

Avert > HIV >

Empowering people
through knowledge >

ANNUAL REPORT 2017-2018





NEW FORWARD-FACING AVERT
BRAND IDENTITY
DEVELOPED AND
ROLLED OUT

8.3 MILLION
PEOPLE GLOBALLY
FOUND **INFORMATION**
ON HIV THROUGH
AVERT.ORG



5.2 MILLION
FACEBOOK USERS
LEARNED MORE
ABOUT HIV THROUGH
AVERT'S CONTENT
AND ENGAGEMENT



2017-18 HIGHLIGHTS



OVER
13.5 MILLION*
PEOPLE **EMPOWERED**
THROUGH
KNOWLEDGE

OUR STRATEGY...

These are the four approaches Avert is using to effect change:

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.

Response 4: Challenge stigma and other barriers

Result: Knowledgeable people are challenging barriers and changing norms.

Focusing on these areas, we want our work to support change so people have the knowledge and freedom to live healthy lives and make choices to protect themselves and others from HIV in an environment free from stigma.



NEW HIV
INFORMATION
MATERIALS
CO-CREATED WITH
YOUNG PEOPLE IN
SOUTHERN AFRICA

***NOTE:** this total does not include people reached through Instagram, YouTube and Twitter due to current constraints on metrics.

80%

AVERT.ORG VISITORS
SAID THEY LEARNED
SOMETHING NEW
ABOUT HIV DURING
THEIR VISIT

100,000+

FACEBOOK LIKES



53,461

PEOPLE LEARNED
THEIR HIV STATUS
THROUGH **HIV**
TESTING IN LESOTHO,
MALAWI AND ZAMBIA

41,254

YOUNG PEOPLE
ACCESSED **HIV-**
RELATED SERVICES
IN LESOTHO, MALAWI
AND ZAMBIA

1.06

MILLION

PEOPLE FROM
TARGET COUNTRIES
IN **SOUTHERN**
AFRICA FOUND HIV
INFORMATION ON
AVERT.ORG



1.24

MILLION

PEOPLE REACHED
THROUGH **KNOW**
THE SCORE MEN'S
TESTING CAMPAIGN



END OF PROJECT
EVALUATION OF
SISONKE SHOWS
COMMUNITIES MORE
ABLE TO DEAL WITH
IMPACT OF HIV

“Recent analysis of data from 33 sub-Saharan African countries spanning more than a decade, showed no evidence of substantive improvements in knowledge about HIV. We need to do more, and in new ways, to fill this disabling knowledge gap.”

Sarah Hand, Avert CEO

MESSAGE FROM THE CHAIR & CEO COMMUNICATING FOR CHANGE

Behaviour change communication is at the heart of Avert’s approach. We know that if people have access to accurate, engaging and persuasive information they will be able to take control of their sexual health. We are proud of our role in this vital element of the HIV response.

We know that young people in Southern Africa are at great risk of HIV, but they don’t know enough about how to avoid infection. For example, the latest UNAIDS Prevention Gap report showed that less than 40% of young women had comprehensive knowledge about HIV. Despite this, funding for HIV information is being crowded out by costly treatment and biomedical interventions. Yet we know that providing HIV information is essential and is a cost-effective element of the response.

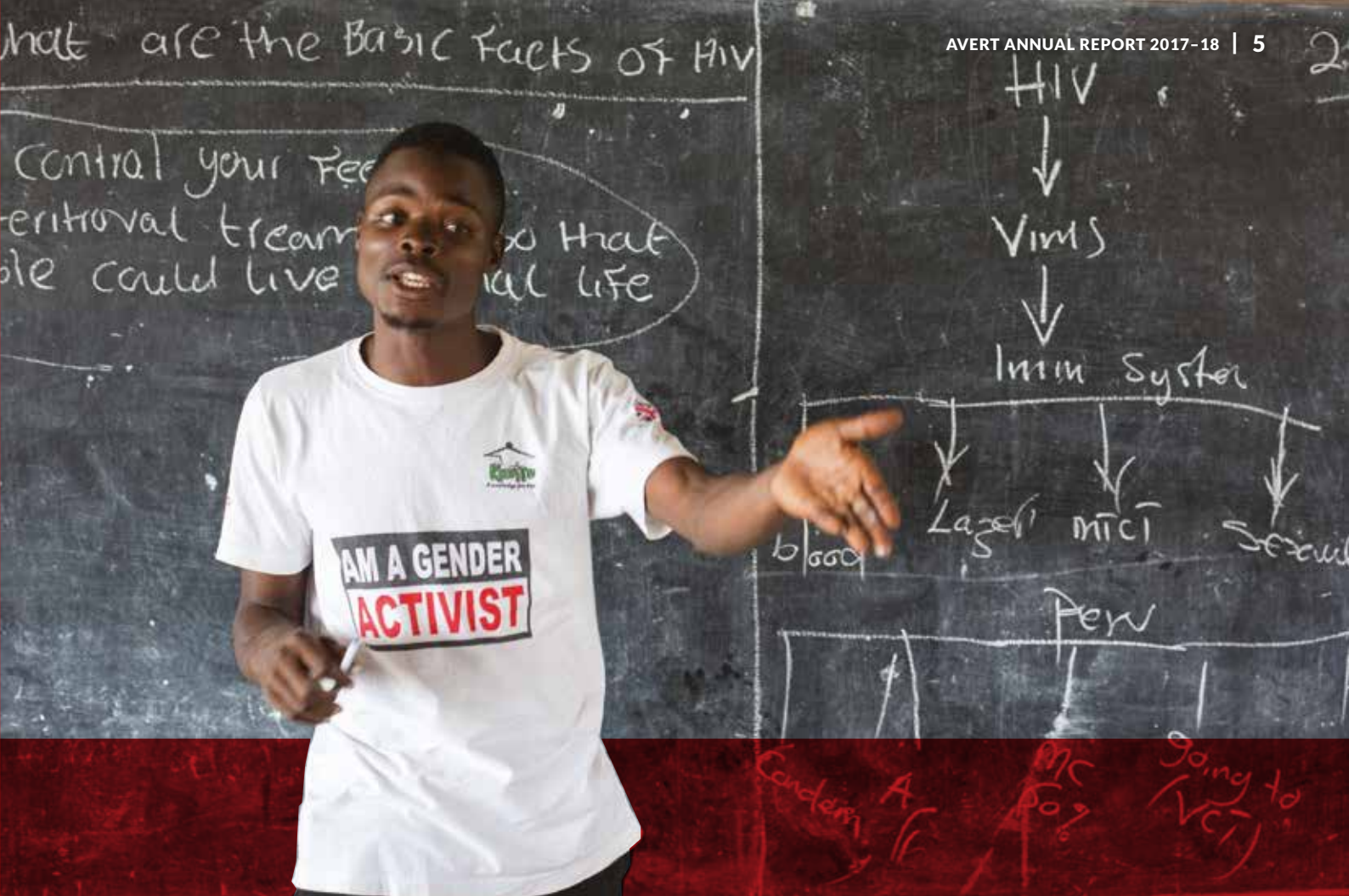
REACHING INDIVIDUALS THAT NEED TO KNOW

Avert is committed to providing this information: tailored, accessible and relevant, and provided in the digital and physical spaces where those who need it most spend time. Our information on HIV prevention and treatment, including information on sexual and reproductive health, enables people to take control of their health and make informed choices.

One example of our work in 2017-18 to reach people who are most at risk of HIV was Young Voices. This was an exciting new project, working with young adults across five of the most affected countries in Southern Africa. Young people co-created new HIV information materials, addressing gaps that they had identified. This work, which launched in July 2018, will engage with young people in a voice they recognise, giving them the information they need for healthier, safer sex lives.

“Really useful and user-friendly site! I know I can trust the information and data I find there. I can’t say enough good things...”

Avert.org professional user, United States



SUPPORTING EFFECTIVE PROFESSIONALS

Avert also provides information to professionals working in HIV and sexual health. Whether a front-line healthcare worker or a professional working more generally in HIV and sexual health, Avert.org is a 'one stop shop' for accurate, clear and up-to-date information.

To support this we created new resources for HIV professionals, developing infographics, quizzes, fact-sheets and other resources to support their work. A growing number of people used these resources (new users were up 3.5% year-on-year) and left their feedback on how the resources had supported their work and understanding.

CIVIL SOCIETY AND BEYOND

We know that civil society is vital to the HIV response, particularly in Southern Africa. While more people in that region can access digital information, many young people have to rely on peer educators and other more traditional sources of information to get the knowledge they need to take control of their sexual health. Through our civil society partnership programme we reached 41,254 young people with peer-delivered information and education on HIV and sexual health. As a result, 27,649 of them tested for HIV for the first time.

Partnership is central to Avert's work, and we continued to increase our collaboration with organisations working to similar aims and with the same geographical priorities. We worked with a range of agencies including Grassroot Soccer, Sentebale, Zvandiri, Livity and Tackle Africa on our Young Voices project in Southern Africa; with the gay social networking app Hornet to reach more gay and bisexual men; and with Every1Mobile and IMA International on establishing our results framework and new ways of measuring our impact. We remained active and influential members of StopAIDS and Funders Concerned About AIDS, supporting work on how funders can support the community response to HIV. Expanding our collaborations further remains a priority over the year ahead.

2017-18 marked the first year of delivering our new strategy *Investing for Impact*. This annual report shows the progress we have made delivering against the strategy, so that people have the knowledge and freedom to live healthy lives and make choices to protect themselves and others from HIV in an environment free from stigma.

VISITS TO AVERT.ORG BY REGION

TOTAL

8,324,549

RESPONSE 1: PROMOTE KNOWLEDGE AND EDUCATION ON HIV

RESULT Knowledgeable people are making informed choices

In 2017-18 we invested in developing new digital content to reach more people who are at risk of, or living with HIV with accessible, engaging and accurate information on HIV that helps them make informed choices. Our information was sought out by individuals and professionals from every region of the world. We also provided professionals in the HIV response with the information, tools and resources they need.

“Easy, basic and well-presented. Well done. I have got basic knowledge about HIV and AIDS very easily. GOOD.”

Avert.org user

“It’s very authentic and comprehensive. I use it to refer my clients to read the online material. Thank you!”

Avert.org professional user, India

“I’ve had HIV for 10 years now and in the last 10 minutes I learnt more reading this page than what I have done in 10 years. I’m very grateful for the article being online and hopefully a lot more people will read it and understand it now. Thank you.”

Avert.org user



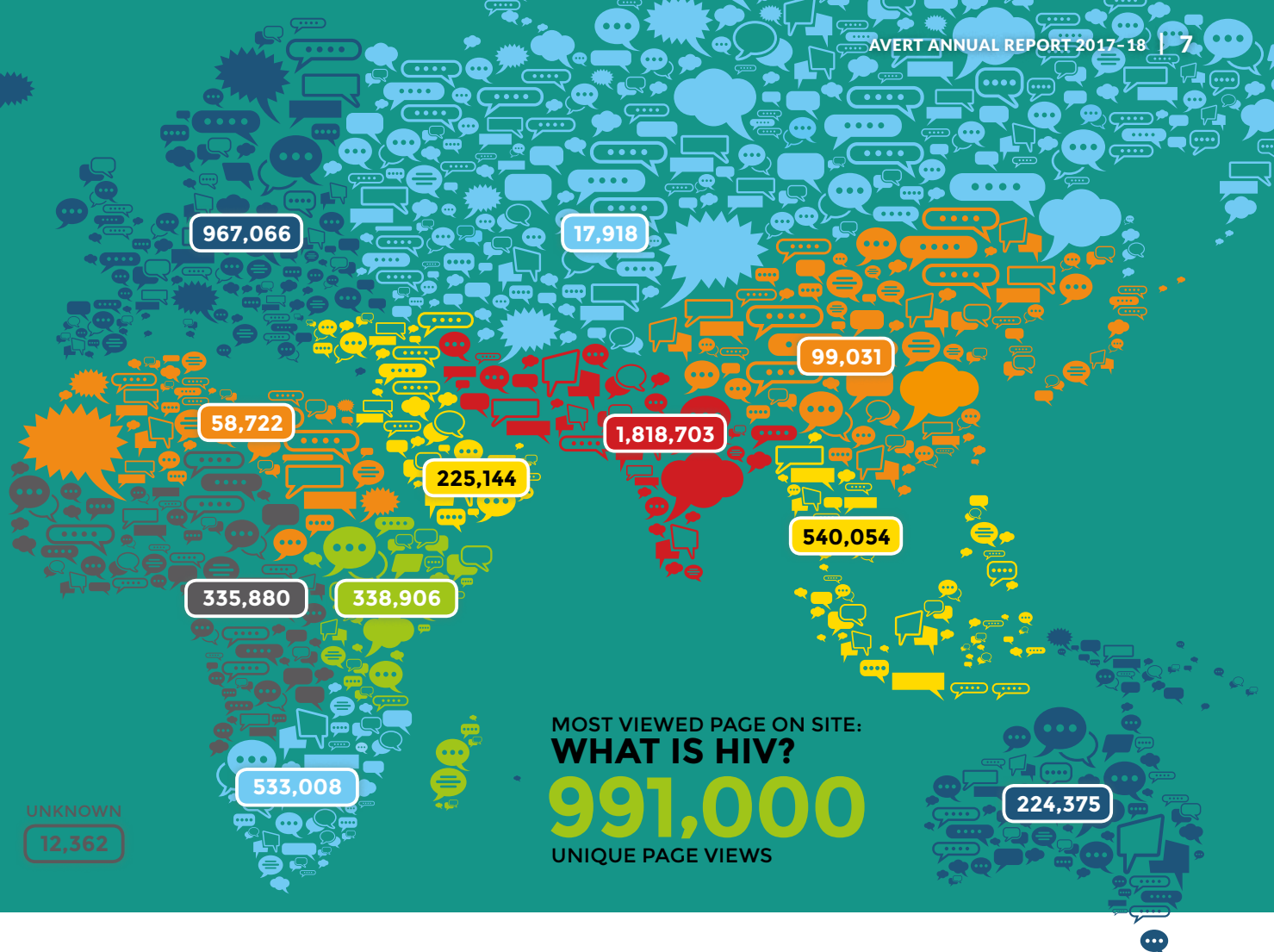
PDF RESOURCES DOWNLOADS

84,000

FACEBOOK LIKES UP

265%





Over the year 13.5 million people globally were empowered through knowledge from Avert. This included 8.3 million people reached through Avert.org, with our core HIV content pages read over 11.9 million times. By using social media engagement as a core channel for education, using simple infographics and health messages within our social content, we also reached over 5.2 million people with information and education content through Facebook alone.

With at least half of young people still lacking basic knowledge of how to prevent HIV, our digital work to increase knowledge and promote attitude change supports the wider conditions needed for behaviour change and empowered sexual health. In qualitative surveys undertaken in November 2017 with nearly 300 respondents, over 80% said they had gained new knowledge through our content, and over 60% said it had made them more likely to take particular actions, such as testing for HIV, using a condom, and challenging HIV myths and stereotypes.

Sub-Saharan Africa continues to be the region hardest hit by HIV, where the need for appropriate and accessible information is particularly acute. This drove us to reach more people in the region, both through Avert.org and our Facebook channel. During the year we increased website visitors from Avert.org's identified target countries (South Africa, Nigeria, Kenya, Uganda, Zambia and Zimbabwe) by 16.5% on the previous year to a total of 1.06 million visitors. We also increased our Facebook fans in those countries by 265% (up nearly 28,000 from 16,731 to 44,408).

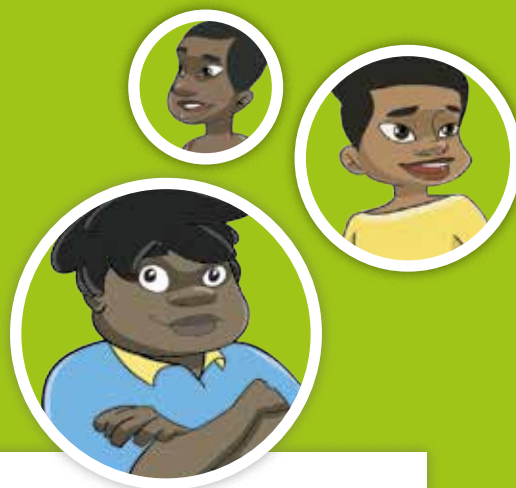
Across all of Africa, over 1.27 million people accessed our information, an 8.12% increase on the previous year. With the launch of new content co-created and specifically tailored for Southern Africa during 2018/19 we are confident we will continue to see our reach in this region grow over the year ahead.

Following a marketing campaign to promote Avert's news service, and accreditation as a Google news provider, readership of our HIV news pages increased rapidly over the year reaching over 24,000 readers a month by the end of the financial year. Alongside this the number of visitors to our 'Professional Resources' pages rose steadily, with over 240,000 visitors in March 2018.

Visits and page view statistics are only relevant if they reflect meaningful user journeys, and during 2017 we reviewed and improved our site navigation to ensure people could access the information they want fast. As a result of the changes, our analytics showed that people were finding the information they wanted more easily (unique page views up, total page views down), with more meaningful user journeys through the site.

67%
VISITED AVERT.ORG
ON MOBILE





RESPONSE 2: HARNESS INNOVATION TO REACH THOSE WHO NEED TO KNOW

RESULT Most at risk populations can access targeted HIV information

For Avert, innovation is about generating ideas, and ways of implementing them, that can create positive change. This may be generating new ideas for familiar problems, or taking existing ideas from another sector to apply creatively in the HIV context. For us, innovation is not just about thinking differently, but also about using evidence to understand unmet needs and the factors creating existing problems.



'TALKING HIV' REACHED OVER

724,000
PEOPLE

One unmet need that is growing as global investment in HIV prevention information stalls, is tailored, specific population-level content. Avert invested in this area in a number of ways in 2017-18.

Our most significant investment was in the Young Voices co-creation project. This brought together young people from five countries in Southern Africa to identify gaps in HIV information materials and work with Avert to co-create new materials that would resonate with young people aged 15-24 who are increasingly influenced by digital and social media.

Starting with a co-creation workshop in October 2017 to define the gaps, identify themes, build messaging, and discuss formats, the project used WhatsApp groups to continue the process of co-creation, feeding into scripts, identifying key facts, and evaluating issues for discussion. The project has created a suite of resources for use by youth group leaders, peer educators, and individuals that promote thinking and discussion. An interactive online cartoon creator (and downloadable comics for use offline) enable users to explore how they would react to a range of different characters' scenarios.

Launched in July 2018, and showcased at the biannual International AIDS Conference, the initial feedback indicates it will be a valued set of resources that resonate with young people and demonstrate the importance of co-creation.



Our 'Know the score' World AIDS Day campaign in December 2017 aimed to increase the number of men testing for HIV in Southern Africa. This was an issue highlighted by a UNAIDS report, 'Blind Spot', published at the same time which highlighted that men and boys are less likely to take an HIV test, less likely to access antiretroviral therapy, and more likely to die of AIDS-related illnesses than women. The digital campaign rolled out on Facebook, YouTube and Instagram reached over 1.24 million people, with over 319,000 people taking a digital action, and over 27,000 people watching 100% of the campaign information video.

Personal stories and testimony remain a powerful way to engage – enabling people to learn, understand and explore their own situation and attitudes through others. We started a new long-term project, 'Talking HIV', which brings together friends and family to have informal conversations around different aspects of living with or being affected by HIV. Our first series came from Malawi and captured four very different conversations. The campaign reached 724,000 people, with 192,000 taking a digital action, nearly 50,000 watching a substantial part of a video, and over 15,000 watching 100% of a video. Further series of Talking HIV are in the pipeline.

We also began collaboration with Hornet, one of the premier social networking apps for gay and bisexual men, to develop a series of targeted information campaigns for men in the US, UK, and Canada. We launched the first campaign in March 2018 on the new language of HIV status in an era of PrEP and U=U (undetectable = untransmissible). Alongside the campaign we launched a new gay health hub bringing together relevant resources from across Avert.org.

Partnerships are central to our strategy, and in 2017-18 we expanded our project collaborations, including with Grassroot Soccer, Zvandiri, Sentebale and South African youth-focused digital agency Livity on our Young Voices project. We also began new partnerships to build on in the year ahead with regionally based digital agencies, monitoring and evaluation specialists, and youth-focused movements.

THE 'KNOW THE SCORE' CAMPAIGN
REACHED OVER
1.24
MILLION PEOPLE
IN SOUTHERN AFRICA



“As a young person, fellow youth will come to me and open up. If they go to a doctor they won't say what is really worrying them. There's now a big change because young people feel free and are open to talk to us.”

Theresa, 22, peer educator, Zambia

RESPONSE 3: SUPPORT EFFECTIVE CIVIL SOCIETY RESPONSES WHICH INFORM AND EMPOWER THOSE IN THE HARDEST HIT AREAS

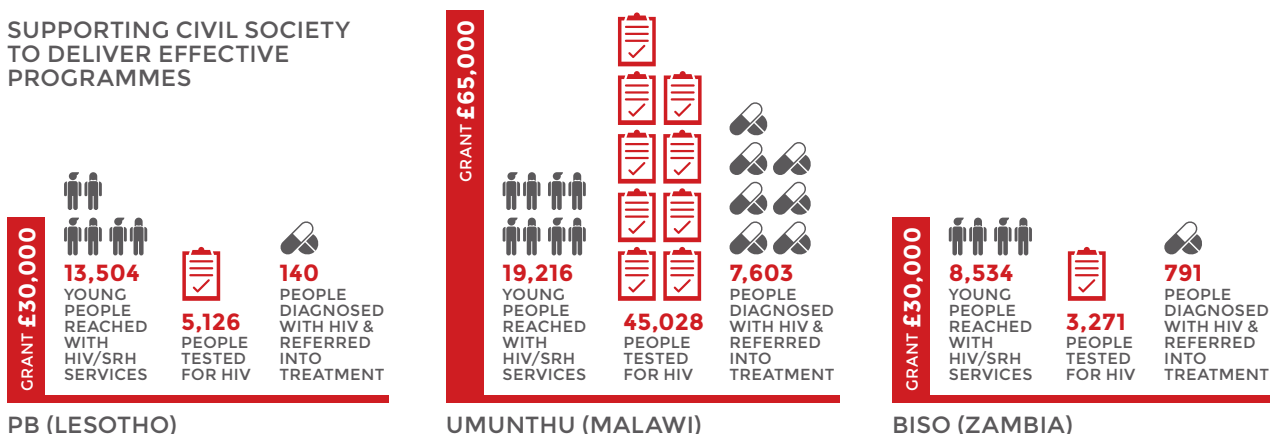
RESULT Civil society delivers effective programmes and demonstrates their value

In 2017-18 we continued to support three locally run community-based organisations in high prevalence countries in Southern Africa. Our support enabled these organisations to reach over 41,000 young people with a range of HIV prevention interventions – giving them the knowledge and skills to make informed choices, and encouraging uptake of sexual and reproductive health services.

We continued our partnership with Tackle Africa to support our partner Umunthu Foundation in Malawi. Together they delivered an engaging, youth-focused project using football drills to build skills and knowledge on HIV and sexual health, and promote HIV testing and voluntary medical male circumcision. The project worked directly with 945 young people this year and supported 584 of them to test for HIV. Through the football tournaments a further 6,000 people were reached indirectly and 21,840 condoms were distributed.

People knowing their HIV status and regularly testing for HIV remains a critical need in all our partners' communities. This year, across all our civil society programmes, 53,461 people were supported to test for HIV.

SUPPORTING CIVIL SOCIETY TO DELIVER EFFECTIVE PROGRAMMES





Around 16% of those tested were diagnosed with HIV and referred into existing treatment and care programmes. The programmes' strong links with local health facilities supported this success, as did ensuring that volunteer health workers were linked to these health facilities to support referrals.

Across our partners we supported new ways of working with their communities to tackle the stubborn high rates of new infections in young women, and the low up-take of HIV and sexual and reproductive health services.

In Zambia we have been supporting Bwafwano Integrated Services Organization (BISO) for the past three years to address the high rates of HIV and other sexually transmitted infections in 15–24 year-olds in Mkushi District. The project now has 50 well trained peer educators who are reaching out to young people, building their knowledge, self-efficacy, and confidence to access services and test for HIV. The project is particularly proud of the number of peer educators it now has formally placed across the five key health centres in the district, offering youth friendly spaces and supporting health staff to be more youth friendly.

In Lesotho we have been working with Phelisanang Bophelong (PB) to implement a youth programme which also has an additional focus on young people from the LGBT community and young adults in prison. In 2017–18 the LGBT group were supported to hold their first ever Pride event in their home town which raised awareness and helped break down stigma.

The programme was particularly proud of the father-son and mother-daughter camps that focused on addressing the culturally challenging taboos around discussing sex, relationships, and emotional feelings across the generations. These camps helped build trust and helped parents and guardians better understand the pressures and challenges their young people face. The project created two safe spaces for LGBT youth to come together with the support of trained peer facilitators. The members have grown in confidence and built new skills around self-efficacy, resilience, accessing sexual and reproductive health services, and dealing with self-stigma. These are all critical drivers that put this marginalised population at increased risk.

In South Africa, after 12 years working with the Department of Social Responsibility in the Diocese of Grahams Town, our partnership with the Sisonke project we helped set up came to a natural end. Sisonke had been responding to the needs of grandparents and children left orphaned by HIV at the height of the epidemic, but over time the project and the community evolved, with HIV becoming less of a focus and other economic and poverty-related issues becoming more of a priority for them. We supported them to carry out a detailed evaluation of their programme successes and to document their achievements in an engaging timeline.

“Initially, the environment was not that easy to access health services; especially HIV testing services because of the attitude and harassment we got from health professionals. But after the interventions we did with the support of Phelisanang Bophelong that included sensitization of health professionals, community leaders and other individuals from government and NGOs, things have changed slightly.”

Member of LGBT group

RESPONSE 4: CHALLENGE STIGMA AND OTHER BARRIERS

RESULT Knowledgeable people are challenging barriers and changing norms

HIV STIGMA

Avert believes no person should experience stigma or discrimination. We also know that stigma limits access to HIV testing, treatment and other HIV services. People who experience stigma and discrimination are marginalised and made more vulnerable to HIV, while those living with HIV are more vulnerable to stigma and discrimination.

All of our civil society partners in Southern Africa included stigma reduction interventions into their programmes. In Zambia, Malawi and Lesotho our partners ran safe spaces for young people to openly discuss HIV, reducing the stigma surrounding it, and challenging self-stigma and improving confidence among young people living with HIV. Their programmes also engaged parents and community leaders to reduce stigma and taboo around HIV and sex more generally.

REDUCE GENDER INEQUALITY

Women and young girls continue to be disproportionately affected by HIV around the world. Gender inequalities and damaging gender norms exacerbate women and girls' vulnerability to HIV and block their access to HIV services.

In Zambia, Malawi and Lesotho our civil society partners brought girls and boys of the same age together to interact and discuss sexual and reproductive health together, helping to break down barriers and challenge negative gender norms. They also worked with community leaders and parents to challenge practices, such as child marriage, that perpetuate the spread of HIV, and to challenge damaging male behaviour.

“As individuals, we have been able to accept who we are, even though it was not easy at all. As LGBT, we have been able to unite, love one another and provide necessary support to each other. The support we provide to each other has increased our confidence and ability to tackle every day challenges that include stigma and discrimination. We are able to walk around freely and coming out of the closet is not a problem anymore.”

Member of the PB LGBT group, July 2017



CHALLENGE HOMOPHOBIA THAT UNDERMINES ACCESS TO SERVICES

Changing mind-sets and providing accessible HIV services that understand the needs of the LGBT community are critical to effective HIV responses. Our civil society partner in Lesotho, Phelisanang Bophelong (PB), ran a series of events during 2017–18 to educate influential stakeholders, including the police and health staff, and the general community about gender and sexual diversity, with the aim of improving the wider environment for the LGBT community.

PB also worked to empower LGBT youth by creating safe spaces with HIV and sexual health information, and supported them to demand their rights. For example, in 2017 they supported the LGBT community to hold the first ever Pride march in their local town of Hlotse. They also provided targeted HIV testing for LGBT in safe spaces to encourage regular testing.

ENGAGE, CHALLENGE AND SHARE

We worked with a number of civil society networks during the year to share the impact and evidence of what is working, and engage new audiences in HIV information and education. For example, Avert joined the Undetectable = Untransmissible (U=U) campaign which aims to change public perceptions of HIV transmissibility and reduce HIV-related stigma. We reflected the U=U messaging across Avert.org and our social media channels, helping to promote the scientific validity of the message and update perceptions around HIV.

Through our digital channels we also continued to tackle HIV stigma, homophobia and gendered attitudes more broadly – by engaging and challenging our audience through posts and comments on Facebook, by publishing personal stories on Avert.org that encourage empathy and understanding, and through our news coverage of these issues. Our personal stories were read over 297,000 times during the year, while over 20% of content on Facebook related specifically to LGBT, stigma and gender inequality issues.



OUR
PERSONAL STORIES
WERE READ OVER

297,000 TIMES



“The relationship between Umunthu Foundation and Avert has also benefited our stakeholders and local partners, such as the Blantyre District Health Office and Blantyre City Council, who are responsible for providing services to communities.”

David Odali, Executive Director, Umunthu Foundation

PEOPLE, PARTNERS AND CONTEXT

Avert remains a small, focused and efficient organisation with a skilled, committed team of staff and partners. In 2017-18 we built on our new strategic framework, *Investing for Impact*, with a branding review that created a contemporary logo and brand to reflect and communicate the innovation and ambition at the heart of our strategy.

We continued to invest for growth and started work to broaden our funding to support this. We recruited a new Head of Programme Funding to diversify our funding base, increase our engagement with other organisations sharing similar aims, and maximise the benefits of partnership to bring efficiencies and synergies and to increase our impact and reach.

We developed a new funding strategy to guide this work and gained experience working on new proposals with an initial focus on consortium opportunities – building relationships with a number of potential future partners.

Next year we plan to increase our unrestricted funding through individual giving. To prepare for this, we have improved the range and variety of information available about our work on the Avert.org website. We also stepped up our efforts to engage and communicate with our supporters. And in advance of new data protection regulations we updated our supporter database and marketing systems and ensured we had the consent of those we communicate with, and organisational policies and processes that are fit for purpose.

Avert is committed to strong stewardship of our resources, including the need for effective policies and safeguards to be in place for the success of our work. To support this we began a governance review that will be completed and operationalised during 2018-19.

In response to the changing needs of the organisation we restructured the financial and operational areas of our work. This resulted in the redundancy of two staff and the development of a more senior finance and operations role.

We continued to build the capacity of the whole staff team on behaviour change communications, a core theme and ambition underlying all of Avert's work. This included workshops on behaviour change theory, and mapping behaviour change interventions and constraints within our wider results framework and strategy.



LOOKING AHEAD

The opportunity for us to develop and grow our work relies on our ability to remain flexible, work with new partners, and diversify our funding base. These factors will be at the core of our approach over the year ahead, so we can reach more people who need to know about HIV with quality information that informs, engages and persuades.

Priorities for 2018-19 include:

RESPONSE 1

- Increase reach among target populations in focus countries
- Deliver targeted campaigns to our professional audience
- Deliver and widely share a suite of co-created content for young people across Southern Africa



RESPONSE 2

- Invest in AI and other technology to personalize our users' experience
- Work with other digital health providers to reach key audiences, such as community health workers and peer educators



RESPONSE 3

- Support CSO partners to empower young people with information and knowledge
- Support CSO partners to find innovative solutions to engage young people in HIV prevention, treatment and retention in care
- Support CSOs to find exciting new ways to deliver targeted campaigns that are designed to increase testing uptake and support HIV prevention behaviours





VISION, MISSION AND VALUES

RESPONSE 4

- Collaborate with a new partner to increase the reach of a piece of content and campaigning work on stigma, gender inequality or homophobia
- Deliver a strong World AIDS Day campaign focused on challenging barriers



ORGANISATIONAL

- Diversify our funding base to enable us to sustain and scale up our work
- Develop and test new approaches to digital individual giving
- Implement and operationalise the recommendations of the governance review



WHO WE ARE

AVERT is a UK-based organisation that has been working at the forefront of HIV education for the past 30 years. Through our award-winning educational website, and partnerships with local civil society organisations working in some of the hardest hit countries, we reach millions of people every year with information, tools and resources that empower them with knowledge to take action on HIV.

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.

OUR VALUES

- Evidence-based
- Responsive
- Trustworthy
- Innovative
- Committed



FINANCIAL SUMMARY



NOTE: Breakdown of expenditure for 2017-18 is against new strategic responses; 2016-17 expenditure is against Avert’s historical three areas of charity expenditure.

AVERT (LIMITED BY GUARANTEE)

ORGANISATIONAL INFORMATION

Charity number 1074849
Company number 03716796

TRUSTEES

Prof. Simon Forrest (Chair)
Sebastian Dunn (Treasurer)
Emily Hughes
Louis Pattichi (resigned June 2018)
Lynne Slowey
Gemma Wood
Sam Price (appointed April 2018)

PRINCIPAL AND REGISTERED OFFICE

6/7 Lovers Walk
Brighton, East Sussex BN1 6AH

COMPANY SECRETARY

Prof. Simon Forrest

PRINCIPAL OFFICERS

Sarah Hand - Chief Executive

BANKERS

CAF Bank Ltd
25 Kings Hill Avenue, Kings Hill
West Malling, Kent ME19 4JQ

Barclays Bank plc
2 Carfax, Horsham,
West Sussex RH12 1DN

INVESTMENT MANAGERS

J M Finn & Co
4 Coleman Street, London EC2R 5TA

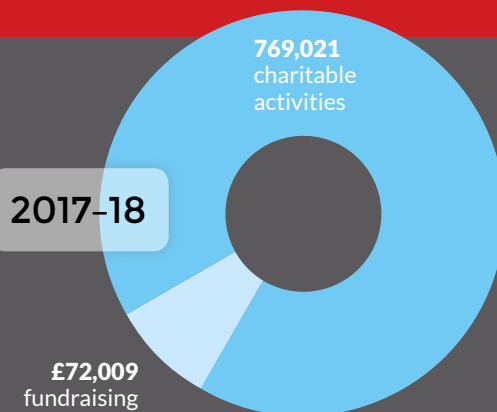
AUDITORS

Taylorcocks
(formerly Russell New Ltd)
The Courtyard, Shoreham Road
Steyning, West Sussex BN44 3TN

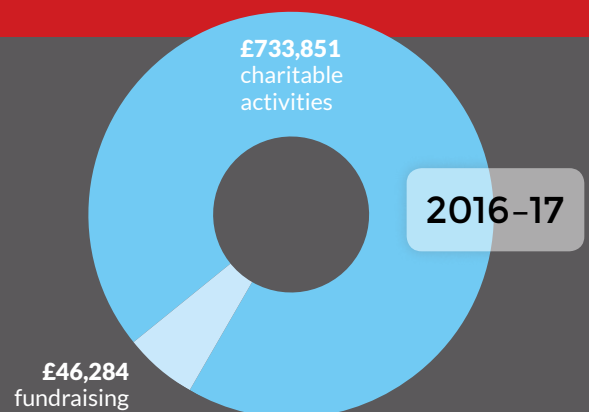
SOLICITORS

Irwin Mitchell
Belmont House, Station Way
Crawley, West Sussex RH10 1JA

TOTAL EXPENDITURE FOR THE YEAR

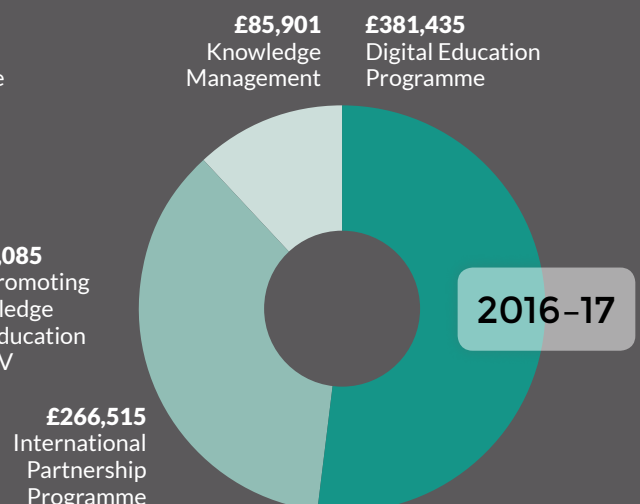
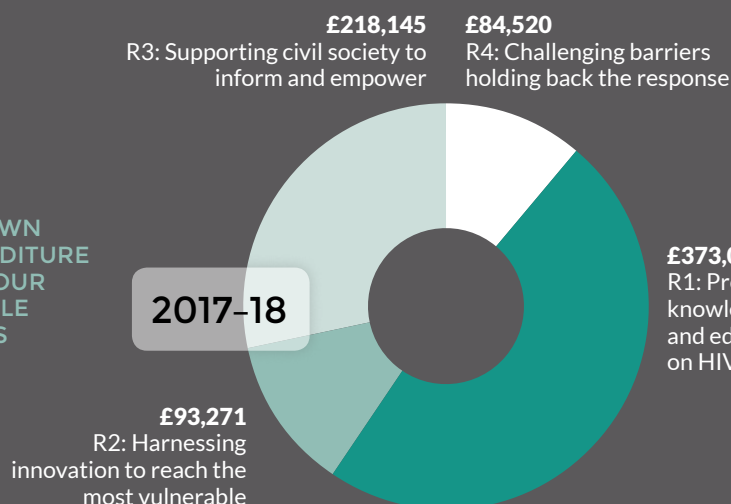


TOTAL EXPENDITURE: £841,030



TOTAL EXPENDITURE: £780,135

BREAKDOWN OF EXPENDITURE AGAINST OUR CHARITABLE ACTIVITIES



Registered Charity No. 1074849

Company Registration No. 03716796

Avert
(LIMITED BY GUARANTEE)
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2018

Avert (LIMITED BY GUARANTEE) CONTENTS

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Avert (LIMITED BY GUARANTEE) FINANCIAL AND GOVERNANCE SUMMARY FOR THE YEAR ENDED 31 MARCH 2018

Financial Summary

This year represents the first year of our Strategy – Investing for Impact 2017 – 2021. To ensure progress against our strategy the Trustees agreed to an increase in budget to enable Avert to engage in new areas of work and demonstrate the value of our strategic focus on the HIV epidemic.

As a charity our financial model remains largely reliant on two main sources of income: voluntary income from individual donors and investment income earned from the charity's expendable endowment. We continue to make up the difference between income and planned expenditure with capital from our endowment fund. The Trustees make this decision based on the strategic plans for the year and the value of the work planned against the wider vision of the organisation. Despite the charity drawing funds out of the endowment, the fund continues to perform well regardless of the ongoing volatility in the market over the last 12 months largely due to political risks.

Given the charity's reliance on the reducing endowment fund, as planned this year we invested in the recruitment of a new senior post to lead on new income streams and the diversification of Avert's financial model. We are mindful that to generate the interest of new business and funding partners it has been necessary for us to invest our existing funds strategically to grow our work but that equally there is a tipping point to this trajectory that needs careful planning and forecasting. We made an excellent recruitment during Q2 and now have a clear funding strategy and pipeline in place that we are confident will start to produce a return in FY2018/19, aligning us with organisations working in similar areas and with funders and investors keen to engage in our work.

The total income for the year was £164,996. This represents a 9% increase on income gained the previous year. The total cost of raising funds was £72,009, which included the investment management fee. This is higher than last year given the recruitment of the new Head of Programme Funding from September 2017.

Total expenditure for the year was £841,030. This represents an 8% increase in expenditure from the previous year. The increase in expenditure allowed us to invest in new targeted digital behaviour change communication work with young adolescent women in Southern Africa and run a successful campaign focused on getting more men testing for HIV. We also carried out a re-branding exercise to support our focus on reaching new audiences and ensuring a positive connection with our supporters. This resulted in the development of a new logo and a number of important changes to our website.

As part of our ongoing need to review our staffing and skills needs, at the end of the financial year we took the decision to restructure our finance and operations work. This resulted in us having to make two staff redundant, one who was full time and the other part-time. We then created a new role which allowed for more senior finance and forecasting skills to be brought into the charity to support the fundraising and new business work.

Governance, principal risks and uncertainties / reserves and investment policy

Governance: The charity continues to benefit from a talented, committed and engaged Board of Trustees. The charity met its obligations in respect of the new GDPR regulations introduced in May 2018. A detailed data audit was carried out and a new data privacy and retention policy introduced. In light of a number of further ongoing changes within the UK charity sector, including safeguarding and fiscal management, the Board took the decision to carry out a governance review with the support of an external legal, risk and compliance consultant. This work has resulted in a number of clear

Avert (LIMITED BY GUARANTEE)

FINANCIAL AND GOVERNANCE SUMMARY

FOR THE YEAR ENDED 31 MARCH 2018

recommendations being made that will support the overall functionality of the Board and broader governance compliance. The recommendations will be implemented over the course of the coming financial year. As part of the charity's efforts to grow the Board, one new member was recruited with skills in fundraising and strategic planning within the charity sector. One long standing Board member also resigned during the year. The Board of Trustees meet with the CEO on a quarterly basis to discuss progress against the agreed annual plans and operational budget alongside strategy and risk. The charity holds an annual Trustee away day that provides an opportunity for the Trustees to work with the CEO and management team on a specific area of strategic importance. This year's meeting focused on the development of a new results framework to sit alongside the new strategic plan.

Principal risks and uncertainties: Risks and uncertainties are reviewed during quarterly Board meetings and captured on the risk register in line with our new strategy. The charity's principal risk remains its reliance on the decreasing endowment fund. We have been fortunate to benefit from an excellent skilled and committed staff group. As a small charity the ongoing retention, support and growth of our staff remain a key focus. The Board have mapped out a number of financial scenario's to consider in reviewing resource allocation and managing uncertainties.

Reserves and investments: The charity holds a flexible relevant resources and investment policy that is reviewed annually during budget settings. Given the charity's reliance on capital and dividends from its expendable endowment, priority is given to ensuring the endowment is well invested to ensure the highest return. The investors provide a quarterly detailed statement of all investments bought and sold and meet with the Board once a year to review the overall strategy and portfolio.

The charity does not hold unrestricted funds in reserve. Based on the financial model of Avert, the Trustees have taken the decision to ensure all funds held by the charity are well invested to ensure a maximum return approach. Financial marker-points are in place to inform re-strategising and rationalising decisions if required.

Liabilities and grant commitments

During the financial year Avert continued to work with four long-standing independently registered non-governmental organisations in Southern Africa. Grants were made to each organisation in accordance with an agreed annual operational plan and budgeted and signed partnership agreement. Funds were dispersed in quarterly instalments following a review of the previous quarter's achievements and expenditure. Grant commitments made with our own unrestricted funds do not currently exceed 12 months, although our ethos and approach to the NGOs we work with is one of partnership and sustainability of the work we support them to do.

Avert holds a five-year lease agreement (2015-2020) on our current office premises with a break clause in 2018. We did not act on the break-clause this year as we are confident we have the available funds to meet this ongoing liability.

**Avert (LIMITED BY GUARANTEE)
FINANCIAL AND GOVERNANCE SUMMARY
FOR THE YEAR ENDED 31 MARCH 2018**

So far as each of the Trustees are aware, there is no relevant audit information of which the charity's auditors are unaware. Each Trustee has taken all the steps that they ought to have taken as a Trustee in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

Approved by the Trustees on 14th September 2018

and signed on their behalf,

A handwritten signature in black ink, appearing to be 'S. Forrest', with a small dot at the end.

Professor Simon Forrest
Avert Board Chair

Company No: 03716796

Avert (LIMITED BY GUARANTEE)

STATEMENT OF TRUSTEES' RESPONSIBILITIES

FOR THE YEAR ENDED 31 MARCH 2018

The Trustees are responsible for preparing the Trustees' Report and the Financial Statements in accordance with applicable law and regulations.

Company law requires the Trustees to prepare financial statements for each financial year. Under company law the Trustees must not approve the financial statements unless they are satisfied that they 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;
- make judgments 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; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

The Trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charitable company's transactions, 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 and the provisions of the charity's constitution. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Avert (LIMITED BY GUARANTEE)

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF AVERT

FOR THE YEAR ENDED 31 MARCH 2018

We have audited the financial statements of Avert (the 'charitable company') for the period ended 31 March 2018 on pages 29 to 43. 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 2018 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 where:

- 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.

Avert (LIMITED BY GUARANTEE)

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF AVERT

FOR THE YEAR ENDED 31 MARCH 2018

Other information

The Trustees are responsible for the other information. The other information comprises the information included in the Trustees' annual 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.

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.

Avert (LIMITED BY GUARANTEE)

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF AVERT

FOR THE YEAR ENDED 31 MARCH 2018

Responsibilities of Trustees

As explained more fully in the Trustees' responsibilities statement set out on page 25, 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: <https://www.frc.org.uk/Our-Work/Audit/Audit-and-assurance/Standards-and-guidance/Standards-and-guidance-for-auditors/Auditors-responsibilities-for-audit/Description-of-auditors-responsibilities-for-audit.aspx>. 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.

Taylorcocks

Mark Cummins FCCA (Senior Statutory Auditor)
for and on behalf of



Chartered Accountants
Statutory Auditor

Date: 14th September 2018
Office: Steyning

Avert (LIMITED BY GUARANTEE)
STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 MARCH 2018

		Unrestricted Funds £	Endowment Funds £	Total 2018 £	Total 2017 £
Income from:					
Donations and legacies	3	42,001	-	42,001	25,648
Investment income	4	122,141	-	122,141	119,788
Charitable activities		-	-	-	5,000
Other income		854	-	854	1,313
Total income		164,996	-	164,996	151,749
Expenditure on:					
Raising funds		72,009	-	72,009	46,284
Charitable activities		769,021	-	769,021	733,851
Total expenditure	5	841,030	-	841,030	780,135
Net gains/(losses) on investments	10	-	(48,342)	(48,342)	412,367
Net outgoing resources		(676,034)	(48,342)	(724,376)	(216,019)
Gross transfer between funds	16	676,034	(676,034)	-	-
Net movement in funds			(724,376)	(724,376)	(216,019)
Fund balances at 1 April 2017		-	3,395,148	3,395,148	3,611,167
Fund balances at 31 March 2018		-	2,670,772	2,670,772	3,395,148

All income and gains for the year are recognised on the Statement of Financial Activities. All of the charity's activities are classified as continuing.

Avert (LIMITED BY GUARANTEE)
SUMMARY INCOME AND EXPENDITURE ACCOUNT
FOR THE YEAR ENDED 31 MARCH 2018

	2018	2017
	£	£
Gross income	164,996	151,749
Total expenditure	<u>(841,030)</u>	<u>(780,135)</u>
Net income/(expenditure) for the year	<u>(676,034)</u>	<u>(628,386)</u>

The summary income and expenditure account is derived from the Statement of Financial Activities on page 29 which, together with the notes on pages 33 to 43, provides full information on the movements during the year on all funds of the charity.

Avert (LIMITED BY GUARANTEE)
BALANCE SHEET
AS AT 31 MARCH 2018

	Note	2018 £	£	2017 £	£
FIXED ASSETS					
Tangible assets	9	2,558		2,932	
Investments	10	2,499,378		3,165,062	
		<u>2,501,936</u>		<u>3,167,994</u>	
CURRENT ASSETS					
Debtors	11	11,195		17,514	
Cash at bank and in hand		<u>222,838</u>		<u>242,422</u>	
		<u>234,033</u>		<u>259,936</u>	
Creditors: Amounts falling due within one year	12	<u>(65,197)</u>		<u>(32,782)</u>	
NET CURRENT ASSETS / (LIABILITIES)			<u>168,836</u>		<u>227,154</u>
NET ASSETS			<u>2,670,772</u>		<u>3,395,148</u>
FUNDS					
Endowment funds	16	<u>2,670,772</u>		<u>3,395,148</u>	
		<u>2,670,772</u>		<u>3,395,148</u>	

These financial statements have been prepared in accordance with the special provisions of part 15 of the Companies Act 2006 relating to small companies, constitute the annual accounts required by the Act and are for circulation to the members of the charity. The notes on pages 33 to 43 form part of these financial statements.

Approved by the Trustees on 14th September 2018

and signed on their behalf



.....
 Professor Simon Forrest

Trustee

Company No: 3716796

Avert (LIMITED BY GUARANTEE)
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 MARCH 2018

	Notes	£	2018 £	£	2017 £
Net cash outflow from operating activities	18		(781,655)		(723,157)
Cash flows from investing activities:					
Investment income	4	122,141		119,788	
Sale of investments	10	519,711		955,405	
Purchase of investments	10	(91,381)		(50,020)	
Purchase of tangible fixed assets	9	(420)		(894)	
Cash provided by investing activities			<u>550,051</u>		<u>1,024,279</u>
Increase/(decrease) in cash			(231,604)		301,122
Cash and cash equivalents at the beginning of the year			<u>516,720</u>		<u>215,598</u>
Cash and cash equivalents at the end of the year			<u><u>285,116</u></u>		<u><u>516,720</u></u>

Analysis of cash and cash equivalents

	At 1 April 2017	Cash flow	Non- cash changes	At 31 March 2018
	£	£	£	£
Cash at bank and in hand	242,422	(19,584)	-	222,838
Cash awaiting investment	274,298	(212,020)	-	62,278
	<u>516,720</u>	<u>(231,604)</u>	<u>-</u>	<u>285,116</u>

Avert (LIMITED BY GUARANTEE)

NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 31 MARCH 2018

1. STATUTORY INFORMATION

Avert is a charitable company, limited by guarantee, registered in England and Wales. The charitable company's registered number and registered office address can be found on page 19.

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.

2. ACCOUNTING POLICIES

2.1 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) and the Companies Act 2006.

Avert meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy note (s). There are no material uncertainties about Avert's ability to continue as a going concern.

2.2 FIXED ASSETS AND DEPRECIATION

All fixed asset additions are recorded at cost. The company capitalises all capital assets over £500. Depreciation is provided on all tangible fixed assets using rates and bases calculated to write off the cost less estimated residual value of each asset over its expected useful life as follows:

Motor vehicles, office equipment and fixtures and fittings	- 25% per annum on the reducing balance basis
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2.3 INVESTMENTS

Investments are included in the balance sheet at fair value. Realised and unrealised gains and losses on investments are taken to the Statement of Financial Activities.

2.4 INCOME

Income is accounted for when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy.

- Donations are included as received.
- Legacies are included when it becomes probable that the income will be received, when the charity is entitled to the income and when the amount can be reliably measured.
- Dividend income is included gross on a receipts basis.
- Other income is included on a receivable basis.

2.5 GRANTS PAYABLE

These are accounted for when they have been authorised by the Trustees.

Avert (LIMITED BY GUARANTEE)

NOTES TO THE ACCOUNTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2018

2. ACCOUNTING POLICIES (CONTINUED)

2.6 EXPENDITURE

Expenditure is accounted for on an accruals basis.

Charitable expenditure comprises those costs incurred by the charity in the delivery of its activities. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them. Salaries and overheads are allocated between charitable expenditure headings according to the nature of the work performed by each member of staff.

Governance costs comprise costs associated with constitutional and statutory requirements of the charity.

Overheads and depreciation is allocated between charitable activities on a percentage basis based on estimated activity. Activity levels for the year to March 2018 have been estimated as:

Promoting Knowledge and Education on HIV 70%
International Partnerships Programme 20%
Addressing Barriers 10%

Rentals paid under operating leases are charged to income on a straight line basis over the period of the leases as incurred.

2.7 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.

2.8 CASH AT BANK AND IN HAND

Cash at bank and in hand includes cash and short term highly liquid investments. The Trustees seek to use short and medium term deposits where possible to maximise the return on monies held at the bank and to manage cash flow.

2.9 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.

2.10 FUNDS

The funds of the charity currently comprise:

- Expendable endowment funds comprise an expendable endowment donated to the charity in 1989.
- Unrestricted funds are expendable at the discretion of the Trustees in furtherance of the objectives of the charity.
- Restricted funds are funds that can only be used for particular restricted purposes within the objects of the charity.

Avert (LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2018

2. ACCOUNTING POLICIES (CONTINUED)

2.11 FOREIGN CURRENCIES

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Day to day transactions in foreign currencies are initially recorded at the rates of exchange prevailing on the dates of the transactions. Exchange differences are taken into account in arriving at the operating result.

2.12 PENSIONS

The charity operates a deferred contribution pension scheme. Contributions are charged in the accounts as they become payable in accordance with the rules of the scheme.

3. DONATIONS AND LEGACIES

	Total	Total
	2018	2017
	£	£
Donations	9,013	17,809
Legacies	32,988	7,839
	42,001	25,648

4. INVESTMENT INCOME

	Total	Total
	2018	2017
	£	£
Dividends and Interest:		
UK	91,176	94,448
Overseas	30,965	25,340
	122,141	119,788

Avert (LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2018

5. EXPENDITURE

	Staff costs £	Depn £	Grants payable £	Other costs £	Total 2018 £	Total 2017 £
Raising funds						
Fundraising costs	42,761	-	-	4,766	47,527	19,401
Investment management costs	-	-	-	24,482	24,482	26,883
Total	42,761	-	-	29,248	72,009	46,284
Charitable activities						
Promoting Knowledge and Education on HIV						
Direct costs	178,261	-	-	153,162	331,423	270,358
Support costs	47,671	557	-	86,705	134,933	111,077
Total	225,932	557	-	239,867	466,356	381,435
International Partnerships Programme						
Direct costs	38,851	-	160,257	18,982	218,090	250,579
Support costs	13,620	158	-	24,773	38,551	31,667
Total	52,471	158	160,257	43,755	256,641	282,246
Addressing Barriers						
Direct costs	23,775	-	-	2,973	26,748	54,234
Support costs	6,810	80	-	12,386	19,276	15,936
Total	30,585	80	-	15,359	46,024	70,170
Total charitable activities	<u>308,988</u>	<u>795</u>	<u>160,257</u>	<u>298,981</u>	<u>769,021</u>	<u>733,851</u>
Total expenditure	<u>351,749</u>	<u>795</u>	<u>160,257</u>	<u>328,229</u>	<u>841,030</u>	<u>780,135</u>

Avert (LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2018

5. EXPENDITURE (Continued)

Analysis of support costs (including Governance costs and Investment management costs)

	2018 £	2017 £
Salaries	68,101	51,713
Rent and service charges	43,246	39,697
Recruitment and training	6,433	5,566
Travel costs	10,190	3,334
Printing, postage and stationery	3,544	3,002
Telephone	6,535	6,648
Computer costs and hire of equipment	2,282	2,844
General office expenses	6,830	7,621
Insurance	2,910	1,593
Miscellaneous running costs	3,902	2,258
Depreciation	795	680
Investment management costs	24,482	26,883
Governance costs:		
Auditors remuneration:		
- Audit services	9,600	9,300
- Non-audit services	4,528	5,825
Trustees' expenses	1,110	1,214
Legal and professional fees	22,755	17,385
	217,243	185,563

Analysis of grants payable

There were four grants with a total value of £160,257 paid to local partner organisations in Southern Africa (2017: Four grants to institutions totalling £150,970).

	2018 £	2017 £
International Partnerships Programme		
South Africa - Sisonke Project	31,308	35,974
Lesotho - Phelisanang Bophelong	31,056	25,078
Zambia - Bwafwano Integrated Services Organisation	29,802	28,428
Malawi - Umunthu Foundation	68,091	61,490
	160,257	150,970

Avert (LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2018

6. STAFF COSTS

	2018 £	2017 £
Wages and salaries	304,948	250,380
Social security costs	25,085	20,564
Pension	21,716	18,535
	<u>351,749</u>	<u>289,479</u>

Average number of full time equivalent persons employed by the charity

	No.	No.
Staff members (excluding Trustees)	<u>10</u>	<u>9</u>

Of the staff employed at the year-end: one full-time and one part-time employee work on finance and administration, one works on the international partnerships programmes, one staff works half their time on knowledge sharing and the remaining staff work on the digital information and education.

Included within staff costs are consultancy fees of £ nil (2017: £3,000).

No employee received in excess of £60,000 remuneration in the current or previous year.

There are four key management personnel of the charity comprising the CEO, Head of International Programmes, Head of Programme Funding and a Head of Digital Communications and Marketing.

The total employee benefits (including employers' national insurance) of the key management personnel were £170,674 (2017: £139,438).

The charity has in place a defined contribution pension scheme managed by Royal London. The scheme is open to all members of staff. The charity contributes between 3-8% of gross salary for all qualifying employees. The assets of the scheme are held separately from those of the charity. Pension costs charged in the Statement of Financial Activities represent the contributions payable by the charity in the year.

At the yearend the charity made two posts redundant following an assessment and rationalisation of skills needed to deliver the financial and operations functions. Included in wages and salaries above are ex-gratia payments of £3,517 paid to the former employees in addition to statutory requirements.

7. TAXATION

The charitable company is registered as a charity and all of its income falls within the exemptions under Part 11 of the Corporation Tax Act 2010.

Avert (LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2018

8. COMPARATIVE FUNDS – STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2017

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	Total 2017 £
Income from:				
Donations and legacies	25,648	-	-	25,648
Investments	119,788	-	-	119,788
Charitable activities	-	5,000	-	5,000
Other income	1,313	-	-	1,313
Total income	146,749	5,000	-	151,749
Expenditure on:				
Raising funds	46,284	-	-	46,284
Charitable activities	683,672	50,179	-	733,851
Total expenditure	729,956	50,179	-	780,135
Net gains/(losses) on investments	-	-	412,367	412,367
Net income/ (expenditure)	(583,207)	(45,179)	412,367	(216,019)
Gross transfer between funds	583,207	-	(583,207)	-
Net movement in funds	-	(45,179)	(170,840)	(216,019)
Fund balances at 1 April 2016	-	45,179	3,565,988	3,611,167
Fund balances at 31 March 2017	-	-	3,395,148	3,395,148

Avert (LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2018

9. FIXED ASSETS

	Office Equipment £	Total £
Cost:		
At 1 April 2017	4,696	4,696
Additions	420	420
At 31 March 2018	5,116	5,116
Depreciation:		
At 1 April 2017	1,764	1,764
Charge for period	794	794
At 31 March 2018	2,558	2,558
Net book value		
At 31 March 2018	2,558	2,558
<i>At 31 March 2017</i>	<i>2,932</i>	<i>2,932</i>

10. INVESTMENTS

	2018 £	2017 £
Listed investments:		
Fair value at 1 April 2017	3,165,062	3,423,500
Add: acquisitions at cost	91,381	50,020
Less: disposals at opening fair value	(519,711)	(909,095)
Unrealised gain / (loss)	(25,334)	366,058
Movement in cash awaiting investment	(212,020)	234,579
Fair value at 31 March 2018	2,499,378	3,165,062

Historical cost	1,832,506	2,253,247
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Analysis of investments by type

	2018 £	2017 £
Listed investments		
UK	1,674,378	1,843,328
Overseas	762,722	1,047,436
Cash deposits		
UK	62,278	274,298
	2,499,378	3,165,062

The loss on investments of £48,342 (2017: Gain £412,367) as shown in the Statement of Financial Activities comprises of realised losses on sale of investments of £23,008 (2017: Gains £46,309) and unrealised losses on investments held at the yearend of £25,334 (2017: Gains £366,058).

Avert (LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2018

11. DEBTORS	2018	2017
	£	£
Prepayments and accrued income	11,195	17,514
	11,195	17,514

12. CREDITORS	2018	2017
	£	£
Amounts falling due within one year:		
Trade creditors	2,390	7,541
Accruals and deferred income	56,607	18,121
Taxation and social security	6,200	7,120
	65,197	32,782

13. GRANT COMMITMENTS	2018	2017
	£	£
In the form of HIV/AIDS grants over the next year	130,000	150,000

14. LEASE COMMITMENTS

At 31 March 2018 the company had total commitments under non-cancellable operating leases as follows:

	Land and buildings		Other	
	2018	2017	2018	2017
	£	£	£	£
Expiry date:				
Less than one year	42,152	42,152	-	5,074
Between two and five years	42,152	21,076	-	-
	84,304	63,228	-	5,074

Avert (LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2018

15. TRANSACTIONS WITH TRUSTEES

During the year no Trustee received any remuneration and six Trustees received reimbursement of travel expenses of £1,110 (2017: Six Trustees received travel expenses of £1,214).

16. ENDOWMENT FUND

The endowment fund comprises on expendable endowment donated to the charity in 1989. The transfer of £670,083 represents the funding of unrestricted activity from the expendable endowment.

	Balance at 1 April 2017	Income	Expenditure	Transfers between funds	Balance at 31 March 2018
	£	£	£	£	£
Expendable endowment	3,395,148	-	(48,342)	(676,034)	2,670,772
	<u>3,395,148</u>	<u>-</u>	<u>(48,342)</u>	<u>(676,034)</u>	<u>2,670,772</u>

17. ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Unrestricted Funds £	Endowment Funds £	Total 2018 £
Fund balances at 31 March 2018 are represented by:			
Tangible fixed assets	-	2,558	2,558
Investments	-	2,499,378	2,499,378
Current assets	-	234,033	234,033
Creditors: amounts falling due within one year	-	(65,197)	(65,197)
	<u>-</u>	<u>2,670,772</u>	<u>2,670,772</u>

	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	Total 2017 £
Fund balances at 31 March 2017 are represented by:				
Tangible fixed assets	-	-	2,932	2,932
Investments	-	-	3,165,062	3,165,062
Current assets	-	-	259,936	259,936
Creditors: amounts falling due within one year	-	-	(32,782)	(32,782)
	<u>-</u>	<u>-</u>	<u>3,395,148</u>	<u>3,395,148</u>

Avert (LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2018

18. NET CASH INFLOW FROM OPERATING ACTIVITIES

	2018	2017
	£	£
Net income/(expenditure)	(724,376)	(216,019)
Unrealised (gains)/losses on investments	25,334	(366,058)
Realised losses on investments	-	(46,309)
Depreciation of tangible fixed assets	794	680
Investment income	(122,141)	(119,788)
(Increase)/Decrease in debtors	6,319	22,298
Increase/(Decrease) in creditors	32,415	2,039
	<hr/>	<hr/>
	<u>(781,655)</u>	<u>(723,157)</u>

19. CONTROL

Throughout the year the charity was controlled by its Trustees.

20. SHARE CAPITAL

The charity is a company limited by guarantee and has no share capital.

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