

**PRINCE'S TRUST INTERNATIONAL  
ANNUAL REPORT AND FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2018**

**Company registration number 9090276  
Charity number 1159815  
A company limited by guarantee not having share capital**

# PRINCE'S TRUST INTERNATIONAL

## CONTENTS

---

	<b>Page No</b>
Reference and Administration	2
Trustees' Report	3-8
Independent Auditors' Report	9-11
Statement of Financial Activities	12
Balance Sheet	13
Statement of Cash Flows	14
Notes to the statement of Cash Flows	15
Notes to the Financial Statements	16-22

## PRINCE'S TRUST INTERNATIONAL

### REFERENCE AND ADMINISTRATION

---

#### Trustees

The Trustees of the charity in office during the year and up to the date of signing the financial statements were:

Sir Lloyd Dorfman CBE (Chairman)  
Rupert Goodman DL (Deputy Chairman)  
Mohammed Amersi  
Romero Britto (Resigned May 2018)  
Blondel Cluff (Resigned May 2018)  
Dame Martina Milburn DCVO CBE  
Michelle Pinggera  
Alistair Summers (Appointed July 2018)

<b>Group CEO</b>	Dame Martina Milburn DCVO CBE
<b>Chief Executive</b>	Jonathan Townsend
<b>Company Secretary</b>	Simon Major
<b>Company number</b>	9090276
<b>Charity number</b>	1159815
<b>Governing Document</b>	Articles of Association
<b>Registered office</b>	Prince's Trust House 9 Eldon Street London EC2M 7LS
<b>Independent Auditors</b>	PricewaterhouseCoopers LLP Chartered Accountants and Statutory Auditors 1 Embankment Place London WC2N 6RH
<b>Bankers</b>	National Westminster Bank plc 3rd Floor 280 Bishopsgate London EC2M 4RB
<b>Principal Solicitors</b>	DLA Piper UK LLP 3 Noble Street London EC2V 7EE

## **PRINCE'S TRUST INTERNATIONAL**

### **TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2018**

---

The Trustees present their report and audited financial statements for the year to 31 March 2018.

The Trustees have adopted the provisions in section 234 of Companies Act 2006, SORP 2015 and FRS 102 in preparing the Annual Report and Financial Statements. The reference and administration information on page 2 forms part of this report.

Prince's Trust International (the Charity) is a charitable company and subsidiary of The Prince's Trust, who is the sole member.

#### **Principal Activities and Purposes of Prince's Trust International**

The vision of Prince's Trust International is to help unemployed young people around the globe into education, training and work. Prince's Trust International's mission is to make a significant contribution to improving the lives of young people, by partnering with governments, non-governmental organisations (NGOs) and corporations to implement The Prince's Trust Programmes. Prince's Trust International aims to provide opportunities for unemployed and disengaged young people to gain the skills, motivation and self-confidence to contribute to their local economy and engage as active members of society.

The primary objective of Prince's Trust International, is set out in its Articles of Association, being:

promoting by all charitable means throughout the world the mental, spiritual, moral and physical development and improvement of young people and providing opportunities for them to develop their full capacities and enabling them to become responsible members of society so that their conditions of life may be improved.

In accordance with Charity Commission guidance on public benefit (section 17 of Charities Act 2011) Prince's Trust International achieves its requirements for public benefit by developing programmes to meet its objectives.

Prince's Trust International has successfully run pilot programmes in Australia, Barbados, Canada, India, Malta, New Zealand and Jordan. In prior financial years, we also undertook advisory work in Oman. We are working on and developing sustainable programme roll-outs in these countries. We continue to deliver the Enterprise Challenge programme in Jordan and Pakistan having suspended delivery in Qatar in this financial year. We completed the International Leadership Programme in March 2017 and have been working with participants to develop their projects over the last year. We started our first pilot Get into programme for Greece at the end of the financial year. Funding has been received from a number of companies and Founding Patrons and Patrons. The achievements are described in more detail below.

#### **Structure, governance and management**

Prince's Trust International is a charity incorporated by Articles of Association in England and Wales. The Articles form the governing document.

#### **Trustee Recruitment, Appointment and Training**

Trustees are appointed in accordance with the Articles and are collectively known as the Prince's Trust International Board. In order to ensure that strategy and operational activity is aligned to The Prince's Trust (parent charity), the Prince's Trust International Board includes the Group Chief Executive and no more than three trustees of The Prince's Trust. On joining the organisation, new Trustees receive a comprehensive induction which covers the values and purpose of Prince's Trust International. The induction programme covers strategy, fundraising, programmes, operations and governance matters. New trustees are given the opportunity to meet key staff in the London office.

#### **Organisational Structure**

The Prince's Trust International Board of Trustees is accountable for the work of Prince's Trust International. The matters reserved for the Prince's Trust International Board include the approval of strategy, the budget and business plan and the Annual Report and Financial Statements. The Prince's Trust International Board also retains oversight of management controls and corporate governance, along with the appointment of the Chief Executive and those Trustees not appointed by The Prince's Trust.

The Charity is grateful for the commitment of a core group of volunteers who have assisted with its development and provide ongoing support in the London office. It also acknowledges the support of volunteers to the local partner organisations delivering the pilot projects in other countries.

## PRINCE'S TRUST INTERNATIONAL

### TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2018 (CONTINUED)

---

#### Organisational Structure

The Prince's Trust International Board has delegated authority to the Group CEO and Chief Executive for the day-to-day management of the organisation. The Prince's Trust supports Prince's Trust International with the provision of administrative resource, including the monitoring of programmes.

A management services agreement has been put in place to govern the provision and payment for services from The Prince's Trust to Prince's Trust International, together with a licence agreement to govern the licensing of The Prince's Trust know-how and intellectual property for use by Prince's Trust International, all on commercial terms.

The Prince's Trust Chairman and The Prince's Trust Group CEO, in conjunction with The Prince's Trust International Trustees, establish and annually review the remuneration of The Prince's Trust International members of staff (including senior management) in consideration of individual contribution and good practice in the Charity sector.

The Prince's Trust Chairman is also Chairman of the Prince's Trust International Board and The Prince's Trust Group CEO is a member of the Prince's Trust International Board. The Prince's Trust and Prince's Trust International each have an independent Deputy Chairman, who is solely focused on the one charity.

#### Achievements and performance

During 2017/18 Prince's Trust International continued to develop its activities, launching pilot programmes, rolling-out sustainable delivery, and continuing the delivery of international programmes formerly delivered by Mosaic. Prince's Trust International has continued to expand its activities into new territories, as well as deepen its engagement with newly introduced programmes in existing markets.

The key achievements during 2017/18 were:

- Completing a successful pilot of the Get into programme in India. Progressing from this to enter into a partnership agreement with the NGO Magic Bus to secure joint funding from the Michael and Susan Dell Foundation and the Macquarie Group Foundation to roll the programme out to six cities in India over the next 2 years.
- Continuing to expand the xl/Achieve programme in Malta, with presence in 31 schools with an eye to further growth in the next year though reviewing the age group of the participants.
- To successfully run the Get into pilot in Malta and to finalise plans for the second year of delivery of the programmes.
- Expanding the delivery of the Get into Programme in Jordan and to successfully deliver the Enterprise Challenge there too.
- Continuing to successfully deliver the Team and Get into programmes in Barbados.
- To jointly grow the delivery and secure funding for the Get into Programme in Canada working alongside Prince's Charities Canada.
- Running a successful pilot of the Achieve Programme in New Zealand and to start on plans to roll this programme out.
- To deliver the Enterprise Challenge in Pakistan, increasing the number of schools engaged and the number of young people participating.
- To secure funding for and to start the pilot of the Get into programme in Greece.
- Developing our Monitoring & Evaluation framework, undertaking mid- and post-pilot reviews, and comprehensively measuring our impact.
- Successfully rebranding to align with the Prince's Trust Brand.
- Strengthening our Risk, Health and Safety, Safeguarding and Serious Incident procedures.

The principal funding source in the year continues to be from the Founding Patrons start-up scheme which closed at the end of the 2016/17 year. This is supplemented with new funding secured through our new Patron scheme as well as funding from corporate organisations, Trusts and Foundations. We are very grateful to all our donors for their generous support.

Over the financial year, the charity developed with its lawyers, DLA Piper, a template partnership agreement which has been the contractual basis for delivery with all new partners. During this time, it has standardised agreements with all legacy delivery partners. As outlined in the 'Risk' section below, partners have been selected for their relevant expertise, and meet a threshold of maturity in their operations. Pilot programmes are monitored by international staff deployed from London, and both pilot and roll-out delivery are monitored also by staff from the Prince's Trust International London office.

## PRINCE'S TRUST INTERNATIONAL

### TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2018 (CONTINUED)

---

In the last year, Prince's Trust International did not use volunteers to deliver its programmes overseas, but was helped by a small number of volunteers in its head office in London.

In 2017/18, we operated in nine countries, supporting 2,210 young people across a range of programmes. The breakdown of participation by programme was Enterprise Challenge 1,581; Get into 303; Team 21; and Achieve 305. In Australia and Canada it should be noted that the programmes were delivered in conjunction with the Prince's Trust Australia and Prince's Charities Canada.

This compared to 4,163 young people helped in 2016/17, which included Enterprise Challenge (3,516) and 647 young people on the other programmes.

#### Financial Review

Prince's Trust International had income for the year of £1,407,465 (2016/2017: £1,597,506) and expenditure of £1,322,517 (2016/2017: £1,449,288). The surplus will be retained by Prince's Trust International for investment next year. Financial performance for the year was broadly in line with expectations.

#### Reserves Policy

The Trustees review the reserves policy annually and target a level of free reserves of between four to six months of operational expenditure. The intention is for the core running costs to be funded through the generation of unrestricted funds. While Prince's Trust International is in start-up phase, The Prince's Trust (parent charity) has made a working capital facility of up to £1.2 million available to the Charity. This facility has not yet been drawn down. Any drawdown is to be repaid by 31 December 2020.

Total funds as at 31 March 2018 were at £485,836 (2016/2017: £400,888), of which £94,808 (2016/2017: £88,613) were restricted funds. Unrestricted reserves £391,028 (2016/17: £312,275) represent approximately 4 months of non-programme related expenditure.

#### Risk Policy

Prince's Trust International recognises the inherent risks in working outside the United Kingdom with disadvantaged young people and in raising the funds to pay for its work. The span of these risks is wide, including health and safety (of both staff and programme beneficiaries), safeguarding, programme development and data management. Prince's Trust International works to mitigate the risks that it takes and aims to help delivery partners to ensure safe and effective opportunities for young people.

Prince's Trust International carries out due diligence on all countries it works in and is proposing to work in. The scope of due diligence includes risks relating to the country, the in-country delivery partner, and the project funder. This due diligence is captured within a Country Assessment Proposal that is reviewed by the Prince's Trust International Board, before a decision is made on whether to progress. This due diligence process has been developed with feedback from external advisers.

The Charity has a risk register which scores the standing, and priority managed risks, including (but not limited to) our staff, partners, beneficiaries, reputation, intellectual property, quality assurance and funding. The methodology of this register has been developed by The Prince's Trust, and tailored to fit the needs of Prince's Trust International.

The Board of Trustees delegates risk management to the CEO and senior management, in consultation with the Company Secretary. The risk register is reviewed as a standing agenda item at every Prince's Trust International Trustee Board meeting. New country assessments are reviewed on an ad hoc basis by the Trustee board

Prince's Trust International has a comprehensive insurance policy, reviewed annually, and currently held with Zurich Insurance

#### Fundraising

Prince's Trust International, as the newest of HRH Prince of Wales' charities, is in the early stages of building its community of support. We have a group of key people who give their time, energy and money to help young people internationally. This year, as in the past two years, we are very fortunate to have small group of eleven Founding Patrons and other corporate and grant funding partners who contribute the vast majority of the funds required to support our activity in nine countries. In 2017/18, these included:

## PRINCE'S TRUST INTERNATIONAL

### TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2018 (CONTINUED)

---

- Individuals – we receive donations from our community of supporters. Individuals donate to Prince's Trust International in a number of ways, including:
  - Regular, significant three year commitments as Founding Patrons.
  - Regular commitments as Patrons.
  - One off philanthropic gifts.
- Corporate partnerships – we have a number corporate partners who provide funding through their foundations as well giving us access to networks and support both to help the development of our organisation and young people succeed on our programmes.
- Charitable trusts – our work with young people is supported by a number of charitable trusts and foundations, one major one based in London and a small but growing number in countries we are operating in. These charitable trusts provide funding required to carry out our vital work.
- Gift-in-kind – we have a small number of partners and supporters that provide their expertise, service and products free of charge to the charity. Some of these are delivery partners contributing their services to ensure high quality and sustainable programmes can be delivered.
- Other income – alongside our fundraising activities, we have some minor income sources such as our employer programme fees.

Prince's Trust International is registered with the Fundraising Regulator who holds the Code of Fundraising Practice for the UK. We endeavour to carry out our fundraising activities in line with the Code of Fundraising Practice and the expectations of our supporters. We are signed up to the Fundraising Preference Service, which gives the public control over the fundraising communications they receive.

Prince's Trust International primarily fundraises through its own small development staff team and through our senior stakeholders who support fundraising with connections and introductions. We currently carry out no work with third parties.

Prince's Trust International is committed to providing a high quality services to all of its service users, partners and supporters. We have a clear, publically available complaints policy that allows us to investigate thoroughly any complaints, communicate results, record results and review our work, enabling improvements to be made, if required. For the financial year 2017/18, we received zero complaints about our fundraising activities.

Further to our complaints policy, we make a pledge to our supporters whose generous support is vitally important to transforming young lives. As a supporter of Prince's Trust International (PTI), we make a pledge that:

- You can expect PTI to use your donations wisely, and to help young people in the most effective and efficient manner.
- You can expect PTI to hold your information securely and responsibly, and we will not share any of your details for use by any other organisation.
- If you have supplied your name and address, we would like to let you know how your donation is helping to save young lives. But we will only send you communications that you have asked for, or have agreed to receive, and you can choose to stop hearing from us at any time.

Prince's Trust International is committed to protecting vulnerable people and other members of the general public from unreasonable intrusion on a person's privacy, unreasonably persistent fundraising approaches and placing undue pressure on a person to give money. Our fundraising activities follow both the Code of Fundraising Practise and our own ethical fundraising policy.

To help protect vulnerable people, we have a field on our fundraising database which records a potentially vulnerable person. We exclude anyone flagged on the database as vulnerable from all of our fundraising communications.

As such, since all our fundraising activity target major donors, the communications are bespoke and personal. We carry out no direct mail activity currently and there are no plans to in the foreseeable future.

### Future Plans

We will continue to roll out the programmes in the countries where we have successfully run pilots. This will involve activity in Australia, Barbados, Canada, India, Jordan, Malta, New Zealand and Pakistan. We will continue with our pilot Get into programme in Greece and launch the Enterprise programme there. In the coming year we plan to undertake scoping in Malaysia, Jamaica and Trinidad and Tobago in preparation to run programmes in 2019.

At the end of 2018/19 Prince's Trust International will be a little over three years old. We will have completed the first strategy cycle and over the course of the summer/early autumn of 2018 will be writing the plan for the next five years. This will seek to set out a plan that builds on the foundations established in the initial three year start-up phase. Quality of delivery and meaningful impact for the young people will remain at the heart of what we do – but we will grow over this period both in terms of the breadth of the programmes we deliver and the geographies we reach within existing countries and also new ones. We will track closely the strategic developments within the Prince's Trust to ensure that we are aligned in terms of our offer and the benefit it brings. We will, however, continue to ensure our offer fully recognises the specific country and cultural contexts of where we are working. We will also take the opportunity to explore new ways to interact with young people – that may be through a digital offer or it may be by developing less intense interventions. To fund this growth we will seek to increase and broaden our funder base. Seeking to deliver beneficial programme interventions that are in tune with their interests and funding criteria. We will do all this whilst meeting our high expectations for the health and safety and safeguarding of the young people beneficiaries and our staff team.

### Trustees

The Trustees of the Charity as at the date of this report are set out in the Reference and Administration section on page 2 and, unless stated otherwise, served throughout the year.

### Qualifying indemnity provision

In accordance with section 234 Companies Act 2006, a qualifying indemnity provision, for the benefit of all of the Trustees, was in force during the financial year and remains in force at the date of approval of the financial statements.

### Statement of Trustees' responsibilities

The Trustees (who are also directors of Prince's Trust International for the purposes of company law) are responsible for preparing the Trustees' Annual Report and the financial statements in accordance with applicable law and regulations.

Company law requires the Trustees to prepare financial statements for each financial year. Under that law the Trustees have prepared the financial statements in accordance with United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law (United Kingdom Generally Accepted Accounting Practice). Under company law the Trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of the affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgments and estimates that are reasonable and prudent;
- state whether FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" has been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

The Trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charitable company's transactions and disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.



**PRINCE'S TRUST INTERNATIONAL**

**TRUSTEES' REPORT  
FOR THE YEAR ENDED 31 MARCH 2018 (CONTINUED)**

---

The Trustees are responsible for the maintenance and integrity of the charitable company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

**Statement of disclosure of information to auditors**

In accordance with section 418 Companies Act 2006, the Trustees confirm that, in the case of each of the persons who are Trustees at the time when this report is approved, so far as each of the Trustees is aware, there is no relevant audit information of which the charitable company's auditors are unaware and each of the Trustees has taken all steps that ought to have been taken to make himself aware of any relevant audit information and to establish that the charitable company's auditors are aware of that information.

This report has been prepared in accordance with the special provisions relating to small companies within Part 15 of the Companies Act 2006.

Approved by the board on 12<sup>th</sup> July 2018 and sign on its behalf by:



Sir Lloyd Dorfman CBE  
Chairman  
PRINCE'S TRUST INTERNATIONAL  
26<sup>th</sup> July 2018

Company registration No. 9090276  
Charity No: 1159815

**INDEPENDENT AUDITORS' REPORT  
TO THE MEMBER OF PRINCE'S TRUST INTERNATIONAL  
FOR THE YEAR ENDED 31 MARCH 2018**

---

**Report on the audit of the financial statements**

---

**Opinion**

In our opinion, Prince's Trust International's financial statements (the "financial statements"):

- give a true and fair view of the state of the charitable company's affairs as at 31 March 2018 and of its incoming resources and application of resources, including its income and expenditure, and cash flows, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law); and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements, included within the Annual Report and Financial Statements (the "Annual Report"), which comprise: the balance sheet as at 31 March 2018; the statement of financial activities (including income and expenditure account) and the statement of cash flows for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

---

**Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities under ISAs (UK) are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

*Independence*

We remained independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, which includes the FRC's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements.

---

**Conclusions relating to going concern**

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

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charitable 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.

However, because not all future events or conditions can be predicted, this statement is not a guarantee as to the charitable company's ability to continue as a going concern.

---

**Reporting on other information**

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The trustees are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except to the extent otherwise explicitly stated in this report, any form of assurance 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 an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of 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 based on these responsibilities.

**INDEPENDENT AUDITORS' REPORT  
TO THE MEMBER OF PRINCE'S TRUST INTERNATIONAL  
FOR THE YEAR ENDED 31 MARCH 2018 (CONTINUED)**

---

Based on the responsibilities described above and our work undertaken in the course of the audit, ISAs (UK) require us also to report certain opinions and matters as described below.

*Trustees' Annual Report*

In our opinion, based on the work undertaken in the course of the audit the information given in the Trustees' Annual Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and the Trustees' Annual Report has been prepared in accordance with applicable legal requirements.

In addition, in light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we are required to report if we have identified any material misstatements in the Trustees' Annual Report. We have nothing to report in this respect.

---

**Responsibilities for the financial statements and the audit**

*Responsibilities of the trustees for the financial statements*

As explained more fully in the Statement of Trustees' responsibilities, the trustees are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The trustees are also responsible for such internal control as they 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 trustees are responsible for assessing the charitable 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 trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

*Auditors' 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 auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) 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.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditors' report.

*Use of this report*

This report, including the opinions, has been prepared for and only for the charity's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

---

**Other required reporting**

**Companies Act 2006 exception reporting**

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- we have not received all the information and explanations we require for our audit; or
- adequate accounting records have not been kept or returns adequate for our audit have not been received from branches not visited by us; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- the financial statements are not in agreement with the accounting records and returns.

We have no exceptions to report arising from this responsibility.

---

**Entitlement to exemptions**

Under the Companies Act 2006 we are required to report to you if, in our opinion, the Trustees were not entitled to take advantage of the small companies exemption from preparing a Strategic Report. We have no exceptions to report arising from this responsibility.

INDEPENDENT AUDITORS' REPORT  
TO THE MEMBER OF PRINCE'S TRUST INTERNATIONAL  
FOR THE YEAR ENDED 31 MARCH 2018 (CONTINUED)

---



Philip Stokes (Senior Statutory Auditor)  
for and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
London

26 July 2018

PRINCE'S TRUST INTERNATIONAL

STATEMENT OF FINANCIAL ACTIVITIES (INCLUDING INCOME AND EXPENDITURE ACCOUNT)  
FOR THE YEAR ENDED 31 MARCH 2018

		2018			2017		
	Note	Unrestricted Funds £	Restricted Funds £	Total £	Unrestricted Funds £	Restricted Funds £	Total £
<b>Income from:</b>							
Donations	2	1,009,735	325,781	1,335,516	1,012,394	403,267	1,415,661
Charitable Activities	2	-	18,662	18,662	-	82,085	82,085
Trading Activities	2	-	20,699	20,699	57,990	15,375	73,365
Other	2	-	32,588	32,588	-	26,395	26,395
		<u>1,009,735</u>	<u>397,730</u>	<u>1,407,465</u>	<u>1,070,384</u>	<u>527,122</u>	<u>1,597,506</u>
<b>Expenditure on:</b>							
Raising Funds	3	614,893	-	614,893	264,323	-	264,323
Charitable activities	4	<u>356,814</u>	<u>350,810</u>	<u>707,624</u>	<u>699,962</u>	<u>485,003</u>	<u>1,184,965</u>
<b>Total Expenditure</b>		971,707	350,810	1,322,517	964,285	485,003	1,449,288
<b>Transfer between funds</b>		40,725	(40,725)	-	-	-	-
<b>Net Income and movement in funds</b>		<u>78,753</u>	<u>6,195</u>	<u>84,948</u>	<u>106,099</u>	<u>42,119</u>	<u>148,218</u>
Total Funds brought forward		312,275	88,613	400,888	206,176	46,494	252,670
<b>Total funds carried forward</b>		<u>391,028</u>	<u>94,808</u>	<u>485,836</u>	<u>312,275</u>	<u>88,613</u>	<u>400,888</u>

The Statement of Financial Activities has been prepared in the current year on the basis that all operations are continuing operations.

There are no recognised gains and losses other than those passing through the Statement of Financial Activities.

There is no difference between the results on ordinary activities before taxation and the retained results for the year stated above, and their historical cost equivalents.

The notes on pages 16 to 22 form part of these financial statements.

PRINCE'S TRUST INTERNATIONAL

BALANCE SHEET  
AS AT 31 MARCH 2018

	Note	2018 £	2017 £
<b>Current assets</b>			
Cash at bank and in hand		568,099	984,040
Debtors	7	<u>85,943</u>	<u>173,230</u>
<b>Creditors: amounts falling due within one year</b>	8	<u>(168,206)</u>	<u>(756,382)</u>
<b>Net current assets</b>		<u>485,836</u>	<u>400,888</u>
<b>Net assets</b>		<u>485,836</u>	<u>400,888</u>
<b>The funds of the Charity:</b>			
Unrestricted income funds	9	391,028	312,275
Restricted income funds	9	<u>94,808</u>	<u>88,613</u>
<b>Total Charity funds</b>		<u>485,836</u>	<u>400,888</u>

The notes on pages 16 to 22 form part of these financial statements.

The financial statements on pages 12 to 22 were approved by the Board on 12<sup>th</sup> July 2018 and signed on its behalf by:



.....  
Sir Lloyd Dorfman CBE  
Chairman  
26<sup>th</sup> July 2018

Company registration No. 9090276  
Charity No: 1159815

PRINCE'S TRUST INTERNATIONAL

STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED 31 MARCH 2018

---

	Note	2018 £	2017 £
<b>Cash flows from operating activities:</b>			
<b>Net cash used in operating activities</b>	1	<u>(415,941)</u>	<u>497,757</u>
<b>Change in cash and cash equivalents in the reporting year</b>		(415,941)	497,757
<b>Cash and cash equivalents at the beginning of the reporting year</b>	2	984,040	486,283
<b>Cash and cash equivalents at the end of the reporting year</b>	2	<u>568,099</u>	<u>984,040</u>

PRINCE'S TRUST INTERNATIONAL

NOTES TO THE STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED 31 MARCH 2018

---

**Note 1:**

**Reconciliation of net income to net cash flow from  
operating activities**

	<b>2018</b>	<b>2017</b>
	<b>£</b>	<b>£</b>
<b>Net income for the reporting year (as per the statement of financial activities)</b>	84,948	148,218
<b>Adjustments for:</b>		
(Decrease) / Increase in Creditors	(588,176)	522,769
Decrease / (Increase) in Debtors	87,287	(173,230)
<b>Net cash used in operating activities</b>	<u>(415,941)</u>	<u>497,757</u>

**Note 2:**

**Analysis of cash and cash equivalents**

	<b>2018</b>	<b>2017</b>
	<b>£</b>	<b>£</b>
Cash at bank	568,099	983,526
Cash in hand	-	514
<b>Total cash and cash equivalents</b>	<u>568,099</u>	<u>984,040</u>



## 1. Accounting Policies

### Accounting Convention

The financial statements are prepared under the historical convention.

### Basis of Preparation

The financial statements have been prepared in accordance with the going concern basis. There are no material uncertainties about the Charity's ability to continue. The Charity is a public benefit entity. The accounting policies have been applied consistently.

### Basis of Accounting

The financial statements have been prepared in accordance with the following:

- Financial Reporting Standard 102 – 'The Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland' ('FRS 102')
- The Statement of Recommended Practice 'Accounting and Reporting by Charities' FRS 102 as revised in 2015 ('the SORP 2015')
- The Companies Act 2006
- The historical cost convention

### Income from donations

Donations are recognised when there is entitlement, receipt is probable and the amount is measurable. All donations are shown gross of related expenditure. Tax credits receivable from gift aid donations are recognised when there is a valid Gift Aid declaration.

Income is deferred where the donor has specified that the income is to be expended in a future period or where contractual conditions for entitlement will be met in a future period.

Donations in kind comprise goods, services and facilities donated to Prince's Trust International which would otherwise have had to be purchased. They are valued at the amount that Prince's Trust International would have paid in order to obtain them and are included both in income and expenditure

### Income from charitable activities

Grants from government and income from other public sector contracts have been recorded as income from charitable activities. All income from charitable activities is shown gross of related expenditure. Income is deferred when the conditions applying to the grant are not wholly within the control of Prince's Trust International.

### Income from trading activities

Income from trading activities is recognised when services are delivered. Income is deferred when payment has been received for services which are to be delivered in the future.

### Other income

Other income relates to income which is not donations, from charitable activities or from trading activities. This income is recognised when there is entitlement, receipt is probable and the amount is measurable.

### Expenditure

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

The costs of raising funds include the salaries and overhead costs of the staff who undertake fundraising activities and the marketing and publicity costs associated with raising the profile of Prince's Trust International (but not those which are used in an educational manner in furtherance of the Charity's objects). Other costs, in compliance with constitutional and statutory requirements, include external audit costs.

## PRINCE'S TRUST INTERNATIONAL

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018 (CONTINUED)

---

#### 1. Accounting Policies (continued)

Support costs include the salaries of those managerial staff which are not directly attributable to a particular programme of charitable work, governance costs, and of charges made by The Prince's Trust for support services (e.g. Finance, IT, HR and for other administrative staff and all office running costs) consumables and other overheads not specifically attributable to a particular programme of charitable work.

Support costs are allocated to costs of raising funds and charitable activities on the basis of the relative effort involved, based on an assessment by the Charity's management. Irrecoverable VAT is included with the item of expense to which it relates.

#### **Contractual liabilities**

Prince's Trust International provides for legal or constructive obligations that are of uncertain timing or amount at the balance sheet date on the basis of the best estimate of the expenditure required to settle the obligation.

#### **Tax**

The charitable company is exempt from income and corporation taxes on income and gains to the extent that they are applied for their charitable objects.

#### **Funds**

The funds of the Charity have been segregated as follows

**Restricted Funds** consist of donations for which the donor giver has specified the purposes for which the resources can be utilised and therefore to which expenditure is restricted.

**Unrestricted Funds** consist of all other income that has not been restricted. They are expendable at the discretion of the Trustees in furtherance of the objects of the charity.

#### **Financial Instruments**

The Charity has taken advantage of the exemption which is available under FRS 102 1.12 (c) (relating to sections 11 and 12 of the standard) as a wholly owned subsidiary not to disclose the following:

- Categories of financial instruments
- Items of income, expenses, gains or losses relating to financial instruments, and
- Exposure to and management of financial risks.

Full disclosure in relation to financial instruments is available in the consolidated financial statements of The Prince's Trust.

#### **Critical Accounting Judgements and Key Estimates and Assumptions**

The Charity allocates support costs between different charitable activities using management's judgement of the proportion of effort expended on each category during the year.

#### **Pension Scheme**

The Prince's Trust has arranged a defined contribution pension scheme for Prince's Trust International's staff. Pension contributions charged in the Statement of Financial Activities represent the contributions payable by the Charity in the year. Defined pension scheme contributions were charged to the profit and loss account as they fall due. The company had no potential liability other than for payment of those contributions.

PRINCE'S TRUST INTERNATIONAL

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2018 (CONTINUED)

<b>2. Donations</b>	<b>Unrestricted</b>	<b>Restricted</b>	<b>Total 2018</b>	<b>Total 2017</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Donations from Major Donors	896,250	103,340	999,590	890,987
Donations from Corporate Partners	67	33,540	33,607	79,060
Donations from Charitable Trusts	97,318	188,901	286,219	303,727
Donations from Individuals	5,745	-	5,745	-
Donations in Kind	10,355	-	10,355	141,887
	<u>1,009,735</u>	<u>325,781</u>	<u>1,335,516</u>	<u>1,415,661</u>

  

<b>Income from Charitable Activities</b>	<b>Unrestricted</b>	<b>Restricted</b>	<b>Total 2018</b>	<b>Total 2017</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
National Government Income	-	18,662	18,662	82,085

  

<b>Income from Trading Activities</b>	<b>Unrestricted</b>	<b>Restricted</b>	<b>Total 2018</b>	<b>Total 2017</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Consulting Income	-	-	-	57,990
Licensing	-	20,699	20,699	15,375
	<u>-</u>	<u>20,699</u>	<u>20,699</u>	<u>73,365</u>

  

<b>Other Income</b>	<b>Unrestricted</b>	<b>Restricted</b>	<b>Total 2018</b>	<b>Total 2017</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Other Income	-	32,588	32,588	26,395

Donations in kind represent the estimated cost of services donated to Prince's Trust International, at the value at which Prince's Trust International would have paid. All income was generated in the UK.

<b>3. Expenditure on Raising Funds</b>	<b>Direct staff costs</b>	<b>Other direct costs</b>	<b>Allocated support costs</b>	<b>Total 2018</b>	<b>Total 2017</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
	92,589	148,951	373,353	614,893	264,323

<b>4. Expenditure on Charitable Activities</b>	<b>Direct staff costs</b>	<b>Other direct costs</b>	<b>Allocated support costs</b>	<b>Total 2018</b>	<b>Total 2017</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Programme scoping	-	16,296	19,026	35,322	275,221
Programme delivery	94,523	215,655	362,124	672,302	909,744
	<u>94,523</u>	<u>231,951</u>	<u>381,150</u>	<u>707,624</u>	<u>1,184,965</u>

Support costs are allocated on total costs basis.

PRINCE'S TRUST INTERNATIONAL

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2018 (CONTINUED)

5. Support costs	Raising Funds	Charitable Activities	Total 2018	Total 2017
	£	£	£	£
<b>Staff costs:</b>	266,592	272,160	538,752	309,744
<b>Other costs:</b>				
Communications and Marketing	240	246	486	3,033
Other staff costs	22,085	22,546	44,631	70,968
Fees paid to The Prince's Trust	61,438	62,720	124,158	81,731
Legal costs	5,124	5,231	10,355	87,498
Governance Costs	6,506	6,642	13,148	13,143
Sundry other costs	11,368	11,605	22,973	29,211
	<u>373,353</u>	<u>381,150</u>	<u>754,503</u>	<u>595,328</u>

Governance costs includes £10,000 (2016/17: £8,500) as audit fees.

6. Employees and Trustees' Emoluments

**Staff members**

**2018  
No.**

**2017  
No.**

Average Headcount of employees analysed by function:

Charitable purposes and support staff  
Fundraising  
Governance

16  
2

13  
1

-

-

18

14

**2018  
No.**

**2017  
No.**

Average monthly number of employees analysed by function:

Charitable purposes and support staff  
Fundraising  
Governance

13  
2

12  
1

-

-

15

13

**Staff costs for the above employees were:**

**2018  
£**

**2017  
£**

Wages and Salaries

636,291

576,612

Social Security costs

68,278

68,903

Pension and post-retirement benefits

20,502

22,140

725,071

667,655

Prince's Trust International also paid £nil (2016/17: £61,986) in redundancies during the year.

**PRINCE'S TRUST INTERNATIONAL**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2018 (CONTINUED)**

**Employees and Trustees' Emoluments (continued)**

**Employee numbers**

The number of employees whose benefits fell within the following bands were:

	2018 No.	2017 No.
£90,000 - £100,000	-	1
£120,000 - £130,000	1	1

Staff costs include £94,523 (2016/17: £ 313,616) for staff directly involved in delivering charitable activities, £92,589 (2016/17: £106,281) for staff involved in raising funds and £538,752 (2016/17: £309,744) for support staff. The total remuneration of key management was £150,152 (2016/17: £225,329).

There were two (2016/17: three) members of key management personnel.

**Trustees' Emoluments**

No Trustee received salaries, fees or other benefits during the year (2016/17: £nil).

Trustees' have claimed £nil (2016/17: £nil) expenses.

Two (2016/17: two) members of key management claimed travel expenses of £25,441 (2016/17: £13,665).

<b>7. Debtors</b>	<b>2018</b>	<b>2017</b>
	<b>£</b>	<b>£</b>
Accrued Income	65,659	55,000
Grants Receivable	-	106,190
Trade Debtors	13,540	10,410
Other Debtors	3,293	1,630
Prepayments	3,451	-
Total	<u>85,943</u>	<u>173,230</u>

<b>8 Creditors: amounts falling due within one year</b>	<b>2018</b>	<b>2017</b>
	<b>£</b>	<b>£</b>
Amounts owed to group undertakings	125,926	578,011
Trade Creditors	17,612	83,931
Other Creditors	7,218	13,069
Accruals	17,450	81,371
Total	<u>168,206</u>	<u>756,382</u>

PRINCE'S TRUST INTERNATIONAL

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2018 (CONTINUED)

9. Movement in funds

	Funds brought forward £	Transfer of Funds £	Income £	Expenditure £	Funds carried forward £
<i>Scoping</i>					
Barbados (non-core_	-	-	3,340	-	-
<i>Get into Programmes</i>					
Barbados	-	-	43,474	(43,474)	-
Canada (Winnipeg)	48,650	(19,133)	-	-	29,517
Canada (Toronto)	-	-	20,644	(20,644)	-
Greece	-	-	100,000	(34,709)	65,291
Jordan	-	(8,720)	32,588	(23,868)	-
India	-	-	49,046	(49,046)	-
Malta	-	-	27,418	(27,418)	-
Malta (Get into Retail)	12,872	(12,872)	-	-	-
<i>Team Programmes</i>					
Barbados	-	-	28,526	(28,526)	-
<i>Achieve Programmes</i>					
Malta Achieve	27,091	-	40,833	(67,924)	-
<i>Mosaic Programmes</i>					
International Leadership Programme					
• DFID funded	-	-	18,662	(18,662)	-
Enterprise Challenge	-	-	33,199	(33,199)	-
Total Restricted funds	88,613	(40,725)	397,730	(350,810)	94,808
Unrestricted income funds	312,275	40,725	1,009,735	(971,707)	391,028
Total funds	400,888	-	1,407,465	(1,322,517)	485,836

Funds are restricted against core programmes of the charity, further restricted geographically as noted above. The transfer of funds relates to income which was carried forward from 16/17 which should have been released as expenditure against the respective projects in the prior year.

10. Analysis of net assets between funds

	Unrestricted Funds £	Restricted Funds £	Total Funds £
Funds balances at 31 March 2018 are represented by:			
Current Assets	391,028	94,808	485,836
Total funds	391,028	94,808	485,836

## PRINCE'S TRUST INTERNATIONAL

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018 (CONTINUED)

---

#### 11. The Ultimate Parent undertaking and controlling party

Prince's Trust International (the Charity) is a wholly owned subsidiary of The Prince's Trust. The Charity is incorporated in England and Wales and has its own registration with the Charity Commission. The Charity's Articles of Association set out how The Prince's Trust exercises control over the Charity.

As the sole member, The Prince's Trust has the power to appoint the Chairman and up to three Trustees.

The ultimate parent undertaking and controlling party is The Prince's Trust, a charity registered in the United Kingdom. The Prince's Trust Charity Registration Number in England & Wales is 1079675 and in Scotland is SC041198. The Royal Charter Number is RC000772. The consolidated financial statements of The Prince's Trust are available from Prince's Trust House, 9 Eldon Street, London, EC2M 7LS.

#### 12. Related Party Transactions

The Charity has had transactions throughout the year with its parent company, The Prince's Trust, totalling £408,592 relating to staff salaries and expenses, procurement cards, Click Travel and recharges for facilities, licence fee and management fees. At the year end £125,926 was outstanding and included within creditors. The Prince's Trust (parent charity) has made a working capital facility of up to £1.2 million (2016/17: £1.2 million) available to Prince's Trust International, which was not drawn down (2016/17: not drawn down).

The Charity has supported Prince's Charities Canada, a sister charity of The Prince's Trust Group, to deliver the Get into programme. Prince's Charities Canada has agreed to reimburse Prince's Trust International for costs incurred in providing this support and £20,644 has been included within accrued income as at 31<sup>st</sup> March 2018 (2016/17: £nil).

£100,000 (2016/17: £100,000) donation was received from the Dorfman Foundation, an organisation of which the Chairman of Prince's Trust International, Sir Lloyd Dorfman CBE, is the Chairman and founder. £2,048 (2016/17: £nil) was received for meeting spaces from Esselco Group Ltd, an organisation of which the Chairman of Prince's Trust International, Sir Lloyd Dorfman CBE, is a Director. £2,200 (2016/17: £1,448) was received as gift-in-kind donations from Sir Lloyd Dorfman CBE.

£115,000 (2016/2017: £137,600) was received as donations from the Amersi Foundation, an organisation of which a Trustee of Prince's Trust International, Mohamed Amersi, is the Chairman and founder.

£15,000 (2016/2017: £15,000) was received as a donation from Rupert Goodman personally towards Prince's Trust International costs for an event in March 2018. Mr Goodman is a Trustee of Prince's Trust International.

There were no outstanding balances in relation to the above at the balance sheet date.

#### 13. Taxation

The Charity was a registered charity throughout the year. As such it is not liable to corporation tax on the surplus of income over expenditure for the year (s478 CTA 2010) or gains arising from the disposal of assets (s256 TCGA 1992) so far as the proceeds are used for charitable purposes only.

The Charity is registered for VAT and, where applicable, expenditure is recorded net of recoverable VAT.