

Avert

Limited by Guarantee

Trustees Report and Financial Statements

for the year ended 31st March 2020

Registered Charity Number 1074849
Registered Company Number 03716796

The logo for Avert, featuring the word "Avert" in a bold, red, sans-serif font, followed by a red chevron symbol pointing to the right.

AVERT

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

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FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

CHARITY INFORMATION

Trustees	Professor Simon Forrest (Chair) Anna Becker (appointed 30 th January 2020) Sebastian Dunn (resigned 25 th July 2019) Emily Hughes Carole Leach-Lemens (appointed 24 th October 2019) Beryl Mutton-Watkiss (appointed 24 th October 2019) Sam Price Lynne Slowey Andrew Walker
Principal and registered office	6/7 Lovers Walk Brighton East Sussex BN1 6AH
Registered charity number	1074849
Registered company number	03716796
Company secretary	Professor Simon Forrest
Board secretary	Kerry Pike
Key management personnel	Sarah Hand – Chief Executive Officer (CEO) Simon Moore – Director of Communications and Digital Health Kate Harrison – Head of Programme Funding Laura Craggs – Partnership and Engagement Manager (to May 2019) Jon Edgell – Finance and Operations Manager
Bankers	CAF Bank Ltd 25 Kings Hill Avenue Kings Hill West Malling Kent ME19 4JQ Barclays Bank Plc Leicester LE87 2BB
Investment managers	J M Finn & Co 4 Coleman Street London EC2R 5TA
Solicitors	Irwin Mitchell Belmont House Station Way Crawley West Sussex RH10 1JA
Auditors	Blue Spire Limited Cawley Priory South Pallant Chichester West Sussex PO19 1SY

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FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

TRUSTEES' REPORT

The trustees, who are also directors of the charity for the purposes of company law, are pleased to present the annual report incorporating the directors' report for the purposes of the Charities Act 2011 and sections 415 to 419 of the Companies Act 2006, together with the accounts for the year ended 31 March 2020. In preparing the financial statements the trustees have adopted the updated provisions of the Statement of Recommended Practice (SORP) "Accounting and Reporting by Charities" (FRS 102).

MESSAGE FROM THE CHAIR

The start of the new decade marked a milestone year in the global HIV response. UNAIDS had set the ambitious targets to galvanise and direct global efforts through to 2020 - 90% of people living with HIV know their status; of whom 90% are on treatment; of whom 90% are virally suppressed (90-90-90). While enormous progress has been made, the targets have not been achieved and the global response is off-track. The failings in the global response to achieve the UNAIDS targets are not the result of us not having the tools needed – they are the result of systemic inequalities, poor leadership and under resourcing.

The start of the new decade also saw the arrival of COVID-19, causing a global pandemic calling for unprecedented measures to protect life and fight a new rapidly spreading virus. COVID-19 is causing untold levels of disruption and suffering to people's lives and threatens to undo many gains achieved across the HIV response, global health and development.

Working against this challenging backdrop Avert continues to play a vital role as a trusted, evidence-based knowledge organisation focused on delivering high quality HIV and sexual health literacy information and resources. We are proud of the impact we have had over the last year and how in the last quarter we were able to quickly respond to COVID-19. Our COVID-19 and HIV content was white-listed by Google ensuring we could get accurate, trusted information out to support people at a time of great need.

Prior to COVID-19, this had been an exciting year for Avert as we successfully launched a new mobile resource for community health workers, continued to grow our audiences across all our communication platforms and started work on several new projects focused on developing targeted communications. We recognise the ongoing challenges and action required in the HIV response and remain acutely aware of the role that health literacy and quality evidence-based information and education resources plays. We see enormous potential ahead to address health inequalities through targeted digital health communications that empower people to take action and engage in the health and community services they need.

We would like to acknowledge and thank all our staff, supporters and partners for their hard work and dedication this year. We are extremely grateful to the funders who have invested in Avert supporting new work and research which has allowed us to grow. We look forward to building on this in the year ahead and moving confidently into a new strategic period with their support.

STRUCTURE, GOVERNANCE AND MANAGEMENT

The organisation is a charitable company limited by guarantee, incorporated on 16th February 1999 and registered as a charity on 25th March 1999.

The company was established under a memorandum of association which established the objects and powers of the charitable company and is governed under its articles of association.

All trustees give their time voluntarily and receive no benefits from the charity. Any expenses reclaimed from the charity are set out in note 12 to the accounts.

We refer to trustees throughout but for the purposes of the Companies Act the trustees are the directors.

Appointment of trustees:

The charity has a single management body, the Board of Trustees, elected by its members. The charity continues to benefit greatly from a talented committed Board. The charity is keen to grow its Board to support learning, ensure stability, and manage attrition and diversity. The Board ran a successful open recruitment process and is pleased to report that three new trustees joined the Board in 2019/20.

TRUSTEES' REPORT

The Board of Trustees meets quarterly with the CEO and other management staff to review progress, performance, consider risk, strategy and going concerns. In addition the trustees come together once a year for trustee training and to look at the wider strategic direction of the charity and the external operating environment. Trustees regularly consider the latest guidance from the Charity Commission and other relevant bodies on good practice. The trustees and senior management held two additional Board meetings in Q4 to review and assess both the charity's response and the impact of the emerging COVID-19 pandemic on the charity's staff, work and assets. Trustees and management were quick to respond to ensure the safety and wellbeing of all its staff and manage continuity of work to our beneficiaries.

Remuneration policy for key management personnel:

The pay and remuneration of the charity's key management personnel is established through job evaluation, sector benchmarking, availability of funding, recruitment advertising, individuals' skills, knowledge and experience, and relevant salary surveys comparison. The CEO, together with the Board, review budget availability for all appointments. The Chair of the Board reviews the remuneration of the CEO.

The charity has a staff handbook that contains all necessary human resource and employment policies, including a remuneration policy. The handbook is reviewed and updated regularly by external employment law specialists. The charity takes the safeguarding of its employees and beneficiaries seriously. All staff are asked to sign a code of conduct when joining the organisation and are provided with regular training on safeguarding. The charity's safeguarding policy is available to the public.

Organisation and decision making:

The CEO is responsible for the day to day operations, compliance and delivery of the charity's strategy and is accountable to the Board of Trustees. Working closely with the senior management team, decisions are taken to ensure the successful delivery of the agreed annual work plans and budgets and fundraising priorities and activities. Spend and performance are reviewed on a quarterly basis and any corrective actions taken and shared with the trustees to keep projects on track and spend within budget. The organisation has 9 staff including the CEO. Staff are recruited into roles identified as key to the organisations current strategic focus. Any additional skills required to support short-term activity, such as digital design are hired in on a consultancy / contractor basis.

OBJECTIVES

The charity's objects are:

The advancement of public education and research in the medical science of Acquired Immune Deficiency Syndrome ("AIDS") and to publish and disseminate the useful results of the research thereof provided that if in the opinion of the trustees it appears that significant or major advances have been made in the research into and the treatment of AIDS the trustees may apply the charity's funds for education, research and treatment of all or any other medical sciences.

In pursuance of the objects, for the public benefit, the trustees have undertaken the activities outlined below and had regard to the Charity Commission's guidance on public benefit.

ACTIVITIES, ACHIEVEMENTS AND PERFORMANCE**Who we are**

Avert empowers people with knowledge on HIV and sexual health. We know by increasing an individual's knowledge we increase their capability to act. We use our expertise in digital marketing, communications and behaviour change theories – and our understanding of HIV and sexual health – to reach millions of people around the world every year. With over 30 years' experience, we are the leading provider of trusted, accessible and accurate information and resources on HIV and sexual health.

Our vision

A world with no new HIV infections, and where those living with HIV and AIDS do so with equality and the support they need.

Our mission

To ensure widespread knowledge and understanding of HIV and AIDS, in order to reduce infections and improve the lives of those affected. We will do this by promoting innovative approaches, partnerships and action to inform and empower.

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Our values

We believe in individuals' inalienable right to health, and their right to make informed choices around their sexual health. We take a sex-positive approach and aim for everything we do, and how we do it, to be underpinned by our set of core values:

- **Evidence-based**
We are a non-profit knowledge organisation, committed to providing reliable, accurate, and high-quality information on HIV and sexual health – based on sound evidence – which can save lives and improve the global response.
- **Responsive**
We are responsive and adaptable to changing trends in the HIV epidemic and in technology to ensure our work remains insightful and relevant, and to maximise our impact.
- **Trustworthy**
We have more than 30 years' of experience working in the HIV response. We pride ourselves on our honesty, transparency and responsibility – to those we support and to those who support us.
- **Creative**
We understand the power of new approaches to support change and to reach those who need to know about HIV. We are future-focused and solutions-oriented, and think creatively to bring new insights to the sector.
- **People-oriented**
We put people at the centre of what we do and how we do it – supporting, valuing, engaging and involving them. We aim to be accessible, inclusive and friendly in everything we do.
- **Collaborative**
We believe by working in partnership we can pool skills and resources, share learning, and have greater impact.

The current year under review is the fourth year of our current strategy *Investing For Impact* which has a focus on creativity and collaboration to reach more people that need to know about HIV. Our theory of change had 4 response areas that supported our desired change. We took the decision at the start of this year to incorporate the work under our fourth response area “*challenging stigma and other barriers*” into the delivery of our three remaining areas. We did this having reflected on the previous year's work and in recognition that challenging stigma and other barriers is core to all our work. The three response areas are:

Response 1: Promote knowledge and education on HIV.

Result: Knowledgeable people are making informed choices.

Response 2: Harness innovation to reach those that need to know.

Result: Most at risk populations can access targeted HIV information.

Response 3: Support civil society responses that inform and empower.

Result: Civil society delivers effective programmes and demonstrates their value.

Highlights from the year

The HIV epidemic continues to present a significant threat to global development and good health for all. Global targets set for 2020 have not been achieved, highlighting significant inequalities in the response, particularly around treatment access and prevention. The epidemic is far from over and Avert is committed to going the distance.

This year saw Avert continuing to support an ever increasing number of people with information and materials on HIV and sexual health – meeting them in the online and social media spaces where they already are and in the privacy of their digital devices. We reached 11.8M with information on HIV and sexual health through Avert.org – an increase of 28% on last year. We grew our audience in our target region of sub-Saharan Africa by 46% to 1.6M supporting the vital need for people to have the facts, make informed decisions and reject stigma. We reached over 10M with key messages on HIV and sexual health through social media, 6.4M of whom were in our target countries in southern Africa demonstrating the ongoing appetite and enthusiasm for information to support people to be informed and empowered.

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We continue to provide up-to-date, well referenced resources to a growing professional audience around the world, reaching 3.1M. We were delighted to receive funding to work with community health workers across southern Africa to develop a new mobile app to support their information and learning needs – known as Boost. We began an exciting new piece of work with the Centre of Infectious Disease Research in Zambia to evaluate the impact our Young Voices products (our key project from the previous year) are having on young adults, supporting positive behaviours and engaging in health services. We were delighted to have the opportunity to work with South African Digital Technology firm Praekelt on the development of a secure safe virtual support chat tool for young people living with HIV. In addition we were pleased with the number of new partnerships established over the year with organisations keen to either adopt our existing materials or for us to work together on developing new products and approaches.

The new decade started with the arrival of a new global pandemic - COVID-19. The impact was felt right across the globe and threatened to undermine many of the gains achieved across the HIV response and wider global health and development agenda. Avert responded quickly to the need to ensure accurate information and accessible trustworthy resources and content where available to inform and support the prevention efforts. Within a matter of weeks Avert was whitelisted by Google as a trusted information provider on COVID-19, enabling us to promote our information content on COVID and HIV through Google. By the end of the first month of the new resources being available we had 215,000 unique views.

Our work this year in detail:

Response 1: Promote knowledge and education on HIV.

Result – Knowledgeable people are making informed choices:

Social media users

"Thank you so much guys - you really gave me important information that I'll carry with me throughout my life. Thank you, continue the great work."

Avert.org remains at the centre of our knowledge and education work. With well presented, information standard approved content Avert.org has over 183 content pages covering 7 broad themes ranging from basic facts through to living with HIV. With 1.7M people becoming newly infected with HIV in 2019 knowledge that increases health literacy, promotes positive behaviours and increased uptake of services remains central to ending the HIV epidemic. Last year we were pleased to have supported 11.8M to access content across Avert.org. We had 11.2M unique page views of core content including "About HIV and AIDS"; "Transmission and Prevention"; and "Testing". Through our bi-annual qualitative surveys 81% of respondents said they learnt something new. Encouragingly 56% also reported that they were more likely to take a specific health action as a result of their engagement in our content. We strive to ensure our content is accessible, sex positive and informed by theories emerging from behavioural science and research.

As internet access and mobile phone ownership increases in our target regions of sub-Saharan Africa we were pleased to see our targeted strategy to increase reach and engagement in this region pay off – especially engaging young people. Young women and girls in sub-Saharan Africa continue to be the most affected and accounted for 59% of all new HIV infections in the region in 2019, with 4,500 adolescent girls and young women between 15 and 24 years old becoming infected with HIV every week. It is therefore vital that we continue to keep a strategic focus on this key population group and maximise the opportunities their growing engagement in digital presents. Our use of social media to create conversations and give people information on HIV and sexual health is proving very popular across the region. We reached 10.6M on Facebook and Instagram last year, 6.4M were from sub-Saharan Africa. Our HIV Basics videos developed as part of our World AIDS Day have continued to be some of our best performing content on YouTube with thousands of views each month cementing themselves as popular core content on the site and reaching 1.6M on Facebook and Instagram.

Avert.org continues to be a vital resource for a range of professionals working across the HIV response, from the community educator working for a grassroots organisation through to a policy officer working for an international organisation, Avert.org is a trusted resource they can rely on to support their work. With well presented and referenced content with infographics there are over 86 content pages covering 6 themes from science and social issues through to global country pages available. In addition we have an extensive news service that is updated several times a week. Last year 3.1M users accessed our professionals' content and we achieved 526,422 page views of news articles.

With the financial support from Gilead Sciences, this year Avert launched a new mobile resource for community health workers to support them with their information and knowledge needs as they work with their clients - Boost. Community health workers (CHWs) are a vital part of the health system in many low- and middle-income countries. They are often

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the first contact many people have with the health system and are often the go-to person within a community for information on a range of health, welfare and social issues.

Despite this essential role, it is widely recognised that CHWs often lack access to up-to-date accessible content to support their work and improve their practice in the field. Boost was co-created with over 100 CHWs to address this problem. This was a highly successful project that saw us go from concept to launch in 12 months – delivering on time and on budget.

The project started with an in-depth scoping and engagement process across three target countries in southern Africa. New partnerships were established with two local organisations in Zimbabwe who we support as study partners allowing us to learn from their CHWs in the field as we tested assumptions and ideas until we had the best product ready for launch. There are now 38 subject units on Boost covering a range of topics from the basic facts about HIV, through to TB and family planning.

The launch coincided with the start of the COVID-19 pandemic. In response we quickly added an additional unit on COVID-19 for the CHWs to use with their clients, ensuring accurate information was available and people were able to quickly dispel the growing number of myths surrounding the new virus.

Boost continues to gain traction across the region with an increasing number of organisations working with CHWs and peer educators using the tool. We have been hugely encouraged with the feedback we have had from organisations like Grass Roots Soccer, VSO and the Elizabeth Glaser Paediatric AIDS Foundation on the quality and usability of the tool and continue in discussions with these organisations and others to look for ways to increase adoption of Boost into their daily work. New functionalities and updates have been added post launch as part of our ongoing investment in the app to ensure it remains a relevant useful resource going forward. The formal evaluation of Boost has been delayed due to COVID-19, however learning from current users continues and we remain hopeful the evaluation will complete by the end of 2020.

Recognising the important role Avert.org continues to play, we have maintained our investments in ensuring its architecture and functionalities can meet the needs of our growing audiences and keeps pace with the trends and upgrades taking place across digital and specifically digital health communications. Work started this year to make a number of considered improvements and changes to Avert.org so it can better support a growing audience, will continue into the following year, and align with the organisation's wider strategic review and direction.

Response 2: Harness innovation to reach those that need to know.**Result – Most at risk populations can access targeted HIV information:**

There are certain population groups who remain key to the HIV epidemic and have the right to targeted accurate unbiased information so they can be empowered to make informed choices and actions. Digital presents new ways to reach these populations giving them the privacy they often need to explore and learn and seek out the answers to their questions that they often can't ask a health worker – such as “*am I at risk of HIV?*”; “*is PREP right for me?*”.

Key population groups such as young women in southern Africa and young gay men or men who have sex with men often live in fear of judgement and face discrimination which results in them not engaging in the very services that they should be able to benefit from. To help address this need for targeted and engaging content that speaks to these key groups Avert has continued to invest and grow our highly successful Young Voices project targeted at young people in southern Africa and has expanded and grown the content available on our Gay Health Hub. Last year Young Voices reached 1.7M young people aged 15-24 in southern Africa through social media. 291,798 young people viewed the Young Voices videos, maintaining a similar high view rate as last year. In partnership with Frontline AIDS and REPSSI we are pleased to have secured new funding to have the Young Voices materials translated into Swahili, benefiting young people in east Africa. Working again with young people in the region we have been exploring new themes with them to add to Young Voices. We hope to complete the work on these new areas early in the new financial year.

We have continued our collaboration with gay social networking app Hornet to develop content for gay and bisexual men. The successes of treatment as prevention, undetectable=untransmissible and PREP remain key messages to ensure gay men and men who have sex with men are able to benefit from. Our final piece of jointly developed content with Hornet under our initial agreement was completed in December. This piece of content focused on the importance of enjoyable and pleasurable sex while staying safe. There is strong evidence to support a holistic approach to sex and health literacy and talking about pleasure is an important part of this. Overall we reached 130,943 people through social media on LGBT issues and had 22,355 page views of our Gay Health content.

TRUSTEES' REPORT

We were delighted to be part of an innovation grant award with digital technology firm Praekelt at the start of the year. Funds were awarded for us to work together on a new innovative digital solution to support young adults living with HIV to improve their overall wellbeing and treatment adherence outcomes. Young adults living with HIV often struggle to stay in treatment and support programmes, especially as they move through their adolescent years and start new relationships which affects their longer term health and HIV prognosis. Looking for new creative and interesting ways to support them, answer their questions and concerns while maintaining their confidence and privacy were all essential considerations in the development of a new resource. Ringa Nathi (which means 'talk to us' in Zulu) will provide a secure digital forum for young people to engage with, supporting one another anonymously guided by a trained facilitator. The facilitator will have access to content that will guide discussion and to share with the young people to support their understanding and learning on their HIV and related sexual health and wellbeing matters. The project is currently in its first phase having worked through a user-centred design process and building an anonymous, secure and scalable platform on WhatsApp. After launch we will continue to collect learning, evidence and user feedback to improve Ringa Nathi's programme design, user experience and content.

Response 3: Supporting effective civil society responses which inform and empower those in the hardest hit areas.**Result 3: Civil society delivers effective programmes and demonstrates their value:**

This year marked our final year of grant support to three community-based organisations we have been supporting for the past 5-10 years. Avert and the community-based organisations had planned for this withdrawal over the last 2 years, allowing time for the organisations to prepare and where necessary consider new funding support from other donors. This year our grant support enabled over 9,000 young people in Malawi, Zambia and Lesotho to access HIV and sexual health services and supported over 10,000 people, including pregnant women to get tested for HIV. All three organisations play vital roles in their local communities and have built up sustainable projects that are all part of local integrated responses.

Avert recognises the key role played by community-based organisations and is extremely proud of the support offered over the last 15 years to over 20 organisations across southern Africa and India. The decision to withdraw from this specific area of support was taken in recognition of the growing level of funding now available to organisations in their own countries, the increasing level of governance and contractual support required when working as a grant maker, the need for Avert to have a stronger more coherent strategy aligned to the needs of the epidemic, and our own reducing level of unrestricted funds available to support this specific area. Avert would like to acknowledge the excellent and valued work carried out by all the organisations supported by the charity over the last 15 years. Many thousands of people have received vital support and services as a result of their work and our funding. We are pleased that the last three organisations we have been working with in recent years have all been using our support to build sustainable targeted projects as part of wider community responses.

New Strategy Development

Much has changed both internally and externally since our current strategy was first developed. Internally our grant-making programme has now come to end; we have started to build new partnership relationships with organisations; we are working on co-created targeted communication products and we are diversifying our income. Externally it is clear that HIV prevention continues to be a key priority; digital technologies are continuing to present real opportunity and internet access and phone ownership continues to grow. We are acutely aware that we need to stay responsive and flexible to the changes happening around us and have a strategy in place that demonstrates this and supports our fundraising and partnership work.

Work has started on a new strategy that we hope to complete and launch by the end of 2020. The new strategy will build on our health literacy work supporting efforts to prevent new infections and ensure those living with HIV have good physical and mental health. We will continue our work to ensure community health workers, educators and advocates have the resources they need to support their work, improve their practice and support action.

Ongoing impact of COVID-19

COVID-19 is expected to continue to have a significant impact on the international health and development sector and thus we can expect this to be an ongoing concern to the charity in the short to medium term. Firstly we will continue to take measures to ensure the well-being and safety of our staff. We will stay engaged with developments, specifically on the relationship between COVID-19 and HIV and the communities and populations we target. We will continue to invest and keep up-to-date the COVID-19 and HIV resources we publish. We will continue to monitor the impact the pandemic's response is having on the charity's investments and the wider donor environment and use this information to inform strategic expenditure and operational decisions going forward. We are aware that fundraising will continue

TRUSTEES' REPORT

to be a challenge as demand increases and funds available potentially decrease and will therefore have to consider this in our income forecasting and expectations. Despite the overall global impact and priority of COVID-19 we have assessed and agreed that a continued strategic focus on HIV and sexual health remains relevant.

FINANCIAL REVIEW

Avert would like to highlight that 30 years ago the organisation's founding directors gifted a large expendable endowment to establish the charity and support its work. This fund has largely sustained the organisation over this time enabling Avert to deliver on its strategic objectives and become one of the most trusted brands in HIV and sexual health information and education resources. As the fund is steadily declining, Avert has strategically decided to utilise the revenues generated from its investment to cover organisational core costs and operations while actively seeking out new donor investments and partnerships to drive specific innovations and growth.

The charity's key financial objective for the year was to continue work to diversify and grow the funding base to support a viable and sustainable future. We are pleased to report encouraging progress - the charity's income was in line with last year but with a greater proportion secured from new funding sources.

The total income for the year was £236,890. The total cost for raising funds was £97,385 and includes the costs related to managing the charity's expendable endowment fund. Restricted income is identified as such and managed in accordance with the donor's terms and conditions of grant. No compliance issues arose in the management and handling of restricted funds.

Total expenditure for the year was £770,136 which is a 5% reduction on last year. The reduction is due to a number of cost savings and general efficiencies which we are pleased to have achieved alongside a planned for reduction in the funds granted to support international NGO partners. While expenditure on our charitable activities is slightly reduced on last year, we are pleased to report a significant increase in the reach and coverage of our work.

The charity continues to make up the difference between income and expenditure with capital from the charity's expendable endowment. Operating with a deficit is a strategic decision taken by trustees to drive growth. The trustees review the operational plans for the year and the value of the work planned against the wider vision and financial security of the charity before committing unrestricted reserves. They understand that investment in certain activity is necessary to secure the interest and partnership of new funders. The trustees are cognizant that the current financial model for the charity is not sustainable and have a considered plan for managing the charity's needs against the reducing funds available in the endowment. This includes investing in the engagement of new donors and building sustainable partnerships.

The charity adopts a prudent financial policy that aims to ensure that all activities undertaken are efficiently managed in accordance with approved budgets and good practice. All expenditure is monitored and payments processed through a system that endeavours to ensure that any possibility of error is minimised.

Principal risks and uncertainties

The trustees perform a review to identify the major risks to which the charity is exposed on an annual basis and have established systems and procedures to mitigate these risks. These risks include the possibility of volatility in the investment market affecting the charity's endowment fund, over reliance on the decreasing investment fund to meet our core operational costs, negative external publicity affecting how our users engage in our on-line educational materials, contractual obligations to donors, and retention and development of staff.

To mitigate the serious threat presented by our current reliance on our endowment fund to fund activity, we have put in place a clear fundraising strategy that has already started to produce results reducing our capital draw down from endowment funds by 10% on last year.

Investments and Reserves

The charity holds flexible relevant reserves and investment policies that are reviewed annually during budget setting. The charity currently holds an expendable endowment, the purpose of which is to support the charity to deliver on its charitable objects. At the balance sheet date the charity had free reserves amounting to £5,520 (2019: £38,250). Total resources available to the charity at year end were £1,617,535. The investment managers provide a monthly detailed statement of all investments bought and sold and meet with the Board once a year to review the overall strategy and portfolio.

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Based on the current financial model of Avert and the charity's reliance on capital and dividends from the investments to meet its core running and activity costs, the trustees have taken the decision to ensure all funds held by the charity are well invested to ensure a maximum return approach. The trustees held an emergency Board meeting in Q4 to discuss this policy at the time of extreme global market volatility as a result of COVID-19. The investment managers issued their guidance and the trustees took the decision to release the necessary anticipated capital requirements for the first six months of the new financial year. While the charity did suffer initial losses (equivalent to nine months of operating cost), a well-diversified low risk portfolio has ensured losses overall in relation to the COVID-19 pandemic have been largely minimised.

Financial cut-off-points are in place to ensure sufficient funds are always in place to meet all necessary statutory and contractual obligations for any 12 month period ahead. These financial cut-offs inform decisions taken on how much the charity can afford to invest, and if and when re-strategizing and down-sizing may be required.

Fundraising

The charity has a designated Head of Programme Funding who leads on all new income and business opportunities with the senior management team. The charity's fundraising strategy is to ensure the long term sustainability of the charity's work, for as long as the need continues, through a secure and diverse funding model. The charity continues to engage in individual giving, mostly through voluntary donations through its website. The charity is not involved in event based fundraising and does not use professional fundraisers or commercial participators. Avert is registered with the Fundraising Regulator in the UK, and is committed to best practice in fundraising. There was no non-compliance of these regulations and codes and the charity received no complaints relating to its fundraising practice.

The charity has made new partnerships with the grant making arms of pharmaceutical companies in this financial year. Their support has allowed us to develop a tailored information and education resource for community health workers in southern Africa and support HIV positive mothers and their new born infants to be retained in care. The charity has no conflict of interest concerns relating to these funding relationships. There is no question that our values, editorial independence or impartiality are compromised by these funding relationships.

Liabilities and grant commitments

The charity has been supporting HIV prevention, care, and treatment and support activities of three independently registered non-governmental organisations in southern Africa for the past 5-10 years. All three organisations received grants and technical support in the financial year. Our grants and technical support enabled the organisations to carry out community level activity that targets young people, supports people into testing and addresses stigma and discrimination. Although the charity's support to these organizations has been part of a long term strategy of capacity building, grant commitments have been made on an annual basis and agreed through contractual terms against approved budgets and planned activities. This financial year marked the final year of grant support and there are no accrued liabilities at the year-end.

Avert holds a five-year lease agreement (2015-2020) on the current office premises. Final decisions relating to renewal will be considered by the board in Q2 2020.

PLANS FOR THE FUTURE

The charity continues to deliver against its current strategic framework 2017-2021 *Investing For Impact*. As the epidemic continues to change, Avert is clear that it needs to remain flexible and responsive to these changes in its strategic offer. As a result work on a new strategy that will ensure we are able to articulate our work to new donors and partners began in early 2020. There will be a big focus on forging new strategic partnerships with other statutory and non-statutory organisations working in digital health, HIV, sexual health and with key affected populations groups.

We will build on our learning and expertise in health literacy and supporting the knowledge needs of frontline community workers. We will continue to invest and improve in our monitoring and evaluation work to ensure we are gathering data to show impact, course correct when necessary and learning as we go. We are committed to supporting more user-lead content across our digital channels to support conversations and content that empowers and gives voice to those living and affected by the HIV epidemic. We look forward to working with industry experts to help us shape the technology and innovation we use to deliver and manage our digital offer to ensure ever increasing numbers of people around the world can continue to get the information they need and want on HIV and sexual health.

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FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

TRUSTEES' REPORT

STATEMENT OF TRUSTEES' RESPONSIBILITIES

The trustees (who are also directors of Avert for the purposes of company law) are responsible for preparing the Trustees' 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 of the incoming resources and application of resources, including the income and expenditure, of the charitable company 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 2019 (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards 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 charitable company will continue in operation.

The trustees are responsible for keeping adequate 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 hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the trustees are aware:

- there is no relevant audit information of which the charitable company's auditor is unaware; and
- 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 auditor is aware of that information

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

APPOINTMENT OF AUDITORS

The charity reappointed Blue Spire Limited as the charity's auditors for the year under review.

Blue Spire Limited have expressed their willingness to stand for reappointment and a resolution proposing their reappointment will be put forward at the annual general meeting of the charity.

SMALL COMPANIES PROVISIONS

This report has been prepared in accordance with the small companies regime under the Companies Act 2006.

Approved by the trustees and signed on their behalf.



Professor Simon Forrest
Chairman

Date 22 October 2020

AVERT

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

INDEPENDENT AUDITOR'S REPORT

Independent auditor's report to the members of Avert

Opinion

We have audited the financial statements of Avert (the 'charitable company') for the year ended 31 March 2020 which comprise the Statement of Financial Activities, the Balance Sheet, the Statement of Cash Flows and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs as at 31 March 2020, and of its 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; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you were:

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The trustees are responsible for the other information. The other information comprises the information included in the trustees' report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the trustees' report (incorporating the directors' report) for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report has been prepared in accordance with applicable legal requirements.

AVERT

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

INDEPENDENT AUDITOR'S REPORT

Matters on which we are required to report by exception

In the light of our knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

Responsibilities of trustees

As explained more fully in the statement of trustees' responsibilities, 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, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

Use of our report

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's 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 charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.



Geoffrey Frost BSc(Hons) FCA, Senior Statutory Auditor
For and on behalf of Blue Spire Limited, Statutory Auditors

Cawley Priory
South Pallant
Chichester
West Sussex
PO19 1SY

Date 30 October 2020

AVERT

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

STATEMENT OF FINANCIAL ACTIVITIES (INCLUDING INCOME AND EXPENDITURE ACCOUNT)

	Note	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2020 Total Funds £	2019 Total Funds £
INCOME AND ENDOWMENTS FROM:						
Donations and legacies	1	8,580	129,043	-	137,623	138,714
Charitable activities	2	24,319	-	-	24,319	10,750
Investments	3	74,582	-	-	74,582	89,824
Other income	4	366	-	-	366	-
Total		107,847	129,043	-	236,890	239,288
EXPENDITURE ON:						
Raising funds - Investment management	5	-	-	15,323	15,323	16,929
Raising funds - Seeking funds	5	82,062	-	-	82,062	79,903
Charitable activities	6	524,778	147,973	-	672,751	717,919
Total		606,840	147,973	15,323	770,136	814,751
Net gains/(losses) on investment assets		-	-	(68,888)	(68,888)	124,360
Net Income/(expenditure)		(498,993)	(18,930)	(84,211)	(602,134)	(451,103)
Transfers between funds	19	465,428	-	(465,428)	-	-
Net movement in funds		(33,565)	(18,930)	(549,639)	(602,134)	(451,103)
RECONCILIATION OF FUNDS						
Total funds brought forward (restated)	19	45,354	81,188	2,093,127	2,219,669	2,670,772
Total funds carried forward	19	11,789	62,258	1,543,488	1,617,535	2,219,669

The charity has no recognised gains or losses other than those dealt with in the statement of financial activities.
All of the above results are derived from continuing activities.

AVERT

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

BALANCE SHEET AS AT 31 MARCH 2020

	Note	2020		2019	
		£	£	£	£
FIXED ASSETS					
Tangible assets	13	6,269		7,104	
Investments	14	<u>1,543,488</u>		<u>2,093,127</u>	
			1,549,757		2,100,231
CURRENT ASSETS					
Debtors	15	45,657		99,143	
Cash at hand and in bank		<u>61,965</u>		<u>60,882</u>	
Total current assets		107,622		160,025	
CURRENT LIABILITIES					
Creditors: amounts falling due within one year	16	<u>39,844</u>		<u>40,587</u>	
Net current assets/(liabilities)			67,778		119,438
Net assets/(liabilities)			<u>1,617,535</u>		<u>2,219,669</u>
THE FUNDS OF THE CHARITY					
Endowment funds	19				
Expendable endowment		1,155,302		1,494,089	
Fair value reserve		<u>388,186</u>		<u>599,038</u>	
			1,543,488		2,093,127
Restricted funds	19		62,258		81,188
Unrestricted funds					
Designated Funds		6,269		7,104	
General Funds		<u>5,520</u>		<u>38,250</u>	
Total unrestricted funds	19		11,789		45,354
Total charity funds			<u>1,617,535</u>		<u>2,219,669</u>

The financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime.

The financial statements on pages 13 to 28 were approved and authorised for issue by the trustees on 22 October 2020 and signed on their behalf by:



.....
Professor Simon Forrest
Chairman

Avert
Registered Charity Number 1074849
Registered Company Number 03716796

AVERT

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

STATEMENT OF CASH FLOWS

	Note	2020	2019
		£	£
Net cash flow from operating activities (see below)		(553,181)	(776,630)
Cash flow from investing activities			
Purchase of tangible fixed assets		(1,135)	(5,755)
Purchase of investments		-	-
Proceeds from sales of investments		538,268	558,681
Receipts from sale of tangible fixed assets		75	-
Investment income		74,573	89,818
Net cash flow from investing activities		611,781	642,744
Net increase/(decrease) in cash and cash equivalents		58,600	(133,886)
Cash and cash equivalents at 1 April 2019		151,230	285,116
Cash and cash equivalents at 31 March 2020		209,830	151,230
Cash and cash equivalents consist of:			
Cash at bank and in hand		61,965	60,882
Cash held within investments		147,865	90,348
Cash and cash equivalents at 31 March 2020		209,830	151,230

Reconciliation of net income to net cash flow from operating activities

	2020	2019
	£	£
Net income for the period	(602,134)	(451,103)
Adjusted for:		
Investment income	(74,573)	(89,818)
(Gains)/losses on investments	68,888	(124,360)
Depreciation and impairment of tangible fixed assets	1,880	1,209
Loss on disposal of fixed assets	15	-
Decrease/(increase) in debtors	53,486	(87,948)
Increase/(decrease) in creditors	(743)	(24,610)
	48,953	(325,527)
	(553,181)	(776,630)

ACCOUNTING POLICIES

General information, scope and basis of the financial statements

Avert is an incorporated charity, limited by guarantee, incorporated in England with the company number 03716796. In the event of the charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the charity. The address of the registered office is given in the charity information page of these financial statements. The nature of the charity's operations and principal activities are outlined in the trustees' report.

The charity constitutes a public benefit entity as defined by FRS 102. 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 issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice.

The financial statements are prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The financial statements are presented in sterling which is the functional currency of the charity and rounded to the nearest £.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

Incoming resources

All incoming resources are included in the Statement of Financial Activities (SoFA) when the charity is legally entitled to the income after any performance conditions have been met, the amount can be measured reliably and it is probable that the income will be received.

For donations to be recognised the charity will have been notified of the amounts and the settlement date in writing. If there are conditions attached to the donation and this requires a level of performance before entitlement can be obtained then income is deferred until those conditions are fully met or the fulfilment of those conditions is within the control of the charity and it is probable that they will be fulfilled.

For legacies, entitlement is the earlier of the charity being notified of an impending distribution or the legacy being received. At this point income is recognised. On occasion legacies will be notified to the charity however it is not possible to measure the amount expected to be distributed. On these occasions, the legacy is treated as a contingent asset and disclosed.

Income from government and other grants are recognised at fair value when the charity has entitlement after any performance conditions have been met, it is probable that the income will be received and the amount can be measured reliably. If entitlement is not met then these amounts are deferred.

Investment income is earned through holding assets for investment purposes such as shares and cash deposits. It includes dividends and interest. Where it is not practicable to identify investment management costs incurred within a scheme with reasonable accuracy the investment income is reported net of these costs. It is included when the amount can be measured reliably. Interest income is recognised using the effective interest method and dividend income is recognised as the charity's right to receive payment is established.

Resources expended

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Expenditure is recognised where there is a legal or constructive obligation to make payments to third parties, it is probable that the settlement will be required and the amount of the obligation can be measured reliably. It is categorised under the following headings:

- costs of raising funds; which includes the costs of organising events and investment management fees
- expenditure on charitable activities; which includes grants made to beneficiaries and costs incurred to support those activities

Grants payable to third parties are within the charitable objectives. Where unconditional grants are offered, this is accrued as soon as the recipient is notified of the grant, as this gives rise to a reasonable expectation that the recipient will receive the grants. Where grants are conditional relating to performance then the grant is only accrued when any unfulfilled conditions are outside of the control of the charity.

Support cost allocation

Support costs are those that assist the work of the charity but do not directly represent charitable activities and include office costs, governance costs and administrative payroll costs. They are incurred directly in support of expenditure on the objects of the charity. Where support costs cannot be directly attributed to particular headings they have been allocated to cost of raising funds and expenditure on charitable activities on a basis consistent with use of the resources.

The analysis of these costs is included in Note 7 and has been included on the following basis.

Promoting knowledge and education	60% (2019: 53%)
Harness innovation	20% (2019: 17%)
Supporting civil society	20%
Challenging barriers	0% (2019: 10%)

AVERT

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

ACCOUNTING POLICIES

Employee benefits

When employees have rendered service to the charity, short-term employee benefits to which the employees are entitled are recognised at the undiscounted amount expected to be paid in exchange for that service.

Pension costs

The charity operates a defined contribution pension scheme. Contributions to the scheme are charged to the statement of financial activities on a payable basis.

VAT

The charity is not registered for VAT and is unable to recover VAT incurred. On this basis costs are recorded inclusive of VAT within the SoFA.

Taxation

The charity is considered to pass the tests set out in sections 466 to 493 Corporation Tax Act 2010 (CTA 2010), as such no income tax is payable on the charity's activities.

Fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses. Cost includes costs directly attributable to making the asset capable of operating as intended.

Depreciation is provided on all tangible fixed assets, at rates calculated to write off the cost, less estimated residual value, of each asset on a systematic basis over its expected useful life as follows:

Office equipment	25% reducing balance
------------------	----------------------

Fixed asset investments

Investments are recognised initially at fair value which is normally the transaction price excluding transaction costs. Subsequently, they are measured at fair value with changes recognised in 'net gains/(losses) on investments' in the SoFA if the shares are publicly traded or their fair value can otherwise be measured reliably.

Debtors and creditors receivable / payable within one year

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in expenditure.

Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value. In addition it includes cash at bank and in hand and cash balances within the investment portfolio available for investment transaction purposes.

Operating leases

Rentals payable under operating leases are charged in the statement of financial activities on a straight line basis over the lease term.

AVERT

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

ACCOUNTING POLICIES

Fund accounting

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the charity and which have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charity for particular purposes. The cost of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

Endowment funds represent those assets which were gifted to the charity to be held for income generation and applied in furtherance of the charity's objects. Income arising on the endowment funds can be used in accordance with the objects of the charity and is included as unrestricted income. Any capital gains or losses arising on the investments form part of the fund. Investment management charges and legal advice relating to the fund are charged against the fund.

Further details of each fund are disclosed in Note 20.

Going concern

The financial statements have been prepared on a going concern basis as the trustees believe that no material uncertainties exist. The trustees have considered the level of funds held and the expected level of income and expenditure for 12 months from authorising these financial statements. The budgeted income and expenditure is sufficient with the level of reserves for the charity to be able to continue as a going concern.

The trustees have considered the impact of COVID-19 on the charity's operations and do not believe an material uncertainty over going concern arises. Further information is provided in note 23 to these financial statements.

AVERT

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

NOTES TO THE FINANCIAL STATEMENTS

1. Donations and legacies

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2020 Total Funds £
Donations	8,580	-	-	8,580
Legacies	-	-	-	-
Grants	-	129,043	-	129,043
	<u>8,580</u>	<u>129,043</u>	<u>-</u>	<u>137,623</u>

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2019 Total Funds £
Donations	12,436	-	-	12,436
Legacies	31,268	-	-	31,268
Grants	-	95,010	-	95,010
	<u>43,704</u>	<u>95,010</u>	<u>-</u>	<u>138,714</u>

2. Charitable activities

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2020 Total Funds £
Earned income	24,319	-	-	24,319
	<u>24,319</u>	<u>-</u>	<u>-</u>	<u>24,319</u>

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2019 Total Funds £
Earned income	10,750	-	-	10,750
	<u>10,750</u>	<u>-</u>	<u>-</u>	<u>10,750</u>

3. Investments

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2020 Total Funds £
Bank interest	9	-	-	9
Income from investment holdings	74,573	-	-	74,573
	<u>74,582</u>	<u>-</u>	<u>-</u>	<u>74,582</u>

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2019 Total Funds £
Bank interest	6	-	-	6
Income from investment holdings	89,818	-	-	89,818
	<u>89,824</u>	<u>-</u>	<u>-</u>	<u>89,824</u>

NOTES TO THE FINANCIAL STATEMENTS**4. Other income**

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2020 Total Funds £
Miscellaneous income	366	-	-	366
	<u>366</u>	<u>-</u>	<u>-</u>	<u>366</u>

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2019 Total Funds £
Miscellaneous income	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>

5. Raising funds

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2020 Total Funds £
<i>Investment management</i>				
Investment management fees	-	-	15,323	15,323
	<u>-</u>	<u>-</u>	<u>15,323</u>	<u>15,323</u>

Cost of seeking donations, grants and legacies

Staff costs	71,566	-	-	71,566
Other costs	10,496	-	-	10,496
	<u>82,062</u>	<u>-</u>	<u>-</u>	<u>82,062</u>
	<u>82,062</u>	<u>-</u>	<u>15,323</u>	<u>97,385</u>

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2019 Total Funds £
<i>Investment management</i>				
Investment management fees	-	-	16,929	16,929
	<u>-</u>	<u>-</u>	<u>16,929</u>	<u>16,929</u>

Cost of seeking donations, grants and legacies

Staff costs	67,674	-	-	67,674
Other costs	12,229	-	-	12,229
	<u>79,903</u>	<u>-</u>	<u>-</u>	<u>79,903</u>
	<u>79,903</u>	<u>-</u>	<u>16,929</u>	<u>96,832</u>

AVERT

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

NOTES TO THE FINANCIAL STATEMENTS

6. Charitable activities

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2020 Total Funds £
<i>Promote knowledge and education on HIV</i>				
Grants	-	60,406	-	60,406
Staff costs	139,054	32,712	-	171,766
Other direct costs	86,614	32,571	-	119,185
Support and governance costs	90,653	-	-	90,653
	<u>316,321</u>	<u>125,689</u>	<u>-</u>	<u>442,010</u>
<i>Harness innovation to reach those that need to know</i>				
Staff costs	46,351	10,904	-	57,255
Other direct costs	28,872	10,857	-	39,729
Support and governance costs	30,217	-	-	30,217
	<u>105,440</u>	<u>21,761</u>	<u>-</u>	<u>127,201</u>
<i>Supporting effective civil society responses which inform and empower</i>				
Grants (see note 8)	54,109	-	-	54,109
Staff costs	17,891	523	-	18,414
Other direct costs	800	-	-	800
Support and governance costs	30,217	-	-	30,217
	<u>103,017</u>	<u>523</u>	<u>-</u>	<u>103,540</u>
<i>Challenging barriers</i>				
Grants (see note 8)	-	-	-	-
Staff costs	-	-	-	-
Other direct costs	-	-	-	-
Support and governance costs	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
	<u>524,778</u>	<u>147,973</u>	<u>-</u>	<u>672,751</u>
	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2019 Total Funds £
<i>Promote knowledge and education on HIV</i>				
Grants	-	-	-	-
Staff costs	152,780	2,283	-	155,063
Other direct costs	110,837	7,597	-	118,434
Support and governance costs	89,041	-	-	89,041
	<u>352,658</u>	<u>9,880</u>	<u>-</u>	<u>362,538</u>
<i>Harness innovation to reach those that need to know</i>				
Staff costs	50,927	761	-	51,688
Other direct costs	36,946	2,533	-	39,479
Support and governance costs	29,679	-	-	29,679
	<u>117,552</u>	<u>3,294</u>	<u>-</u>	<u>120,846</u>
<i>Supporting effective civil society responses which inform and empower</i>				
Grants	79,573	-	-	79,573
Staff costs	39,009	648	-	39,657
Other direct costs	4,287	-	-	4,287
Support and governance costs	33,920	-	-	33,920
	<u>156,789</u>	<u>648</u>	<u>-</u>	<u>157,437</u>
<i>Challenging barriers</i>				
Grants	52,479	-	-	52,479
Staff costs	5,470	-	-	5,470
Other direct costs	2,189	-	-	2,189
Support and governance costs	16,960	-	-	16,960
	<u>77,098</u>	<u>-</u>	<u>-</u>	<u>77,098</u>
	<u>704,097</u>	<u>13,822</u>	<u>-</u>	<u>717,919</u>

AVERT

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

NOTES TO THE FINANCIAL STATEMENTS

7. Support and governance costs

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2020 Total Funds £
Staff costs	52,361	-	-	52,361
Premises	58,046	-	-	58,046
Recruitment and training	1,342	-	-	1,342
Travel, conference and events	4,589	-	-	4,589
Security including Legal and HR	4,384	-	-	4,384
Printing, postage and stationery	3,485	-	-	3,485
Telephone	5,216	-	-	5,216
Computer costs and equipment hire	1,873	-	-	1,873
General office expenses	1,823	-	-	1,823
Insurance	3,402	-	-	3,402
Subscriptions	4,123	-	-	4,123
Depreciation	1,880	-	-	1,880
Governance:				
Audit fee	5,100	-	-	5,100
Trustee training and expenses	1,793	-	-	1,793
Strategic Development	1,670	-	-	1,670
	<u>151,087</u>	<u>-</u>	<u>-</u>	<u>151,087</u>

Allocation of support costs

Promote knowledge and education	90,653	-	-	90,653
Harness innovation	30,217	-	-	30,217
Supporting civil society	30,217	-	-	30,217
Challenging barriers	-	-	-	-
	<u>151,087</u>	<u>-</u>	<u>-</u>	<u>151,087</u>

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2019 Total Funds £
Staff costs	47,862	-	-	47,862
Premises	49,210	-	-	49,210
Recruitment and training	3,428	-	-	3,428
Travel, conference and events	19,255	-	-	19,255
Security including Legal and HR	9,076	-	-	9,076
Printing, postage and stationery	5,915	-	-	5,915
Telephone	6,139	-	-	6,139
Computer costs and equipment hire	2,513	-	-	2,513
General office expenses	1,886	-	-	1,886
Insurance	3,311	-	-	3,311
Subscriptions	3,259	-	-	3,259
Depreciation	1,208	-	-	1,208
Governance:				
Audit fee	5,500	-	-	5,500
Trustee training and expenses	3,585	-	-	3,585
Strategic Development	7,453	-	-	7,453
	<u>169,600</u>	<u>-</u>	<u>-</u>	<u>169,600</u>

Allocation of support costs

Promote knowledge and education	89,041	-	-	89,041
Harness innovation	29,679	-	-	29,679
Supporting civil society	33,920	-	-	33,920
Challenging barriers	16,960	-	-	16,960
	<u>169,600</u>	<u>-</u>	<u>-</u>	<u>169,600</u>

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FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

NOTES TO THE FINANCIAL STATEMENTS

8. Analysis of grants

	2020 Total Funds £	2019 Total Funds £
Grants to institutions		
Zimbabwe - AfricAid	3,488	-
Zimbabwe - OPHID	8,609	-
Zambia - CIDRZ	48,309	-
Lesotho - Phelisanang Bophelong	11,417	31,085
Zambia - Bwafwano Integrated Services Organisation	13,493	27,797
Malawi - Umunthu Foundation	29,199	73,170
	<u>114,515</u>	<u>132,052</u>
Analysed between		
Promoting knowledge and education	60,406	-
Supporting civil society	54,109	79,573
Challenging barriers	-	52,479
	<u>114,515</u>	<u>132,052</u>

Future commitments

The charity budgets for instalments of multi year grants that have not yet been approved. The sum budgeted by the charity for these grants totalled £nil on 31 March 2020 (2019: £60,000). These future commitments are not contractual as the amounts are not part of the charity's formal grant offer, and are subject to the grantee satisfying the charity's monitoring requirements and showing that they are making satisfactory progress towards meeting the grant's objectives. They are therefore not accrued as liabilities at the year end.

9. Auditors' remuneration

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2020 Total Funds £
Auditors' remuneration - audit	<u>5,100</u>	<u>-</u>	<u>-</u>	<u>5,100</u>
	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2019 Total Funds £
Auditors' remuneration - audit	<u>5,100</u>	<u>-</u>	<u>-</u>	<u>5,100</u>

10. Wages and salary cost

	2020 Total Funds £	2019 Total Funds £
Gross wages	308,654	305,872
Employer's national insurance costs (inclusive of employer national insurance allowance)	28,481	28,026
Employer's pension contributions	24,423	24,780
Termination payments*	3,000	-
	<u>364,558</u>	<u>358,678</u>

*During the year under review termination payments of £3,000 were paid to a former employee. No additional amounts are due.

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FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

NOTES TO THE FINANCIAL STATEMENTS

10. Wages and salary cost (continued)

One employee received employee benefits inclusive of social security contributions (excluding employer pension costs) in the range £60,000 to £70,000 in the comparative year with none in the year under review.

The average number of employees was:

Administration of charitable activities	9	10
	9	10

11. Pension scheme

The charity operates a defined contribution pension scheme for its employees. The total payable for the year under review was £24,423 (2019: £24,780). £3,238 (2019: £2,764) was outstanding at the end of the financial year.

12. Related party transactions

None of the trustees received any remuneration during the year under review (2019: £nil). £1,793 (2019: £3,585) was reimbursed to or paid on behalf of five (2019: five) trustees.

No donations (2019: £nil) were received from the charity's trustees in the year under review.

During the year under review the charity reimbursed or paid expenses on behalf of the five key management personnel incurred in the performance of their duties totalling £9,953 (2019: £16,265).

At the end of the reporting year the charity had four key management personnel comprising the CEO, Director of Communications and Digital Health Strategy, Finance and Operations Manager and Head of Programme Funding with a Partnership and Engagement Manager leaving in the year. The total employee benefits, inclusive of employer's national insurance and pension contributions, received by those key management personnel amounted to £216,237 (2019: five received £227,682).

13. Tangible fixed assets

	Office equipment £	Total £
<i>Cost</i>		
At 1 April 2019	10,870	10,870
Additions	1,135	1,135
Disposals	(423)	(423)
At 31 March 2020	11,582	11,582
<i>Depreciation</i>		
Accumulated at 1 April 2019	3,766	3,766
Charge for the year	1,880	1,880
On disposals	(333)	(333)
At 31 March 2020	5,313	5,313
Net book value at 31 March 2020	6,269	6,269
Net book value at 31 March 2019	7,104	7,104

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FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

NOTES TO THE FINANCIAL STATEMENTS

14. Fixed assets investments

	Listed investments £	Cash £	2020 Total Funds £	2019 Total Funds £
<i>Reconciliation of movement on investments</i>				
Carrying (market) value brought forward	2,002,779	90,348	2,093,127	2,499,378
Additions at cost	-	-	-	-
Disposals at carrying value	(407,516)	-	(407,516)	(434,623)
Gain/(Loss) on revaluation	(199,640)	-	(199,640)	302
Net increase/(decrease) in cash	-	57,517	57,517	28,070
Carrying (market) value carried forward	<u>1,395,623</u>	<u>147,865</u>	<u>1,543,488</u>	<u>2,093,127</u>
<i>Gains/(losses) on investments</i>				
Unrealised (from above)	(199,640)	-	(199,640)	302
Realised on disposal of fixed asset investments	<u>130,752</u>	<u>-</u>	<u>130,752</u>	<u>124,058</u>
	<u>(68,888)</u>	<u>-</u>	<u>(68,888)</u>	<u>124,360</u>
<i>The investments above are analysed as follows:</i>				
Listed investments	1,395,623	-	1,395,623	2,002,779
Cash or cash equivalents	<u>-</u>	<u>147,865</u>	<u>147,865</u>	<u>90,348</u>
	<u>1,395,623</u>	<u>147,865</u>	<u>1,543,488</u>	<u>2,093,127</u>

15. Debtors

	2020 Total Funds £	2019 Total Funds £
Trade debtors	7,549	3,750
Prepayments	13,562	15,488
Accrued income receivable within one year	<u>24,546</u>	<u>79,905</u>
	<u>45,657</u>	<u>99,143</u>

Accrued income consists of grant income receivable at the balance sheet date from VITOL totalling £24,510 (2019 from Gilead Sciences and ViiV Healthcare: £79,544) with additional gift aid.

16. Creditors: amounts falling due within one year

	2020 Total Funds £	2019 Total Funds £
Trade creditors	8,727	17,297
Accruals	17,563	12,820
Other creditors	4,895	2,856
Taxation and social security	<u>8,659</u>	<u>7,614</u>
	<u>39,844</u>	<u>40,587</u>

NOTES TO THE FINANCIAL STATEMENTS

17. Commitments under operating lease

At 31 March the charity had total minimum lease payments under a non-cancellable operating lease, for land and buildings, as follows:

	2020 Total Funds £	2019 Total Funds £
Not later than one year	22,116	44,232
Later than one year not later than five years	-	22,116
	<u>22,116</u>	<u>66,348</u>

During the year under review the total lease payments amounted to £44,012.

18. Analysis of net assets between funds

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	2020 Total Funds £	2019 Total Funds £
Tangible fixed assets	6,269	-	-	6,269	7,104
Fixed asset investments	-	-	1,543,488	1,543,488	2,093,127
Current assets	45,364	62,258	-	107,622	160,025
Current liabilities	(39,844)	-	-	(39,844)	(40,587)
	<u>11,789</u>	<u>62,258</u>	<u>1,543,488</u>	<u>1,617,535</u>	<u>2,219,669</u>

19. Analysis of net movement in funds

	Total funds brought forward £	Total incoming resources £	Total resources expended £	Gains and (losses) on investments £	Transfers between funds £	Total funds carried forward £
<i>Endowment funds</i>						
Expendable endowment	1,494,089	-	(15,323)	141,964	(465,428)	1,155,302
Fair value reserve	599,038	-	-	(210,852)	-	388,186
<i>Total endowment funds</i>	<u>2,093,127</u>	<u>-</u>	<u>(15,323)</u>	<u>(68,888)</u>	<u>(465,428)</u>	<u>1,543,488</u>
<i>Restricted funds</i>						
Vitol Foundation	10,716	-	(10,716)	-	-	-
Vitol Foundation	-	112,950	(65,736)	-	-	47,214
ViiV Healthcare	1,973	-	(523)	-	-	1,450
Gilead Sciences	68,499	813	(69,312)	-	-	-
Cricket Without Boundaries	-	4,780	(1,686)	-	-	3,094
Mercury Phoenix Trust	-	10,500	-	-	-	10,500
<i>Total endowment funds</i>	<u>81,188</u>	<u>129,043</u>	<u>(147,973)</u>	<u>-</u>	<u>-</u>	<u>62,258</u>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed asset reserve	7,104	-	(1,880)	-	1,045	6,269
	<u>7,104</u>	<u>-</u>	<u>(1,880)</u>	<u>-</u>	<u>1,045</u>	<u>6,269</u>
General Fund	38,250	107,847	(604,960)	-	464,383	5,520
<i>Total unrestricted funds</i>	<u>45,354</u>	<u>107,847</u>	<u>(606,840)</u>	<u>-</u>	<u>465,428</u>	<u>11,789</u>
Total funds	<u>2,219,669</u>	<u>236,890</u>	<u>(770,136)</u>	<u>(68,888)</u>	<u>-</u>	<u>1,617,535</u>

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FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

NOTES TO THE FINANCIAL STATEMENTS

20. Description of funds

Expendable endowment	Expendable endowment funds comprise an expendable endowment donated to the charity in 1989.
Fair value reserve	Representing the variance between cost and fair value of the charity's investment assets.
Vitol Foundation	Funds received to carry out an impact assessment of our Young Voices project.
ViiV Healthcare	Funds received from ViiV Healthcare's Positive Action for Children Fund to support Umunthu's Prevention of Mother-to-Child Transmission project.
Gilead Sciences	Funds received for work with community health workers and young adults living with HIV.
Cricket Without Boundaries	Funds received from Cricket Without Boundaries to support the charity's Cricket for HIV education and awareness project.
Mercury Phoenix Trust	Funds received from Mercury Phoenix Trust to support the charity's Promoting knowledge and education projects.
Fixed asset reserve	Designated funds representing the net book value of fixed assets.
General funds	Funds available for use at the discretion of the trustees.

21. Transfers between funds

From	To	Unrestricted Funds £	Designated Funds £	Restricted Funds £	Endowment Funds £	Total Funds £
<i>Transfer 1</i>						
Expendable endowment	General fund	465,428	-	-	(465,428)	-
		<u>465,428</u>	<u>-</u>	<u>-</u>	<u>(465,428)</u>	<u>-</u>
Transfer from expendable endowment funds to general fund to support the expenditure of the charity						
<i>Transfer 2</i>						
General fund	Fixed Assets	(1,045)	1,045	-	-	-
		<u>(1,045)</u>	<u>1,045</u>	<u>-</u>	<u>-</u>	<u>-</u>
Transfer from general funds to fixed assets designated fund representing the additions to and disposal of fixed assets						
		<u>464,383</u>	<u>1,045</u>	<u>-</u>	<u>(465,428)</u>	<u>-</u>

22. Financial instruments

The carrying amounts of the charity's financial instruments are as follows:

	2020 Total Funds £	2019 Total Funds £
<i>Financial assets</i>		
Measured at fair value through net income/(expenditure):		
Fixed asset investments*	1,543,488	2,093,127
*Fair value is taken as the average of the bid and offer price for each security	<u>1,543,488</u>	<u>2,093,127</u>

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FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2020

NOTES TO THE FINANCIAL STATEMENTS

22. Financial instruments (continued)

	2020 Total Funds £	2019 Total Funds £
<i>Financial assets</i>		
Measured at amortised cost:		
Trade debtors	7,549	3,750
	<u>7,549</u>	<u>3,750</u>

Financial liabilities

Measured at amortised cost:		
Trade creditors	8,727	17,297
	<u>8,727</u>	<u>17,297</u>

The income, expense, net gains and net losses attributable to the charity's financial instruments are summarised as follows:

	2020 Total Funds £	2019 Total Funds £
<i>Income and expense</i>		
Financial assets measured at fair value through net income/(expenditure)		
Investment income	74,573	89,818
Investment management fees	(15,323)	(16,929)
	<u>59,250</u>	<u>72,889</u>
<i>Net gains and losses (including changes in fair value)</i>		
Financial assets measured at fair value through net income/(expenditure)		
Unrealised gains/(losses) on investments	(199,640)	302
Realised gains/(losses) on investments	130,752	124,058
	<u>(68,888)</u>	<u>124,360</u>

Fixed asset investments are held at fair value with valuations obtained using closing mid-market price.

23. Subsequent events - COVID-19

Avert continued operations as normal throughout the COVID-19 lockdown with staff moving to working from home on full hours and pay from March 2020. With much of the charity's work being digital and cloud-based, and with its stable financial reserves, Avert was able to adapt quickly without recourse to any of the Government's support packages.