

126 3446

# Help the Aged

Company Limited by Guarantee



COMPANIES  
PR12  
12 NOV 1993  
HOUSE

## Report of the Board of Trustees and Accounts For the year ended 30th April 1993



**Patron:** HRH The Princess of Wales

**President:** Peter Bowring, CBE

**Vice Presidents:** Marchioness of Dufferin and Ava  
Princess Helena Moutafian, MBE  
The Duke of Devonshire, MC, PC

**Joint Honorary Treasurers:** The Duke and Duchess of Norfolk

**Chairman of the Board of Trustees:** \* William Menzies-Wilson, CBE

**Board of Trustees:** \* Frank Baker (Deputy Chairman)  
\* Priscilla Campbell Allen  
\* Philip Ashfield  
\* Peter Bowring, CBE  
Anthony Chambers  
\* Jo Connell  
\* Dudley Fisher, CBE  
Vera Harley, MBE  
\* Anne Harris, CBE

William Hastings, OBE  
Roger Lees  
Ian MacLeod  
Lady Jean Macpherson  
Hugh Peppiatt  
Brian Roycroft, CBE  
\* Antony Sherwood, CMG  
Harold Sumption  
The Hon. Mrs. Michael Tollemache  
Sir Robert Wade-Gery, KCMGKCVO  
\* Christopher Woodbridge

\* Executive Committee Members as at 30th April 1993

**Director General:** John Mayo, OBE

**Auditors:** Hays Allan

**Bankers:** Barclays Bank PLC

**Solicitors:** Wedlake Bell  
McKenna & Co.

### The Year's Highlights

- Record Fundraising – up 13%
- Record Distributions – up 20%
- Expenditure held below 1992 levels
- Spotlighted the Impact of VAT on Fuel for Elderly People
- 34 new Shops opened

COMPANIES  
PR22  
23 DEC 1993  
HOUSE

Registered Office:  
St. James's Walk  
Clerkenwell Green  
LONDON, EC1R 0BE

Registered Company  
No. 1263446

Registered Charity  
No. 272786

# COMMITTEE MEMBERSHIP AS AT 30TH APRIL 1993

## U.K. Operations

- \* Anne Harris (Chairman)
- Christopher Flind (Chairman, Richmond, Twickenham, and Roehampton District Health Authority)
- \* Vera Harley
- Tim Hulbert (Director of Social Services, Bedfordshire)
- Paula Jones (Director, Age Concern, Greater London)
- Professor Kay-Tee Khaw (Cambridge - Chair of Gerontology)
- \* Ian MacLeod

## International Operations

- \* Dudley Fisher (Chairman)
- \* Antony Sherwood
- Michael Harris (Ret'd)
- Dr. Alex Kalache (London School of Hygiene and Tropical Medicine)
- Dr. Murray McGavin (Institute of Ophthalmology)
- Derek Partridge (Ret'd)
- Margaret Swinley (Ret'd)
- Jim Thomson (Ret'd)
- Douglas Williams (Ret'd)

## Housing and Care

- \* Christopher Woodbridge (Chairman) (Farebrother)
- \* Frank Baker
- Jean Bartlett (Servite Housing)
- Daphne Clarke (Sutton Housing Trust)
- \* Vera Harley
- Graham Thompson (Financial Adviser)

## Shops

- \* Philip Ashfield

## Finance

- \* Priscilla Campbell Allen (Chairman)
- \* Dudley Fisher
- Brian Boreham (Wilson Wright & Co)
- Ian McNeill (Deutsche Bank)

## Marketing

- \* Jo Connell (Chairman)
- Peter Rigg (Ret'd)
- David Simms (Ret'd)
- \* Harold Sumption

\* Members of the Board of Trustees

## REPORT OF THE BOARD OF TRUSTEES

The Board has pleasure in submitting its sixteenth Annual Report and Accounts for the year ended 30th April 1993.

### Trustees

The Trustees who served during the year and received no emoluments were:

Priscilla Campbell Allen	Ian MacLeod
Philip Ashfield	William Menzies-Wilson
+ Frank Baker	Lady Jean Macpherson
Peter Bowring	Hugh Peppiatt
Anthony Chambers	Brian Roycroft
Jo Connell	Antony Sherwood
Dudley Fisher	Harold Sumption
Vera Harley	The Hon Mrs Michael Tolle naché
Anne Harris	Sir Robert Wade-Gery
William Hastings	# Douglas Williams
+ Roger Lees	Christopher Woodbridge
(resigned 15.7.93)	

# Ceased to act as a Trustee during the year.

+ Voluntary and Christian Services Appointees.

In accordance with the Memorandum & Articles, Lady Jean Macpherson who was appointed during the year retires and, being eligible, offers herself for re-election.

As required by the Articles of Association Peter Bowring, Antony Chambers, William Hastings, Ian MacLeod, Sir Robert Wade-Gery and Christopher Woodbridge retire by rotation and, being eligible, offer themselves for re-election.

Frank Baker, an appointee of Voluntary & Christian Service, has indicated his intention of resigning during the coming year.

In accordance with the Memorandum and Articles of Association, the Trustees of Voluntary and Christian Services have the right to appoint or dismiss up to three of the Trustees who are not subject to retirement by rotation.

### Mission

Help the Aged works to improve the quality of life of elderly people in the United Kingdom and internationally, particularly those who are frail, isolated or poor. By identifying needs, raising public awareness, and through effective fundraising, Help the Aged promotes and develops aid programmes of a high standard which are practical and innovative.

### Overview

By any standard this was a remarkable year for Help the Aged. Continued economic recession led to the toughest environment for raising funds in a decade, while at the same time there were unprecedented demands for help. To meet this challenge, the Charity decided to fund some of its activities out of limited reserves.

An outstanding performance in fundraising resulted in income up 13% to a record £35 million, with significant contributions from direct mail and project appeals far outweighing a further reduction in legacies. Another 34 Help the Aged shops were opened bringing the total to 213 with sales increasing by more than one third to £6.4 million.

Demands for help, however, outstripped the rise in income and the Charity responded by increasing its much needed support in both the UK and overseas. In order to fund distributions to this level, the Charity decided to finance £1.3 million of work out of reserves, as well as reducing its expenditure by £200,000. Rebuilding the reserves will be a priority for the coming year, and plans have already been put in place to increase income and further reduce the cost base in order to achieve this.

In the UK, the Charity increased support for many new day care, health, transport and other community projects, in line with the Government's Care in the Community strategy. UK distributions were up by almost a quarter to over £17.5 million.

Internationally, the Charity continued to support a large number of refugee programmes, health and ophthalmic care projects in the Third World, East and Central Europe. The Charity was pleased to be accepted as a full member of the Disasters Emergency Committee during the year and actively participated in the Africa in Crisis Appeal. International distributions were up 11% to more than £7.5 million.

With key strengths in direct mail, shops and local fundraising, Help the Aged is well placed to take advantage of the anticipated recovery in the economy. In addition, as more companies renew their interest in marketing initiatives and their corporate social responsibilities, the Charity has a wide range of events and sponsorship opportunities available to help those wishing to link themselves with employees and customers in generating funds for worthwhile causes.

### Helping in the UK

In 1993, the Government's Care in the Community strategy was fully implemented. The policy, laudably, is to support older people in their own homes, and to enable them to live independent lives. This is a recurring theme in Help the Aged's own UK activity.

#### a) Grants and Special Programmes

A key element in this new approach to Community Care is the provision of information. Handled by its own information department, and complemented by its free telephone enquiry service, Help the Aged responded to more than 1,000 enquiries each week. Partially off-set by sponsorship, this valuable service has grown slightly in cost to £1.4 million.

In monetary terms, this compares with a 25% rise in expenditure on the Community Transport programme (to £2 million) and a 41% increase on Community Alarms (to £1.4 million). In historical

terms, Help the Aged is close to presenting its 1,000th vehicle and 25,000th alarm system. Both these long term programmes are also central factors in the Charity's approach to Community Care – sustaining the independence of older people in their own homes.

The Charity continued to make grants to projects varying from research into the best ways of helping people with dementia in their own homes to the development of mobile services in rural areas. Funding for these grants was tighter than in the recent past, but remains an important part of the overall work of Help the Aged.

#### b) Supporting Local Initiatives

For many years, it has been apparent that the concept of raising funds for a general national cause was a diminishing asset, whilst raising funds for a local project or service was tapping a new strand of public consciousness. Increasingly, Help the Aged helped various local groups which have sought funding to improve the quality of life of older people in their area. In 1992/93, this policy was more sharply defined, and the Charity further harnessed some of its fundraising skills to the objectives of a variety of local organisations. This was reflected in the substantial increases seen in the funding of day centres, hospices and other big projects, and was an important factor in the total increase in UK distributions of 24% to more than £17.5 million.

#### c) Housing and Care

Providing care in a range of settings from registered residential schemes to individuals living in their own homes, the housing operation continues to form an important part of the Charity's work. In a difficult property market the number of homes provided increased to 577 with strong interest in the Gifted Housing Plan. The Charity plans to further develop this programme by which older people are cared for in their own homes.

The Care Fund, which provides for the future well-being of residents, was increased by £275,000.

#### Helping internationally

A small fall in the funding provided by the Overseas Development Administration was more than off-set by an increase in co-funding from the European Commission. Altogether, income from other agencies rose to £1.2 million, contributing to a total expenditure by Help the Aged on its international activities of £7.5 million.

Distributions funded a range of projects, such as refugee programmes in Zimbabwe, eye care projects in Bangladesh and health and rehabilitation programmes for displaced elderly people in Mozambique. Recognition of the importance of its international work has led to Help the Aged becoming a full member of the Disasters Emergency Committee. Income from this source more than doubled to £786,000.

Through membership of HelpAge International, Help the Aged plays a leading role in developing and funding programmes throughout the world.

#### Fundraising

The strong showing of the Charity's fundraising was achieved despite a further drop in income from legacies, down from £5.8 to £5.1 million. Help the Aged continues to invest in a strategy to attract legacies, but inevitably the process is a gradual one. It was another excellent year for the shops operation and with a further 34 opened, turnover increased by more than a third, and the net contribution to the Charity up to £1.1 million before a one-time increase in the provision for depreciation of £296,000.

The success story of 1992/93 was the considerable increase – £3.3 million – in the field fundraising and direct marketing areas. Direct marketing has been a substantial investment for the Charity in recent years, but it represents a steady and reliable income stream which has held up well during the recession. Elsewhere, fundraisers worked with a wide range of local projects, including day centres,

hospices, transport schemes, and home safety campaigns, which ranged in value from a few thousand pounds to more than £1 million.

#### Financial

In the current economic circumstances, an increase in total income of £3.6 million to £35.3 million is a remarkable achievement. However, the recession brought even greater demands for services to which Help the Aged responded by increasing distributions and charitable operations by £4.2 million to £27.7 million.

Despite tight control of expenditure (which fell by nearly £200,000), operating deficit for the year rose from £862,000 to almost £1.3 million. Unrestricted funds, the general reserves available to the Charity, were reduced to £2.4 million.

The Charity's ability to sustain significant growth in distributions despite the recession represents its underlying strength. However, unlike many other charities, Help the Aged does not hold substantial investments. Therefore, in order to rebuild reserves during the coming year, the Charity has already taken steps to reduce further its cost base and plans are in hand to increase income so as to maintain its commitment to achieve growth in distributions. Development of its highly successful shops programme, building direct mail and promoting corporate sponsorship initiatives are examples of these plans.

During the year, two important changes were made to accounting policy. Firstly, the definition of the Fixed Assets Fund was narrowed to include only the net book value of properties directly supporting charitable operations, i.e. the headquarters building and housing schemes. Secondly, a Care Fund was set up within the Charity's Restricted Fund to recognise its obligation to care for individuals who have gifted their homes. The impact of these changes was to increase the Unrestricted Fund by £2.9 million with compensating adjustments to the Fixed Assets and restricted Funds.

During the year the Charity Commission issued a draft of a new accounting policy for charities – SORP 2. Overall, Help the Aged welcomed the proposed changes which will increase accountability and improve presentation. The Charity looks forward to publication of the new SORP 2 and plans to adopt changes at the earliest opportunity.

#### Fixed Assets

Details relating to changes in Fixed Assets are given in Notes 15 and 16 of the Notes to the Accounts.

#### Auditors

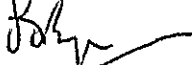
A resolution for the re-appointment of Hays Allan will be put to the Annual General Meeting.

#### Employees and Volunteers

The Charity is an equal opportunities employer. All of its employees and volunteers are treated equally, irrespective of their age, sex, ethnic origin, colour, disability or religious faith. The Charity, in conjunction with its employees, operates a democratically elected Joint Consultative Committee.

The Trustees once again wish to record their recognition of the professionalism and commitment of all our staff and volunteers. Throughout a difficult year when the recession made ever greater demands on our services, staff and volunteers responded by making our limited funds go even further. Their dedication, enthusiasm and positive approach to the challenges facing the Charity in a time of great change give us every confidence in the future.


BY ORDER OF THE BOARD

  
STEPHEN BURGESS, SECRETARY.  
22nd July 1993.

### ACCOUNTS – YEAR ENDED 30TH APRIL 1993 REPORT OF THE AUDITORS TO THE MEMBERS OF HELP THE AGED

We have audited the accounts set out on pages 4 to 12 in accordance with auditing standards. In our opinion the accounts give a true and fair view of the state of affairs of the company at 30th April 1993 and of the deficit and cash flow for the year ended on that date and have been properly prepared in accordance with the Companies Act 1985.

LONDON  
22nd July 1993

  
Hays Allan  
Chartered Accountants  
Registered Auditor

**INCOME AND EXPENDITURE ACCOUNT  
FOR THE YEAR ENDED 30TH APRIL 1993**

1992 £'000		Notes	£'000
<b>Income</b>			
30,905	Fundraising Appeals	2	34,954
779	Dividends and Interest	3	370
31,684			35,324
20,913	Distributions	4	25,073
2,546	Direct Charitable Operations	5	2,624
23,459			27,697
8,225			7,627
<b>Expenditure</b>			
6,973	Fundraising	7	7,212
1,631	Research and Development	8	1,115
483	Administration		571
9,087			8,898
(862)	Operating Deficit		(1,271)
<b>Funds brought forward</b>			
7,932	Restricted		6,335
2,198	Unrestricted		3,297
10,130			9,632
9,268			8,361
<b>Appropriated as follows:</b>			
1,386	Fixed Assets Fund	11	437
(1,750)	Reserves	13	(750)
6,335	Restricted Funds	14	6,268
5,971			5,955
3,297	Unrestricted Funds carried forward		2,406

**BALANCE SHEET  
AS AT 30TH APRIL 1993**

**1992  
£'000**

**£'000**

**£'000**

**Notes**

**Fixed Assets**

23,560  
78  

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23,638

Tangible Assets  
Investments

15  
16

24,364  
78  

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24,442

**Current Assets**

616  
1,500  
40  

---

5,128

Property for Realisation  
Debtors  
Investments  
Cash at Bank, Building  
Societies and in Hand

17  
18  
19

694  
1,117  
44  

---

4,198

7,284

6,053

1,826

**Creditors: Amounts falling due  
within one year**

20

2,210

5,458

**Net Current Assets**

3,843

29,096

**Total Assets less Current Liabilities**

28,285

5,664

**Creditors: Amounts falling due  
after more than one year**

21

6,124

36

**Provisions for Liabilities and Charges**

22

36

5,700

6,160

23,396

**Net Assets**

22,125

**Represented by:-**

13,014  
750  
6,335  
3,297  

---

23,396

Fixed Assets Fund  
Reserves  
Restricted Funds  
Unrestricted Funds

11  
13  
14

13,451  
-  
6,268  
2,406  

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22,125

*W. A. Menzies-Wilson*

W. Menzies-Wilson  
Trustee

*P. Campbell Allen*

P. Campbell Allen  
Trustee

The Accounts were approved by the Board of Trustees on 22nd July 1993

**CASH FLOW STATEMENT  
FOR THE YEAR ENDED 30TH APRIL 1993**

1992 £'000		Notes	£'000	£'000
(1,416)	Net Outflow from Operating Activities	23		(699)
	Returns on Investment and Servicing of Finance			
881	Dividends and Interest Received		425	
(95)	Interest Paid		(63)	
(15)	Interest element of Finance Lease			
	Rental Payments		(24)	
771			338	
(645)	Net Cash Outflow from Returns on Investments and Servicing of Finance			(361)
	Investing Activities			
(2,528)	Purchase of Tangible Fixed Assets		(2,047)	
1,994	Sale of Tangible Fixed Assets		776	
(534)	Net Cash Outflow from Investing Activities			(1,271)
(1,179)	Net Cash Outflow before Financing			(1,632)
	Financing			
(49)	Net Returnable Deposits (Repaid)/Received		417	
(30)	Repayments of Amounts Borrowed		(30)	
(38)	Capital element of Finance Lease			
	Rental Payments		(48)	
(117)	Net Cash (Outflow)/Inflow from Financing			339
(1,296)	Decrease in Cash and Cash Equivalents	24		(1,293)

## NOTES TO THE ACCOUNTS

### 1. Accounting Policies

#### Basis of Accounting

The accounts are prepared on the historical cost basis, modified to include the donated valuation of residential properties and are in accordance with applicable accounting standards except where stated below. The recommendations of SORP 2 (Accounting by Charities) as issued by the Accounting Standards Committee have been followed in the preparation of these accounts.

#### Gifted Housing Scheme

The Charity has re-classified its fixed asset fund to take account of a change in accounting policy relating to the gifted housing scheme.

When an individual donates his house to the Charity, the Charity is committed to caring for that individual.

Previously, no account was made of the total cost of care for individuals who had gifted their house. An actuarial valuation of these costs has been made and the sum is included within restricted funds (Note 14 - Care Fund). Comparative figures have been amended accordingly.

#### Fixed Asset Fund

Previously the fixed asset fund represented the net book value of all fixed assets net of returnable deposits and a mortgage loan. The trustees have decided that in addition to the change in policy for the gifted housing scheme there is no longer a need to have a restricted fund for the net book value of short term leaseholds, motor vehicles, equipment, fixtures and fittings and computer equipment as these assets are being depreciated over their estimated useful life.

The Fixed Asset Fund now represents the book value of the headquarters building plus Housing and Care Property, net of returnable deposits, but excluding gifted houses. This fund is not available for distribution until these assets are realised (Note 11). Comparative figures have been amended accordingly.

#### Income

Donated income is the amount received during the year. Income Tax recoverable on covenants, donations under gift aid and other income is the amount receivable for the year. Restricted income represents sums earmarked by the donor for a specific purpose or where the donor has specified how the donation should be used.

#### Expenditure

Expenditure shown in the Accounts includes accruals for goods and services rendered up to and including 30th April 1993.

#### Administration Expenses

Administration expenses comprise the central costs of running the charity which are not appropriate for allocation to the charity's projects, fund-raising or development categories.

#### Fund-raising Expenses

Fund-raising expenses comprise the costs incurred in appealing to people or organisations to contribute to the charity's work and includes an allocation of central overheads properly apportionable thereto.

#### Research and Development

Expenditure on research and development is written off when incurred.

#### Depreciation

In the year the rate of depreciation for Fixtures and Fittings relating to Gift Shops was changed from 20% p.a. reducing balance to 20% p.a. straight line method. This change increased the depreciation for the year by £295,561.

Fixed Assets are stated at cost or donated valuation and reduced by depreciation which is provided at the following rates:-

Motor Vehicles	- 25% p.a. reducing balance method
Fixtures and Fittings:	
Gift Shops	- 20% p.a. straight line method
Other	- 15% p.a. reducing balance method
Equipment	- 25% p.a. reducing balance method

Leased Equipment	- Over the term of the lease
Computer Equipment	- 25% p.a. straight line method

#### Short Term Leaseholds:

Gift Shop Leases	- Over the term of the lease
Other	- Over the term of the lease

No provision for depreciation has been made in respect of the Headquarters and International Centre or the housing properties as they are maintained in a continual state of repair and their lives and residual values are such that depreciation is not material. This is not in accordance with SSAP 12.

#### Lensed Assets

Assets used by the charity which have been funded through finance leases are capitalised and the resulting future lease obligations are included in creditors. All other leases are operating leases and the rental expenses are charged against income as incurred.

#### Pensions

The charity contributes to defined benefit schemes open to all employees over the age of 21. The pension schemes are administered by trustees and are separate from the charity. Independent actuaries complete valuations at frequent intervals, usually triennially. The expected cost of pensions is charged to the income and expenditure account over the expected service lives of the employees in the schemes.

#### Subsidiary Undertakings

Consolidated accounts have not been prepared as the accounts of the charity's subsidiary undertakings are immaterial to those of the charity. Taxable profits are covenanted from the trading companies to the charity.

1992	£'000
£'000	

### 2. Fundraising Appeals

410	Gifted Housing including surplus on realisation of £52,544 (1992 £102,485)	346
153	Gifts in Kind (spectacles, clothing etc.) at valuation	1,226
1,262	Covenants	1,188
145	Gift Aid	330
5,806	Legacies	5,129
	Co-Funding from Government and Other Agencies:-	
	Overseas Development Administration	448
	Commission of the European Communities	619
	Other Agencies	1,219
486		448
411		619
139		1,219
1,036		
4,716	Gift Shops - Income	6,414
(4,019)	- Expenditure*	(5,639)
697		775
21,396	Field Fundraising and Direct Marketing Proceeds	24,741
30,905		34,954
	of which:-	
17,601	Restricted Income	18,798
13,304	General Income	16,156
30,905		34,954

\* Expenditure is made up of direct costs of developing and operating the chain of gift shops.

1992  
£'000

£'000

### 3. Dividends and Interest

750	Short Term Deposits	359
1	Quoted Securities	1
28	Other	10
779		370

### 4. Distributions

#### United Kingdom

3,707	Day Centres	4,195
5,933	Health and Medical	7,497
1,622	Mini Buses	2,030
352	Housing Grants	411
1,007	Community Alarms	1,424
568	Project Supervision	680
29	Heating Grants	19
43	Gifts in Kind	49
872	Other Projects	1,241
14,133		17,546

#### International Aid Programmes:

1,806	Refugees and Disasters	1,219
1,403	Health and Medical	1,255
1,042	Age Care Development	1,655
110	Gifts in Kind	1,177
700	Project Supervision	680
570	Development, Training and Support for HelpAge International	570
895	Adopt a Granny	896
240	Urban Destitution	64
14	Other Projects	11
6,780		7,527
20,913		25,073

### 5. Direct Charitable Operations

Housing & Care Operations:		
2,563	Expenditure	2,824
(1,506)	Income	(1,716)
1,057		1,108
Education:		
194	Expenditure	173
(16)	Income	(18)
178		155
1,311	Information & Advice Services	1,361
2,546		2,624

1992  
£'000

£'000

### 6. Staff Numbers and Costs

Average number of persons employed during the year was as follows:-

Full Time	Part Time		Full Time	Part Time
157	109	Fund-raising	198	76
38	185	Gift Shops	59	232
158	153	Charitable Operations	164	161
51	-	Management and Central Services	53	-
404	447		474	469

The aggregate payroll costs of these persons were as follows:-

£'000	£'000	
8,137	Salaries	9,122
717	Social Security Costs	792
200	Pension Scheme Contributions	317
9,054		10,231

### 7. Fundraising Expenditure

Appeals - Staff and Operation Costs	7,212
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### 8. Research and Development

Research Expenditure	376
Development Expenditure	739
	1,115

### 9. Expenditure

The following costs have been charged to the Income and Expenditure Account:-

52	Depreciation of assets held under finance leases	5
739	Depreciation of other assets	987
56	Loss on disposal of fixed assets	20
847		1,012
527	Irrecoverable VAT	345
113	Capitalised VAT	85
414		260
Auditors Remuneration		
29	Audit	29
28	Accountancy	-
17	Other	11
Interest Payable:-		
3	Bank Overdraft	-
92	Bank Loans repayable after more than five years	63
95		63
15	Finance Charges payable on finance leases	24
1,714	Operating Lease Rentals	2,290



## 10. Pension Costs

The charity contributes to defined benefit pension schemes whereby retirement benefits are based on employees' final remuneration and length of service. The pension cost is assessed in accordance with the advice of an independent qualified actuary using the projected unit method on the basis of frequent, usually triennial, valuations and charged to the Income and Expenditure Account so as to spread the cost over the schemes' members' service lives.

The pension cost to the charity was £316,700 (1992 £200,100).

The latest completed actuarial valuation was carried out at 30th September, 1991 using the following principal assumptions:-

Average rate of return on investments - 10% p.a.  
Average rate of salary increases - 8% p.a.

The valuation showed the market value of the schemes' assets to be £1,388,453 and the actuarial value represented 110% of the benefits that had accrued to members. The surplus of £136,000 combined with an increase in employer's contribution rate from 9.5% to 12.7% p.a. has enabled us to provide for the introduction of flexible retirement between the ages of 60 and 65 for both men and women, and in addition members' life cover has been raised. The employees contribution rate remains at 6% p.a.

## 11. Fixed Assets Fund

	Housing		Head- quarters £'000	Total £'000
	Permanent Endowment £'000	Other £'000		
Balance at 1st May 1992	517	10,595	1,902	13,014
Amount transferred from Income and Expenditure Account	-	437	-	437
Balance at 30th April 1993	517	11,032	1,902	13,451

The Fixed Assets Fund is calculated as follows:-

Total Valuation - Net Book Value (Note 15)	517	19,256	1,902	21,675
Less:				
Returnable Deposits	-	5,392	-	5,392
Gifted Housing - Net Book Value	-	2,832	-	2,832
	-	8,224	-	8,224
	517	11,032	1,902	13,451

## 12. Share Capital

The company is limited by guarantee and has no share capital. The liability of the members is limited to the sum of £1 per member.

## 13. Reserves

	£'000
Balance at 1st May 1992	750
Amount transferred to Income and Expenditure Account	(750)
Balance at 30th April 1993	-

## 14. Restricted Funds

	1992		United Kingdom £'000	Inter- national £'000
	United Kingdom £'000	Inter- national £'000		
241	-	Day Centres	139	-
102	556	Health and Medical	57	282
305	-	Mini Buses	164	-
-	65	Refugees and Disasters	-	313
19	-	Housing Grants	3	-
361	-	Housing and Care Projects	486	-
178	-	Blue Peter Golden Age Appeal	-	-
246	-	Community Alarms	219	-
-	91	Age Care Development	-	326
-	440	Adopt a Granny	-	474
-	22	Urban Destitution	-	3
18	-	Heating Grants	18	-
903	2	Other Projects	853	3
73	-	Rural Development Commission	-	-
20	-	British Refugee Council	10	-
100	-	Research Grants	50	-
2,593	-	Care Fund	2,868	-
5,159	1,176		4,867	1,401
6,335		Total	6,268	

## 15. Fixed Assets – Tangible

	Freehold Headquarters and International Centre £'000	Short-Term Leaseholds, mainly Gift Shops £'000	Motor Vehicles £'000	Equipment, Fixtures and Fittings £'000	Computer Equipment £'000	Sub Total £'000	Housing & Care Freehold and Long Leasehold Housing £'000	Total £'000
<b>Cost or Donated Value:</b>								
At 1st May 1992	1,902	2,111	1,548	780	745	7,086	18,728	25,814
Additions	–	346	265	41	176	828	1,742	2,570
(Disposals)	–	(21)	(166)	–	–	(187)	(300)	(487)
Transfer to Properties held for sale	–	–	–	–	–	–	(397)	(397)
At 30th April 1993	1,902	2,436	1,647	821	921	7,727	19,773	27,500
<b>Depreciation:</b>								
At 1st May 1992	–	734	618	430	472	2,254	–	2,254
(Disposals)	–	(9)	(101)	–	–	(110)	–	(110)
Charged for year	–	574	262	71	85	992	–	992
At 30th April 1993	–	1,299	779	501	557	3,136	–	3,136
<b>Net Book Value:</b>								
At 30th April 1993	1,902	1,137	868	320	364	4,591	19,773	24,364
At 30th April 1992	1,902	1,377	930	350	273	4,832	18,728	23,560

A professional valuation in June 1991 indicated the open market value of the Headquarters and International Centre to be in the region of £2.75 million.

The total donated value of housing properties at 30th April, 1993 was £5,783,183 (30th April 1992 £6,062,683.)

A professional valuation of the housing properties has not been obtained at the balance sheet date as it is considered that the expense would not be justifiable in view of the specialised and continuing nature of the scheme.

### Housing comprises:–

	Freeholds £'000	Long Leaseholds £'000	Total £'000
Net Book Value at 30th April 1993	17,327	2,446	19,773
Net Book Value at 30th April 1992	16,410	2,318	18,728

The net book value of assets held under finance leases:

	1993 £'000	1992 £'000
Motor Vehicles	105	–
Equipment, Fixtures and Fittings	4	11
Computer Equipment	231	114
	<u>340</u>	<u>125</u>

1992  
£'000

£'000

### 16. Fixed Assets – Investments

At Cost or Donated Value

a) Subsidiary Undertakings		
67	67,100 £1 Shares in HelpAge Limited	67
	8 £1 Shares in Help the Aged Housing Appeal Limited	
	2 £1 Shares in Workage Limited	
10	10,000 £1 Shares in Help the Aged (Trading) Limited	10
	7 £1 Shares in Help the Aged Housing Association Limited	
	2 £2 shares in Help the Aged Charity Lotteries Limited Acquired during the year.	
	2 £1 shares in Age Care and Leisure Services Limited	
b) Other		
1	990 £1 Shares in Dignity & Destiny Ltd.	1
78		78

### 17. Property for Realisation

616	Gifted Housing including development costs	694
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### 18. Debtors

340	Tax Repayments	384
32	Property Disposals	-
128	Subsidiary Undertakings	53
6	Associated Undertaking	-
579	Other Debtors	184
415	Prepayments and Accrued Income	496
1,500		1,117

### 19. Investments

(Listed on the Stock Exchange)

40	At Market Value	44
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1992  
£'000

£'000

### 20. Creditors: Amounts falling due within one year

-	Bank Overdraft (Secured on properties for development)	363
29	Bank Mortgage (Secured – see Note 21)	29
-	Deposits from Housing Residents repayable on change of occupancy	93
36	Interest-free Loans	35
-	Subsidiary undertaking	28
818	Other Creditors	713
52	Obligations under Finance Leases	106
655	Accrued Expenses and Deferred Income	605
236	Other Taxes and Social Security	238
1,826		2,210

### 21. Creditors: Amounts falling due after more than one year

4,974	Deposits from Housing Residents repayable on change of occupancy	5,298
70	Obligations under Finance Leases	235
649	Bank Mortgage: (Secured by a fixed charge on the Headquarters and International Centre) repayable in equal quarterly instalments. The last repayment is due to be made in 2014, the rate of interest being 1.25% above London Inter Bank Market Rate.	620
(29)	Less: Capital repayment due within one year (Note 20)	(29)
620		591
5,664		6,124

### 22. Provision for Liabilities and Charges

	Provision for Maintenance £'000	
	Balance at 1st May 1992	36
	Income and Expenditure Account – charge in the year	-
	Balance at 30th April 1993	36

1992  
£'000

£'000

### 23. Net Cash Outflow from Operating Activities

	Reconciliation of net operating deficit with net cash outflow from operating activities:-	
(862)	Operating Deficit	(1,271)
	Adjustment for non-operating activities	
(779)	Dividends and Interest Receivable	(370)
95	Interest Payable	63
(684)		(307)
	Adjustment for non-cash items	
791	Depreciation charge	992
(46)	Net Profit on Sale of Fixed Assets	(32)
(368)	Donated Property	(303)
5	Provisions made	-
382		657
	Adjustment for movement in Working Capital	
12	Decrease in Stock	-
(600)	(Increase)/Decrease in Debtors	276
336	Increase/Decrease in Creditors	(54)
(252)		222
(1,416)		(699)

### 24. Analysis of Cash as shown in Balance Sheet

	Cash at Bank and in Hand £'000	Bank Overdraft £'000	Total £'000
Balance at 1st May 1992	5,128	-	5,128
Change in year	(930)	(363)	(1,293)
Balance at 30th April 1993	4,198	(363)	3,835

### 25. Capital Commitments

The following capital expenditure has been approved by the Trustees but not provided for in these accounts:-

£'000		£'000
	Contracts placed -	
54	Housing and Care	327
23	Gift Shops	19
20	Computer Equipment	-
965	Contracts approved but not placed	-
1,062		346

Capital Commitments in respect of Housing will be met by bridging finance and eventually from returnable deposits and the sale of Gifted Properties.

### 26. Financial Commitments

Operating lease commitments payable in the following year are analysed according to the period in which the lease expires as follows:-

	Land and Buildings £'000	Other £'000
Expiring:-		
Within one year	11	-
One to five years	195	37
After five years	2,479	-
	2,685	37

The majority of leases of land and buildings, mainly gift shops, are subject to rent reviews.

### 27. Group Undertakings

All subsidiary undertakings are wholly owned and incorporated in England.

The principal subsidiary undertakings are as follows:

	Share Capital £'000	Reserves £'000
HelpAge Limited	67	(3)

The principal activity of HelpAge Limited is the sale of Christmas cards and other merchandise by mail order catalogue. The profits of the company are covenanted to the charity. For the year ended 30th April, 1993, the turnover of the company amounted to £2,363,443 (1992 £2,324,461) and the covenant to the charity was £242,280 (1992 £417,047). The value of the shareholding in HelpAge Limited is considered to be not less than £67,100, the amount at which it is included in the charity's investments.

	Share Capital £'000	Reserves £'000
Help the Aged (Trading) Limited	10	-

The principal activity of Help the Aged (Trading) Limited is fundraising via commercial events and sponsorship together with the sale of sports merchandise. The profits of the company are covenanted to the charity. For the year ended 30th April 1993, the turnover of the company amounted to £51,124 (1992 £23,445) and the covenant to the charity was £6,170 (1992 £2,620). The value of the shareholding in Help the Aged (Trading) Limited is considered to be not less than £10,000, the amount at which it is included in the charity's investments.