

**REGISTRAR OF
COMPANIES**

Crusaid
(a company limited by guarantee)

Report and Financial Statements

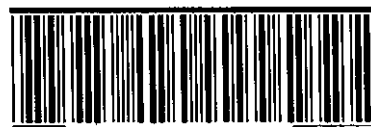
Year Ended

2693725

31 March 1998



BDO Stoy Hayward
Chartered Accountants



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CRUSAID (a company limited by guarantee)

Annual report and financial statements for the year ended 31 March 1998

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CRUSAID (a company limited by guarantee)

Patrons, board members and professional advisers

Patrons

Prof R Barbour
Sir Michael Bishop
Sir Louis Blom-Cooper QC
Sir Christopher Booth
Sir Robert Carnwath
Countess of Dalkeith
Dame Judi Dench
Jonathan Dibleby
Lady Pamela Harlech
Stephen Hendry MBE
Howard Hodgkin
Most Rev. Richard Holloway
Lord Kilmarnock
Glenys Kinnock MEP
Sir Gavin Laird
Lulu
Sir Cameron Mackintosh
Emma Nicholson MP
Lord Nolan
Bruce Oldfield OBE
Rt Hon Chris Patten

Directors

Andrew Stone (Chairman)
Liz Airey (Treasurer)
Dr Billy Bischoff
Andrew Boddington
David Collins
Amanda Hardy
Laurence Isaacson CBE
Simon Lomas
David Macfarlane
Mo Rajabali
Iain Renwick
John Steer
Colin Tweedy
Bob West
Stephen Whitehead

Secretary and registered office

James Deutsch, 1 Butler Place, Buckingham Gate, London, SW1H 0PT.

Administrative office

73 Collier Street, London, N1 9BE.

Auditors

BDO Stoy Hayward, 8 Baker Street, London, W1M 1DA.

Solicitors

Lewis Silkin, Windsor House, 50 Victoria Street, SW1H 0NW.

Bankers

Midland Bank plc, 166 Vauxhall Bridge Road, London, SW1V 2RB.

Company number

2693725

Registered charity number

1011718

CRUSAID (a company limited by guarantee)

Chairman's statement for the year ended 31 March 1998

John Eatwell will be a hard act to follow as Chair of Crusaid. His energy and devotion to our cause over his five years with us brought us to a state of maturity as a respected national charity. On behalf of the Board and, indeed, on your behalf, I thank him for his time and patience. He will be missed by us all.

This past year saw the departure from the Board of two of its longest standing members. Martin Sherwood was one of the original co-founders of Crusaid. His foresight, back in 1986, helped get us going. Derek Granger ran our Events Committee for many years, in his particular tireless way. His position has been assumed by Bob West, to whom we wish a warm welcome.

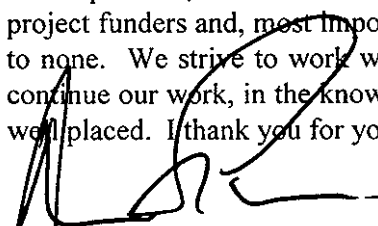
In Scotland, Jean Cameron stepped down last year as Chair. Jean's cool wisdom was a welcome oasis at Board meetings. Our new Chair of Scotland, John Steer, has now joined the Board; we welcome him, as we do Stephen Whitehead, Dr Billy Bischoff and David Collins. Since the year end, Andrew Boddington and Simon Lomas have agreed to sit at our table. We also couldn't be more pleased to have founding member, David Macfarlane, back on board. We warmly welcome you all and thank you for agreeing to devote some of your valuable free time to help.

Like all of the organisations in the HIV and AIDS sector, we are in a state of flux and some uncertainty. We all hope that medical advances will bring this terrible era to a close soon. But most indications are that this hope is still far distant, and the changes themselves bring new challenges. These are increasingly limited public funds to meet these. Our efforts are needed now more than ever.

In that context, I am delighted to report that last year's efforts resulted in an increase in the monies that we were able to raise. Thanks are due for this to the efforts of our committed office of staff and volunteers. Long hours with limited resources, as we strive to keep our overheads low, are only feasible if effort beyond the call of duty is made. In this respect, we rely on the indulgence of those who work in our office. We are lucky to have them. Thanks, from the Board are due to all. Thanks, in particular, to our Chief Executive, James Deutsch, who has just ended his first year with us.

The HIV and AIDS world is confused at the moment. Medical advances are reported alternately as being miracle cures and of limited long-term benefit; funding is scarce; donor fatigue is inevitably taking its toll. It is the Board's wish to ensure that the fruits of your generosity are properly expended. For that reason, we have commissioned a report on how the private charitable sector should spend its funds in these difficult times, the cost of which has been fully sponsored. The results, which we shall share with our fellow fund-raising organisations, will be available in the early Autumn. They will greatly assist our Projects Committee.

We are proud of our record and achievements over the years. We have stood independent of the public sector. Our reputation, whether it be as co-managers of The Hardship Fund, as producers of theatrical events, as project funders and, most importantly, as fundraisers - from individuals and organisations - is, we hope, second to none. We strive to work with our peers and colleagues in all sectors. All this gives us the confidence to continue our work, in the knowledge that we can look you all in the eye and assure you that your generosity is well placed. I thank you for your continued trust in us and support. Please stay with us. We need you.



Andrew Stone
Chairman

CRUSAID (a company limited by guarantee)

Chief Executive's Statement for the year ended 31 March 1998

I started at Crusaid on 1 May 1997, election day. And it has been a year of change for the charity - but change balanced by continuity.

What's changed? A new commitment to staying at the forefront of developments in the epidemic. That means identifying and meeting the new needs of people living with HIV in the age of combination therapy, and catalysing other organisations to do the same. In 1997 we recognised that our efforts to improve the quality of life of people with HIV would come to little if they continued to be discouraged from testing and denied access to treatment. So we launched the UK's first testing and treatment campaigns.

What else has changed? A new professionalism - recognising that AIDS fundraising will continue to get harder as the public believe the crisis is over. That has meant new more businesslike offices in King's Cross, new computers, a new diverse Events Committee, and a new Shop Committee, quality events which sell themselves and an appeals programme which communicates to donors the changing needs of people with the virus.

And superb new staff. Georgina Harman who, with Darren Tickle, is finally making full use of our database, Lorna Smith, the highly professional Manager of Walk for Life 1998, and Matthew Wall, who will be making the 10th Walk of Life the highlight of 1999. Geoff Pope, an experienced fundraiser from Oxfam and Amnesty International, will be leading Crusaid Scotland. And Graham Mole, a successful restaurateur, joins Ian Hankins in rejuvenating the shop.

What has stayed the same? The Hardship Fund, still the heart of our charity, meticulously distributed over £350,000 in small grants to help thousands of men, women and children put together a decent life with HIV. In spite of new offices and computers, we squeezed administrative costs down ½% to 7% of incoming resources, amongst the lowest of any national charity. We continue to run Crusaid aware that every penny we spend on the office is one penny less for The Hardship Fund.

There has been continuity of people too: John Eatwell remains Chair of Dance Cares; Derek Granger of West End Cares; Dylan Hearn joins the Screen Cares and Walk Committees; Geoff Henning, Bryan Gotts, David McNally and John Coblenz spice up the Council.

Our charitable objectives remain those the trustees set down twelve years ago: "the relief of sickness and protection of health... Provision for the psychological support of persons suffering from AIDS... Promotion of research..." But meeting those objectives requires constant reinventing as needs change and public attention drifts.

The future? We forge into 1999 with a study of the changing needs of people with HIV and the role of voluntary sector funding - ensuring that our Project Grants Programme continues to play a role grossly out of proportion to its resources. Having helped Chelsea & Westminster Hospital secure over three times our contribution of £785,527, we eagerly await the opening of the Crusaid Centre, where over 20% of the UK's HIV patients will receive world-leading care and take part in vital research.

I promise this on behalf of Crusaid: as long as people living with HIV in Britain desperately need our help, we will not let up. We will keep pulling in new people and explaining to you, our key supporters, why we need your help. Please, don't assume that because of AIDS is not the glamorous cause it was, because the Princess of Wales is gone, the job is done. And the moment it is over, when we have found a cure and a vaccine (*and we will*), we will hold one more superb event, thank everyone one last time and close shop.


James Deutsch
Chief Executive

CRUSAID (a company limited by guarantee)

Report of the directors for the year ended 31 March 1998

The directors present their report together with the audited financial statements for the year ended 31 March 1998.

Review of activities

The consolidated statement of financial activities shows net incoming resources in the year of £102,295 (1997 - £618,795). The cumulative surplus of unrestricted funds was increased in the year by £125,319 to £345,249.

Further details are contained on pages 2 and 3.

Year 2000

As is well known, many computer and digital storage systems express dates using only the last two digits of the year and will thus require modification or replacement to accommodate the year 2000 and beyond in order to avoid malfunctions and resulting widespread commercial disruption. This is a complex and pervasive issue. The operation of our business depends not only on our own computer systems, but also to some degree on those of our suppliers and customers. This could expose us to further risk in the event that there is a failure by other parties to remedy their own Year 2000 issues.

The company is well advanced in the phase of assessing the risks to our business resulting from the date change to the Year 2000. Once this phase is completed we can assess the likely impact on our activities and develop prioritised action plans to deal with the key risks. We can also assess the cost of implementing the action plans once this phase is completed.

Directors

The directors holding office during the year are shown below:

| | |
|---------------------------|---|
| Andrew Stone | (appointed Chairman 1 April 1998) |
| Lord Eatwell | (resigned as Chairman and Director 31 March 1998) |
| Liz Airey | |
| Dr Billy Bischoff | (appointed 2 February 1998) |
| Andrew Boddington | (appointed 2 June 1998) |
| Lady Cameron of Lochbroom | (resigned 4 November 1997) |
| David Collins | (appointed 2 February 1998) |
| Derek Granger | (resigned 31 October 1997) |
| Amanda Hardy | |
| Laurence Isaacson CBE | |
| Simon Lomas | (appointed 7 July 1998) |
| David Macfarlane | (appointed 7 April 1998) |
| Mo Rajabali | |
| Ian Ralph | (resigned 1 April 1997) |
| Iain Renwick | (appointed 8 September 1998) |
| Martin Sherwood | (resigned 31 December 1997) |
| John Steer | (appointed 4 November 1997) |
| Colin Tweedy | |
| Bob West | (appointed 1 July 1997) |
| Stephen Whitehead | (appointed 3 February 1998) |

CRUSAID (a company limited by guarantee)

Report of the directors for the year ended 31 March 1998 (*Continued*)

Changes in fixed assets

Movements in tangible fixed assets are set out in note 8 to the financial statements.

Directors' responsibilities

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the charity company's incoming resources and application of resources during the year and of its state of affairs at the end of the year. In preparing those financial statements, the directors are required to:

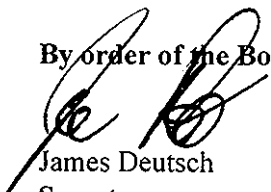
- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards and statements of recommended practice have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for maintaining proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other breaches of law and regulations.

Auditors

BDO Stoy Hayward have expressed their willingness to continue in office and a resolution to re-appoint them will be proposed at the annual general meeting.

By order of the Board



James Deutsch
Secretary

8 September 1998

CRUSAID (a company limited by guarantee)

Report of the auditors

To the members of Crusaid

We have audited the financial statements on pages 7 to 22 which have been prepared under the accounting policies set out on pages 10 and 11.

Respective responsibilities of directors and auditors

As described on page 5, the company's directors are responsible for the preparation of the financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

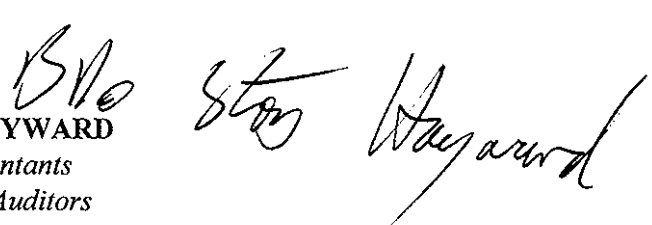
Basis of opinion

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

Opinion

In our opinion the financial statements give a true and fair view of the state of the affairs of the charitable company and the group at 31 March 1998 and of its incoming resources and application of resources, including its income and expenditure for the year then ended and have been properly prepared in accordance with the Companies Act 1985.


BDO STOY HAYWARD
*Chartered Accountants
and Registered Auditors*
London

8 September 1998

CRUSAID (a company limited by guarantee)

Consolidated statement of financial activities for the year ended 31 March 1998

| | Note | Unrestricted funds £ | Restricted funds £ | Total 1998 £ | Total 1997 £ |
|--|------|----------------------------|--------------------------|--------------------|--------------------|
| Incoming resources | | | | | |
| Gifts and donations | 2 | 1,118,065 | 565,336 | 1,683,401 | 1,295,379 |
| Fund raising activities including | | | | | |
| Walk for Life | | 24,455 | 249,063 | 273,518 | 319,793 |
| Trading subsidiary | 3 | 225,206 | 7,235 | 232,441 | 310,845 |
| Interest receivable | | 15,263 | 74,524 | 89,787 | 60,818 |
| | | | | | |
| Total incoming resources | | 1,382,989 | 896,158 | 2,279,147 | 1,986,835 |
| Resources expended | | | | | |
| Direct charitable expenditure | | | | | |
| Grants payable | 16 | 752,733 | 700,580 | 1,453,313 | 696,256 |
| Other expenditure | | | | | |
| Fund raising and publicity | | 209,076 | 171,658 | 380,734 | 310,535 |
| Trading subsidiary | 3 | 183,441 | 880 | 184,321 | 211,752 |
| Management and administration | | 158,484 | - | 158,484 | 149,497 |
| | | | | | |
| | | 551,001 | 172,538 | 723,539 | 671,784 |
| | | | | | |
| Total resources expended | 4 | 1,303,734 | 873,118 | 2,176,852 | 1,368,040 |
| | | | | | |
| Net incoming resources before transfers | | 79,255 | 23,040 | 102,295 | 618,795 |
| Transfers between funds | | 46,064 | (46,064) | - | - |
| | | | | | |
| Net movement in funds | | 125,319 | (23,024) | 102,295 | 618,795 |
| Fund balances brought forward | | | | | |
| at 1 April 1997 | | 219,930 | 1,178,831 | 1,398,761 | 779,966 |
| | | | | | |
| Fund balances carried forward | | | | | |
| at 31 March 1998 | | 345,249 | 1,155,807 | 1,501,056 | 1,398,761 |

All amounts relate to continuing activities.

All recognised gains and losses are included in the consolidated statement of financial activities.

The notes on pages 10 to 22 form part of these financial statements

CRUSAID (a company limited by guarantee)

Consolidated balance sheet at 31 March 1998

| | Note | 1998 | 1997 |
|---|------|------------------|------------------|
| | | £ | £ |
| Fixed assets | | | |
| Tangible assets | 8 | 37,180 | 14,310 |
| Current assets | | | |
| Stocks | 10 | 12,940 | 7,201 |
| Debtors | 11 | 322,986 | 205,307 |
| Short term investments | 12 | - | 1,009 |
| Cash at bank and in hand - restricted | | 1,155,807 | 1,093,831 |
| - unrestricted | | 128,515 | 154,962 |
| | | <u>1,620,248</u> | <u>1,462,310</u> |
| Creditors: amounts falling due within one year | 13 | 156,372 | 77,859 |
| | | <u>1,463,876</u> | <u>1,384,451</u> |
| Net current assets | | | |
| | | <u>1,501,056</u> | <u>1,398,761</u> |
| Total assets less current liabilities | | | |
| | | <u>1,501,056</u> | <u>1,398,761</u> |
| Financed by: | | | |
| Unrestricted funds | 15 | 345,249 | 219,930 |
| Restricted funds | 16 | 1,155,807 | 1,178,831 |
| | | <u>1,501,056</u> | <u>1,398,761</u> |

The financial statements were approved by the Board on 8 September 1998

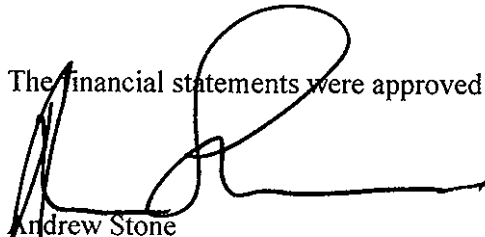

Andrew Stone
Director

The notes on pages 10 to 22 form part of these financial statements

CRUSAID (a company limited by guarantee)**Balance sheet at 31 March 1998**

| | Note | £ | 1998 £ | £ | 1997 £ |
|---|------|-----------|-----------|-----------|-----------|
| Fixed assets | | | | | |
| Tangible | 8 | 33,102 | | 4,847 | |
| Investments | 9 | 50,000 | | 50,000 | |
| | | | 83,102 | | 54,847 |
| Current assets | | | | | |
| Debtors | 11 | 335,644 | | 242,452 | |
| Short term investments | 12 | - | | 1,009 | |
| Cash at bank and in hand - restricted | | 1,155,807 | | 1,093,831 | |
| - unrestricted | | 62,764 | | 93,766 | |
| | | | 1,554,215 | | 1,431,058 |
| Creditors: amounts falling due within one year | 13 | 136,261 | | 87,144 | |
| Net current assets | | | 1,417,954 | | 1,343,914 |
| Total assets less current liabilities | | | 1,501,056 | | 1,398,761 |
| Financed by: | | | | | |
| Unrestricted funds | 15 | | 345,249 | | 219,930 |
| Restricted funds | 16 | | 1,155,807 | | 1,178,831 |
| | | | 1,501,056 | | 1,398,761 |

The financial statements were approved by the Board on 8 September 1998


Andrew Stone
Director

The notes on pages 10 to 22 form part of these financial statements

CRUSAID (a company limited by guarantee)

Notes forming part of the financial statements for the year ended 31 March 1998

1 Accounting policies

The financial statements have been prepared under the historical cost convention and are in accordance with applicable accounting standards and the Statement of Recommended Practice - Accounting by Charities. The following principal accounting policies have been applied:

Basis of consolidation

The consolidated accounts incorporate the financial statements of Crusaid and its subsidiary undertaking to 31 March 1998 using acquisition accounting.

The company has taken advantage of the exemption allowed under S230 of the Companies Act 1985 not to present its own statement of financial activities.

Income recognition

All income is accounted for gross when receivable, as long as it is capable of financial measurement.

All gifts and donations are included in income except where the donor required the sum to be invested to provide income for the company's purposes, in which case it is treated as an endowment.

Income derived from any other activities is exclusive of any value added tax.

Expenditure

All expenditure is accounted for gross, and when incurred.

Depreciation

Depreciation is provided to write off the cost, less estimated residual values, of all fixed assets over their expected useful lives. It is calculated at the following rate:

Fixtures, fittings and equipment - 25% per annum straight line

Reserves

The board has adopted a policy of retaining free reserves equivalent to the annual cost of the charity's activities.

Short term investments

Investments are stated at market value.

Stocks

Stocks are stated at the lower of cost and net realisable value. Cost is based on the cost of purchase on a first in, first out basis. Net realisable value is based on estimated selling price less further costs to completion and disposal.

CRUSAID (a company limited by guarantee)

Notes forming part of the financial statements for the year ended 31 March 1998 (*Continued*)

1 Accounting policies (*Continued*)

Government grants

Government grants received in respect of tangible assets are treated as a deferred credit and released to the statement of financial activities in equal instalments over the estimated useful life of the assets concerned.

Foreign currency

Transactions in foreign currencies are translated into sterling at the rates of exchange current at the date of the transactions. Foreign currency monetary assets and liabilities in the balance sheet are translated into sterling at the rates of exchange ruling at the end of the year. Resulting exchange gains and losses are taken to the statement of financial activities.

Commitments

No provision has been made for grants which have been, or may be, approved after the year end.

Fund raising expenditure

Fund raising expenditure comprises of costs incurred in inducing people or organisations to contribute financially to the company's work. As well as a share of head office overheads, it includes the costs of advertising for funds and the cost of mounting appeals and staging special events.

Administration expenditure

Administration expenditure includes that expenditure not directly allocated as fund raising expenditure and includes financial expenses and professional fees.

Leased assets

All leases are treated as operating leases and their annual rentals are charged to the statement of financial activities on a straight line basis over the term of the lease.

2 Gifts and donations

Included in gifts and donations are legacies of £41,705 and deeds of covenant of £99,739 (1997 - legacies - £325,917; deeds of covenant - £69,569).

CRUSAID (a company limited by guarantee)

Notes forming part of the financial statements for the year ended 31 March 1998 (Continued)

3 Trading subsidiary

The charity has one wholly owned trading subsidiary, Crusaid (Enterprises) Limited, which organises events and conducts general trading activities in order to raise funds for charitable purposes. This company covenants its taxable profits to Crusaid. A summary of its audited trading results is shown below.

| | 1998 £ | 1997 £ |
|------------------------------|-----------|-----------|
| Turnover | 232,441 | 310,845 |
| Cost of sales | 184,321 | 211,752 |
| Gross profit | 48,120 | 99,093 |
| Administration | 22,419 | 35,385 |
| | 25,701 | 63,708 |
| Interest received | 1,917 | 1,354 |
| Net profit | 27,618 | 65,062 |
| Amount covenanted to Crusaid | 27,618 | 65,062 |
| Retained in subsidiary | - | - |

CRUSAID (a company limited by guarantee)

Notes forming part of the financial statements for the year ended 31 March 1998 (Continued)

4 Analysis of total resources expended

| | Staff costs 1998 £ | Depreciation 1998 £ | Other 1998 £ | Total 1998 £ | Total 1997 £ |
|-------------------------------|-----------------------------|---------------------------|--------------------|--------------------|--------------------|
| Direct charitable expenditure | | | | | |
| Charitable distributions | - | - | 1,453,313 | 1,453,313 | 696,256 |
| Other expenditure | | | | | |
| Fund raising - parent | 99,010 | - | 281,724 | 380,734 | 310,535 |
| Trading subsidiary | 55,732 | 5,277 | 123,312 | 184,321 | 211,752 |
| Administration: | | | | | |
| Office | 33,500 | 6,529 | 71,624 | 111,653 | 122,467 |
| Professional fees | - | - | 15,119 | 15,119 | 12,720 |
| Scotland | 16,437 | 806 | 14,469 | 31,712 | 14,310 |
| Total | 204,679 | 12,612 | 1,959,561 | 2,176,852 | 1,368,040 |

5 Employee information

| Group | 1998 £ | 1997 £ |
|---------------------------------|-----------|-----------|
| Employment costs: | | |
| Gross wages and salaries | 186,482 | 178,665 |
| Social security costs | 18,197 | 17,126 |
| Compensation for loss of office | - | 10,000 |
| | 204,679 | 205,791 |

The average number of employees (excluding directors) during the year was 10 (1997 - 10).

No employee earned over £40,000 during this or the prior year.

CRUSAID (a company limited by guarantee)

Notes forming part of the financial statements for the year ended 31 March 1998 (Continued)

| | | | |
|----------|--|-------------------|-------------------|
| 6 | Net incoming resources | 1998 | 1997 |
| | | £ | £ |
| | Group | | |
| | This is stated after charging/(crediting): | | |
| | Auditors' remuneration | 14,309 | 11,500 |
| | Depreciation | 12,612 | 8,367 |
| | Release of government grants | 500 | - |
| | Loss on disposal of fixed assets | 271 | 258 |
| | Operating leases - hire of plant and machinery | 4,815 | 6,190 |
| | - hire of other assets | 27,753 | 22,772 |
| | | <u> </u> | <u> </u> |

None of the directors received any remuneration during the year.

7 Taxation

The company is a registered charity and as such no provision is made for taxation as the board members consider that all the company's activities are exempt from taxation by virtue of Section 505(1) Income and Corporation Taxes Act 1988. The subsidiary undertaking's profits are donated to the charity under deed of covenant. Accordingly, there is no provision for taxation on its profit for the year.

CRUSAID (a company limited by guarantee)

Notes forming part of the financial statements for the year ended 31 March 1998 (Continued)

8 Tangible fixed assets

| Group | Fixtures, fittings and equipment £ |
|-----------------------|---|
| <i>Cost</i> | |
| At 1 April 1997 | 69,971 |
| Additions | 35,753 |
| Disposals | (27,451) |
| | <hr/> |
| At 31 March 1998 | 78,273 |
| | <hr/> |
| <i>Depreciation</i> | |
| At 1 April 1997 | 55,661 |
| Provided for the year | 12,612 |
| Disposals | (27,180) |
| | <hr/> |
| At 31 March 1998 | 41,093 |
| | <hr/> |
| <i>Net book value</i> | |
| At 31 March 1998 | 37,180 |
| | <hr/> <hr/> |
| At 31 March 1997 | 14,310 |
| | <hr/> <hr/> |

The net book value at 31 March 1998 represents fixed assets used for:

| | Total 1998 £ | Total 1997 £ |
|-------------------------------------|-----------------------------|-----------------------------|
| Fund raising | 2,149 | 6,250 |
| Administration and general purposes | 33,102 | 4,847 |
| Charity shop | 1,929 | 3,213 |
| | <hr/> | <hr/> |
| | 37,180 | 14,310 |
| | <hr/> <hr/> | <hr/> <hr/> |

CRUSAID (a company limited by guarantee)

Notes forming part of the financial statements for the year ended 31 March 1998 (*Continued*)

8 Tangible fixed assets (*Continued*)

| Company | Office equipment £ |
|-----------------------|-----------------------------------|
| <i>Cost</i> | |
| At 1 April 1997 | 16,789 |
| Additions | 35,753 |
| Disposals | (2,218) |
| | <hr/> |
| At 31 March 1998 | 50,324 |
| | <hr/> |
| <i>Depreciation</i> | |
| At 1 April 1997 | 11,942 |
| Provided for the year | 7,335 |
| Disposals | (2,055) |
| | <hr/> |
| At 31 March 1998 | 17,222 |
| | <hr/> |
| <i>Net book value</i> | |
| At 31 March 1998 | 33,102 |
| | <hr/> |
| At 31 March 1997 | 4,847 |
| | <hr/> |

The net book value at 31 March 1998 represents fixed assets used for administration and general purposes.

9 Fixed asset investments

| | £ |
|---|----------|
| Company | |
| Cost at 1 April 1997 and at 31 March 1998 | 50,000 |
| | <hr/> |

The investment represents a 100% shareholding in Crusaid (Enterprises) Limited (see note 3).

CRUSAID (a company limited by guarantee)

Notes forming part of the financial statements for the year ended 31 March 1998 (Continued)

10 Stocks

| | 1998 £ | 1997 £ |
|------------------|-----------|-----------|
| Group | | |
| Goods for resale | 12,940 | 7,201 |

The directors consider that the replacement cost of stock is not significantly different from the above.

11 Debtors

| | 1998 | | 1997 | |
|--------------------------------|----------------|----------------|----------------|----------------|
| | Group £ | Company £ | Group £ | Company £ |
| Trade debtors | 1,645 | - | 2,966 | - |
| Amount due from subsidiary | - | 22,454 | - | 49,447 |
| Other debtors | 110,901 | 110,901 | 88,728 | 88,728 |
| Prepayments and accrued income | 205,276 | 197,125 | 97,998 | 88,662 |
| Income tax | 5,164 | 5,164 | 15,615 | 15,615 |
| | <u>322,986</u> | <u>335,644</u> | <u>205,307</u> | <u>242,452</u> |

All amounts shown under debtors fall due for payment within one year.

12 Short term investments

| Group and company | £ |
|-------------------|----------|
| At 1 April 1997 | 1,009 |
| Disposals | (1,009) |
| | <u>-</u> |
| At 31 March 1998 | - |

Short term investments comprised 875 Abbey National Plc ordinary shares stated at cost, since the market value at 31 March 1997 of £6,519 was not materially different to the original cost.

CRUSAID (a company limited by guarantee)Notes forming part of the financial statements for the year ended 31 March 1998 (*Continued*)**13 Creditors: amounts falling due within one year**

| | 1998 | | 1997 | |
|--|----------------|----------------|---------------|---------------|
| | Group £ | Company £ | Group £ | Company £ |
| Trade creditor | 6,232 | - | 16,355 | - |
| Other taxes and social security | 1,042 | - | 2,556 | - |
| Grants payable | 22,000 | 22,000 | 8,000 | 8,000 |
| Positively Women's Children Fund (note 14) | 3,019 | 3,019 | 3,019 | 3,019 |
| Other creditors | 74,502 | 69,497 | 8,896 | 14,672 |
| Accruals | 32,098 | 19,729 | 15,323 | 6,745 |
| Deferred income | 12,315 | 12,315 | 8,095 | 3,372 |
| Income tax | 5,164 | - | 15,615 | - |
| Amounts due to subsidiary | - | 9,701 | - | 51,336 |
| | <u>156,372</u> | <u>136,261</u> | <u>77,859</u> | <u>87,144</u> |

14 Positively Women's Children Fund - Administered Fund

| Group and company | 1998 | | 1997 | |
|--------------------------|----------|-----------------|-------|---------------|
| | £ | £ | £ | £ |
| Balance brought forward | | 32,787 | | 29,511 |
| Interest received | 1,436 | | 1,318 | |
| Donation | - | | 1,958 | |
| Disbursement | (23,500) | | - | |
| Movement on fund | | <u>(22,064)</u> | | <u>3,276</u> |
| Balance carried forward | | <u>10,723</u> | | <u>32,787</u> |
| Represented by: | | | | |
| Cash at bank | | 7,704 | | 29,768 |
| Amounts due from Crusaid | | 3,019 | | 3,019 |
| | | <u>10,723</u> | | <u>32,787</u> |

The company acts as agents for Positively Women, a registered charity, in the administration of their Children Fund.

CRUSAID (a company limited by guarantee)

Notes forming part of the financial statements for the year ended 31 March 1998 (Continued)

15 Unrestricted funds

| | 1998 | 1997 |
|---------------------------|-------------|-------------|
| | £ | £ |
| Group and company | | |
| Balance brought forward | 219,930 | 191,019 |
| Surplus for the year | 79,255 | 28,911 |
| Transfer restricted funds | 46,064 | - |
| | <hr/> | <hr/> |
| Balance carried forward | 345,249 | 219,930 |
| | <hr/> <hr/> | <hr/> <hr/> |

CRUSAID (a company limited by guarantee)

Notes forming part of the financial statements for the year ended 31 March 1998 (Continued)

| 16 Restricted funds | Hardship fund (see note i) £ | Lottery (see note ii) £ | Walk for life (see note iii) £ | Star appeal (see note iv) £ | Lottery Scotland (see note v) £ | Rufford Foundation (see note vi) £ | Lothian conference (see note vii) £ | Bath memorial (see note viii) £ | Total £ |
|---|---------------------------------------|-------------------------------|---|--------------------------------------|--|---|--|--|------------|
| Balance brought forward at 1 April 1997 | 301,469 | - | 119,327 | 648,263 | 90,842 | 14,000 | 3,005 | 1,925 | 1,178,831 |
| Add: Income | 407,656 | 103,961 | 257,777 | 97,364 | 7,400 | 21,000 | - | 1,000 | 896,158 |
| Less: Expenses | 79,094 | - | 74,458 | 7,013 | 11,973 | - | - | - | 172,538 |
| | | | | | | | | | |
| Less: Grants | 630,031 | 103,961 | 302,646 | 738,614 | 86,269 | 35,000 | 3,005 | 2,925 | 1,902,451 |
| | 374,678 | 35,987 | 91,191 | 130,527 | 50,522 | 15,750 | - | 1,925 | 700,580 |
| | | | | | | | | | |
| Transfers | 255,353 | 67,974 | 211,455 | 608,087 | 35,747 | 19,250 | 3,005 | 1,000 | 1,201,871 |
| Transfer - Unrestricted | 165,391 | - | (165,391) | - | - | - | - | - | - |
| | - | - | (46,064) | - | - | - | - | - | (46,064) |
| | | | | | | | | | |
| Balance carried forward at 31 March 1998 | 420,744 | 67,974 | - | 608,087 | 35,747 | 19,250 | 3,005 | 1,000 | 1,155,807 |

CRUSAID (a company limited by guarantee)

Notes forming part of the financial statements for the year ended 31 March 1998 (Continued)

16 Restricted funds (Continued)

- (i) This fund exists for the purpose of offering financial assistance to individuals in need as a result of the HIV disease and is now jointly administered by the Terence Higgins Trust who accordingly make a contribution to the fund.
- (ii) This grant was received from the National Lotteries Board to contribute towards the funding of the Hardship Fund in over a three year period.
- (iii) The funds in respect of The Walk for Life are for the Hardship Fund and regional charities.
- (iv) This fund was set up to raise £1 million to match a similar undertaking from North West Thames Regional Health Authority for the first clinical research centre in Britain to be housed at the Chelsea & Westminster Hospital.
- (v) This grant was received from the National Lotteries Board to contribute towards the funding of the Hardship Fund in Scotland over a three year period.
- (vi) This contribution from the Rufford Foundation is to fund the Appeals Manager's salary.
- (vii) This contribution from Lothian Regional Council is to pay for HIV positive people to attend medical conferences.
- (viii) This fund is to pay for a yearly seminar in memory of George Bath.

17 Analysis of group net assets between funds

| | Unrestricted funds £ | Restricted funds £ | Total funds £ |
|--|----------------------------|--------------------------|---------------------|
| Fund balances at 31 March 1998 are represented by | | | |
| Tangible fixed assets | 37,180 | - | 37,180 |
| Current assets | 464,441 | 1,155,807 | 1,620,248 |
| Current liabilities | (156,372) | - | (156,372) |
| | <hr/> | <hr/> | <hr/> |
| Total net assets | 345,249 | 1,155,807 | 1,501,056 |
| | <hr/> | <hr/> | <hr/> |

18 Commitments under operating leases

At 31 March 1998 the group had annual commitments under non cancellable operating leases as set out below:

| | 1998 | | 1997 | |
|--------------------------------|----------------------------|------------|----------------------------|------------|
| | Land and buildings £ | Other £ | Land and buildings £ | Other £ |
| Operating leases which expire: | | | | |
| In two to five years | 27,753 | 4,815 | 22,772 | 4,900 |
| | <hr/> | <hr/> | <hr/> | <hr/> |

CRUSAID (a company limited by guarantee)

Notes forming part of the financial statements for the year ended 31 March 1998 (*Continued*)

19 Commitments

At 31 March 1998 the company had approved grants to be paid in the next 12 months of £22,000 (1997 -£8,000). A provision has been made in these financial statements for these grants.

20 Cash flow statement

The group has taken advantage of the exemption allowed under Financial Reporting Standard No. 1 'Cash Flow Statements' not to produce a cash flow statement as it qualifies as a small group.