

Over 30 years of powerful  
advocacy in Australia

**RESULTS**  
the power to end poverty



# ANNUAL REPORT 2018

## **RESULTS International**

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# OVERVIEW

<b>Our Vision</b> A world without poverty		
<b>Our Mission</b> To generate the public and political will to end poverty		
<b>Our Values</b>	Collaborative	Builders of knowledge capacity and empowerment
	Bold and effective Advocates	
	Evidence Based	
	Equity Focused	Accountable and Transparent

This Annual Report represents the achievements and financial report of RESULTS International (Australia) Inc. for the year ended 31 December 2018. RESULTS is a not-for-profit organisation incorporated as an Association in New South Wales.



AUSTRALIAN  
COUNCIL  
FOR  
INTERNATIONAL  
DEVELOPMENT

It is a member of the Australian Council for International development (ACFID) and signatory to the ACFID Code of Conduct. RESULTS is committed to conducting its activities with integrity, accountability and in accordance with the high standards of the Code. For additional information please visit the ACFID website at [acfid.asn.au](http://acfid.asn.au).

We comply with Australian Charities and Not-for profits Commission (ACNC) and the Fundraising Institute of Australia principles and standards.



RESULTS is committed to securing the privacy and confidentiality of your personal information in accordance with the Privacy Act 1988 (Commonwealth) and Australian Privacy Principles. For more information check our privacy statement at [results.org.au](http://results.org.au).

RESULTS is a secular, non-partisan and non-profit organisation. While we, our volunteers and our partners advocate to educate and inform parliamentarians and government this is directed in a non-partisan way to all members of the government, opposition and minor parties and their advisors in accordance with the RESULTS Non-Development Policy.

Donations of \$2 or more to RESULTS International (Australia) are tax deductible in Australia.

To provide feedback or make a complaint about our activities please contact us on (02) 9134 9983 or email [info@results.org.au](mailto:info@results.org.au). A printed copy of this report is available on request.

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## CEO Report - Amelia Christie



2018 was a momentous year for RESULTS. The United Nations hosted a High-Level Meeting on TB, the first meeting of its kind for tuberculosis (TB). This sent a message at the highest level that TB is finally receiving the platform it deserves, which will be important to our work going forward.

Crucially, we saw the passing of the amended Electoral Funding and Disclosure Reform Bill at the end of the year. This legislation would have directly impacted the work we do - advocating for aid funds to immunise children, get them into school and fight infectious diseases like polio and TB - as a significant proportion of RESULTS' funds come from our US counterparts. RESULTS is an active member of the Hands Off Our Charities Coalition and thanks to their strong advocacy work we will be able to continue our good work.

In 2018, we bid farewell to Maree Nutt who contributed so much to making the organisation what it is today.

We have a big year ahead of us in 2019. It's an election year, which will no doubt see us lose some supporters in Parliament. On the flipside, it also provides us with a great opportunity to engage with our newly elected representatives through our staff and volunteer network.

We also have our national conference planned for June, and we hope to receive a substantial commitment from Australia to the Global Fund to Fight AIDS, TB and Malaria as it enters a replenishment year.

And finally, we have recruited a new group of dedicated volunteers across Australia, who are wholly dedicated to the work that we do.

I'd like to take this opportunity to thank our donors, staff, volunteers, and partners, both within Australia and abroad, for all they have contributed to RESULTS to date.

I feel very privileged to be able to come into the role of CEO in such a reputable organisation and one that makes such a positive difference to the lives of people around the world.

I look forward to meeting many more of you over the coming year and to working together to bring an end to extreme poverty and diseases of poverty, such as TB and polio.

Best wishes  
Amelia Christie  
CEO

## Chair Report – Chris Franks



On a global level in 2018, we saw much political uncertainty. Trade wars, increased conflict driving refugees from their homes, populism winning over rational policy and climate change driving extremes in bushfires, floods and cyclones were at the forefront.

However, it was not all gloomy. The world witnessed the global growth of grassroots movements like ours, with newly empowered citizens, philanthropists and private sector leaders raising their voices together for a better world.

At RESULTS Australia, we remained focused, investing our time, knowledge and skills to persuade the Australian and international governments to fund health, vaccination, education and livelihood programs that are changing our world and will enable us to achieve the Sustainable Development Goals.

So, I want to thank you sincerely for your trust and faith in RESULTS' staff, Board and your fellow volunteers and supporters. Your letters, MP visits, donations and time has been rewarded powerfully in the lives of babies saved, children who will live without disability and adults who will recover from TB to work again. We are proud to say we are doing our small part to change the world.

I'd like to acknowledge the major contribution of Maree Nutt our retiring CEO who led RESULTS from 2005 and transformed it through her personal and professional investment as a volunteer, team leader, Board member, CEO and leader respected by all at RESULTS in Australia and internationally. The Board were delighted to award her with Life Membership to acknowledge her immense contribution and strong legacy.

We were delighted to welcome Amelia Christie as our incoming CEO who will lead us into the next phase of our growth and success in advocacy. Thanks to her team of hardworking staff for their efforts and successes this past year.

Thanks finally to our Board, Advisory Board and Committee members who have invested their time, expertise and enthusiasm to lead RESULTS and build our sustainability.

I look forward to another year of challenges and opportunities working together to raise our voices to achieve change.

Thank you again

Chris Franks

Chair

# 2018 VOLUNTEER ACTIVITIES & HIGHLIGHTS



Almost 1000 people put their hand up to participate with RESULTS



61 new volunteers joined



Over 12,000 volunteer hours contributed

## NINE TEAMS ACROSS AUSTRALIA



3

Events held

Three events held in September to build public support on aid ahead of the Mid-Year Economic and Fiscal Outlook (MYEFO) in December

10

MP meetings

Ten volunteers had their first ever MP meetings, as a result of our team training!

100

digital assets

The digital crew has designed and produced over 100 individual pieces of digital content (graphics and videos) which were shared on social media

Figure 1. RESULTS Volunteer Highlights

## People Power Strategy

RESULTS embarked on an ambitious plan to increase the number of volunteers and their support base and to create self-sufficiency within these. The 61 active volunteers who have joined so far represent only the beginning. They are members of Core Organising Teams in the six states/territories, who will go on to recruit group leaders, group members, general volunteers and supporters.

These 61 volunteers represent the core of a 'snowball' that will quickly begin to gather momentum and roll in more volunteers into a structure that will support even more volunteers.

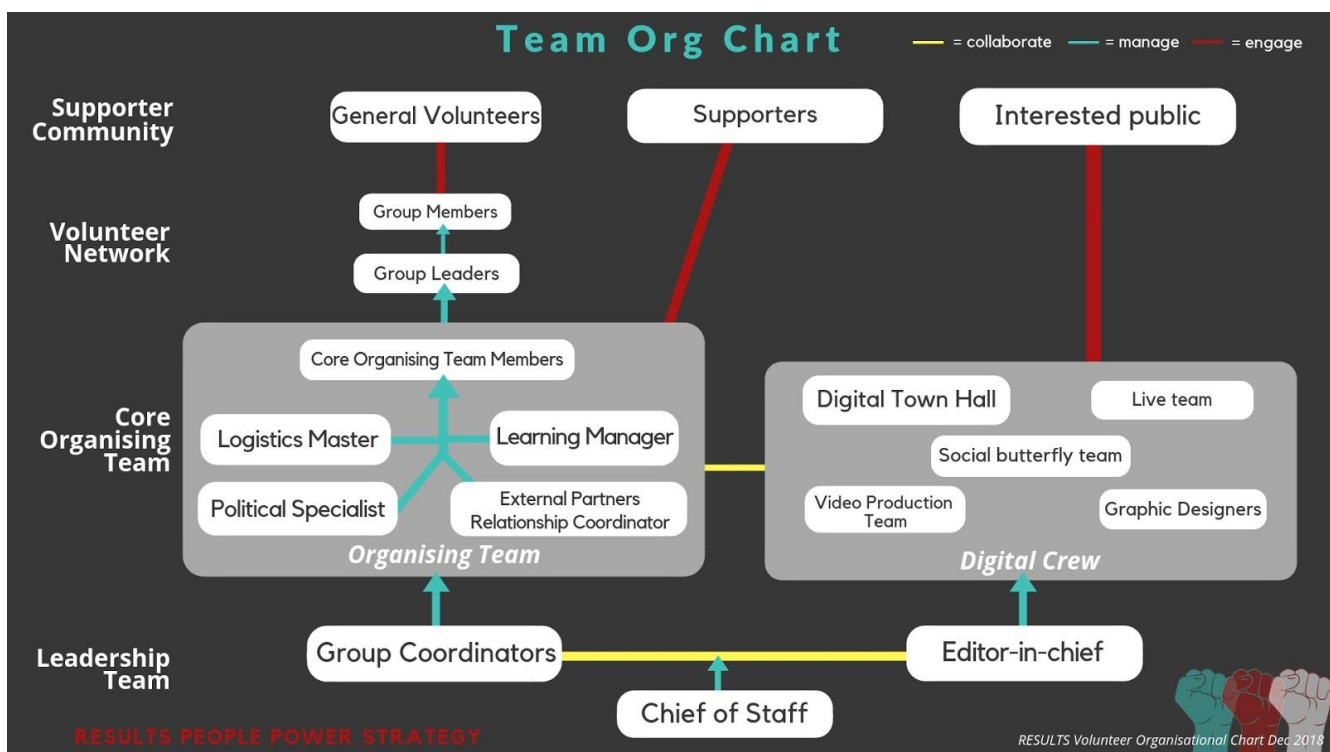


Figure 2. RESULTS People Power Strategy Organisational Chart

## MP meetings

Visiting an MP or Senator is one of the most effective ways of communicating RESULTS' concerns about poverty. Establishing a personal, respectful relationship with an MP carries more weight than signing a petition, sending a postcard or even writing a letter.

Our volunteers in the Core Organising Team had a strong focus on both maintaining good relationships with their MPs as well as providing training to enable additional volunteers to take the step to meet their MP.



## Volunteers meeting with MPs



Figure 3. Perth RESULTS' volunteers meeting with WA Senator Dean Smith after an aid forum event in September 2018, discussing Australia's foreign aid contribution and support for TB.

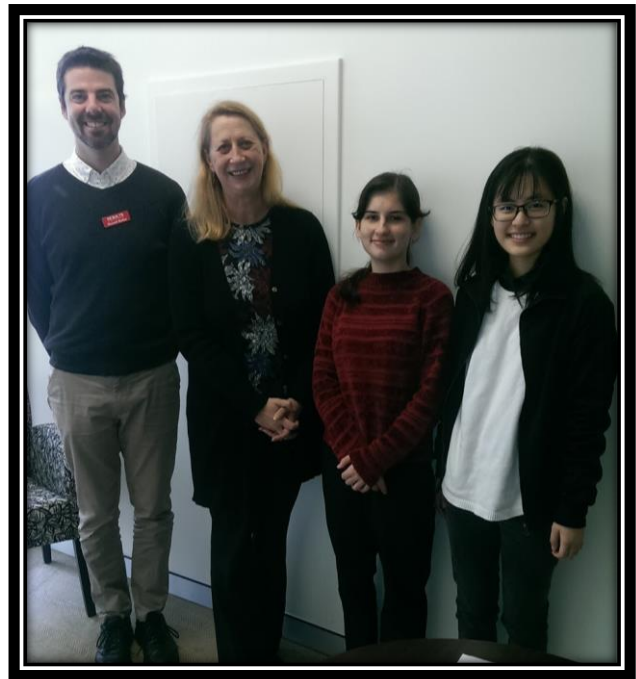


Figure 4. Wollongong volunteers meeting with Sharon Bird, MP for Cunningham, after the RESULTS National Volunteer Retreat in May, discussing support for foreign aid, and the UN High-Level Meeting on TB.



Figure 5. Adelaide volunteers meeting with Nicole Flint, MP for Boothby, South Australia discussing foreign aid and how to build greater support.



Figure 6. Canberra volunteers meeting with Gai Brodtmann, MP for Canberra, ACT to discuss the Hands Off Our Charity campaign, Australian Aid and the UN High-Level Meeting on TB.

## RESULTS Digital Crew's work



**CAN WE END  
TB BY 2035?**

*The first step to achieve the Global Plan to end TB by 2035 is the need for strong commitments from the UN High-Level Meeting on TB next Wednesday!*

**#UNHLMTB**

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Captioned on social media - *Next Wednesday could change the course of history in ending the world's number one killer among infectious diseases.*



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**Australia beat Switzerland and became the wealthiest country in the world\*, ...Yet Australia is now the least generous generation ever with aid contribution at lowest in history.**

\*In Credit Suisse Global Wealth Report 2018, the median adult wealth of Australians is at \$US191,453 (\$264,903), this number has just overtaken Switzerland as the wealthiest people in the world.

Source: ABC News (<https://www.abc.net.au>) <https://www.results.org.au>

Captioned on social media - *Australians beat the Swiss as the wealthiest, yet is now the least generous in history.*

## Letter writing

Our Letter Writing Team had another successful year advocating for more money to be put towards foreign aid to address global challenges - demonstrating how this is a departure from Australian values - as well as highlighting how Australia should attend the UN High-Level Meeting on TB to show our support for eradicating the deadly infectious disease.



Some of the letters published in 2018:

- ‘The Australian Financial Review’ - Australia should attend the General Assembly meeting and show that Australia remains generous towards the needy beyond our shores.
- ‘The Age’ - Australia’s contribution to foreign aid being at the lowest level ever and the need for the Australian Government to make foreign aid more important again.
- ‘The Age’ - The reduction in foreign aid of \$51 million, during Refugee Week.
- ‘The Canberra Times’ - Australia’s attitude to foreign aid has changed, aid budget decisions need to support the agreed global effort to eradicate poverty.
- ‘The Courier Mail’ - facts on Australia’s foreign aid.
- ‘The Australian Financial Review’ - globally, widespread child vaccinations save millions of lives per year and it’s essential that the currently approved vaccines are available to all children
- ‘The Mercury’ - Returning real funding growth to the foreign aid budget as children in developing countries deserve a healthy life and education. Australia has cut \$11.3 billion from the aid programs over the past five years.
- ‘The Mercury’ - 1.3 billion people live in the world’s poorest countries, surviving on only \$2 a day.

## Fundraising and events

Throughout 2018, RESULTS volunteers participated in a number of events to support RESULTS. These events were both a way to build community engagement and to raise much needed funds to continue our vital work. Some volunteers ran and cycled for RESULTS while others held movie, trivia and band nights to spread the word about Anti-Poverty Week and the important work we do at RESULTS. We appreciate the tireless efforts of our volunteers and donors.

# WORLD BANK MEETINGS AT RESULTS INTERNATIONAL CONFERENCE



RESULTS took part in a meeting with the World Bank Executive Director, and the Minister Counsellor for Development at the Australian Embassy in Washington DC. At the meetings, we found some common ground on transition policy and practice and the value of the Human Capital Index the World Bank was developing (and released in October 2018).



RESULTS also took part in meetings with World Bank program managers, which included discussion of the Bank's role in supporting universal health coverage and in helping countries manage their transition.

Before the International Conference, RESULTS staff contributed to the briefing notes that conference participants used for their meetings, and spoke at briefings for the various World Bank meetings.

# THE AUSTRALIAN TB CAUCUS

As the Secretariat of the Australian TB Caucus (ATBC), RESULTS continued to play its role in bringing together lawmakers to not only raise the profile of TB in the Parliament, but also to take strong advocacy actions in increasing resources for TB throughout the year.

## → Australian TB Caucus

### The World TB Day Parliamentary Breakfast

This event attracted approximately 80 attendees, including Members of Parliament, medical researchers and practitioners, plus representatives of embassies of countries where TB has a significant impact.

TB Survivor and Advocate, Valda Kereu from Papua New Guinea gave a moving account of her personal battle with TB. One speaker also referred to RESULTS being at a 'tipping point' on engagement with the Australian public and TB in Australia. Initiated by Caucus members, both the House of Representatives and the Senate debated and passed motions to mark World TB Day.



Figures 7-9. Members of Parliament, Advocates and guest speakers at the RESULTS World TB Day Parliamentary Breakfast

## Raising the profile of TB in the media

With the support of the Secretariat, in 2018 several Caucus members spoke in the Australian and international media, and press releases were distributed about various aspects of TB treatment, care, prevention and research:

- Dr. Joyce Sauk and Ingrid Schoeman (TB advocates from PNG and South Africa) were interviewed by the host of [Pacific Beat](#) on ABC Radio Australia.
- Journalist, Lisa Cornish published an [article](#) in Devex (the media platform for the global development community) on the importance of political action to combat TB.
- Senator Claire Moore, spoke about the need for increased assistance to control TB among children.

In September 2018, RESULTS Australia had an [Opinion Editorial published](#) in the

electronic health journal,  on the release of the WHO Global TB Report 2018 ahead of the UN High-Level Meeting on 26 September and the fact that another year has passed without any concrete progress in their shared goal to reach the end of TB by 2035.

The editorial went on to encourage the Australian Government to play a convening role in bringing together the country leaders to garner commitment and investments that can match the TB burden in the region.

In September 2018, Senator Lisa Singh, Co-Chair of the ATBC, called on the Prime Minister via a Facebook [video](#) to attend the UN High-Level Meeting on TB, a historic moment to end this preventable disease that still kills millions each year.

In addition, John Alexander MP, a member of the ATBC and former international tennis player, also called on the Prime Minister to attend the UN High-Level Meeting on TB via a Facebook [video](#), as did [Matt Thistlethwaite MP](#), former Co-Chair and member of the Australian TB Caucus.



Figure 10. Senator Lisa Singh

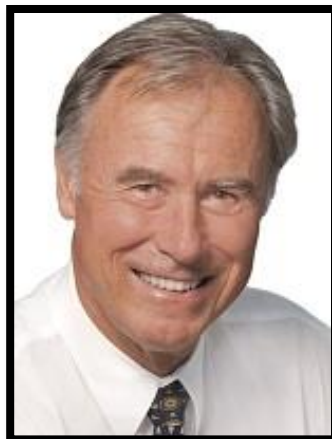


Figure 11. John Alexander, MP



Figure 12. Matt Thistlethwaite, MP

## Speeches and motions in Parliament

In March 2018, both the House of Representatives and the Senate debated and passed motions in Parliament to mark World TB Day.

The Hon. Warren Entsch moved a [motion](#) to the House of Representatives on World Tuberculosis (TB) Day, highlighting the magnitude of the TB burden, recognising Australia's funding support in the Asia Pacific and at the same time recognising the need for Australia to do more. The motion called on the Australian Government to attend the United Nations High-Level Meeting in New York in September and commit to increased Australian action and leadership on research and development, prevention, testing and treatment as part of the global effort to eradicate tuberculosis, the Hon. Jane Prentice seconded the motion.

Senator Anne Urquhart [moved](#) the equivalent motion, at the request of Senator Claire Moore, Senator Concetta Fierravanti-Wells, Senator Richard Di Natale and Senator Lisa Singh.



Figure 13. Warren Entsch, MP



Figure 14. Jane Prentice, MP



Figure 15. Senator Anne Urquhart



Figure 16. Senator Claire Moore



Figure 17. Senator Concetta Fierravanti-Wells



Figure 18. Senator Richard Di Natale

## UN HIGH-LEVEL MEETING ON TB



**UNITED NATIONS**  
**HIGH-LEVEL MEETING ON THE**  
**FIGHT TO END TUBERCULOSIS**  
 26 SEPTEMBER 2018, UNHQ, NEW YORK

2018 saw many great advances in the priority for TB globally, including the first ever United Nations High-Level Meeting (UNHLM) on Tuberculosis held in New York on 26 September. The meeting was the result of the hard work of global stakeholders to give TB the political attention it deserves.

The ATBC actively supported the global movement and advocacy to garner support and generate the momentum to bolster programs to eradicate TB. This meeting was significant for Australia because TB continues to remain a threat to our health security, with high TB incidence and increasing rates of drug resistant TB in our global neighbourhood.

RESULTS, with support from the other stakeholders (TB Forum, ACON, Burnet, ACFID, AFAO, ARC, Child Fund Australia, Global Citizen, Campaign for Australian Aid, MSF, The Union, James Cook University, Plan International, TB CRE, Micah, Pacific Friends of Global Fund and World Vision) strongly advocated for the highest level of representation from Australia at the United Nations High-Level Meeting on TB.

RESULTS and partner organisations sent a joint letter to the Prime Minister of Australia seeking his confirmation to attend the UN HLM on TB. ATBC Co-chairs and members also submitted a joint letter to the then Prime Minister Malcolm Turnbull with recommendations for action, in order to convey to the world Australia's leadership in the global fight against TB.

Despite the political turmoil in the Australian Government at the time and the change of the Prime Minister in August 2018, the country was represented by Senator Marise Payne (Minister for Foreign Affairs), who reaffirmed Australia's Commitment at the High-Level Meeting. She acknowledged the problem of TB globally and in the Pacific, and expressed Australia's commitment to work with partners to defeat TB.

Further, she agreed to the inclusion of concrete targets in the political declaration for Australia to work towards, and welcomed the review of the progress in 2020. The declaration outlines targets for each country to commit to - to achieve the End TB goal of 2035 - all the while pooling resources needed to fund TB research and development that is critical to the development of new TB drugs, diagnostics and a vaccine.

The UNHLM represented a change in political prioritisation of infectious diseases, like TB. RESULTS with support from the ATBC and partners will work towards holding our governments accountable to the promises made.



# CAMPAIGN AND POLICY ACTIVITY

## Announcement of PDP funding

Product Development Partnerships (PDP), including those with the TB Alliance, Foundation for Innovative New Diagnostics (FIND) and AERAS, have been instrumental in developing innovative diagnostic tools, effective treatment regimens and promising TB vaccine candidates.

RESULTS, with support from ATBC and partners, has strongly advocated for an increase in funding for PDPs for some years now. In 2018, Australia announced additional funding of \$18.75 million over the period 2018 to 2022 for PDPs working on TB and malaria to facilitate the discovery and development of new and better tools to fight these two diseases.

This funding will allow FIND to accelerate the development and adoption of better diagnostic tools and testing protocols for TB and malaria. The TB Alliance will use its funding to research new TB drugs and treatment regimens, including for drug-resistant TB.

Work undertaken by the TB Alliance has led to the identification of shorter and less toxic courses of TB treatment. This is critical for people with drug-resistant TB who currently risk hearing loss, infertility and other serious side effects after taking TB medication.

## Announcement of health system research funding

Australia also announced a funding [commitment](#) to support five research and academic institutions to produce practical, relevant research into fundamental health security challenges in the Asia Pacific. These institutions will further the research into microbial resistance in TB and Malaria, and water-borne disease prevention. The funding is part of the Australian government's \$300 million Health Security Initiative for the Indo-Pacific region.

## Polio reemerges in PNG

Mid 2018 saw Papua New Guinea (PNG) experience its first outbreak of polio in 20 years. Between June and December 2018, PNG recorded 26 cases of polio. This was revealing, as it demonstrated the low uptake and uneven vaccination coverage in PNG and the difficulties the health system has of reaching people in remote areas.

The response to the re-emergence of polio from international health agencies and bilateral agencies, including Australia, was strong. 100 days of emergency vaccination administration were held, reaching people in remote areas.

RESULTS and Global Citizen sent a briefing to Australian One Last Push champions soon after the first children with polio were reported in PNG and updated parliamentarians on the situation in PNG during the World Polio Day event in October.

The rapid response appears to have contained the outbreak of polio in PNG, with no new cases recorded in the last several months.

## Transition briefing

In early 2018, RESULTS gained the support of the Chair and Deputy Chair of the Joint Committee on Foreign Affairs, Defence and Trade to organise a briefing on transition policy. The briefing highlighted issues from the two reports RESULTS had contributed to in 2017:

- ‘Progress in Peril?’ - which addressed the problems that a transition from multiple donors could create for middle-income countries, and
- ‘A Balancing Act’ - which addressed how to improve vaccine and health systems when countries lose support from the Global Polio Eradication Initiative.

At the briefing, RESULTS, Professor Stephen Howes from the Development Policy Centre and DFAT made presentations to the Committee on background and policy considerations in transition.

A common theme of the presentations was the impact reduced external funds would have on developing countries and the need for broader health and social indicators to be included in the discussion surrounding transition rather than simply a country’s per capita income.

The Committee sent a letter to the Minister for Foreign Affairs calling on the Australian Government to clarify its policy on transition. The Minister responded in November 2018, outlining that the Government is planning a statement on development cooperation with middle income countries in early 2019.

## One Last Push Champions



RESULTS, along with its partners in Australia and counterparts in the UK and Canada, has been building support for polio eradication by recruiting members of the Federal Parliament to be One Last Push Champions.

In 2018, we welcomed the following MPs as new One Last Push Champions: Andrew Wilkie MP (Tasmania), Julia Bank MP (Victoria), Senator Louise Pratt (WA), Steve Georganas MP (SA) and Matt Keogh MP (WA).

Key activities with One Last Push Champions in 2018 included the briefing on the polio situation in Papua New Guinea and the World Polio Day event in October.

In 2019, RESULTS is working with partner organisations to produce a regular newsletter for One Last Push Champions to provide more regular updates on progress in eradicating polio, and additional opportunities for MPs to take action.

## Education

RESULTS' work on global education included campaigning on the replenishment of the Global Partnership for Education (GPE) in February 2018, and advocacy on education at the World Bank.

\$US 2.3 billion was raised at the February GPE 2018 replenishment, which fell short of the targeted \$US 3.1 billion. Since the replenishment meeting, several contributors have pledged an additional \$US 250 million to the GPE.

Australia's pledge of \$90 million also fell short of what we had sought, and the RESULTS Budget submission for 2019-20 included a request to supplement this amount.

Although RESULTS volunteers only had a short time frame to be briefed on the campaign and advocate for the pledge over the holiday season, it was a memorable experience for our volunteers across the country participating in a global advocacy call with the Board Chair of the Global Partnership Education, Julia Gillard (also the former Prime Minister of Australia), along with RESULTS volunteers from the US, UK and Canada. Our commitment did not go unnoticed and was acknowledged by Julia Gillard, for our dedication on improving access to education for women and girls.

## Hands Off Our Charities legislation win

We had a huge advocacy win for RESULTS in 2018.

In November 2018, we saw the Electoral Legislation Amendment (Electoral Funding and Disclosure Reform) Bill pass with amendments, which allow us to continue to operate and receive grant funds from our US counterparts.



Because the majority of RESULTS' funds in recent years have come from this international source, a restriction on foreign donations for philanthropy would have prevented us from being able to continue to operate. Such a ban would also deny the benefits that international philanthropy makes possible for many Australians through other charities that conduct advocacy activities, including on health, environmental and indigenous land rights issues.

We joined forces with the Hands Off Our Charities Coalition and together successfully secured bipartisan support for a more sensible bill, which allows charities to continue to receive foreign funds.

There is a distinct difference between donations to political parties (the primary target of the legislation) and donations for charitable purposes, with issues based advocacy, like the work RESULTS does, an important part of a functioning democracy.

# BUILDING OUR PARTNERSHIPS

RESULTS International (Australia) is one of six **RESULTS** organisations worldwide and is a member of the international advocacy partnership, **ACTION**.

<b>RESULTS</b> USA	<b>RESULTS</b> Canada	<b>RESULTS</b> Japan	<b>RESULTS</b> UK	<b>RESULTS</b> Korea
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RESULTS is an international movement of passionate, committed everyday people. Together they use their voices to educate and inform political decisions that will bring an end to poverty.

Advocacy relies on volunteers who are supported in their activities by skilled staff. Staff deliver training, support, and inspiration to enable volunteers to advocate effectively to the government and the media for improved funding of education, health, and economic opportunity programs for those living in poverty.

## Working with our ACTION partners around the world

Working with our 13 ACTION partners enables us to collaborate and amplify the impact of our ‘joined up’ advocacy. The following are two key examples of this partnership:

- RESULTS Australia played a substantial part in the ACTION partners meeting in Lusaka, Zambia in October 2018, with Mark Rice, Shiva Shrestha and Ricky Keung attending in person, and both our outgoing CEO Maree Nutt and new CEO Amelia Christie taking part in some sessions remotely.
- RESULTS Australia participants facilitated sessions on health research and development (particularly focusing on TB), setting goals for child health and nutrition, and on citizen engagement. These sessions contributed to setting partnership-wide and national goals for ACTION’s work in 2019.



Figure 19. Action Partners meeting in Zambia



Figure 20. RESULTS partners visiting a local village in Zambia

During the meetings, we also met with parliamentarians from Zambia and saw the impact of a community-based child health and education program run by the ACTION partner in Zambia.

## The ACTION Partnership

ACTION is a global partnership of like-minded organisations working to educate and inform policy and mobilise resources to fight diseases of poverty and achieve equitable access to health.

RESULTS International (Australia) is one of the partner organisations which comprise of:

RESULTS Educational Fund (US)

RESULTS International (Australia)

RESULTS Canada

RESULTS Japan

RESULTS UK

RESULTS Korea

CITAM+ Zambia

Global Health Advocates India

Global Health Advocates France

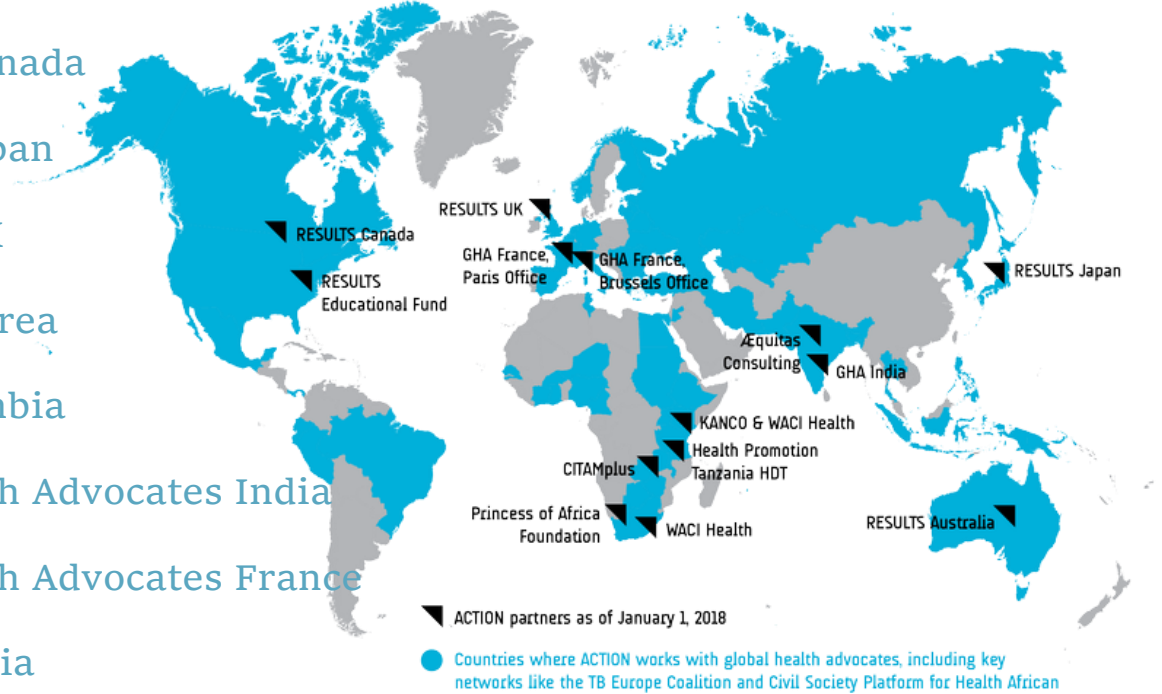
Aequitas India

KANCO Kenya

Princess of Africa Foundation

WACI Health Africa

Health Promotion Tanzania



The ACTION partnership was established in 2004 and RESULTS International (Australia) became an official partner in 2012. The advocacy work of all ACTION partners is led by skilled staff and complemented in some cases (particularly the RESULTS partners) by the advocacy efforts of their volunteers.

# BOARD OF DIRECTORS

- **Maree Nutt – Outgoing CEO**

Maree Nutt was CEO of RESULTS from 2007 to November 2018 and Director since 2014. She has more than 25 years' experience with the organisation in various roles, including as a volunteer advocate.

- **Chris Franks – Chair**

Chris has 20 years' experience, is a past Chair of ACFID's Code of Conduct Committee, and has executive experience in sales and marketing, fundraising, consumer research and customer service. Director since 2014

- **Rex Shaw – Treasurer**

Rex is a qualified accountant and holds an MBA. He has CFO experience, sound strategic leadership and excellent financial and analytical skills. Rex has extensive volunteering experience in Australia and overseas. Appointed by the Board 2017.

- **Ann Herbert – Director**

Ann is a company director with over 30 years' experience in business management. Ann joined her local grassroots RESULTS group in 2008. Director since 2009.

- **Mia Bromley - Director**

Mia is a health and social service sector manager and non-executive director with particular expertise in health system planning and funding models. Director since 2015.

- **Rob Shwetz - Director**

Rob is Co-Founder of The Growth Activists and has over 20 years of executive experience in media, publishing and advertising. Rob holds an MBA from the Berlin School of Creative Leadership and is also a member of the Australian Institute of Company Directors. Director since 2018.

- **Luke Mitchell - Director**

Luke is a company executive with over 20 years international (APAC) experience serving in senior executive roles and on commercial and not for profit boards. Luke was a founding board member of Variety, the children's charity, in Hong Kong and was appointed to the RESULTS board in 2018 having sat on the advisory board since 2017.

- **Marcus Marchant - Director**

Marcus is a senior digital and marketing executive. He is a graduate of the AICD and sits on other not-for-profit boards in the innovation and business advisory sectors. Appointed by the Board 2017.

- **Florian Grenier - Director**

Florian is a senior business advisor with a focus on strategy and risk management. He brings international commercial experience across multiple industries. Director since 2018.

# SUMMARY OF INCOME & EXPENDITURE

## RESULTS INTERNATIONAL (AUSTRALIA) INC

### STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2018

	2018	2017
	\$	\$
<b>Income</b>		
<b>Donations and Gifts</b>		
Monetary	58,123	75,182
Non-monetary	9,615	-
<b>Bequests and Legacies</b>		
<b>Grants</b>		
Other overseas	586,839	704,351
<b>Investment income</b>	1,646	1,297
<b>Other income</b>	13,268	14,975
<b>TOTAL REVENUE</b>	<u>669,491</u>	<u>795,805</u>
<b>Expenditure</b>		
<b>International programs</b>		
<b>Community education</b>	521,194	605,143
<b>Fundraising costs</b>		
Public	9,150	16,546
<b>Accountability and Administration</b>	105,735	95,473
<b>Non-monetary Expenditure</b>	-	-
<b>TOTAL EXPENDITURE</b>	<u>636,079</u>	<u>717,162</u>
<b>EXCESS/(SHORTFALL) OF REVENUE OVER EXPENDITURE</b>	<u>33,412</u>	<u>78,643</u>
<b>OTHER COMPREHENSIVE INCOME</b>		
Other Comprehensive Income	-	-
<b>TOTAL OTHER COMPREHENSIVE INCOME</b>	<u>-</u>	<u>-</u>
<b>TOTAL COMPREHENSIVE INCOME (LOSS) ATTRIBUTABLE TO MEMBERS</b>	<u>33,412</u>	<u>78,643</u>

**RESULTS INTERNATIONAL (AUSTRALIA) INC****STATEMENT OF FINANCIAL POSITION  
FOR THE YEAR ENDED 31 DECEMBER 2018**

	Note	2018 \$	2017 \$
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash and Cash Equivalents	2	338,615	295,482
Trade and Other Receivables	3	179,289	214,203
<b>TOTAL CURRENT ASSETS</b>		<u>517,904</u>	<u>509,685</u>
<b>TOTAL ASSETS</b>		<u>517,904</u>	<u>509,685</u>
<b>LIABILITIES</b>			
<b>CURRENT LIABILITIES</b>			
Trade and Other Payables	4	20,702	18,249
Advance Income	5	309,339	320,726
Provisions	6	19,758	26,727
<b>TOTAL CURRENT LIABILITIES</b>		<u>349,799</u>	<u>365,702</u>
<b>NON-CURRENT LIABILITIES</b>			
Provisions	6	2,759	12,048
<b>TOTAL NON-CURRENT LIABILITIES</b>		<u>2,759</u>	<u>12,048</u>
<b>TOTAL LIABILITIES</b>		<u>352,558</u>	<u>377,751</u>
<b>NET ASSETS</b>		<u>165,346</u>	<u>131,934</u>
<b>EQUITY</b>			
Retained Earnings	7	165,346	131,934
		<u>165,346</u>	<u>131,934</u>



# FINANCIAL SUMMARY

## How we raised our funds

RESULTS receives the majority of its funds from a grant provided by RESULTS Educational Fund (US) which is in turn funded by major US philanthropists. Last year we received \$586,839 which was a reduction from the previous year income due to change in focus and activities. Income from local fundraising also reduced as fewer local grants were sourced and volunteers focused more on advocacy than raising funds.

The Board is aware of the risk posed by having a very limited source of funding from overseas. We are delighted that thanks to our efforts the Government amended legislation to exempt charities from bans on foreign donations. The CEO and Board continue to work hard to create new income streams and increase income from a range of other supporters and donors to ensure RESULTS has a strong, local and sustainable income stream.

## How we spent our funds

As we had less income, we reduced our expenditure on staff and program activity significantly.

Over 77% of our funds were spent on community education to guide and invest in skills development to amplify the 'voices' of our volunteers. It enabled volunteers to attend training, workshops, visits to advocate to MPs and Senators in Canberra, write effective letters and undertake other activities described in this report. Around 1.5% of funds were spent on fundraising activity, much less than usual in not for profits. Only 15% was spent on essential administration and accountability expenses which is an admirable achievement for a not for profit organisation. This left us with funds in the bank for future activities.

## Our current financial position

Despite lower income and expenditure RESULTS ended the year well with \$33,412 income retained as a surplus and \$338,615 in the bank for funding future programs.

RESULTS full financial report is available for download from our [website](#) and a printed copy is available on request.

# INDEPENDENT AUDITORS REPORT



Assura Group Pty Ltd  
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## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF RESULTS INTERNATIONAL (AUSTRALIA) INCORPORATED

### Report on the Audit of the Financial Report

#### Opinion

We have audited the financial report of RESULTS International (Australia) Incorporated (the registered entity), which comprises the statement of financial position as at 31 December 2018, the statement of profit or loss, statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, notes and comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration.

In our opinion, the accompanying financial report of RESULTS International (Australia) Incorporated for the year ended 31 December 2018 is prepared, in all material respects, in accordance with the accounting policies as described in Note 1 to the financial statements, including the Associations Incorporation Act (NSW) 2009 and Association Incorporations Regulations (NSW) 2010, and the reporting requirements of the Australian Council for International Development (ACFID), the Australian Charities and Not-for-profits Commission Act 2012 and the Charitable Fundraising Act (NSW) 1991.

#### Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report. We are independent of the registered entity in accordance with the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110: *Code of ethics for Professional Accountants* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Information Other than the Financial Report and Auditor's Report Thereon

The board of RESULTS International (Australia) Incorporated is responsible for the other information. The other information comprises the information included in the registered entity annual report for the year ended 31 December 2018, but does not include the financial report and our auditor's report thereon. Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon. In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement if this other information, we are required to report that fact. We have nothing to report in this regard.

THE NAME IN AUDIT

Liability limited by a scheme approved under Professional Standards Legislation



**INDEPENDENT AUDITOR'S REPORT (CONT'D)  
TO THE MEMBERS OF  
RESULTS INTERNATIONAL (AUSTRALIA) INCORPORATED**

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**Responsibilities of the Board Members for the Financial Report**

The board of the registered entity is responsible for the preparation of the financial report, and has determined that the basis of preparation described in Note 1 is appropriate to meet the needs of the Associations Incorporation Act (NSW) 2009 and Association Incorporations Regulations (NSW) 2010, and the reporting requirements of the Australian Council for International Development (ACFID), the Australian Charities and Not-for-profits Commission Act 2012 and the Charitable Fundraising Act (NSW) 1991, and for such internal control as the board members determine is necessary to enable the fair preparation of the financial report and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the board is responsible for assessing the registered entity'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 board either intend to liquidate the registered entity or to cease operations, or have no realistic alternative but to do so.

The board is responsible for overseeing the registered entity's financial reporting process.

**Auditor's Responsibilities for the Audit of the Financial Report**

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's 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 the Australian Auditing Standards 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 this financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the registered entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.

THE NAME IN AUDIT

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**INDEPENDENT AUDITOR'S REPORT (CONT'D)  
TO THE MEMBERS OF  
RESULTS INTERNATIONAL (AUSTRALIA) INCORPORATED**

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**Auditor's Responsibilities for the Audit of the Financial Report (cont'd)**

- Conclude on the appropriateness of the director's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the registered entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal controls that we identify during our audit.

We also provide the management with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the management, we determine those matters that were of most significance in the audit of the financial report of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

**Assura Group Pty Ltd**  
**Chartered Accountants**

**Hanoze Udachia**  
**Director**  
Date: 07 May 2019

THE NAME IN AUDIT

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## AUDITOR'S INDEPENDENCE DECLARATION

As auditor of RESULTS International (Australia) Incorporated for the year ended 31 December 2018, I declare that to the best of my knowledge and belief, there have been:

- no contraventions of the auditor independence requirements in relation to the audit; and
- no contraventions of any applicable code of professional conduct in relation to the audit.

This declaration is in respect of RESULTS International (Australia) Incorporated during the year.

**Assura Group Pty Ltd**  
**Chartered Accountants**

**Hanoze Udachia**  
**Director**  
 Date: 07 May 2019

THE NAME IN AUDIT

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# ACKNOWLEDGEMENTS

Thank you to our valued volunteer advocates, donors and supporters.

Never forget that you are the heart of RESULTS and our success is your success thanks to the many and varied ways that you invest yourself in RESULTS – you volunteer, advocate, donate and work alongside us and we appreciate and acknowledge your hard work and commitment in long and ongoing campaigns.

We don't currently apply for or receive government funds – that would undermine our independence and ability to be fearless and forthright in our advocacy.

Currently we receive overseas grants from organisations with a conscience, and we would like to extend a thank you to RESULTS Educational Fund (US) for the ACTION grant and for their confidence in our work.

A huge thank you to our volunteer groups for running successful fundraising events in their local communities during the year.

Most of all we rely on, and are grateful for, your individual tax-deductible donations, especially regular monthly commitments and lifetime membership gifts.

RESULTS' grant funding is conditional on us receiving donations from members of the Australian community. This means that every donation is vital so we ask that you once again consider a gift to support the advocacy work of RESULTS by donating online at [results.org.au](http://results.org.au) or by calling us on (02) 9134 9983.

THANK YOU to RESULTS financial partner



THANK YOU to our business and event supporters:



# HOW YOU CAN HELP

There are many ways you can help:

- Become a member
- Volunteer your time
- Make a donation
- Leave a bequest
- Support an event or fundraising activity
- Become a corporate partner

For more information about any of these options visit: [results.org.au/get-involved](https://results.org.au/get-involved).

## Contact Us

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