

# ANNUAL REPORT 2016



**RESULTS**

## PICTURE CREDITS

---

COVER PHOTO: TOM MAGUIRE/RESULTS UK  
PAGE 04: JB RUSSELL/PANOS PICTURES  
PAGE 06: TOM MAGUIRE/RESULTS UK  
PAGE 08: TOM MAGUIRE/RESULTS UK  
PAGE 10: ABHISHEK BALI/RESULTS UK  
PAGE 12: TOM MAGUIRE/RESULTS UK  
PAGE 14: HE GLOBAL FUND / VADIM DANIEL  
PAGE 16: TOM MAGUIRE/RESULTS UK  
PAGE 4: ANJIT DAS/RESULTS UK

# CONTENTS

---

- 1 WHO WE ARE**
- 2 VOICES THAT CHANGE THE WORLD**
- 3 THE CHALLENGES AHEAD**
- 4 2016 AT A GLANCE**
- 5 INFLUENCING POLICY**
- 6 CULTIVATING POLITICAL CHAMPIONS**
- 7 MOBILISING PUBLIC SUPPORT**
- 8 FINANCIAL OVERVIEW**

# WHO WE ARE



**RESULTS IS A MOVEMENT OF PASSIONATE, COMMITTED, EVERYDAY PEOPLE. TOGETHER WE USE OUR VOICES TO INFLUENCE POLITICAL DECISIONS THAT WILL BRING AN END TO POVERTY.**

Our campaigners receive training, support, and inspiration to become skilled advocates. In time, they learn to effectively advise policy makers, guiding them towards decisions that improve access to education, health, and economic opportunity.

Backed by the in-depth research and the political expertise of staff, RESULTS campaigners realise the incredible power that they possess to use their voices to change the world.

## OUR VISION

A world free from extreme poverty by 2030

## OUR MISSION

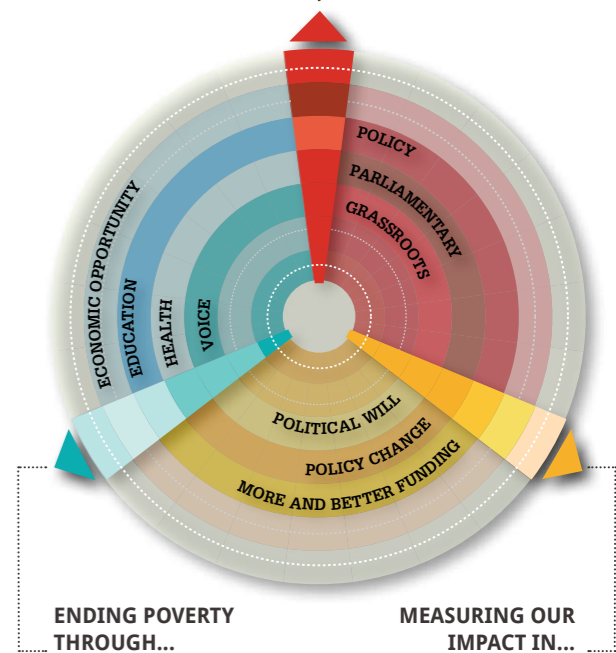
To create the public and political will to end poverty by enabling people to exercise their own personal and political power for change

## GOALS TO CHANGE OUR WORLD

- 1 TUBERCULOSIS** - Ensuring that all people with TB are treated with tools that work
- 2 NUTRITION** - Ensuring the right nutrition at the right time for all
- 3 CHILD HEALTH** - Equitable access to immunisation for all
- 4 EDUCATION** - Inclusive, equitable education for all
- 5 ECONOMIC OPPORTUNITY** - Maximising the potential of new ways to help people escape poverty
- 6 CITIZEN VOICE** - Strengthening people's power to affect change, globally and in the UK

## OUR THEORY OF CHANGE

HOW? THROUGH ADVOCACY...





# VOICES THAT CHANGE THE WORLD

**A**fter a stimulating 10 years working for RESULTS UK, I felt it would be appropriate to reflect a little on where we have come from during my time here in my last letter as Chair of the Board of Trustees. I first engaged with RESULTS having seen how much can be achieved with quite modest resources, leveraging each pound invested to deliver several hundred pounds of visible outcomes. It was clear to me that this level of accomplishment was possible through all of us, with our national grassroots network making a difference by taking action, as our founder, Sam Daley-Harris, taught in 1984 and describes in his 1994 book *Reclaiming our Democracy*.



In addition to improving education and economic opportunities, RESULTS' work on ending poverty has always focused on health issues that affect the poorest and most marginalised, such as immunisation, nutrition, and tuberculosis (TB). A decade ago, RESULTS first started campaigning to get the UK Government to back the Global Fund to Fight AIDS, TB and Malaria, an international organisation established to accelerate the end of three epidemics. RESULTS has played an active role in ensuring that the UK Government continues to support the fund throughout my time as board chair. Just last year, our efforts culminated in a towering success – with the UK Government committing a staggering £1.1 billion to the Global Fund over the next three years, a billion-pound increase from its first pledge in 2006 that will save a life every two minutes.

In 10 years, we have seen many changes in the support and management of our organisation, from four full-time professional employees with five board members to 23 full-time professionals and a board of nine. Our budget has increased sevenfold over this period. In 2015, under the leadership of our Executive Director Aaron Oxley, we implemented a crucial and highly significant change in our structure in order to more effectively align with our theory of change and to have even more impact.

RESULTS UK has grown even stronger – and is speaking to, and effectively influencing, today's significant local and global political challenges. I am proud and privileged to have been part of what has been achieved by a project in which each one of us can make a difference.

I would also like to express my deep appreciation and thanks to our grassroots campaigners, staff, and fellow trustees for their commitment and hard-working support during my tenure, and wish my successor as chair, Nigel Ward, continued success with the valuable support that I enjoyed.

**RICHARD PHIPPS** CHAIRMAN 2006 - 2016

It's widely understood that 2016 was a difficult year, with political upheaval posing challenges for the issues and initiatives that RESULTS cares about – both on this side of the Atlantic and in The United States. There was a strong expectation that things were going to be even tougher in 2017. At time of writing, it appears that these predictions have been broadly correct. I started 2017 grappling with the idea of what we should do to navigate these choppy waters, and my conclusion was to stick resolutely to two of our core values: Evidence and Empathy.



Evidence, because there is such a thing as objective truth – the kind that underpins medicine, science, and good public policy decisions. And empathy, because we need to understand and connect with people who are different from us with even more urgency than ever before.

Evidence by itself is not enough. **People do things because a person they trust asks them to.** This is why, in 2017, we all have two crucially important jobs.

First, we need to come together and organise. The movement to build a better world always needs more people, and it needs them more than ever in 2017. The good news is that as an active RESULTS campaigner, you're already doing some of the highest-impact advocacy possible!

Now is the time to invite people to get involved. And if you're a friend of RESULTS who reads our emails or gives us a few pounds every month, now is also the time to think about whether you're ready to raise your voice and join us in action. It's as easy as sending a mail to [join@results.org.uk](mailto:join@results.org.uk) and then coming along to your first meeting.

Second, we need to speak out. We need to be those trusted people who ask. Who forcefully, respectfully, and relentlessly ask.

We will ask for world leaders to finish the job and make one last push to eliminate polio from the face of the planet by funding the Global Polio Eradication Initiative.

We will ask for the world to invest in the next generation of leaders, by ensuring that they not only fully fund the Global Partnership for Education but that countries make their own commitments as well.

And we will ask for everyone to remember that the world made a promise – just two years ago, in 2015 – to leave no one behind. No matter what your politics, no one wants a child to die from an easily preventable cause. It's our mission to let people know that it is possible to stop this and that we can do it, now.

We've got a big job ahead of us in 2017. But I have every confidence that we will rise to the challenge. We will bring about the end of poverty one conversation and one ask at a time, and we will do it together.

**AARON OXLEY** EXECUTIVE DIRECTOR



**THE  
CHALLENGES  
AHEAD**

# 2016 AT A GLANCE



THE UK GOVERNMENT IS  
COMMITTING A STAGGERING

**£1.1billion**

TO THE GLOBAL FUND OVER  
THE NEXT 3 YEARS



SINCE 2002, THE GLOBAL  
FUND HAS SAVED

**20million+**

LIVES IN THE COUNTRIES  
IN WHICH IT INVESTS



IT  
PROVIDES

**75%+**

OF ALL INTERNATIONAL  
FINANCING FOR TB

## HISTORIC UK PLEDGE TO THE GLOBAL FUND TO FIGHT AIDS, TB AND MALARIA

In 2016, we worked to ensure that the UK Government's pledge to the fifth replenishment of the Global Fund to Fight AIDS, TB and Malaria was more ambitious than ever. Our efforts throughout the year culminated in a towering success with the UK Government committing a staggering £1.1 billion to the Global Fund over the next three years.

Since 2002, the Global Fund has saved over 20 million lives in the countries in which it invests, and it provides over 75% of all international financing for TB. This year's replenishment was a pivotal moment for efforts towards ending the TB epidemic and showing that the UK Government remains committed to ending the world's deadliest disease.

Faced with a change in government leadership after the Brexit result, RESULTS UK worked with parliamentary champions, decision makers and other civil society organisations (CSOs) to persuade the new ministerial team to support the life-saving work of the Global Fund. In July 2016, we launched a new public campaign called "Take out TB" and worked to influence decision makers at the constituency level. Many of our grassroots campaigners published articles in local media, met with their MPs, or even wrote directly to the new Secretary of State for International Development, Priti Patel, about the upcoming replenishment.

We were thrilled when Patel announced that the UK would make an increased contribution of £1.1 billion to the Global Fund at its Fifth Replenishment Pledging Conference in Canada on 17 September 2016.

Addressing world leaders, the Secretary of State said, "This Replenishment is a critical moment for building a world free from poverty – and a safer, more secure world for us all. We have an amazing opportunity to end to these three diseases as epidemics – we must now seize it and finish the job we've started."

The Government's pledge places the UK as the third largest contributor to the Global Fund. This commitment is instrumental in supporting the Global Fund's efforts to save 8 million more lives over the next three years. We've taken another vital step towards ending TB for good, and we could not be prouder of this achievement.

## LAUNCHING WORK ON CLIMATE RISK INSURANCE

2016 saw us re-establish our work on Climate Risk Insurance (CRI) – as a part of our efforts to maximize the potential of new ways to help people escape extreme poverty. The impacts of climate change are being felt across the world, particularly by the poorest communities – including the 2 billion people dependent on smallholder farming. Expanding CRI coverage is one important, emerging tool to build resilience to climate shocks among the poorest and most vulnerable communities.

To kick off our work on the issue, we launched an exciting public campaign entitled "Risky Business". Our grassroots campaigners wrote to their MPs and explained how CRI can help protect vulnerable people from climate impacts, and called on the Secretary of State to commit an additional £100 million to InsuResilience, a G7 initiative working to expand insurance coverage to an additional 400 million poor people by 2020.

In May, we produced an original policy report: Weathering a Risky Climate: The Role of Insurance in Reducing Vulnerability to Extreme Weather. The goal of the report was to promote a better understanding of CRI among policy makers, CSOs, and others, and to influence the UK to take a pro-poor approach with an increased focus on microinsurance. The report was launched at a round-table event and was covered in articles in Reuters, picked up through the wires on the Daily Mail online; Public Finance International; and in our Executive Director Aaron Oxley's piece for the Huffington Post.

We also contributed to the Department for International Development's (DFID's) consultation on humanitarian policy. The submission focused on the emerging role of innovative CRI as a critical component in bolstering the global humanitarian system through improved risk management and addressing the financing gap. The International Development Select Committee picked up our recommendations in its report and letter to the then Secretary of State, Justine Greening. And throughout the course of the year, we worked to develop parliamentary champions for CRI and raise awareness of its links with other areas of development, through events, briefings, round tables, and meetings. In February, we organised a panel discussion on CRI, hosted and chaired by Rt Hon Andrew Mitchell MP, former Secretary of State for the Department for International Development.

This work helped position us a key player on CRI – both with policy makers and parliamentarians, and with other organisations working on climate change – and has laid the foundations for continued advocacy on the issue in 2017. We look forward to building on these successes and making sure that the millions of smallholder farmers who are vulnerable to climate shocks are adequately protected with insurance.



TB HAS THE  
POTENTIAL TO CAUSE

**25%**

OF ALL DEATHS  
FROM AMR BY 2050



WITH AN  
ESTIMATED

**75million**

PEOPLE DYING FROM  
THE DISEASE OVER  
THE NEXT 35 YEARS



AT AN ECONOMIC  
COST OF

**\$16.7trillion**

## SUCCESSES ON ANTIMICROBIAL RESISTANCE (AMR) AND DRUG-RESISTANT TB

2016 saw us build on 2015 successes to move antimicrobial resistance and drug-resistant TB higher up the political agenda. Following on from our work to ensure that TB and research and development for new tools and vaccines to treat infectious diseases was mentioned in the Conservative Party manifesto, we worked to ensure that TB was central to the Review on Antimicrobial Resistance. The review was commissioned by Prime Minister David Cameron to analyse the future impact of drug-resistant infections and propose concrete actions to tackle the issue internationally, and was led by Lord Jim O'Neill, a Treasury minister and former Goldman Sachs Chief economist.

Throughout the process, we worked closely with the review team and partners to ensure that TB was prominent in their analysis and thinking. This work resulted in the following statement being included in the final report – Tackling Drug-Resistant Infections Globally: Final Report and Recommendations – which was published in August 2016.

"The O'Neill Review estimates that TB has the potential to cause a quarter of all deaths from AMR by 2050, with an estimated 75 million people dying from the disease over the next 35 years at an economic cost of \$16.7 trillion."

Following the publication of the report, our attention shifted to the G20 in China in October, where, for the first time in history, AMR was on the agenda. In the run-up to the summit, we met with the G7 and G20 teams and wrote letters to the UK officials leading on the summit, calling on them to prioritise TB in efforts to address antimicrobial resistance.

The G20 leaders' communiqué was released at the end of the summit, and while it didn't mention TB explicitly it did highlight the need to address market failure, one of our key asks. We look forward to working with the Germany G20 presidency in 2017, and remain committed to ensuring that world leaders work together to tackle AMR and drug-resistant TB at the global level.

52

MEETINGS HELD WITH CIVIL SERVANTS

8

REPORTS PRODUCED

3

COALITIONS WHERE WE HELD A LEADERSHIP POSITION

27

COALITIONS WHERE WE WERE SUBSTANTIVELY ENGAGED

### BUILDING NEW INFLUENCE ON IMMUNISATION

Millions of children around the world still do not receive all of the immunisations they need to survive and thrive. In 2016, we expanded our advocacy with Gavi, the Vaccine Alliance, who are one of the most important immunisation stakeholders in the world and who reach millions of children every year in the world's poorest countries with life-saving vaccines.

Alan Brooks, Director of Health and Immunisation Systems Strengthening for Gavi, flew from Geneva to speak at our World Immunisation Week event in April and in July, Amy Whalley, Head of Policy Advocacy was appointed to the Gavi CSO Steering Committee, the advisory group made up of 18 experts who advise and support the civil-society representative on the Gavi Board. The steering committee is an important forum for ensuring that the voices of people in Gavi-supported countries are heard by decision makers. In December 2016, Amy Whalley attended the Gavi Board meeting officially as part of the CSO delegation, playing an active role in advising the CSO board representative and the UK board delegation on decisions that will affect the future operation of Gavi and its ability to reach the highest number of children possible with life-saving vaccines.

The steering committee also provides support for coordination mechanisms in 24 developing countries around the world. We will continue to work through this group to strengthen advocacy in the poorest countries around the world, in order to generate political support to reach every child with immunisation.

### SHAPING THE UK GOVERNMENT'S APPROACH TO NUTRITION

Over the past year, RESULTS UK has built relationships with DFID's nutrition team, working with the team to improve the impact and accountability of the department's nutrition programmes.

As a result of our advocacy towards leadership at DFID, they have prioritised nutrition within the new Civil Society Partnership Review and the Bilateral Development Review. The Secretary of State also joined the Scaling Up Nutrition Leadership group in September. We have also fed into the draft of DFID's position paper on nutrition, which is expected to be launched in 2017.

In response to DFID's need for more evidence on how to improve nutrition integration across sectors we produced a series of briefings on best practice in integrating nutrition across the Reproductive, Maternal, Newborn, Child and Adolescent Health (RMNCAH) continuum for improved nutrition and health outcomes for women, children, and adolescent girls. Based on evidence and experiences in India, Malawi, and Pakistan, these briefs assessed the integration of nutrition from the national policy and strategy level to implementation on the ground.

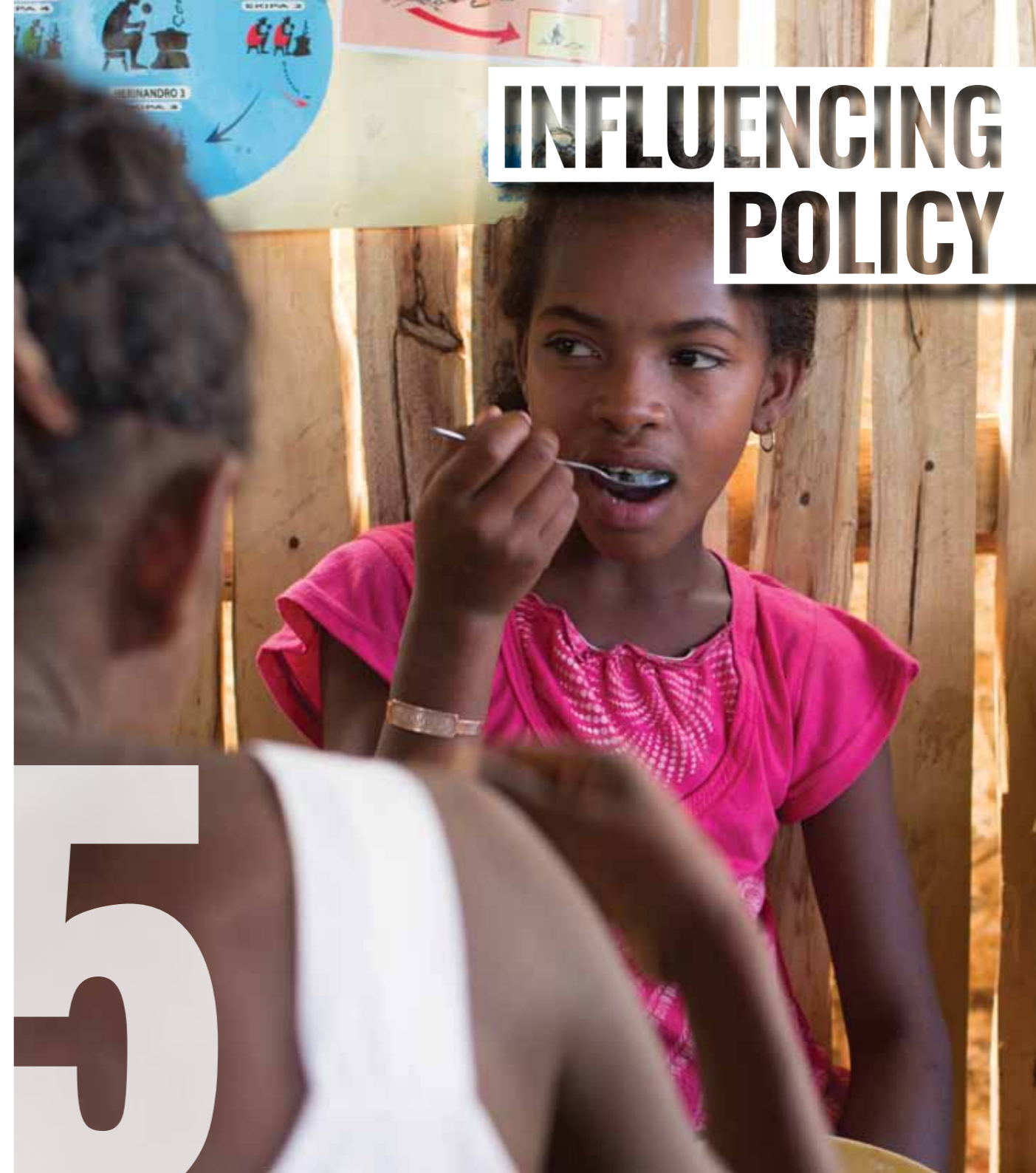
These briefings were successfully launched in November 2016 in the UK Parliament with an active round-table discussion with attendance from parliamentarians, DFID, donor agencies, and CSO allies.

### SUPPORTING TB ADVOCATES IN EASTERN EUROPE AND CENTRAL ASIA

2016 saw RESULTS UK continue our support of the TB Europe Coalition (TBEC), a network of CSOs across the European and Central Asian region dedicated to the fight against TB. TBEC was born from what was a lack of mobilised civil society in the region, despite it having the highest burden of drug-resistant TB in the world. Over the past five years, TBEC has grown from strength to strength and now represents a strong civil-society presence across the region. We believe that we will not be successful in the fight against TB unless the community of people affected by the disease are at its heart.

With this in mind, in conjunction with partners we were fortunate to be able to support the creation of the first Russian-speaking network of people with experience of TB in Eastern Europe and Central Asia region – TBpeople. As the only network of people with experience of TB, TBpeople are well placed to represent their communities' interests and concerns when it comes to healthcare reforms and legislative changes concerning the fight against TB at the national, regional, and global level. We look forward to working with them in the years to come.

# INFLUENCING POLICY



# CULTIVATING POLITICAL CHAMPIONS

# 6



## BUILDING CROSS-PARTY SUPPORT FOR THE GLOBAL FUND TO FIGHT AIDS, TB AND MALARIA

Three quarters of all international financing for TB comes through the Global Fund to Fight AIDS, TB and Malaria, so the Global Fund's fifth replenishment in 2016 was a pivotal moment in the fight against TB. Although the UK had been a leading donor since its inception, growing opposition to international aid meant that in 2016 future contributions were uncertain. We knew that political pressure would be key to securing a successful pledge from the government, and so in 2015 we began engaging parliamentarians.

To build support, we organised a parliamentary delegation to Zambia, where we took four UK Parliamentarians to see projects supported by the Global Fund first hand.

We also facilitated a corresponding advocacy tour by a Zimbabwean MP, who came to the UK and discussed the impact of the Global Fund with several UK MPs. We jointly organised an event at the Conservative Party conference with the International Development Secretary, the Global Fund's Executive Director, and an advocate from Zimbabwe. One of the MPs who we took to Zambia chaired the event, and described it as the best fringe event he'd ever attended.

Mobilising our parliamentary supporters, they secured a backbench debate in the House of Commons in January 2016. Enthusiastic MPs used this as an opportunity to illustrate cross-party support and engage ministers, and RESULTS was asked to draft speaking notes for six of the 11 speakers, many of whom independently referenced their involvement with RESULTS. The parliamentary campaign for the replenishment had truly begun, and we were at the heart of the conversation.

In July, we organised a Global Fund reception with several civil-society partners, which was attended by over 30 parliamentarians and the Minister for International Development. The reception included an impassioned speech from songwriter and political activist Annie Lennox and, afterwards, 40 parliamentarians signed a letter to the International Development Secretary in support of our campaign ask.

Despite the EU Referendum result and the subsequent change of government, we worked with our dedicated parliamentary champions to put pressure on the government behind the scenes over the weeks and months that followed, in order to ensure that the replenishment was presented as a priority for the new government.

Sharing a stage with world leaders in Montreal, the new International Development Secretary, Priti Patel, announced an increased pledge of £1.1 billion to the fund.

## ONE LAST PUSH TO END POLIO

In April 2016, RESULTS UK and colleagues from the ACTION Global Health Advocacy Partnership led an inter-parliamentary delegation to India to learn the lessons of polio eradication in the country. Against all odds, India was certified as polio free in 2014 – an extraordinary example of what can be achieved even in the most difficult circumstances. Parliamentarians from the UK, Canada, and Japan visited New Delhi to discuss how vital polio infrastructure can strengthen health systems and build resistance against epidemics.

Following the delegation, Conservative MP Andrea Jenkyns, who participated in the trip, wrote about her experiences in the online news site PoliticsHome, and encouraged UK leadership on polio eradication. In DFID oral questions, she called on the government to assess shortfalls in the Global Vaccine Action Plan and highlighted the importance of polio eradication efforts. In response, the then Secretary of State, Justine Greening, agreed that “we are in touching distance of seeing this terrible disease eradicated from our planet for the first time in history”.

On 7 April, the Indian MP Supriya Sule MP hosted a round table at the Constitution Club in Delhi, attended by the international delegates, a representative from the Pakistani High Commission, and a number of Indian MPs representing states including Sikkim, Maharashtra, and Karnataka. All attendees were keen to pledge to the One Last Push Declaration, committing to encourage their respective governments to continue the fight against polio.

The commitment made in India has been used to recruit a number of additional MPs from Australia and Canada to the One Last Push platform, all motivated by a common desire to rid the world of a deadly but preventable disease. In the UK, we persuaded many One Last Push MPs to sign a joint letter to the Secretary of State asking for DFID to continue its long-term support for polio eradication ahead of the Global Polio Eradication Initiative replenishment. We also shared the letter with our Canadian and Australian counterparts in order to mobilise parliamentary support and bolster cross-border collaboration on polio with encouraging results

## CULTIVATING POLITICAL CHAMPIONS FOR NUTRITION

In the midst of the EU Referendum and a change in Government in the UK, we continued to strengthen our ties with parliamentary nutrition champions. In April 2016 – in partnership with the Brazil All-Party Parliamentary Group (APPG), the Agriculture & Food for Development APPG, and the Food Poverty APPG – we organised a parliamentary reception to inform parliamentarians of the huge opportunity presented by the Nutrition for Growth movement.

Ministers from DFID and the Department of Health spoke about the government's efforts to tackle undernutrition; we showcased our “Ready for Rio” video on tackling malnutrition – bringing one member of the House of Lords to tears; and, to top it off, double Olympic gold-medallist James Cracknell OBE called on the government to go “above and beyond” its current commitments.

In October, we continued our work through the organisation of the inaugural meeting of the Leading Group of Parliamentarians on Early Childhood Development (ECD) and Nutrition. Held on the sidelines of World Bank President Jim Kim's Human Capital Summit in Washington DC, the meeting brought 10 parliamentarians from around the world together to discuss what more can be done to improve nutrition in their countries. Lifelong development champion and the newest MP in Westminster at the time, Dr Rosena Allin-Khan, attended and represented the UK.

5

MEETINGS HELD  
WITH A GOVERNMENT  
MINISTER

18

PARLIAMENTARY EVENTS  
WE ORGANISED

8

PARLIAMENTARY  
EVENTS WITH MINISTERS  
IN ATTENDANCE

4

TRIPS TO THE FIELD  
ORGANISED WITH  
PARLIAMENTARIANS

7

TIMES A RESULTS CHAMPION  
MP HAS ASKED AN ORAL  
QUESTION OF THE SECRETARY  
OF STATE ON OUR ISSUES



### CHAMPIONS FOR THE GLOBAL FUND PROJECT

In the lead up to the fifth replenishment Conference of the Global Fund to Fight AIDS, TB and Malaria, our grassroots team took two British health professionals working on TB on a delegation to Cambodia, under our new programme – “Champions for The Global Fund”.

Dr Jess Potter and lead TB nurse Sue Dart shadowed health professionals from the National Centre for TB and Leprosy Control in Phnom Penh and Kampong Chang. Jess and Sue gained an insight into how resources from the Global Fund have helped the country to bring its TB epidemic under control, as well the funding gaps that remain.

Eight pieces of content were produced for the RESULTS website during the week-long delegation, including video blogs and diaries, detailing the participant’s experiences accompanying mobile outreach clinics and meeting with patients on drug-resistant TB wards.

On their return, Jess and Sue used their experiences to advocate, with decision makers and in the media, for an ambitious UK contribution to the Global Fund replenishment. They met with Kate Osamor, Shadow Secretary of State for International Development; Nick Herbert, co-chair of the All Party Parliamentary Group on Global Tuberculosis; and Rushanara Ali, Jess’s local MP. In the week prior to the Global Fund Replenishment Conference, RESULTS placed articles in national media including a piece in the i and an editorial in the Guardian from Jess: “TB kills three people every minute – the world must wake up this pandemic”.

### DEVELOPING LEADERS FOR ADVOCACY IMPACT

In December 2016, the RESULTS UK grassroots network was joined by 12 new community organisers.

This pilot project is a response to research demonstrating how supporting local leaders is a critical factor in building sustainable networks of activism.

The new recruits attended a training weekend in rural Yorkshire, learning the skills needed to campaign and make connections, and creating their own tailored programmes for building public support for international development over a 6-month period.

While our local groups remain the backbone of our grassroots advocacy, we are exploring new ways to involve people in our mission. Not everyone wants to make an ongoing commitment to being in a group, so we wanted to learn how to appeal to people in different stages and walks of life, explicitly giving them the freedom to build networks of support in their own way.

With aid and international development increasingly under attack in the media, this support forms an ever more important part of our targeted advocacy.

### INTERNATIONAL DEVELOPMENT IN A CHANGING WORLD

From Saturday 11 June to Monday 13 June 2016, RESULTS UK hosted its annual national conference, “International Development in a Changing World”. It was a great event, giving our network the opportunity to come together; hear from experts on development issues; receive advocacy training; and put this training into practice during face-to-face meetings with decision makers on our advocacy day.

On day one, attendees heard from a range of inspiring speakers, including Kirsty McNeill, Director of Policy, Advocacy and Campaigns at Save the Children; Tina Bytheway, External Affairs Manager at Unilever; and Jonathan Foreman, a former journalist and a vocal aid critic.

This was followed by a day of training led by RESULTS staff, which ranged from coaching on how to use social media for advocacy to a session on how to communicate about international development through storytelling.

Then, on the final day, our grassroots campaigners had the opportunity to put the skills they had learnt into practice at our advocacy day at the Department for International Development and the House of Commons. In the morning, the grassroots campaigners met with civil servants at DFID and had the opportunity to pose questions to the teams about the different issues on which we work. This was followed by meetings with MPs in parliament – a great opportunity to build on existing relationships with MPs and create new ones as well. The visit to parliament was also timely, with politicians debating the future of the International Development Act from 6pm the same day, which many of the grassroots network witnessed from the public gallery.



# MOBILISING PUBLIC SUPPORT

18

CAMPAIGN GROUPS

4

NEW CAMPAIGN GROUPS ESTABLISHED

17

LOCAL EVENTS HELD

15

MEDIA ARTICLES IN LOCAL PRESS

8

LETTERS TO THE EDITOR IN LOCAL PRESS

90

LETTERS SENT TO MPS OR OTHER DECISION MAKERS

4

ADVOCACY DAYS WITH DECISION MAKERS

50

ATTENDEES AT THE NATIONAL CONFERENCE

# FINANCIAL OVERVIEW

## INCOME: TOTAL INCOME ROSE BY £422,507 TO £1,230,675.

Results Education Fund USA (REF USA) provided grants of £289,161 for the ACTION TB Fund; £259,585 for the ACTION Child Survival Fund, and £47,208 for the Children's Nutrition Advocacy Project. Other income included, £182,360 for the Stop TB GTBC Project, £174,227 for the Global Campaign Education Project and £167,969 for other projects.

## EXPENDITURE: TOTAL EXPENDITURE INCREASED BY £285,293 TO £1,086,188.

Charitable expenditure increased by £281,790 to £1,063,561, of which £268,455 was on the ACTION TB Project, £249,700 on the ACTION Child Survival Fund and £49,446 for the Children's Nutrition Advocacy Project. Other expenditure included £144,983 on the Stop TB GTBC, £25,712 for the Global Campaign Education Project and £325,265 for other projects.

## RESERVES:

An operating surplus of £144,487 was added on to £160,771 brought forward from 2015 to produce a balance sheet total of £305,258 funds carried forward to 2017. Unrestricted reserves remained constant at £76,092. This is sufficient within our present policy of maintaining unrestricted reserves equivalent to three month's operating costs.

## STATEMENT OF FINANCIAL ACTIVITIES

|                          | 31 DECEMBER 2016 | £ | 31 DECEMBER 2015 | £ |
|--------------------------|------------------|---|------------------|---|
| <b>INCOME</b>            |                  |   |                  |   |
| DONATIONS & LEGACIES     | 1,146,166        |   | 783,114          |   |
| OTHER TRADING ACTIVITIES | -                |   | 6,736            |   |
| INVESTMENT INCOME        | 110              |   | 194              |   |
| <b>TOTAL INCOME</b>      | <b>1,230,675</b> |   | <b>808,168</b>   |   |
| <b>EXPENDITURE</b>       |                  |   |                  |   |
| RAISING FUNDS            | 22,627           |   | 19,124           |   |
| CHARITABLE ACTIVITY      | 1,063,561        |   | 781,771          |   |
| <b>TOTAL EXPENDITURE</b> | <b>1,086,188</b> |   | <b>781,771</b>   |   |

## BALANCE SHEET

|                                    | 31 DECEMBER 2016 | £ | 31 DECEMBER 2015 | £ |
|------------------------------------|------------------|---|------------------|---|
| <b>CURRENT ASSETS</b>              |                  |   |                  |   |
| DEBATORS                           | 87,347           |   | 67,854           |   |
| CASH AT BANK & IN HAND             | 305,963          |   | 163,253          |   |
|                                    | <b>393,310</b>   |   | <b>231,107</b>   |   |
| <b>CREDITORS</b>                   |                  |   |                  |   |
| AMOUNT FALLING DUE WITHIN ONE YEAR | 88,052           |   | 70,336           |   |
| <b>NET CURRENT ASSETS</b>          | <b>305,258</b>   |   | <b>160,771</b>   |   |
| <b>TOTAL ASSETS</b>                | <b>305,258</b>   |   | <b>160,771</b>   |   |
| <b>CHARITY FUNDS</b>               |                  |   |                  |   |
| RESTRICTED FUNDS                   | 229,166          |   | 84,100           |   |
| UNRESTRICTED FUNDS                 | 76,092           |   | 76,671           |   |
|                                    | <b>305,258</b>   |   | <b>160,771</b>   |   |

## THANK YOU

The work of RESULTS would not be possible without the invaluable contributions of the passionate and minspirational individuals who comprise our network of grassroots campaigners.

No advocacy organisation can operate in isolation: our work depends on strong partnerships and effective collaborations with other civil society organisations around the world. In particular, we would like to thank our UK coalition partners, our international ACTION partners, and our European partners.

Finally, we would like to thank all of our donors, whether you are able to contribute a couple of pounds, can afford to give regularly, or support one of our programmes on a larger scale. With your support, we can continue to fight to realise our vision of a world free from extreme poverty.

**RESULTS**

RESULTS UK Head Office, 31-33 Bondway, London, United Kingdom, SW8 1SJ

+44 20 7793 3970 | [www.results.org.uk](http://www.results.org.uk) | [f](https://www.facebook.com/resultsuk) results.uk | [t](https://twitter.com/resultsuk) @resultsuk