

UFULU MALAWI LTD

England & Wales - Charity number 1184782

Details

| | |
|----------------|---|
| Other names | UFULU |
| Status | Registered |
| Legal form | Charitable company |
| Company number | 11858727 |
| Registered | 2019-08-06 |
| Register | View on the Charity Commission register |

Contact

| | |
|---------|--|
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| Phone | 01189464666 |
| Email | widgew@gmail.com |
| Website | www.ufulu.org |

Activities

Objects: 1. THE PREVENTION OR RELIEF OF POVERTY AMONG WOMEN AND GIRLS ANYWHERE IN SUB-SAHARAN AFRICA, STARTING IN MALAWI, BY PROVIDING AND ASSISTING IN THE PROVISION OF SANITARY PRODUCTS SUCH AS MOONCUPS OR SUSTAINABLE, WASHABLE, REUSABLE PADS WHERE THEY ARE NEEDED. 2. THE ADVANCEMENT OF EDUCATION IN MALAWI AND SUB-SAHARAN AFRICA IN THE SUBJECT OF MENSTRUATION AND SANITARY PROTECTION AND TO PROMOTE RESEARCH INTO THE ECONOMIC, SOCIAL AND ENVIRONMENTAL IMPACTS OF PERIOD POVERTY IN SUB-SAHARAN AFRICA AND TO MAKE RESULTS OF THIS RESEARCH AVAILABLE TO THE PUBLIC.FOR THE PURPOSES OF THIS CLAUSE ÔPERIOD POVERTYÖ MEANS A LACK OF ACCESS TO SANITARY PRODUCTS DUE TO FINANCIAL CONSTRAINTS.

Activities: Ufulu is a UK charity whose aim is to end period poverty among women and girls in Malawi. We run educational workshops on menstrual hygiene and provide free sanitary products, namely reusable menstrual cups. We educate young girls on menstrual and feminine hygiene and provide ongoing support networks for both women and girls.

Classification

- **How:** Other Charitable Activities
- **What:** Disability, The Prevention Or Relief Of Poverty
- **Who:** Other Defined Groups

Geography

- **Area of benefit:** OVERSEAS
- Malawi

Finances

| Period end | Income | Expenditure | Assets | Employees |
|------------|---------|-------------|--------|-----------|
| 2025-03-31 | £76,197 | £55,900 | - | - |
| 2024-03-31 | £32,688 | £44,241 | - | - |
| 2023-03-31 | £74,478 | £90,862 | - | - |
| 2022-03-31 | £53,605 | £25,642 | - | - |
| 2021-03-31 | £15,486 | £20,612 | - | - |

Trustees

| Name | Role | Appointed |
|------------------------|------|------------|
| Alexia Woolsey | | 2019-03-04 |
| Annabel Gray | | 2019-10-12 |
| Louise Jane Robinson | | 2019-04-22 |
| Michele Rousseau | | 2023-04-25 |
| Nicola Frances Crosbie | | 2019-04-22 |

UFULU MALAWI LTD

England & Wales - Charity number 1184782

Accounts

REGISTERED COMPANY NUMBER: 11858727 (England and Wales)
REGISTERED CHARITY NUMBER: 1184782

**REPORT OF THE TRUSTEES AND
UNAUDITED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2025
FOR
UFULU MALAWI LTD**

Seymour Taylor Limited
First Floor North
40 Oxford Road
High Wycombe
Buckinghamshire
HP11 2EE

UFULU MALAWI LTD

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FOR THE YEAR ENDED 31 MARCH 2025**

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UFULU MALAWI LTD

REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 MARCH 2025

The trustees who are also directors of the charity for the purposes of the Companies Act 2006, present their report with the financial statements of the charity for the year ended 31 March 2025. The trustees have adopted the provisions of Accounting and Reporting by Charities: 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 (FRS 102) (effective 1 January 2019).

OBJECTIVES AND ACTIVITIES

Objectives and aims

Ufulu was launched in 2019 with the intention of ending period poverty in Malawi. **Period Poverty is defined as the lack of access to sanitary products due to financial constraints.** Malawi is one of Africa's poorest countries and their women lose wages when their periods prevent them from working. Girls miss out on important education when their periods prevent them from attending school. Numerous women suffer from a constant rash during their menstrual cycles (defined as a rash due to rags or pads used during menstrual periods). Menstrual cups represent a huge saving in money for those females in period poverty and afford them better menstrual health.

There are 10 million women in Malawi, and 80% are under the age of 20. For Malawi to prosper, women need to be educated and teenage pregnancies, before the completion of a girl's education, need to be avoided. As of November 2025, **Ufulu has provided over 27,600 free menstrual cups to females in Malawi via educational workshops.** That means that 27,600 females have been freed from Period Poverty and 110,000 additional days a month have become available to work or attend school. Every month 140,000 sanitary pads or soiled rags no longer need to be disposed of. **Ufulu has prevented more than 7 million single-use disposable pads from being thrown away since we started distributing free cups.**

Ufulu works across Malawi and has five Malawian women trained to run cup workshops. Each woman works in a 5-10km area from where she lives. The cups are distributed via schools, church groups, work groups, youth groups and women's co-operatives. Menstrual cups are only given to females attending Ufulu educational workshops. Each Ufulu workshop is for a maximum of 25 females and is conducted by a female (the "cup lady") who has been trained by Ufulu in menstrual cup usage, care, and hygiene.

The trustees have referred to the guidance in the Charity Commission's general guidance on public benefit when reviewing the aims and objectives and in planning future activities. The trustees consider how planned activities will contribute to the aims and objectives they have set.

The trustees consider that the activities undertaken by Ufulu Malawi Limited, as set out under significant activities below, are in accordance with this guidance.

Significant activities

The charity has a multi layered approach:

1. Menstrual health education delivered through workshops to all women in targeted communities.
2. Providing menstrual cup starter packs (consisting of a cup, instructions in Chichewa, a bar of soap for washing hands and a recycled food tin for boiling the cup clean in) to all attendees of the workshops, along with detailed instructions on how to use and care for their cups.
3. Running workshops which provide reproductive health education and sex education to female teenagers in local schools.

The provision of menstrual cups (a healthy, environmentally friendly solution to manage menstrual health) is seen as a key component of enabling teenage girls to attend school / complete their education.

UFULU MALAWI LTD

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2025**

OBJECTIVES AND ACTIVITIES

Project Status

Ufulu asks all attendees of cup workshops to provide information (and prior to using a menstrual cup) to assess menstrual health, sanitary product usage and the ability of a female to attend school or work when using rags or pads. Follow-up meetings are conducted 3 to 6 months after a menstrual cup has been given to an individual, to assess menstrual health, the ability to use the cup, attend school or work and the preference of the user for a cup or a pad.

The most common sanitary product in Malawi is still either rags or single use disposable pads. This will depend on the financial status of the female and where she lives. It should be noted that the pads used are large, bulky and are a major pollution problem. A packet of 10 disposable pads costs £2, equivalent to a day's salary for most rural women and many urban ones. There is little or no waste collection anywhere in Malawi and most used pads are either dropped into pit latrines, burnt using paraffin or dropped into the lake / rivers. All these methods constitute a major health hazard. The disposal of pads is an unspoken pollution issue within the country. Ufulu estimates that 40 million sanitary pads are burnt or thrown in pit latrines or on rubbish heaps, in Malawi, every month. Ufulu asks each female how many pads she was using per month, prior to receiving her menstrual cup. From this we can assess how many pads we have prevented from being discarded, during the lifetime of our project. As of September 2025, the number of pads NOT discarded in Malawi, solely due to Ufulu is **6,732,482**.

Total number of cups distributed - **25,463** *March 2019 to March 2025

Number of follow up meetings conducted - **21,643** *follow up meetings conducted with 88% of cup recipients

Age range of cup recipients: 9 - 63 years

| Description | No. of females | % total females |
|---|-----------------------|------------------------|
| Females reporting nappy rash prior to using cup | 19,179 | 75% |
| Females reporting nappy rash after using cup | 58 | 0.2% |
| Females who used only rags prior to cup | 7,683 | 30% |
| Females who used both rags & pads prior to cup | 14,732 | 58% |
| Females who used only disposable pads prior to using cup | 3,048 | 12% |
| Females who prefer using a cup v disposable pad | 21,450* | 99%* |

*From follow up meetings conducted

Ufulu continues to work with secondary schools across Malawi, as schools are an easy way of reaching a significant number of girls at the beginning of their menses, and enabling them to engage better in school, for the **whole** of their secondary education, due to having a safe, comfortable and reliable method of sanitary protection. Ufulu continues to see a **20-25% increase** in girls attending school **after** receiving a menstrual cup.

Of the 25,463 females given cups:

- 4% had **not** attended school
- 41% had only received **primary** education
- 47% had **secondary** education
- 8% had attended college

The low level of females attaining a secondary level education is largely contributed to either poor levels of menstrual hygiene, or lack of sexual education, resulting in girls falling pregnant at a young age and not finishing school. Rags are still the main choice of sanitary product used by women. Older women report that if they have money for pads, they will rather give them to their daughters, to enable them to attend school.

100% of females who have received a cup from Ufulu, prefer it to using a sanitary pad and are consistently using the cup 6 months later. By providing free menstrual cups to females, Ufulu is improving menstrual health among females of all ages and improving levels of attendance of teenage girls at secondary schools.

UFULU MALAWI LTD

REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 MARCH 2025

OBJECTIVES AND ACTIVITIES

Collaboration Projects in Malawi

Ufulu continues to run collaboration projects in Malawi, to distribute menstrual cups. During 2024/25 Ufulu began work with MAFCO (Malawi Aids Foundation) clinic in Salima, on the southern lakeshore of Malawi. Cup workshops are run by Florence Fyson, the Ufulu trained Cup Lady in the area, who is a trained medical professional and is well known within the wider community. Florence also runs cup workshops at local community centres, schools and churches. She is well respected amongst the local community and has the blessing of the local tribal and village chiefs, whom she met along with Ms Woolsey.

Ufulu has shown time and time again, that by ensuring females are given their cup via an educational workshop, run by a Malawian woman who is already using a cup, and conducted in a safe and informal environment, that we have a consistently high success rates in cups being used, and a significant improvement in levels of menstrual health. **Females prefer using a menstrual cup to any other type of sanitary product. All females report managing their periods and attending work or school easier when using a cup.**

With a proven track record of success and with **100% of cup recipients preferring a menstrual cup to a sanitary pad**, Ufulu is now expanding across Malawi and initiating partnerships with corporations and other NGOs, to access more groups of Malawi females. By working with existing groups via work, school, or social groups and given adequate funding, Ufulu can access females in a safe and secure environment.

The objective of Ufulu is to access as many women and girls as possible and offer them the choice of using a menstrual cup, in the hope of taking them permanently out of period poverty. Our focus is on Malawi, due to its extreme levels of period poverty and because we know we can develop better feminine hygiene and drastically improve the ability of teenage girls to attend school and finish their education. Ufulu is now focused on securing the financial and operational resources to:

- a) distribute the next 20,000 cups to liberate Malawian women from their period poverty
- b) expand operations to reach as many Malawian females as possible, over the next 5 years

FINANCIAL REVIEW

Financial performance

The surplus for the year amounted to £20,297 (deficit for the year ended 31 March 2024: £11,553) meaning that the total funds carried forward at the end of the year amount to £19,855 (31 March 2024: deficit of £442).

The total income for the year, all of which was from donations, amounted to £76,197 (2024: £32,688).

Reserves policy

It is the policy of the charity to maintain the unrestricted fund at a level that equates to two months' of annual operating expenditure. The charity is actively pursuing larger donations in Malawi and outside the country and it can also reduce costs should the need arise. Wherever possible, funds are spent on cups. The charity is therefore able to monitor its funds balance and adjust to maintain the required level.

UFULU MALAWI LTD**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2025****DISCUSSION AND PLAN FOR THE FUTURE**

Since the start of the initial pilot project in April 2019 and the registration of Ufulu as a charity in July 2019, Ufulu has gone from strength to strength. Ufulu has worked consistently with local Government Ministers, Village Chiefs, Tribal Authorities, and School Headteachers to always ensure clear understanding and open discussion concerning our work.

During 2024/ 2025, Ms Woolsey continued to bring menstrual cups to the attention of those in authority within the Malawian government and NGOs working in country. Ufulu and its work continues to be well received. Ufulu continues to use Asan as their menstrual cup supplier, and Ms Woolsey and the CEO of Asan Ira Guha, continue to have a mutually supportive and cohesive working relationship. Asan has stated that cups will continue to be sold to Ufulu at cost price (£5 per cup), and donations of free cups will be provided to Ufulu every year, depending on the numbers of full price cups sold by Asan.

CONTINUED EXPANSION OF CUP DISTRIBUTION

At the time of the last count (Nov 2025) Ufulu has delivered more than 27,619 menstrual cups in Malawi, with 25,463 distributed by March 2025. The charity has developed slowly and steadily and has ensured a near 100% take-up rate on cups being used.

| Year | Number of cups distributed | Running total of cups distributed |
|-------------|-----------------------------------|--|
| 2019 | 504 | 504 |
| 2020 | 988 | 1,492 |
| 2021 | 2,489 | 3,981 |
| 2022 | 4,364 | 8,345 |
| 2023 | 10,666 | 19,011 |
| 2024 | 1,569 | 20,580 |
| 2025 | 4,883 | 25,463 |

FUTURE FUNDING

The number of cups distributed between April 2024 and March 2025, was lower than hoped. This was due to a lower than expected amount of funding received. The onus is still for Ms Woolsey to try and increase the amount of funding that Ufulu receives.

Ufulu is known within Malawi as a dedicated, conscientious, and successful NGO. Our reputation for setting realistic goals and working with the communities that we approach has held us in good stead. Our work is all about the females that we give cups to, ensuring that every single cup recipient has the information, and help that she needs, to use her cup, right from the get-go.

Ufulu believes in simple plans, developed in country, with the communities they are assisting. We are the most successful cup distribution project in Malawi and have one of the highest success rates of cups being used in Africa, because we have developed our programme with the females that we have given cups to.

TRUSTEE REPORT SUMMATION

Ufulu was started to help bring about an end to Period Poverty within Malawi. Many women and girls are still using unhygienic cloth rags during menstruation. Those that can afford them, will use disposable pads, but these create a pollution problem, due to the high levels of plastic content. There are an estimated 5 million menstruating females in country. Ufulu has so far (Nov 2025), given cups to 27,619 females, which represents 0.552% of the menstruating population.

UFULU MALAWI LTD

REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 MARCH 2025

Menstruation continues to be a taboo subject in many parts of rural Africa. Our cup distribution workshops have helped to encourage woman to talk about their periods and dispel many misconceptions. Ufulu's aim is to always achieve quality over quantity. Menstrual cups are still relatively new to many parts of the world, not least rural Africa. Our aim is to continue to work with local women, for local women, with the full co-operation of local authority leaders and chiefs, organising workshops at the speed at which females can attend and understand the information being taught to them. Regular contact at a local level is key to ensuring the successful completion of the project. Ufulu has become established as a recognised charity and one that is making a mark on the levels of Menstrual Hygiene Management within the country. However, for the charity to really take hold and make a significant difference, serious levels of funding must be sought to be able to progress the charity to the next level

STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing document

The charity is controlled by its governing document, a deed of trust, and constitutes a limited company, limited by guarantee, as defined by the Companies Act 2006.

Recruitment and appointment of new trustees

The directors of the company are also trustees for the purposes of charity law. At each Annual General Meeting, a third of the trustees, or the nearest whole number, must automatically retire as trustees and can subsequently be re-elected at the same meeting. The trustees to retire are selected by rotation and are those who have been longest in office since their appointment. The trustees are elected to serve until it is their turn to retire by rotation. The charity aims to have a board of trustees that bring a diverse range of skills to the charity.

REFERENCE AND ADMINISTRATIVE DETAILS

Registered Company number

11858727 (England and Wales)

Registered Charity number

1184782

Registered office

2 Heath Drive
Binfield Heath
Henley-On-Thames
Oxfordshire
RG9 4LX

Trustees

Mrs N F Crosbie
Mr J W Cutts (resigned 10/2/2026)
Miss L J Robinson
Ms A C Woolsey - Chief Executive
Miss A M P Gray
Mrs M Rousseau

Independent Examiner

Seymour Taylor Limited
First Floor North
40 Oxford Road
High Wycombe
Buckinghamshire
HP11 2EE

UFULU MALAWI LTD

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2025**

REFERENCE AND ADMINISTRATIVE DETAILS

Accountants

Seymour Taylor Limited
First Floor North
40 Oxford Road
High Wycombe
Buckinghamshire
HP11 2EE

Approved by order of the board of trustees on 27 March 2026 and signed on its behalf by:

Alexia Woolsey

Ms A C Woolsey - Trustee

INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES OF UFULU MALAWI LTD

Independent examiner's report to the trustees of Ufulu Malawi Ltd ('the Company')

I report to the charity trustees on my examination of the accounts of the Company for the year ended 31 March 2025.

Responsibilities and basis of report

As the charity's trustees of the Company (and also its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the Company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your charity's accounts as carried out under Section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under Section 145(5) (b) of the 2011 Act.

Independent examiner's statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

1. accounting records were not kept in respect of the Company as required by Section 386 of the 2006 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the accounting requirements of Section 396 of the 2006 Act other than any requirement that the accounts give a true and fair view which is not a matter considered as part of an independent examination; or
4. the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities (applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102)).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.

Joanne Kingsnorth

Joanne Kingsnorth FCA

Seymour Taylor Limited
First Floor North
40 Oxford Road
High Wycombe
Buckinghamshire
HP11 2EE

27 March 2026

UFULU MALAWI LTD**STATEMENT OF FINANCIAL ACTIVITIES
(INCORPORATING AN INCOME AND EXPENDITURE ACCOUNT)
FOR THE YEAR ENDED 31 MARCH 2025**

| | Notes | Unrestricted fund £ | Restricted funds £ | 2025 Total funds £ | 2024 Total funds £ |
|------------------------------------|-------|---------------------------|--------------------------|-----------------------------|-----------------------------|
| INCOME AND ENDOWMENTS FROM | | | | | |
| Donations and legacies | | 63,100 | 13,097 | 76,197 | 32,688 |
| EXPENDITURE ON | | | | | |
| Charitable activities | | | | | |
| To end period poverty in Malawi | | 42,803 | 13,097 | 55,900 | 44,241 |
| NET INCOME/(EXPENDITURE) | | 20,297 | - | 20,297 | (11,553) |
| RECONCILIATION OF FUNDS | | | | | |
| Total funds brought forward | | (442) | - | (442) | 11,111 |
| TOTAL FUNDS CARRIED FORWARD | | 19,855 | - | 19,855 | (442) |

The notes form part of these financial statements

UFULU MALAWI LTD**STATEMENT OF FINANCIAL POSITION
31 MARCH 2025**

| | Notes | Unrestricted fund £ | Restricted funds £ | 2025 Total funds £ | 2024 Total funds £ |
|--|-------|---------------------------|--------------------------|-----------------------------|-----------------------------|
| CURRENT ASSETS | | | | | |
| Debtors | 6 | 792 | - | 792 | 806 |
| Cash at bank and in hand | | 24,545 | - | 24,545 | 5,174 |
| | | <u>25,337</u> | <u>-</u> | <u>25,337</u> | <u>5,980</u> |
| CREDITORS | | | | | |
| Amounts falling due within one year | 7 | (5,482) | - | (5,482) | (6,422) |
| | | <u>(5,482)</u> | <u>-</u> | <u>(5,482)</u> | <u>(6,422)</u> |
| NET CURRENT ASSETS/(LIABILITIES) | | <u>19,855</u> | <u>-</u> | <u>19,855</u> | <u>(442)</u> |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | | | | |
| | | <u>19,855</u> | <u>-</u> | <u>19,855</u> | <u>(442)</u> |
| NET ASSETS/(LIABILITIES) | | <u>19,855</u> | <u>-</u> | <u>19,855</u> | <u>(442)</u> |
| FUNDS | | | | | |
| Unrestricted funds | 8 | | | <u>19,855</u> | <u>(442)</u> |
| TOTAL FUNDS | | | | <u>19,855</u> | <u>(442)</u> |

The charitable company is entitled to exemption from audit under Section 477 of the Companies Act 2006 for the year ended 31 March 2025.

The members have not required the company to obtain an audit of its financial statements for the year ended 31 March 2025 in accordance with Section 476 of the Companies Act 2006.

The trustees acknowledge their responsibilities for

- (a) ensuring that the charitable company keeps accounting records that comply with Sections 386 and 387 of the Companies Act 2006 and
- (b) preparing financial statements which give a true and fair view of the state of affairs of the charitable company as at the end of each financial year and of its surplus or deficit for each financial year in accordance with the requirements of Sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the charitable company.

These financial statements have been prepared in accordance with the provisions applicable to charitable companies subject to the small companies regime.

The financial statements were approved by the Board of Trustees and authorised for issue on 27 March 2026 and were signed on its behalf by:

Alexia Woolsey

Ms A C Woolsey - Trustee

The notes form part of these financial statements

UFULU MALAWI LTD**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2025**

1. GENERAL INFORMATION

Ufulu Malawi Ltd is a charity limited by guarantee and incorporated in England and Wales. The address of the charity's registered office is 2 Heath Drive, Binfield Heath, Henley-On-Thames, Oxfordshire, RG9 4LX. The registered number is 11858727. The registered charity number is 1184782.

Ufulu Malawi Ltd aims to improve the sanitary conditions of women and girls in Malawi, and eradicate the taboo around menstruation in the community.

The presentation currency of these financial statements is Sterling (£), being the currency of the primary economic market in which the entity operates (its functional currency). All amounts in these financial statements have been rounded to the nearest pound unless stated otherwise.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

2. ACCOUNTING POLICIES**Basis of preparing the financial statements**

The financial statements of the charitable company, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: 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 (FRS 102) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Going concern

The trustees have assessed expected future cashflows, giving due consideration to all relevant factors affecting the charity. The trustees have considered the potential impact on the charity as well as its resources and believe that the charity has adequate resources in place to continue in operation for at least twelve months from the date of approval of the financial statements. Consequently, the charity continues to adopt the going concern basis in preparing these financial statements.

Income

All income is recognised in the statement of financial activities once the charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably.

Donated Cups

When menstrual cups are donated for free to the charity for distribution to women in Malawi, given Ufulu Malawi Ltd would have incurred no cost in respect of these additionally provided cups, no associated income or expenditure is recorded in the financial statements.

Expenditure

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

Taxation

The charity is exempt from corporation tax on its charitable activities.

UFULU MALAWI LTD**NOTES TO THE FINANCIAL STATEMENTS - continued
FOR THE YEAR ENDED 31 MARCH 2025****2. ACCOUNTING POLICIES - continued****Fund accounting**

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the statement of financial position date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

Financial instruments

The charitable company only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

Significant judgements and estimates

The preparation of the financial statements requires management to make estimates and assumptions that affect the reported amounts of income, expenditure, assets and liabilities. If in the future such estimates and assumptions, which are based on management's best judgment at the date of the financial statements, deviate from the actual circumstances, the original estimates and assumptions will be modified as appropriate in the year in which the circumstances change.

3. NET INCOME/(EXPENDITURE)

Net income/(expenditure) is stated after charging/(crediting):

| | 2025 | 2024 |
|--|-----------------|-----------------|
| | £ | £ |
| Independent examiner's fees | 4,890 | 4,710 |
| Independent examiner's fees - other services | 1,103 | 1,096 |
| | <u> </u> | <u> </u> |

4. TRUSTEES' REMUNERATION AND BENEFITS

| | 2025 | 2024 |
|--------------------|-----------------|-----------------|
| | £ | £ |
| Trustees' salaries | 6,396 | 6,396 |
| | <u> </u> | <u> </u> |

Trustee remuneration above relates to Ms A C Woolsey in respect of her work in Malawi carrying out the charity's purpose as detailed in the Trustees' Report.

UFULU MALAWI LTD**NOTES TO THE FINANCIAL STATEMENTS - continued
FOR THE YEAR ENDED 31 MARCH 2025****4. TRUSTEES' REMUNERATION AND BENEFITS - continued****Trustees' expenses**

Expenses during the year amounted to £5,639 (2024: £3,494) in respect of travel, subsistence and accommodation costs for Ms A C Woolsey, a trustee of the charity.

5. STAFF COSTS

| | 2025 | 2024 |
|--------------------|--------------|--------------|
| | £ | £ |
| Wages and salaries | 6,396 | 6,396 |
| | <u>6,396</u> | <u>6,396</u> |

The average monthly number of employees during the year was as follows:

| | 2025 | 2024 |
|------------------|----------|----------|
| Management staff | <u>6</u> | <u>6</u> |

No employees received emoluments in excess of £60,000.

6. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | 2025 | 2024 |
|--------------------------------|------------|------------|
| | £ | £ |
| Other debtors | 39 | 53 |
| Prepayments and accrued income | 753 | 753 |
| | <u>792</u> | <u>806</u> |

7. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | 2025 | 2024 |
|------------------------------|--------------|--------------|
| | £ | £ |
| Trade creditors | 172 | 1,091 |
| Other creditors | - | 95 |
| Accruals and deferred income | 5,310 | 5,236 |
| | <u>5,482</u> | <u>6,422</u> |

8. MOVEMENT IN FUNDS

| | At 1.4.24 | Net movement in funds | At 31.3.25 |
|---------------------------|--------------|-----------------------------|---------------|
| | £ | £ | £ |
| Unrestricted funds | | | |
| General fund | (442) | 20,297 | 19,855 |
| | <u>(442)</u> | <u>20,297</u> | <u>19,855</u> |
| TOTAL FUNDS | <u>(442)</u> | <u>20,297</u> | <u>19,855</u> |

UFULU MALAWI LTD**NOTES TO THE FINANCIAL STATEMENTS - continued
FOR THE YEAR ENDED 31 MARCH 2025****8. MOVEMENT IN FUNDS - continued**

Net movement in funds, included in the above are as follows:

| | Incoming resources £ | Resources expended £ | Movement in funds £ |
|---------------------------|----------------------------|----------------------------|---------------------------|
| Unrestricted funds | | | |
| General fund | 63,100 | (42,803) | 20,297 |
| Restricted funds | | | |
| Workshop cost fund | 13,097 | (13,097) | - |
| TOTAL FUNDS | <u>76,197</u> | <u>(55,900)</u> | <u>20,297</u> |

Comparatives for movement in funds

| | At 1.4.23 £ | Net movement in funds £ | At 31.3.24 £ |
|---------------------------|----------------|----------------------------------|--------------------|
| Unrestricted funds | | | |
| General fund | 6,852 | (7,294) | (442) |
| Restricted funds | | | |
| Satemwa Tea | 4,259 | (4,259) | - |
| TOTAL FUNDS | <u>11,111</u> | <u>(11,553)</u> | <u>(442)</u> |

Comparative net movement in funds, included in the above are as follows:

| | Incoming resources £ | Resources expended £ | Movement in funds £ |
|---------------------------|----------------------------|----------------------------|---------------------------|
| Unrestricted funds | | | |
| General fund | 32,688 | (39,982) | (7,294) |
| Restricted funds | | | |
| Satemwa Tea | - | (4,259) | (4,259) |
| TOTAL FUNDS | <u>32,688</u> | <u>(44,241)</u> | <u>(11,553)</u> |

Description of funds held:

Satemwa Tea Fund - This relates to funds received from Satemwa Tea for the purpose of running workshops for Satemwa Tea and providing menstrual cups to their workforce.

Workshop Costs Fund - This fund relates to funds received from donors for the purposes of running future workshops and providing menstrual cups.

UFULU MALAWI LTD

**NOTES TO THE FINANCIAL STATEMENTS - continued
FOR THE YEAR ENDED 31 MARCH 2025**

9. RELATED PARTY DISCLOSURES

Donations from trustees amounted to £3,315 for the year (2024: £4,761). There were no other related party transactions for the year ended 31 March 2025 or the prior year, aside from trustees remuneration and expenses.

10. ULTIMATE CONTROLLING PARTY

The Charity was controlled throughout the period by the board of Trustees.

11. COMPANY LIMITED BY GUARANTEE

The liability of each member is limited to an amount not exceeding £10.

UFULU MALAWI LTD**DETAILED STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 MARCH 2025**

| | 2025 £ | 2024 £ |
|--|----------------------|------------------------|
| INCOME AND ENDOWMENTS | | |
| Donations and legacies | | |
| Donations | 76,197 | 32,688 |
| Total incoming resources | 76,197 | 32,688 |
| EXPENDITURE | | |
| Charitable activities | | |
| Trustees' salaries | 6,396 | 6,396 |
| Website and data costs | 347 | 353 |
| Foreign exchange gains and losses | 5 | 2,659 |
| Postage and stationery | 67 | 99 |
| Advertising | 30 | 630 |
| Workshop costs | 36,842 | 20,986 |
| Travel and subsistence | 4,949 | 5,977 |
| | <u>48,636</u> | <u>37,100</u> |
| Support costs | | |
| Management | | |
| Insurance | 753 | 753 |
| Legal and other professional fees | 60 | 50 |
| | <u>813</u> | <u>803</u> |
| Finance | | |
| Bank charges | 458 | 532 |
| Governance costs | | |
| Independent examiner's fees | 4,890 | 4,710 |
| Independent examiner's fees - other services | 1,103 | 1,096 |
| | <u>5,993</u> | <u>5,806</u> |
| Total resources expended | <u>55,900</u> | <u>44,241</u> |
| Net income/(expenditure) | <u><u>20,297</u></u> | <u><u>(11,553)</u></u> |

This page does not form part of the statutory financial statements

UFULU MALAWI LTD

England & Wales - Charity number 1184782

Accounts

REGISTERED COMPANY NUMBER: 11858727 (England and Wales)
REGISTERED CHARITY NUMBER: 1184782

**REPORT OF THE TRUSTEES AND
UNAUDITED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2024
FOR
UFULU MALAWI LTD**

Seymour Taylor Limited
First Floor North
40 Oxford Road
High Wycombe
Buckinghamshire
HP11 2EE

UFULU MALAWI LTD

**CONTENTS OF THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2024**

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UFULU MALAWI LTD

REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 MARCH 2024

The trustees who are also directors of the charity for the purposes of the Companies Act 2006, present their report with the financial statements of the charity for the year ended 31 March 2024. The trustees have adopted the provisions of Accounting and Reporting by Charities: 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 (FRS 102) (effective 1 January 2019).

OBJECTIVES AND ACTIVITIES

Objectives and aims

Ufulu was launched in 2019 with the intention of ending period poverty in Malawi. **Period Poverty is defined as the lack of access to sanitary products due to financial constraints.** Malawi is one of Africa's poorest countries and their women lose wages when their periods prevent them from working. Girls miss out on important education when their periods prevent them from attending school. Numerous women suffer from a constant rash during their menstrual cycles (defined as a rash due to rags or pads used during menstrual periods). Menstrual cups represent a huge saving in money for those females in period poverty and afford them better menstrual health.

There are 10 million women in Malawi, and 80% are under the age of 20. For Malawi to prosper, women need to be educated and teenage pregnancies, before the completion of a girl's education, need to be avoided. As of March 2024, **Ufulu has provided over 20,580 free menstrual cups to females in Malawi via educational workshops.** That means that 20,580 females have been freed from Period Poverty and 56,000 additional days a month have become available to work or attend school. Every month 140,000 sanitary pads or soiled rags no longer need to be disposed of. **Ufulu has prevented more than 4.2 million single-use disposable pads from being thrown away since we started distributing free cups.**

Ufulu works across Malawi and has five Malawian women trained to run cup workshops. Each woman works in a 5-10km area from where she lives. The cups are distributed via schools, church groups, work groups, youth groups and women's co-operatives. Menstrual cups are only given to females attending Ufulu educational workshops. Each Ufulu workshop is for a maximum of 25 females and is conducted by a female (the "cup lady") who has been trained by Ufulu in menstrual cup usage, care, and hygiene.

The trustees have referred to the guidance in the Charity Commission's general guidance on public benefit when reviewing the aims and objectives and in planning future activities. The trustees consider how planned activities will contribute to the aims and objectives they have set.

The trustees consider that the activities undertaken by Ufulu Malawi Limited, as set out under significant activities below, are in accordance with this guidance.

UFULU MALAWI LTD

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2024**

OBJECTIVES AND ACTIVITIES

Significant activities

The charity has a multi layered approach:

1. Menstrual health education delivered through workshops to all women in targeted communities.
2. Providing menstrual cup starter packs (consisting of a cup, instructions in Chichewa, a bar of soap for washing hands and a recycled food tin for boiling the cup clean in) to all attendees of the workshops, along with detailed instructions on how to use and care for their cups.
3. Running workshops which provide reproductive health education and sex education to female teenagers in local schools. Participants are also provided with a booklet, giving basic, factual information on what puberty is, when it occurs, how your body changes, and how to have safe sex (always use a condom).

The provision of menstrual cups (a healthy, environmentally friendly solution to manage menstrual health) is seen as a key component of enabling teenage girls to attend school / complete their education.

PROJECT STATUS (as of April 2024)

Ufulu asks all attendees of cup workshops to provide information (and prior to using a menstrual cup) to assess menstrual health, sanitary product usage and the ability of a female to attend school or work when using rags or pads. Follow-up meetings are conducted 3 to 6 months after a menstrual cup has been given to an individual, to assess menstrual health, the ability to use the cup, attend school or work and the preference of the user for a cup or a pad.

The most common sanitary product in Malawi is still either rags or single use disposable pads. This will depend on the financial status of the female and where she lives. It should be noted that the pads used are large, bulky and are a major pollution problem. A packet of 10 disposable pads costs £2, equivalent to a day's salary for most rural women and many urban ones. There is little or no waste collection anywhere in Malawi and most used pads are either dropped into pit latrines, burnt using paraffin or dropped into the lake / rivers. All these methods constitute a major health hazard. The disposal of pads is an unspoken pollution issue within the country. Ufulu estimates that 40 million sanitary pads are burnt or thrown in pit latrines or on rubbish heaps, in Malawi, every month. Ufulu asks each female how many pads she was using per month, prior to receiving her menstrual cup. From this we can assess how many pads we have prevented from being discarded, during the lifetime of our project. As of November 2024, the number of pads NOT discarded in Malawi, solely due to Ufulu is **4,569,128**.

Total number of cups distributed - **22,589** *March 2019 to March 2024

Number of follow up meetings conducted - **17,630** *follow up meetings conducted with 85% of cup recipients

Age range of cup recipients: 9 - 63 years

| Description | No. of females | % total females |
|---|-----------------------|------------------------|
| Females under 20 years | 10,968 | 48% |
| Females 20-29 years | 6,544 | 29% |
| Females 30 years and above | 5,077 | 23% |
| Females reporting nappy rash prior to using cup | 16,691 | 74% |
| Females reporting nappy rash after using cup | 43 | 0.2% |
| Females who used only rags prior to cup | 7,650 | 28% |
| Females who used both rags & pads prior to cup | 12,350 | 54% |
| Females who used only disposable pads prior to using cup | 2,742 | 12% |
| Females who prefer using a cup v disposable pad | 17,614* | 100%* |

*From follow up meetings conducted

UFULU MALAWI LTD

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2024**

OBJECTIVES AND ACTIVITIES

Ufulu continues to work with secondary schools across Malawi, as schools are an easy way of reaching a significant number of girls at the beginning of their menses, and enabling them to engage better in school, for the **whole** of their secondary education, due to having a safe, comfortable and reliable method of sanitary protection. Ufulu continues to see a **20-25% increase** in girls attending school **after** receiving a menstrual cup.

Of the 22,589 females given cups:

- 4% had **not** attended school
- 39% had only received **primary** education
- 48% had **secondary** education
- 9% had attended college

The low level of females attaining a secondary level education is largely contributed to either poor levels of menstrual hygiene, or lack of sexual education, resulting in girls falling pregnant at a young age and not finishing school. Rags are still the main choice of sanitary product used by women. Older women report that if they have money for pads, they will rather give them to their daughters, to enable them to attend school.

100% of females who have received a cup from Ufulu, prefer it to using a sanitary pad and are consistently using the cup 6 months later. By providing free menstrual cups to females, Ufulu is improving menstrual health among females of all ages and improving levels of attendance of teenage girls at secondary schools.

COLLABORATION PROJECTS IN MALAWI

Ufulu continues to run collaboration projects in Malawi, to distribute menstrual cups. During 2023/24 Ufulu returned to Satemwa Tea Estate and started new projects with GIZ - the German Government Developmental Organisation in Malawi.

1. GIZ

In January 2023, Ufulu was contacted by GIZ to provide menstrual cups to females involved in the EYA project (Employing Youth in Agriculture). One Ufulu Cup Lady, Martha Chabwera, was chosen to work with the GIZ teams and to be solely responsible for the GIZ cup workshops. 480 menstrual cups were distributed in total. Cups were distributed across the EYA groups.

Prior sanitary product usage of EYA females

21% had used ONLY rags for their periods prior to receiving a cup

8% had used ONLY disposable pads

Average number of disposable pads used was **8 pads**

Menstrual health

Every female attending a workshop was asked whether she had ever suffered from rashes or sores when using cloth rags or sanitary pads, as due to a hot climate, and rags or pads not being changed frequently enough, or not being fit for purpose, many females suffer from rashes. Amongst the GIZ groups **407** females reported **permanent rashes** from using rags or pads.

Project conclusion

Follow up meetings were conducted with the cup recipients, and there was a **100% take up rate** in the use of menstrual cups by the females who received one.

From the group, **100% of females** said they:

- liked** their cup
- saved money** using a cup
- would **recommend** a cup to others
- preferred** using a cup to reusable/disposable pads

All females at the GIZ workshops and catch-up meetings were asked about their menstrual health prior to and after using a cup. Amongst the GIZ cup recipients the improvement in menstrual health was found to be:

| | | |
|---|-----|------------|
| Number of females suffering from rashes and sores prior to using a cup | 396 | 97% |
| Number of females suffering from rashes and sores after using a cup | 0 | 0% |

UFULU MALAWI LTD

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2024**

OBJECTIVES AND ACTIVITIES

Ufulu has shown time and time again, that by ensuring females are given their cup via an educational workshop, run by a Malawian woman who is already using a cup, and conducted in a safe and informal environment, that we have a consistently high success rates in cups being used, and a significant improvement in levels of menstrual health. **Females prefer using a menstrual cup to any other type of sanitary product. All females report managing their periods and attending work or school easier when using a cup.**

2. Satemwa Tea Estate

In March 2023, Ufulu conducted 23 workshops across the Satemwa Tea Estate in Thyolo. A total of 580 menstrual cups were distributed to the female workers and a small group of teenagers attending the Estate Primary School. A female member of the Satemwa work force was trained by Ufulu to run the Cup workshops, to establish rapport and empathy for cups amongst the staff. Workshops were mainly conducted in the tea fields, to ensure minimal disruption to the workforce and lessen transport time and costs. In October 2023, Widge returned to Satemwa to conduct catch up meetings with the cup recipients and see the changes brought about to the female workers and schoolgirls on the Satemwa Tea Estate. Satemwa females were asked if they suffered from rashes or infections due to their sanitary 'products':

| | | |
|--|-----|------------|
| Number of women with rashes/infections prior to using a menstrual cup | 561 | 94% |
| Number of women with rashes/infections after using a menstrual cup | 0 | 0% |

There was a **100% improvement in menstrual health amongst cup users**. The females were asked to assess whether their ability to work / manage their periods had improved after using a cup. All females reported that they found it easier to go to work and they required less toilet breaks when using a cup. Women working as tea pickers reported that they felt far less need to excuse themselves from work to 'check' themselves in the field and were more likely to hit their targets in terms of number of kg of tea picked. The female workers at Satemwa, as well as girls and female staff at Satemwa Primary School were all asked to sum up what they liked best about their menstrual cup, and if it had changed their life in any way. These were some of the comments that were told to Ufulu:

- "Now that I have a cup, I no longer have rashes and sores between my legs, and it is comfortable to walk".
- "I don't worry about leaking blood onto my clothes or smelling at work, now that I have a cup".
- "I am saving money every month with a cup, because I don't have to buy soap powder to wash my rags".
- "The girls who come to this school are now able to participate fully when they are having periods. They don't worry about leaking in front of the boys or being teased about smelling when they menstruate".

On average, women working for Satemwa said they lost 3 days of work every 4 weeks through menstruation. Women working during their period had reduced productivity through frequent toilet breaks, discomfort, and poor menstrual hygiene. Providing a single, low-cost menstrual cup not only improves menstrual health, but increases both attendance and productivity of female workers.

It is predicted that the productivity benefit to Satemwa per woman, will equate to mk 480,000 over 10 years for a mk 18,000 single investment (calculated at mk 4,000 per woman, per month, gained back, through increased attendance). Every group of women that Ufulu conducted catch up sessions with stated that they had talked to their friends, family members and colleagues about their menstrual cups. The overall abiding consensus was that cups were the preferred menstrual product for all the women. Many of the cup recipients said, after having spoken to other women in their village, that many women were asking how they could receive a cup, as they could see how much better they were for managing period flow.

UFULU MALAWI LTD

REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 MARCH 2024

OBJECTIVES AND ACTIVITIES

UFULU OBJECTIVES AND SCALABILITY GOING FORWARD

With a proven track record of success and with **100% of cup recipients preferring a menstrual cup to a sanitary pad**, Ufulu is now expanding across Malawi and initiating partnerships with corporations and other NGOs, to access more groups of Malawi females. By working with existing groups via work, school, or social groups and given adequate funding, Ufulu can access females in a safe and secure environment.

The objective of Ufulu is to get 1 million women and girls using menstrual cups and take them permanently out of period poverty. That is approximately 20% of the female population of Malawi. Our focus is on Malawi, due to its extreme levels of period poverty and because we know we can develop better feminine hygiene and drastically improve the ability of teenage girls to attend school and finish their education. Ufulu is now focused on securing the financial and operational resources to:

- a) distribute the next 30,000 cups to liberate Malawian women from their period poverty
- b) expand operations to reach at least 1 million Malawi women and girls over the next 5 years.

FINANCIAL REVIEW

Financial performance

The deficit for the year amounted to £11,553 (deficit for the year ended 31 March 2023: £16,384) meaning that the total funds carried forward at the end of the year are in deficit, amounting to £442 (31 March 2023: surplus of £11,111).

The total income for the year, all of which was from donations, amounted to £32,688 (2023: £74,478).

Reserves policy

It is the policy of the charity to maintain the unrestricted fund at a level that equates to two months' of annual operating expenditure. To bring the funds balance back up to the required level, the trustees are actively pursuing larger donations in Malawi and outside the country and can reduce costs should the need arise.

UFULU MALAWI LTD

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2024**

DISCUSSION AND PLAN FOR THE FUTURE

Since the start of the initial pilot project in April 2019 and the registration of Ufulu as a charity in July 2019, Ufulu has gone from strength to strength. Ufulu has worked consistently with local Government Ministers, Village Chiefs, Tribal Authorities, and School Headteachers to always ensure clear understanding and open discussion concerning our work.

During 2023/ 2024, Ms Woolsey continued to bring menstrual cups to the attention of those in authority within the Malawian government and NGOs working in country. Ufulu and its work continues to be well received. Having spent the last 5 years working with Ruby Cup as the menstrual cup supplier, in March 2024 Ms Woolsey was approached by another menstrual cup company **Asan Cups**. The work of Ufulu is known within menstrual circles and Asan was impressed with the work ethic of Ufulu and how successful we had been in such a short space of time. Asan was set up and is run by Ira Guha, a Harvard graduate, born and raised in the UK, of Indian heritage. Ms Guha established Asan Cups for the same reason that Ms Woolsey established Ufulu, because she was horrified at the level of period poverty (in India) and wanted to do something about it. Ira and Widge met in April 2024, and a working agreement was established. Asan Cups are made of the same high-quality silicone as Ruby Cups, but the cost to Ufulu is significantly less - Asan is charging Ufulu £5 per cup as opposed to £7.50 per cup by Ruby Cup. A decision was made by Widge after consulting with the Trustees; to switch brands and a contract was signed by both parties. Asan has stated that cups will be sold to Ufulu at cost price (currently £5 per cup), and donations of free cups will be provided to Ufulu every year, depending on the numbers of full price cups sold by Asan.

CONTINUED EXPANSION OF CUP DISTRIBUTION

Ufulu has delivered more than 22,500 menstrual cups in Malawi since 2019. The charity has developed slowly and steadily and has ensured a near 100% take-up rate on cups being used.

| Year | Number of cups distributed | Running total of cups distributed |
|-------------|-----------------------------------|--|
| 2019 | 504 | 504 |
| 2020 | 988 | 1,492 |
| 2021 | 2,489 | 3,981 |
| 2022 | 4,364 | 8,345 |
| 2023 | 7,802 | 19,011 |
| 2024 | 1,569 | 20,580 |

FUTURE FUNDING

The number of cups distributed between April 2023 and March 2024, was far lower than hoped. This was due to a dip in the amount of funding received. The onus is now on Ms Woolsey to try and significantly increase the amount of funding that Ufulu receives. ***NB** - at the time of writing this report (November 2024), funding of \$38,000 has been received through working with Asan Cups, enabling Ufulu to purchase 4,500 cups for distribution early 2025.

Ufulu is known within Malawi as a dedicated, conscientious, and successful NGO. Our reputation for setting realistic goals and working with the communities that we approach has held us in good stead. Our work is all about the females that we give cups to, ensuring that every single cup recipient has the information, and help that she needs, to use her cup, right from the get-go. Ufulu would like to distribute at least 20,000 menstrual cups across Malawi, over the next calendar year.

Ufulu believes in simple plans, developed in country, with the communities they are assisting. We are the most successful cup distribution project in Malawi and have one of the highest success rates of cups being used in Africa, because we have developed our programme with the females that we have given cups to.

TRUSTEE REPORT SUMMATION

Ufulu was started to help bring about an end to Period Poverty within Malawi. Many women and girls are still using unhygienic cloth rags during menstruation. Those that can afford them, will use disposable pads, but these create a pollution problem, due to the high levels of plastic content. There are an estimated 5 million menstruating females in country. Ufulu has, so far, given cups to 22,589 females, which represents 0.5% of the menstruating population.

UFULU MALAWI LTD

REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 MARCH 2024

Menstruation continues to be a taboo subject in many parts of rural Africa. Our cup distribution workshops have helped to encourage women to talk about their periods and dispel many misconceptions. Ufulu's aim is to always achieve quality over quantity. Menstrual cups are still relatively new to many parts of the world, not least rural Africa. Our aim is to continue to work with local women, for local women, with the full co-operation of local authority leaders and chiefs, organising workshops at the speed at which females can attend and understand the information being taught to them. Regular contact at a local level is key to ensuring the successful completion of the project. Ufulu has become established as a recognised charity and one that is making a mark on the levels of Menstrual Hygiene Management within the country. However, for the charity to really take hold and make a significant difference, serious levels of funding must be sought to be able to progress the charity to the next level.

STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing document

The charity is controlled by its governing document, a deed of trust, and constitutes a limited company, limited by guarantee, as defined by the Companies Act 2006.

Recruitment and appointment of new trustees

The directors of the company are also trustees for the purposes of charity law. At each Annual General Meeting, a third of the trustees, or the nearest whole number, must automatically retire as trustees and can subsequently be re-elected at the same meeting. The trustees to retire are selected by rotation and are those who have been longest in office since their appointment. The trustees are elected to serve until it is their turn to retire by rotation. The charity aims to have a board of trustees that bring a diverse range of skills to the charity. In June 2023, another trustee was appointed to the Board - Mrs M L Rousseau.

REFERENCE AND ADMINISTRATIVE DETAILS

Registered Company number

11858727 (England and Wales)

Registered Charity number

1184782

Registered office

2 Heath Drive
Binfield Heath
Henley-On-Thames
Oxfordshire
RG9 4LX

Trustees

Mrs N F Crosbie
Mr J W Cutts
Miss L J Robinson
Ms A C Woolsey - Chief Executive
Miss A M P Gray
Mrs M Rousseau (appointed 25/4/2023)

Independent Examiner

Seymour Taylor Limited
First Floor North
40 Oxford Road
High Wycombe
Buckinghamshire
HP11 2EE

UFULU MALAWI LTD

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2024**

REFERENCE AND ADMINISTRATIVE DETAILS

Accountants

Seymour Taylor Limited
First Floor North
40 Oxford Road
High Wycombe
Buckinghamshire
HP11 2EE

19 December 2024

Approved by order of the board of trustees on and signed on its behalf by:



.....
Miss L J Robinson - Trustee

**INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES OF
UFULU MALAWI LTD**

Independent examiner's report to the trustees of Ufulu Malawi Ltd ('the Company')

I report to the charity trustees on my examination of the accounts of the Company for the year ended 31 March 2024.

Responsibilities and basis of report

As the charity's trustees of the Company (and also its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the Company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your charity's accounts as carried out under Section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under Section 145(5) (b) of the 2011 Act.

Independent examiner's statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

1. accounting records were not kept in respect of the Company as required by Section 386 of the 2006 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the accounting requirements of Section 396 of the 2006 Act other than any requirement that the accounts give a true and fair view which is not a matter considered as part of an independent examination; or
4. the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities (applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102)).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.

Joanne Kingsnorth

Joanne Kingsnorth FCA

Seymour Taylor Limited
First Floor North
40 Oxford Road
High Wycombe
Buckinghamshire
HP11 2EE

Date: 19 December 2024
Date:

UFULU MALAWI LTD

**STATEMENT OF FINANCIAL ACTIVITIES
(INCORPORATING AN INCOME AND EXPENDITURE ACCOUNT)
FOR THE YEAR ENDED 31 MARCH 2024**

| | Notes | Unrestricted fund £ | Restricted funds £ | 2024 Total funds £ | 2023 Total funds £ |
|------------------------------------|-------|---------------------------|--------------------------|-----------------------------|-----------------------------|
| INCOME AND ENDOWMENTS FROM | | | | | |
| Donations and legacies | | 32,688 | - | 32,688 | 74,478 |
| EXPENDITURE ON | | | | | |
| Charitable activities | | | | | |
| To end period poverty in Malawi | | 39,982 | 4,259 | 44,241 | 90,862 |
| NET INCOME/(EXPENDITURE) | | (7,294) | (4,259) | (11,553) | (16,384) |
| RECONCILIATION OF FUNDS | | | | | |
| Total funds brought forward | | 6,852 | 4,259 | 11,111 | 27,495 |
| TOTAL FUNDS CARRIED FORWARD | | <u>(442)</u> | <u>-</u> | <u>(442)</u> | <u>11,111</u> |

The notes form part of these financial statements

UFULU MALAWI LTD

**STATEMENT OF FINANCIAL POSITION
31 MARCH 2024**

| | Notes | Unrestricted fund £ | Restricted funds £ | 2024 Total funds £ | 2023 Total funds £ |
|--|-------|------------------------|-----------------------|--------------------------|--------------------------|
| CURRENT ASSETS | | | | | |
| Stocks | 6 | - | - | - | 4,035 |
| Debtors | 7 | 806 | - | 806 | 753 |
| Cash at bank and in hand | | 5,174 | - | 5,174 | 11,459 |
| | | <u>5,980</u> | <u>-</u> | <u>5,980</u> | <u>16,247</u> |
| CREDITORS | | | | | |
| Amounts falling due within one year | 8 | (6,422) | - | (6,422) | (5,136) |
| | | <u>(442)</u> | <u>-</u> | <u>(442)</u> | <u>11,111</u> |
| NET CURRENT ASSETS/(LIABILITIES) | | | | | |
| | | <u>(442)</u> | <u>-</u> | <u>(442)</u> | <u>11,111</u> |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | | | | |
| | | <u>(442)</u> | <u>-</u> | <u>(442)</u> | <u>11,111</u> |
| NET ASSETS | | | | | |
| | | <u>(442)</u> | <u>-</u> | <u>(442)</u> | <u>11,111</u> |
| FUNDS | | | | | |
| Unrestricted funds | 9 | | | (442) | 6,852 |
| Restricted funds | | | | - | 4,259 |
| TOTAL FUNDS | | | | | |
| | | | | <u>(442)</u> | <u>11,111</u> |

The charitable company is entitled to exemption from audit under Section 477 of the Companies Act 2006 for the year ended 31 March 2024.


The members have not required the company to obtain an audit of its financial statements for the year ended 31 March 2024 in accordance with Section 476 of the Companies Act 2006.

The trustees acknowledge their responsibilities for

- (a) ensuring that the charitable company keeps accounting records that comply with Sections 386 and 387 of the Companies Act 2006 and
- (b) preparing financial statements which give a true and fair view of the state of affairs of the charitable company as at the end of each financial year and of its surplus or deficit for each financial year in accordance with the requirements of Sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the charitable company.

These financial statements have been prepared in accordance with the provisions applicable to charitable companies subject to the small companies regime.

The financial statements were approved by the Board of Trustees and authorised for issue on 19 December 2024 and were signed on its behalf by:



Miss L J Robinson - Trustee

The notes form part of these financial statements

UFULU MALAWI LTD**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2024**

1. GENERAL INFORMATION

Ufulu Malawi Ltd is a charity limited by guarantee and incorporated in England and Wales. The address of the charity's registered office is 2 Heath Drive, Binfield Heath, Henley-On-Thames, Oxfordshire, RG9 4LX. The registered number is 11858727. The registered charity number is 1184782.

Ufulu Malawi Ltd aims to improve the sanitary conditions of women and girls in Malawi, and eradicate the taboo around menstruation in the community.

The presentation currency of these financial statements is Sterling (£), being the currency of the primary economic market in which the entity operates (its functional currency). All amounts in these financial statements have been rounded to the nearest pound unless stated otherwise.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

2. ACCOUNTING POLICIES**Basis of preparing the financial statements**

The financial statements of the charitable company, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: 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 (FRS 102) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Going concern

The trustees have assessed expected future cashflows, giving due consideration to all relevant factors affecting the charity.

Although at the statement of financial position date the charity had net liabilities of £442, the trustees believe it is appropriate for the financial statements to be prepared on the going concern basis as the charity is able to control costs and is able to rely on the support of its trustees.

Consequently the trustees believe that the charity has adequate resources and support to continue in operation for at least twelve months from the date of approval of the financial statements.

Income

All income is recognised in the statement of financial activities once the charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably.

Donated Cups

When menstrual cups are donated for free to the charity for distribution to women in Malawi, given Ufulu Malawi Ltd would have incurred no cost in respect of these additionally provided cups, no associated income or expenditure is recorded in the financial statements.

Expenditure

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

UFULU MALAWI LTD**NOTES TO THE FINANCIAL STATEMENTS - continued
FOR THE YEAR ENDED 31 MARCH 2024****2. ACCOUNTING POLICIES - continued****Stocks**

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

Taxation

The charity is exempt from corporation tax on its charitable activities.

Fund accounting

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the statement of financial position date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

Financial instruments

The charitable company only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

Significant judgements and estimates

The preparation of the financial statements requires management to make estimates and assumptions that affect the reported amounts of income, expenditure, assets and liabilities. If in the future such estimates and assumptions, which are based on management's best judgment at the date of the financial statements, deviate from the actual circumstances, the original estimates and assumptions will be modified as appropriate in the year in which the circumstances change.

3. NET INCOME/(EXPENDITURE)

Net income/(expenditure) is stated after charging/(crediting):

| | 2024 | 2023 |
|--|-------------------|-------------------|
| | £ | £ |
| Independent examiner's fees | 4,710 | 4,560 |
| Independent examiner's fees - other services | 1,096 | 997 |
| | <u> </u> | <u> </u> |

UFULU MALAWI LTD**NOTES TO THE FINANCIAL STATEMENTS - continued
FOR THE YEAR ENDED 31 MARCH 2024****4. TRUSTEES' REMUNERATION AND BENEFITS**

| | 2024 | 2023 |
|--------------------|--------------|--------------|
| | £ | £ |
| Trustees' salaries | <u>6,396</u> | <u>6,396</u> |

Trustee remuneration above relates to Ms A C Woolsey in respect of her work in Malawi carrying out the charity's purpose as detailed in the Trustees' Report.

Trustees' expenses

Expenses during the year amounted to £3,494 (2023: £6,740) in respect of travel and subsistence, accommodation, marketing and administrative expenses for Ms A C Woolsey, a trustee of the charity.

5. STAFF COSTS

| | 2024 | 2023 |
|--------------------|--------------|--------------|
| | £ | £ |
| Wages and salaries | <u>6,396</u> | <u>6,396</u> |
| | <u>6,396</u> | <u>6,396</u> |

The average monthly number of employees during the year was as follows:

| | 2024 | 2023 |
|------------------|----------|----------|
| Management staff | <u>6</u> | <u>5</u> |

No employees received emoluments in excess of £60,000.

6. STOCKS

| | 2024 | 2023 |
|--------|----------|--------------|
| | £ | £ |
| Stocks | <u>-</u> | <u>4,035</u> |

7. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | 2024 | 2023 |
|--------------------------------|------------|------------|
| | £ | £ |
| Other debtors | 53 | - |
| Prepayments and accrued income | <u>753</u> | <u>753</u> |
| | <u>806</u> | <u>753</u> |

UFULU MALAWI LTD

**NOTES TO THE FINANCIAL STATEMENTS - continued
FOR THE YEAR ENDED 31 MARCH 2024**

8. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | 2024 | 2023 |
|------------------------------|--------------|--------------|
| | £ | £ |
| Trade creditors | 1,091 | - |
| Other creditors | 95 | 95 |
| Accruals and deferred income | 5,236 | 5,041 |
| | <u>6,422</u> | <u>5,136</u> |

9. MOVEMENT IN FUNDS

| | At 1.4.23 | Net movement in funds | At 31.3.24 |
|---------------------------|---------------|-----------------------------|---------------|
| | £ | £ | £ |
| Unrestricted funds | | | |
| General fund | 6,852 | (7,294) | (442) |
| Restricted funds | | | |
| Septemwa Tea | 4,259 | (4,259) | - |
| TOTAL FUNDS | <u>11,111</u> | <u>(11,553)</u> | <u>(442)</u> |

Net movement in funds, included in the above are as follows:

| | Incoming resources | Resources expended | Movement in funds |
|---------------------------|-----------------------|-----------------------|----------------------|
| | £ | £ | £ |
| Unrestricted funds | | | |
| General fund | 32,688 | (39,982) | (7,294) |
| Restricted funds | | | |
| Septemwa Tea | - | (4,259) | (4,259) |
| TOTAL FUNDS | <u>32,688</u> | <u>(44,241)</u> | <u>(11,553)</u> |

UFULU MALAWI LTD

**NOTES TO THE FINANCIAL STATEMENTS - continued
FOR THE YEAR ENDED 31 MARCH 2024**

9. MOVEMENT IN FUNDS - continued

Comparatives for movement in funds

| | At 1.4.22 £ | Net movement in funds £ | At 31.3.23 £ |
|---------------------------|----------------|----------------------------------|--------------------|
| Unrestricted funds | | | |
| General fund | 11,078 | (4,226) | 6,852 |
| Restricted funds | | | |
| Eastern Produce Malawi | 16,417 | (16,417) | - |
| Septemwa Tea | - | 4,259 | 4,259 |
| | <u>16,417</u> | <u>(12,158)</u> | <u>4,259</u> |
| TOTAL FUNDS | <u>27,495</u> | <u>(16,384)</u> | <u>11,111</u> |

Comparative net movement in funds, included in the above are as follows:

| | Incoming resources £ | Resources expended £ | Movement in funds £ |
|---------------------------|----------------------------|----------------------------|---------------------------|
| Unrestricted funds | | | |
| General fund | 70,219 | (74,445) | (4,226) |
| Restricted funds | | | |
| Eastern Produce Malawi | - | (16,417) | (16,417) |
| Septemwa Tea | 4,259 | - | 4,259 |
| | <u>4,259</u> | <u>(16,417)</u> | <u>(12,158)</u> |
| TOTAL FUNDS | <u>74,478</u> | <u>(90,862)</u> | <u>(16,384)</u> |

Description of funds held:

Eastern Produce Malawi Fund - This relates to funds received from Eastern Produce Malawi for the purpose of running workshops for Eastern Produce Malawi and providing menstrual cups to their workforce.

Septemwa Tea Fund - This relates to funds received from Septemwa Tea for the purpose of running workshops for Septemwa Tea and providing menstrual cups to their workforce.

UFULU MALAWI LTD

**NOTES TO THE FINANCIAL STATEMENTS - continued
FOR THE YEAR ENDED 31 MARCH 2024**

10. RELATED PARTY DISCLOSURES

Donations from trustees amounted to £4,761 for the year (2023: £23,499). There were no other related party transactions for the year ended 31 March 2024 or the prior year, aside from trustees remuneration and expenses.

11. ULTIMATE CONTROLLING PARTY

The Charity was controlled throughout the period by the board of Trustees.

12. COMPANY LIMITED BY GUARANTEE

The liability of each member is limited to an amount not exceeding £10.

UFULU MALAWI LTD**DETAILED STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 MARCH 2024**

| | 2024 £ | 2023 £ |
|--|------------------------|------------------------|
| INCOME AND ENDOWMENTS | | |
| Donations and legacies | | |
| Donations | 32,688 | 74,478 |
| Total incoming resources | 32,688 | 74,478 |
| EXPENDITURE | | |
| Charitable activities | | |
| Trustees' salaries | 6,396 | 6,396 |
| Website and data costs | 353 | 873 |
| Foreign exchange gains and losses | 2,659 | 950 |
| Postage and stationery | 99 | 168 |
| Advertising | 630 | 71 |
| Workshop costs | 20,986 | 63,219 |
| Travel and subsistence | 5,977 | 11,840 |
| | <u>37,100</u> | <u>83,517</u> |
| Support costs | | |
| Management | | |
| Insurance | 753 | 795 |
| Legal and other professional fees | 50 | 50 |
| | <u>803</u> | <u>845</u> |
| Finance | | |
| Bank charges | 532 | 943 |
| Governance costs | | |
| Independent examiner's fees | 4,710 | 4,560 |
| Independent examiner's fees - other services | 1,096 | 997 |
| | <u>5,806</u> | <u>5,557</u> |
| Total resources expended | <u>44,241</u> | <u>90,862</u> |
| Net expenditure | <u><u>(11,553)</u></u> | <u><u>(16,384)</u></u> |

This page does not form part of the statutory financial statements

UFULU MALAWI LTD

England & Wales - Charity number 1184782

Accounts

REGISTERED COMPANY NUMBER: 11858727 (England and Wales)
REGISTERED CHARITY NUMBER: 1184782

REPORT OF THE TRUSTEES AND
UNAUDITED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023
FOR
UFULU MALAWI LTD

Seymour Taylor Limited
First Floor North
40 Oxford Road
High Wycombe
Buckinghamshire
HP11 2EE

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REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2023

The trustees who are also directors of the charity for the purposes of the Companies Act 2006, present their report with the financial statements of the charity for the year ended 31 March 2023. The trustees have adopted the provisions of Accounting and Reporting by Charities: 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 (FRS 102) (effective 1 January 2019).

OBJECTIVES AND ACTIVITIES

Objectives and aims

Ufulu was launched in 2019 with the intention of ending period poverty in Malawi. **Period Poverty is defined as the lack of access to sanitary products due to financial constraints.** Malawi is one of Africa's poorest countries and their women lose wages when their periods prevent them from working. Girls miss out on important education when their periods prevent them from attending school. Numerous women suffer from a constant rash during their menstrual cycles (defined as a rash due to rags or pads used during menstrual periods). Menstrual cups represent a huge saving in money for those females in period poverty and afford them better menstrual health.

There are 10 million women in Malawi, and 80% are under the age of 20. For Malawi to prosper, women need to be educated and teenage pregnancies, before the completion of a girl's education, need to be avoided. As of March 2023, **Ufulu has provided over 19,000 free menstrual cups to females in Malawi via educational workshops.** That means that 19,000 females have been freed from Period Poverty and 56,000 additional days a month have become available to work or attend school. Every month 140,000 sanitary pads or soiled rags no longer need to be disposed of. **Ufulu has prevented more than 4.2 million single-use disposable pads from being thrown away since we started distributing free cups.**

There are 5 million women and girls in Malawi who should have access to Menstrual Cups. Ufulu started with a pilot project on Likoma - an island in Lake Malawi with a population of 14,000. Likoma was seen as an ideal starting point due to its small, contained, non-transient population. The menstrual cup project was adapted to Malawi culture and community expectations. Ufulu gained permission to distribute menstrual cups from the Tribal Authority, Village Chiefs, District Assembly officers and all government ministers on the island.

Ufulu has now expanded across Malawi and has five Malawian women trained to run cup workshops. Each woman works in a 5-10km area from where she lives. The cups are distributed via schools, church groups, work groups, youth groups and women's co-operatives. Menstrual cups are only given to females attending Ufulu educational workshops. Each Ufulu workshop is for a maximum of 25 females and is conducted by a female (the "cup lady") who has been trained by Ufulu in menstrual cup usage, care, and hygiene.

The trustees have referred to the guidance in the Charity Commission's general guidance on public benefit when reviewing the aims and objectives and in planning future activities. The trustees consider how planned activities will contribute to the aims and objectives they have set.

The trustees consider that the activities undertaken by Ufulu Malawi Limited, as set out under significant activities below, are in accordance with this guidance.

OBJECTIVES AND ACTIVITIES

Significant activities

The charity has a multi layered approach:

1. Menstrual health education delivered through workshops to all women in targeted communities.
2. Providing menstrual cup starter packs (consisting of a cup, instructions in Chichewa, a bar of soap for washing hands and a recycled food tin for boiling the cup clean in) to all attendees of the workshops, along with detailed instructions on how to use and care for their cups.
3. Running workshops which provide reproductive health education and sex education to female teenagers in local schools. Participants are also provided with a booklet, giving basic, factual information on what puberty is, when it occurs, how your body changes, and how to have safe sex (always use a condom).

The provision of menstrual cups (a healthy, environmentally friendly solution to manage menstrual health) is seen as a key component of enabling teenage girls to attend school / complete their education.

PROJECT STATUS (as of September 2023)

Ufulu asks all attendees of cup workshops to provide information (and prior to using a menstrual cup) to assess menstrual health, sanitary product usage and the ability of a female to attend school or work when using rags or pads. Follow-up meetings are conducted 3 to 6 months after a menstrual cup has been given to an individual, to assess menstrual health, the ability to use the cup, attend school or work and the preference of the user for a cup or a pad.

Total number of cups distributed - **19,012** *March 2019 to September 2023

Number of follow up meetings conducted - **13,150** *follow up meetings conducted with 69% of cup recipients

Age range of cup recipients: 9 - 63 years

| Description | No. of females | % total females |
|---|----------------|-----------------|
| Females under 20 years | 8,948 | 47% |
| Females 20-29 years | 5,365 | 28% |
| Females 30 years and above | 4,698 | 25% |
| Females reporting nappy rash prior to using cup | 13,674 | 72% |
| Females reporting nappy rash after using cup | 30 | 0.2% |
| Females who used only rags prior to cup | 5,353 | 28% |
| Females who used both rags & pads prior to cup | 10,195 | 54% |
| Females who used only disposable pads prior to using cup | 3,464 | 18% |
| Females who prefer using a cup v disposable pad | 13,146* | 100% |

*From follow up meetings conducted

Ten secondary schools in different project areas reported a **20-25% increase in girls attending school** since the start of the Ufulu menstrual cup project. **All females when questioned in follow up meetings stated that their periods are easier to manage and are more comfortable and hygienic when using a menstrual cup.**

The most common sanitary product in Malawi is still either rags or single use disposable pads. This will depend on the financial status of the female and where she lives. It should be noted that the pads used are large, bulky and are a major pollution problem. A packet of 10 disposable pads costs £2, equivalent to a day's salary for most rural women and many urban ones. There is little or no waste collection anywhere in Malawi and most used pads are either dropped into pit latrines, burnt using paraffin or dropped into the lake / rivers. All these methods constitute a major health hazard. The disposal of pads is an unspoken pollution issue within the country. Ufulu estimates that 40 million sanitary pads are burnt or thrown in pit latrines or on rubbish heaps, in Malawi, every month.

OBJECTIVES AND ACTIVITIES

Ufulu has successfully distributed cups to over **9,600** schoolgirls, where Ufulu is able to closely monitor the efficacy of use. All secondary schools where girls have received cups from Ufulu report a significant increase in attendance of girls when they have their periods, with four noting a 20-25% increase in attendance.

Of the 19,012 females given cups:

- 2% had not attended school
- 33% had only received primary education
- 56% had secondary education
- 8% had attended college

This is largely contributed to either poor levels of menstrual hygiene, or lack of sexual education, resulting in girls falling pregnant at a young age and not finishing school. Rags are still the main choice of sanitary product used by women. Older women report that if they have money for pads, they will rather give them to their daughters, to enable them to attend school.

100% of females who have received a cup from Ufulu, prefer it to using a sanitary pad and are consistently using the cup 6 months later. By providing menstrual cups to females, Ufulu is improving menstrual health among women of all ages. Menstrual cups are made of silicone - they contain NO plastic, rubber, or latex. One menstrual cup will last **10 years** - in this time the average female would use up to 3,600 single use disposable pads (if they could afford them!). Menstrual cups are safe, hygienic, environmentally friendly, and enable females to attend school and work throughout their menstrual cycle.

If only 20% of the eligible Malawian girls and women were to use 1 million cups, the cost to donate the cups would be £4 million and it would take 5 to 10 years to implement their use, with an annual operational cost of £750,000. The positive impact on the country would be immediate and sustainable in terms of girl's education, improved productivity of the female workforce and a reduction in annual waste of 60 million single use pads (assuming an average usage of 5 pads per female per month). It should be noted that most single use pads in Africa are 90% plastic and present a significant pollution problem when disposed of.

COLLABORATION WITH TEA PRODUCERS IN MALAWI

Ufulu has conducted collaboration projects with two tea producers in the southern regions of Malawi, around Mulanje, to distribute menstrual cups. This is a very rural area of Malawi, where period poverty is significant. Most women working in the tea plantations report using blankets for their sanitary products because they are more absorbent than cloth rags and can be worn for up to 12 hours when working in the tea fields. The use of blankets as a means of sanitary protection is a cause of major thrush and secondary infections amongst the users.

1. Eastern Produce Malawi

In March 2022 Eastern Produce Malawi embarked on a programme to reduce period poverty amongst its female employees, as part of its Gender Equality programme. Two members of EPM staff were trained by Ufulu to run educational cup workshops in Mulanje and Thyolo. Each workshop was limited to 25 women to ensure maximum interactivity. Workshops were run across the individual tea estates to ensure that women were given cups in a familiar, safe, and caring environment.

Programme cost:

| | |
|--|----------------------------|
| Total number of menstrual cups purchased | 2,000 |
| Cost to EPM for cup starter packs, in-house training & support | £15 per woman (£30K total) |
| Cost per female employee over 10 years | £1.50 per year |

Ufulu worked across the EPM estates, holding 63 workshops during which 1,575 menstrual cups were distributed. In each workshop, every recipient was surveyed on their menstrual health, sanitary product usage / disposal, and the impact of period poverty on her prior education and current work ability.

REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2023

OBJECTIVES AND ACTIVITIES

Sanitary product usage prior to cup

| | No. of females using product | % of total cup recipients |
|--------------------------|------------------------------|---------------------------|
| Blankets / cloth rags | 1,549 | 98% |
| Disposable sanitary pads | 377 | 23% |
| Reusable sanitary pads | 10 | 0.6% |

In September 2022, Ufulu returned to EPM to conduct catch-up meetings with every cup recipient. Catch-up meetings were used to assess improvements in menstrual health, work attendance and productivity. Cups were distributed across the female EPM workforce - inclusive of management, administration, factory workers and tea pickers. Emphasis was placed on a woman's choice on whether to use a cup.

| | |
|--|--------------------------------|
| Total number of cups distributed May - June 2022 | 1,575 |
| Total number of catch-up meetings conducted September 2022 | 769 *49% of total participants |

Environmental impact

Those women using disposable pads were asked how many they used per month and how/ where they were disposed, to assess the environmental impact across the EPM estates. Of the 1,575 women given cups, prior usage was recorded as:

| | | |
|--|-------|-----|
| Had only used blankets or cloth rags as their sanitary product | 1,195 | 76% |
| Had used both blankets, and pads when they could afford them | 356 | 23% |
| Had only ever used disposable pads | 22 | 1% |

Subsequent overall pad usage and disposable across the EPM estates was recorded as:

Av. total of **4,617 pads** were used every month, equating to **over 56,000 single use pads per year**.

Pads were disposed by burning **8%** or in pit latrines **92%** which are both environmental and health hazards. (It should be noted that pads are 90% plastic and take on average 400 years to biodegrade).

Menstrual health and general productivity of female employees

Many females in Malawi, when questioned, admit to very poor menstrual health and hygiene when using blankets/rags or sanitary pads, due to hot weather and humidity. Many suffer from yeast infections. EPM women were asked if they suffered from rashes, sores or infections due to their sanitary 'products':

| | | |
|---|-----|-----|
| Number of women with rashes/infections prior to using a menstrual cup | 748 | 97% |
| Number of women with rashes/infections after using a menstrual cup | 0 | 0% |

There was a **100% improvement in menstrual health** amongst cup users. **All** women reported that they found it easier to go to work and they required less toilet breaks when using a cup, as it can be worn for up to 12 hours. The factory managers we spoke to reported females were more likely to be present at work throughout the whole month, even when they had their periods, and their level of productivity had increased when using a cup. The women were asked to assess their cups and whether their ability to work / manage their periods had improved after starting to use a cup:

| Question: (number of women questioned 769) | Yes | No |
|--|-----|-----|
| Do you have rashes and sores now you have used a menstrual cup? | 0 | 769 |
| Is your period easier and more comfortable to manage with a cup? | 769 | 0 |
| Is work easier with a cup? | 769 | 0 |
| Do you prefer to use a menstrual cup? | 769 | 0 |
| Would you recommend a menstrual cup to another female? | 769 | 0 |
| Do you save money using a menstrual cup? | 769 | 0 |

OBJECTIVES AND ACTIVITIES

Summary and Conclusions

On average, women working for EPM lose 4 days of work every 4 weeks through menstruation. Women working during their period have reduced productivity through frequent toilet breaks, discomfort, and poor menstrual hygiene. Providing a single, low-cost menstrual cup not only improves menstrual health, but increases both attendance and productivity. The productivity benefit to EPM per woman, equates to £600 over 10 years for a £15 single investment (calculated at £3 per woman, per day, gained back, through increased attendance).

2. Satemwa Tea Estate

In March 2023, Ufulu conducted 23 workshops across the Satemwa Tea Estate in Thyolo. A total of 580 menstrual cups were distributed to the female workers and a small group of teenagers attending the Estate Primary School. A female member of the Satemwa work force was trained by Ufulu to run the Cup workshops, to establish rapport and empathy for cups amongst the staff. Workshops were mainly conducted in the tea fields, to ensure minimal disruption to the workforce and lessen transport time and costs.

Statistics

| | |
|--|------|
| No of females who had used cloth rags or blankets | 100% |
| No of females who had used only cloth rags or blankets | 91% |
| No of females who had used blankets and disposable pads | 5% |
| No of females who had used only pads | 0% |
| No of females reporting nappy rash prior to using cup | 96% |
| No of females reporting no nappy rash prior to using cup | 4% |

Of the 357 women who stated that they were single mothers, 212 of them had more than 4 children. This represents 59% of the female workforce of Satemwa, showing how important saving money on sanitary products / soap powder is to them.

Education levels of recipients

| | |
|---------------------------------------|-----|
| No education | 12% |
| Only attended primary school | 67% |
| Attended primary and secondary school | 18% |
| Attended college | 3% |

The owners of Satemwa are keen to bring more women into management roles. They acknowledge that the lack of females in the surrounding area, attending secondary school and college, minimised their ability to recruit. The plan is for Widge Woolsey to return to Satemwa to conduct catch up meetings with all the cup recipients in October/ November 2023. At this point a full report will be produced, showing any improvement in menstrual health, work attendance and quality of life for the recipients; and increased productivity and output for Satemwa.

OBJECTIVES AND ACTIVITIES
OBJECTIVES AND SCALABILITY

With a proven track record of success and with **100% of cup recipients preferring a menstrual cup to a sanitary pad**, Ufulu is now expanding across Malawi and initiating partnerships with corporations and other NGOs, to access more groups of Malawi females. By working with existing groups via work, school, or social groups and given adequate funding, Ufulu can access females in a safe and secure environment.

Ufulu is currently working in Mulanje, on Likoma Island; in multiple districts within Lilongwe; and in Dzaleka refugee camp (located 40km from Lilongwe) containing 75,000 displaced persons. In Dzaleka camp, single use disposable sanitary pads are distributed for free by UNHCR. However, there is no waste collection in the camp, and pads are either thrown onto open rubbish heaps, or burnt using paraffin; both of which constitute a health hazard.

The objective of Ufulu is to get 1 million women and girls using menstrual cups and take them permanently out of period poverty. That is approximately 20% of the female population of Malawi. Our focus is on Malawi, due to its extreme levels of period poverty and because we know we can develop better feminine hygiene and drastically improve the ability of teenage girls to attend school and finish their education. Ufulu is now focused on securing the financial and operational resources to:

- a) donate the next 30,000 cups to liberate Malawian women from their period poverty
- b) expand operations to have sufficient team members to reach at least 1 million Malawi women and girls over the next 5 years.

FINANCIAL REVIEW

Financial performance

The deficit for the year amounted to £16,384 (surplus for the year ended 31 March 2022: £27,963) meaning that the total funds carried forward at the end of the year are in surplus, amounting to £11,111 (31 March 2022: £27,495).

The total income for the year, all of which was from donations, amounted to £74,478 (2022: £53,605).

Reserves policy

It is the policy of the charity to maintain the unrestricted fund at a level that equates to two months' of annual operating expenditure. To bring the funds balance back up to the required level, the trustees are actively pursuing larger donations in Malawi and outside the country and can reduce costs should the need arise.

DISCUSSION AND PLAN FOR THE FUTURE

Since the start of the initial pilot project in April 2019 and the registration of Ufulu as a charity in July 2019, Ufulu has gone from strength to strength. Ufulu has worked consistently with local Government Ministers, Village Chiefs, Tribal Authorities, School Headteachers to always ensure clear understanding and open discussion concerning our work.

During 2022/ 2023, Ms Woolsey has continued to bring menstrual cups to the attention of those in authority within the Malawian government and NGOs working in country. Miss Woolsey has successfully worked with 6 Malawian cabinet ministers, to persuade the Malawian Government and the MRA to drop import duty on menstrual cups and enable more women to be taken out of period poverty. Menstrual cups are now recognised by the Malawian Government as a relevant and effective menstrual product, and import duty is no longer charged.

Ufulu and its work continues to be well received. Ufulu now has five women trained as workshop managers, working in different parts of the country, with a further 3-4 in the pipeline. Training and establishment of workshops in a new area takes time. Cultural tradition and practices need to be observed and time management is not a strong point within Malawian culture.

As work continues and workshops are held in more areas of Malawi, a marked disparity between rural and urban areas in terms of the level of period poverty is being noted. Females in rural Malawi are more likely to be in total period poverty (ie never able to afford to purchase sanitary pads), more likely to miss school because of a lack of access to sanitary products; more likely to fail to reach secondary school (either due to an inability to afford school fees or because they never complete primary school) and more likely to become pregnant due to a lack of sexual education. The average age of a girl for her first sexual experience in rural areas is 14 and in urban areas is 17. This lack of sexual awareness results in unwarranted pregnancies amongst many rural female teenagers.

REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2023

Continued plan for expansion of cup distribution - Ufulu 30,000 cup project

Ufulu has delivered more than 19,000 menstrual cups in Malawi since 2019. The charity has developed slowly and steadily and has ensured a 99.8% take up rate on cups being used, 3-6 months after distribution, through detailed due diligence and placing the needs of the females we give cups to, at the forefront of everything we do.

| Year | Number of cups distributed | Running total of cups distributed |
|------|----------------------------|-----------------------------------|
| 2019 | 504 | 504 |
| 2020 | 988 | 1,492 |
| 2021 | 2,489 | 3,981 |
| 2022 | 4,364 | 8,345 |
| 2023 | 7,802 | 19,011 |

Ufulu's premise continues to be simple - we train Malawian females (to whom we have already given a menstrual cup) to run cup workshops within a 5-10km radius of where they live. This not only empowers them / gives them an income but allows them to empower and help the women and girls in their own community. Workshops are run for a maximum of 25 females each time, through schools, churches, and community groups. Females receiving cups are known to their Cup Ladies and can contact them via mobile or 1-2-1 meetings to ask questions whenever they need to.

Ufulu is becoming known within Malawi as a dedicated, conscientious, and successful NGO. Our reputation for setting realistic goals and working with the communities that we approach has held us in good stead. Our work is all about the females that we give cups to, ensuring that every single cup recipient has the information, and help that she needs, to use her cup, right from the get-go.

Ufulu has five women working as Cup Ladies at present, spread across various districts of Malawi. Each of these women runs 2-3 workshops per week, distributing 50-75 cups. Ufulu would like to distribute at least 30,000 menstrual cups across Malawi, over the next calendar year. To do this, we need funding to enable us to train up more women (who have already received cups and are therefore known to us) to run more workshops across the country. We have identified suitable females for training, we just require the funds to support them and keep supplying them with cup starter packs.

Training a Cup Lady takes two days, and she is then mentored by another Cup Lady, (who is already working in the field) for her first few workshops. This ensures the right information is conveyed and best practice adhered to. Training scripts are provided as well as all necessary tools to make workshops fun, interesting and informative.

Cup Ladies are provided with everything they need to run their workshops:

- Cup Starter Packs (cups, bags, soap, instructions, and tins)
- A secure plastic trunk to carry all starter packs to workshops
- Ufulu identity card and charity certificate for proof of authenticity
- Workshop data sheets to collect relevant data from each cup recipient (to gauge menstrual hygiene, suitability to use a cup and present sanitary product usage)
- Petty cash and mobile phone airtime to arrange workshops, for travel and maintain contact with cup recipients and the CEO
- Ongoing mentoring and support

Ufulu requires each Cup Lady to complete a workshop data sheet for each workshop they run. This ensures we know the number of cups distributed, to whom and when. Cup Ladies are required to send through their datasheets on a weekly basis, and maintain contact with our CEO, so any problems and issues can be addressed. The data collected from the datasheets is used to show the impact that cup distribution has had upon a district or village, and we can report back to village elders and Chiefs as required.

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2023**

Ufulu also works with Menstrual Health forums and NGOs, providing valuable statistics on SRH and Menstrual Health. At present, Ufulu distributes on average 250 cups per week. Once funding is secured, and we can purchase a further 10,000 cups, we will be able to train another 15 women to become Cup Ladies. At this point, we anticipate being able to distribute 1,000 cups per week.

| Month | No of Cup Ladies | Number of cups distributed per month | Running total of cups distributed |
|-------|------------------|--------------------------------------|-----------------------------------|
| 1 | 5 | 1,000 | 1,000 |
| 2 | 8 | 1,600 | 2,600 |
| 3 | 10 | 2,000 | 4,600 |
| 4 | 12 | 2,400 | 6,600 |
| 5 | 14 | 2,800 | 9,000 |
| 6 | 16 | 3,200 | 11,800 |
| 7 | 18 | 3,600 | 15,000 |
| 8 | 20 | 4,000 | 18,600 |
| 9 | 20 | 4,000 | 22,600 |
| 10 | 20 | 4,000 | 26,600 |
| 11 | 20 | 4,000 | 30,600 |
| 12 | 20 | 4,000 | 34,600 |

The benefit of a menstrual cup is that once it has been given, that is the only item a female will need to manage her periods for the next 10 years.

Ufulu maintains contact with cup recipients via follow up meetings, 3-6 months after she has first received her cup. Because the cup recipients live within 5km of their Cup Lady, this is an easy goal to achieve. Workshops are organised through existing groups of females i.e., school, church, or community groups. Follow ups are easy to arrange and by holding workshops with groups of women who are already known to each other, we encourage increased discussion of menstrual health, hygiene, and issues that the women may be experiencing. Ufulu's programme is simple and effective. We have proven our ability and know that we can deliver. The only thing holding us back now, is the funding to enable us to purchase cups. Once funding is secured, we can expand quickly and easily and ensure that more females receive life changing menstrual cups.

Budget for Ufulu 30,000 cup project

This budget is for 1 year / 30,000 cups being distributed.

| Item | Cost £ |
|---|-----------------|
| 30,000 menstrual cups | 100,000 |
| Soap, tins and instructions (cup starter packs) | 60,000 |
| Salary for CEO | 16,000 |
| Salary for Cup Ladies (based on 20 women) | 24,000 |
| Travel and logistics (national and international) | 25,000 |
| Administration and data | 15,000 |
| Marketing (social media/ website) | 10,000 |
| TOTAL | £250,000 |

Ufulu believes in simple plans, developed in country, with the communities they are assisting. We are the most successful cup distribution project in Malawi and have one of the highest success rates of cups being used in Africa. **Ufulu has a 99.8% success rate of a cup being used 3-6 months after distribution.** This is because we have developed our programme with the females that we have given cups to. We have listened, adapted to cultural expectations, and ensured that we work with full permission of the Tribal Authorities, Chiefs and School Heads.

Ufulu is now engaging with multiple funding arms and corporations to raise the £250,000 that we require to fully expand our project and distribute over 30,000 cups in the next year. Ufulu purchases menstrual cups from Ruby Cup, who have guaranteed to donate 50% of our menstrual cups to the project, to help Ufulu attain our target as soon as possible.

TRUSTEE REPORT SUMMATION

Ufulu was started to help bring about an end to Period Poverty within Malawi. Many women and girls are still using unhygienic cloth rags during menstruation. Those that can afford them, will use disposable pads, but these create a pollution problem, due to the high levels of plastic content.

Menstruation continues to be a taboo subject in many parts of rural Africa. Our cup distribution workshops have helped to encourage woman to talk about their periods and dispel many misconceptions. Ufulu's aim is to always achieve quality over quantity. Menstrual cups are still relatively new to many parts of the world, not least rural Africa. Our aim is to continue to work with local women, for local women, with the full co-operation of local authority leaders and chiefs, organising workshops at the speed at which females can attend and understand the information being taught to them. Regular contact at a local level is key to ensuring the successful completion of the project. Ufulu has become established as a recognised charity and one that is making a mark on the levels of Menstrual Hygiene Management within the country. However, for the charity to really take hold and make a significant difference, serious levels of funding must be sought to be able to progress the charity to the next level.

STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing document

The charity is controlled by its governing document, a deed of trust, and constitutes a limited company, limited by guarantee, as defined by the Companies Act 2006.

Recruitment and appointment of new trustees

Recruitment and appointment of new trustees

The directors of the company are also trustees for the purposes of charity law. At each Annual General Meeting, a third of the trustees, or the nearest whole number, must automatically retire as trustees and can subsequently be re-elected at the same meeting. The trustees to retire are selected by rotation and are those who have been longest in office since their appointment. The trustees are elected to serve until it is their turn to retire by rotation. The charity aims to have a board of trustees that bring a diverse range of skills to the charity. In June 2023, another trustee was appointed to the Board - Mrs M L Rousseau.

REFERENCE AND ADMINISTRATIVE DETAILS

Registered Company number

11858727 (England and Wales)

Registered Charity number

1184782

Registered office

2 Heath Drive
Binfield Heath
Henley-On-Thames
Oxfordshire
RG9 4LX

Trustees

Mrs N F Crosbie
Mr J W Cutts
Miss L J Robinson
Ms A C Woolsey - Chief Executive
Mrs A M P Gray
M Rousseau (appointed 25/4/2023)

UFULU MALAWI LTD

REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2023

REFERENCE AND ADMINISTRATIVE DETAILS

Independent Examiner

Seymour Taylor Limited
First Floor North
40 Oxford Road
High Wycombe
Buckinghamshire
HP11 2EE

Accountants

Seymour Taylor Limited
First Floor North
40 Oxford Road
High Wycombe
Buckinghamshire
HP11 2EE

Approved by order of the board of trustees on 18 December 2023 and signed on its behalf by:



Miss L J Robinson - Trustee

**INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES OF
UFULU MALAWI LTD**

Independent examiner's report to the trustees of Ufulu Malawi Ltd ('the Company')

I report to the charity trustees on my examination of the accounts of the Company for the year ended 31 March 2023.

Responsibilities and basis of report

As the charity's trustees of the Company (and also its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the Company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your charity's accounts as carried out under Section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under Section 145(5) (b) of the 2011 Act.

Independent examiner's statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

1. accounting records were not kept in respect of the Company as required by Section 386 of the 2006 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the accounting requirements of Section 396 of the 2006 Act other than any requirement that the accounts give a true and fair view which is not a matter considered as part of an independent examination; or
4. the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities (applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102)).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.



Joanne Kingsnorth FCA

Seymour Taylor Limited
First Floor North
40 Oxford Road
High Wycombe
Buckinghamshire
HP11 2EE

18 December 2023

UFULU MALAWI LTD

STATEMENT OF FINANCIAL ACTIVITIES
(INCORPORATING AN INCOME AND EXPENDITURE ACCOUNT)
FOR THE YEAR ENDED 31 MARCH 2023

| | Notes | Unrestricted fund £ | Restricted funds £ | 2023 Total funds £ | 2022 Total funds £ |
|------------------------------------|-------|---------------------------|--------------------------|-----------------------------|-----------------------------|
| INCOME AND ENDOWMENTS FROM | | | | | |
| Donations and legacies | | 70,219 | 4,259 | 74,478 | 53,605 |
| EXPENDITURE ON | | | | | |
| Charitable activities | | | | | |
| To end period poverty in Malawi | | 74,445 | 16,417 | 90,862 | 25,642 |
| NET INCOME/(EXPENDITURE) | | (4,226) | (12,158) | (16,384) | 27,963 |
| RECONCILIATION OF FUNDS | | | | | |
| Total funds brought forward | | 11,078 | 16,417 | 27,495 | (468) |
| TOTAL FUNDS CARRIED FORWARD | | <u>6,852</u> | <u>4,259</u> | <u>11,111</u> | <u>27,495</u> |

The notes form part of these financial statements

UFULU MALAWI LTD

STATEMENT OF FINANCIAL POSITION
31 MARCH 2023

| | Notes | Unrestricted fund £ | Restricted funds £ | 2023 Total funds £ | 2022 Total funds £ |
|--|-------|------------------------|-----------------------|-----------------------------|-----------------------------|
| CURRENT ASSETS | | | | | |
| Stocks | 6 | 576 | 3,459 | 4,035 | 14,200 |
| Debtors | 7 | 753 | - | 753 | 795 |
| Cash at bank and in hand | | 10,659 | 800 | 11,459 | 18,286 |
| | | <u>11,988</u> | <u>4,259</u> | <u>16,247</u> | <u>33,281</u> |
| CREDITORS | | | | | |
| Amounts falling due within one year | 8 | (5,136) | - | (5,136) | (5,786) |
| NET CURRENT ASSETS | | <u>6,852</u> | <u>4,259</u> | <u>11,111</u> | <u>27,495</u> |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | <u>6,852</u> | <u>4,259</u> | <u>11,111</u> | <u>27,495</u> |
| NET ASSETS | | <u>6,852</u> | <u>4,259</u> | <u>11,111</u> | <u>27,495</u> |
| FUNDS | | | | | |
| Unrestricted funds | 9 | | | 6,852 | 11,078 |
| Restricted funds | | | | 4,259 | 16,417 |
| TOTAL FUNDS | | | | <u>11,111</u> | <u>27,495</u> |

The charitable company is entitled to exemption from audit under Section 477 of the Companies Act 2006 for the year ended 31 March 2023.

The members have not required the company to obtain an audit of its financial statements for the year ended 31 March 2023 in accordance with Section 476 of the Companies Act 2006.

The trustees acknowledge their responsibilities for

- ensuring that the charitable company keeps accounting records that comply with Sections 386 and 387 of the Companies Act 2006 and
- preparing financial statements which give a true and fair view of the state of affairs of the charitable company as at the end of each financial year and of its surplus or deficit for each financial year in accordance with the requirements of Sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the charitable company.

These financial statements have been prepared in accordance with the provisions applicable to charitable companies subject to the small companies regime.

The financial statements were approved by the Board of Trustees and authorised for issue on 18 December 2023 and were signed on its behalf by:



Miss L J Robinson - Trustee

The notes form part of these financial statements

1. GENERAL INFORMATION

Ufulu Malawi Ltd is a charity limited by guarantee and incorporated in England and Wales. The address of the charity's registered office is 2 Heath Drive, Binfield Heath, Henley-On-Thames, Oxfordshire, RG9 4LX. The registered number is 11858727. The registered charity number is 1184782.

Ufulu Malawi Ltd aims to improve the sanitary conditions of women and girls in Malawi, and eradicate the taboo around menstruation in the community.

The presentation currency of these financial statements is Sterling (£), being the currency of the primary economic market in which the entity operates (its functional currency). All amounts in these financial statements have been rounded to the nearest pound unless stated otherwise.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

2. ACCOUNTING POLICIES

Basis of preparing the financial statements

The financial statements of the charitable company, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: 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 (FRS 102) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Income

All income is recognised in the statement of financial activities once the charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably.

Donated Cups

During the year, there were menstrual cups donated for free to the charity by Ruby Cup, for distribution to women in Malawi. As Ufulu Malawi Ltd incurred no cost in respect of these additionally provided cups, no associated income or expenditure has been recorded in these financial statements.

Expenditure

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

Taxation

The charity is exempt from corporation tax on its charitable activities.

Fund accounting

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

2. ACCOUNTING POLICIES - continued

Fund accounting

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the statement of financial position date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

Financial instruments

The charitable company only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

Significant judgements and estimates

The preparation of the financial statements requires management to make estimates and assumptions that affect the reported amounts of income, expenditure, assets and liabilities. If in the future such estimates and assumptions, which are based on management's best judgment at the date of the financial statements, deviate from the actual circumstances, the original estimates and assumptions will be modified as appropriate in the year in which the circumstances change.

3. NET INCOME/(EXPENDITURE)

Net income/(expenditure) is stated after charging/(crediting):

| | 2023 | 2022 |
|--|--------------|--------------|
| | £ | £ |
| Independent examiner's fees | 4,560 | 4,200 |
| Independent examiner's fees - other services | 378 | 378 |
| | <u>4,938</u> | <u>4,578</u> |

4. TRUSTEES' REMUNERATION AND BENEFITS

| | 2023 | 2022 |
|--------------------|--------------|--------------|
| | £ | £ |
| Trustees' salaries | 6,396 | 6,240 |
| | <u>6,396</u> | <u>6,240</u> |

Trustee remuneration above relates to Ms A C Woolsey in respect of her work in Malawi carrying out the charity's purpose as detailed in the Trustees' Report.

4. TRUSTEES' REMUNERATION AND BENEFITS - continued

Trustees' expenses

Expenses during the year amounted to £6,740 (2022: £6,898) in respect of travel and subsistence, accommodation, marketing and administrative expenses for Ms A C Woolsey, a trustee of the charity.

5. STAFF COSTS

| | 2023 | 2022 |
|--------------------|--------------|--------------|
| | £ | £ |
| Wages and salaries | 6,396 | 6,240 |
| | <u>6,396</u> | <u>6,240</u> |

The average monthly number of employees during the year was as follows:

| | 2023 | 2022 |
|------------------|----------|----------|
| Management staff | <u>5</u> | <u>5</u> |

No employees received emoluments in excess of £60,000.

6. STOCKS

| | 2023 | 2022 |
|--------|--------------|---------------|
| | £ | £ |
| Stocks | <u>4,035</u> | <u>14,200</u> |

7. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | 2023 | 2022 |
|--------------------------------|------------|------------|
| | £ | £ |
| Prepayments and accrued income | <u>753</u> | <u>795</u> |

8. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | 2023 | 2022 |
|------------------------------|--------------|--------------|
| | £ | £ |
| Trade creditors | - | 1,113 |
| Other creditors | 95 | 95 |
| Accruals and deferred income | 5,041 | 4,578 |
| | <u>5,136</u> | <u>5,786</u> |

9. MOVEMENT IN FUNDS

| | At 1.4.22 £ | Net movement in funds £ | At 31.3.23 £ |
|---------------------------|----------------|----------------------------------|--------------------|
| Unrestricted funds | | | |
| General fund | 11,078 | (4,226) | 6,852 |
| Restricted funds | | | |
| Eastern Produce Malawi | 16,417 | (16,417) | - |
| Septemwa Tea | - | 4,259 | 4,259 |
| | <u>16,417</u> | <u>(12,158)</u> | <u>4,259</u> |
| TOTAL FUNDS | <u>27,495</u> | <u>(16,384)</u> | <u>11,111</u> |

Net movement in funds, included in the above are as follows:

| | Incoming resources £ | Resources expended £ | Movement in funds £ |
|---------------------------|----------------------------|----------------------------|---------------------------|
| Unrestricted funds | | | |
| General fund | 70,219 | (74,445) | (4,226) |
| Restricted funds | | | |
| Eastern Produce Malawi | - | (16,417) | (16,417) |
| Septemwa Tea | 4,259 | - | 4,259 |
| | <u>4,259</u> | <u>(16,417)</u> | <u>(12,158)</u> |
| TOTAL FUNDS | <u>74,478</u> | <u>(90,862)</u> | <u>(16,384)</u> |

Comparatives for movement in funds

| | At 1.4.21 £ | Net movement in funds £ | At 31.3.22 £ |
|---------------------------|----------------|----------------------------------|--------------------|
| Unrestricted funds | | | |
| General fund | (468) | 11,546 | 11,078 |
| Restricted funds | | | |
| Eastern Produce Malawi | - | 16,417 | 16,417 |
| TOTAL FUNDS | <u>(468)</u> | <u>27,963</u> | <u>27,495</u> |

9. MOVEMENT IN FUNDS - continued

Comparative net movement in funds, included in the above are as follows:

| | Incoming resources £ | Resources expended £ | Movement in funds £ |
|---------------------------|----------------------------|----------------------------|---------------------------|
| Unrestricted funds | | | |
| General fund | 37,188 | (25,642) | 11,546 |
| Restricted funds | | | |
| Eastern Produce Malawi | 16,417 | - | 16,417 |
| TOTAL FUNDS | <u>53,605</u> | <u>(25,642)</u> | <u>27,963</u> |

Description of funds held:

Eastern Produce Malawi Fund - This relates to funds received from Eastern Produce Malawi for the purpose of running workshops for Eastern Produce Malawi and providing menstrual cups to their workforce.

Septemwa Tea Fund - This relates to funds received from Septemwa Tea for the purpose of running workshops for Septemwa Tea and providing menstrual cups to their workforce.

10. RELATED PARTY DISCLOSURES

Donations from trustees amounted to £23,499 for the year (2022: £5,220). There were no other related party transactions for the year ended 31 March 2023 or the prior year, aside from trustees remuneration and expenses.

11. ULTIMATE CONTROLLING PARTY

The Charity was controlled throughout the period by the board of Trustees.

12. COMPANY LIMITED BY GUARANTEE

The liability of each member is limited to an amount not exceeding £10.

UFULU MALAWI LTD

DETAILED STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 MARCH 2023

| | 2023 £ | 2022 £ |
|--|-----------------|---------------|
| INCOME AND ENDOWMENTS | | |
| Donations and legacies | | |
| Donations | 74,478 | 53,605 |
| Total incoming resources | <u>74,478</u> | <u>53,605</u> |
| EXPENDITURE | | |
| Charitable activities | | |
| Trustees' salaries | 6,396 | 6,240 |
| Website and data costs | 873 | 269 |
| Foreign exchange gains and losses | 950 | 232 |
| Postage and stationery | 168 | 42 |
| Advertising | 71 | 53 |
| Workshop costs | 63,219 | 4,486 |
| Travel and subsistence | 11,840 | 7,272 |
| | <u>83,517</u> | <u>18,594</u> |
| Support costs | | |
| Management | | |
| Insurance | 795 | 753 |
| Legal and other professional fees | 50 | 50 |
| | <u>845</u> | <u>803</u> |
| Finance | | |
| Bank charges | 943 | 401 |
| Governance costs | | |
| Independent examiner's fees | 4,560 | 4,200 |
| Independent examiner's fees - other services | 378 | 378 |
| Accountancy fees | 619 | 1,266 |
| | <u>5,557</u> | <u>5,844</u> |
| Total resources expended | <u>90,862</u> | <u>25,642</u> |
| Net (expenditure)/income | <u>(16,384)</u> | <u>27,963</u> |

This page does not form part of the statutory financial statements

UFULU MALAWI LTD

England & Wales - Charity number 1184782

Accounts

REGISTERED COMPANY NUMBER: 11858727 (England and Wales)
REGISTERED CHARITY NUMBER: 1184782

**REPORT OF THE TRUSTEES AND
UNAUDITED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2022
FOR
UFULU MALAWI LTD**

Seymour Taylor Limited
57 London Road
High Wycombe
Buckinghamshire
HP11 1BS

UFULU MALAWI LTD

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FOR THE YEAR ENDED 31 MARCH 2022**

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UFULU MALAWI LTD

REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 MARCH 2022

The trustees who are also directors of the charity for the purposes of the Companies Act 2006, present their report with the financial statements of the charity for the year ended 31 March 2022. The trustees have adopted the provisions of Accounting and Reporting by Charities: 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 (FRS 102) (effective 1 January 2019).

OBJECTIVES AND ACTIVITIES

Objectives and aims

Ufulu was launched in 2019 with the intention of ending period poverty in Malawi. **Period Poverty is defined as the lack of access to sanitary products due to financial constraints.** Malawi is one of Africa's poorest countries and their women lose wages when their periods prevent them from working. Girls miss out on important education when their periods prevent them from attending school. Numerous women suffer from a constant rash during their menstrual cycles (defined as a rash due to rags or pads used during menstrual periods). Menstrual cups represent a huge saving in money for those females in period poverty and afford them better menstrual health.

There are 10 million women in Malawi, and 80% are under the age of 20. For Malawi to prosper, women need to be educated and teenage pregnancies, before the completion of a girl's education, need to be avoided. As of July 2022, **Ufulu has provided over 8,000 free menstrual cups to females in Malawi via educational workshops.** That means that 8,000 females have been freed from Period Poverty and 28,000 additional days a month have become available to work or attend school. Every month 80,000 sanitary pads or soiled rags no longer need to be disposed of. **Ufulu has prevented more than 2.5 million single-use disposable pads from being thrown away since we started distributing free cups.**

There are 5 million women and girls in Malawi who should have access to Menstrual Cups. Ufulu started with a pilot project on Likoma - an island in Lake Malawi with a population of 14,000. Likoma was seen as an ideal starting point due to its small, contained, non-transient population. The menstrual cup project was adapted to Malawi culture and community expectations. Ufulu gained permission to distribute menstrual cups from the Tribal Authority, Village Chiefs, District Assembly officers and all government ministers on the island.

Ufulu has now expanded across Malawi and has five Malawian women trained to run cup workshops. Each woman works in a 5-10km area from where she lives. The cups are distributed via schools, church groups, work groups, youth groups and women's co-operatives. Menstrual cups are only given to females attending Ufulu educational workshops. Each Ufulu workshop is for a maximum of 25 females and is conducted by a female (the "cup lady") who has been trained by Ufulu in menstrual cup usage, care, and hygiene.

The trustees have referred to the guidance in the Charity Commission's general guidance on public benefit when reviewing the aims and objectives and in planning future activities. The trustees consider how planned activities will contribute to the aims and objectives they have set.

The trustees consider that the activities undertaken by Ufulu Malawi Limited, as set out under significant activities below, are in accordance with this guidance.

OBJECTIVES AND ACTIVITIES

Significant activities

The charity has a multi layered approach:

1. Menstrual health education delivered through workshops to all women in targeted communities.
2. Providing menstrual cup starter packs (consisting of a cup, instructions in Chichewa, a bar of soap for washing hands and a recycled food tin for boiling the cup clean in) to all attendees of the workshops, along with detailed instructions on how to use and care for their cups.
3. Running workshops which provide reproductive health education and sex education to female teenagers in local schools. Participants are also provided with a booklet, giving basic, factual information on what puberty is, when it occurs, how your body changes, and how to have safe sex (always use a condom).

The provision of menstrual cups (a healthy, environmentally friendly solution to manage menstrual health) is seen as a key component of enabling teenage girls to attend school / complete their education.

PROJECT STATUS (as of August 2022)

Ufulu asks all attendees of cup workshops to provide information (and prior to using a menstrual cup) to assess menstrual health, sanitary product usage and the ability of a female to attend school or work when using rags or pads. Follow-up meetings are conducted 3 to 6 months after a menstrual cup has been given to an individual, to assess menstrual health, the ability to use the cup, attend school or work and the preference of the user for a cup or a pad.

Total number of cups distributed - **8,345** *March 2019 to August 2022

Number of follow up meetings conducted - **3,570** *follow up meetings conducted with 43% of cup recipients

Age range of cup recipients: 11 - 53 years

| Description | No. of females | % total females |
|---|----------------|-----------------|
| Females under 20 years | 3,525 | 38% |
| Females 20-29 years | 2,440 | 29% |
| Females 30 years and above | 2,680 | 32% |
| Females reporting nappy rash prior to using cup | 4,942 | 60% |
| Females reporting nappy rash after using cup | 16 | 0.2% |
| Females who used only rags prior to cup | 2,157 | 26% |
| Females who used both rags & pads prior to cup | 3,593 | 43% |
| Females who used only disposable pads prior to using cup | 1,718 | 21% |
| Females who prefer using a cup v disposable pad | 3,568* | 99.9% |

*From follow up meetings conducted

Four secondary schools in different project areas reported a **20-25% increase in girls attending school** since the start of the Ufulu menstrual cup project. **All females when questioned in follow up meetings stated that their periods are easier to manage and are more comfortable and hygienic when using a menstrual cup.**

The most common sanitary product in Malawi is still either rags or single use disposable pads. This will depend on the financial status of the female and where she lives. It should be noted that the pads used are large, bulky and are a major pollution problem. A packet of 10 disposable pads costs £1.50, equivalent to a day's salary for most rural women and many urban ones. There is little or no waste collection anywhere in Malawi and most used pads are either dropped into pit latrines, burnt using paraffin or dropped into the lake / rivers. All these methods constitute a major health hazard. The disposal of pads is an unspoken pollution issue within the country. Ufulu estimates that 40 million sanitary pads are burnt or thrown in pit latrines or on rubbish heaps, in Malawi, every month.

REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2022

OBJECTIVES AND ACTIVITIES

Ufulu has successfully distributed cups to over 3,300 schoolgirls, where Ufulu is able to closely monitor the efficacy of use. All secondary schools where girls have received cups from Ufulu report a significant increase in attendance of girls when they have their periods, with four noting a 20-25% increase in attendance. Only 52% of females questioned had secondary education and this falls to 4% for tertiary education. This is largely contributed to either poor levels of menstrual hygiene, or lack of sexual education, resulting in girls falling pregnant at a young age and not finishing school.

Rags are still the main choice of sanitary product used by women. Older women report that if they have money for pads, they will rather give them to their daughters, to enable them to attend school. In the southern regions of Malawi, around Mulanje, period poverty is significant. The majority of women working in the tea plantations report using blankets for their sanitary products because they are more absorbent than cloth rags and can be worn for up to 12 hours when working in the tea fields. The use of blankets as a means of sanitary protection is a cause of major thrush and secondary infections amongst the users.

100% of females who have received a cup from Ufulu, prefer it to using a sanitary pad and are consistently using the cup 6 months later. By providing menstrual cups to females, Ufulu is improving menstrual health among women of all ages. Menstrual cups are made of silicone - they contain NO plastic, rubber, or latex. One menstrual cup will last **10 years** - in this time the average female would use up to 3,600 single use disposable pads (if they could afford them!). Menstrual cups are safe, hygienic, environmentally friendly, and enable females to attend school and work throughout their menstrual cycle.

If only 20% of the eligible Malawian girls and women were to use 1 million cups, the cost to donate the cups would be £4 million and it would take 5 to 10 years to implement their use, with an annual operational cost of £750,000. The positive impact on the country would be immediate and sustainable in terms of girl's education, improved productivity of the female workforce and a reduction in annual waste of 60 million single use pads (assuming an average usage of 5 pads per female per month). It should be noted that most single use pads in Africa are 90% plastic and present a significant pollution problem when disposed of.

OBJECTIVES AND SCALABILITY

With a proven track record of success and with **100% of cup recipients preferring a menstrual cup to a sanitary pad**, Ufulu is now expanding across Malawi and initiating partnerships with corporations and other NGOs, to access more groups of Malawi females. By working with existing groups via work, school, or social groups and given adequate funding, Ufulu can access females in a safe and secure environment.

Ufulu is currently working in Mulanje, on Likoma Island; in multiple districts within Lilongwe; and in Dzaleka refugee camp (located 40km from Lilongwe) containing 50,000 displaced persons. In Dzaleka camp, single use disposable sanitary pads are distributed for free by UNHCR. However, there is no waste collection in the camp, and pads are either thrown onto open rubbish heaps, or burnt using paraffin; both of which constitute a health hazard.

Ufulu recently ran workshops with a tea producer in Mulanje district, to provide 2,000 cups to their female workforce. Every woman who received a cup stated that it drastically improved both their menstrual health and their ability to work. Ufulu would now like to further expand through outreach programmes and distribute cups to the wider female communities of Mulanje and Thyolo. Ufulu is in active dialogue with other Malawian corporations to distribute cups to the female workforce of these organisations.

The objective of Ufulu is to get 1 million women and girls using menstrual cups and take them permanently out of period poverty. That is approximately 20% of the female population of Malawi. Our focus is on Malawi, due to its extreme levels of period poverty and because we know we can develop better feminine hygiene and drastically improve the ability of teenage girls to attend school and finish their education. Ufulu is now focused on securing the financial and operational resources to:

- a) donate the next 30,000 cups to liberate Malawian women from their period poverty
- b) expand operations to have sufficient team members to reach at least 1 million Malawi women and girls over the next 5 years.

UFULU MALAWI LTD

REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 MARCH 2022

FINANCIAL REVIEW

Financial performance

The surplus for the year amounted to £27,963 (deficit for the year ended 31 March 2021: £5,126) meaning that the total funds carried forward at the end of the year are in surplus, amounting to £27,495 (fund deficit as at year ended 31 March 2021: £468).

The total income for the year, all of which was from donations, amounted to £53,605 (2021: £15,486).

Reserves policy

It is the policy of the charity to maintain the unrestricted fund at a level that equates to two months' of annual operating expenditure. To bring the funds balance back up to the required level, the trustees are actively pursuing larger donations in Malawi and outside the country and can reduce costs should the need arise.

DISCUSSION AND PLAN FOR THE FUTURE

Since the start of the initial pilot project in April 2019 and the registration of Ufulu as a charity in July 2019, Ufulu has gone from strength to strength. Ufulu has worked consistently with local Government Ministers, Village Chiefs, Tribal Authorities, School Headteachers to always ensure clear understanding and open discussion concerning our work.

During 2022, Ms Woolsey has continued to bring menstrual cups to the attention of those in authority within the Malawian government and NGOs working in country. Whilst working with Eastern Produce, a tea manufacturing company in Malawi, Ufulu and EPM faced the problem of being taxed to import menstrual cups. It should be noted, that when Ufulu imports menstrual cup donated by Ruby Cup, no duty is charged by the Malawi Revenue Authority. However, cups imported that have been purchased by companies such as EPM are charged 50% import duty on the original cost of the cup. This is despite the MRA dropping duty on single use sanitary pads in February 2022. Miss Woolsey is now working with 6 Malawian cabinet ministers, to try to persuade the Malawian Government and the MRA to drop import duty on menstrual cups and enable more women to be taken out of period poverty.

Ufulu and its work continues to be well received. Ufulu now has five women trained as workshop managers, working in different parts of the country, with a further three in the pipeline. Training and establishment of workshops in a new area takes time. Cultural tradition and practices need to be observed and time management is not a strong point within Malawian culture.

As work continues and workshops are held in more areas of Malawi, a marked disparity between rural and urban areas in terms of the level of period poverty is being noted. Females in rural Malawi are more likely to be in total period poverty (ie never able to afford to purchase sanitary pads), more likely to miss school because of a lack of access to sanitary products; more likely to fail to reach secondary school (either due to an inability to afford school fees or because they never complete primary school) and more likely to become pregnant due to a lack of sexual education. The average age of a girl for her first sexual experience in rural areas is 14 and in urban areas is 17. This lack of sexual awareness results in unwarranted pregnancies amongst many rural female teenagers.

Expansion of cup distribution - Ufulu 30,000 cup project

Ufulu has delivered more than 8,000 menstrual cups in Malawi since 2019. The charity has developed slowly and steadily and has ensured a 99.8% take up rate on cups being used, 3-6 months after distribution, through detailed due diligence and placing the needs of the females we give cups to, at the forefront of everything we do.

As stated above, Ufulu started as a pilot project on Likoma Island, Lake Malawi, with a population of 14,000 people. The project has expanded exponentially as Ufulu has grown and trained more women to run cup workshops.

| Year | Number of cups distributed | Running total of cups distributed |
|------|----------------------------|-----------------------------------|
| 2019 | 504 | 504 |
| 2020 | 988 | 1,492 |
| 2021 | 2,489 | 3,981 |
| 2022 | 4,364 | 8,345 |

Ufulu's premise is simple - we train Malawian females (to whom we have already given a menstrual cup) to run cup workshops within a 5-10km radius of where they live. This not only empowers them / gives them an income but allows them to empower and help the women and girls in their own community. Workshops are run for a maximum of 25 females each time, through schools, churches, and community groups. Females receiving cups are known to their Cup Ladies and can contact them via mobile or 1-2-1 meetings to ask questions whenever they need to.

Ufulu is becoming known within Malawi as a dedicated, conscientious, and successful NGO. Our reputation for setting realistic goals and working with the communities that we approach has held us in good stead. Our work is all about the females that we give cups to, ensuring that every single cup recipient has the information, and help that she needs, to use her cup, right from the get-go. Ufulu has five women working as Cup Ladies at present, spread across various districts of Malawi. Each of these women runs 2-3 workshops per week, distributing 50-75 cups. Ufulu would like to distribute at least 30,000 menstrual cups across Malawi, over the next calendar year. To do this, we need funding to enable us to train up more women (who have already received cups and are therefore known to us) to run more workshops across the country. We have identified suitable females for training, we just require the funds to support them and keep supplying them with cup starter packs.

Training a Cup Lady takes two days, and she is then mentored by another Cup Lady, (who is already working in the field) for her first few workshops. This ensures the right information is conveyed and best practice adhered to. Training scripts are provided as well as all necessary tools to make workshops fun, interesting and informative.

Cup Ladies are provided with everything they need to run their workshops:

- Cup Starter Packs (cups, bags, soap, instructions, and tins)
- A secure plastic trunk to carry all starter packs to workshops
- Ufulu identity card and charity certificate for proof of authenticity
- Workshop data sheets to collect relevant data from each cup recipient (to gauge menstrual hygiene, suitability to use a cup and present sanitary product usage)
- Petty cash and mobile phone airtime to arrange workshops, for travel and maintain contact with cup recipients and the CEO
- Ongoing mentoring and support

Ufulu requires each Cup Lady to complete a workshop data sheet for each workshop they run. This ensures we know the number of cups distributed, to whom and when. Cup Ladies are required to send through their datasheets on a weekly basis, and maintain contact with our CEO, so any problems and issues can be addressed. The data collected from the datasheets is used to show the impact that cup distribution has had upon a district or village, and we can report back to village elders and Chiefs as required.

UFULU MALAWI LTD

REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 MARCH 2022

Ufulu also works with Menstrual Health forums and NGOs, providing valuable statistics on SRH and Menstrual Health. At present, Ufulu distributes on average 250 cups per week. Once funding is secured, and we can purchase a further 10,000 cups, we will be able to train another 15 women to become Cup Ladies. At this point, we anticipate being able to distribute 1,000 cups per week.

| Month | No of Cup Ladies | Number of cups distributed per month | Running total of cups distributed |
|-------|------------------|--------------------------------------|-----------------------------------|
| 1 | 5 | 1,000 | 1,000 |
| 2 | 8 | 1,600 | 2,600 |
| 3 | 10 | 2,000 | 4,600 |
| 4 | 12 | 2,400 | 6,600 |
| 5 | 14 | 2,800 | 9,000 |
| 6 | 16 | 3,200 | 11,800 |
| 7 | 18 | 3,600 | 15,000 |
| 8 | 20 | 4,000 | 18,600 |
| 9 | 20 | 4,000 | 22,600 |
| 10 | 20 | 4,000 | 26,600 |
| 11 | 20 | 4,000 | 30,600 |
| 12 | 20 | 4,000 | 34,600 |

The benefit of a menstrual cup is that once it has been given, that is the only item a female will need to manage her periods for the next 10 years.

Ufulu maintains contact with cup recipients via follow up meetings, 3-6 months after she has first received her cup. Because the cup recipients live within 5km of their Cup Lady, this is an easy goal to achieve. Workshops are organised through existing groups of females i.e., school, church, or community groups. Follow ups are easy to arrange and by holding workshops with groups of women who are already known to each other, we encourage increased discussion of menstrual health, hygiene, and issues that the women may be experiencing. Ufulu's programme is simple and effective. We have proven our ability and know that we can deliver. The only thing holding us back now, is the funding to enable us to purchase cups. Once funding is secured, we can expand quickly and easily and ensure that more females receive life changing menstrual cups.

Budget for Ufulu 30,000 cup project

This budget is for 1 year / 30,000 cups being distributed.

| Item | Cost £ |
|---|-----------------|
| 30,000 menstrual cups | 100,000 |
| Soap, tins and instructions (cup starter packs) | 60,000 |
| Salary for CEO | 16,000 |
| Salary for Cup Ladies (based on 20 women) | 24,000 |
| Travel and logistics (national and international) | 25,000 |
| Administration and data | 15,000 |
| Marketing (social media/ website) | 10,000 |
| TOTAL | £250,000 |

Funding secured to date, assigned to the project

| From | Amount £ |
|-----------------------------|----------------|
| Coles Medlock Foundation | 5,000 |
| Austin Bailey Foundation | 5,000 |
| Eastern Produce Malawi | 5,000 |
| G Berthe | 2,500 |
| Regent Bright International | 2,500 |
| TOTAL | £20,000 |

UFULU MALAWI LTD

REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 MARCH 2022

Ufulu believes in simple plans, developed in country, with the communities they are assisting. We are the most successful cup distribution project in Malawi and have one of the highest success rates of cups being used in Africa. **Ufulu has a 99.8% success rate of a cup being used 3-6 months after distribution.** This is because we have developed our programme with the females that we have given cups to. We have listened, adapted to cultural expectations, and ensured that we work with full permission of the Tribal Authorities, Chiefs and School Heads.

Ufulu is now engaging with multiple funding arms and corporations to raise the £250,000 that we require to fully expand our project and distribute over 30,000 cups in the next year. Ufulu purchases menstrual cups from Ruby Cup, who have guaranteed to donate 50% of our menstrual cups to the project, to help Ufulu attain our target as soon as possible.

TRUSTEE REPORT SUMMATION

Ufulu was started to help bring about an end to Period Poverty within Malawi. Many women and girls are still using unhygienic cloth rags during menstruation. Those that can afford them, will use disposable pads, but these create a pollution problem, due to the high levels of plastic content.

Menstruation continues to be a taboo subject in many parts of rural Africa. Our cup distribution workshops have helped to encourage woman to talk about their periods and dispel many misconceptions. Ufulu's aim is to always achieve quality over quantity. Menstrual cups are still relatively new to many parts of the world, not least rural Africa. Our aim is to continue to work with local women, for local women, with the full co-operation of local authority leaders and chiefs, organising workshops at the speed at which females can attend and understand the information being taught to them. Regular contact at a local level is key to ensuring the successful completion of the project.

Ms Woolsey continues to network within the NGO and Government community of Malawi to increase the presence of Ufulu within the political mindset. Ufulu has become established as a recognised charity and one that is making a mark on the levels of Menstrual Hygiene Management within the country. However, for the charity to really take hold and make a significant difference, serious levels of funding must be sought to be able to progress the charity to the next level.

STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing document

The charity is controlled by its governing document, a deed of trust, and constitutes a limited company, limited by guarantee, as defined by the Companies Act 2006.

Recruitment and appointment of new trustees

The directors of the company are also trustees for the purposes of charity law. At each Annual General Meeting, a third of the trustees, or the nearest whole number, must automatically retire as trustees and can subsequently be re-elected at the same meeting. The trustees to retire are selected by rotation and are those who have been longest in office since their appointment. The trustees are elected to serve until it is their turn to retire by rotation. The charity aims to have a board of trustees that bring a diverse range of skills to the charity.

REFERENCE AND ADMINISTRATIVE DETAILS

Registered Company number

11858727 (England and Wales)

Registered Charity number

1184782

Registered office

2 Heath Drive
Binfield Heath
Henley-On-Thames
Oxfordshire
RG9 4LX

UFULU MALAWI LTD

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2022**

Trustees

Mrs N F Crosbie
Mr J W Cutts
Miss L J Robinson
Ms A C Woolsey - Chief Executive
Mrs A M P Gray

Independent Examiner

Seymour Taylor Limited
57 London Road
High Wycombe
Buckinghamshire
HP11 1BS

Accountants

Seymour Taylor Limited
57 London Road
High Wycombe
Buckinghamshire
HP11 1BS

Approved by order of the board of trustees on 1 December 2022 and signed on its behalf by:



Miss L J Robinson - Trustee

INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES OF UFULU MALAWI LTD

Independent examiner's report to the trustees of Ufulu Malawi Ltd ('the Company')

I report to the charity trustees on my examination of the accounts of the Company for the year ended 31 March 2022.

Responsibilities and basis of report

As the charity's trustees of the Company (and also its directors for the purposes of company law) you are responsible for the preparation of the accounts in accordance with the requirements of the Companies Act 2006 ('the 2006 Act').

Having satisfied myself that the accounts of the Company are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of your charity's accounts as carried out under section 145 of the Charities Act 2011 ('the 2011 Act'). In carrying out my examination I have followed the Directions given by the Charity Commission under section 145(5) (b) of the 2011 Act.

Independent examiner's statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

1. accounting records were not kept in respect of the Company as required by section 386 of the 2006 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a true and fair view which is not a matter considered as part of an independent examination; or
4. the accounts have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities (applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102)).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.



Joanne Kingsnorth FCA
Seymour Taylor Limited
57 London Road
High Wycombe
Buckinghamshire
HP11 1BS

1 December 2022

UFULU MALAWI LTD

**STATEMENT OF FINANCIAL ACTIVITIES
(INCORPORATING AN INCOME AND EXPENDITURE ACCOUNT)
FOR THE YEAR ENDED 31 MARCH 2022**

| | Notes | Unrestricted fund £ | Restricted fund £ | 2022 Total funds £ | 2021 Total funds £ |
|------------------------------------|-------|---------------------------|-------------------------|-----------------------------|-----------------------------|
| INCOME AND ENDOWMENTS FROM | | | | | |
| Donations and legacies | | 37,188 | 16,417 | 53,605 | 15,486 |
| EXPENDITURE ON | | | | | |
| Charitable activities | | | | | |
| To end period poverty in Malawi | | 25,642 | - | 25,642 | 20,612 |
| NET INCOME/(EXPENDITURE) | | 11,546 | 16,417 | 27,963 | (5,126) |
| RECONCILIATION OF FUNDS | | | | | |
| Total funds brought forward | | (468) | - | (468) | 4,658 |
| TOTAL FUNDS CARRIED FORWARD | | <u>11,078</u> | <u>16,417</u> | <u>27,495</u> | <u>(468)</u> |

The notes form part of these financial statements

UFULU MALAWI LTD**STATEMENT OF FINANCIAL POSITION
31 MARCH 2022**

| | Notes | Unrestricted fund £ | Restricted fund £ | 2022 Total funds £ | 2021 Total funds £ |
|--|-------|---------------------------|-------------------------|-----------------------------|-----------------------------|
| CURRENT ASSETS | | | | | |
| Stocks | 6 | - | 14,200 | 14,200 | - |
| Debtors | 7 | 795 | - | 795 | 777 |
| Cash at bank and in hand | | 16,069 | 2,217 | 18,286 | 1,951 |
| | | <u>16,864</u> | <u>16,417</u> | <u>33,281</u> | <u>2,728</u> |
| CREDITORS | | | | | |
| Amounts falling due within one year | 8 | (5,786) | - | (5,786) | (3,196) |
| | | <u>11,078</u> | <u>16,417</u> | <u>27,495</u> | <u>(468)</u> |
| NET CURRENT ASSETS/(LIABILITIES) | | | | | |
| | | <u>11,078</u> | <u>16,417</u> | <u>27,495</u> | <u>(468)</u> |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | <u>11,078</u> | <u>16,417</u> | <u>27,495</u> | <u>(468)</u> |
| NET ASSETS/(LIABILITIES) | | <u>11,078</u> | <u>16,417</u> | <u>27,495</u> | <u>(468)</u> |
| FUNDS | 9 | | | | |
| Unrestricted funds | | | | 11,078 | (468) |
| Restricted funds | | | | 16,417 | - |
| TOTAL FUNDS | | | | <u>27,495</u> | <u>(468)</u> |

The charitable company is entitled to exemption from audit under Section 477 of the Companies Act 2006 for the year ended 31 March 2022.

The members have not required the company to obtain an audit of its financial statements for the year ended 31 March 2022 in accordance with Section 476 of the Companies Act 2006.

The trustees acknowledge their responsibilities for

- ensuring that the charitable company keeps accounting records that comply with Sections 386 and 387 of the Companies Act 2006 and
- preparing financial statements which give a true and fair view of the state of affairs of the charitable company as at the end of each financial year and of its surplus or deficit for each financial year in accordance with the requirements of Sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the charitable company.

These financial statements have been prepared in accordance with the provisions applicable to charitable companies subject to the small companies regime.

The financial statements were approved by the Board of Trustees and authorised for issue on 1 December 2022 and were signed on its behalf by:



Miss L J Robinson - Trustee

The notes form part of these financial statements

1. GENERAL INFORMATION

Ufulu Malawi Ltd is a charity limited by guarantee and incorporated in England and Wales. The address of the charity's registered office is 2 Heath Drive, Binfield Heath, Henley-On-Thames, Oxfordshire, RG9 4LX. The registered number is 11858727. The registered charity number is 1184782.

Ufulu Malawi Ltd aims to improve the sanitary conditions of women and girls in Malawi, and eradicate the taboo around menstruation in the community.

The presentation currency of these financial statements is Sterling (£), being the currency of the primary economic market in which the entity operates (its functional currency). All amounts in these financial statements have been rounded to the nearest pound unless stated otherwise.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

2. ACCOUNTING POLICIES

Basis of preparing the financial statements

The financial statements of the charitable company, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: 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 (FRS 102) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Given the spread of Coronavirus "COVID-19", the trustees have given due consideration to the effect of COVID-19 on expected future cashflows and consider there to be little impact on the charity's ability to act as a going concern in this regard.

Income

All income is recognised in the statement of financial activities once the charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably.

Donated Cups

During the year, there were menstrual cups donated for free to the charity by Ruby Cup, for distribution to women in Malawi. As Ufulu Malawi Ltd incurred no cost in respect of these additionally provided cups, no associated income or expenditure has been recorded in these financial statements.

Expenditure

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

Taxation

The charity is exempt from corporation tax on its charitable activities.

2. ACCOUNTING POLICIES - continued

Fund accounting

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the statement of financial position date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

Financial instruments

The charitable company only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

Significant judgements and estimates

The preparation of the financial statements requires management to make estimates and assumptions that affect the reported amounts of income, expenditure, assets and liabilities. If in the future such estimates and assumptions, which are based on management's best judgment at the date of the financial statements, deviate from the actual circumstances, the original estimates and assumptions will be modified as appropriate in the year in which the circumstances change.

3. NET INCOME/(EXPENDITURE)

Net income/(expenditure) is stated after charging/(crediting):

| | 2022 | 2021 |
|--|--------------|----------|
| | £ | £ |
| Independent examiner's fees | 4,200 | - |
| Independent examiner's fees - other services | 378 | - |
| | <u>4,578</u> | <u>-</u> |

4. TRUSTEES' REMUNERATION AND BENEFITS

| | 2022 | 2021 |
|--------------------|--------------|--------------|
| | £ | £ |
| Trustees' salaries | 6,240 | 6,000 |
| | <u>6,240</u> | <u>6,000</u> |

Trustee remuneration above relates to Ms A C Woolsey in respect of her work in Malawi carrying out the charity's purpose as detailed in the Trustees' Report.

4. TRUSTEES' REMUNERATION AND BENEFITS - continued

Trustees' expenses

Expenses during the year amounted to £6,898 (2021: £3,281) in respect of travel and subsistence, accommodation, marketing and administrative expenses for Ms A C Woolsey, a trustee of the charity.

5. STAFF COSTS

| | 2022 | 2021 |
|--------------------|--------------|--------------|
| | £ | £ |
| Wages and salaries | 6,240 | 6,000 |
| | <u>6,240</u> | <u>6,000</u> |

The average monthly number of employees during the year was as follows:

| | 2022 | 2021 |
|------------------|----------|----------|
| Management staff | 5 | 5 |
| | <u>5</u> | <u>5</u> |

No employees received emoluments in excess of £60,000.

6. STOCKS

| | 2022 | 2021 |
|--------|---------------|----------|
| | £ | £ |
| Stocks | 14,200 | - |
| | <u>14,200</u> | <u>-</u> |

7. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | 2022 | 2021 |
|--------------------------------|------------|------------|
| | £ | £ |
| Prepayments and accrued income | 795 | 777 |
| | <u>795</u> | <u>777</u> |

8. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | 2022 | 2021 |
|------------------------------|--------------|--------------|
| | £ | £ |
| Trade creditors | 1,113 | - |
| Other creditors | 95 | 115 |
| Accruals and deferred income | 4,578 | 3,081 |
| | <u>5,786</u> | <u>3,196</u> |

UFULU MALAWI LTD

NOTES TO THE FINANCIAL STATEMENTS - continued
FOR THE YEAR ENDED 31 MARCH 2022

9. MOVEMENT IN FUNDS

| | At 1.4.21 £ | Net movement in funds £ | At 31.3.22 £ |
|---------------------------|----------------|----------------------------------|--------------------|
| Unrestricted funds | | | |
| General fund | (468) | 11,546 | 11,078 |
| Restricted funds | | | |
| Eastern Produce Malawi | - | 16,417 | 16,417 |
| TOTAL FUNDS | <u>(468)</u> | <u>27,963</u> | <u>27,495</u> |

Net movement in funds, included in the above are as follows:

| | Incoming resources £ | Resources expended £ | Movement in funds £ |
|---------------------------|----------------------------|----------------------------|---------------------------|
| Unrestricted funds | | | |
| General fund | 37,188 | (25,642) | 11,546 |
| Restricted funds | | | |
| Eastern Produce Malawi | 16,417 | - | 16,417 |
| TOTAL FUNDS | <u>53,605</u> | <u>(25,642)</u> | <u>27,963</u> |

Comparatives for movement in funds

| | At 1.4.20 £ | Net movement in funds £ | At 31.3.21 £ |
|---------------------------|----------------|----------------------------------|--------------------|
| Unrestricted funds | | | |
| General fund | 4,658 | (5,126) | (468) |
| TOTAL FUNDS | <u>4,658</u> | <u>(5,126)</u> | <u>(468)</u> |

Comparative net movement in funds, included in the above are as follows:

| | Incoming resources £ | Resources expended £ | Movement in funds £ |
|---------------------------|----------------------------|----------------------------|---------------------------|
| Unrestricted funds | | | |
| General fund | 15,486 | (20,612) | (5,126) |
| TOTAL FUNDS | <u>15,486</u> | <u>(20,612)</u> | <u>(5,126)</u> |

9. MOVEMENT IN FUNDS - continued

Description of funds held:

Eastern Produce Malawi Fund - This relates to funds received from Eastern Produce Malawi for the purpose of running workshops for Eastern Produce Malawi and providing menstrual cups to their workforce.

10. RELATED PARTY DISCLOSURES

Donations from trustees amounted to £5,220 for the year (2021: £3,013). There were no other related party transactions for the year ended 31 March 2022 or the prior year, aside from trustees remuneration and expenses.

11. ULTIMATE CONTROLLING PARTY

The Charity was controlled throughout the period by the board of Trustees.

12. COMPANY LIMITED BY GUARANTEE

The liability of each member is limited to an amount not exceeding £10.

UFULU MALAWI LTD

DETAILED STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 MARCH 2022

| | 2022 £ | 2021 £ |
|--|---------------|----------------|
| INCOME AND ENDOWMENTS | | |
| Donations and legacies | | |
| Donations | 53,605 | 15,486 |
| Total incoming resources | 53,605 | 15,486 |
| EXPENDITURE | | |
| Charitable activities | | |
| Trustees' salaries | 6,240 | 6,000 |
| Website and data costs | 269 | 735 |
| Foreign exchange gains and losses | 232 | 377 |
| Postage and stationery | 42 | 31 |
| Advertising | 53 | 82 |
| Workshop costs | 4,486 | 1,833 |
| Travel and subsistence | 7,272 | 5,345 |
| | 18,594 | 14,403 |
| Support costs | | |
| Management | | |
| Insurance | 753 | 949 |
| Legal and other professional fees | 50 | 687 |
| | 803 | 1,636 |
| Finance | | |
| Bank charges | 401 | 592 |
| Governance costs | | |
| Independent examiner's fees | 4,200 | - |
| Independent examiner's fees - other services | 378 | - |
| Accountancy fees | 1,266 | 3,981 |
| | 5,844 | 3,981 |
| Total resources expended | 25,642 | 20,612 |
| Net income/(expenditure) | <u>27,963</u> | <u>(5,126)</u> |

This page does not form part of the statutory financial statements