(A Company limited by guarantee)

ANNUAL REPORT & FINANCIAL STATEMENTS

31 MARCH 2011

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Registered in England No: 01558579

A Registered Charity No: 283024

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TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2011

REFERENCE AND ADMINISTRATIVE DETAILS

Charity number:

283024

Company number:

1558759

Trustees:

C Lutyens (resigned 8 March 2011)

C Purdy M Nightingale B Stevens

Auditors:

Critchleys

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TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

The Trustees present their Report and the financial statements for the year ended 31st March 2011

Overview

Africa Now is an international non-governmental, non-political, non-religious organisation created as a charitable legal entity in the UK. It is a company limited by guarantee, and not having a share capital. It was registered as a charity with the Charity Commission on 28th April 1981. Members of the Board of Trustees are the Directors of the company.

The company is registered in England No 1558579. The company is a registered charity No 283024. The company and the charity are governed by the Articles of Association.

Structure, Governance and Management

Africa Now holds an annual AGM at which new Trustees may be voted in and those whose term has come to an end resign and can stand for re-election. Any person of 18 years of age and over is eligible to apply to be a Trustee of Africa Now, however it is generally accepted that candidates shall be co-opted by either an Africa Now Trustee or a member of Africa Now's senior staff. New Trustees with the necessary skills to contribute to the charity's management and development are nominated by members of the Board of Trustees, interviewed by a panel, invited to observe one or more Board meetings and appointed by a resolution taken by the Trustees.

Africa Now's Board of Trustees meets for regular sessions and at least on a quarterly basis. The Board administers the charity and the Executive Director, or as is currently the case the Chief Operating Officer, is appointed by the Trustees to manage the day to day operations of the charity, reporting on the performance against the strategic plans approved by the Trustees

When new Trustees are appointed they are given an introduction to the work of the Charity and provided with the information they need to fulfill their roles, which includes information about the role of trustees and charity law All Trustees are expected to familiarise themselves with the work of Africa Now and be willing to visit Africa Now's international offices to see at first hand the activities of the organisation and meet the personnel involved

All the Trustees are non-executive in the sense that they have no managerial responsibilities and their roles are unpaid and voluntary

Chair

The Chairman of the Council is elected every two years, and each member of the Council may serve in the position of Chairman of the Council for a maximum of three consecutive terms of two years. Any member of the Council who is a former Chairman of the Council may offer themselves for election as the Chairman of the Council provided that such member of the Council has been out of the office for a period of one year or more

Vice Chair

The Chair may choose to appoint one or more Trustees to represent him / her and this can be on an ad hoc or ongoing basis. If the latter, the appointee is approved by the rest of the Board

Treasurer

Appointed by the Chair, in line with the wishes of the Board, the Treasurer is a member of the Board with specific financial skills who can independently advise the board on all financial matters and who can work in conjunction with the Executive Director when appraising finance based issues such as the budget, fundraising and development projects. The position is elected annually

Termination

In the event that it is no longer considered appropriate for a Trustee to remain on the Board of Africa Now the decision to terminate will be tabled, and if necessary voted on, at a Trustees meeting

TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

Risk review

The Trustees regularly undertake an overall assessment of the risks affecting the Charity and its activities, estimate the magnitude of those risks and make decisions on their optimal and most cost-effective management. A Risk Register is maintained allowing the organization to carry out actions to minimize disruptions to the implementation of plans and strategies which could be caused by various risks, as well as examine impact of those actions.

Objectives and Activities

The Articles of Association define the charity's objectives as follows

The objects for which the Association is established are to improve the livelihoods and develop the capacity and skills of socially and economically disadvantaged communities in Africa in such a way that they are better able to identify, and help meet, their needs and participate more fully in society

The work of the Charity is focused upon the reduction of poverty in Africa by promoting entrepreneurship and linking people to sustainable markets and ethical supply chains. This is achieved through (a) enterprise development, (b) facilitating access to sustainable markets and or/credit, (c) supporting African producers to understand and gain access to local, regional and international markets through training and advice, and (d) working with companies in their efforts to bring ethics and integrity to supply chains through the provision of ethical business services.

Achievements and Performance

Highlights to note of the projects detailed below during the 2010-2011 period include

Kenya

- The Rich Fisheries, Poor Fisherfolk project, completed in the reported period, has directly supported over 5,000 fisherfolk, the sale of their fish has realised a three-fold increase in income, and 11,000 people have been given access to savings and credit facilities. Future sustainability is assured through the creation of the Suba Fisherfolk Development Unit.
- The Small-Scale Dairy Project enables small-scale farmers to sell some 4,000 kg of milk per month to a reputable buyer
- During this period the Community Water Supply and Sanitation project has provided 295 household latrines, 104 VIP Latrines, 14 arboloos and 24 ecosans in the project area to improve sanitation. In addition, 14 ferro cement water tanks and 3 boreholes were constructed and 14 springs were protected to increase access to clean water and thus reduce water borne diseases.
- Since the establishment drying centres as part of the Fresh/Dried Fruit Processing project, a total of 1,031 kg of dried fruit has been processed and sold to supermarket groups, for a total sale value of Ksh 657,000 for the farmers, and a revolving fund of Ksh 600,000 has been established at each drying centre, from which fruit farmers will be able to borrow to expand their farming business further
- Under the Kericho Smallholder Tea Project, five farmer co-operatives have been formed and registered, with a total of 8,560 members to date. Training has been provided for the producers on Fairtrade standards, premium committees and the designing of premium projects, and preparation for the Fairtrade audit and certification.
- With the Rainforest Alliance to date some 1,500 lead farmers have been trained in sustainable
 agriculture techniques, who in turn have worked closely with approximately 450, 000 small scale tea
 farmers in the east and west of the Rift Valley to teach best practices
- The Export Trade Project has recorded some 5,000 smallholder farmers earning an increased income
 from the sale of Fairtrade produce, the establishment of 10 new projects supporting the community
 using Fairtrade Premiums, the certification of an additional 5 tea and coffee co-operatives and 5
 smallholder farmers in Fairtrade and/or Rainforest Alliance standards, and the training of 600
 personnel in better supervisory skills & internationally recognised core labour standards and relevant
 Kenyan labour laws

TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

Zambia

- Under the Elephants and Chillies Project by the end of the financial year the sale of farmer's chillies had significantly increased to K155,381,100 collectively compared to K44,403 in the previous year
- The most significant achievement of the last financial year with the High Value and Organic Vegetables Project was the completion, with refrigeration, and opening of the Green Market in Livingstone. This outlet is owned and run by a farmer cooperative, giving them greater market power as they act collectively.
- Amongst many other achievements, the Disaster Relief Project has been working with a community
 identified as needing urgent support in water management. The community was provided with an
 earth dam that benefits approximately 50 households including their cattle so that it no longer needs to
 travel long distances for drinking water, a big problem for this community for a very long time.

Ethical Business Services

- Awareness of our services continues to grow in the UK, Europe the USA, and across Africa We have built strong working relationships with key retailers and brands such as M&S, Tesco, Coca-Cola,
- Diageo, Kraft, Jones Apparel Group, and the Co-operative Group We are now recognised by Tesco
 in 10 African countries and we are the preferred ethical audit provider of Marks and Spencer's in
 Kenya, South Africa and Morocco

DEVELOPMENT PROGRAMMES

Kenya

The Kenya programme is Africa Now's largest country programme, and was also its first, initially being established in 1981. The country programme is managed from Africa Now's office in Kisumu, and works with a broad spectrum of beneficiaries to promote sustainable economic stability for current and future generations. A number of projects were completed during the year or are due to be completed by the end of July 2011.

Rich Fisheries, Poor Fisherfolk

The Rich Fisheries, Poor Fisherfolk project's main objective was to reduce poverty levels and address economic imbalance of fisherfolk in Suba District through sustainable mechanisms which enable the fisherfolk to gain greater economic and social benefits from their activities. The project, implemented for four years and eight months and completed in August 2010, has brought immense change in the lifestyles of the fisherfolk Activities during this financial year were part of a no cost extension which enabled Africa now to finalise project activities and effectively hand over management of the project initiatives to the community

Capacity building of fishing associations during the no cost extension period focused on project sustainability so further training was conducted on topics such as institutional and financial management, policy dissemination, lobbying and advocacy, and 'train the trainer' sessions. An increased membership of between 30-50% was noted in most of the fishing associations during this final period, and the price of fish has tripled from Ksh60 to Ksh 180 over the period of the project.

By 31st August 2010, 11,645 individuals had accounts with financial institutions to access savings and credit facilities. Savings awareness meeting were held which explored wider issues, such as gender disparity affecting savings and loans and the relationship between high levels of HIV and low levels of savings. Strong trading links have been built with buyers bringing about an increased income and improved living standards.

One of the most crucial undertakings of the project at the exit phase involved bringing all the project partners and fishing associations together into an umbrella organisation, registered as the Suba Fisherfolk Development Unit. This community run group will continue to support the fishing associations so the benefits of the projects initiatives can continue far in to the future.

Commercial Beekeeping for Young Entrepreneurs

This enterprising project introduces beekeeping to schools as a platform for students to learn finance and business management skills, and also as a means of earning the school an income to improve the educational opportunities for children in the area. Students can also take their skills home to start beekeeping enterprises

TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

The project originally started with two schools, but after winning an award for sustainable education the prize money was used to work with an additional two schools. During this final year of the project the schools that joined later were further supported so they could begin harvesting honey. One such school, Wachara Secondary School near Kisumu, harvested 25 5kg of honey from just two of their ten hives during their first harvest, earning the school £83. This is an invaluable income which can be used to pay the school fees of children from poorer families, buy maths sets and text books.

Students have appreciated the practical skills gained from the project and have begun earning an income from giving their service to the beekeeping farmers in the village. Students from one school have formed a youth group that is providing training to farmers in the wider community, for example, on how to harvest honey and inspect the hives.

Small-Scale Dairy Farming

Having completed a successful first phase, Africa Now embarked on a second phase of the Small-Scale Dairy Project in Murang'a County, funded by the Commonwealth Secretariat. This second phase is scheduled to be completed in June 2011 following a four month no-cost extension. Taking into account all phases of this project over the full five years, 15,000 farmers have been supported.

The project focussed on improving cattle health and thus increasing milk yields, whilst also supporting farmers to access secure market opportunities. To date, Africa Now has provided technical support to reinstate six cattle dips, registered and strengthened eight farmer community groups, provided training to farmers on cattle health and has also supported the community-built milk cooling plant which is enabling farmers to keep their milk fresh for longer and therefore maximise sales. In addition, the Gacharage Small-scale Self Help Group's Marketing and Training Centre has been established which will be used by the farmers to continue activities that will realise the long term economic independence of the community long after the project is completed

Collectively, farmers involved in the project are currently selling an average of 4,000 kg of milk a month to a reliable buyer. Farmers have also received training in value addition and subsequently the Mukuria Dip and Self Help Group have begun producing yogurt for both consumption and sale. The benefits of these techniques were further spread during four farmer in-country tours and exchange visits.

In addition, farmers have benefited from training on savings and credit facilities helping to promote a savings culture amongst agribusiness in the district, with 80 farmers having since opened savings account

Community Water and Sanitation

This five year project, funded by the Big Lottery, will be completed by the end of July 2011. The aim of the project is to reduce the proportion of population without sustainable access to safe drinking water and basic sanitation, estimated at 30-40 % in the rural and informal urban settlements, and to strengthen the capacity of the community to properly manage and maintain these essential resources.

During this period, 295 household latrines, 104 VIP Latrines, 14 arboloos and 24 ecosans were established in the project area to improve sanitation. In addition, 14 ferro cement water tanks and 3 boreholes were constructed and 14 springs were protected to increase access to clean water and thus reduce water borne diseases. Africa Now also provides training to community members to support them to best manage these initiatives and secure the long-term benefit for the community. To this end, 37 men and 29 women were trained in Banja to sustainably maintain water facilities and 24 Community Health Workers were equipped with skills in the dissemination of hygiene messages in order to promote good hygiene practices.

Using Africa Now's 'enterprising approach' to community-led development, the project team also equipped 17 men and 8 women acquired basic masonry skills for construction of water and sanitation facilities and 17 men and 7 women were trained on the operation and maintenance of water tanks in schools. These skills enable individual to no only maintain these vital facilities, but also provide employment opportunities.

TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

The project team were also involved in meetings with other organisations in an effort to share best practices and further promote health and hygiene. One such example is an initiative with Save the Children Finland, which led to the project team taking part in Global Hand Washing Day on 15th October 2010 by encouraging pupils to wash their hands through the distribution of 4,500 books to schools within Siaya, Kisumu, Bondo and Vihiga, in western Kenya

Fresh/Dried Fruit Processing

This three year project, funded by Maendeleo Agricultural Technology Fund (MATF), has sought to improve livelihoods and incomes of farming communities in western Kenya, targeting 600 fruit farmers directly and another 3,000 farmers indirectly

Fruit farming is a key economic activity in the area, yet approximately 60% of produce is wasted due to poor infrastructure, lack of a lucrative market and lack of knowledge in value addition. This project supports farmers to increase the value of their produce and access profitable markets. The simple technology involved uses solar (sun) energy, a market already established by Find Us in Africa. The main intention is to ensure the constant production and supply of dried Banana, Mango and Pineapple using solar-drying technology to satisfy growing demand in this sector while at the same time, increasing the incomes of the local farmers through quality fruit-farming and competitive pricing

A total number of 100 farmers had been trained in agronomical practices, management, marketing and quality assurance by the time the scheme ended in February this year. In total, the project has processed 1031 kilos of dried fruit and sold to supermarket groups, for a total sale value of Ksh 657,000 for the farmers. Half the trainees were women and 20% were youths. Finally, a revolving fund of Ksh 600,000 has been established at each drying centre, from which fruit farmers will be able to borrow to expand their farming business further.

Kericho Smallholder Tea Project

This innovative project is run collectively by Africa Now, Finlays Beverages Limited, Co-operative College UK and Co-operative College Kenya. The project's objective is to improve the livelihood of small scale tea farmers around Kericho, in western Kenya. This is done by facilitating access to a niche premium tea market and identify other products for the UK retail market, promoting export potential and mixed alternative cropping options, and assisting the farmers to organise themselves into independent, self-sustaining producer cooperatives.

The project targets 11,267 farmers in the project area outside Kericho. In the financial year under review, five farmer co-operatives were formed and registered, with a total of 8,560 members to date. Each of these co-operatives has been established with an office and equipment. Training has been provided for the producers on Fairtrade standards, premium committees and the designing of premium projects, and preparation for the Fairtrade audit and certification.

In addition, a diversification research study conducted through to establish the scope, viability and range of possible alternative produce. Farmers have agreed now on additional alternative crops, and the farmers have been linked to government departments to receive training on good agricultural practices to improve land husbandry on these crops for diversification and export compliance.

Rainforest Alliance Project

Africa Now's Ethical Business Services team and the Rainforest Alliance have continued to deliver sustainable agriculture training to farms and factories across Kenya during this financial year, promoting good land practices, biodiversity conservation and safe handling of agrochemicals. This programme supports farmers to learn strategies to conserve the ecosystem which also increasing yields. Over the 18 months of project implementation, 1,500 lead farmers have been trained who in turn have worked closely with approximately 450, 000 small scale tea farmers in the east and west of the Rift Valley to teach best practices. The Rainforest Alliance certification is ongoing and hoped to be completed by end of 2011.

TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

Sustainable and good agricultural practices have fed to an increase in production of tea leaf in all areas targeted with this project. Many farmers have started enjoying premiums and steady markets offered by the tea buying companies who demand certified tea. Workers are also enjoying working in good ethical standards where their welfare is considered as a result of the Rainforest Alliance certification programme. Trained farmers have embraced the importance of using Personal Protective Equipment (PPE) when applying agrochemicals, and factories are considering ethical practices for their workers at various tea factories and for workers engaged as tea puckers.

Export Trade Project

This project is funded by the EU and is implemented by Africa Now's Ethical Business Services (EBS). The Project aims to alleviate poverty in Kenya by empowering people to benefit from opportunities in national and global trade.

During the 2010-2011 financial year

- 5 tea and coffee co-operatives and an additional 5 groups of smallholder vegetable farmers received Fairtrade and/or Rainforest Alliance (RFA) certification,
- 10 community projects were set up and supported by farmers and workers using funds from the accrual of Fairtrade Premiums,
- 5,000 smallholder farmers are showing increased revenue from sales of Fairtrade certified tea, coffee
 and fresh produce,
- 600 personnel trained in better supervisory skills & internationally recognised core labour standards and relevant Kenyan labour laws,
- A training course was developed on communication and cultural skills aimed at expatriate management in Kenyan factories,
- A remediation tool kit in the form of a workbook was developed that can be used by exporters to meet compliance with international codes of conduct, whilst taking into account Kenyan Labour Law

In addition, Africa Now's EBS team have developed an impact assessment measure on the impact of codes of conduct on low income workers and of improved working conditions on the productivity of a workforce, due to be carried out in 2011. The project team are also in discussion with many sites to establish labour management committees and other workplace frameworks for effective dialogue between workers and management, and are continuing to work with even more low income workers to ensure they are provided with secure employment meeting ethical standards around UN conventions on labour rights with the aim of reaching 25,000 by the end of the project implementation period.

Zambia

Africa Now's Zambia programme supports farmers to increase the value of their produce, diversify their economic activities and access reliable, higher value markets so they can increase their household income The programme works in southern Zambia and links rural farmers, traditional leaders, consumers, local authorities and government departments to make a lasting difference

Elephants and Chillies Project

This project supports farming households to grow chillies for sale to increase their household income, and also to deter wild elephants that wreck havoc thus protecting their other crops. Through a no-cost extension granted by the EU, activities were continued until December 2010 to ensure completion of the project objectives.

TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

During the final period of the project, irrigation equipment was installed on all 8 sites, 3 sites embarked on a vigorous soil improvement exercise through application of animal manure with heavy rich soil applied on light poor soils and one site moved to a new site which had better soils. All 240 households continued to be involved in the project activities, and by the end of the financial year the sale of farmer's chillies had significantly increased to K155,381,100 collectively compared to K44,403 in the previous year. Africa Now has continued to provide links to reliable, fair markets, enabling farmers to have increased choice over where they sell their crops. In addition, selected Problem Animal Control practitioners were trained to provide further training to fellow farmers in communities, therefore continuing to reduce the damage caused by marauding elephants for many years to come.

Also during the year, chilli growers were trained in business planning and financial management 33 Accumulating Savings and Credit Associations have now been trained in savings and credit management, leadership skills and business management to improve their operations and management, and the Village Bank staff and boards have received training in financial management, institutional development and business planning in order to strengthen their ability to manage the banks. To date, a total of K72,000,000 have been dispersed to individuals and K35,620,312 have been saved by farming households

High Value and Organic Vegetables

This innovative project supports farmers in Southern Zambia to diversify and increase the value of their crops and gain access to reliable markets to increase their income

The most significant achievement of the last financial year was the completion and opening of the Green Market in Livingstone. This outlet is owned and run by a farmer cooperative, giving them greater market power as they act collectively. The market was installed with refrigeration equipment so produce can be kept fresher for longer. During the year marketing and promotion was done to increase awareness of the market, including brochures, fliers, posters and radio programmes, and business commenced with farmers and consumers.

Training on sustainable and organic agriculture practices and business management continued to be provided to farmers. Board members of the farmers' cooperative and senior staff at the green market were also trained in leadership skills, and supported to properly manage the fresh vegetable shop. A business plan for the market enterprise was also developed with the participants. In addition, farmer sensitisation meetings were conducted on cross-cutting issues (HIV/AIDS and gender balance) including cross-border trade opportunities and challenges, and the value of local savings and credit schemes.

Community-led Disaster Risk Reduction

In partnership with Oxfam GB, Africa Now is implementing this project in Southern Zambia to support and strengthen communities so they are better prepared for and more able to recover from natural disasters. In the first year of this project Africa Now's project team started working in 17 areas from Chief Sekute chiefdom, identified with the support of senior and junior chiefs. In the second year the project team continued to work with these areas, which included local leaders and totalled 1,247 individuals.

In conjunction with the ministry of livestock and fisheries, a total of 25 groups were identified from 8 communities to benefit from small livestock agriculture. Beneficiaries were identified after awareness meetings and 84 individuals, approximately 3 per group, selected from the groups were trained as para-vets. A total of 405 goats were distributed to these groups, of which 150 were improved dairy goats. In addition, 300 beneficiaries were given seed, all project beneficiaries were trained in conservation farming and a pilot rice field was set up on one site on the Zambezi plain to trial rice as an alternative crop for households living on the flood plain.

A community identified as needing urgent support in water management was provided with an earth dam that will benefit approximately 50 households including their cattle. This means the community no longer needs to travel long distances for drinking water, which was been a big problem for this community for a very long time. In addition, all 17 areas were given training on indigenous early warning systems. The need to have plans in order to foresee and plan for responses in case of drought or floods were highlighted and instruments to measure rainfall have been sought.

TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

ETHICAL BUSINESS SERVICES

Africa Now's Ethical Business Services (EBS) unit offers pan-African services in training, capacity building, and ethical auditing for major international retailers and helps small-holders gain access to international markets Africa Now's practical approach to ethical auditing bridges the gap between big business and local producers, providing help and guidance to improve labour standards

Awareness of our services continues to grow in the UK, Europe the USA, and across Africa. We have built strong working relationships with key retailers and brands such as M&S, Tesco, Coca-Cola, Diageo, Kraft, Jones Apparel Group, and the Co-operative Group. We are now recognised by Tesco in 10 African countries and we are the preferred ethical audit provider of Marks and Spencer's in Kenya, South Africa and Morocco.

Our Services

Our approach is Local People, Local Solutions — Africa Now employs local expertise in all of the countries in which it operates. This ensures that all recommendations that are made to suppliers take into account the local context, including labour laws and working practices. Our extensive pan-African network means that we are able to carry out ethical audits and other services, reaching from Egypt, Morocco and Tunisia in North Africa, down to Lesotho, Swaziland and South Africa. We also have EBS teams in West Africa and the Indian Ocean region.

Ethical Audits

An ethical audit makes an assessment of factors such as how a company treats its workers, and how it ensures high standards of health and safety, including a remediation plan to correct any unfair labour practices. Using a variety of techniques, from small focus groups to role plays, people without high levels of literacy can freely explain their working conditions, and feel confident to expose bad practices without fear of reprisal

Africa Now is approved to carry out audits against a range of ethical standards, including the Ethical Trading Initiative (ETI) Base Code, and other individual company codes such as Coca-Cola, and Jones of New York

Small-scale Producer Assessments

In many African countries, small, independent producers form a key part of export supply chains. However, applying the same codes of practice which govern large factories and plantations to smallholders is not a straightforward or simple process. Africa Now is able to use its extensive experience linking small-scale farmers to markets to help bridge that gap and enable individual farmers to benefit from international trade. These assessments aim to establish the characteristics, needs and priorities of the small-scale producers and their workers, whilst making recommendations for further support. For example, this year we conducted assessments for Starbucks on handicraft co-operatives in Rwanda, and a jewellery business in Kenya.

Capacity Building and Remediation

The ethical audits conducted by Africa Now do not provide a "pass or fail" result, but instead aim to actively engage with suppliers in understanding the root causes of any issues identified by the audit. Together with worker representatives and management, the EBS team develop a practical action plan and spend time giving advice and discussing concerns and ideas rather than policing them. We also undertake tailor made capacity building programmes to enable companies to understand and comply with the codes of practice governing ethical trade.

TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

Training on Fairtrade Certification and Premium Committees

When a Fairtrade labelled product is sold in Europe, part of the price paid by the consumer ensures that the farmer has received a fair price for his/her crop, with the remainder funding projects that benefit the wider community, such as the construction of health clinics, boreholes for drawing water, and testing centres to reduce the impact of HIV/AIDS. Africa Now has developed a training course for the Producer Committees who are responsible for deciding how the premium payment received will be used. Africa Now also works with smallholders to meet Fairtrade certification standards, therefore extending the benefits of this growing market.

Training on Ethical Trade and Sedex

EBS now offers a range of training courses for suppliers and retailers. We have developed a one day Ethical Awareness Training course for producers on the background to ethical trade, Codes of Conduct, Local law, Key labour issues and Sedex. This training has been offered commercially in South Africa, Kenya and Egypt – after being adapted to the differing contexts. We are also an accredited Sedex trainer - training suppliers on how to use the Sedex database. We have also developed a new course on Improving Workplace Communication.

Key Partnerships

Кепуа

EBS sits on the certification committee of the Kenya Flower Council It also has close ties with the African Fair Trade Network and has developed a close relationship with the Rainforest Alliance in Kenya working in partnership with them and smallholder tea producers to increase the sustainability of tea supply chains. Through our EU funded project in Kenya we are working closely with producers to improve awareness of ethical trade and access to Fairtrade certification.

Future Development Plans and Strategy

Africa Now's enterprising approach to community-led development seeks to ensure farmers, small-scale producers and workers in Africa have a secure, regular and fair income to support their families. With the current instability of the global economy, climate change and an ever increasing world population, Africa Now's sustainable approach has never been more relevant.

In order to ensure the communities with whom Africa Now works continue to be supported and the great successes and achievements of Africa Now's award winning approach are built upon Africa Now's trustees have taken the strategic decision to integrate its operations with another, like minded charity also working in Africa

Africa Now commenced negotiations with another charity in May 2010 as the best possible way for ensuring continuity and scaling-up. Discussions are also ongoing with regards a transfer of Africa Now's Ethical Business Services team to this same charity.

Public Benefit Policy

The foregoing description of the charity's achievements and performance during the year gives a full account of the substantial benefits arising from the organisation's activities and aims. In line with the charity objectives, the benefits are the reduction of poverty by improving the livelihoods of those living in socially and economically disadvantaged communities. This is achieved through programmes to improve their skills, by establishing community trading groups and facilitating access to local, regional and international markets. No harm or detriment is considered to arise from these activities.

The benefits of the charity's activities are enjoyed potentially by anyone living in socially and economically deprived communities in Africa, hence the charity's name, Africa Now

The trustees confirm that they have complied with the duty in section 4 of the Charities Act 2006 to have due regard to public benefit guidance published by the Commission

TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

Financial Review and Outlook

For the year ended 31 March 2011 Africa Now had a net outgoing on its unrestricted funds of £60,718 Total charity funds amounted to £238,496 At the previous year-end, the organization had unrestricted funds of £79,288 and total charity funds amounted to £475,828

The Board of Trustees acknowledge that the fundraising capacity of the organization is limited, particularly in today's economic environment. The erosion of its unrestricted reserves can only be readily prevented through specific generous donations, which cannot be relied on for future activities.

Subsequent to the year end, Africa Now reached agreement with a comparable charity, Self Help Africa, for the sale of the EBS division, making available funds for the completion of all projects and their management. This is taking place in 2011

Reserves Policy

Africa Now seeks to accumulate to and maintain its unrestricted funds at a sufficient level to support the basic costs of running the organisation for a period of at least three months. The reserve will be available to cover loss of fund-raising income, an unexpected rise in costs or any other unforeseen liability.

Note of Appreciation

Africa Now would not have achieved as much as we did in 2010-2011 without the help of volunteers, pro bono managers and providers of other pro bono services (especially that of Dechert LLP), all of whom have collaborated and given their time to provide quality support

Statement of Trustees' Responsibilities

The Trustees are responsible for preparing the Annual 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 that law the Trustees have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). 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 charity and of the incoming resources and application of resources of the charity for that period. In preparing these financial statements, the Trustees are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in operation

The Trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charity's transactions and disclose with reasonable accuracy at any time the financial position of the 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 charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

So far as the Trustees are aware, there is no relevant audit information (information needed by the company's auditors in connection with preparing their report) of which the company's auditors are unaware, and

Each Trustee has taken all steps that he ought to have taken as a director in order to make himself aware of relevant audit information and to establish that the company's auditors are aware of that information

This report was approved by the Board of Trustees on 12 October 2011

B Stevens (Trustee)

INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF AFRICA NOW

We have audited the financial statements of Africa Now for the year ended 31 March 2011 which comprise the Statement of Financial Activities, the Balance Sheet and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the charity'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 charity's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charity and the charity's members as a body, for our audit work, for this report, or for the opinions we have formed

Respective responsibilities of Trustees and Auditors

As explained more fully in the Trustees' Responsibilities Statement set out on page 11, 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

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

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

Opinion on financial statements

18/11/11

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 2011 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

Opinion on other matters prescribed by the Companies Act 2006

In our opinion the information given in the Trustees' Report for the financial year for which the financial statements are prepared is consistent with the financial statements

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 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 trustees' remuneration specified by law are not made, or
- · we have not received all the information and explanations we require for our audi

Robert Kirtland (Senior Statutory Auditor) for and on behalf of Critchleys LLP, Statutory Auditor

AFRICA NOW

STATEMENT OF FINANCIAL ACTIVITIES

FOR THE YEAR ENDED 31 MARCH 2011

	Note	Unrestricted Funds £	Restricted Funds £	Total 2011 £	Total 2010 £
Incoming Resources					
Incoming resources from generated funds Voluntary income Investment income	2 3	287,607 5	- 1	287,607 6	476,032 36
Incoming resources from charitable activities	4	<u>338,456</u>	<u>509,315</u>	<u>847,771</u>	<u>1,134,404</u>
Total incoming resources		626,068	<u>509,316</u>	<u>1,135,384</u>	<u>1,610,472</u>
Resources Expended					
Cost of generating funds Costs of generating voluntary income	5	86,548	-	86,548	104,666
Charitable activities	6	550,440	729,629	1,280,069	1,368,773
Governance costs	8	<u>6,099</u>		6,099	6,978
Total resources expended		643,087	729,629	<u>1,372,716</u>	<u>1,480,417</u>
Net Incoming/(outgoing) resources for the year	ear	(17,019)	(220,313)	(237,332)	130,055
Transfers between funds		(<u>43,699</u>)	<u>43,699</u>		
Net movement of funds		(60,718)	(176,614)	(237,332)	130,055
Balance brought forward at 1 April 2010		<u>79,288</u>	<u>396,540</u>	475,828	<u>345,773</u>
Balance carried forward at 31 March 2011		<u>18,570</u>	219,926	<u>238,496</u>	<u>475,828</u>

All activities are continuing

There are no recognised gains or losses other than the net movement in funds for the year

BALANCE SHEET AS AT 31 MARCH 2011

	Note	£	2011 £	2010 £
Fixed assets Tangible assets	11		1,813	-
Current assets Debtors Cash at bank and in hand	12	236,036 154,303		274,460 <u>379,166</u>
Creditors	42	390,339		653,626
Amounts falling due within one year Net current assets	13	(<u>124,516</u>)	<u>265,823</u>	(<u>145,744</u>) <u>507,882</u>
Total assets less current liabilities			267,636	507,882
Creditors Amounts falling due after more than one yea	г 14		(<u>29,140</u>)	<u>(32,054</u>)
Net assets			<u>238,496</u>	<u>475,828</u>
Funds				
Restricted Unrestricted	15		219,926 <u>18,570</u>	396,540 _79,288
Total charity funds			<u>238,496</u>	<u>475,828</u>

Approved and authorised for issue by the Board of Trustees on

B Stevens, Trustee

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2011

1 Accounting Policies

The financial statements have been prepared in accordance with applicable UK Accounting Standards, the Companies Act 2006 and the Statement of Recommended Practice – Accounting and Reporting by Charities – issued in March 2005 The principal accounting policies adopted, which have been applied on a consistent basis, are described below

(a) Incoming Resources

All income is treated as unrestricted income and is available for expenditure approved by the Trustees, unless the donor has specified the manner in which the donation is to be spent, in which case it is treated as restricted income

Grants receivable are included in the financial statements in the year in which they are due

Donations are credited to the Statement if Financial Activities in the year in which they are received

Legacy income is credited to the Statement of Financial Activities when it is received or if, before receipt, it has become reasonably certain that the legacy will be received and the value of the incoming resources can be measured with sufficient reliability

(b) Fixed assets and depreciation

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

Equipment
Fixtures and fittings
Computer equipment

- 33% per annum on straight line basis

- 15% per annum on straight line basis

- 33% per annum on straight line basis

The Charity holds a small number of fixed assets in Africa, principally motor vehicles. These assets are not capitalised as they are purchased for use on specific projects and, in the Charity's experience, they undergo a high level of wear and tear and often have a negligible resale value at the end of a project.

(c) Foreign currencies

- Transactions in foreign currencies are recorded at then rate of exchange ruling at the date of the transactions
- ii) Foreign currency balances outstanding at the period-end are converted at the rate ruling at the balance sheet date
- III) All exchange differences are reflected in the Statement of Financial Activities

(d) Expenditure

Expenditure, including staff costs, is included in the financial statements on an accruals basis and includes any irrecoverable VAT. Where expenditure cannot be directly attributed to specific activities, it is apportioned on the basis of the estimated time spent by staff on those activities. Support costs are allocated to charitable activities in proportion to the costs of the activities undertaken directly

(e) Fund accounting

Restricted funds comprise unexpended balances of donations and grants held on trust to be applied for specific purposes

Unrestricted funds comprise the accumulated funds which are available for use at the discretion of the directors in furtherance of the objectives of the Charity

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

(f) Pension costs

The contributions payable by the Charity during the year have been reflected in the Statement of Financial Activities. See note 10 for more detail on pension costs

2	Voluntary Income			2011 £	2010 £
	Donations Legacies			198,829 _88,778	399,114 <u>76,918</u>
				<u>287,607</u>	<u>476,032</u>
3	Investment income	Unrestricted Funds	Restricted funds	Total funds 2011	Total funds 2010
		£	£	£	£
	Bank Interest	<u>5</u>	_1_	<u>6</u>	<u>36</u>
4	Incoming Resources from Charitable A	ctivities			
	J	Unrestricted Funds	Restricted funds	Total funds 2011	Total funds 2010
		£	£	£	£
	Supporting small scale businesses				
	European Union	-	102,835	102,835	437,044
	Dutch Government	-	-	-	60,602
	FARM-Africa	-	18,098	18,098	-
	Lottery Fund	-	98,703	98,703	35,134
	Japanese Embassy	-	-	-	49,009
	Commonwealth Secretariat	-	21,200	21,200	20 597
	Finnish Embassy	=	-	-	30,587
	FRICH	4.500	96,698	96,698	18,766
	The Beatrice Laing Trust The Gibbs Trust	1,500	13,500	15,000	3,000
	Good Gifts (Charities Advisory Trust)	- -	-	-	8,585
	The Innocent Foundation	_	17,452	17,452	0,000
	The Rufford Maurice Laing Foundation	-	5,000	5,000	_
	The Christadelphain Meal a Day Fund	1,137	14,216	15,353	-
	The Rowan Charitable Trust	•	5,000	5,000	5,000
	The Rozelle Trust Foundation	•	-	, -	5,000
	Schroder Trust	-	<u></u>	-	2,500
	TRAID	-	-	-	50,000
	Oxfam	-	35,464	35,464	27,707
	The Balcombe Charitable Trust	1,500	13,500	15,000	15,000
	Charles Hayward Foundation	-	-	-	10,000
	RFA (re Rainforest Alliance)	-	57,457	57,457	<u>-</u>
	The Waterloo Foundation	• ,			25,000
	Trusts and other grants and income	<u>11,145</u>	917	<u>12,062</u>	<u> 26,266</u>
	Sub-total carned forward	15,282	500,040	515,322	809,200

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

4 Incoming Resources from Charitable Activities (continued)

	Sub-total brought forward	15,282	500,040	515,322	809,200
	Promoting ethical international trade Ethical audit fees Ethical trading initiative (KTDA factories) The Zochonis Charitable Trust	322,674 - 500	4,775 4,500	322,674 4,775 5,000	325,204 -
		<u>338,456</u>	<u>509,315</u>	<u>847,771</u>	<u>1,134,404</u>
5	Costs of generating voluntary income	Unrestricted funds	Restricted funds	Total funds 2011	2010
		£	£	£	£
	Donor development and communication cos	ts <u>86,548</u>	_	<u>86,548</u>	<u>104,666</u>
6	Charitable activities	Activities undertaken directly £	Support costs £	Total 2011 £	Total 2010 £
	Activity Helping small-scale business Promoting ethical international trade	843,000 255,950 1,098,950	141,821 39,298 <u>181,119</u>	984,821 295,248 1,280,069	1,109,617 259,156 1,368,773
7	Support costs	Helping small-scale businesses £	Ethical international trade £	Total 2011 £	Total 2010 £
	Salaries Head office costs	41,492 <u>100,329</u>	7,403 <u>31,895</u>	48,895 132,224	58,672 <u>61,815</u>
		<u>141,821</u>	<u>39,298</u>	<u>181,119</u>	<u>120,487</u>

Support costs are allocated to charitable activities in proportion to the costs of activities undertaken directly. Included within support costs is £6,950 (2010 £nil) of fees payable to the auditors for non-audit services.

8	Governance costs	2011 £	2010 £
	Audit fee Auditors' remuneration – other services Trustee meetings	3,878 - <u>2,221</u>	6,575 403 —-
		<u>6,099</u>	<u>6,978</u>

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

•	Employee costs	2011	2010
		£	£
	Staff costs include the following		
	Wages and salaries	461,598	486,969
	Social security costs	15,927	14,543
	Pension costs - routine contributions	12,208	15,343
	Pension costs - deficit funding (note 10)		<u>34,968</u>
		<u>489,733</u>	<u>551,823</u>
	The average number of persons employed during the year was as follows		
		2011	2009
		No	No
	Administration, fundraising and publicity	4	4
	Charitable activities	_33	_33
		<u>37</u>	<u>37</u>

During the year £237 (2010 Nil) was paid to one trustee (2010 none) as reimbursement of expenses for services as a board member. No other remuneration or reimbursement of expenses was paid to the Trustees for their services as board members.

No employees' emoluments exceeded £60,000 in the year

10 Pension costs

Africa Now participates in the Scottish Voluntary Sector Pension Scheme (SVSPS) The Scheme is a multi-employer defined benefit scheme. The Scheme is funded and is contracted out of the state scheme.

The Scheme is a defined benefit scheme but was closed by the Trustees of the Scheme to future accrual on 31 March 2010. As a consequence of this all employers have to pay towards the deficit in the Scheme. Africa Now is required to pay £2,914 per annum from 1 April 2010 to 31 March 2011 and this amount will increase by 4.2% per annum until 31 March 2013 and it will then increase by 4.7% per annum from 1 April 2013 until 31 March 2022.

In the 2010 accounts a creditor was included for £2,914 per annum for 12 years. The annual uplift will be charged to expenses in future years as finance costs/unwinding of discount.

Following a change in legislation in September 2005 there is a potential debt on the employer that could be levied by the Trustee of the Scheme. The debt is due in the event of the employer ceasing to participate in the Scheme or the Scheme winding up. This buy-out debt could still be triggered at some future point if the Trustees of the Pension Scheme were to decide to wind up the Scheme. However the Trustees of the Pension Scheme have stated that this is most unlikely in the medium term due to the high costs of buying out the benefits.

Africa Now has been notified by the Pensions Trust of the estimated employer debt on withdrawal from the Plan based on the financial position of the Scheme as at 30 September 2008. As of this date the estimated employer debt for Africa Now was £158,941.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

11	Tangible assets			Commuter	
		Office Equipment £	Fixtures & Fittings £	Computer Hardware & Software £	Total £
	Cost				
	At 1 April 2010 Additions	5,388 	650 _ _	14,225 2,136	20,263 <u>2,136</u>
	At 31 March 2011	<u>5,388</u>	<u>650</u>	<u>16,361</u>	<u>22,399</u>
	Depreciation				
	At 1 April 2010	5,388	650	14,225	20,263
	Charge for the year			<u>323</u>	<u>323</u>
	At 31 March 2011	<u>5,388</u>	<u>650</u>	14,548	<u>20,586</u>
	Net Book Value				
	At 31 March 2011			<u>1,813</u>	<u>1,813</u>
	At 31 March 2010		-		<u> </u>
12	Debtors			2011 £	2010 £
	Prepayments and Accrued Income			47,683	99,432
	Grants receivable			183,250	170,000
	Project Loans			<u>5,103</u>	5,028
				236,036	<u>274,460</u>
13	Creditors: amounts falling due within one ye	ear		2011 £	2010 £
				L	L
	Other creditors			103,496	84,214
	Pension contributions - regular Pension contributions - deficit funding (note 10)			3,165 2,914	9,211 2,914
	Accruals			14,941	49,405
				<u>124,516</u>	<u>145,744</u>
14	Creditors: amounts falling due after one yea	ır		2011 £	2010 £
	Pension contributions – deficit funding (note 10)			<u>29,140</u>	<u>32,054</u>

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

15 Restricted funds

Restricted funds				Transfers	
Project Name	Balance at 1/4/10 £	Received in the year £	Expended in the year	between funds £	Balance at 31/3/11 £
Ethical business	675	5,000	5,675	-	-
Kenya:					
COWASA	55,234	98,703	86,082	-	67,855
Bee-keeping	1,412		1,012	(400)	-
Export Fruits	60,615	102,835	153,779	-	9,671
Ethical training initiative	•	4,775	-	-	4,775
Suba Fisheries	2,521	10,825	48,777	35,431	-
Smallholder flowers	39,835	_	-	(29,532)	10,303
Kericho Tea	8,100	96,698	78,562	(26,236)	-
Dried fruit	10,348	18,098	22,809	-	5,637
COMSEC	-	21,200	23,034	-	(1,834)
Womens empowerment	6,109	-	6,109	-	-
Rainforest Alliance	-	57,457	43,663	(13,794)	-
Zambia/Namibia/Zimbabwe:					
Chillis	35,377	13,092	100,978	78,230	25,721
Dairy (new project – Zim)	2,379	-	-	-	2,379
Organic Vegetables	173,632	45,169	123,728	-	95,073
Oxfam GB re DRR	303	35,464	35,421		346
Total	396,540	509,316	729,629	43,699	219,926

The restricted fund consists of the unspent balances of donations and grants whose use is restricted either generally to cover expenditure on projects in Africa, or specifically to individual projects. The Trustees' Report provides an overview of the major projects.

16 Analysis of fund balances between net assets

	Unrestricted Funds £	Restricted Funds £	2011 Total £	2010 Total £
Fixed Assets Net current assets Creditors amount falling due after one year	1,813 45,897 (29,140)	219,926 	1,813 265,823 (29,140)	507,882 (32,054)
Net Assets	<u>18.570</u>	219,926	<u>238,496</u>	<u>475,828</u>

17 Financial commitments

As at 31 March 2011, the charity had an annual rental commitment of £13,704 plus VAT under a lease due to expire in 2013. However this lease can be broken by the charity giving 4 months notice

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2011 (CONTINUED)

18 Going Concern

Since the year end the charity has sold its Ethical Business Services activities to a third party and is winding down its operations with a view to permanently closing them

No provision has been made for the costs of redundancy and other cessation costs at 31 March 2011 as the net sale proceeds from the sales of the Ethical Business Services activities will cover these

19 Funders

Organisations and individuals (not already listed in note 4) donating more than £1,000 in the year were

Ashworth Charitable Trust	£3,000
C B & H H Taylor 1984 Trust	£2,000
EFA Team in memory of the late Dr E G Purdy	£11,203
Fulmer Charitable Trust	£1,000
Mr M Gray	£1,235
Mrs C Purdy	£2,601
Mrs R Vere	£1,000
Open Gate	£2,500
The Bryan Guinness Charitable Trust	£1,000
The estate of the late Mr F Smith	£28,472
The estate of the late Ms Clara Hildegarde Sykes	£38,098
The estate of the late Ms V K Phair	£22,060
The Marr-Munning Trust	£2,500
The Morel Trust	£2,000
The Ryklow Charitable Trust	£2,500
The Souter Charitable Trust	£1,500
The Tula Trust	£2,000

The generosity of these donations was much appreciated

The Trustees are also very grateful to Dechert LLP for providing the charity with a significant amount of legal work and advice on a pro-bono basis during the year