



Self Help  
Africa

2018

ANNUAL REPORT



# OUR VISION

is an economically  
thriving and resilient  
rural Africa

**Self Help Africa is the trading name of Gorta.**

The Gorta Group is comprised of Self Help Africa, TruTrade, Partner Africa and Traidlinks.



# CONTENTS

Group CEO's Introduction	6
Projects Snapshot	8
2018 in Numbers	17
<b>PROJECT PROFILE: BETTER</b>	<b>18</b>
<b>PROJECT PROFILE: Graduation Zambia</b>	<b>20</b>
<b>PROJECT PROFILE: PlantVillage</b>	<b>22</b>
<b>PROJECT PROFILE: AgriFI Kenya</b>	<b>24</b>
<b>PROJECT PROFILE: Striking a Balance</b>	<b>26</b>
Working with Women	28
Education Programme	39
Changing Business for Farmers	40
Partner Africa's Continuing Growth	42
Improving Access to Markets	44
WorldWise Global Schools	46
Public Engagement	48
Support in Action	50

## REPORTS AND FIGURES

Letter from the Chairman	52
Directors and Other Information	54
Report of the Directors	56
Directors' Responsibilities Statement	81
Independent Auditors' Report	82

## CONSOLIDATED FINANCIAL STATEMENTS

Consolidated Statement of Financial Activities	85
Consolidated Balance Sheet	86
Company Balance Sheet	87
Consolidated Statement of Cash Flows	88
Notes to the Financial Statements	89

This page: Ayelesh Muluseta (14),  
Butajira District, Ethiopia, 2019.

Cover: Angela Atim (25),  
Kapelebyong, Teso, Uganda, 2018.





**2.2**  
**MILLION**  
**LIVES IMPACTED**

Costa Uwimana is pictured with her children Wikunda, Ushaka, Pasiya, Omari, and Emabra in Meheba Camp, Zambia.

# WHAT WE DO



## AGRICULTURE & NUTRITION

Over 70% of Africa's poorest people live on small farms. We help these farming families achieve their potential to grow much more and earn more from their land.



## MICROFINANCE

We invest in people – providing access to small loans through microfinance gives impoverished rural families access to small loans to improve their farms, so they can grow, eat and sell more.



## COOPERATIVES

We bring communities together - working as a cooperative means farmers can access new markets and earn a better income from their produce.



## CLIMATE SMART

Those least responsible for climate change are the most affected by global warming. We support vulnerable communities to adapt to changing climate, through climate smart agricultural techniques.



## GENDER

We're working to level the gender field in sub-Saharan Africa. When women receive the same support as men, yields increase 20–30%.



## ENTERPRISE

We nurture small businesses and encourage enterprise, enabling households to earn a vital alternative source of income.



**by Raymond Jordan**  
Group CEO

## INTRODUCTION

**Ever wonder what life will be like for your children or your grandchildren? Of course you do – every parent and grandparent wonders, and worries, about the future.**

I'm no different, but I also find myself wondering – and yes, worrying – about the future for Africa's children. What does the future look like for the baby girl born in Kenya in 2019? Or in Burkina Faso or Ethiopia?

By 2050, 40% of the world's children will live in Africa. They'll be growing up in a climate that's hotter, drier and more unpredictable than their parents experienced. It will be more difficult to grow food, and to feed the two billion people who will live across the continent by then.

This is the challenge for our generation – how do we invest now to ensure a better life for a baby girl born today in Kenya? We already know that, if this baby girl receives the correct nutrition over her first 1,000 days, her future already looks significantly better.

If we can ensure that her parents have enough income so that their daughter is allowed to complete secondary school, she'll likely marry later, have fewer children and be in a position to educate and better care for them.

Our work across Africa is a race against time. We're working with African communities to build farmer coops, vibrant farms, profitable enterprises - a sustainable future – while the window of opportunity to do so is closing in.

The work we're doing has never been more important, and your role in helping us to achieve it is critical. On behalf of the millions of people across Africa whose lives were touched by this help in 2018, thank you.

*Raymond Jordan*



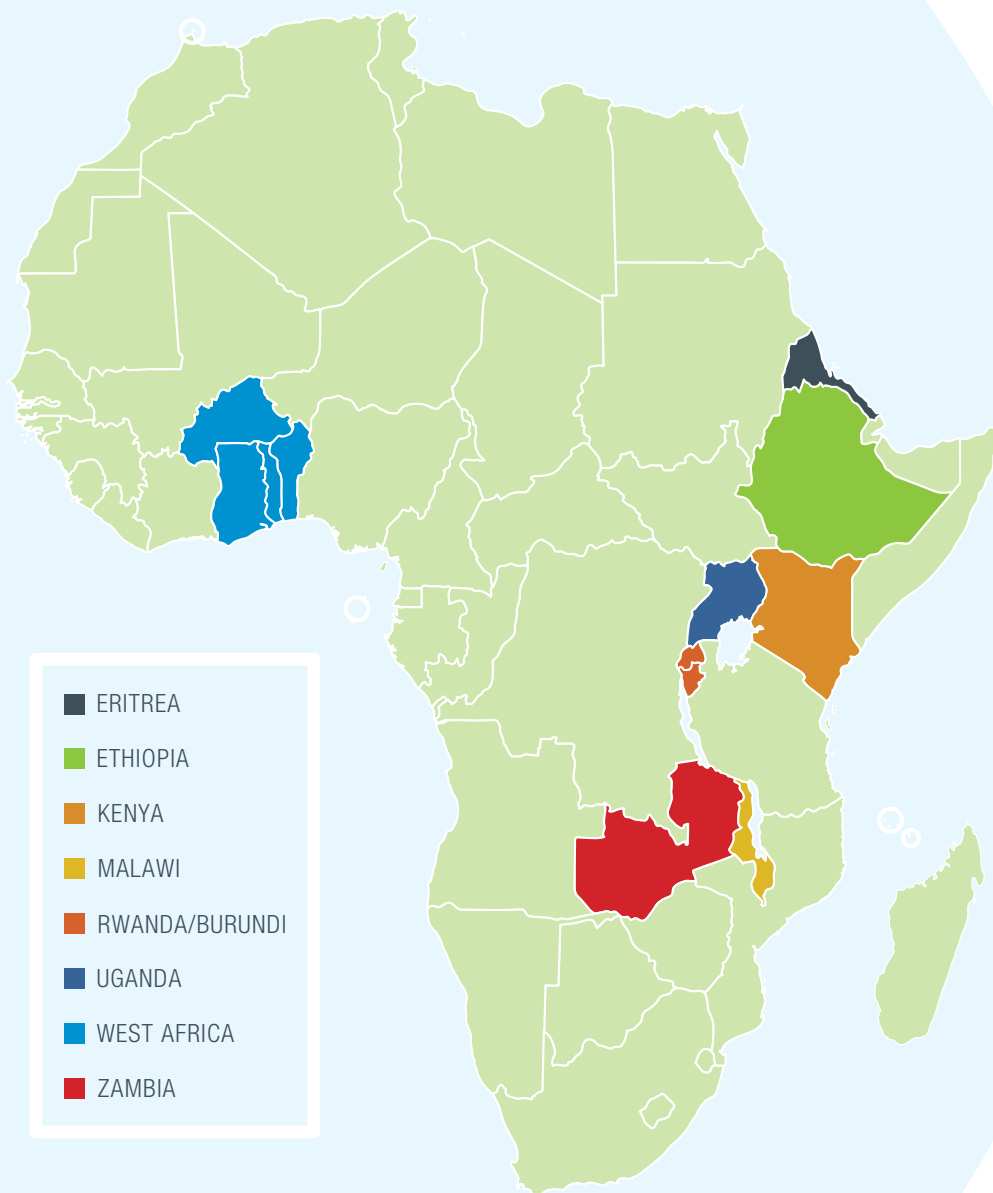
# OUR MISSION

is to support sustainable  
livelihoods for Africa's  
smallholder farmers

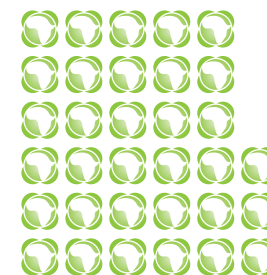
Mary Asele (24) from Kapelebyong in Teso, Uganda, 2018



# PROJECTS SNAPSHOT

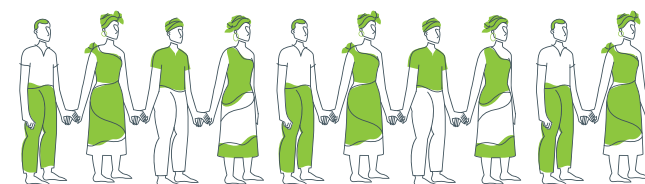


33



Projects across Burkina Faso,  
Eritrea, Ethiopia, Kenya, Malawi,  
Togo, Uganda and Zambia

2,964



Groups we work with  
(enterprise, savings and farm groups)

70%



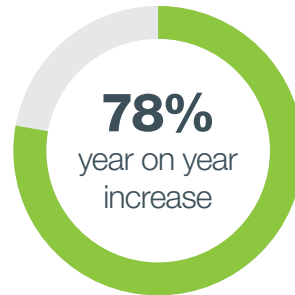
of enterprises supported  
have increased turnover





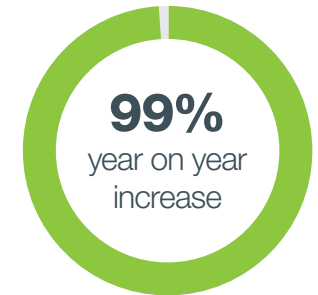
**197,837**

Households with increased production



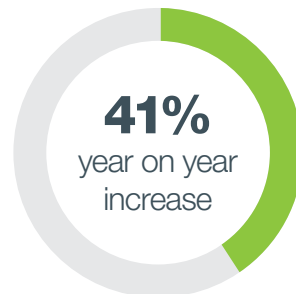
**317,961**

Diversified farming systems



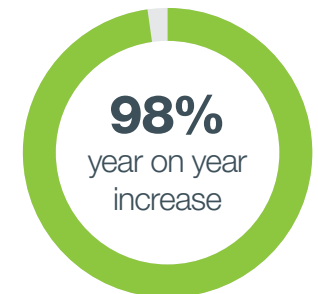
**198,959**

Families with increased resilience



**231,585**

Increased access to financial services



# ETHIOPIA

## PROJECT KEY

- Scaling up RuSACCOs
- Building Opportunities through Seed Enterprise Transformation
- Early Seed Generation II
- Feed the Future
- Dairy for Development
- Stronger Together
- Climate-Smart Agriculture

- Extensive Agriculture and Savanna
- Forest, Rainforest, Swamp
- Barren
- Desert



**99,347**

Families supported

**88%**

Families with access to sufficient food

*We have worked with:*



**56** Small Enterprises



**16** Medium Enterprises



**9** Farm Groups



**382** Savings Groups

# ERITREA

## PROJECT KEY

- Seed Enterprises for Equitable Distribution

- Extensive Agriculture and Savanna
- Forest, Rainforest, Swamp
- Barren
- Desert



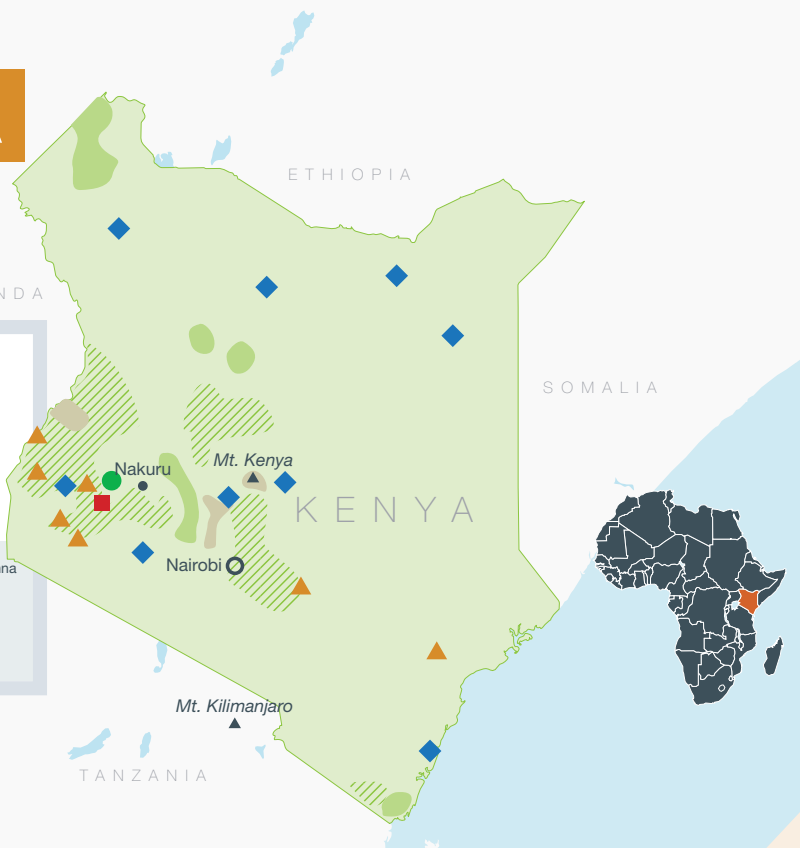
**1,000** households supported



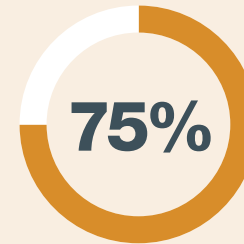
**285 farmers** access improved technology for cereal seed multiplication, and are trained in Savings With a Productive Purpose



# KENYA



**33,302**  
Families supported



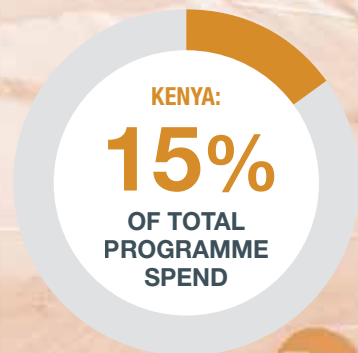
Families with  
access to  
sufficient food



**68%** of people working  
in the cassava value chain  
project are women



**78%** households in  
cassava project now  
have bank accounts



*We have  
worked with:*



**17** Small and  
Micro Enterprises



**690** Farm  
Groups

# MALAWI

ZAMBIA

## PROJECT KEY

◆ Better Extension Training Transforming Economic Returns (BETTER)

▲ Shire Basin Sustainable Natural Resources Management Social Enhancement Project

● Sustainable Livelihood Improvement Resilience Project (SLIP)

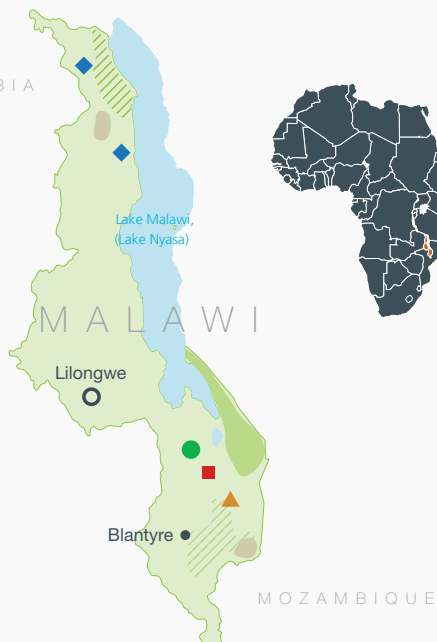
■ Developing Remote Sensing Technology to Monitor Fall Armyworm

□ Extensive Agriculture and Savanna

▨ Intensive Agriculture

■ Forest, Rainforest, Swamp

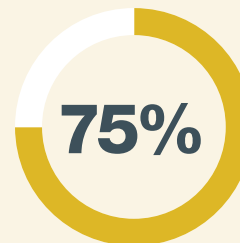
■ Barren



MOZAMBIQUE



**75,182**  
Families supported



Families with  
access to  
sufficient food



**2,420** Community-Based Facilitators trained on climate change adaptation and disaster risk management



**1 million** trees covering **408** hectares, **50** tonnes of vetiver grass, and **2,500** bamboo seedlings planted

*We have worked with:*



**45** Micro Enterprises



**80** Farm Groups



**345** Saving Groups

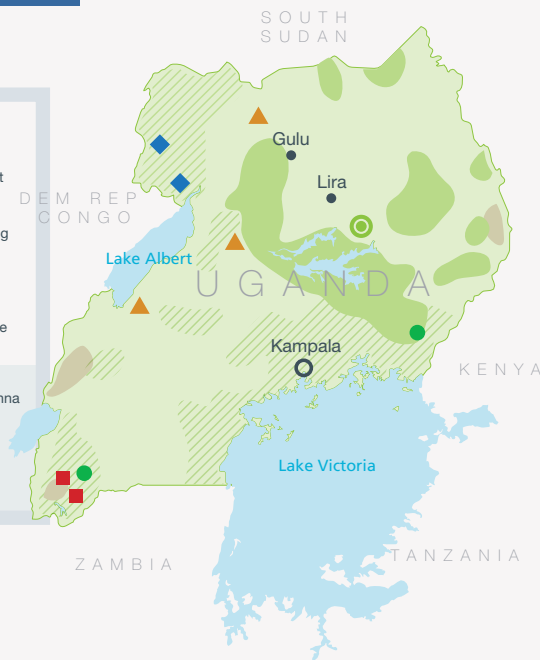
MALAWI:  
**22%**  
OF TOTAL  
PROGRAMME  
SPEND



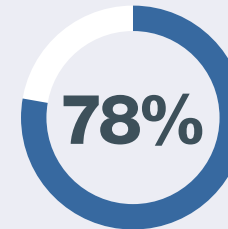
# UGANDA

## PROJECT KEY

- ◆ MANZO Youth Empowerment Project (MAYEP)
- ▲ Agriculture and Market Support for North West Uganda
- Local Seed Business Outscaling
- Striking a Balance
- Strengthening Livelihoods, Nutrition and Climate Resilience of smallholder farmers
- Extensive Agriculture and Savanna
- ▨ Intensive Agriculture
- Forest, Rainforest, Swamp
- Barren



**18,543**  
Families supported



Families with  
access to  
sufficient food



**16,346** seedlings  
distributed and planted  
by **550** local households



MANZO Youth Empowerment  
Project supported **79** youth  
in agriculture groups

*We have  
worked with:*



**15** Small and  
Micro Enterprises



**4** Large Enterprises



**145** Farm Groups

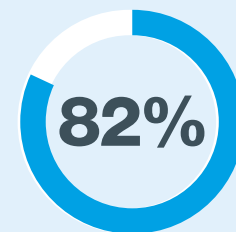
UGANDA:  
**8%**  
OF TOTAL  
PROGRAMME  
SPEND



# WEST AFRICA - BURKINA FASO & TOGO



**35,230**  
Families supported



Families with  
access to  
sufficient food



**7,250** people were  
provided with access  
to safe drinking water

*We have  
worked with:*



**104** Micro Enterprises



**57** Farm Groups

WEST AFRICA:

**7%**

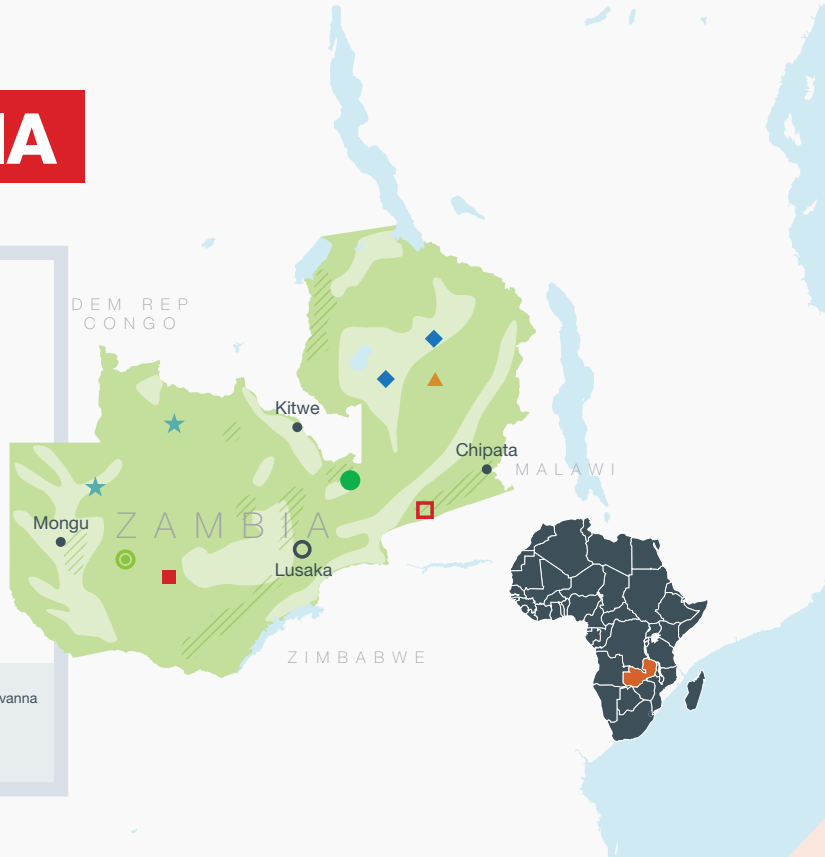
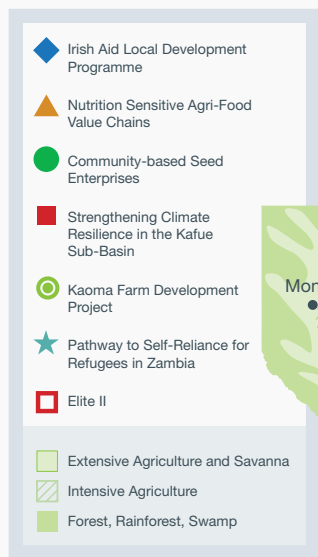
OF TOTAL  
PROGRAMME  
SPEND





# ZAMBIA

## PROJECT KEY



**74,940**  
Families supported



Families with access to sufficient food, despite severe drought in parts of the country

## Irish Aid Local Development Programme



**17,000** households in Mbala and Luwingu districts participated in Irish Aid project

**60%** of people working with Self Help Africa are women

**300** refugee households partaking in 'graduation' project

*We have worked with:*



**120** Micro Enterprises



**753** Farm Groups



**126** Saving Groups





**337,544**  
**FAMILIES SUPPORTED**

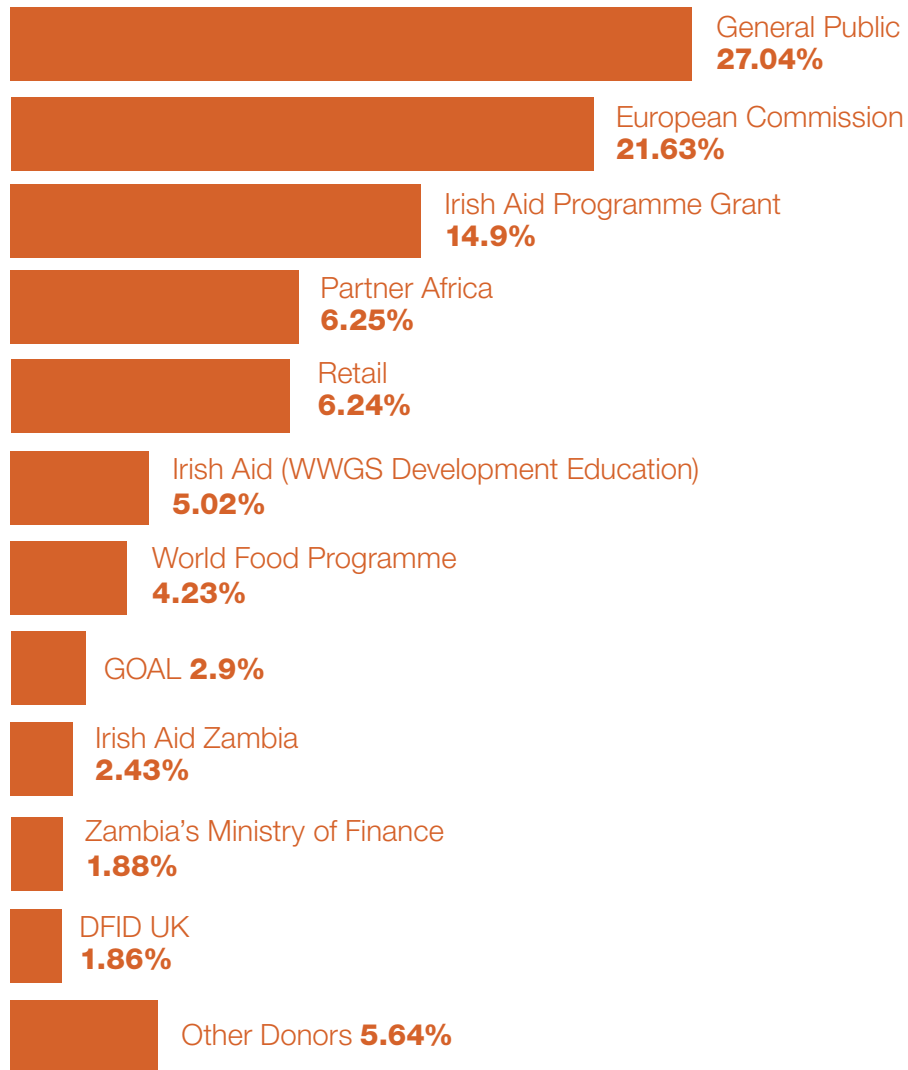
**7%**  
increase  
on 2017

Felister Chipipa (5), Zambia, 2018



# 2018 in figures

## Our donors in 2018



## Where the money goes\*

\*Excluding retail





“

*The project's primary objective is to support households to increase food production and farming income.*

**PROFILE**  
**BETTER PROJECT** (MALAWI)



# Farmer Field Schools playing a vital role

**For decades, community-based ‘farmer field schools’ have been a key part of Self Help Africa’s work.**

As a means of introducing new crops, farming practices or ways of working, the village ‘field school’ has played a vital role in spreading knowledge and bringing reach and scale to the work that we do.

A new project in Malawi took that approach to a whole new level, when the BETTER (Better Extension Training Transforming Economic Returns) project set out to reach more than 400,000 farmers across ten of the country’s districts, over a five year period.

Backed by the European Union and other funders, the €14m project aims to establish more than 13,400 farmer field school groups, mentor and train a total of 600 master trainers, and support an additional 8,000 community-based facilitators across the southern African country.

Training and support in various agricultural practices is also being provided to 500

government agricultural extension officers, while close to 100 area development committees are being created to coordinate activities at local level.

The project’s primary objective is to support households to increase food production and income from farming.

BETTER is also seeking to address other challenges affecting rural, poor communities, and is looking specifically at ways to ensure that communities are better able to cope with environmental shocks, such as drought and extreme flooding, which are commonplace in the country.

To this end, 1,157 village civil protection committees and the same number of community-based natural resource management committees are being created to both combat and mitigate the effects of changing climate, and also ensure that communities are better prepared for disasters when they do occur.



Farmer Field School, BETTER-KULIMA project, Mweniyumba, Malawi, 2018

Self Help Africa has assembled a consortium of local and international partners to implement BETTER and is working with the Adventist Development and Relief Agency (ADRA), Action Aid, Plan International (UK), and the Evangelical Association of Malawi (EAM) on the project.



# Agricultural answer to Africa's refugee challenge

**Furaha Mwisha saw her parents being murdered when she was just nine years old. After 10 years of a nomadic life, she now lives in a refugee camp in Zambia, where she is learning to become a self-sufficient farmer thanks to Self Help Africa.**

21-year old Furaha farms a small plot of land that until recently was bush and scrub. Although it took her several months to dig and clear, she is now growing groundnuts, and is rearing a small herd of tethered goats.

Furaha's two acre plot is on the fringes of the sprawling Meheba refugee camp, a UN-run settlement in the far north-west of Zambia.

Originally intended as a temporary refuge for people fleeing civil war in neighbouring Angola, Meheba is one of Africa's oldest refugee settlements.

Almost twice as old as Furaha, it is home to almost 25,000 people.

Much is written about Africa's refugee crisis, but in the West, the story that's fre-

quently told is about the flight of economically desperate people who have risked life and limb in search of a better life in Europe.

However, the countries of sub-Saharan Africa are home to more than one quarter of the world's refugee population.

Over 18 million people in the region are cared for by the UNHCR, and these numbers have been climbing, as conflict, climate change and increasing pressure on land and resources have driven people from their homes and their countries.

Finding an appropriate agricultural response to Africa's refugee crisis might not be immediately obvious, but in 2018, Self Help Africa embarked on two separate development projects that sought, in different ways, to do just that.

Where Furaha Mwisha lives in north-west-



ern Zambia, we launched a 'graduation project' designed to provide a long-term future for refugee families as small-scale farmers and business owners.

Householders like Furaha were provided with training, seed, livestock and other skills, and on land they were given by the local district, they were supported with different crop and livestock activities, and helped to establish income-generating opportunities and small businesses.

Furaha Mwisha had lived in Meheba since fleeing an ethnic conflict in neighbouring

Congo that had killed both of her parents a decade earlier. She had known little apart from UN handouts during that time.

2,000 miles to the north, another agricultural training project is allowing thousands of small-scale farmers in western Uganda sell their grain to the UN Food and Agriculture Organisation (FAO), who are the single largest buyer of maize in the country.

Farmers received training in harvesting, drying, bagging and bulking of their maize. They are now producing grain that meets the standard, for moisture content and cleanliness, required by the UN agencies to feed refugees in a country where upwards of one million people live in displacement camps.

Villagers are provided with tarpaulin on which to sun-dry their grain and beans, and sealed hoppers where they can keep their crops dry, clean, and protected from vermin and pests before sale. In the most recent phase of this new project, one-time dependent refugee families are amongst the farmers who are now producing, and selling to the UN.



“

*Farmers are now producing to a standard required by UN agencies to feed refugees.*



**PROFILE**

**GRADUATION PROJECT (ZAMBIA)**

# Artificial Intelligence in agriculture

**Meet Nuru – an artificial intelligence (AI) assistant at the forefront of agricultural technology that's changing the lives of smallholder farmers in Africa.**

It's the newest piece of technology being embraced by Self Help Africa, and is supporting 28,000 cassava farmers across seven counties in Kenya, to help them to quickly diagnose viral and mite diseases in cassava, and Fall Armyworm damage in maize.

Nuru – Swahili for 'light' – was developed by PlantVillage, a research and development unit of Penn State University in the US that seeks to develop affordable technology to improve access to knowledge, with the aim of empowering smallholder farmers and end extreme poverty.

Functioning as an app that uses the camera on a smartphone to scan plants, it has been recognised by Self Help Africa as being a valuable AI tool that can identify a problem quickly and early. It gives farmers the chance to take the necessary steps to control the disease or pest before it has spread and gone out of control.

The app has been made possible both by the proliferation of smartphones in sub-Saharan Africa, and the significant recent advances in machine learning.

Although still in field test stage, as the technology develops, devices like Nuru



“*Nuru helps farmers to diagnose viral and mite diseases in cassava*”



Rosalind and Emiliana, Kenya, 2018

have the potential to bring huge scale, reach and efficiency to the way that diseases in crops can be diagnosed, and ultimately controlled, in Africa.

Penn State University has devised Nuru in collaboration with the United Nations Food and Agriculture Organisation (FAO), with the Consultative Group for International Agricultural Research (CGIAR), and other partners.

In Kenya, Self Help Africa and PlantVillage are working together to bring Nuru to life in a project that is working to develop the market potential of cassava in the country. It also has the potential to be applied in the early detection of Fall Armyworm infestation in African maize, and in diseases in potato crops and wheat.



A close-up photograph of a person's hands holding a smartphone and a plant. The person is wearing a dark blue shirt. The plant has green leaves and a thick, green stem. The background is blurred, showing more of the plant and some greenery.

## PROFILE: PLANT VILLAGE

“  
*Devices like Nuru  
have the potential  
to bring huge scale  
and reach to crop  
diagnostics.*

Scanning crops with a smartphone in Kenya, 2018



# Agri-business fund to support 100,000 families



Damaris Auma Oloo (56),  
cassava farmer in Sinogo  
Village, Kenya, 2018

---

**Self Help Africa is creating profitable new markets for more than 100,000 rural poor families in Kenya with an innovative new Challenge Fund that is the largest enterprise development project in the organisation's long history.**

**B**acked by the European Union and with additional funding from SlovakAid, the 'AgriFI Kenya Challenge Fund' aims to provide investment and support to over 50 agri-enterprises, and create thousands of new jobs in Kenya's agri-food sector.

The five-year venture was launched in early spring 2018. The Fund is being implemented by Self Help Africa with technical support provided by South Africa-based business consultancy Imani Development.

Close to 200 agri-businesses responded to the first funding call issued by AgriFI Kenya, with crop producers, processors and service businesses in the agriculture, fisheries and food sectors in Kenya responding to the invitation to submit plans. Private businesses, agricultural cooperatives and others in the food and agri sector had made submissions, with 15 applicants being short-listed for funding consideration in spring 2019.

The project will invest more than €18m in Kenya's agri-business sector in the coming years, and expects to create up to 10,000 new jobs.

The Challenge Fund has placed particular emphasis on supporting agri-enterprises that can provide viable long-term markets for more than 100,000 small-scale farmers across all regions of Kenya. AgriFI Kenya has also set out to assist business where support can be of benefit to marginalised pastoralists (nomadic and semi-nomadic herders and farmers).

With its grants, Self Help Africa is also seeking to improve the capacity of small-scale farmers and pastoralists to apply environmentally sustainable practices and climate-smart agricultural approaches in their farm work.

Agri-businesses are only eligible for investment from AgriFI Kenya if they can match fund the grants they are awarded, while

Beatrice makes Ugali from cassava flour mixed with millet flour, Teso South, Busia County, Kenya, 2018

“

*The project will invest more than €18m in Kenya's agri-business sector, and expects to create up to 10,000 new jobs.*

benefitting businesses should be capable of increasing turnover by at least 25%.

The Challenge Fund is part of the wider AgriFI programme funded by the EU in a financing agreement between the European Commission and the Government of Kenya, signed in 2017, and designed to unlock, accelerate and leverage investments within value chains.

While Self Help Africa is managing the Fund, it is being implemented in parallel with a planned European Investment Bank (EIB) facility being provided to local banks. Through the Kenya Agriculture Value Chain Facility, the EIB will extend a €50 million credit line to selected commercial banks, with the objective of facilitating access to agri-enterprises promoting integration of smallholder farmers into their value chains.



**PROFILE**  
**AGRIFI PROJECT (KENYA)**





# A new **green economy** in Uganda

## PROFILE

### STRIKING A BALANCE (UGANDA)

Lake Bunyonyi Islands, Uganda

“

*Close to 140,000 people living within the wider Lake Bunyonyi basin will benefit.*



---

## Uganda's Lake Bunyonyi is regarded by many to be a wonder of the natural world.

Situated in the southwest of the country, Bunyonyi is a visually spectacular waterway, framed by lush, green-terraced hills, and dotted with dozens of small, largely uninhabited islands.

It is the second deepest lake in Africa and the third deepest worldwide, and it is under threat.

Although Lake Bunyonyi plays a vital role in the economic and social life of this remote corner of southern Uganda, population increases, changes in landowner behaviour and farming practices, and other factors have put huge pressure on a resource on which so much depends.

'Striking a Balance' was launched by Self Help Africa in early 2018 not only to address the challenges – including deteriorating water quality, siltation, and depleting fish stocks – but also to create a new 'green economy' for communities living in the area.

The EU-funded project is seeking to slow down the pace at which wetlands and the papyrus-filled swamps around the fringes of the lake have been drained and cleared for intensive farming usage, while also supporting upland communities to build terraces and check dams to arrest soil erosion and run-off into the lake.

Working in partnership with a number of local government agencies, the project is also helping communities to establish alternate on and off-farm activities, ranging from mushroom farming and fruit tree production, to beekeeping and textile manufacturing, to provide households with

sustainable alternative sources of household income.

Eco-tourism activities are being promoted, including amongst communities of indigenous Batwa tribespeople who were relocated from the forests to the shores of the lake a generation ago. Agri-businesses that can support the eco-tourism resorts that operate around the fringes of the lake and in nearby forest reserves are also being developed.

The project is providing training to 1,000 community-based environment advocates, is establishing and training 12 village natural resource committees, and is supporting 18,000 households with the sale of fuel-efficient cooking stoves.

It is projected that close to 140,000 people living within the wider Lake Bunyonyi basin will benefit from the various project activities during the life of the two-year scheme.



Beekeepers Tito and Evalyne, Uganda



Jacqueline Nindorera, Zambia, 2018

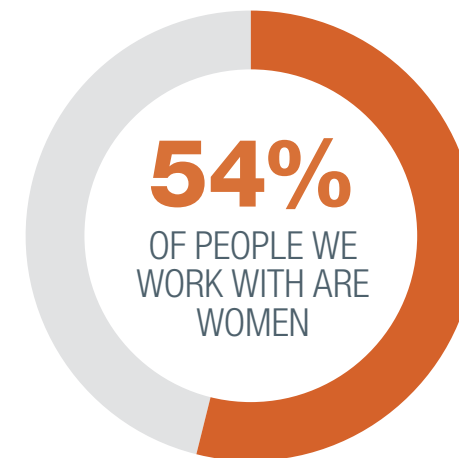




IN 2018 WE WORKED WITH

**183,791**

**WOMEN**





“  
*I stopped running  
a long time ago*

## JANET'S STORY

### Zambia

*“I stopped running a long time ago. Now, I am putting down roots.”*

Janet Singalangabo was still a teenager when her mother was killed before her eyes. She fled her home in eastern Democratic Republic of Congo, ending up at the UN-run Meheba refugee camp in north-western Zambia. She has lived here for nearly a quarter of a century.

Janet began working with Self Help Africa two years ago. She attended a small business course and joined a goat rearing programme.

Today, she has her own small herd, and has established a barbecued meat stand where she sells fresh and cooked meat to refugee households.

Janet has a family of four children. She recognises that their start to life hasn't been easy, but like all parents she has hopes and dreams for her kids. *“Although I didn't go to school myself I know that my children can,”* she says.





“

*The UN is a good market*

## MARGARET'S STORY

Uganda

61-year-old Margaret Bwangirwa says that she is more financially secure since she started selling her grain to the UN.

*“For most of my life I used maize to feed my family. Today, I also sell some of it to earn an income,” she says.*

Trained in improved methods of crop handling post harvest, Margaret is now producing maize grain to a standard that is acceptable to the buyers of the UN World Food Programme (WFP), a market that was opened up for her and several thousand other small-scale farmers in western Uganda by Self Help Africa.

The WFP is buying her grain to feed the 1.4 million refugees now living within Uganda's borders.



“

*The business comes to me*

## AGNES' STORY

Kenya

Agnes Mutisya greets each farmer when they come to her door in Kitui County, Kenya, to sell their produce.

The 42-year old mother-of-five says that the business now comes to her.

An agent for TruTrade, Agnes says that she weighs each sack, and with each farmer confirms the amount that each will be paid for their produce.

Green gram (mung bean) was the crop she was sourcing for TruTrade when we visited.

*“When TruTrade identifies a market and a price, they let me know and I communicate with the farmers in my district,”* Agnes explains.

Agnes' home serves as a depot where crops are bulked for collection, while she also confirms all transactions with TruTrade HQ. All farmers are paid in mobile money. *“I never need to worry about carrying cash,”* she adds.





---

## *Fighting Fall Armyworm*

---

# ASIMENYE'S STORY

### Malawi

36-year-old Asimenye Mwafongo is on the frontline of Malawi's fight against Fall Armyworm (FAW), one of the biggest threats to food production facing households in northern Malawi.

Armed with the knowledge that she picked up on a Self Help Africa training course, Asimonye demonstrates to villagers different approaches to combatting the destructive pest, and shows local farmers how they can fight the invasion on their own.

*"We show them both chemical and natural pesticides, and explain to farmers that it is possible for them to use botanicals like neem and chilli to fight the invasion, especially when they cannot afford man-made insecticides," she explains.*

Asimenye is amongst 30 community-based advisors who are helping to combat FAW in her area of Karonga District.



“

*I was heartbroken when my daughters moved away*

## DAMARIS' STORY

Kenya

*“If we hadn’t been poor our daughters wouldn’t have married early,”* reflects Damaris Oloo.

A small-scale farmer in Homa Bay, western Kenya, Damaris recalls that food was scarce, they had no beds to sleep on, and she simply couldn’t provide for her family on their one-acre farm.

*“I was heartbroken when my daughters moved away, but they had the chance of a better life if they married.”*

Damaris is now a successful cassava producer, and has rented land on which she grows nine acres of the crop.

She makes most of her income selling cassava cuttings, and by doing so is helping hundreds of others across her district to grow cassava.

*“Self Help Africa has made cassava a commercial crop in this region. There are millers and others who process tubers, and you can earn a good living from it,”* she says.





“  
*We work hard but  
we work smart*  
”

## QUEEN'S STORY

### Malawi

Queen Masukwe is proud to host visitors to her farm.

A 'model farmer' in Zingananjara village in northern Malawi, she has demonstration plots where others come to see the approaches she and her husband Lisan use to grow upland rice, groundnuts and cassava.

Queen also has a piggery, rears poultry, and uses animal manure to make fertiliser to use on her four-acre farm.

*“We work hard but we also work smart,”* she says, adding that many of the techniques that they use were the result of training provided by Self Help Africa.

*“They show us and we show others,”* she explains. *“It’s a good arrangement, and people in this locality are now producing more as a result.”*



“

*The coop has given  
us a greater voice*

## KOKEBE'S STORY

Ethiopia

Kokebe Ababa never thought of herself as a leader.

But when she was elected to chair a Rural Savings and Credit Cooperative (RuSACCO) in her village, she accepted her appointment as an honour.

Kokebe has seen the benefit of the RuSACCO in Hitossa village, Ethiopia, for herself - having used borrowed capital to rent additional land on which she now grows potatoes, and to buy and rear cattle for sale.

*“The cooperative has been good for our community. It has given many women like me a chance to earn a living,” she says. “It has also given us a greater voice in decision making at home.”*





“ .....  
*We are building small  
businesses*  
.....

## FLAVIA'S STORY

Uganda

25-year-old Flavia Dritchelo is a member of a horticultural group who are growing, processing and marketing onions and other vegetables in the north-west of Uganda.

She's a member of a youth producer group in Otukaliri, and grows onions that she dries and sells into local markets, and across the nearby border with South Sudan.

A mother of three, Flavia says that in two years of growing and selling onions commercially, she has earned enough to buy two goats and two sheep that she is currently planning to breed.

While Flavia grows onions, others in the group produce cabbage, tomato and garlic. *“Two of our group make wooden boxes that we use to store our produce while two of the men have small motor-bikes that they use to transport the boxes to the markets,”* she says.

*“We work together, and are building small businesses to earn a living.”*





Munira Kadir (10) and Habida Kamil (11), Dire Lafto, Amhara Region Ethiopia, 2019.

Photo by Nick Spollin



'Around the World in 80 Actions' at Electric Picnic, 2018

# Education Programme

**Self Help Africa's Development Education (DE) programme delivered school workshops, teacher-training modules and supported a range of community-based activities in Ireland during 2018.**

A total of almost 250 workshops were delivered by Self Help Africa's Development Education (DE) programme to over 5,300 Irish post-primary students in 2018.

The programme also worked with seven Irish universities, and launched a new eight-week Social Justice Module for trainee teachers at NUI Maynooth.

A collaboration between SHA and the Professional Development Services for Teachers (PDST) organisation led to SHA's teaching support materials being made available on the Department of Education and Skills 'ScoilNet' web platform. These included new resources developed to support the presentation of workshops on climate justice, ethical trade, sustainable agriculture and gender equality.

Self Help Africa delivered workshops to over 80 post-primary schools, and to adult and community groups in Cork, Donegal and Wexford.

SHA photo exhibitions were hosted by over a dozen schools, while the DE programme also organised a range of events, including a mini 'Science for Development Expo' for student scientists, that was attended by Tánaiste Simon Coveney at the Department of Foreign Affairs HQ at Iveagh House, Dublin. The DE team also attended Irish Aid's 'Africa Day' events in Dublin and Cork, and had a presence at the annual Electric Picnic music festival in Stradbally, Co. Laois.

Self Help Africa's Irish Aid-sponsored 'Science for Development Award' was awarded to Killorglin student Timothy McGrath at the annual BT Young Scientist and Technology Exhibition at The RDS in Dublin. Meanwhile, the 2017 winners of the prestigious award, Jack O'Connor and Diarmuid Curtin travelled on a schools' study visit with Self Help Africa to Uganda, and received several new awards for their efforts, including at the Enactus World Cup project fair in the US.





kama ajenti ne tye kawil  
e ki rwom ma lawil mito.  
TruTrade tye iye, kun  
doney pa lapur.  
ut omoko yeyo mamege  
me jami apura. Macalo  
ki keto ne lupuku.  
haleng kama ajenti gitye kawil.  
magoba ma odong Pi  
e cuu commission bot. lutic  
a qiwalo ni.  
okeken ma: dong inge  
cu kacel ki  
a cato-wil oiyoto  
ati ki ikoro gin apura.  
o wel inge cak o cato.  
ca.net

“

*Thousands of farmers  
using the TruTrade  
platform are paid directly  
to their mobile phone.*

# TruTrade: **changing business** for farmers

**Self Help Africa's social enterprise TruTrade is at the forefront of the agricultural technology revolution that's changing business – and lives – in rural Africa.**



There's an insight into what TruTrade is all about, the impact on the way farmers do business, and what the future holds:

## **The past**

Traditionally, farmers in Kenya and Uganda (TruTrade's countries of operation), as well as many other parts of Africa, have worked in unorganised markets. There was no connection between producers and final buyers. Farmers were often at the mercy of, and forced to sell to, middlemen for reduced prices.

Doing business in rural Africa is especially challenging for women. The cash-based system of buying and selling produce left women either vulnerable to attack after selling their produce, or excluded from the process altogether, with men stepping in to handle cash transactions.

## **The present**

TruTrade's digital platform is unlocking opportunities, increasing incomes and fundamentally changing the way smallholder farmers do business in rural Africa.

The TruTrade way brings many benefits for farmers. Using a digital payments system removes the risk associated with cash, and makes trading safer. It also provides an alternative to the previous 'buy-low, sell-high' trading practice that's so common across agricultural value chains in rural Africa.



Agnes Mutisya. Kamusiliu village, Kenya, 2018

The thousands of farmers using the TruTrade platform are paid directly to their mobile phone, after delivering their produce to an agreed collection point and having it checked for quality by a TruTrade agent. This digital payment provides farmers with a trading record, and transparency – this in turn opens up access to financial services.

TruTrade is also increasing farmer incomes – by 20% on average. A profit-sharing model also distributes additional profit equally between farmers and TruTrade.

The platform also provides sourcing companies in Africa, as well as European export markets, with visibility through the supply chain. It identifies what farmers sold and were paid, and also communicates with farmers in bulk via SMS.

There are also many other knock-on benefits, including education. Farmers no longer need to wait until market day to sell their produce and be paid. As a result, parents can pay school fees faster to avoid their children being taken out of school.

## **The future**

TruTrade's model is a new way of doing business in rural Africa.

By 2020, TruTrade aims to provide a market linkage service to 30,000 farmers, for approximately 10,000MT of produce – worth about \$6 million annually.



# Partner Africa's continued growth

**2018 saw significant growth in the demand for the services of social enterprise subsidiary Partner Africa (PA)**



Partner Africa worked across 42 countries in Africa and the Near East during the year. The organisation provided ethical auditing and business consulting services to a range of sectors, and supported clients to understand and manage complex supply chains, and navigate global trade in a responsible manner.

During 2018 Partner Africa completed 892 audits in 29 different countries, and provided services to businesses involved in textiles, tea, coffee, fruit, cut flowers, and beverage production, amongst many other sectors.

In 2018, PA streamlined its consulting offering into five service lines:

- Research, Investigation & Impact Assessment;
- Project Management;
- Training;
- Risk Management;
- Trade Development.

The company also carried out various training programmes, including ethical trade awareness training workshops to businesses in South Africa, Tanzania and Zimbabwe who are supplying agricultural



**“Income grew to over €1.3m in 2018.”**

produce to retailers in the UK. In addition, anti-harassment training was carried out with HR directors from 17 countries, and a training and consulting project to build capacity of SMEs around four mining businesses in South Africa.

Recognised by global brands, ethical trading bodies and industry associa-

tions, Partner Africa has provided audits and consultancy services to businesses including Coca Cola, Heineken, Unilever, Walmart, Nestle and Tesco.

A pioneer in the field of ethical, responsible business solutions, Partner Africa's income during 2018 increased by 46% on the previous year.

The company has offices in Cape Town, Cairo, and Nairobi, where it now shares offices with Self Help Africa and the organisation's other social enterprise subsidiaries, TruTrade and Traidlinks. It delivers its services through a network of over 100 trained auditors and key consultants operating across Africa.





Coffee roasting in Ethiopia.



# Traidlinks: **improving** access to markets

**Improving access for East African manufacturers and producers to neighbouring markets has been the primary focus of social enterprise subsidiary Traidlinks.**



In 2018, Traidlinks provided consultancy services to companies in Rwanda, Burundi and in the eastern region of Democratic Republic of Congo, allowing firms to explore and exploit opportunities to trade between these countries, and in neighbouring Tanzania, Kenya and Uganda markets.

The companies involved in trade transactions included businesses engaged in the production and processing of food and drinks, as well as manufacturers of crafts, furniture, cleaning utensils and construction materials including reinforcing steel bar and cement.

Traidlinks, which was initially established in Ireland in 2004 to develop the export capacity and international trade development opportunities for small and medium sized African enterprises, became a part of the Self Help Africa organisation in 2017.

Traidlinks collaborated with Vanguard Economics Rwanda in 2018 to conduct an analysis of trade dynamics in Eastern Democratic Republic of Congo.

This was part of an effort to improve business competitiveness, reduce barriers to trade, and promote the concept of business clusters in the region.

In a further effort to improve business competitiveness, Traidlinks focussed on increasing efficiency and supporting innovation through technology. It also developed measures to ensure greater inclusion of female entrepreneurs through a 'women champions in trade' programme.

Two new business initiatives supported by Traidlinks during 2018 included the 200-strong Kiaka Cooperative in Gisenye, Rwanda, who manufacture furniture and crafts for export, and the Chalkchain Company in Bujumbura, DRC, who secured new markets for their blackboard chalk in the Uvire and Bukuva districts of the country, and a new contract to sell their chalk to UNICEF.

In 2019, Traidlinks is aiming to establish a new initiative that will support female traders who operate over Burundi's borders with Rwanda, DRC and Tanzania. The two year scheme will organise women traders into cooperatives, provide training to border officials, and recruit trade information officers. The objective is to tackle corruption and reduce incidents of harassment to women involved in cross-border trade.



Chalk making in Bujumbura, DRC.

“

*Chalkchain Company  
secured a new contract to  
sell their chalk to UNICEF.*









# WorldWise Global Schools

**Self Help Africa leads in the delivery of Irish Aid's WorldWise Global Schools (WWGS), an initiative that seeks to promote and stimulate post-primary schools to heighten awareness of global and social issues in classrooms across Ireland.**



WorldWise Global Schools  
Annual Conference 2018

Since it was established at SHA's Dublin headquarters in 2013, WWGS has sought to integrate Global Citizenship Education (GCE) into all aspects of post-primary teaching and learning. It has disbursed grants to schools, organised networking events and activities, supported teacher training, and developed and distributed learning resources to schools.

The organisation has worked with a total of over 350 schools nationwide, and during the 2018 calendar year awarded a total of 364 school grants – 165 to schools during the 2017/18 academic year, and 199 in 2018/19 – to year end.

“

*WWGS has worked with a total of over 350 schools nationwide.*

The support provided by WWGS extends beyond grant funding however, as backing is provided to schools in the form of training, event organisation, and learning resources

to assist teachers in the classroom.

WWGS invites schools, school networks and NGOs to apply for funding for GCE activities and initiatives they are hoping to run during the academic year. In spring 2018, a total of 92 teachers representing 73 second-level schools attended a nationwide teacher training event, while a series of similar events were organised by WorldWise Global Schools at regional level, later in the year.

More than 300 students and teachers, representing 70 schools from across Ireland, attended the 5th Annual WWGS Conference, where the focus was on Global Citizenship and the 17 Sustainable Development Goals. At the event a total of 32 new schools received 'Global Passports' – an accreditation provided by WWGS for schools that are involved in integrating GCE into their work. The new inductions brought to over 140 the number of post-primary schools involved with the Global Passport Awards programme.

Also, in 2018, WWGS embarked on the second year in partnership with the Junior Cycle for Teachers, introducing global and social justice issues into a growing number of subject areas at JC level.



# Public engagement

**Self Help Africa participates in and hosts a series of public and supporter engagement activities in Ireland, the UK and the United States each year, to inform the public about the work that we do, and encourage people – as voters, donors, supporters, campaigners and students – of the roles they can play in ending hunger and extreme poverty.**

## Public Events

Close to 5,000 people attended events hosted by Self Help Africa last year.

In addition, over 7,000 students took part in educational events and workshops that were delivered by our Development Education team, and thousands more viewed exhibitions that were staged at schools, university campuses and in public spaces during the year.

Gala fundraisers were held in New York, Boston, Dublin, Galway and Shrewsbury, while Self Help Africa also had a presence at the National Ploughing Championships in Ireland, at the BT Young Scientist and Technology Exhibition, Africa Day events in both Cork and Dublin, and at the annual Shrewsbury Food Festival in Shropshire. Furthermore, over 100 supporters and volunteers attended the official launch of 'Self Help Africa' in Belfast, following the merger with Northern Ireland-based War on Want NI.

Self Help Africa had a presence at Ireland's premier rock festival, Electric Picnic, where hundreds of concert-goers took part in a novel public engagement activity – 'Around the World in 80 Actions' – which sought to engage people with the UN's Global Goals.

## Representations

In addition, Self Help Africa continued to press the Government to increase state support for Overseas Development Aid. Our representatives attended a wide range of sectoral events, and campaigned on a broad range of policy issues across Africa and in the West, as we continued to champion agricultural and development policies necessary to our work to improve the lives of people across sub-Saharan Africa.

We also hosted the fourth annual conference of the Irish Forum for International Agricultural Development (IFIAD), which took place at Iveagh House, the headquarters of the Dept of Foreign Affairs, to mark World Food Day. We were involved in the formation in Ireland of the Irish Potato Coalition,

alongside Teagasc (the Irish agricultural advisory service) the Irish Potato Federation, the International Potato Centre, Vita, and UK-based NGOs Farm Africa and Concern Universal.

## Field Visits

During 2018, Self Help Africa hosted a visit to sub-Saharan Africa by the IFA president Joe Healy, who was accompanied by Group CEO Ray Jordan and Director David Governey. The head of the IFA learnt more about our work, and also met with representatives of the Irish government, and with representatives from the agri-business and agricultural cooperatives sector.

SHA directors Carmel Fox and Pat Murphy met with Uganda's Minister for Cooperative Development during a visit that they made to the country, while students who took part in Self Help Africa's annual Development Education field trip to Africa met with Ireland's Ambassador to Uganda William Carlos during their field visit to the country.

“

*Close to 5,000 people attended events organised by Self Help Africa.*

## Communications

Thousands of supporters in Ireland, UK and US received print newsletters and materials produced by our in-house communications team during 2018, while an increased recognition of the importance, and effectiveness of digital communications saw us enhance substantially our online presence during the year.

An extensive range of social media activities and campaigns were integrated into our public engagement work, as we increased to more than 65,000 the number of people we are communicating with on Facebook, Twitter, Instagram and other platforms.

During 2018 we undertook a comprehensive review of how we collect and store data, and introduced an extensive range of best practice measures to ensure that Self Help Africa was fully compliant with the new European Union-wide General Data Protection Regulation (GDPR) framework, which came into force across the EU last May.



Dr Ken Giller, Wageningen University, Holland, speaks at the annual IFAD conference in Dublin.



IFA president Joe Healy meets workers packing vegetables in Ethiopia.



Self Help Africa chairman Tom Kitt and Claire Hanna, MLA, at the launch of SHA Northern Ireland in Belfast.



Two 'lead farmers', Joseph Ogur, Caroline A. Ochieng and two SHA staff members, Victorine Atieno Owino and Frederick Owino with Regional Director Mark Ireland, as they receive certificates upon completion of a Marshal Papworth agricultural training course in the UK.



Children in Cork celebrated 'Africa Day' with Self Help Africa by helping to create an African village using clay.



# Our Community



Sonia O'Sullivan and Anna Geary take part in Croke Park Challenge in aid of Self Help Africa.



New York Change-Maker's Ball in aid of Self Help Africa



BBC Radio 4 presenter Sheila Dillon delivers a charity appeal in aid of Self Help Africa on BBC radio.



Alfred Lakwo, a Self Help Africa partner in Uganda, and chef and writer Domini Kemp at the Dublin Change-Maker's Ball.



Davie Philip of Cultivate.ie gets involved at Electric Picnic



One of Ireland's leading endurance events, 'The Race' takes place annually in aid of Self Help Africa. It was won in 2018 by Martin Lynch.





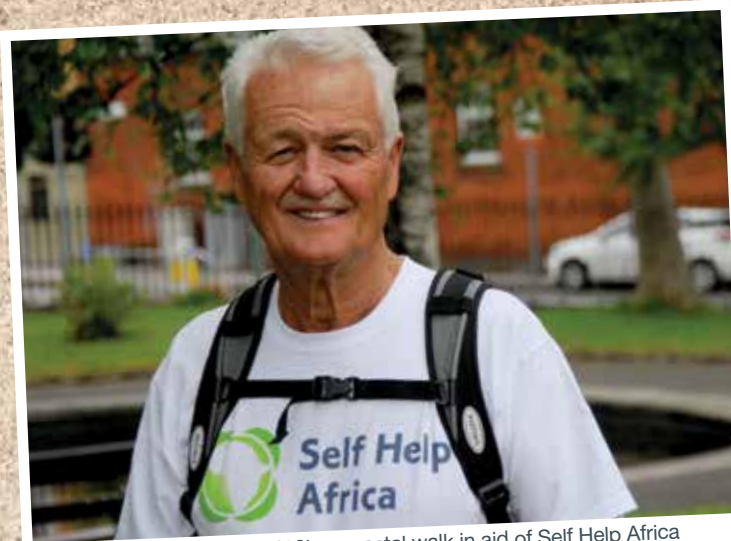
Mwende Gatabaki of TruTrade spoke at the Boston gala, with Mark McDivitt of ESG, who received the event's 'Empowering Africa' award.



David and Rahel Dalton, Kathryn Thomas, Brendan Rogers, Dep Sec General, Dept of Foreign Affairs, Kevin Doris, and Ray Jordan, Group CEO, at the Dublin Change-Maker's Ball.



'Vikings' star Moe Dunford meets villagers in Kenya.



Martin Ryan undertook a 400km coastal walk in aid of Self Help Africa raising over €10,000.



Self Help Africa volunteers on the Camino in Portugal.



Chef and writer Nick Knowles lent his support at the Shrewsbury Food Festival, where he's pictured with chef Toyah Emily (left) and SHA's Steph Smith.



Former Taoiseach (Prime Minister) Enda Kenny and Fianna Fail leader Micheál Martin took part in the Self Help Africa Croke Park Challenge 2018.





# Letter from the Chairman

**For more than half a century, our organisation has been playing a significant role in ending extreme hunger and poverty in the world.**

Since the creation of Gorta in the mid-1960s, we have understood the vital role that agricultural development can play in achieving this mission.

Today, we trade as Self Help Africa (SHA), an identity that was created exactly a decade ago when county Carlow-based Self Help Development International (SHDI) merged with Harvest Help, a like-minded UK-based NGO that, like SHDI, had been supporting agriculture in sub-Saharan Africa since the mid-1980s.

Today, we are implementing more projects, reaching more people, and making a bigger contribution than ever, as we support hundreds of thousands of people in sub-Saharan Africa to banish hunger and extreme poverty from their lives.

Our focus has become more refined too. The mission of Self Help Africa, and of the wider Gorta Group, has evolved. We look

not just at the quantity, but also the quality of the food being grown, and the potential income that smallholder farmers can earn from the crops that they grow.

As markets and economies emerge across Africa, we have developed strategies that enable families to sell their produce to new buyers at local, regional and international levels. In some instances, we are brokering markets for this produce, and in others we are negotiating prices that farmers can earn from the sale of their goods.

Self Help Africa, together with our Gorta Group social enterprise subsidiaries Partner Africa, TruTrade and Traidlinks, are working all the way along the value chain to support our vision for an economically thriving and resilient rural Africa.

In 2018, Self Help Africa implemented a portfolio of 33 projects across Burkina Faso, Eritrea, Ethiopia, Kenya, Malawi, Togo, Uganda and Zambia, working with

smallholder farmers, farmer associations, cooperatives and agribusinesses to help families grow and sell more food, improve diets, diversify incomes and make households more sustainable and resilient to external shocks. We supported approximately 340,000 families, an increase of 7% on the year before.

We witnessed too, some of the challenges affecting communities who live in this part of the world, as heavy rains caused flooding in parts of Kenya, civil unrest displaced more than one million people in Ethiopia, and Fall Armyworm infestations destroyed hundreds of thousands of acres of food crops in Malawi and West Africa.

Notwithstanding these challenges, our projects showed that 41% of households were more resilient and able to cope with extreme weather events and other shocks, while the number of families to have diversified their farming systems had almost doubled – to 318,000.

In the West, Self Help Africa extended its reach too, with a historic merger being completed in spring 2018 with War on Want NI, one of the longest established development charities working in Northern Ireland. War on Want NI was rebranded as Self Help Africa in the North, and provided us with a valuable base of support, including 12 new retail outlets, in the region.

Our base of support and income from fundraising activities grew also in the Republic of Ireland, the UK, and from the United States, while the network of institutional bodies backing our projects also grew during 2018.

On behalf of the Board of Directors, I'd like to express a heartfelt thank you to all who have supported us in our work.

**Tom Kitt,  
Chairman, Self Help Africa**





Leya and William Ndiyeze with their sons Nicodemis and Gift, Zambia.



# Reports and Consolidated Financial Statements

for the financial year ended  
**31 December 2018**

## Directors and Other Information

### Directors

Mr. Tom Kitt (Chairman)  
Ms. Carmel Fox  
Ms. Claire-Marie Fourel  
Mr. David Governey  
Ms. Eimear Kenny (resigned 23 November 2018)  
Ms. Rowena Dwyer  
Ms. Mairead Carey  
Ms. Marion Byrne  
Mr. Michael Hoevel  
Mr. Pat Murphy  
Mr. Tom Kirley (resigned 29 June 2018)  
Mr. James Galvin  
Mr. Michael Maguire (appointed 29 June 2018, resigned 10 April 2019)

### Company Secretary

Malachy Cardiff





# Report of the Directors

For the financial year ended 31 December 2018

---

The directors present herewith the reports and audited consolidated financial statements of the charity for the financial year ended 31 December 2018.

## Objectives and Activities

Gorta is the legal company name of 'The Gorta Group' which is a holding Company for a group of organisations that cover a wide spectrum of activities in the international development sector. We are a non-governmental organisation whose main purpose is set out in our constitution as the assistance and advancement of people in need in less developed areas of the world.

We have expertise in small-scale farming and growing family-farm businesses. We work with farmers and agricultural businesses in Africa to help them grow and sell more food, diversify their income and their diets, and make their livelihoods more sustainable and resistant to external shocks. We also respond to emergencies in support of communities that we work with.

On 1 May 2018, following a consultative process with all stakeholders, the trading name 'Gorta-Self Help Africa' was changed to 'Self Help Africa' (SHA) to align our trading identity in Ireland with that in use in all our other countries of operation. The 'Gorta Group' identity was created simultaneously to refer to the grouping of all subsidiary companies that are governed by the main Board. The subsidiary companies are listed in the structure, governance and management section below.

## Vision and Mission

Our vision is an economically thriving rural Africa.

Our mission is to support sustainable livelihoods for Africa's smallholder farmers.

## Our Core Values

Our core values are:

- Equality – people are equal in rights and must be treated with respect and dignity.
- Innovation – we are conscious that finding effective solutions requires innovative thinking combined with a pragmatic approach.
- Learning – we strive for the highest quality standards in our work and encourage a culture of constant learning and improvement.
- Accountability – accountability and transparency are central to all our actions and use of resources.

## Strategic Objectives

Our primary strategic objectives are to:

- Improve **food, nutrition and income security** for smallholder farmers.
- Support the establishment and growth of inclusive, profitable and sustainable **agri-business**.
- Support the improvement of the **policy environment** for smallholder farmers.

## Activities

Our primary client targets are poor and vulnerable rural communities in sub-Saharan Africa, with a focus on Burkina Faso, Eritrea, Ethiopia, Kenya, Malawi, Uganda, Togo and Zambia.

We support both small projects and large programmes. We use the evidence generated from our projects to inform scalable programmes with more substantial impact. We are respectful of the culture, needs and wishes of the communities we work with and proactively seek out their views on, and participation in, programme development and implementation.

We are committed to the principle of empowering communities and helping them to help themselves. We do not provide funds; rather all inputs are provided on a loan or pass-back basis. We work with local government and the business community to create sustainable links that last beyond the life cycle of projects.

Self Help Africa employs professional development staff in all its countries of operation. We believe that indigenous staff best understand the context, culture and languages of their own people and are best placed to lead country programmes. We have an excellent track record of building capacity and facilitating mutually beneficial relationships between farmers, government structures, civil society organisations and the private sector.

In order to reduce the number of corporate entities and the associated admin-

istrative burden, Traidlinks integrated its activities with Self Help Africa and Partner Africa, while Gorta UK merged with Self Help Africa UK during the year. Traidlinks ceased trading on 13 November 2018 and was dissolved on 20 March 2019. The Traidlinks brand will be retained within the Group. Gorta UK ceased trading on 30 June 2018 and will be dissolved in late 2019. From April 2018, our Northern Ireland-based subsidiary, War on Want NI began to trade as Self Help Africa NI.

### Achievements and Performance

On the operational side, Self Help Africa implemented a significant programme of work in sub-Saharan Africa in 2018. The context and operational highlights of these programmes are summarised below.

### Overseas Programmes

In 2018, Self Help Africa implemented a portfolio of 33 projects across Burkina Faso, Eritrea, Ethiopia, Kenya, Malawi, Togo, Uganda and Zambia, working with smallholder farmers, farmer associations, cooperatives and agribusinesses to help farmers grow and sell more food, improve diets, diversify incomes and make their livelihoods more sustainable and resilient to external shocks. In 2018, we supported approximately 340,000 households.

In contrast to 2017, Kenya received 145% of average rainfall. The rains were welcomed after the extended dry season in

many eastern areas of the country in 2017, improving water availability and leading to excellent harvests. Unfortunately, the heavy March-June rains caused flooding in the coastal and north eastern counties, reducing the July harvest in these areas.

Uganda also experienced an early start to the March-May rains in the bimodal areas, and above average rainfall across the season. Despite an increase in grain demand to feed the influx of an estimated 1.1 million refugees, good harvests kept cereal prices below average and a good harvest in Kenya reduced export demand.

In Ethiopia, the highlands received good rains and good harvests, though late rains hindered the meher (main) harvest in some regions. The pastoral lowlands received erratic and below average rainfall and remained in food deficit for much of the year. Large numbers of people required food aid due to internal displacement as a result of civil unrest and insecurity.

Southern Africa experienced increased rains during February and March, but crucially the lack of rainfall during earlier stages of crop growth resulted in below average yields, an early start to the lean season and a food crisis in parts of southern Malawi.

In Burkina Faso the April-August rains were good, reducing the effects of damage by the Fall Armyworm, and harvests were normal. Cereal prices were high throughout

2018, driven by the increasing insecurity that disrupted grain trade. Despite good harvests, grain prices remained high throughout 2018 and the government released subsidised grain onto the market to regulate food prices.

Ethiopia underwent a radical change in government during 2018, which has changed the working environment for INGOs. Self Help Africa should now be able to invest more in extension, mentoring and monitoring, (which was previously limited by restrictive government regulation), and increase engagement in policy advocacy. The very welcome peace agreement between neighbours Ethiopia and Eritrea agreed on the 8th of July and the stabilisation of relations across the Horn of Africa is expected to positively impact on programmes in terms of shared learning opportunities across the East Africa region.

In Northern Province, Zambia, the flagship Irish Aid Local Development Project ended with very positive results in several areas, including in increased resilience for smallholders. Households who had a low level of resilience at the start of the programme managed to reach a level that was similar to wealthier population groups. This was due to the range of interventions that were implemented and adapted to the needs and context of this very poor and remote region of Zambia.

Self Help Africa has worked for many years on improving the availability of high quality

seeds, investing an estimated €15 million in seed activities with an emphasis on smallholder seed enterprises in Ethiopia, Uganda, Zambia, Kenya, and Malawi. In 2018, an external review of our seed programmes was conducted by two independent experts, who reviewed the Uganda, Zambia and Ethiopia seed programmes.

The review found SHA to be a recognised leader in seed and the only international NGO with a long-term commitment to improving seed production, with an excellent reputation in seed programming and policy influencing, established through solid working relationships with sector stakeholders and governments. The cooperative model developed by SHA Ethiopia was highly commended and is a solid foundation on which to build and further strengthen and expand our work.

The report provided recommendations on policy and advocacy opportunities and identified marketing targets and related challenges which we will follow up in 2019. 2018 saw several successes in agri-enterprise work across our programmes with €928,000 raised in capital investments leading to job creation, sustainable enterprises, new product development targeting - specifically 'bottom of the pyramid' consumers (e.g. fortified cassava flour and probiotic/fortified yoghurt) and the provision of improved local markets for smallholder production.



# Report of the Directors

For the financial year ended 31 December 2018

---

## Eritrea

Eritrea currently ranks 157 out of 177 countries on the Human Development Index (HDI). With the population heavily reliant on subsistence rain-fed agriculture, the country receives low rainfall and this, combined with a lack of inputs and resources, means domestic food production currently meets only approximately 60% of the population's needs. Self Help Africa continued to support the development of seed enterprises in Eritrea in 2018 through the Seed Enterprise for Equitable Distribution (SEED) Project, under the auspices of the Eritrea Ireland Development Partnership Programme (EIDPP). Following the peace agreement signed between neighbours Ethiopia and Eritrea in July, there was an immediate reopening of telecommunications, re-establishment of embassies, opening of ports, air routes, and commencement of free travel between the two countries. Tensions have diminished considerably across the previously closed and heavily-fortified border.

The lifting of UN sanctions on Eritrea in November was a further signal of changing context for the better. The sanctions relief will likely facilitate greater international investment, increasing the state's access to funds and foreign currency, as well as opening the gateways for a more engaged civil society. The previously closed economy affected the import of agricultural products, namely crop seeds. In many cases, the newly opened economy



means increased price volatility but, for the SHA project, it has created more open markets and less price anomalies. A trend of reduced programming costs has now started to emerge.

As a result of the SEED project in 2018, 285 farmers (105 women) accessed improved technology for cereal seed multiplication. All participants were trained in Savings with a Productive Purpose (SWAPP), farming as a business, and gender approaches, in order to support enterprise development and foster peer support among the groups. Other highlights include the drafting of association byelaws for three seed groups, exchange visits to model farms, yields of 262MT of wheat (a three-fold increase from baseline) and 24.6MT of pearl millet, with cumulative increased income of €214,777 from wheat and €10,642 from millet.

## Ethiopia

In 2018, 7.88 million people in Ethiopia required emergency food and nutrition assistance and another 7.98 million chronically food insecure people required humanitarian support through the productive safety net programme. In addition to natural disaster-induced needs, insecurity and conflict caused rapid and large-scale displacement along the borders of the Somali, Oromia and SNNP regions. According to the Internal Displacement Monitoring Centre, more people were internally displaced in Ethiopia than in any other country last year. It is estimated that more than 1.6 million Ethiopians fled their homes due to violence alone. Ethiopia also hosts more than 905,000 refugees from neighbouring countries, including over 420,000 South Sudanese refugees. Self Help Africa welcomed security developments owing to the peace agreement with Eritrea, as described above. 2018 also marked a first for the country when Parliament elected Sahle-Work Zewde as the first woman president in October. There were some national security issues from mid-year to the last quarter, when a state of emergency was declared. There were other short periods of civil unrest to varying degrees in different parts of the country, including project operation areas which affected some of SHA's operations. For example, in Addis Ababa, there were some flashpoints of political upheaval, which impacted on SHA staff being able to travel to work at



Tigist Tilahun (35) member and accountant at Lelimat RuSACCO, L'hitossa, Oromia, Ethiopia

head office and limited HQ travel to the country.

SHA Ethiopia continued to implement nine projects aimed at improving livelihoods for target smallholder farmers by enhancing their food and nutrition security, increasing agricultural productivity, as well as strengthening resilience. In 2018, a total of 15,861 new smallholder farm families (42% women) were supported through projects, bringing the total to 99,347 households over the last four years. In addition, under a joint programme with GOAL in conjunction with UNHCR, a further 12,000 households were supported by SHA through distribution of Non-Food Items (NFIs) to internally displaced people (IDPs) in Gedeo zone,

and we are now looking at how we can engage in livelihood rehabilitation activities with displaced households.

In our Climate Smart Agriculture project, the comparison between the baseline and the end of 2018 revealed that there is significant improvement on the productivity per hectare of land in both teff (a local Ethiopian grain staple) and haricot bean crops, with average increases of 67% and 46% per hectare of land in teff and haricot bean respectively. Cooperatives were trained in business planning, including developing marketing strategies, sales forecasting, sourcing and pricing of inputs and profit and loss statements, balance sheets and cash flow. This has allowed them to develop a three year business plan which has been shared with relevant sector offices to support the phase out stages of the project and ensure sustainability.

The Rural Savings and Credit Cooperatives (RuSACCO) project is working with four RuSACCO Unions and 377 RuSACCOs in 13 woredas (districts) reaching 67,581 people in 2018. Business training is a prominent component of the support we provide to the RuSACCOs, looking at business models and how they can diversify their savings products based on the needs of the populations and the respective areas' economic sectors. 2018 saw an increase in the number of RuSACCOs starting child savings schemes. Management information systems training and technical assistance is resulting in the RuSACCOs being able to

generate complete financial and operational reports, improving their governance and management.

The Jersey Overseas Aid Commission-funded (JOAC) Market Oriented Rural Enterprise for Milk project in Ethiopia was the first initiative to test the approach of working with farmers to understand what traits they were looking for in their animals, and then developing breeding goals to achieve animals with the desired traits. Self Help Africa helped dairy farmers in the project to select and weigh desired traits (milk yields 30%, fat content 20%, stress tolerance 10%, disease resistance 10%, resale value 10%, reproductive success 5%, ease of management 5%). Self Help Africa was able to match the semen from suppliers to the farmers' desired traits, and 25% of farmers changed their preference from Holstein-Friesians to Jerseys.

In terms of food access, improvements were well evidenced. For instance, on average across three projects, 93% of participants had enough food for a 12-month period through high crop yields and having sufficient income to purchase food in the market. Highlighting success regarding scaling good practice at country level, SHA's seed work was featured in the FAO publication "Building Competence and Confidence in Agricultural Innovation Systems: Stories of Change" under the title of "The Need for SEED - Subtle Changes".



# Report of the Directors

For the financial year ended 31 December 2018

## Kenya

Kenya welcomed renewed peace emanating from the handshake between the President of the Republic of Kenya and the opposition leader in March. From an economic perspective, in order to stimulate growth, the Central Bank of Kenya reduced the interest rate from 9.5% to 9% in July. Nonetheless, the capping of interest rates discourages savings and reduces credit access to the private sector, especially small and medium enterprises, the likes of which SHA supports. However, the exchange rate was more stable in 2018 than in 2017.

The government's effort in halting corruption accelerated in the latter half of the year and the country improved according to Transparency International's latest index, which shows the country moving up two places to 143 out of 180 countries sampled.

The most noteworthy security issue related to Al-Shabaab, a terrorist group based in Somalia who attacked a Kenya Defence Force barracks, killing a number of Kenyan soldiers in January. Other national issues included terrorist attacks targeting quarry workers and non-local teachers, and there were minor clashes and cattle rustling among pastoralist communities. Fortunately, these issues did not impact significantly on project implementation.

The timely onset of the March to May long rains, which were up to three times the standard amount, had a positive impact



Henry Tener (42) on his dairy farm, Keringet, Nakuru County, 2018

on crop establishment and growing conditions. In marginal agricultural areas, the October to December short rains were significantly below average and crop production was found to be only 70% of average.

However, the surplus long rains production, and re-planting of short rains crops by better-off households led to above-average terms of trade, facilitating food access for the poor. Food security gradually improved as Kenya managed to emerge from an acute maize shortage during the period preceding the 2017 elections. In pastoral areas, livelihood recovery from the 2016/17 drought continued to be experienced with many poor households able to meet their minimum food needs.

Conversely, the heavy long season rains also caused widespread flooding, which led to displacement and crop losses in riverine agricultural zones. According to the Kenya Red Cross Society, 311,000 people were displaced, and 186 people died as a result of floods across 32 counties in April. There was also widespread damage to infrastructure, reduced access to markets and a requirement for humanitarian assistance.

Since the beginning of the four current Kenya projects, 32,766 households have been reached. A large focus was on the EU-funded Strengthening the Competitiveness of the Cassava Value Chain, which saw 4,604 households with increased yields, attributed to the excellent rains, coupled with the adoption of improved agronomic practices. To date, 1,562 gen-

der champions have been selected and trained under this project and 68% of the total beneficiaries are women. The annual turnover for the project's four cassava flour enterprises increased six-fold in the year.

Looking at access to financial services, 78% of these households now also have savings accounts. 84% of the sampled households had access to at least the minimum acceptable diet during lean season, which increased to 95% of the households during the post-harvest season. However, intake of nutritious food groups such as eggs, dairy, meat and fruits was low, thus indicating that households were not consuming a nutritionally balanced diet. There is an identified need to train households on nutrition education.

At regional level, two county offices of the Ministry of Agriculture, Livestock and Fisheries were supported to establish plant clinics, which will provide vital extension services to cassava farmers. Noteworthy progress was made in relation to the piloting of a cassava disease mobile android app, Nuru. Self Help Africa trained 41 agricultural extension officers and 51 lead farmers from Busia County on the use of the app in detection of cassava disease and pest diagnosis. At baseline, only 10% of farmers could diagnose disease but after training, 90% were accurately diagnosing cassava disease. The farmers have already started assisting neighbours to diagnose diseases on their farms. The 51 phones given to lead farmers will be handed over

to SHA to use for further training of lead farmers in the next stage of the project.

Under the Water for Kiptuwo Primary School project, 521 pupils were trained on good handwashing and hygiene behaviours and 368 community members trained in WASH (water, sanitation and hygiene) practices, including ways to reduce open defecation in communities.

Of greatest emphasis was, of course, the flagship KILIMO-VC project which is part of the broader AgriFI programme. The project is targeting at least 50 small and medium enterprises (SMEs) of various types and sizes, which will integrate 100,000 small-holder farmers in prioritised agricultural value chains in arid and semi-arid areas. The operational manual was developed, with clear eligibility criteria outlining how SME actors would be selected to join the Challenge Fund (in 2019), along with a clear programme strategy and workplan for 2019.

A value chain assessment study surveyed 48 micro, small and medium enterprises (MSMEs). The findings of the study were instrumental in identifying areas of interventions to support MSMEs. Additionally, the study provided recommendations on the absorption capacity of funds and financial instruments targeting the different cadres of MSMEs. Development of the Fund operational manual was completed, and the first call guidelines developed and approved by the Programme Steering Committee.

## Malawi

The political situation in the country remained stable during 2018 except for some tension between the Vice President and the Registrar of Political Parties who refused to register a new party formed by the Vice President. This decision was later reversed by the High Court. The Vice President had broken away from the ruling party before announcing the formation of an opposition party and he has since expressed interest to run for the Presidency in the upcoming elections. As Malawi will hold its presidential elections in May 2019, the political environment is being closely monitored and staff are being updated on security issues in real time. There have been numerous demonstrations and political party supporters, Members of Parliament and presidential candidates are being targeted during national events. The economy was stable over the year, with the local currency (the Malawian Kwacha) remaining stable against the major currencies and inflation staying at a relatively low level, 9.22%. Fuel prices decreased significantly in December following price hikes which occurred earlier in the year. However, this has not resulted in a similar reduction of prices for goods and services.

During the year, there was flooding in Karonga and Lilongwe, while droughts also affected many rural districts. Fall Armyworm (FAW) infestations were also very prominent and affected crop production to the extent



that it was declared a national disaster.

On the SHA Malawi programme, the year started productively with the launch of the Better Extension Training Transforming Economic Returns (BETTER) programme. Self Help Africa signed a contract with the European Commission in January 2018, in which we are the consortium lead, supported by the UN Food and Agriculture Organisation (FAO) and GIZ. The total value of the grant is €14.7M, with the principal objective being to roll out the Farmer Field School (FFS) approach across the country, leading a consortium of five INGOs. It aims to increase resilience, food, nutrition and income security of 402,000 smallholder farmers in ten districts, giving SHA significant profile and outreach.

On a technical level, the programme is using the Farmer Field School approach



# Report of the Directors

For the financial year ended 31 December 2018

---

to improve the delivery of agriculture extension services to farmers by allowing them to experiment with new agricultural technology without putting their own food security at risk - a key focus being adaptation to climate change. Self Help Africa is implementing the project directly in Karonga and Chitipa districts in the northern region, and as lead agency is also providing technical support and oversight in the other districts of Nkhata Bay, Mzimba, Kasungu, Salima, Nkhotakota, Chiradzulu, Thyolo and Mulanje. 2,420 Community Based Facilitators (CBF) were trained on climate change adaptation and disaster risk management in 2018. Each CBF leads a Farmer Field School and facilitates the farmer learning process. At the end of 2018, the field schools had a total membership of 69,198 farmers, of which 54.9 per cent were women. In year one, vulnerability and disaster risk assessments were carried out and early warning systems were established in all districts.

In Balaka district, SHA implemented three projects: the Sustainable Livelihoods Improvement Project, the Shire Basin Natural Resource Management and Social Gender Enhancement Project and the Fall Armyworm Research Yielding Workable and Original Remote Sensing Methods.

The Sustainable Livelihoods Improvement Project was exposed to severe external challenges, with a prolonged dry spell at a critical time in the production cycle resulting in decreases in crop yields. This was

in addition to the arrival of the Fall Armyworm, a pest previously unknown in Africa. Despite these challenges, the number of livestock increased for project beneficiaries and decreased for non-beneficiaries, thanks to the livestock pass-on programme that was implemented in the project.

The Shire Basin Natural Resource Management project aimed at improving community-based sustainable use and management of natural resources, taking into consideration social and gender constraints and inequalities. The project supported 1,428 people (816 women and 612 men) to participate in local governance structures, particularly encouraging women's participation, and improved the literacy skills of 1,819 beneficiaries (1,517 women, 302 men). 1,019,220 trees covering 408 hectares, 50 tonnes of vetiver grass, and 2,500 bamboo seedlings were planted.

The Fall Armyworm Research project, funded by the World Bank, consists of developing remote sensing technology to monitor Fall Armyworm in Malawi. Traditional monitoring approaches for crop pests and diseases are resource intensive and limited in their ability to provide timely data, particularly over large geographic regions. This research offers an innovative solution to these challenges by combining the use of very high-resolution satellite imagery with the development of an advanced machine learning algorithm, which will be able to carry out automated analysis of satellite images to detect pests and diseases.

---

## Uganda

There were two major interrelated causes of political disturbances in 2018. Firstly, there were demonstrations by civil society and members of the opposition challenging the parliamentary decision to extend the term of the current parliament and term of office of the President to seven years. Secondly, there were local demonstrations following the arrest and alleged torture of opposition MPs and other activists during a by-election in the northern Ugandan town of Arua. Uganda's economic performance was generally considered positive and economic output is estimated to have grown by 5.8%, higher than the performance of 3.9% the previous year. The agriculture sector doubled in growth during the year reaching 3.2%, compared to 1.6% in 2017. The improved performance was mainly due to favourable weather conditions, pest and disease control and targeted government interventions, particularly in the areas of seed distribution and provision of improved extension services.

Refugees continued to come into the country during 2018 with total numbers currently at 1,190,922, mostly from South Sudan (789,099), Democratic Republic of Congo (DRC) (312,699), Burundi, and Somalia. The daily arrival rate of South Sudanese refugees reached 250 people per day in mid-2018, while that of DRC refugees peaked at 116 daily arrivals towards the end of the year. The country also contin-

ues to monitor threats of Ebola following the declaration of an outbreak by the authorities in western DRC in August. The government, with support from the international community, has put in place measures to monitor the border for Ebola outbreaks. There have been no confirmed cases reported in Uganda as yet.

Changes to the overall operating environment had no significant effect on the functioning of the country office or project implementation. Although there were reports in international media about conflict between refugees and local communities arising from competition for natural resources, this issue was not deemed to be significant in country. In the West Nile Region where SHA implement the EU Youth Empowerment project, participating farmers were actually seen to be viewing the refugee population as a potential market for their agricultural products and thus welcome in the area.

Self Help Africa Uganda implemented eight projects in 2018, cumulatively supporting 9,548 people. The largest of the projects are the EU-funded (MAYEP) MANZO Youth Empowerment Project and Creating a Green Economy around Lake Bunyonyi. The former supported 2,998 farmers, 87 VSLAs (village savings and loans associations), and 79 YAGs (Youth Agriculture Groups). The latter aims to contribute to an inclusive, low-carbon economic transformation of communities in Lake Bunyonyi basin, generating sustainable economic

growth, increased employment, reduced poverty, and improved nutrition.

Key achievements include the establishment of Village Natural Resource Management Committees (VNRMCs); 136 community members were elected to form 12 VNRMCs. The committees are to be developed into community-level institutions mandated to cascade knowledge about policies and bylaws. Also, 16,346 (calliandra, grivelia and bamboo) seedlings were distributed and planted in a 45km strip by 550 local households, aiming to strengthen ecosystem resilience and support natural resource management in future years. Following on from the high-quality work we did on the first phase of the World Food Programme-funded Agriculture Market Support (AMS) programme, SHA obtained funding for a new three-year phase. The programme will strengthen the capacities of 8,500 small-holder farmers to transform subsistence agriculture into commercial production through increasing access to markets and post-harvest handling technologies.

The programme is targeting a mix of the local population and refugee households so they can better integrate with local markets. To date, 788 households have been trained in post-harvest handling and have accessed equipment from over 400 stores, which are supporting the reduction in grain losses for those families; 130 Rural Producer Organisation (RPO) marketing committee members and lead farmers were trained on agricultural marketing,



174MT of produce was bulked, of which 10MT of maize and soya beans were sold to regional buyers. 113 Village Savings and Loan Associations (VSLAs) were supported through this project; 2,724 members continued to save (cumulatively 76,012 so far) and borrow in 2018.

The Local Seed Business Outscaling project had great success in the year. The project promotes quality declared seed production using the Local Seed Method-

ology in partnership with Integrated Seed Sector Development Programme (ISSD) and is funded by Wageningen University. 12.9MT of beans and potatoes were harvested from 46 experimental demonstration plots, and the acceptance and uptake of improved seed has significantly increased since project inception. In addition, for Local Seeds Businesses (LSBs) to operate as viable entities, 422 farmers from 28 LSBs received refresher training in record keeping and cost benefit analysis to enable



# Report of the Directors

For the financial year ended 31 December 2018

---

tracking of business health. The project is now being complemented with a new seed potato project funded by the International Potato Centre (CIP) moving into 2019.

Plans for the Agriculture Development Programme (ADP) funded through joint venture partners, Tullow Oil, were finalised in quarter four. The ADP initiative is designed to respond to the opportunities and challenges that will be created by oil and gas exploration in the Albertine region of western Uganda - and particularly the influx of oil workers to the region - as well as opportunities for local communities to engage in market oriented production. An initial six month phase will commence in mid-2019, focusing on designing a longer-term project, as well as some quick impact projects in training and organisation of farmer groups to produce and supply oil companies with basic agricultural products.

2018 saw the commencement of a new Irish Aid-funded, Self Help Africa NI programme in north-eastern Uganda. It aims to strengthen the livelihoods, nutrition and climate resilience of smallholder farmers in the districts of Amuria, Katakwi, Ngora and Kaberamaido, in Teso, north-eastern Uganda.

It is targeting over 1,500 marginalised rural smallholder farm families in areas where returnees settled after years of displacement in camps which left people particularly vulnerable, and unable to adapt to erratic weather conditions, with little modern agriculture and marketing capacity.



Ada Kabwe, Burkina Faso

---

## West Africa

The 2018 rainy season was marked by evenly spread rainfall across the Sahel and West Africa. In our areas of operation in Burkina Faso and Togo, heavy rainfall led to localised flooding that caused damage to infrastructure, crops and grasslands and fields. Flooding in Togo led to loss of life.

In both Burkina Faso and Togo, the 2018 rain-fed agricultural season got off to a difficult start. Field activities only started in the last ten days of June after several favourable rains and were in full implementation mode by July. Some areas experienced a dry spell of ten days, resulting in the need for some farmers to re-sow.

Although the rainy season started later than average, the rains were frequent and continued into October.

2018 saw the spread of Fall Armyworm (FAW) infestations across all countries in the West Africa region. In Burkina Faso, FAW cases were reported in the Centre-West and Cascades regions. Most of the damage caused was to maize crops, particularly maize that was sown late and irrigated. It also led to attacks on counter season market garden crops. Limited infestations were observed in Oubritenga, and through our support with an early warning system, farmers called plant doctors and appropriate treatments were provided on time by the Burkinabe Directorate of Plant Protection.

Usually the lean season in Burkina Faso lasts from June to August, however in 2018 it began in January. The UN had estimated that 789,296 people would need food assistance during this period. By February, the government was selling cereal at a subsidised price. Cereal prices were 15-24% higher than the five year average, (maize 15%, sorghum 24% and millet 25%) in Q1 of 2018. However, food availability improved by Q4 thanks to a productive harvest. Despite this, an estimated 307,000 people still needed food assistance from October to December 2018 and this figure is expected to increase in 2019, in part due to a deterioration of security in the Sahel.

Insecurity has been on the rise in Burkina Faso since 2016, with incidents ranging from petty crimes to terrorist attacks. An estimated 362 security incidents took place in 2018, of which 219 were linked to terrorism. 2018 has also been marked by the spread of insecurity across other countries in the region, from the Sahel and North regions to the previously peaceful East. Incidents range from attacks on security force posts and convoys using improvised explosive devices and anti-tank mines, to kidnappings and killings of local councilors, village chiefs, teachers, imams, as well as kidnapping of foreign nationals. An attack on the French Embassy and Army headquarters was carried out in March.

The SHA/Welthungerhilfe consortium secured a 15-month extension of the UK Department For International Development-funded Building Resilience and Adap-

tation to Climate Extremes and Disasters (BRACED) resilience project. Final surveys on agricultural production and disposable income showed very positive results with high percentage increases in disposable income per household, particularly amongst the poorest who saw average increases of 216% and 65% for the slightly less vulnerable households. Crop yields recorded by beneficiaries of the BRACED project saw significant increases in production compared to average provincial crop yields as compiled by local government. For example, sorghum production was nearly double and rice production was four times higher for our project area of Bam province.

For the EU-funded Project to Improve Access to Drinking Water and Sanitation Services (2ASEPA), five new boreholes were constructed and 24 were rehabilitated in 2018 providing 7,250 people with access to safe drinking water. In the last quarter of 2018, we were delighted to secure funding from Expertise France to provide support to agri-enterprises run by youth and women in the northern region of Burkina Faso, creating economic opportunities for 240 women and young people in the agricultural and livestock sectors. We will help 120 young people and women to obtain a professional qualification recognised by the Burkinabè State (through the system of Validation of Acquired Experience). The project aims to contribute to the socio-economic stability of the northern region through the provision of better and more inclusive economic opportunities.

## Zambia

While Zambia remained stable politically, in the economic context the local currency (the Zambian Kwacha) continued its downward trend during the year as it depreciated by 26% against major international currencies. An increase in oil prices on the international market saw the price of fuel increase by 10% during the year, thereby driving up the cost of most goods and services. Price hikes in essential foods, power, fuel and key services and an increased tax burden on populations in formal employment continued to have negative impacts on the local economy. The International Monetary Fund observed that Zambia's public debt has been rising at an unsustainable pace and

has crowded out investment in the private sector, increasing the vulnerability of the economy.

The meteorology department predicted a drought for southern, western and central parts of the country during the 2018/19 rainy season and this situation had already begun to manifest itself by the end of 2018. Food and nutrition security for most households in the affected regions is greatly threatened by this drought situation which SHA will closely monitor in 2019. Deterioration in the provision of basic public services was compounded by a cholera outbreak at the beginning of the year. The situation was dire in the high-density areas (locally referred to as shanty compounds) which were the worst hit as water and sanitation



Micheline Kikaya, Zambia, 2018



# Report of the Directors

For the financial year ended 31 December 2018

---

provision is often poor in those areas. The situation is not much different in rural areas, and levels of poverty and hunger here is often linked to prevailing economic activity in the urban centres. This vulnerability is the backdrop against which SHA is implementing its interventions.

Self Help Africa was awarded a contract by the World Food Programme (WFP) worth US\$800,000 to implement a Home-Grown School Meals (HGSM) project in six districts in the Eastern, Lusaka and Central Provinces. We are leveraging our comparative advantage in nutrition and smallholder farming systems experience to implement the project which provides diverse and nutritious vegetables for school going children, thereby improving nutritional status, school enrolment and attendance. The project is also expected to boost the local economies of affected communities by providing a readily available and sustainable market for vegetables. Although this project is planned for a short period of eight months, it provides an optimal learning platform to broaden the scope of nutrition programming into the education sector.

The one-year extension to the IALDP programme in Northern Province, Zambia in 2018 focused on the sustainability and integration of 288 IYCF (infant and young child feeding) volunteers within 22 Ministry of Health rural health centres in the two target districts of Mbala and Luwingu.

Sensitisation of health centre staff together with signed commitments between SHA and the Ministry of Health centres to support the integration of community health volunteers (including those from the IALDP programme) has led to improvements in health statistics (increased health centre attendance, growth monitoring in the community, etc). This in turn has resulted in the health centres receiving increased funding from the World Bank who fund on the basis of results.

The resilience study which was conducted under this project in 2018 showed very positive results in a number of areas, including increased resilience for smallholder farmers, who had a low level of resilience at the start of the programme but managed to reach a level similar to wealthier population groups by the end of the five-year project intervention. This was due to the range of actions that were implemented and adapted to the needs and context of this very poor and remote region of Zambia.

## Enterprise Support

In Kenya, Keringet Foods Limited (KFL), which SHA has been supporting since 2011, was successful in securing US\$80,000 support from the Global Alliance for Improved Nutrition (GAIN), a global Swiss-based foundation, for technical assistance on new product development

(pro-biotic yoghurt) and compliance. Based on successful completion of this phase, KFL will then be supported financially to roll this product out to the market in Kenya. As an initial step, a food scientist-consultant will be hired by GAIN to support the Company and take KHL through this first phase. The new product development is specifically targeting 'bottom of the pyramid' consumers (e.g. fortified cassava flour and probiotic/fortified yoghurt) and the provision of improved local markets for smallholder production.

Also in dairy, but this time in Ethiopia, Biftu Berga coop, who SHA have supported for eight years, were successful in securing funding of US\$25,000 from the Ethiopia Netherlands Trade for Economic Growth (ENTAG) programme, to improve the quality of milk being produced, improve incomes for smallholders supplying into the dairy coop and pilot innovative ways of testing, collecting and selling milk through Automated Dispensing/Teller Machines. Although the financial amounts involved are modest, it is significant that we have been able to attract new funders and technical advisory services. These all contribute to the long-term sustainability and development of the coops and demonstrate the quality of support provided by SHA over the years that has gone into helping the coops become as strong as they are.

## Our Impact

In 2018, we supported 337,544 households, (a 7% increase compared to 2017) reaching close to 2.2 million people in rural communities across sub-Saharan Africa.

We did this through investment in high quality interventions in the context of a renewed programme agenda focussed on impact delivery, accountability and learning, and the continuous strengthening of our systems to guarantee operational effectiveness, efficiency and value for money.

Helping us in achieving lasting change was a clear focus on providing smallholder farmers with access to three specific areas:

- **Knowledge Transfer:** in areas of agriculture, food and nutrition, business and enterprise, ranging from vocational training to agri-technology with a view to improving smallholders' lives and livelihoods and growing agricultural economy from small-scale farmer models into leading commercial agri-food ventures;
- **Investment:** as critical to achieving scalable and sustainable agricultural transformation (through the generation of more productive farm and non-farm employment opportunities), with emphasis on agri-enterprise opportunities as drivers of growth and development;
- **Markets:** by providing a platform for smallholders to engage with supply

chains and effectively articulate their interests. Improving both women and young people's productivity and access to markets offers huge benefits in terms of poverty reduction, inclusive social and economic growth, food security and nutrition.

As an organisation, we have a proven track record of technical expertise and delivery, and of increasingly working with the private sector to create sustainable and scalable solutions for lifting smallholders permanently out of poverty. In doing so, we pursue innovative solutions that can unlock the untapped potential of the people and communities we work with.

Examples of key metrics from our programmes are set out below. These statistics clearly speak to our renewed emphasis on:

- investment in agriculture transformation; increased resilience as a mechanism to support smallholder families in the face of challenges such as climate change;
- improved nutrition as a key contributor to health and wellbeing;
- and investment in scalable and sustainable businesses as a driver of growth and development.

Overall, we achieved:

- Households with increased production: 197,837 (78% increase compared to 2017)

- Households diversifying farming systems: 317,961 (99% increase compared to 2017)
- Households with increased resilience: 198,959 (41% increase compared to 2017)
- Households with acceptable dietary diversity: 86% (1% decrease compared to 2017)
- Number of enterprises with increased turnover: 472 (56% increase compared to 2017) - this is 70% of the 675 enterprises supported
- Total number of groups we worked with: 2,964 (enterprises, savings groups and farm groups)
- Households with increased access to financial services: 231,585 (98% increase compared to 2017)

Some country-specific metrics further show:

In Zambia, 60% of our target households had sufficient food to cover 12 months. This was a drop of 17% compared to 2017, but a 20% increase compared to 40% in 2016. Also in Zambia, for the Irish Aid Local Development Programme, we tested our new Resilience Assessment which showed that 82% of the households (13,994) in the survey had increased their resilience.

In Ethiopia, significant results were achieved in enabling women's access to

finance and financial independence. In particular, the Scaling up RuSACCOs project enabled 56% of its beneficiaries who are women to access financial services, and the Market Oriented Rural Enterprise for Milk project supported women earning an income through dairy production. These achievements were complemented by training using the Family Life Model, which is implemented across all our projects and is gradually achieving results including increased financial independence of women.

In Kenya, for the cassava project, most households reported improved access to marketing possibilities for their produce as a result of having more accurate information on market prices. In addition, some households reported that the project had introduced them to new buyers, or a new value-added product. However, in order to enhance market access there is still a need to reinforce links between farmers and potential new buyers, new contracts, and access to credit facilities.

In Malawi, we continued our work on remote sensing to detect infestations of the Fall Armyworm pest which started in 2017. This technology could transform the response to Fall Armyworm, facilitating the analysis of infestation levels and the amount of expected food crops losses, and allowing the more effective coordination of pesticide spraying, farmer compensation and food aid.



# Report of the Directors

For the financial year ended 31 December 2018

---

In Uganda, enterprises are improving their market access. This has resulted from a combination of factors:

- Improved linkages with off takers i.e. seed companies, social enterprises, produce buyer organisations.
- Increased uptake on produce bulking at group/association level, coupled with collective market sourcing resulting from 'farming as a business' trainings offered to farmers and farmer groups.

In Burkina Faso, 86% of our target smallholder farmers (58% women) were found to have improved their agronomic practices (e.g. use of organic manure, improved seeds, mineral fertilizers, use of zaï pits that increase drought resistance).

Among them, 91% used improved seed as a result of project support which enabled them to increase their crop yields. In Bam province, crop yields for cowpea were four times higher than the average provincial crop yields as compiled by local government.

## Policy and Advocacy

At the core of our Theory of Change, there is a clear intention to combine programme interventions with institutional reform, linking our work on the ground to the broader local and national policy agenda. The aim is to contribute programme evidence to relevant sector reform agendas, to influence the creation of a legal, policy and institutional environment that is conducive to the realisation of our programme aims.

**In Africa**, 2018 saw the conclusion of several processes we had been working on over several years.

- In Zambia we saw the adoption of the Wetland Policy, a document to which SHA had heavily contributed, highlighting the need for local communities to play a role in the management of wetlands through formal structures.
- In Ethiopia, work on seed regulations led to the drafting of a Directive on Seed Producer and Buyer Contractual Agreement for consideration and adoption by the SNNP regional government. Self Help Africa's contribution focused primarily on issues related to the promotion of smallholder farmers' access to quality seed of improved varieties.
- In Malawi, we witnessed the adoption of the Seed Policy, a process in which we had been involved for a long time, advocating for the need to protect smallholder farmers, particularly regarding access and affordability of quality seed of improved and appropriate varieties.

Our ambition is to be an organisation of influence, whilst recognising the limits of what we ourselves can change as one organisation. We are pursuing this goal through several approaches, including the Community Integration of Nutrition within Agriculture Programming (CINAP), which was consolidated during the year and disseminated through, among others, a publication in the Emergency Nutrition Network (ENN).

**In Ireland:** Self Help Africa actively contributed to several sector policy engagements, including:

- The consultation process for the review of the Government Policy on Overseas Development (White Paper review process).
- Contribution to 'Leaving No One Behind' paper (coordinated by Coalition 2030).
- Contribution to joint report presented by Coalition 2030 in advance of Ireland's appearance before the High-Level Political Forum on Sustainable Development in New York in July.
- Participation in the National Conference on SDGs, Human Development and Inequalities, organised by World Vision and the Irish Environmental Network, assisted by ECO UNESCO, Social Justice Ireland and the GBV Consortium (17th April).
- Participation in the launch of SDG National Implementation Plan (26th April).

We continued to lead in the coordination of the Irish Forum for International Agricultural Development (IFIAD), a consortium-based agricultural development initiative whose members include Irish Aid, the Department of Agriculture, Food and the Marine, Teagasc, NGOs, representatives from Irish academia and the private sector. The Forum held its 2018 Conference on the theme of 'Transformation Pathways for Developing Country Agriculture'. The event - hosted by the Department of Foreign Affairs in Iveagh House - saw the participation of senior representatives from different sectors and was extremely well received by all.

Self Help Africa became a founding member of the new Irish joint appeals mechanism, the Irish Emergency Alliance, which currently comprises six medium sized Irish NGOs.

We continued to participate in and contribute to several sector discussions through our membership of Dóchas (Board and Working Groups: Livelihood, Food and Nutrition Security; Policy; Humanitarian; Results; Development Education; and Finance), Coalition 2030, the Gender Based Violence Consortium and the Irish Emergency Alliance.

Regarding **international processes**, key highlights included our participation in the Climate Smart Agriculture Conference in Nairobi, in the 45th session of the Committee on World Food Security (FAO/Rome) and in the Global Innovation Symposium (FAO/Rome).

## Partnerships and Funding Sources

Self Help Africa believes that establishing partnerships between civil society and the public and private sectors is key to building innovative solutions to rural poverty.

By involving stakeholders from different sectors, multi-sectoral partnerships can mobilise more resources, skills and knowledge. This can increase reach and build greater local ownership of development interventions while strengthening civil society.

Throughout the year we have built the capacity of our partners in terms of resources, technical skills, knowledge content and institutional ability. We have been doing so by designing and disseminating training materials, mentoring and providing technical support in areas covering agriculture and enterprise development, nutrition, gender and inclusion, governance, finance, and risk management.

We are increasingly employing peer-to-peer training methodologies across our partners, bringing them together for cross-learning and training. For example, in July 2018, members of Biftu Berga dairy cooperative in Ethiopia went on a week-long exchange visit to the dairy plant of Keringet Foods Limited in Kenya to learn about how their sales have grown in recent years, how extension services to their members have improved, how farmers supply into the dairy from across the district and to look at innovations in the Kenyan dairy sector.

Through our work, we have consolidated several technical approaches which, over time, have been brought to scale by several partners and institutions at different levels. This has allowed us not only to bring our work to scale, but also to become a key influencer in the shaping of development practice in selected areas. For example:

- In Zambia, institutions scaling up our good practice approaches included: the University of Zambia and the Ministry of Agriculture (Zambia Agriculture and Research Institute, and Seed Control and Certification Institute) on conservation agriculture; the University of Zambia, McGill University and World Fish on nutrition-sensitive agriculture; and the Ministry of Livestock and Fisheries on community livestock management.
- In Malawi, the Ministry of Agriculture scaled up our work on Plantwise (a programme focused supporting farmers to fight the challenge of crop losses via plant clinics) as well as the ICT for extension initiative which we piloted in partnership with Catholic Relief Services.
- Internationally, in Q1 of 2018 the Food and Agriculture Organization of the United Nations (FAO) published a manual to which we contributed, on the theme of 'Watershed Management in Action'.
- Our projects are referred to in the context of showcasing best practice in various steps of planning and implementing

watershed management work.

We very much value this type of work as it positions us as a serious international player on a global platform and enhances our role as a key contributor to best practice.

Collaboration with UN agencies and international research groups has grown with contracts with WFP and UNHCR in Zambia and Uganda and a close collaboration with FAO and CIP (the International Potato Centre) in Malawi, and we are the lead agency for the NGO consortium including Plan Malawi, Action Aid, ADRA and EAM on the EU-funded BETTER farmer field schools programme. Private sector partners include Irish company Devenish Nutrition and the Healy Group with whom we are working in Uganda on growing market access for smallholder farmers.

Our major donors to whom we are grateful include Irish Aid, the European Commission, DFID, the World Bank, Jersey Overseas Aid Commission, Guernsey Overseas Aid Commission, Irish League of Credit Union Foundation and a range of other trusts and foundations. We were very pleased to attract new funding partners in 2018 including donors such as Expertise France for West Africa, INTRAC for Ethiopia and the Caterpillar Foundation in Kenya.



# Report of the Directors

For the financial year ended 31 December 2018

---

## Volunteers

Volunteers play an important role in enabling us to achieve our goals in a manner that allows us to be cost effective and to deliver the greatest impact for the African communities with whom we work. We are grateful to the boards of directors of all Group companies and advisory sub-committee representatives, who work tirelessly on a voluntary basis to ensure that our programmes, systems and governance are of the highest standard. We are grateful also to the accountants, evaluators and others who provide services to us on a pro-bono basis each year and to the network of volunteers and members across our retail, and community and events fundraising infrastructure, who have been a source of great strength and resilience over the years.

## Development Education

Self Help Africa's Development Education (DE) department delivered a total of 246 workshops and engaged with 5,316 students, teachers and adults across Ireland in 2018. Our team supported the delivery of 168 workshops in Post-Primary schools, worked with seven universities, and developed a new eight-week Social Justice module for students in Maynooth University.

A collaboration with Professional Development Services for Teachers led to SHA's resources being hosted on Scoilnet, the official education portal of the Depart-

ment of Education and Skills in Ireland. Workshops and presentations were given to adult and community groups in Donegal, Wexford and Cork. Self Help Africa continued to participate in many sectoral networking events and other public engagement events.

During 2018 we undertook a comprehensive review and redesign of DE resources and workshop materials, primarily targeted at post-primary schools. This resulted in several new initiatives including a Transition Year Sustainable Development Goals creative fair, the creation of video resources and of new exhibition resources.

Our BT Young Scientist and Technology prize collaboration with Irish Aid resulted in a field trip to Africa for the 2017 Science for Development Award winners, Jack O'Connor and Diarmuid Curtin, after which Jack received several further awards, including the Enactus World Cup Project Fair. He was also a keynote speaker at the fifth year of SHA's mini-Science for Development Expo, which attracted representatives from more than a dozen Irish schools. The event was also attended by both the Director General of Irish Aid, Ruairí de Búrca and the Tánaiste and Minister for Foreign Affairs & Trade, Simon Coveney.

The Irish Aid-funded WorldWide Global Schools (WWGS) programme, which Self Help Africa leads as part of a consortium with Concern Worldwide and City of Dublin

Education and Training Board Curriculum Development Unit, had another successful year. The consortium was awarded the WWGS contract for a new four-year cycle, commencing September 2018. Highlights for the programme in the 2018/19 school year included the fifth WWGS Annual Conference, which was held in Galway in April 2018. This was a learning, capacity-building and showcase event for the work that has been achieved by WWGS schools, school networks, as well as DE NGOs, over the course of the school year. The event brought together over 250 students and 70 teachers (representing 59 schools), in addition to more than 50 professionals from DE-related organisations.

For the 2018/19 school year, WWGS had 201 grantees comprised of 178 individual school grantees, two school cluster applications, 17 NGO applications and four school network applications. The second 'Symposium for School Management' took place in November. This was a successful event with very positive engagement from 38 principals and deputy principals who attended. WWGS were asked to input to the International Conference 'Building a World of Justice and Solidarity: Global Education in the School System' in Lisbon in November. The conference was organised by GENE and UNESCO. A workshop at the conference was delivered by the WWGS Programme Director.

## Partner Africa



Our subsidiary company Partner Africa is an international not-for-profit social enterprise. It is a pioneer in the field of ethical and socially responsible business practice that delivers high quality and innovative ethical trade services and trade development projects across Africa and the near east. The key focus for 2018 was to drive the sustainability of Partner Africa, achieve planned growth in line with the strategic plan through diversification of services and increasing the positive impact on farmers, workers and communities.

### *Finances*

The financial sustainability of Partner Africa improved significantly in 2018. Positive results were seen in the organisation's overall revenue cash reserves, and income received in the year was the highest in Partner Africa's history.

### *Clients and services*

During 2018 Partner Africa retained all clients and began working with five new clients in the fast-moving consumer goods (FMCG), retail and textile and apparel categories. Partner Africa was able to diversify services and created new products, including human rights supply chain risk maps and sexual harassment investigation services.

### *People*

In 2018 Partner Africa invested in four mid to senior positions to manage the organisation's shared services (finance and IT), consulting department and audit department.

### *Systems, Tools and Industry*

In 2018 Partner Africa retained membership of the Association for Professional Social Compliance Auditors (APSCA). The organisation also made significant progress in automating services and systems to improve efficiency and quality. Overall in 2018, we were able to grow the organisation, our client base and services offered. This growth led to improved efficiency and quality of delivery, and a greater positive impact on farmers and workers in Africa.

### *Ethical Auditing*

The Audits and Assessment team completed 892 audits in 2018, across 29 different African countries (691 in 2017 across 28 countries). Partner Africa's participatory ethical audits positively impacted sites employing 196,240 workers. In 2018 Partner Africa delivered ethical audits on behalf of global brands in a range of sectors and industries. These include; primary agriculture (sugar, coffee, fruit), processing and manufacturing (beverage bottling, packaging, food manufacturing, textile) and service provision (transport, labour).

### *Training*

During 2018 Partner Africa carried out several training programmes. In Kenya, South Africa, Tanzania and Zimbabwe, Partner Africa carried out ethical trade awareness

training programmes with suppliers to UK retailers. In South Africa, PA delivered sexual harassment and improved workplace communication training to a large food processing factory. Partner Africa also launched a Business Toolkit which is a free downloadable resource to guide suppliers through protecting and respecting human rights and international standards in their operations.

### *Consultancy*

In 2018 Partner Africa carried out several consulting projects aligned to our mission and vision. These included:

- Carrying out a structural needs-assessment of worker accommodation on a large farm in South Africa and monitoring the improvement plan.
- Delivering a training and consulting project to build the capacity of small, medium and micro enterprises around four mines in South Africa.
- Developing and implementing a financial due diligence program in Zimbabwe to detect if workers have not been paid salaries or are unlikely to be paid during the season. The project has been supported by UK retailers.
- Carried out assessments of outsourced labour providers and brand promoters across 17 countries in Africa, aimed at improving working conditions and ensuring minimum basic conditions of employment are met. The project was supported by a prominent multi-national beverage company.

## TruTrade



Throughout 2018, the Gorta Group continued to support its fledgling social enterprise subsidiary, TruTrade. TruTrade's aim is to unlock the potential of African agribusiness to give smallholder farmers across Kenya and Uganda a fairer share of the value of their produce. It provides a secure trading and payment service that relies on innovative technology for managing the aggregation of produce. This service links small-scale farmers to buyers, with controls that enforce quality and transparency, and embeds trust along the value chain.

The result is efficient and reliable sourcing for buyers, business opportunities in rural communities, and a better deal for farmers. TruTrade works in a range of commodities including sorghum, cassava, sesame seed, soya bean, sunflower seed, avocado and cotton, with farmers accessing local, regional and international markets.

2018 was an exciting year for TruTrade. The volume of produce sourced from smallholder farmers doubled and farmer income rose to over \$0.5million, an increase of 350% and TruTrade's own trading revenue was up 400%. TruTrade has started to feel



# Report of the Directors

For the financial year ended 31 December 2018

---

the benefits of the changes made to the business model and operational practices in the previous year and is well positioned to grow significantly in 2019.

In 2018 TruTrade sourced over 860MT of produce worth US\$620K. This is a significant increase on 2017 with 428MT worth US\$242K. A marketing service was provided to 2,500 farmers - in total farmers received US\$505K (2017 US\$140K). This has grown from 2017 when 840 farmers were reached. On average, farmers received 14% more than they would have with traditional farm-gate traders. The client base has grown and TruTrade is now providing a sourcing service to 23 businesses, ranging from international companies like Devenish Nutrition and Healy Chemicals to local processors for flour, juice, fruit export and animal feed.

There has been a continued focus on developing competence and market share in core value chains. In Uganda the commodity focus is now firmly on oil-seeds: soya bean, simsim (sesame), and chia, together accounting for 87% of trade volume and 96% of trade value. In Kenya, priority crops are avocado and cassava which accounted for 84% of trade volume and 50% of trade value. Overall transactions took place in 13 commodities as the viability of different value chains were tested in response to buyer demand and as seasonality smoothing was sought in activities and revenue. Results have been driven by a focus on strategic objectives, with key achievements in all areas:

**Building supply base.** A strong focus on network development has enabled growth in reach from five to 12 counties in Kenya and from eight to 12 districts in Uganda. The business proposition for agents has improved and over 70 were active during the year providing frontline services.

**Market growth.** Buyer numbers have increased from six to 20. Loyalty has been built through good quality and reliability. With two to four buyers per value chain, there is confidence in the market, although price point and commodity price volatility still create challenges.

**Efficient trading operations.** We continue to focus on processes to ensure quality of produce and reduce risks. This has ranged from introducing sieving at collection points, to developing business models for moto-tricycles to support aggregation of produce. The web and mobile application has been refined with integrations to local mobile network payment platforms going live.

**New service development.** In 2018 we diversified into the provision of agricultural inputs, with agents selling white sorghum and chia seeds to ensure buyer compliance and uptake of new crop respectively. We worked with banks in Uganda to enable farmers to open accounts and benefit from the expanding reach of agency banking and to reduce our own transaction costs following the introduction of mobile money tax.

**Business sustainability.** During the year TruTrade increased investment and built its

HR capacity, particularly in Kenya. Trading revenue grew from 4% to 11% of operational costs. However, the overall deficit between revenue and expenses grew due to the stage of business development. TruTrade is now fully operational in two countries and has a strong supply base and local buyer demand. Grant revenue fell during 2018, partially due to unforeseen delays in in-country awards. There is a healthy pipeline of opportunities and submitted applications for 2019, with forecasted grant income of US\$93K.

TruTrade continues to be at the forefront of digitising informal agricultural value chains in the dynamic space of digitally enabled services to smallholder farmers. TruTrade was selected to join Ashoka's Social Impact Investment Accelerator programme as one of the 12 most exciting early stage social enterprises in Africa. TruTrade also won the 2018 Dóchas Innovation in Development award.

Following an impact assessment of its work, TruTrade has been awarded certification as a B Corporation. This means TruTrade is recognised as an organisation that is using business as a force for good. The assessment looked at operations and business model impact on workers, community, environment and customers. We are part of the first cohort of East African businesses to achieve this recognition and will use it to help find new buyers who are aligned with our values and care about the impact of their supply chain.







# Report of the Directors

For the financial year ended 31 December 2018

---

## Traidlinks



Over the last number of years, Traidlinks has operated a number of development programmes in three broad areas namely:

- Enterprise development and enhancement;
- Development of agricultural supply and value chain; and
- Institutional capacity building.

The focus of Traidlinks' work in 2018 was on business development and working on the relationship with one of its core funders, Trademark East Africa (TMEA). It undertook two small projects with TMEA in East Africa in conjunction with Self Help Africa and Partner Africa in 2018.

These projects involved supporting local companies in Rwanda to generate exports sales into other East Africa countries and DRC and strengthening the export readiness of local companies in Burundi. Traidlinks also continued to work in collaboration with local government institutions to strengthen their operational export capacity and skills through training, networking and leading the co-ordination of sales missions.

Traidlinks' work is now fully integrated into Self Help Africa's operations. In Rwanda, Burundi and Tanzania there will be an

emphasis on developing value chains and female entrepreneurs and traders, and leveraging synergies with other Gorta Group entities such as Partner Africa. As a result of this full integration, the Traidlinks company has ceased trading and has closed. Traidlinks will remain as a brand within Self Help Africa. Its vision and mission will be delivered through the Traidlinks brand as part of Self Help Africa.

## Public Fundraising

2018 was a good year for Self Help Africa's fundraising activities with the general public across Ireland and the UK. €5.7M was raised in the year – an increase of 21% on 2017. The increase in the unrestricted element of this income was very positive but more modest at 7%. Our regular givers continue to be the bedrock of our support, providing the essential financial platform to leverage major institutional funding and enabling us to deliver quality programmes on the ground. Maintaining this income stream continues to be a challenge as it is very difficult to replace lapsed donors with new ones.

High points of the year included our Alan Kerins Croke Park event which brought in €220K net and our second Change-Maker's Ball in the Shelbourne Hotel, Dublin, which generated net income of €185K. A host of other fundraising events took place in support of our work in Africa. We are also indebted to a range of community and corporate trusts and foundations and com-

panies who supported our work, including Bishop's Appeal, Dublin City Council World Development Fund, Tomar Trust, Church of Ireland Bishop's Appeal, Bank of Ireland Third World Staff Fund, Electric Aid and Designer Group among others.

## Retail

2018 saw a significant increase in retail income with the Self Help Africa NI results being brought into the consolidated accounts for the first time. Comparing like-for-like sales with 2017, there was an underlying increase of 2% in income. Total income for the year was €1.3M, which resulted in a net retail profit of €119K.

A programme of rebranding shops under the Self Help Africa name began in 2018 in Northern Ireland and will be completed in the southern Ireland retail outlets in 2019. The implementation of a new Retail Strategy which commenced in 2018 is already showing early signs of positive results in 2019.

## Financial Review

The financial results are set out in the Consolidated Statement of Financial Activities. The Board is happy that the organisation is in a strong financial position.

Unrestricted reserves at 31 December 2018 stand at €7.4M and follow the policy of maintaining unrestricted reserves of at least the equivalent of 12 months recurring unrestricted expenditure.

A relatively conservative policy has been adopted and the Audit Finance and Risk Committee review the appropriateness of the policy on an annual basis.

Key financial indicators for the year are:

- Total unrestricted income received during the year ended 31 December 2018 amounted to €7.9M (2017: €6.9M).
- Total voluntary funds raised in Ireland during 2018 amounted to €5.7M and represents 27% of total consolidated income (2017: €4.9M and 21.3%).
- €3.31 was raised for every €1 spent on fundraising (2017: €2.97).

Overall income levels for the year totalled €21.2M, compared to €22.7M in 2017, a decrease of 6.6%. The reduction in income is attributable to the receipt of large advance payments in 2017 on our large EU-funded programmes (in accordance with our Income Recognition Policy) with no further payments received on these contracts in 2018 due to low spending rates. We would expect income to increase again in 2019.

Expenditure in 2018 amounted to €20.3M compared to €17.3M in 2017, an increase of €3M, or approximately 17%. The net outcome for the year after all charges was a reduction in unrestricted funds to €7.4M at 31 December 2018.

### Going Concern

The directors have a reasonable expectation that the organisation has adequate resources to continue in operational existence for a period of at least 12 months from the date of approval of the financial statements. Thus, they continue to adopt the going concern basis in preparing the annual financial statements. Further details regarding the adoption of the going concern basis can be found in Note 1 to the financial statements.

### Structure, Governance and Management

**Structure:** Gorta (trading as Self Help Africa) is the parent company of the Group. Self Help Africa has been a dormant company since the merger of Gorta and Self Help Africa in 2014 and is a subsidiary of Gorta. Both Gorta and Self Help Africa are companies limited by guarantee and registered in Ireland. Gorta is the sole member of Self Help Africa UK, Gorta UK and Partner Africa. Self Help Africa UK, Gorta UK and Partner Africa are independent charities and companies limited by guarantee, registered in the United Kingdom. Each of the Group companies is a registered charity in its own jurisdiction.

Gorta UK is a registered charity with the Office of the Scottish Charity Regulatory under registration number SC 272970. Self Help Africa UK is a registered charity with the Charity Commission for England and Wales under registration number

298830.

**Partner Africa** is a registered charity with the Charity Commission for England and Wales under registration number 1144815. **War on Want NI** is a registered charity with the Charity Commission for Northern Ireland under registration number NIC 102154. **Traidlinks** was a registered charity in Ireland under registration number 20072025. On 13 November 2018 Traidlinks ceased trading and combined with Gorta t/a Self Help Africa.

**TruTrade** is a company limited by shares, registered in Kenya (registration number CPR/2012/74219)

Self Help Africa's charitable activities in the developing world are carried out in association with each of the Group companies. Gorta (trading as Self Help Africa) was established as a legal charitable entity in the Republic of Ireland in 1965 and its governing document is the Memorandum and Articles of Association (most recently amended in July 2016).

### Governance

The Board is committed to maintaining the highest standards of corporate governance and has determined that Self Help Africa must comply with the basic principles outlined in the 'Irish Development NGOs' Code of Corporate Governance' (as produced by the Corporate Governance Association of Ireland; partnered with Dóchas). Over the

last number of years, the organisation has put in place the systems and structures to ensure that we are fully compliant with this Code.

As part of the pursuit of the highest standards in governance, an effective Board and a competent executive management team head the organisation. There is a clear distinction between the roles of the Board and the management team to which day-to-day management is delegated. The management team prepares matters for consideration and approval by the Board e.g. annual budgets, policy papers. The Board then monitors their implementation. The Board has reviewed our governance structures and has determined that we are fully compliant with the Dóchas Code.

The nomination of our 2017 Annual Report in the large not-for-profit category of the Leinster Society of Chartered Accountants Published Accounts Awards for the second successive year was a notable achievement in 2018. We were also nominated again in 2018 for the Good Governance Awards, showing our continuing commitment to the highest standards of reporting and transparency, backed up with robust systems of governance and financial control.

On areas such as strategic planning, there is Board involvement at all stages of preparation and ultimate approval is the responsibility of the Board. The Board met on six occasions in 2018 (eight in 2017). Details of



# Report of the Directors

For the financial year ended 31 December 2018

attendance at the Board meetings are set out here:

Tom Kitt (chair)	5/6
David Governey	5/6
Marion Byrne	5/6
Rowena Dwyer	5/6
Michael Hoevel	5/6
Mairead Carey	4/6
Pat Murphy	4/6
Jim Galvin	4/6
Carmel Fox	4/6
Eimear Kenny	3/5
Tom Kirley	2/2
Claire Fourel	2/6
Michael Maguire	2/4

Directors are elected from the membership of the organisation, with interested members putting themselves forward for election at the Annual General Meeting. As the Board is required to have a broad range of skills and experience, the Nominations Committee monitors succession planning for Board membership. It makes recommendations to the Board and membership regarding the recruitment of new directors who join the Board either via co-option (in the event of a vacancy arising and being filled between AGMs) or by being elected at the AGM proper. Directors co-opted between AGMs are required to put themselves forward for election at the following AGM. New directors receive background and explanatory materials covering the nature and purpose of Self Help Africa to enable them to familiarise themselves with their duties and responsibilities, the Self

Help Africa governance framework and its work overseas. Any relevant training requirements of directors are facilitated by the organisation.

As a signatory to the Dóchas Code of Conduct on Images and Messages, Self Help Africa reaffirms its commitment to best practice in the communication of images and messages in all our public-facing collateral and policy statements. As a signatory to the Charities Institute of Ireland Guiding Principles for Fundraising, Self Help Africa confirms its commitment to its code of practice for fundraising in all forms.

## Board sub-committees

### *Audit, Finance and Risk Committee*

The function of the Audit, Finance and Risk Committee is to review internal financial controls, treasury and risk management processes. It liaises with external auditors and reports directly to the Board. It meets on a regular basis to monitor and review the financial performance of the organisation, internal and external audit findings, management information systems and internal control systems. It provides independent oversight of the annual budgets, management and statutory accounts and makes recommendations to the Board where relevant.

The committee met four times in 2018 (five times in 2017). The members of the committee in 2018 were David Governey (chair, 3/4 meetings attended) James Wyse (4/4), Colm Dennehy (4/4), Michael Butler

(3/4), Chris McDonald (4/4), Dervla Owens (2/3), Theresa Morrissey (2/3) and Mairead Carey (1/2). Committee members provided support to the Board and management in a range of areas outside of committee meetings and their inputs are of great value in financial oversight of the organisation.

### *Food, Nutrition & Income Security Committee*

This committee oversees the quality and depth of programme performance in the food, nutrition and livelihoods element of the programmes function on behalf of the Board and provides advisory support for management on the development and delivery of such programmes. In particular, it has the following delegated responsibilities:

- Ensure that all programming is delivered in line with organisational strategy, policy and governance standards.
- Ensure that an effective programmes approval process is in place and applied.
- Ensure that an effective results-based management system is in place and applied.
- Support the development of country strategy papers, programme policies and programme approaches.

The committee met four times in 2018 (four times in 2017). The members of the committee are Pat Murphy (chair, 4/4 meetings attended), Carmel Fox (4/4), Prof Adrian Wood (4/4), Marion Byrne (3/4), Anne Fitz-

gerald (2/4), Dr James Copestake (2/4) and Jim Campbell (1/1).

#### **Group Enterprise Committee**

This committee was established in 2017 as a specialist offshoot of the Programme Review Committee to oversee our performance within the Enterprise/Private Sector Development pillar of the Group. The committee provides expertise, contacts, networks, business links and support to the organisation in this area. It provides advisory support for management on the development and delivery of growth within this area. The committee met three times in 2018 (three times in 2017). The members of the committee are Tom Corcoran (chair, 3/3 meetings attended), Rowena Dwyer (3/3), Ger Mullally (3/3), Michael Maguire (3/3), Claire Fourel (2/3), and Martin Ryan (1/3).

#### **Fundraising and Communications Committee**

The main role of this committee is to oversee and guide the organisation's strategy around fundraising and communications, reviewing new initiatives for generating funding streams and ensuring our activities are in line with our vision, mission and values. The committee met three times in 2018 (twice in 2017). The members of the committee are Michael Hoevel (chair, 3/3 meetings attended), Jarlath Coleman (2/3), Mairead Carey (2/3) and Tom Kitt (1/3).

#### **Remuneration Committee**

The function of the Remuneration Committee is to devise and recommend remuneration

policy to the Board for all Self Help Africa staff. The committee met twice in 2018 (twice in 2017). The members of the committee are Eimear Kenny (chair, 2/2 meetings attended), Pat Murphy (2/2) and Valerie Sullivan (2/2).

#### **Nominations Committee**

The function of the Nominations Committee is to facilitate the ongoing process of Board renewal, making recommendations to the board and membership having identified skills gaps and appropriate and willing members who would have the potential to fill such gaps. All new directors co-opted to the Board must go before the membership for election at the following AGM. The committee met five times in 2018 (four times in 2017). The members of the committee are Tom Kirley (chair, 5/5 meetings attended), Tom Kitt (4/5), Marion Byrne (3/5) and John Carroll (2/2).

#### **Risk Management and Internal Controls**

The directors have responsibility for and are aware of the risks associated with the operating activities of SHA. They are confident that adequate systems of internal control are in place and that these controls provide reasonable assurance against such risks. Management prepares a risk register which is a consolidation of HQ and country level risk reviews and is updated regularly and subject to detailed half-yearly reviews by the Board. The directors regularly review and adopt policies and procedures that are consistent with best practice and monitor

the implementation of these policies through the Audit, Finance and Risk Committee.

During the year, management worked on improving policies and procedures relating to complaints response, whistle-blowing and safeguarding as well as establishing a new code of conduct which were approved by the Board in 2018. Two new roles – Head of Internal Audit and Compliance & Finance Manager were established in 2018. These roles have contributed significantly to the ongoing strengthening of our systems and controls.

The internal control systems aim to ensure compliance with laws and policies, ensure efficient and effective use of Self Help Africa's resources, safeguard Self Help Africa's assets and maintain the integrity of financial information produced. Although we have strong financial controls in place throughout the organisation, there is always a risk of controls being breached through collusion. As part of our whistle-blowing procedures, we have contracted an external service provider (ExpoLink) to whom reports can be made in confidence to enable issues reported to be investigated at the appropriate level.

Board and management are conscious of the scope for incidents of fraud and other irregularities in all areas of Self Help Africa's work. An incident of low level bribery came to light via our whistleblowing procedures in our Malawi programme. This resulted in

the termination of a staff member's employment. A case where there were irregularities in a partner organisation's payment controls came to light as a result of an audit verification process. Resolution to this case is still pending but could potentially result in a loss of €30K to the organisation. Wrongdoing cases such as these are managed in a structured way and documented in three stages:

- An initial report documenting the facts of the case is prepared by the most relevant staff member.
- An investigation plan is written up to set out a course of action with the objective of determining how the case can be resolved.
- Following investigation, a final report is prepared for submission to the Audit, Finance and Risk Committee in order to bring the matter to conclusion.

A log of wrongdoing cases is reviewed at each Audit, Finance and Risk Committee meeting and all relevant donors are briefed in accordance with the provisions of our contracts with them.

Another key element of our newly-established compliance function has been the formal adoption of new Safeguarding, and Protection against Sexual Exploitation and Abuse policies which are aligned with international best practice. Safeguarding is seen as a key governance priority and is a standing item on our Board meeting agenda. Often there can be unequal power dynam-



# Report of the Directors

For the financial year ended 31 December 2018

---

ics or relations across an organisation and in relation to beneficiaries and communities we work with. We face a risk that some staff (or others connected to SHA) may exploit their position of power for personal gain. Safeguarding is addressed throughout the organisation through the three pillars of prevention, reporting and response.

Our policies are applied to SHA Boards, staff and subsidiaries, partners and affiliates, consultants, and contractors that supply services or support to SHA. We strive to ensure compliance through training, terms and conditions for suppliers, a robust complaints response mechanism, whistleblowing channels and disciplinary measures up to and including dismissal and incorporation of the policy into partner agreements.

The key element of this is in training, with workshops conducted at Head Office and all programme locations across Africa. Compliance in this area is monitored by our Compliance and Finance Manager and ultimately overseen by the Board.

The establishment of a formal internal audit (IA) function has brought about the adoption of a SHA Internal Audit Charter which sets out the objectives of the function and the extent of its responsibility and authority. We have also adopted a SHA Internal Audit Framework with a standardised approach to audits, along with standard reporting tools and programmes.

The IA function performs operational and systems audits and reports the outcomes to the AFRC every quarter in line with the IA Plan. The audits focus on SHA's internal control environment and incorporates a risk based approach to internal audit planning.

Financial information is subject to detailed review at director level allowing for continuous monitoring of Self Help Africa's operations and financial status. Each of our field offices is subject to an annual audit by independent external auditors, in addition to periodic internal audit review.

## *Management and staff*

We appreciate and acknowledge the role played by Self Help Africa's staff, based in Ireland, the UK and in Africa. The ongoing growth of the organisation's work is due to their dedication and commitment. We are committed to the development of our staff and will continue to allocate resources annually towards a comprehensive training and development programme. Self Help Africa is an equal opportunities employer and we recognise the need to ensure we have high calibre staff and volunteers to achieve our vision and objectives.

Self Help Africa is committed to managing and conducting its work activities in such a way as to ensure - so far as is reasonably practicable - the safety, health and welfare at work of its employees and volunteers. The Safety Statement, in accordance with Section 20 of the Safety, Health and Welfare at Work

Act 2005 in Ireland, outlines the policy of Self Help Africa in relation to the management of health, safety and welfare. Self Help Africa's management continuously monitors compliance in line with legislative requirements.

## **Future Plans**

Following our success in 2017 in securing two large five year EU contracts (the KILI-MO-VC Programme in Kenya and the BETTER programme in Malawi) we will seek to ensure delivery of this work is maintained to a high standard as well as seeking to grow operations in all countries. Our stated aim is to grow income from current levels to over €30m by 2021, within the timeframe of our Strategic Plan.

In accordance with our Strategic Plan, we will continue with our plans to work in more fragile locations in the countries we are already in, and in new countries, and seek to develop our humanitarian response capacity. We will continue to develop our capacity on the enterprise development and private sector engagement elements of our work. The work of our Group Enterprise Committee will be critical in this area.

Plans are in place to begin work in a new country of operation, Niger, in 2019 as we seek to work in partnership there with like-minded partner organisations. The thawing of relations between Ethiopia and Eritrea will hopefully present opportunities for us to expand our work in Eritrea. From a finan-

cial point of view, we are eager to ensure that we retain our financial stability for the medium to long term. Although we had a marginal unrestricted deficit in 2018, we will be aiming for another breakeven year in 2019 in order to give us a solid platform to grow the organisation in order to achieve the objectives set out in our Strategic Plan.

#### Events since the financial year end

There have been no significant events affecting the Group since the financial year end.

#### Political contributions

The Group did not make any political contributions in the financial year (2017 - €nil).

#### Accounting Records

The measures that the directors have taken to secure compliance with the requirements of sections 281 to 285 of the Companies Act 2014 with regard to the keeping of accounting records, are the employment of appropriately qualified accounting personnel and the maintenance of computerised accounting systems. The Company's accounting records are maintained at the Company's registered office at Kingsbridge House, 17-22 Parkgate Street, Dublin 8.

#### Directors and Secretary

The directors and secretary, who served at any time during the financial year, were as follows:

##### Directors:

Mr. Tom Kitt (Chairman)  
Ms. Carmel Fox  
Ms. Claire-Marie Fourel  
Mr. David Governey  
Ms. Eimear Kenny  
Ms. Rowena Dwyer  
Ms. Mairead Carey  
Ms. Marion Byrne  
Mr. Michael Hoevel  
Mr. Pat Murphy  
Mr. Tom Kirley  
Mr. James Galvin  
Mr. Michael Maguire

Company Secretary: Mr. Malachy Cardiff

#### Statement of Disclosure of Information to Auditors

Each of the persons who is a director at the date of approval of this report confirms that:

- (i) so far as the director is aware, there is no relevant audit information of which the Company's auditors are unaware; and
- (ii) the director has taken all the steps that he ought to have taken as a director

in order to make himself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of Section 330 of the Companies Act 2014.

#### Auditors

The auditors, Deloitte Ireland LLP, Chartered Accountants and Statutory Audit Firm, continue in office in accordance with Section 383(2) of the Companies Act 2014.

Approved by the Board and signed on its behalf by:



**Mr. Tom Kitt**  
Director



**Mr. David Governey**  
Director

Date: 5th June 2019





Norah Alupo (30) from Kapelebyong, Teso, Uganda, 2018

# Directors' Responsibilities Statement

**The directors are responsible for preparing the Report of the Directors and the consolidated financial statements in accordance with the Companies Act 2014 and the applicable regulations.**

The directors are responsible for preparing the Report of the Directors and the consolidated financial statements in accordance with the Companies Act 2014 and the applicable regulations.

Irish Company law requires the directors to prepare financial statements for each financial year. Under the law, the directors have elected to prepare the financial statements in accordance with FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland issued by the Financial Reporting Council, as applied in accordance with the provisions of the Companies Act 2014, and with the Accounting and Reporting by Charities Statement of Recommended Practice applicable to charities preparing their financial statements in accordance with FRS102 ("the Charities SORP") ("relevant financial reporting framework").

Under Company law, the directors must not approve the consolidated financial statements unless they are satisfied that they give a true and fair view of the assets, liabilities and financial position of the Group and Company as at the financial year end

date and of the surplus or deficit of the Group and Company for the financial year and otherwise comply with the Companies Act 2014.

In preparing those consolidated financial statements, the directors are required to:

- select suitable accounting policies for the parent Company and the Group financial statements and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and estimates that are reasonable and prudent;
- state whether the financial statements have been prepared in accordance with the applicable accounting standards, identify those standards, and note the effect and the reasons for any material departure from those standards; and prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Group and Company will continue in business.

The directors are responsible for ensuring that the Group and Company keeps or causes to be kept adequate accounting records which correctly explain and record the transactions of the Group and Company, enable at any time the assets, liabilities, financial position and surplus or deficit of the Group and Company to be determined with reasonable accuracy, enable them to ensure that the consolidated financial statements and report of the directors comply with the Companies Act 2014 and enable the financial statements to be audited. 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 irregularities. Legislation in Ireland governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions. The directors are responsible for the maintenance and integrity of the corporate and financial information included on the Group and Company's website.



# Independent auditor's report to the members of Gorta t/a Self Help Africa

## Report on the audit of the financial statements

### Opinion on the financial statements of Gorta (trading as Self Help Africa)

In our opinion the group and parent company financial statements:

- give a true and fair view of the assets, liabilities and financial position of the group and parent company as at 31 December 2018 and of the incoming resources and application of resources, including its income and expenditure, for the financial year then ended; and
- have been properly prepared in accordance with the relevant financial reporting framework and, in particular, with the requirements of the Companies Act 2014.

The financial statements we have audited comprise:

- the group financial statements:
- the Consolidated Statement of Financial Activities (including income and expenditure account);
  - the Consolidated Balance Sheet;
  - the Consolidated Statement of Cash Flows; and
  - the related notes 1 to 34, including a summary of significant accounting policies as set out in note 1.

the parent company financial statements:

- the Company Balance Sheet;
- the Company Cash Flow Statement; and
- the related notes 1 to 34, including a summary of significant accounting policies as set out in note 1.

The relevant financial reporting framework that has been applied in their preparation is the Companies Act 2014 and FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" issued by the Financial Reporting Council ("the relevant financial reporting framework").

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (Ireland) (ISAs (Ireland)) and applicable law. Our responsibilities under those standards are described below in the "Auditor's responsibilities for the audit of the financial statements" section of our report.

We are independent of the group and parent company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Ireland,

including the Ethical Standard issued by the Irish Auditing and Accounting Supervisory Authority, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Conclusions relating to going concern

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

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

### Other information

The directors are responsible for the other information. The other information comprises the information included in the reports and consolidated financial statements for the financial year ended 31 December 2018, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

## Responsibilities of directors

As explained more fully in the Directors' Responsibilities Statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view and otherwise comply with the Companies Act 2014, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

## Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assur-

ance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (Ireland) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs (Ireland), we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are

appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the group and parent company's internal control.

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the group and parent company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of the auditor's report. However, future events or conditions may cause the entity (or where relevant, the group) to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the business activities within the group to express an opinion on the (consolidated) financial statements. The group auditor is responsible for the direction, supervision and performance of the group audit. The group auditor remains solely responsible for the audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that the auditor identifies during the audit.

This report is made solely to the company's members, as a body, in accordance with Section 391 of the Companies Act 2014. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and



# Independent auditor's report to the members of Gorta t/a Self Help Africa

for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

## Report on other legal and regulatory requirements

Opinion on other matters prescribed by the Companies Act 2014

Based solely on the work undertaken in the course of the audit, we report that:

- We have obtained all the information and explanations which we consider necessary for the purposes of our audit.
- In our opinion the accounting records of the parent company were sufficient to permit the financial statements to be readily and properly audited.
- The parent company balance sheet and the financial statements are in agreement with the accounting records.
- In our opinion the information given in the report of the directors is consistent with the financial statements and the directors' report has been prepared in accordance with the Companies Act 2014.

## Matters on which we are required to report by exception

Based on the knowledge and understanding of the group and the parent company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report.

We have nothing to report in respect of the provisions in the Companies Act 2014 which require us to report to you if, in our opinion, the disclosures of directors' remuneration and transactions specified by law are not made.

*Margarita Martin*

### Margarita Martin

For and on behalf of Deloitte Ireland LLP,  
Chartered Accountants and Statutory Audit Firm

Deloitte & Touche House, Earlsfort Terrace,  
Dublin 2

05 June 2019



Stella Malaitha Kuma  
village, Malawi.

## Consolidated Statement Of Financial Activities

(Including income and expenditure account) for the financial year ended 31 December 2018

	Notes	2018 Restricted Funds €	2018 Unrestricted Funds €	2018 Total €	2017 Restricted Funds €	2017 Unrestricted Funds €	2017 Total €
<b>INCOME FROM</b>							
Donations and legacies	3	836,607	4,029,396	4,866,003	368,886	3,856,396	4,225,282
Charitable activities	4	12,272,292	494,803	12,767,095	15,433,106	598,165	16,031,271
Retail income	9	-	1,316,551	1,316,551	-	923,353	923,353
Other trading activities	5	149,049	2,059,003	2,208,052	83,246	1,457,733	1,540,979
Other	6	-	28,527	28,527	-	24,564	24,564
<b>Total</b>		<b>13,257,948</b>	<b>7,928,280</b>	<b>21,186,228</b>	<b>15,885,238</b>	<b>6,860,211</b>	<b>22,745,449</b>
<b>EXPENDITURE ON</b>							
Charitable activities	7	12,305,309	5,120,791	17,426,100	10,276,114	4,459,694	14,735,808
Raising funds - Retail	9	-	1,198,006	1,198,006	-	983,014	983,014
Raising funds - Other	8	-	1,727,501	1,727,501	-	1,634,425	1,634,425
<b>Total</b>		<b>12,305,309</b>	<b>8,046,298</b>	<b>20,351,607</b>	<b>10,276,114</b>	<b>7,077,133</b>	<b>17,353,247</b>
Net income / (expense)	11	952,639	(118,018)	834,621	5,609,124	(216,922)	5,392,202
Other recognised losses	12	(12,696)	(25,508)	(38,204)	(43,050)	(153,593)	(196,643)
Taxation	13	-	(7,258)	(7,258)	-	(8,259)	(8,259)
<b>Net movement in funds</b>	<b>30</b>	<b>939,943</b>	<b>(150,784)</b>	<b>789,159</b>	<b>5,566,074</b>	<b>(378,774)</b>	<b>5,187,300</b>
<b>RECONCILIATION OF FUNDS</b>							
Total funds brought forward	30	6,417,730	7,558,589	13,976,319	851,656	7,937,363	8,789,019
<b>Total funds carried forward</b>	<b>30</b>	<b>7,357,673</b>	<b>7,407,805</b>	<b>14,765,478</b>	<b>6,417,730</b>	<b>7,558,589</b>	<b>13,976,319</b>

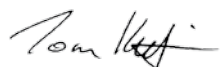
There are no other recognised gains or losses other than those listed above and the net movement in funds for the financial year. All income and expenditure derives from continuing activities.



# Consolidated Balance Sheet as at 31 December 2018

	Notes	2018 €	2017 €
<b>FIXED ASSETS</b>			
Tangible assets	17	311,199	268,117
Intangible assets	17	24,409	28,618
		<b>335,608</b>	296,735
<b>CURRENT ASSETS</b>			
Short term investments	18	139,260	166,256
Cash at bank and in hand	19	13,770,920	13,443,044
Debtors	20	2,303,861	2,082,840
Stocks		3,053	3,374
		<b>16,217,094</b>	15,695,514
<b>Creditors:</b> Amounts due within one financial year	21	<b>(1,729,316)</b>	(1,929,033)
<b>Net current assets</b>		<b>14,487,778</b>	13,766,481
<b>Total assets less current liabilities</b>		<b>14,823,386</b>	14,063,216
<b>Creditors:</b> Amounts falling due after one financial year	22	<b>(57,908)</b>	(85,897)
<b>TOTAL NET ASSETS</b>		<b>14,765,478</b>	13,977,319
<b>FUNDS OF THE CHARITY</b>			
Accumulated funds – restricted	30	7,357,673	6,417,730
Accumulated funds – unrestricted	30	7,407,805	7,558,589
Deferred Capital Grants	30	-	1,000
<b>TOTAL FUNDS</b>		<b>14,765,478</b>	13,977,319

The financial statements were approved and authorised for issue by the Board of Directors on 5th June 2019 and signed on its behalf by:



Tom Kitt  
DIRECTOR



David Governey  
DIRECTOR

## Company Balance Sheet

as at 31 December 2018

	Notes	2018 €	2017 €
<b>FIXED ASSETS</b>			
Tangible assets	17	41,196	57,315
<b>CURRENT ASSETS</b>			
Short term investments	18	139,260	166,256
Cash at bank and in hand	19	13,007,919	12,071,980
Debtors	20	1,234,382	957,926
		<b>14,381,561</b>	<b>13,196,162</b>
<b>Creditors:</b> Amounts due within one financial year	21	<b>(1,693,095)</b>	<b>(1,733,825)</b>
<b>Net current assets</b>		<b>12,688,466</b>	<b>11,462,337</b>
<b>Total assets less current liabilities</b>		<b>12,729,662</b>	<b>11,519,652</b>
<b>Creditors:</b> Amounts falling due after one financial year	22	<b>(46,377)</b>	<b>(85,897)</b>
<b>TOTAL NET ASSETS</b>		<b>12,683,285</b>	<b>11,433,755</b>
<b>FUNDS OF THE CHARITY</b>			
Accumulated funds – restricted	30	6,206,141	4,851,979
Accumulated funds – unrestricted	30	6,477,144	6,580,776
Deferred capital grants	30	-	1,000
<b>TOTAL FUNDS</b>		<b>12,683,285</b>	<b>11,433,755</b>

The financial statements were approved and authorised for issue by the Board of Directors on 5th June 2019 and signed on its behalf by:



Tom Kitt  
DIRECTOR



David Governey  
DIRECTOR



**Consolidated Statement  
of Cash Flows** for the  
financial year ended  
31 December 2018

	Notes	2018 €	2017 €
<b>Cash flows from charitable activities</b>			
Net cash provided by charitable activities	28	452,460	5,511,517
<b>Cash flows from investing activities</b>			
Interest received	6	15,806	13,252
Purchase of tangible assets	17	(137,813)	(225,035)
Purchase of intangible assets	17	(2,577)	(29,055)
Net assets acquired through charity combinations	12	-	103,572
Net cash used in investing activities		(124,584)	(137,266)
<b>Increase in cash and cash equivalents in the reporting year</b>		<b>327,876</b>	<b>(5,374,251)</b>
Cash and cash equivalents at the beginning of the reporting year		13,443,044	8,068,793
<b>Cash and cash equivalents at the end of the reporting year</b>		<b>13,770,920</b>	<b>13,443,044</b>
Reconciliation to cash at bank and in hand:			
<b>Cash and cash equivalents at end of financial year</b>		<b>13,770,920</b>	<b>13,443,044</b>

**Company Statement  
of Cash Flows** for the  
financial year ended  
31 December 2018

	Notes	2018 €	2017 €
<b>Cash flows from charitable activities</b>			
Net cash provided by charitable activities	28	948,437	5,151,706
<b>Cash flows from investing activities</b>			
Interest received		14,313	12,709
Purchase of tangible assets	17	(26,811)	(5,938)
Net cash (used in)/provided by investing activities		(12,498)	6,771
<b>Increase in cash and cash equivalents in the reporting year</b>		<b>935,939</b>	<b>5,158,477</b>
Cash and cash equivalents at the beginning of the reporting year		12,071,980	6,913,503
<b>Cash and cash equivalents at the end of the reporting year</b>		<b>13,007,919</b>	<b>12,071,980</b>
Reconciliation to cash at bank and in hand:			
<b>Cash and cash equivalents at end of financial year</b>		<b>13,007,919</b>	<b>12,071,980</b>

# Notes to the consolidated financial statements

## for the financial year ended 31 December 2018

### 1. ACCOUNTING POLICIES

The principal accounting policies are summarised below. They have all been applied consistently throughout the current and preceding financial year.

#### General Information and Basis of Preparation

Gorta (t/a Self Help Africa) is a Group and Company incorporated in Ireland under the Companies Act 2014. The address of the registered office of the Group and Company is First Floor, Kingsbridge House, 17-22 Parkgate Street, Dublin 8. The company number of Gorta with the Companies Registration Office is 28228. The nature of the Group and Company's operations and its principal activities are set out in the report of the directors on pages 56 to 79. In accordance with Section 1180(8) of the Companies Act, 2014, the Company is exempt from including the word "Limited" in its name. The Company is limited by guarantee and has no share capital.

The financial statements have been prepared under the historical cost convention and in accordance with FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland issued by the Financial Reporting Council, as applied in accordance with the provisions of the Companies Act 2014, and with the

Accounting and Reporting by Charities Statement of Recommended Practice applicable to charities preparing their financial statements in accordance with FRS102 ("the Charities SORP") ("relevant financial reporting framework").

The functional currency of the Group and Company is considered to be euro because that is the currency of the primary economic environment in which the Company operates.

As permitted by section 291(3)(4) of the Companies Act 2014, the Group has varied the standard formats specified in that Act for the Statement of Financial Activities, the Balance Sheets and the Statement of Cash Flows. Departures from the standard formats, as outlined in the Companies Act 2014, are to comply with the requirements of the Charities SORP and are in compliance with Sections 4.7, 10.6 and 15.2 of the Charities SORP. The Company has taken advantage of the exemption available to it under section 304 of the Companies Act 2014, which permits a Company that publishes its Company and Group financial statements together not to present its own statement of financial activities and related notes.

The Company meets the definition of a Public Benefit Entity under FRS102. As a registered charity, the Company is exempt

from the reporting and disclosure requirements to prepare a directors' report under section 325 (1) (c), Companies Act 2014 but does so in compliance with the Charities SORP. There is nothing to disclose in respect of directors' interests in shares or debentures of the Company under section 329, Companies Act 2014.

#### Basis of Consolidation

The consolidated financial statements include the financial statements of the Company and its subsidiary undertakings, Self Help Africa, Self Help Africa (UK), Partner Africa, Gorta UK, Traidlinks, TruTrade Limited and War on Want NI. The activities of all seven companies are mutually inter-dependent.

The work of the Group in Africa, which is not carried out by one of the seven subsidiary undertakings noted above, is carried out through branches located in the countries of operation. The branches are the local representatives of the Group. They do not have a separate legal personality and have been set up specifically to carry out the work of the Group.

Subsidiaries are entities controlled by the Group. The Group controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity

and has the ability to affect those returns through its power over the entity. The financial statements of subsidiaries are included in these consolidated financial statements from the date on which control commences until the date on which control ceases.

#### Going concern

The Group's forecasts and projections, taking account of reasonable possible changes in performance, show that the Group will be able to operate within the level of its current cash and investment resources. The Board have a reasonable expectation that the organisation has adequate resources to continue in operational existence for a period of at least 12 months from the date of approval of these consolidated financial statements. Thus they continue to adopt the going concern basis of accounting in preparing the annual consolidated financial statements.

#### Income

- i Income from voluntary donations is recognised when received. As with many similar charitable organisations, independent groups from time to time organise fundraising activities and may operate bank accounts in the name of Gorta or Self Help Africa. However, as amounts collected in this way are



# Notes to the consolidated financial statements

## for the financial year ended 31 December 2018

outside the control of the Group and Company, they are not included in the financial statements until received by the Group.

- ii Proceeds from the sale of donated goods are recognised in the financial statements in the period in which they are realised. Volunteer time is not included in the financial statements.
- iii Grants from the government and other agencies have been included as income from activities in furtherance of the charity's objects and accounted for on a receivable basis.
- iv Income from legacies are recognised when the likelihood of receipt is probable, the Group is entitled to the funds and the amount can be measured with sufficient reliability.
- v Interest income is recognised on a receivable basis.
- vi Revenue refunds in respect of tax relief on voluntary donations are recognised on a receivable basis in so far as the receivable can be established with a reasonable amount of accuracy.
- vii Other income reflects income earned by Partner Africa in respect of ethical trade related assignments and is recognised on a receivable basis. Such income is deferred until such time as the assign-

ment occurs and the related expenditure is incurred.

### Expenditure

- i Charitable activities comprise expenditure incurred by the programme countries for the costs of the development programmes as well as costs incurred at headquarters that are directly related to the implementation of programmes. Expenditure is recognised in the period to which it relates. Expenditure incurred but unpaid at the balance sheet date is included in accruals and other creditors.
- ii Expenditure on raising funds comprises all expenditure incurred by Self Help Africa on raising funds for the organisation's charitable activities.

### Gifts in kind

Items donated for resale are included in shop income when sold and no value is placed on stock at the year end. Any other gifts in kind which are deemed non-material are not included in the financial statements. Gifts in kind that can be valued with reasonable confidence will be included in the financial statements.

### Funds Accounting

Funds held by the charity are:

- i Unrestricted funds - these are funds

which can be used in accordance with the charitable objects at the discretion of the directors.

- ii Designated funds - these are funds which have been set aside for particular purposes by the Company itself, in furtherance of the Company's charitable objects.
- iii Restricted funds - these are funds that can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Further explanation of the nature and purpose of each fund is included in the notes to the financial statements.

### Tangible Fixed Assets

Tangible fixed assets are stated at cost less accumulated depreciation. Depreciation is provided for on a straight line basis at rates estimated to write off the cost over the year of their expected useful lives (taking account of residual value). The annual rates of depreciation are as follows:

Shop fittings	20% Straight line
Furniture and computer equipment	33.3% Straight line
Motor vehicles	33.3% Straight line

### Intangible Fixed Assets

Intangible fixed assets represent purchased computer software applications and are capitalised when there is a clearly defined project, the related expenditure is separately identifiable and the outcome of the project has been assessed with reasonable certainty as to its technical, surplus generating and financial feasibility. In the absence of such criteria, these costs are expensed. Intangible fixed assets are amortised over their expected useful lives.

### Financial instruments

Financial assets and financial liabilities are recognised when the Group and Company becomes a party to the contractual provisions of the instrument. Financial liabilities are classified according to the substance of the contractual arrangements entered into.

All financial assets and liabilities are initially measured at transaction price (including transaction costs), unless the arrangement constitutes a financing transaction. If an arrangement constitutes a financing transaction, the financial asset or financial liability is measured at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

Financial assets are derecognised when and only when a) the contractual rights to the cash flows from the financial asset expire or are settled, b) the Group and Company

transfers to another party substantially all of the risks and rewards of ownership of the financial asset, or c) the Group and Company, despite having retained some significant risks and rewards of ownership, has transferred control of the asset to another party and the other party has the practical ability to sell the asset in its entirety to an unrelated third party and is able to exercise that ability unilaterally and without needing to impose additional restrictions on the transfer.

Financial liabilities are derecognised only when the obligation specified in the contract is discharged, cancelled or expires. Balances that are classified as payable or receivable within one year on initial recognition are measured at the undiscounted amount of the cash or other consideration expected to be paid or received, net of impairment.

## Investment Policy

All cash balances for planned development work are held in demand deposit accounts or short term investment accounts at the highest interest rates available at the time of investment. Long term investments acquired by donation or through merger will not be held in the long term and will be disposed of within a reasonable time frame.

## Pension Scheme

The Group operates defined contribution schemes for employees. The assets of the schemes are held and managed separately from those of the charity by independently administered funds. The annual contri-

butions are charged to the Statement of Financial Activities (SOFA).

## Operating Leases

Rentals applicable to operating leases where substantially all the benefits and risks of ownership remain with the lessor are charged to the Statement of Financial Activities (SOFA).

## Reserves Policy

In order to secure the long term viability of the Group and to maintain the smooth operation of the organisation, it is critical to ensure that the organisation has adequate reserves. The level of reserves is required to cover the following activities of the organisation:

- Provide funding for sustainable programmes.
- Meet contractual liabilities such as lease agreements, statutory staff payments and payments to creditors.
- Maintain a required level of funding available for overseas programmes during times of financial difficulty where fundraising income is diminished.
- To facilitate programme/project continuation especially where a partner submits a new or additional phase proposal in advance of the current activity being completed, in order to meet seasonal requirements (i.e. farming season) and prevent development gaps
- Meet unanticipated expenses such as repairs and maintenance, currency variances and legal costs.

- Cover day-to-day expenditure of the Group.
- Ensure there is adequate funding should any winding up costs ever arise.
- Provide for any other unanticipated expenditure of significance.

The Board may designate unrestricted reserves for specific future expenditure such as Long Term Programmes, sinking funds to cover repairs to Fixed Assets (or as required under the terms of any lease relating to premises etc.) and any other potential future requirement(s). The Board has adopted a reserves policy based on foreseeable expenditure and in particular, long-term commitments to projects. In addition, a general reserve of €7million is specifically set aside to ensure the operation of the organisation for 12 months, based on historical running costs and programme expenditure.

## Foreign Currencies

Transactions in foreign currency are recorded at the rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the balance sheet date. All differences are taken to the Statement of Financial Activities (SOFA). The balance sheets for the subsidiaries are translated at the prevailing year end rates and included in the consolidated balance sheet. The statements of financial activities for the subsidiaries are translated at an average rate for the year and included in the consolidated statement of financial activities. Any exchange gains or losses

arising on consolidation are recognised in the statement of financial activities.

## Taxation

No charge to tax arises due to the exempt status of the Company and its subsidiaries, Self Help Africa, Self Help Africa (UK) and Gorta UK. Irrecoverable value added tax is expensed as incurred in these companies. Partner Africa is registered as a charity and benefits from corporation tax exemptions available to charitable bodies. It is however registered for VAT in the UK and Kenya and is subject to Kenyan corporation tax.

## Concessionary loans

Concessionary loans are initially recognised and measured at the amount received or paid, with the carrying amount adjusted in subsequent years to reflect repayments and accrued interest as well as being adjusted if necessary for any impairment.

## Onerous contracts

Provision is made in respect of onerous contracts where the unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it and a reliable estimate can be made of such obligations and benefits.

## Comparative amounts

Certain comparative amounts have been reclassified, where necessary, to ensure comparability with current financial year disclosure.



# Notes to the consolidated financial statements

for the financial year ended 31 December 2018

## 2. Critical accounting judgements and key sources of estimation uncertainty

In the application of the company's accounting policies, which are described in note 1, the directors are required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources.

The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods. Information about critical judgements in applying accounting policies that have the most significant effect on the amounts recognised in the financial statements is included in the accounting policies and notes to the financial statements.

The directors do not consider there are any critical judgements or sources of estimation requiring disclosure.

## 3. Donations and Legacies

	2018 €	2017 €
Committed giving (regular giving)	3,227,250	3,255,275
General donations	785,138	359,085
Legacies	578,006	234,523
Church gate collections and committee income	110,831	214,707
Grow Fund	98,735	117,963
Gift Aid refunds	66,043	43,729
<b>TOTAL</b>	<b>4,866,003</b>	<b>4,225,282</b>

Included in general donations for 2018 are amounts from Designer Group, Church of Ireland Bishops Appeal, Dublin City Council World Development Fund and Electric Aid.

#### 4. Charitable Activities

	2018 €	2017 €
European Commission	4,565,939	6,344,847
Irish Aid Programme Grant	3,144,626	3,144,626
Irish Aid (WWGS)	1,060,000	976,000
World Food Programme (WFP)	892,030	20,026
GOAL (UNHCR Humanitarian Donated Goods) (note (a) below)	611,133	-
Irish Aid (Zambia, Northern Province)	513,710	1,656,176
Ministry of Finance (Zambia)	397,205	245,923
DFID UK	393,519	666,299
Irish Aid (Ethiopia)	188,530	176,283
Jersey Overseas Aid Commission (JOAC)	169,212	75,064
Irish Aid (Civil Society Fund)	145,000	-
McGill University	143,638	84,967
Big Lottery Fund (UK)	104,447	34,758
Millennium Challenge Account	90,269	203,340
Irish League of Credit Unions Foundation	85,583	106,732
UN High Commission for Refugees (UNHCR)	74,583	142,477
Guernsey Overseas Aid Commission	36,641	-
TradeMark East Africa	36,519	-
Rotary Club Kenya	27,094	-
African Agriculture Fund - Technical Assistance Facility	22,008	116,013
International Seed Sector Development	20,508	27,602
CNFA Ethiopia	15,371	213,023
Harvest Plus	10,977	-
Agricultural Development Program (ADP)	9,623	-
World Bank	7,580	-
Crop Innovations	1,988	1,729
Mercy Corps	321	-
Walmart Foundation	-	135,284
Bill & Melinda Gates Foundation	(959)	136,460
International Potato Centre	-	-
Ethiopian Agricultural Transformation Agency	-	998,200
African Cashew Alliance	-	250,469
Ministry of Agriculture & Livestock (Zambia)	-	182,551
CRS Malawi	-	98,541
Vitol Foundation	-	27,726
FHI Kenya	-	25,109
US Overseas Coops	-	3,047
Intersnack	-	(62,001)
<b>TOTAL</b>	<b>12,767,095</b>	<b>16,031,271</b>

(a) Represents the value of donated goods received and distributed in country.

#### 5. Other trading activities

	2018 €	2017 €
Ethical audits	1,318,479	907,180
Campaigns, events and treks	841,177	633,799
Product Value Chain	48,396	-
<b>TOTAL</b>	<b>2,208,052</b>	<b>1,540,979</b>

#### 6. Other

	2018 €	2017 €
Income from investments	15,806	13,252
Other income	12,721	11,312
<b>TOTAL</b>	<b>28,527</b>	<b>24,564</b>



# Notes to the consolidated financial statements

## for the financial year ended 31 December 2018

### 7. Charitable activities

Field programme expenditure has been incurred in the following **thematic areas**

	2018 Direct Costs €	2018 Support Costs €	2018 Total Costs €	2017 Direct Costs €	2017 Support Costs €	2017 Total Costs €
Agriculture production	4,232,649	419,723	4,673,844	3,465,499	417,126	3,882,625
Agribusiness development	6,472,279	713,413	7,203,692	6,547,386	788,078	7,335,464
Nutrition	419,565	41,395	460,960	223,892	26,949	250,841
Gender/inclusion	17,030	1,680	18,710	48,795	5,873	54,668
Advocacy/policy	1,162,199	114,666	1,276,865	1,060,533	127,651	1,188,184
Water, sanitation & health	746,770	73,678	820,448	31,436	3,784	35,220
Renewable energy	4,148	409	4,557	39,836	4,795	44,631
Humanitarian	643,661	-	643,661	-	-	-
Partner capacity building	858,198	84,672	942,870	727,702	87,590	815,292
Development Education	1,256,521	123,972	1,380,493	988,537	118,985	1,107,523
Investment impairment	-	-	-	21,361	-	21,361
<b>TOTAL</b>	<b>15,834,492</b>	<b>1,591,608</b>	<b>17,426,100</b>	<b>13,154,977</b>	<b>1,580,831</b>	<b>14,735,808</b>

Field programme expenditure has been incurred in the following **geographic areas**

	2018 Direct Costs €	2018 Support Costs €	2018 Total Costs €	2017 Direct Costs €	2017 Support Costs €	2017 Total Costs €
Zambia	2,392,215	236,022	2,628,237	3,265,254	393,023	3,658,277
Uganda	1,236,443	214,831	1,451,274	710,807	85,556	796,363
Ethiopia	1,398,701	137,999	1,536,700	2,408,849	289,942	2,698,790
Ethiopia - humanitarian	643,661	-	643,661	-	-	-
Kenya	2,334,886	230,366	2,565,252	1,709,417	205,754	1,915,171
Malawi	3,532,918	348,567	3,881,485	1,219,941	146,838	1,366,779
West Africa	1,144,046	112,875	1,256,921	1,569,150	188,871	1,758,021
Ethical trade services/enterprise development*	1,804,481	178,035	1,982,516	1,164,129	140,121	1,304,250
Eritrea	90,620	8,941	99,561	97,533	11,740	109,273
Development Education	1,256,521	123,972	1,380,493	988,537	118,986	1,107,523
Investment impairment	-	-	-	21,360	-	21,360
<b>TOTAL</b>	<b>15,834,492</b>	<b>1,591,608</b>	<b>17,426,100</b>	<b>13,154,977</b>	<b>1,580,831</b>	<b>14,735,808</b>

\* This work is carried on in over forty countries throughout Africa. It incorporates the expenditure of Partner Africa, TruTrade Limited and Traidlinks which relates to the Group.

## 8. Raising funds - other

	2018 €	2017 €
Staff costs	700,777	753,590
Fundraising and promotional expenses	772,172	715,251
Support costs	254,552	165,584
<b>TOTAL</b>	<b>1,727,501</b>	<b>1,634,425</b>

## 9. Retail income and expenditure

	2018 €	2017 €
Turnover from donated goods	1,316,551	923,353
<b>Less costs:</b>		
Operating expenses	(863,076)	(729,974)
Management expenses	(229,981)	(124,386)
Support costs	(104,949)	(64,868)
	<b>(1,198,006)</b>	<b>(919,228)</b>
Net trading surplus before exceptional cost	118,545	4,125
Exceptional cost relating to shop closures*	-	(63,786)
<b>Total net trading surplus/ (deficit)</b>	<b>118,545</b>	<b>(59,661)</b>

\*Exceptional costs were incurred in 2017 relating to the closure of three shops in Dublin, Galway and Clonakilty.



Yendoukoa Assibi (30), Nassiete, Togo.

# Notes to the consolidated financial statements

## for the financial year ended 31 December 2018

### 10. Support costs

Support costs which are allocated to activities have been incurred against the following thematic areas:

	2018 Charitable Activities €	2018 Fund- raising €	2018 Retail €	2018 Total €	2017 Charitable Activities €	2017 Fundraising €	2018 Retail €	2017 Total Costs €
Direct salaries	733,524	103,973	42,598	880,095	652,809	53,976	39,626	746,411
Foreign exchange	(98,899)	-	-	(98,899)	130,235	-	-	130,235
Human resources	55,474	6,575	2,372	64,421	61,317	6,157	2,923	70,397
IT/computer	27,081	1,121	3,221	31,423	42,132	8,271	2,364	52,767
Postage, stationery & communications	32,466	16,948	7,751	57,165	36,857	13,368	1,179	51,404
Premises	133,733	39,917	9,675	183,325	113,988	36,767	3,753	154,508
Professional fees	23,486	1,498	1,624	26,608	55,427	883	198	56,508
Other support costs	207,359	27,129	5,704	240,192	147,401	11,739	2,963	162,103
Governance costs	311,237	27,473	9,415	348,125	194,841	15,316	5,278	215,435
Research/ advocacy costs	166,147	29,918	22,589	218,654	145,824	19,107	6,584	171,515
<b>TOTAL</b>	<b>1,591,608</b>	<b>254,552</b>	<b>104,949</b>	<b>1,951,109</b>	<b>1,580,831</b>	<b>165,584</b>	<b>64,868</b>	<b>1,811,283</b>

The basis of allocation of the support costs identified above is a mixture of the percentage of time spend on each activity and the pro rata cost of each direct cost when compared to the support cost.

### 11. Net income/(expense)

	2018 €	2017€
The net income/(expense) for the financial year is stated after charging / (crediting):		
<b>(a) Group</b>		
Depreciation of tangible fixed assets	87,958	72,439
Amortisation of intangible fixed assets	6,786	437
Auditors' remuneration, including expenses		
- Audit of the Group financial statements*	34,748	29,213
- Other assurance services*	44,588	24,649
Amortisation of capital grants	(1,000)	(1,436)
Deficit on disposal of tangible fixed assets	-	(10,033)
<b>(b) Company</b>		
Depreciation of tangible fixed assets	42,930	72,439
Auditors' remuneration, including expenses		
- Audit of the Company financial statements*	24,969	19,475
- Other assurance services*	9,779	9,738
Amortisation of capital grants	(1,000)	(1,436)
Deficit on disposal of tangible fixed assets	-	(10,033)

\*This includes VAT. No amounts were paid to the Group auditors in relation to advisory, tax advisory or other assurance services.



## 12. Other recognised (losses)/gains

	2018 €	2017 €
Net assets acquired from Traidlinks (note 29)	-	116,982
Net assets acquired from War on Want NI (note 29)	-	280,546
Net liabilities acquired from TruTrade (note 29)	-	(293,956)
Redundancy costs	-	(241,250)
Exchange Loss on consolidation	(11,208)	(73,985)
Loss/gain on investment assets	(26,996)	15,020
<b>TOTAL</b>	<b>(38,204)</b>	<b>(196,643)</b>

## 13. Taxation

	2018 €	2017 €
--	-----------	-----------

Tax has been provided for in the Kenyan branch of Partner Africa as follows:

Deferred tax (charge)	(7,258)	(8,259)
-----------------------	---------	---------

No charge to tax arises due to the exempt status of the Company and its subsidiaries, Self Help Africa, Self Help Africa (UK), Gorta UK, Traidlinks, War on Want NI and TruTrade. Irrecoverable value added tax is expensed as incurred in these companies. Partner Africa is registered as a charity and benefits from corporation tax exemptions available to charitable bodies. It is however registered for VAT in the UK and Kenya and is subject to Kenyan corporation tax.

## 14. Staff costs

	2018 €	2017 €
Staff costs are comprised as follows:		
<b>Ireland and United Kingdom</b>		
Wages and salaries	3,845,871	3,704,809
Social welfare costs	368,243	338,159
Pension costs	213,295	191,308
<b>Sub-total</b>	<b>4,427,409</b>	<b>4,234,276</b>
<b>Program Staff in Countries of Operation</b>		
Wages and salaries	2,273,885	2,184,721
Social welfare costs	31,557	19,072
Pension costs	181,790	191,319
<b>Sub-total</b>	<b>2,487,232</b>	<b>2,395,112</b>
<b>Total staff costs</b>	<b>6,914,641</b>	<b>6,629,388</b>

	2018 Number	2017 Number
The average number of employees during the financial year was as follows:		
Ireland and United Kingdom	112	96
Program staff in countries of operation	192	174
	<b>304</b>	<b>270</b>

No employee of the Group acts as director. The total remuneration package of the Group Chief Executive comprised salary of €112,750 (2017: €112,750) plus 6.5% employer pension contribution. The number of employees whose salaries (excluding employer pension contributions and employer social welfare costs) were greater than €60,000 were as follows:

	2018 Number	2017 Number
€60,001 - €70,000	3	5
€70,001 - €80,000	5	4
€80,001 - €90,000	2	2
€90,001 - €100,000	1	1
€100,001 - €110,000	-	-
€110,001 - €120,000	1	1

# Notes to the consolidated financial statements

## for the financial year ended 31 December 2018

### 15. Director remuneration and expenses

Directors are not remunerated but are entitled to be reimbursed for out of pocket expenses incurred in the course of carrying out their duties. Travel and accommodation expenses relating to meetings of the Board and subsidiary Boards that were either borne by the Group or reimbursed to the relevant Board members amounted to €1,098 in 2018 (2017: €5,498).

In addition, Board members may periodically visit one of the Group's countries of operation in order to ensure that they are familiar with Self Help Africa's work or attend events overseas on behalf of the Group. The cost of these visits (which comprise medicals, visas, flights and accommodation) are generally borne by the Group and amounted to €11,984 in 2018 (2017: €5,498).

### 16. Key management compensation

The total remuneration for the Group key management personnel (which includes gross pay, employer insurance contributions, employer pension contributions and any other remuneration including benefits in kind) for the financial year amounted to €531,716 (2017: €510,515) and this relates to 5 personnel (2017: 5 personnel).

The remuneration of each individual subsidiary entity's key management team is disclosed in the respective subsidiary entity individual financial statements.

### 17. Fixed assets

Fixed Assets - Group	Land & Buildings €	Shop Fittings €	Motor vehicles €	Furniture, fittings and equipment €	Total €
<b>Cost</b>					
At 1 January 2018	180,185	249,183	118,753	384,155	932,276
Additions	-	-	65,036	72,777	137,813
Disposals	-	-	(33,170)	(90,013)	(123,183)
Exchange (loss)/gain on consolidation	(2,170)	-	3,279	(2,542)	(1,433)
<b>At 31 December 2018</b>	<b>178,015</b>	<b>249,183</b>	<b>153,898</b>	<b>364,377</b>	<b>945,473</b>
<b>Depreciation</b>					
At 1 January 2018	13,230	208,947	106,515	335,467	664,159
Charge for the year	3,616	26,909	24,602	32,831	87,958
Disposals	-	-	(27,382)	(89,385)	(116,767)
Exchange (loss)/gain on consolidation	(215)	-	1,766	(2,627)	(1,076)
<b>At 31 December 2018</b>	<b>16,631</b>	<b>235,856</b>	<b>105,501</b>	<b>276,286</b>	<b>634,274</b>
<b>Net Book Value</b>					
<b>At 31 December 2018</b>	<b>161,384</b>	<b>13,327</b>	<b>48,397</b>	<b>88,091</b>	<b>311,199</b>
At 31 December 2017	166,955	40,236	12,238	46,688	268,117



Sorghum, Burkina Faso.

## 17. Fixed assets (continued)

Fixed Assets - Company	Shop Fittings €	Office Furniture and Equipment €	Motor vehicles €	Total €
<b>Cost</b>				
At 1 January 2018	249,183	143,192	66,726	459,101
Additions	-	20,849	5,962	26,811
<b>At 31 December 2018</b>	<b>249,183</b>	<b>164,041</b>	<b>72,688</b>	<b>485,912</b>
<b>Depreciation</b>				
At 1 January 2018	208,947	127,055	65,784	401,786
Charge for the year	26,909	15,079	942	42,930
<b>At 31 December 2018</b>	<b>235,856</b>	<b>142,134</b>	<b>66,726</b>	<b>444,716</b>
<b>Net Book Value</b>				
<b>At 31 December 2018</b>	<b>13,327</b>	<b>21,907</b>	<b>5,962</b>	<b>41,196</b>
At 31 December 2017	40,236	16,137	942	57,315

Intangible assets - Group	Computer Application €	Total €
<b>Cost</b>		
At 1 January 2018	29,055	29,055
Additions	2,577	2,577
<b>At 31 December 2018</b>	<b>31,632</b>	<b>31,632</b>
<b>Depreciation</b>		
At 1 January 2018	437	437
Charge for the year	6,786	6,786
<b>At 31 December 2018</b>	<b>7,223</b>	<b>7,223</b>
<b>Net Book Value</b>		
<b>At 31 December 2018</b>	<b>24,409</b>	<b>24,409</b>
At 31 December 2017	28,618	28,618



# Notes to the consolidated financial statements

## for the financial year ended 31 December 2018

### 18. Short term investments

#### Group and Company:

Investments relate to a bequest of shares, the market value of which at 31 December 2018 was €139,260 (2017: €166,256).

### 19. Cash at bank and in hand

	2018 €	2017 €
<b>(a) Group:</b>		
<b>By fund designation:</b>		
Restricted	6,640,339	5,457,720
Unrestricted	7,130,581	7,985,324
	<b>13,770,920</b>	<b>13,443,044</b>
<b>By account type:</b>		
Deposit accounts	9,399,862	9,898,783
Current accounts	4,359,253	3,531,109
County committee accounts	863	863
Cash on hand	10,942	12,289
<b>TOTAL</b>	<b>13,770,920</b>	<b>13,443,044</b>
<b>(b) Company:</b>		
<b>By fund designation:</b>		
Restricted	6,136,899	3,975,241
Unrestricted	6,871,020	8,096,739
	<b>13,007,919</b>	<b>12,071,980</b>
<b>By account type:</b>		
Deposit accounts	9,311,899	9,539,207
Current accounts	3,687,298	2,523,219
County committee accounts	863	863
Cash on hand	7,859	8,691
<b>TOTAL</b>	<b>13,007,919</b>	<b>12,071,980</b>



Farmer's daughter Safariti (5), Kulkinka Village, Burkina Faso.

## 20. Debtor

	2018 €	2017 €
Cash at bank and in hand		
<b>(a) Group:</b>		
Tax refunds on donations receivable	8,514	10,791
Deferred tax	39,783	44,502
Other debtors	1,204,816	1,068,434
Prepayments	154,514	145,696
VAT Recoverable	1,643	-
Accrued income	894,591	813,417
<b>TOTAL</b>	<b>2,303,861</b>	<b>2,082,840</b>
<b>(b) Company:</b>		
Amount due from subsidiaries	83,095	82,997
Due from Self Help Africa Inc. (Note 33)	87,273	79,964
Concessionary loan (Note 27)	308,534	47,228
Other debtors	424,842	281,818
Prepayments	90,687	97,429
Accrued income	239,951	368,490
<b>TOTAL</b>	<b>1,234,382</b>	<b>957,926</b>

## 21. Creditors

	2018 €	2017 €
Amounts falling due within one financial year		
<b>(a) Group:</b>		
Trade creditors	703,445	917,081
Accruals	302,117	393,034
Trade finance fund	234,433	321,122
Due to SHA Inc. (Note 33)	35,263	36,485
Deferred revenue	294,194	96,585
Other amounts payable (Note 26)	43,117	43,177
VAT liability	-	1,443
Pension liability	20,924	28,884
PAYE/PRSI liability	95,823	91,222
<b>TOTAL</b>	<b>1,729,316</b>	<b>1,929,033</b>
<b>(b) Company:</b>		
Trade creditors	623,000	432,511
Accruals	116,635	107,198
Pension liability	16,317	25,505
Other amounts payable (Note 26)	43,117	43,177
PAYE/PRSI liability	76,272	74,664
Group companies	817,754	1,050,770
<b>TOTAL</b>	<b>1,693,095</b>	<b>1,733,825</b>

## 22. Creditors

	2018 €	2017 €
Amounts falling due after more than one financial year		
<b>(a) Group:</b>		
Other amounts payable (Note 26)	57,908	85,897
<b>(b) Company:</b>		
Other amounts payable (Note 26)	46,377	85,897

# Notes to the consolidated financial statements

## for the financial year ended 31 December 2018

### 23. Financial instruments

The carrying value of the Group's financial assets and liabilities are summarised by category below:

<b>Financial Assets</b>	<b>2018</b>	<b>2017</b>
Measured at undiscounted amount receivable	€	€
<b>(a) Group</b>		
Other debtors	1,204,816	1,068,434
<b>(b) Company</b>		
Amount due from subsidiaries	83,095	82,997
Due from Self Help Africa Inc. (Note 33)	87,273	79,964
Concessionary loan (Note 27)	308,534	47,228
Other debtors	424,842	281,818
<b>Financial Liabilities</b>		
Measured at undiscounted amount payable		
<b>(a) Group</b>		
Trade creditors	703,445	917,081
Trade finance fund	234,433	321,122
Due to SHA Inc. (Note 33)	35,263	36,485
Other amounts payable (Note 26)	43,117	43,177
<b>(b) Company</b>		
Trade creditors	623,000	432,511
Other amounts payable (Note 26)	43,117	43,177
Amounts due to Group companies	817,754	1,050,770

### 24. Commitments

At 31 December 2018 the Company had total future minimum commitments under non cancellable operating leases as follows:

<b>Expiring in:</b>	<b>2018</b>	<b>2017</b>
	€	€
1 year	411,388	495,755
Between 2 and 5 years	387,027	544,267
Over 5 years	154,344	396,655
	952,759	1,436,677

### 25. Pension scheme

The Company operates employer sponsored defined contribution pension schemes which are available to all staff. During the year, the charity made contributions in respect of its employees who elected to contribute. The assets of the scheme are held separately from those of the Company, in externally managed funds. The pension expense for the financial year amounted to €196,599 (2017: €185,671). Balance outstanding at financial year end €20,924 (2017: €28,884).

### 26. Other amounts payable

Provision has been made in the financial statements for the financial year ended 31 December 2018 in respect of a property lease where the unavoidable costs of meeting the obligations under the lease exceed the economic benefits expected to be received under it. This excess of costs over benefits has been calculated at €89,494 (2017: €129,074) of which €43,117 (2017: €43,177) is expected to arise within one year and €46,377 (2017: €85,897) after one year.

An additional provision, relating only to the Group, has been recognised which represents terminal grants which are contractual amounts due to employees in regional offices when they leave employment with War on Want (N.I.) Limited. At 31 December 2018 the amount payable was €11,531.

### 27. Concessionary loans

Concessionary loans have been advanced by Self Help Africa and Self Help Africa (UK) to TruTrade. In 2018, Self Help Africa advanced a concessionary loan of €187,953 to TruTrade. The carrying amount of the concessionary loan from Self Help Africa (UK) and Self Help Africa to TruTrade were STG£65,387 and €47,778 at 31 December 2017, respectively. At the end of 2017, TruTrade became part of the Gorta Group and these loans became intra-group lending which eliminated on consolidation. They do not form part of the Group debtors.



## 28. Reconciliation of net income to net cash provided by charitable activities

Group	2018 €	2017 €
<b>Net income for the reporting year</b> (as per the Statement of Financial Activities)	<b>789,159</b>	5,187,300
<i>Adjustments for:</i>		
Depreciation and amortisation	94,744	72,876
Amortisation of capital grants	(1,000)	(1,436)
Loss on fixed asset disposal	6,416	10,048
Net assets acquired through charity combinations	-	(103,572)
Decrease/(Increase) in short term investments	26,996	(15,020)
Exchange loss on deferred tax asset	4,719	2,631
Exchange loss on consolidated fixed assets	357	2,020
Decrease in stock	321	145
(Increase) in debtors	(225,740)	(218,051)
(Decrease)/Increase in creditors- amounts due within one year	(199,717)	627,467
(Decrease) in creditors- amounts due over one year	(27,989)	(39,639)
Interest received	(15,806)	(13,252)
<b>Net cash provided by charitable activities</b>	<b>452,460</b>	<b>5,511,517</b>

### Company

<b>Net (income) for the reporting year</b> (as per the Statement of Financial Activities)	<b>1,250,530</b>	4,013,896
<i>Adjustments for:</i>		
Depreciation	42,930	54,829
Adjustment for capital grants	(1,000)	-
Loss on fixed asset disposal	-	346
Decrease/(increase) in short term investments	26,996	(15,020)
Increase/(decrease) in debtors	(276,456)	450,131
Decrease/(increase) in creditors- amounts due within one year	(40,730)	699,872
(Decrease) in creditors- amounts due over one year	(39,520)	(39,639)
Interest received	(14,313)	(12,709)
<b>Net cash provided by charitable activities</b>	<b>948,437</b>	<b>5,151,706</b>

## 29. Legal status of the Company

Gorta's consolidated financial statements combine the activities of Gorta in Ireland and Self Help Africa (UK), Gorta UK, Partner Africa, War on Want NI, Traidlinks and TruTrade. The net income for the year, and the funds of the charity of each of the group companies at the financial year-end are detailed below.

	Net income/ (expenditure) for the year €	Funds of the charity at the year end €
Gorta	1,276,069	12,703,875
Self Help Africa (UK)	(422,852)	1,498,971
Gorta (UK)	(173,696)	-
Partner Africa	160,502	436,896
WOW NI	(9,243)	271,303
Traidlinks	(53,192)	-
TruTrade	11,571	(145,567)
<b>Group total</b>	<b>789,159</b>	<b>14,765,478</b>

# Notes to the consolidated financial statements

for the financial year ended 31 December 2018

## 30. Funds of the charity

Group		Restricted Funds €	Unrestricted Funds €	Total Funds €
<b>(i) Reconciliation of funds:</b> (excluding deferred capital grants)				
Funds at 1 January 2018		6,417,730	7,558,589	13,976,319
Net income for the year		939,943	(150,784)	789,159
<b>Fund balances at 31 December 2018</b>		<b>7,357,673</b>	<b>7,407,805</b>	<b>14,765,478</b>
<b>(ii) Analysis of net assets between funds:</b> (including deferred capital grants)				
		Restricted Funds €	Unrestricted Funds €	Balance 31/12/2018 €
Tangible Fixed Assets		41,196	294,412	335,608
Current Assets		7,316,477	8,900,617	16,217,094
Liabilities		-	(1,787,224)	(1,787,224)
<b>Total Funds</b>		<b>7,357,673</b>	<b>7,407,805</b>	<b>14,765,478</b>
<b>(iii) Movements in funds:</b> (including deferred capital grants)				
	Balance as at 01/01/2018 €	Income €	Expenditure €	Balance 31/12/2018 €
Restricted Funds	6,417,730	13,257,948	(12,318,005)	7,357,673
Unrestricted Funds	7,558,589	7,928,280	(8,079,064)	7,407,805
Deferred Capital Grants	1,000	-	(1,000)	-
<b>Total Funds</b>	<b>13,977,319</b>	<b>21,186,228</b>	<b>(20,398,069)</b>	<b>14,765,478</b>

### 30. Funds of the charity (continued)

Company only		Restricted Funds €	Unrestricted Funds €	Total Funds €
<b>(i) Reconciliation of funds:</b> (excluding deferred capital grants)				
Fund balance at 1 January 2018		4,851,979	6,580,776	11,432,755
Net expenditure for the year		1,354,162	(103,632)	1,250,530
<b>Fund balances at 31 December 2018</b>		<b>6,206,141</b>	<b>6,477,144</b>	<b>12,683,285</b>
<b>(ii) Analysis of net assets between funds:</b> (including deferred capital grants)				
		Restricted Funds €	Unrestricted Funds €	Balance 31/12/2018 €
Tangible Fixed Assets		41,196	-	41,196
Current Assets		6,164,945	8,216,616	14,381,561
Liabilities		-	(1,739,472)	(1,739,472)
<b>Total Funds</b>		<b>6,206,141</b>	<b>6,477,144</b>	<b>12,683,285</b>
<b>(iii) Movements in funds:</b> (including deferred capital grants)				
	Balance as at 01/01/2018 €	Income €	Expenditure €	Balance 31/12/2018 €
Restricted Funds	4,851,979	11,558,788	(10,204,626)	6,206,141
Unrestricted Funds	6,580,776	4,699,155	(4,802,787)	6,477,144
Deferred Capital Grants	1,000	-	(1,000)	-
<b>Total Funds</b>	<b>11,433,755</b>	<b>16,257,943</b>	<b>(15,008,413)</b>	<b>12,683,285</b>



# Notes to the consolidated financial statements

## for the financial year ended 31 December 2018

### 31. Deferred capital grants

Cost	€
At 1 January 2018	33,486
Received during the year	-
Exchange loss on consolidation	(1,335)
<b>At 31 December 2018</b>	<b>32,151</b>
<b>Amortisation</b>	
At 1 January 2018	32,486
Amortised for the financial year	1,000
Exchange loss on consolidation	(1,335)
<b>At 31 December 2018</b>	<b>32,151</b>
<b>Net book value:</b>	
<b>At 31 December 2018</b>	<b>-</b>
At 31 December 2017	1,000

### 32. Financial risk management

#### Currency risk

Many of the organisation's costs, particularly overseas costs, are denominated in euro and local currency while most income is received in euro. A strengthening of the local currency against the euro could have an adverse effect on Gorta's ability to deliver its planned programme of work. These currency risks are monitored on an ongoing basis.

#### Cash flow risk

Gorta hold a number of bank accounts deposited in a number of different financial institutions ensuring the security of our funds and also endeavouring to maximise the return available. The organisation's activities expose it primarily to the financial risks of changes in interest rates. Interest bearing assets are held at fixed rates to ensure certainty of cash flows.

#### Credit risk

The organisation's principal financial assets are bank balances and cash, trade and other receivables, and current asset investments. The credit risk on cash at bank and current asset investments is limited because the counterparties are banks with high credit-ratings assigned by international credit-rating agencies. The organisation has no significant concentration of credit risk, with exposure spread over a number of counterparties and customers.

### 33. Self Help Africa Inc.

Self Help Africa Inc. is a not for profit organisation registered in the United States of America. Self Help Africa Inc. is governed by an independent board of directors which retains full control over the financial and operating policies of the Company. During the financial year Self Help Africa Inc. on-granted €759,343 of restricted income received (2017: €301,398) and €114,165 of voluntary income raised (2017: €Nil) to Gorta t/a Self Help Africa projects. Total amounts granted by SHA Inc. to Gorta t/a Self Help Africa of €873,508 (2017: €301,398) have been included in the accounts of Gorta t/a Self Help Africa under income and endowments and expenditure. A balance of €87,273 remained outstanding at 31 December 2018 (2017: €79,964) represented by a loan repayable by Self Help Africa Inc. to Gorta t/a Self Help Africa. Long term loans repayable by TruTrade to Self Help Africa Inc of €122,536 (2017: €116,449) leave a consolidated net amount owing to Self Help Africa Inc of €35,263 (2017: €36,485). On 30th June 2017, James Galvin, a director of Self Help Africa Inc. was appointed to the Board of Gorta t/a Self Help Africa.

### 34. Subsequent Events

No events have occurred since the balance sheet date that require adjustment or disclosure.

Topista from in Otukiliri village, West Nile, Uganda, 2018.



Self Help Africa is a signatory to the Dochas NGO code of conduct on the responsible use of images and messages.





**Self Help  
Africa**

[www.selfhelpafrica.org](http://www.selfhelpafrica.org)

---

**DUBLIN**

Kingsbridge House,  
17–22 Parkgate Street,  
Dublin 8  
Tel. +353 (0)1 677 8880

**BELFAST**

41 University Street  
Belfast, NI, BT7 1FY  
Tel: +44 (0)28 90232064

**SHREWSBURY**

Westgate House,  
Dickens Court, Hills Lane,  
Shrewsbury, SY1 1QU  
Tel. +44 (0)1743 277170

**LONDON**

14 Dufferin Street,  
London, EC1Y 8PD  
Tel. +44 (0)20 7251 6466

**UNITED STATES**

41 Union Square West, Suite  
1027, New York, NY 10003  
Tel. +1 212 206 0847

---

**ETHIOPIA**

PO Box 1204  
Addis Ababa  
Tel. +251 116 620 659

**MALAWI**

PO Box B-495  
Lilongwe  
Tel. +265 175 0568

**ZAMBIA**

87 Provident Street  
Fairview, Lusaka  
Tel: +260 211 236 595

**KENYA**

PO Box 25503-00100  
Nairobi  
Tel. +254 703 946477

**WEST AFRICA**

12 PO Box 418  
Ouagadougou 12  
Burkina Faso  
Tel. +226 503 68960

**UGANDA**

PO Box 34429  
Plot 44 Ministers' Village  
Ntinda, Kampala  
Tel. +256 414 286 305