

The parent charity's gross income and the results for the year are disclosed as follows:

	2016 £	2015 £
Gross income	19,568,582	18,028,991
Result for the year	<u>694,992</u>	<u>333,473</u>

17. Debtors

	Group		Charity	
	2016 £	2015 £	2016 £	2015 £
Trade debtors	53,761	88,762	55,734	31,967
CUMO outstanding client loans	484,825	641,931	–	–
Amounts due from donors	1,546,390	1,060,463	1,535,907	1,063,458
Prepayments	24,399	100,472	24,399	92,170
Other debtors	<u>362,089</u>	<u>452,250</u>	<u>313,633</u>	<u>422,162</u>
	<u>2,471,464</u>	<u>2,343,878</u>	<u>1,929,673</u>	<u>1,609,757</u>

18. Creditors : Amounts falling due within one year

	Group		Charity	
	2016 £	2015 £	2016 £	2015 £
Taxation and social security costs	18,837	29,834	18,837	28,975
Bank overdraft	–	–	–	–
Trade creditors	97,971	335,775	78,108	324,189
Accruals	177,002	459,230	177,002	319,478
CUMO loan collateral fund	98,750	127,432	–	–
Loan: Waterloo Foundation	19,623	37,527	19,623	37,527
Loan: J. Thomas	–	20,000	–	20,000
Loan: Drilling rig	62,500	50,000	62,500	50,000
Amounts due to parent	318	–	–	–
Sundry	<u>206,115</u>	<u>231,603</u>	<u>108,052</u>	<u>209,869</u>
	<u>681,116</u>	<u>1,291,401</u>	<u>464,122</u>	<u>990,038</u>

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

19. Creditors : Amounts falling due greater than one year

	Group		Charity	
	2016	2015	2016	2015
Amounts payable in 1–2 years	£	£	£	£
Loan: Waterloo Foundation	–	19,623	–	19,623
Loan: Drilling rig	50,000	100,000	50,000	100,000
CUMO – amounts due to funders	3,222	200,386	–	–
	<u>53,222</u>	<u>320,009</u>	<u>50,000</u>	<u>119,623</u>

Interest accrued on the loan from Waterloo Foundation in the year was £1,566 (2015 £4,696)

The loan for the drilling rig is interest free and not secured against any charity asset.

20. Analysis of net assets between funds

Group:	Restricted funds £	Designated funds £	CUMO £	General funds £	Total funds £
Tangible fixed assets	366,392	126,990	96,997	15,236	605,615
Current assets	5,050,812	–	1,347,330	939,781	7,337,923
Current liabilities	–	(96,764)	(213,547)	(370,805)	(681,116)
Long term liabilities	–	–	(3,222)	(50,000)	(53,222)
Net assets at 31 March 2016	<u>5,417,204</u>	<u>30,226</u>	<u>1,227,558</u>	<u>534,212</u>	<u>7,209,200</u>

21. Operating lease commitments

The charitable company had total commitments under operating leases expiring as follows:

Group	Property		Equipment	
	2016 £	2015 restated £	2016 £	2015 restated £
0 – 1 year	96,340	242,816	1,200	1,200
1 – 2 years	23,685	123,042	1,200	1,200
2 – 5 years	2,015	29,459	99	1,306
> 5 years	–	–	–	–
	<u>122,040</u>	<u>395,317</u>	<u>1,299</u>	<u>2,506</u>

Charity	Property		Equipment	
	2016 £	2015 restated £	2016 £	2015 restated £
0 – 1 year	81,033	218,886	1,200	1,200
1 – 2 years	14,909	102,671	1,200	1,200
2 – 5 years	–	16,181	99	1,306
> 5 years	–	–	–	–
	<u>95,942</u>	<u>337,738</u>	<u>2,499</u>	<u>3,706</u>

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

22. Movements in funds

Restricted funds (analysed by donors greater than £100,000):

Group and Charity:	At 1 April 2015 £	Incoming resources £	Outgoing resources £	Transfers £	At 31 March 2016 £
Upholding Rights					
Cross River State (Nigeria)					
Development support	18,690	–	(313)	–	18,377
European Commission respect for rights	(7,397)	10,690	(3,293)	–	–
"Live without Limits", Irish Aid	(447)	430	17	–	–
Social Accountability, PRODEM	–	130,250	(130,250)	–	–
Swiss Agency for Co-operation & Development	83,927	288,829	(372,756)	–	–
Tilitonse – EQUIPS	62,676	13,011	(62,993)	–	12,694
World Bank, social accountability	50,900	163,303	(153,384)	–	60,819
Others	34,944	175,542	(192,067)	–	18,419
Upholding Rights Total	243,293	782,055	(915,039)	–	110,309
Better Health					
ACF, Ending Ebola	–	270,011	(258,062)	–	11,949
AMF – Balaka and Dedza net distribution, Malawi	108,870	1,877,715	(1,539,801)	–	446,784
DFAT – Phalambe SWASH, Malawi	299,378	655,265	(376,504)	–	578,139
Comic Relief child health improvement, Malawi	55,250	52,841	(65,894)	–	42,197
Cordaid, improving health	(1,948)	47,969	(46,021)	–	–
DfID Community-led Health Improvement, Nigeria	–	148,978	(102,223)	–	46,755
European Commission, improving health	122,851	296,326	(419,141)	–	36
GSF – UNOPS, improving Health	1,196,939	563,400	(730,947)	–	1,029,392
Irish Aid Better Health	40,024	408,637	(137,409)	–	311,252
MCA	–	112,332	(97,890)	–	14,442
One Foundation, Clean Water & Sanitation promotion, Malawi	70,473	115,625	(122,908)	–	63,190
PLAN International, Better Health	11,512	131,207	(142,719)	–	–
UNICEF, Clean Water & Sanitation promotion, Malawi	72,206	1,093,952	(1,163,784)	–	2,374
World Food Programme, Better Health	17,172	–	–	–	17,172
Drilling rig campaign	24,424	90,684	(84,714)	–	30,394
Others	356,360	594,247	(779,080)	1,209	172,736
Improving Health Total	2,373,511	6,459,189	(6,067,097)	1,209	2,766,813

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

22. Movements in funds (continued)

Resilient Lives

ActionAid	–	199,547	(153,168)	–	46,379
AFAP, poverty reduction	49,116	172,732	(164,474)	–	57,374
AGFund	37,768	–	–	–	37,768
Alliance for Green Revolution in Africa – Resilient Lives Mozambique	6,646	500,777	(493,005)	–	14,418
Alliance for Green Revolution in Africa – Resilient Lives West Africa	165,290	487,097	(439,806)	–	212,581
Big Lottery Fund, Resilient Lives, Gambia	38,330	145,343	(183,673)	–	–
Big Lottery Fund, Building Markets for the poor, Guinea	102,580	94,618	(88,218)	–	108,980
Big Lottery Fund, Helping Coastal Communities	71,839	109,592	(160,521)	–	20,910
Big Lottery Fund, In Search of Common Ground, Cameroon	–	138,943	(90,221)	–	48,722
CARE	–	399,145	(391,409)	–	7,736
The Charitable Foundation, Livelihood improvement, Malawi	71,998	(8,513)	(28,985)	–	34,500
Cordaid, Resilient Lives	43,889	176,850	(159,834)	–	60,905
DfID Improving Livelihoods, Bangladesh	–	308,261	(308,261)	–	–
DFID Resilient Lives	–	3,025,278	(3,025,278)	–	–
European Commission, Resilient Lives	305,319	1,489,773	(869,721)	–	925,371
Irish Aid, Resilient Lives	287,939	620,223	(647,330)	–	260,832
One Foil, support to smallholder farmers	248,173	168,680	(262,208)	–	154,645
USAID Livelihoods, Gambia	–	458,297	(449,236)	–	9,061
Village Aid	66,064	–	(60,315)	–	5,749
World Food Programme Food dist	1,843	1,830,842	(1,832,685)	–	–
Others	482,901	1,023,177	(947,653)	(24,274)	534,151
Resilient Lives Total	1,979,695	11,340,662	(10,756,001)	(24,274)	2,540,082
Total restricted funds	4,596,499	18,581,906	(17,738,137)	(23,065)	5,417,204

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

22. Movements in funds (continued)

Group and Charity:	At 1 April 2015 £	Incoming resources £	Outgoing resources £	Transfers £	At 31 March 2016 £
Unrestricted funds:					
<i>Designated funds:</i>					
UK					
Sustainable energy fund	16,095	22,610	299	(29,645)	9,359
Fixed asset fund	16,709	–	–	(16,709)	–
Malawi					
Eureka rig	(6,840)	30	(19,685)	26,495	–
Replacement vehicles	(7,971)	–	(6,167)	14,138	–
Medical fund	2,648	–	(759)	–	1,889
Gambia					
Vehicle replacement	7,196	2,488	23,432	(14,138)	18,978
<i>Total designated funds</i>	27,837	25,128	(2,880)	(19,859)	30,226
General Funds held by CUMO	1,249,935	903,653	(926,030)	–	1,227,558
General funds	268,219	1,193,948	(970,879)	42,924	534,212
Total unrestricted funds	1,545,991	2,122,729	(1,899,789)	23,065	1,791,996
Total funds	6,142,490	20,704,635	(19,637,926)	–	7,209,200

Purposes of restricted funds

Restricted funds consist of donor funding for specific development projects, plus an allocation of voluntary income restricted for other purposes than specific development projects. The funds held within Village Aid have also been shown as restricted in the group accounts as they are to be spent in line with Village Aid's objectives.

Where fund balances are in deficit, this is due to payments due from donors not having been received at year end. We have not accrued for this income on grounds of prudence.

A significant proportion of the restricted funds balance is held in cash funds in project specific bank accounts and as such is not available for group cash resources.

Purposes of designated funds

The eureka rig fund is designated for the replacement of drilling equipment in Malawi.

The vehicle replacement funds are designated for replacement of vehicles in the specified country

The fixed asset fund is designated to ensure that there is fund cover for the net book value of fixed assets that would otherwise be held in general funds. This is to ensure that the reported general fund balance equates to free funds.

The medical fund is designated for support of victims of HIV AIDs and their families within the Malawi staff.

CUMO loan funds are held for making microfinance loans in Malawi, specifically to living those in extreme poverty in rural areas. These funds arise from initial grants from the Department for International Development (granted to establish a revolving loan fund), supplemented by surpluses generated through the charging of loan interest, less the cost of administering the loans. The cash resources of CUMO are not available for group cash resources and therefore has been set aside within designated funds.

United Purpose

Notes to the financial statements

For the year ended 31 March 2016

23 Reconciliation of net incoming resources to net cash inflow from operating activities:

	2016 £	2015 £
Net incoming resources	1,066,710	726,701
Effect of foreign exchange rate movements	408,008	65,491
Dividends, interest and rent from investments	(75,086)	(19,875)
Depreciation & amortisation charges	191,005	245,887
Unrealised exchange loss on CUMO assets	33,614	(3,339)
(Profit)/Loss on disposal of fixed assets	20,097	18,141
(Increase) in debtors	(127,586)	(561,986)
(Decrease)/increase in creditors	(877,072)	488,181
Net cash inflow from operating activities	639,690	959,201

24 Analysis of cash and cash equivalents

	Charity £	Subsidiaries £	Total £	2015 £
General accounts in the UK	833,709	11,170	844,879	556,208
Project specific accounts in the UK	853,289	–	853,289	1,162,337
Held in overseas accounts	2,354,244	646,866	3,001,110	3,087,020
Total cash funds held	4,041,242	658,036	4,699,278	4,805,565

25 Capital Commitments

At the 31 March 2016 there were no capital commitments (2015 Nil).

26 Legal status of the charity

The charity is a company limited by guarantee and has no share capital. The liability of each member in the event of winding up is limited to £1.