

THE COMMON PURPOSE CHARITABLE TRUST (A company limited by guarantee)

CONSOLIDATED REPORT AND FINANCIAL STATEMENTS YEAR ENDED 31 JULY 2016

Company registered number: 2832875 Charity registered number: 1023384



REPORT AND FINANCIAL STATEMENTS

YEAR ENDED 31 JULY 2016

CONTENTS	Page
Trustees' Report	1 – 14
Independent Auditors' report	15 - 16
Consolidated statement of financial activities	17
Consolidated balance sheet	18
Trust balance sheet	19
Consolidated cash flow statement	20
Notes to the consolidated financial statements	21 - 32

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

The Trustees of Common Purpose Charitable Trust ("Common Purpose", "the Trust" or the "Company") are pleased to present their annual report together with the audited financial statements for the year ended 31 July 2016 which have been prepared in accordance with the Companies Act 2006, the Charities Act 2011 and the Statement of Recommended Practice - Accounting and Reporting by Charities (SORP 2015).

1. OBJECTIVES AND AIMS

The charitable objective of Common Purpose is the advancement of education for the public benefit and the charitable objects are described in its governing document as:

"the advancement of education for the public benefit and in particular but without prejudice to the generality of the foregoing to educate men and women and young people of school age, from a broad range of geographical, political, ethnic, institutional, social and economic backgrounds in constitutional, civic, economic and social studies with special emphasis on civil and social awareness and responsibility in the United Kingdom and elsewhere."

The Trustees confirm that they have complied with the duty in section 17 of the Charities Act 2011 to have due regard to the Charity Commission's general guidance on public benefit, 'Charities and Public Benefit'.

It was established as a charity in 1989 and is registered with the Charity Commission under the Registered Charity number 1023384.

Ethos and vision

Common Purpose gives people from the private, public and not-for-profit sectors the inspiration, skills and connections to become better leaders, both at work and in society.

We run local and global programmes in cities across the world for 4,000 leaders each year from over 100 countries across six continents.

We are the **global** provider of **leadership development** to help people of the world to **work together** to solve common problems.

- Local and global: we operate locally in major cities around the world and we connect them through our global programmes.
- Leadership development: we deliver experiential leadership development and ensure that our participants leave with clear thinking on how to apply their learning back in the workplace and in wider society. As a result, all leaders, from all backgrounds have a far more sustained impact.
- Work together: we convene leaders across sectors and from all backgrounds so that
 they learn to cross boundaries and see how diversity brings fresh perspectives and
 sparks innovation.

For more details visit our website: www.commonpurpose.org

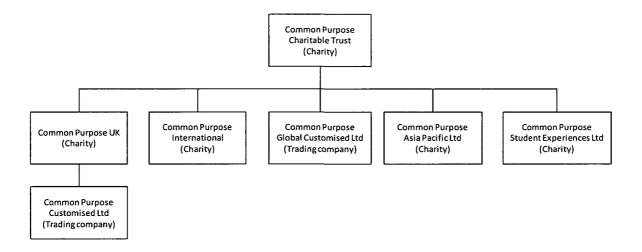
TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

2. COMMON PURPOSE CHARITABLE TRUST

Common Purpose Charitable Trust is the parent company in a group structure. Most of the Trust's activities are carried out through the subsidiary organisations:

- Common Purpose UK, a charity registered in England
- · Common Purpose International, a charity registered in England
- Common Purpose Asia-Pacific Limited, a charity registered in Singapore
- Common Purpose Global Customised Limited, a trading company which manages
 the international licensing arrangements, the provision of services to licensees and
 delivers customised courses to global clients. Common Purpose Global Customised
 Limited, a company registered in England, is a wholly owned subsidiary of Common
 Purpose Charitable Trust
- Common Purpose Customised Limited, a trading company which delivers customised courses to UK clients. Common Purpose Customised Limited, a company registered in England, is a wholly owned subsidiary of Common Purpose UK.
- Common Purpose Student Experiences Ltd, a charity registered in England which provides leadership programmes for students from leading universities around the world (began trading 1 Aug 2015)



Summary information about each organisation's objectives, activities and performance is shown later in this report.

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

3. THE ROLE OF COMMON PURPOSE CHARITABLE TRUST

The Trust oversees the activities of all the companies within the group: Common Purpose UK, Common Purpose International, Common Purpose Customised Limited, Common Purpose Global Customised Limited, Common Purpose Asia-Pacific Limited and Common Purpose Student Experiences Ltd

The Charitable Trust is responsible for:

- The overall strategic plan
- Safeguarding the brands, intellectual property, web domain names and trademarks
- Supporting the global alumni offering
- The development of new international opportunities.

Objectives for the year

Common Purpose Charitable Trust's key objectives for the year 2015/16 included:

- 1. Continuing to develop work with university students with a target of reaching 50 magnet cities by 2016.
- 2. Developing the global partnerships launched in 2015/16
- 3. Continuing to invest in the Core: building reserves, developing a strong core central team, developing a global governance community and delivering training around Cultural Intelligence (CQ).
- 4. Re-focusing our global customised business working with global corporates and foundations in light of challenging trading conditions.

These objectives formed the basis of a target setting process for individual members of the staff and progress was reviewed through the year and finally as part of the annual staff appraisal process. The Senior Management Team reviews overall progress against the objectives on a monthly basis throughout the year.

- 1. Our newly established entity (Common Purpose Student Experiences Limited) began trading and delivered 24 programmes to over 1600 participants.
- 2. Over the year we continued to extend our global reach to now work in over 70 cities
- 3. We continued to build on the success of our global partnerships, extending the work of the World Leadership Alliance-Club de Madrid and ASEAN
- 4. Developing new international ventures with licensees in Africa and the India subcontinent.

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

4. COMMON PURPOSE UK

The three key areas of activity for the CPUK group continue to be open programmes, student work and customized (the last delivered via our trading company, Common Purpose Customised Ltd). The financial strategy as in previous years was to achieve a surplus to help build the CPCT group general reserves at year-end. Due to a number of challenges – some structural, some timing and some staffing – our contribution to reserves is down on budget.

Our focus in 2015/16 included:

- 1. The private sector
- 2. Students
- 3. Health and social care
- 4. The Northern Powerhouse

Underpinning these four business priorities is our commitment to people (appointment, retention and career development), Quality & Innovation (blended learning, 90% of participants agreeing that our programmes provide value for time), and Marketing & Communications (sharing our campaign via social media).

Open programmes

In 2015/16 we ran 22 open programmes (2014/15: 22) with 344 participants (2014/15: 457). Diversity on our programmes continues to be important for us. We continued to provide a significant level of bursary support for those applicants who genuinely cannot afford full fees - see table.

Common Purpose provides most of the bursaries but we also receive some sponsorship for bursary places. The commitment to bursaries is also made possible thanks to support in kind from supporters and contributors, which keeps our costs down and for which we are very grateful.

Programme	2015/16	2014/15
1. Meridian	10	10
2. Common Purpose Navigator	5	6
3. Profile / Profile Plus	7/1	4/1
4. Ventures (Dishaa)	0	2
TOTAL	22	22
Number of participants	344	457
Value of bursary places	£525,210	£522,524
Percentage of income paid as full or partial bursary support	40%	33%

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

Student work

In 2015/16 we refined our student offer – Frontrunner – both in terms of its focus on widening participation students and also on the delivery model with a view to being able to offer the programme to more students in 2016/17. We also expanded our offer to include Frontrunner for Disabled Students.

We delivered 24 Frontrunner programmes and workshops in nine universities (2014/15: 23) in (2014/15: 11), with 691 (2014/15: 738) students taking part. We also ran customized student programmes for FE Colleges.

Customised

We trialled a new consortium model in the Northern Powerhouse and delivered an InnoVenture on a complex health and social care challenge which has resulted in two major funding bids. We hosted the study tours for **CSC**Leaders in Manchester and Glasgow.

Customer experience

We ask all of our participants to tell us whether the programme was good value for their time rating their response on a scale of 1-6 (6 being excellent value for time and 1 being very poor). Our target is for 90%+ of participants to score our programmes as 5 or 6 – this is our customer experience Key Performance Indicator.

	2015/16	2014/15
Meridian	91.88%	90.32%
Navigator	96.96%	96.70%
Frontrunner	92.91%	93.92%
Customised	93%	94.40%

We are pleased that our customers continue to score their programme experience highly. In addition to this, we collate and share stories about the impact of Common Purpose.

Marketing

We relaunched the UK website and continue to expand our social media presence via LinkedIn and Twitter - at both the UK level and individual employee level.

PLANS FOR THE FUTURE

Our priorities in 2016/17 are to:

- Focus on cities
- Continue to diversify our portfolio with customized and student work
- Introduce Business Managers to strengthen and add value to local teams by enabling our Programme Directors to focus on high quality programme delivery

CPUK saw a deficit in unrestricted funds for the year ended 31 July 2016 of £127,775 (2015: surplus of £260,337). This loss arose after fully writing down the company's investment of £230,000 in Common Purpose Customised Limited.

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

5. COMMON PURPOSE CUSTOMISED LIMITED

Objectives for this company for year included:

- 1. To build a strong UK customised client base and sales pipeline.
- 2. To focus on the private sector and health and social care.
- 3. To develop repeat business from past customers.
- 4. To develop a communications plan around two of our key products, Collabs and InnoVentures.

CPCL's customised work is important for those organizations who want to work with Common Purpose but who are not in a position to invest in leadership development for individuals.

We delivered work for twelve clients during the year and another seven commissioned us to deliver work in 2016/17. Some of these are relatively small-scale interventions; others are more sophisticated immersion experiences.

Aligning to our focus to support health and social care, PWc invited us to work with the West Yorkshire Association of Acute Trusts (WYAAT), the Association of British Healthcare Industries and Yorkshire & Humber Academic Health Science Network to deliver a Common Purpose InnoVenture in West Yorkshire in July.

An InnoVenture is a short programme for up to 100 leaders that focuses on a relevant challenge, convenes a diverse group and uses an experiential approach to come up with innovative solutions and help improve leadership learning. The programme brought together senior leaders from across the health care system in West Yorkshire to explore the challenge: "How can the NHS and suppliers work together more effectively to ensure that the 30% of people unnecessarily occupying hospital beds can live or be cared for independently faster?"

As with our open programmes and student work, we ask all of our participants to tell us whether the programme was good value for their time rating their response on a scale of 1-6 (6 being excellent value for time and 1 being very poor). Our target is for 90%+ of participants to score our programmes as 5 or 6 – this is our customer experience Key Performance Indicator.

Results for the period

Common Purpose Customised suffered a loss for the year of £73,358 (2014/15: profit of £30,755).

In light of this, management undertook a detailed review the business model and organizational structure. For 2016/17 Common Purpose Customised Ltd will focus only on three core customised products – Collabs, InnoVentures and Immersion Experiences – all of which are fundamental to Common Purpose's core offering. We will drive sales at the local area level rather than via a separate dedicated team.

Management similarly reviewed the cost base and identified areas for significant savings (mainly staff costs recharged from the parent).

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

6. COMMON PURPOSE INTERNATIONAL

Common Purpose International played a key part in development work to support The Common Purpose Charitable Trust's Growth Plan.

It focused on five main areas:

• The development of programmes for leaders living in the Diaspora

During the year Common Purpose International undertook development work for programmes for diaspora Leaders and also launched a new blended learning programme for African diaspora leaders.

• The development of emerging leaders' programmes across Europe, the Middle East and North Africa

Common Purpose International ran a leadership programme for young leaders across seven Arab countries. Development work was also undertaken for a programme in the Euro-Med region. This work builds on the previous programmes run by Common Purpose for emerging leaders from Europe and the Arab world.

• The development of an Africa Leaders' programme

Common Purpose International continued to undertake development work to support this new programme.

United States

Common Purpose International supported the registration of a new legal entity in the United States and the development of programmes that provide leaders in the US the opportunity to enhance their Cultural Intelligence.

• Not for profit leaders programmes

The organisation managed and delivered programmes for emerging leaders in the not for profit leaders sector. This reflects the need for leadership development opportunities in the sector.

7. COMMON PURPOSE GLOBAL CUSTOMISED LIMITED

Common Purpose Global Customised Limited ("the Company") has two areas of activity: licensees and customised courses.

Review of progress

Turnover in 2015/16 of £496,643 was made up of licence fee income of £261,981 and fee income from customised courses of £234,662.

The Company continued to provide services to the established organisations in the UK, Ireland, Germany, Hong Kong, Hungary, South Africa, India and Turkey. It also ran customised programmes for a range of corporations in the US, UK, Middle East, India, Hong Kong and Singapore.

Results for the year

The company suffered a loss for the year of £(250,675). The loss arose in the customised trading part of the company and was the result of a significant reduction in sales of customised programmes. As a result of the losses, the board undertook an extensive strategic review of operations. A major restructuring of the business occurred as a result, with costs significantly cut and business activity scaled back. Having implemented the

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

recommendations, the board expects the benefits of the restructure to begin appearing in the coming financial year. The group has extended a loan to CP Global Customised to recover the losses for the period.

Plans ahead for 2016/17

During the year, the Company – with the Common Purpose Charitable Trust – reviewed the first version of the Operating Standards for licensees. These are designed to help support consistent and effective operations across all licensees in all territories. In 2016/7, there are plans to conduct a further, shorter review.

The key areas of focus for the company are to:

- Build on already established relationships in other parts of Common Purpose to maximise interest in customised work globally;
- Keep up with the market trends in our sector and align our IT systems internally and externally to enhance the online experience for our staff, customers, participants and alumni community.
- Work on strong service evaluation process and develop statistical data which demonstrates the impact our services / solutions are making on the customer
- Continue to develop the Board to support the growth of global customised work.

Areas of focus specifically for customised programmes include:

- Prioritising existing Common Purpose key accounts and key development accounts in line with decisions taken by the Board during 2015/6; and
- Developing existing key account relationships in order to maximise repeat and new business opportunities globally.

8. COMMON PURPOSE ASIA-PACIFIC LIMITED

Over the next year, the company's main focus will be to continue grow its presence in the Asia-Pacific region. It will do this by continuing to build Singapore as a hub for Common Purpose's activities at three levels:

- Global to drive Global Leadership Programmes such as CSCLeaders and the ASEAN Leaders Programme from an Asia-Pacific base;
- Regional to give an Asia-Pacific focus to Common Purpose and help spread its work across this region. This would mean delivering and growing the ASEAN Leaders Programme for the 10 countries of the region and become a crucial player in expanding cross-sector leadership in the region; and
- Local to make the Singapore base operate to its optimum, Common Purpose will
 make its presence relevant to the local community by running locally relevant
 programmes especially for young people in partnership with local stakeholders.

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

9. COMMON PURPOSE STUDENT EXPERIENCES LIMITED

Common Purpose Student Experiences was established to meet the growing demand from university students for leadership programmes, both in the UK and abroad. Common Purpose played a key part in development work to support The Common Purpose Charitable Trust's Growth Plan. This work over 2015/16 focused the following programmes:

Global Leader Experiences

This programme brings together 100 students from across multiple universities, disciplines, levels of study, nationalities and backgrounds in a city. They develop their Cultural Intelligence, leadership skills, networks and ability to innovate on complex issues. It is sponsored by a Corporate Partner and each programme has a University Partner in that city who hosts it. We ran this programme in Boston, Chicago, Dubai, Edinburgh, Glasgow, Jakarta, Kuala Lumpur, London and Montreal.

Study Abroad

Universities commission this programme to take their students on a short term outbound mobility programme to develop their Cultural Intelligence through immersing them in a different city and cultural context. We took a group of UK universities to Kuala Lumpur, a UK university to New York and another to Chicago.

Customised

We also ran bespoke programmes for universities in Qatar and Brazil focused on developing students' leadership skills and also for a UK university focused on developing the leadership skills of their disabled students.

This benefits society by helping develop young people into better leaders at the point they are starting to engage with the world in a professional capacity.

Plans ahead for 2016/17

Common Purpose Student Experiences will continue to play a key part in the Common Purpose Charitable Trust's Growth Plan by focusing on the following programmes:

Global Leader Experiences

We will continue to run this programme with the support of our Corporate and University Partners. We anticipate the majority of these programmes being delivered in Asia-Pacific.

Study Abroad

We anticipate more UK universities commissioning these programmes, to be delivered in both mainland Europe and Asia-Pacific. We also see an expansion of this programme with universities from Australia, Hong Kong and the US commissioning them.

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

10. GROUP PLANS FOR THE FUTURE (2016/17)

- 1. Continue growth in students markets internationally
- 2. Continue to develop and expand blended learning across all our courses
- Produce an evaluation report based on new evaluation systems which evidence our impact
- 4. Implement a further iteration of our programme investing in next generation of talent from within the organisation
- 5. Develop our work with diasporas from Africa and Syria and build on this.

11. REVIEW OF FINANCIAL ACTIVITIES

Overview of financial position

The net movement in unrestricted funds for the year ended 31 July 2016 was a deficit of £437,516 (2014/15: surplus of £86,304). The net movement in restricted funds for the year was a deficit of £144,455 (2014/15: surplus of £93,066). Details of the results for the year are given in the Statement of Financial Activities on page 19.

Income

Total income was £4,740,733 in 2015/16 (2014/15: £5,080,178), reflecting challenging business conditions and reduced income in particular parts of the group, specifically the two trading businesses.

Donated goods and services

During the year, expenditure in Common Purpose was kept to a minimum through the receipt of significant support in kind received locally and nationally. Generous support was received in kind from supporters who act as advisors, speakers, contributors and hosts on the course days. Such valuable contribution enables Common Purpose to run the high quality and range of courses currently in operation as well as enabling Common Purpose to offer bursary and part bursary places on our courses. During 2015/16, donated goods and services amounted to £449,153 compared with £493,206 in 2014/15. We gratefully acknowledge the support of the many organisations that donated their services during the year.

Results for the trading subsidiary of Common Purpose Charitable Trust

Common Purpose Global Customised Limited suffered a loss for the year of £250,674 (2014/15: profit of £67,356). External income of the trading subsidiary (which comprises licence fee income and customised work) was lower at £331,017 in 2015/2016 compared to £421,026 in 2014/2015. As a result of losses in this business unit, the board undertook a strategic review and restructure of the business. It is expected to return to profitability in 2016/17.

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

12. RESERVES POLICY

The policy of the Trustees is to build up a level of reserves, which would enable the group to meet ongoing liabilities in the event of serious interruption to income, recession or even closure. The unrestricted reserve level at the end of July 2015 was £904,455 and restricted £175,369 (refer to Restricted Fund Note 13). The Trustees have set a target for reserves to achieve three months' coverage of operational costs or a minimum £1,000,000.

13. REFERENCE AND ADMINISTRATIVE DETAILS:

Charity number:

1023384

Company number:

2832875

Registered office:

Monmouth House 38 – 40 Artillery Lane

London E1 7LS

14. ADVISERS

Auditors

haysmacintyre, 26 Red Lion Square, London, WC1R 4AG

Bankers

National Westminster, Cavendish Square Branch, PO Box 4NU,

1 Cavendish Square, London W1A 4NU

Solicitors

Simmons and Simmons, CityPoint, One Ropemaker Street,

London EC2Y 9SS

15. TRUSTEES AND DIRECTORS

Dr Robert F Care Richard Charkin Jonathan Donner Peter Kulloi Mark Linder

Gail Lumsden (resigned 14 Jul 2016) Vandana Poria (appointed 1 Dec 2015)

Riaz Ali Shah

Guy Stobart (resigned 14 Jul 2016)

Lisa Stone Albert Tucker Robert Wilmot Philip Wright

All served throughout the year ended 31 July 2016, unless indicated otherwise.

Chief Executive Officer
Julia Middleton

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

16. STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing Document and Constitution

Common Purpose Charitable Trust is a company limited by guarantee with charitable status. The governing documents of Common Purpose Charitable Trust are the Memorandum and Articles of Association.

Methods adopted for the recruitment and appointment of Trustees

We encourage people interested in becoming Trustees to apply on our website. When vacancies arise, the nominations committee draws up criteria, considers applications, conducts interviews of candidates and recommends appointments. Prospective Trustees are briefed on the nature and work of the organisation, invited to meet the board and the executive and, if the board approves, appointed at the next board meeting. Appointments are ratified at the following annual general meeting.

Policies and procedures for training and induction of Trustees

All Trustees are offered an induction, which is tailored to suit their individual requirements. Each new Trustee receives an information pack which informs them of their role, the management structure and the policies and systems in place. New Trustees are invited to attend a course day to see Common Purpose in action, as well as participating in other Common Purpose events.

Organisational structure and decision making

The Trustees of Common Purpose Charitable Trust meet quarterly to review the direction and performance of the organisation. They set and agree the strategy to ensure that the organisation meets its aims.

The Chief Executive is responsible for the leadership of the organisation. The Trustees review the progress of the strategic objectives of the companies within the group and act to safeguard the organisation's independence and brands.

The salaries of senior management are set by the Trustees and benchmarked against average management salaries for the sector.

In each local area in which Common Purpose operates, a Local Advisory Group is set up, the chair of which is appointed by the chair of the Trustees. The group is made up of local leaders from the public, private and voluntary sectors. The Local Advisory Group ensures that participant groups are diverse and reflect the make-up of the local area. The names of members of all Local Advisory Groups are published on the Common Purpose website.

Local Advisory Groups are advisory only. They have no legal, financial, or managerial responsibility for Common Purpose. They are not representative bodies either. All Advisory Group members attend as individuals in a voluntary and unpaid capacity which they are invited to take on in their personal, rather than professional, roles.

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

15. STRUCTURE, GOVERNANCE AND MANAGEMENT (continued)

If any issue arises at Advisory Group meetings which conflicts with their professional role, members exclude themselves from that section of the discussion.

Risk Review Statement

The Trustees have established a regular risk assessment which identifies the major foreseeable risks faced by the Charity, assessing their likelihood and impact, and as appropriate, implementing measures to mitigate these risks. The Trustees have reviewed the major risks to which the Charity is exposed and are satisfied that appropriate systems have been established to mitigate those risks.

Statement of Trustees' responsibilities

The Trustees, who are also the directors of Common Purpose Charitable Trust for the purposes of company law, are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and the group 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 accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The Trustees are responsible for keeping proper accounting records that 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 the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the Trustees are aware:

- there is no relevant audit information of which the charitable company's and group's auditor is unaware; and
- the Trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information.

TRUSTEES REPORT

FOR THE YEAR ENDED 31 JULY 2016

A resolution re-appointing haysmacintyre will be proposed at the AGM in accordance with S485 of the Companies Act 2006.

By order of the Board of Trustees

(AMLIR LRIGHT)

Trustee

(RIAZ ALI SHAH)

Trustee

12.7.17

INDEPENDENT AUDITORS REPORT TO THE MEMBERS OF

COMMON PURPOSE CHARITABLE TRUST (continued)

We have audited the financial statements of Common Purpose Charitable Trust for the year ended 31 July 2016 which comprise the Group Statement of Financial Activities, the Group and Charity Balance Sheets, the Group Cash Flow Statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and to the charitable company's Trustees, as a body, in accordance with section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and regulation 10 of the Charities Accounts (Scotland) Regulations 2006. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an Auditors' Report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and its members, as a body, for our audit work, for this report, or for the opinion we have formed.

Respective responsibilities of Trustees and Auditors

As explained more fully in the Trustees' Responsibilities Statement set out on page 15, the Trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view.

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at www.frc.org.uk/auditscopeukprivate.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the group's and the parent charitable company's affairs
 as at 31 July 2015 and of the group's charitable company's incoming resources and application
 of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

INDEPENDENT AUDITORS REPORT TO THE MEMBERS OF

COMMON PURPOSE CHARITABLE TRUST (continued)

Opinion on other matters prescribed by the Companies Act 2006

In our opinion the information given in the Trustees' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- the parent charitable company has not kept proper and adequate accounting records or returns adequate for our audit have not been received from branches not visited by us; or
- the parent charitable company's financial statements are not in agreement with the accounting records or returns; or
- certain disclosures of Trustees' remuneration specified by law are not made; or

• we have not received all the information and explanations we require for our audit.

Richard Weaver (Senior statutory auditor) for and on behalf of haysmacintyre, Statutory Auditor

21 July 2017

26 Red Lion Square London WC1R 4AG

COMMON PURPOSE CHARITABLE TRUST

STATEMENT OF FINANCIAL ACTIVITIES (including an income and expenditure account)

FOR THE YEAR ENDED 31 JULY 2016

Income from	Note	Unrestricted Funds £	Restricted Funds £	Total funds 2016 £	Total funds 2015 £
Donated goods and services		449,153		449,153	493,206
Chantable activities:					
Course fees		2,376,055	0	2,376,055	2,860,827
Local sponsors		247,772	327,927	575,699	382,527
Project Income		238,370	153,000	391,370	288,859
Income from non-UK bodies		0	744,894	744,894	713,771
Other Income		107,156	0	107,156	258,852
Other trading activities		96,390	0	96,390	82,119
Bank interest		16	0	16	17
Total		3,514,912	1,225,821	4,740,733	5,080,178
Expenditure on				٠	
Charitable activities:					
Youth courses		606,624	289,971	896,595	462,384
Open courses		1,415,859	0	1,415,859	1,372,127
Customised courses		548,182	140,910	689,092	766,591
International Projects		1,119,492	853,710	1,973,202	2,056,542
Other		262,271	85,685	347,956	243,164
Total	6	3,952,428	1,370,276	5,322,704	4,900,808
Net income & net movement in funds		(437,516)	(144,455)	(581,971)	179,370
Fund balances brought forward as at 1 August		904,455	175,369	1,079,824	900,454
Fund balances carried forward as at 31 July		466,939	30,914	497,853	1,079,824
-			. <u>'''.</u>		

All transactions are derived from continuing activities.

All recognised gains and losses are included in the Statement of Financial Activities.

CONSOLIDATED BALANCE SHEET

AS AT 31 JULY 2016

		2016			2015
	Note	£	£	£	£
FIXED ASSETS					
Intangible fixed assets	7		40,909		47,248
Tangible fixed assets	8		48,133		63,500
			89,042	-	110,748
CURRENT ASSETS					
Debtors	9	1,098,469		1,126,207	
Cash at bank and in hand		532,549		546,910	
Total current assets	-	1,631,018	-	1,673,117	_
Creditors: amounts falling due					
within one year	10	(1,222,208)		(704,041)	
Net current assets	-		408,811		969,076
TOTAL ASSETS LESS LIABILITIES			497,853	=	1,079,824
RESERVES					
Unrestricted funds	13		466,939		904,455
Restricted funds			30,914		175,369
			497,853		1,079,824

The financial statements were approved and authorised for issue by the Board of Trustees on 12 July 2017 and were signed below on its behalf by:

(Philip Wright)

Truste

(Riaz Ali Shah)

Trustee

BALANCE SHEET (TRUST ONLY)

AS AT 31 JULY 2016

•		2016			2015
	Note	£	£	£	£
FIXED ASSETS					
Tangible fixed assets	8		26,215		25,729
		_	26,215	-	25,729
CURRENT ASSETS					
Debtors	9	1,111,991		1,257,126	
Cash at bank and in hand		324,833		211,871	
Total current assets	_	1,436,824	_	1,468,997	
Creditors: amounts falling due					
within one year	10	653,569		339,260	
Net current assets	. –		783,255		1,129,737
TOTAL ASSETS LESS LIABILITIES		=	809,469	=	1,155,466
RESERVES					
Restricted funds			9,321		9,321
Unrestricted funds			800,148		1,146,145
		_	809,469	-	1,155,466

The financial statements were approved and authorised for issue by the Board of Trustees on 12 July 2017 and were signed below on its behalf by:

(Philip Wright)

(Riaz Ali Shah)

Trustee

CONSOLIDATED CASH FLOW STATEMENT

YEAR ENDED 31 JULY 2016

	Note	2016 £	2015 £
Net cash inflow/(outflow) from operating activities	11	10,719	(37,577)
Returns on investments and servicing of finance Interest received		16	17
Capital expenditure Payment to acquire tangible and intangible fixed assets		(25,097)	(92,809)
(Decrease) in cash		(14,362)	(130,369)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 JULY 2016

1 ACCOUNTING POLICIES

Common Purpose Charitable Trust is a charitable company limited by guarantee. Further details are shown in section 13 of the Trustee' Annual Report..

The financial statements have been prepared in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102), section 1A. The charitable company is a public benefit entity for the purposes of FRS 102 and therefore the Charity also prepared its financial statements in accordance with the Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (The FRS 102 Charities SORP), the Companies Act 2006 and the Charities Act 2011, and Regulations made thereunder.

The trustees have assessed whether the use of the going concern basis is appropriate and have considered possible events or conditions that might cast significant doubt on the ability of the charity to continue as a going concern. The trustees have made this assessment for a period of at least one year from the date of approval of the financial statements. In particular the trustees have considered financial forecasts and projections. After making enquiries the trustees have concluded that there is a reasonable expectation that the charitable company has adequate resources to continue in operational existence for the foreseeable future and, therefore, the charitable company has adopted the going concern basis in preparing its financial statements.

FRS 102 has been adopted for the first time when preparing these financial statements. The previous financial statements for the year-ended 31 July 2015 were prepared under the earlier UK Generally Accepted Accounting Practice but no changes in accounting policy have been required on adoption of FRS102.

The charitable company and group hold only basic financial instruments which are initially recognised at cost or transaction, and do not require subsequent adjustment to fair value.

In the view of the trustees in applying the accounting policies adopted, no judgements were required that have a significant effect on the amounts recognised in the financial statements nor do any estimates or assumptions made carry a significant risk of material adjustment in the next financial year.

(a) Fund accounting

Unrestricted funds comprise accumulated surpluses and deficits on general funds. They are available for use at the discretion of the Trustees in furtherance of the general charitable objectives.

Restricted funds are funds subject to specific restricted conditions imposed by the donors.

(b) Income

Income represents the total income receivable during the year comprising tuition fees, local sponsors, bursaries, project income, bank interest and other income.

Income and expenditure related to individual courses is matched and any surplus on a course is recognised in the accounting year in which it arises. Course deficits are recognised as soon as anticipated. Income is fully recognised on commencement of courses including those that cease after the year end as no refunds are given once a course has commenced and hence full entitlement to the income occurs on commencement.

Where Common Purpose has been donated facilities amounts are included in incoming resources at the estimated value to the charity of the donated facilities with an equal and opposite amount being included in expenditure.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 JULY 2016

(d) Expenditure

Expenditure is charged to the Statement of Financial Activities on an accruals basis.

Direct costs are charged to the appropriate category of charitable activity along with appropriate allocation of support costs, which are defined as those costs which are necessary to deliver the charitable activity but do not constitute its output. Support costs include governance costs. More detail as to the method of their allocation is given in note 5b to the accounts.

Governance costs are those non charitable costs which are necessary for the general running of the charity and include items such as constitutional costs, trustee costs and audit fees along with an allocation of support costs.

(e) Depreciation and amortisation

Depreciation is calculated on a monthly basis so as to write off the cost of tangible fixed assets over their expected useful economic lives. The principal annual rates and bases used for this purpose are:

Leasehold improvements 10% straight line Computer equipment 33% straight line

Amortisation on trademarks is calculated on an annual basis over five years. Amortisation on software costs are calculated on an annual basis over three years.

(f) Leased assets

Payments under operating leases are charged to the Statement of Financial Activities.

(g) Basis of consolidation

The group financial statements consolidate the financial statements of The Common Purpose Charitable Trust, Common Purpose UK, Common Purpose International, Common Purpose Customised Ltd, Common Purpose Global Customised Ltd and Common Purpose Asia-Pacific Ltd. No statement of financial activities is presented for The Common Purpose Charitable Trust as provided by section 408 of the Companies Act 2006. The Common Purpose Charitable Trust made a deficit of £345,997

2. NET MOVEMENT IN FUNDS - Group and Trust

	2016	2015
	£	£
The net movement in funds is arrived at after charging:		
Depreciation and amortisation	49,285	35,258
Auditors' remuneration	25,725	24,260
Operating lease rentals - land and buildings	11,334	68,579
Operating lease rentals – equipment	6,291	33,511

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 JULY 2016

3. STAFF NUMBERS AND EMOLUMENTS - Group and Trust

	2016	2015
	Number	Number
The average number of persons employed by the group during the year was:		
Courses	46	52
Other	22	21
	68	73
Staff costs	£	£
Wages and salaries	1,945,707	2,356,901
Social security costs	182,426	223,767
Employer	16,549	18,301
	2,144,682	2,598,969

The number of employees whose emoluments for the year fell within the following bands:

	Number	Number
£60,000 - £69,999	2	5
£70,000 - £79,999	3	2
£80,000 - £89,999	3	1
£90,000 - £99,999	0	2
£100,000 - £109,999	2	-
Total	10	10

The aggregate emoluments of the key management personnel were £1,069,980 (2015: £982,116). The salaries of senior management are set by the Trustees and benchmarked against average management salaries for the sector.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 JULY 2016

4. RESULTS FROM COMMON PURPOSE CHARTIABLE TRUST TRADING SUBSIDIARIES

The group has two trading subsidiary companies.

Common Purpose Customised Limited is incorporated in the UK and its main area of activity is to provide customised courses in the UK. It is a wholly owned subsidiary of Common Purpose UK which in turn is a charitable subsidiary of Common Purpose Charitable Trust.

Common Purpose Global Customised Limited is a wholly owned subsidiary of The Common Purpose Charitable Trust and is incorporated in the UK. It manages licensing arrangements and the provision of services to the Common Purpose licensees. The company covenants its taxable profits to The Common Purpose Charitable Trust. The company was incorporated in July 2013 and became active on 1 August 2015 when its business was transferred from Common Purpose Customised Limited.

The results and net assets of the companies are shown below:

	Common Purpose Customised Limited		Common Purpe Customised		
	2016	2015	2016	2015	
Profit and loss account	£	£	£	£	
Tumover	302,986	524,402	496,643	693,467	
Administrative expenses	376,344	493,647	747,317	626,111	
Gift Aid to parent charity	0	30,755	0	67,356	
Retained profit	(73,358)	0	(250,674)	0	
Balance sheet		 			
Fixed assets	0	0	38,642	47,248	
Current assets	115,997	185,175	231,271	346,899	
Current liabilities	189,354	185,174	520,586	394,146	
	(73,357)	1	(250,673)	1	

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 JULY 2016

4a. RESULTS OF CHARITABLE SUBSIDIARIES

Common Purpose Charitable Trust has three UK charitable subsidiaries, Common Purpose UK, Common Purpose International and Common Purpose Student Experiences Ltd. A summary of their results is shown below.

	Common Purpose UK				Common Purpose Student Experiences Ltd	
	2016	2015	2016	2015	2016	
£		£	£	£	£	
	449,153	485,206	0	0	0	
3	1,198,556	1,939,748	213,290	189,029	685,316	
	252,964	136,995	607,117	24,035	0	
	1,900,673	2,561,949	820,407	213,064	685,316	
	1,939,358	2,226,338	754,500	259,105	645,939	
	2,169,358	2,226,338	754,500	259,105	645,939	
	-268,685	335,611	65,907	-46,041	39,377	
	0	0	0	0	0	
	393,863	901,459	478,439	87,247	262,338	
	-456,886	-695,799	-457,635	-132,347	-222,961	
	-63,023	205,660	20,804	-45,100	39,377	
		2016 £ 449,153 1,198,556 252,964 1,900,673 1,939,358 2,169,358 -268,685 0 393,863 -456,886	2016 £ 449,153 485,206 1,198,556 1,939,748 252,964 136,995 1,900,673 2,561,949 1,939,358 2,226,338 2,169,358 2,226,338 -268,685 335,611 0 0 393,863 901,459 -456,886 -695,799	Common Purpose UK Internat 2016 2015 2016 £ £ £ 449,153 485,206 0 1,198,556 1,939,748 213,290 252,964 136,995 607,117 1,939,358 2,561,949 820,407 1,939,358 2,226,338 754,500 2,169,358 2,226,338 754,500 -268,685 335,611 65,907 0 0 0 393,863 901,459 478,439 -456,886 -695,799 -457,635	2016	

In addition, Common Purpose Asia-Pacific Limited, a charity registered in Singapore is a wholly owned subsidiary of Common Purpose Charitable Trust. The company limited by guarantee was incorporated on 26th November 2013 and became International Charity Organisation from 20th August 2015. Its turnover for the year-ended 31 July 2016 amounted to £356,913 (period-ended 31 July 15: £162,872) from a combination of grant from The Common Purpose Charitable Trust for the development of Singapore as a hub for Common Purpose activities in Asia Pacific and service fees related to Amex and E&Y projects. Common Purpose Asia-Pacific Limited made a deficit of £21,462 for the year (2015: £6,438 surplus) and had an accumulated fund deficit of £15,254 (2015: £6,438).

5. TRUSTEES' REMUNERATION AND REIMBURSED EXPENSES (Group and Trust)

No emoluments were paid during the year (2015: nil). Expenses were reimbursed to one Trustee to the value of £272.70 (2015: nil).

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 JULY 2016

6. ANALYSIS OF RESOURCES EXPENDED

	Direct costs	Support Costs	Total 2016	Total 2015
	£	£	£	£
Youth courses	815,254	81,341	896,595	462,384
Open courses	1,162,434	253,426	1,415,860	1,372,127
Customised courses	475,343	213,748	689,091	766,591
International projects	1,973,202	0	1,973,202	2,056,542
Other	359,156	- 11,200	347,956	243,164
	4,785,389	537,315	5,322,704	4,900,808

6a. ANALYSIS OF SUPPORT COSTS

	Finance and HR costs	Office costs	Total 2016	2015 Total	
	£	£	£	£	
Youth courses	35,365	45,976	81,341	117,282	
Open courses	110,183	143,243	253,426	362,720	
Customised courses	5,915	207,833	213,748	33,538	
International projects	0	0	0	139,437	
Other	0	(11,200)	(11,200)	0	
	151,463	385,852	537,315	652,977	

Finance and HR costs are apportioned on the basis of the percentage of each activity's direct expenditure. Office costs are apportioned on the same basis.

THE COMMON PURPOSE CHARITABLE TRUST NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS YEAR ENDED 31 JULY 2016

7. INTANGIBLE FIXED ASSETS

	Software Costs	Group Trade Marks	Total
	£	£	£
COST			
At 31 July 2015	161,008	28,837	189,844
Additions	13,170	4,221	17,391
At 31 July 2016	174,178	33,058	207,235
AMORTISATION			
At 31 July 2015	115,888	26,708	142,596
Charge for year	22,409	1,320	23,729
At 31 July 2016	138,297	28,028	166,325
NET BOOK VALUE			
At 31 July 2016	35,881	5,029	40,909
At 31 July 2015	45,129	2,129	47,248

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 JULY 2016

8. TANGIBLE FIXED ASSETS - GROUP

	Leasehold improvements	Group Computer equipment	Total
	£	£	£
COST			
At 31 July 2015	159,809	1,223,272	1,383,081
Disposal	0	0	0
Additions	908	6,798	7,706
At 31 July 2016	160,717	1,230,070	1,390,787
DEPRECIATION			
At 31 July 2015	131,841	1,187,740	1,319,581
Disposal	0	0	0
Charge for year	4,103	18,971	23,073
At 31 July 2016	135,944	1,206,711	1,342,654
NET BOOK VALUE			
At 31 July 2016	24,773	23,359	48,133
At 31 July 2015	27,968	35,532	63,500

All the fixed assets are used for direct charitable activities.

Included in the above tale are assets related to the parent charitable company with a net book value of £26,215 (2015: £25,729)

9. DEBTORS

·	2016	2015	2016	2015
	£	£	£	£
Other debtors	570,069	496,368	128,007	190,519
Prepayments	56,319	25,344	29,555	19,632
Prepaid marketing material	7,502	21,434	0	0
Tuition fees and sponsorship income	464,753	583,061	82,212	150,464
Amounts due from related undertakings	(173)	-	872,218	896,511
	1,098,469	1,126,207	1,111,991	1,257,126

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 JULY 2016

10. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group		Trust	
	2016 2015		015 2016	2015
	£	£	£	£
Sundry creditors and accruals	885,523	391,258	177,003	198,923
Other taxes and social security	122,285	120,611	51,891	38,924
Bank overdraft	0 .	0	0	0
Deferred income	214,401	192,172	0	101,414
Amounts due to related undertakings	0		424,675	
	1,222,208	704,041	653,569	339,261

Deferred income relates to work due to be undertaken in the coming year. The brought forward deferred income has been released into the current year's Statement of Financial Activities.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 JULY 2016

11. RECONCILIATION OF OPERATING SURPLUS TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	Group	
	2016	2015
	£	£
Net increase / (decrease) in funds	(581,971)	179,370
Interest received	(16)	(17)
Depreciation and amortisation	46,801	35,258
Decrease/ (increase) in debtors	27,738	(310,683)
Increase in creditors	518,167	58,495
Net cash inflow / (outflow) from operating activities	10,719	(37,577)

12. ANALYSIS OF CHANGES IN CASH AND CASH EQUIVALENTS DURING THE YEAR

	Group			
	2015	Change in year	2016	
	£	£	£	
Cash at bank and in hand	546,910	(14,360)	532,549	
Bank overdraft	0	0	0	
	546,910	(14,360)	532,549	

13. ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Restricted Funds	Unrestricted Funds	Total Funds
		•	
	£	£	£
Fixed assets		89,042	89,042
Current assets	30,914	1,600,104	1,631,018
Current liabilities		(1,222,208)	(1,222,208)
	30,914	466,939	497,853

Restricted funding

- A total of £569,502 of funding was receivable from the American Express Foundation in respect of specific projects in the UK, India and China. The balance of restricted income represents contributions from a variety of corporate sources towards specific courses including from a grant from Unbound Philanthropy to deliver a workshop for African diaspora leaders and the British Council for work on a Pakistan and Bangladesh diaspora programme.
- 2. The closing balance on restricted funds includes amounts not expended on these programmes during the financial year.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 JULY 2016

14. OPERATING LEASE COMMITMENTS

The Company is committed to making the following minimum annual rental payments in respect of leases expiring:

	2016	2015
	Land and	Land and
·	Buildings	Buildings
Within:	£	£
more one year and less than 5 years	428,350	71,392
over five 5 years	428,350	0
	2016	2015
	Equipment	Equipment
	£	£
Within:		•
more one year and less 5 years	0	33,511

15. RELATED PARTY TRANSACTIONS WITHIN GROUP COMPANIES

No disclosures are made or required in these accounts of intergroup transactions or balances eliminated on consolidation.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 JULY 2016

16. 2015 SOFA SHOWING SPLIT BETWEEN FUNDS

		Unrestricted Funds	Restricted Funds	Total funds 2015
	Note	£	£	£
Income from				
Donated goods and services		493,206	0	493,206
Charitable activities:				
Course fees		2,770,827	90,000	2,860,827
Local sponsors		175,650	206,877	382,527
Project Income		146,502	142,357	288,859
Income from non-UK bodies		16,567	697,204	713,771
Other Income		258,852	0	258,852
		02.110		02.440
Other trading activities Bank interest		82,119		82,119
Total	٠	3,943,740	1,136,438	<u>17</u> 5,080,178
Total		3,343,740	1,130,430	3,080,178
Expenditure on				
Charitable activities:				
Youth courses		462,384		462,384
Open courses		1,372,127		1,372,127
Customised courses		624,331	142,260	766,591
International Projects		1,155,430	901,112	2,056,542
Other		243,164		243,164
Total		3,857,436	1,043,372	4,900,808
Net income & net movement in funds		86,304	93,066	179,370
Fund balances brought forwardas at 1 August		818,151	82,303	900,454
Fund balances carried forward as at 31 July		904,455	175,369	1,079,824