



# Annual Report 2015



Vi Agroforestry

# Vi Agroforestry is growing and improving

Over the course of more than 30 years, over 100 million trees have been planted through Vi Agroforestry. But much more than that has been achieved. Here we talk to Vi Agroforestry's chairperson Ines Uusmann and CEO Anneli Rogeman about the past year.

**Anneli:** There are many reasons to celebrate when I think back over the year. We achieved an all-time-high again for fundraising, which is fantastic. And we have seen some highly creative communication work. For example at Almedalen, where we constructed an Africa in miniature and ministers and business leaders came and planted trees. The concert that took place at Cirkus in May was well attended and attracted great attention.

**Ines:** Yes, Lasse Åberg was also there and gave out the new 'Thank-you trees' that he has designed for Vi Agroforestry, which some performance venues round the country use in place of flowers. And the jewellery in the same design is so elegant.

**Anneli:** We received a lot of money from The Swedish Postcode Lottery, adding to the plentiful body of proof that we are doing a good job. And we have increased awareness of Vi Agroforestry.



Ines Uusmann and Anneli Rogeman visiting farmer Richard Masai outside Kitale, Kenya.

Photo: Riccardo Gangale

**Ines:** I think that you notice that when out and about in town. I meet many people who want to talk about Vi Agroforestry and the work we do.

**Anneli:** Do you remember when we attended the re-opening of the Agroforestry Centre in Kitale in Kenya? The excellent exhibition is part of our outward face in Africa and is an important element of our efforts to spread knowledge about agroforestry.

**Ines:** Yes, the exhibition represents many years of knowledge that we are consolidating and disseminating. It is also a refinement process, that we are doing this partially digitally and can pass it on in a new and more effective way. To new farmers.

**Anneli:** Then there has been a lot of internal work during the year. The highlight was the big global conference in the autumn, which was opened by the Minister for International Development Cooperation and attended by Sida's Director-General; this shows the status and importance afforded to Vi Agroforestry by the public sector in Sweden.

**Ines:** Something we have discussed a great deal during the year is transfer of resources and ownership to our partner organisations around Lake Victoria,

and the challenges involved in this. I am modest in the face of this, but I feel that we are tackling it very successfully. It is an essential change-over that we are currently in the midst of.

**Anneli:** Vi Agroforestry is growing. The trees are growing, just like the funds raised and the level of visibility among the public and companies – and at the same time we are refining our collaboration on the research side even more with Agroforestry Network.

**Ines:** They are still the hub of so much, these trees, which in an unbelievably short space of time can produce so much usefulness, joy and pride – if they are just given the right conditions, the right growing methods and a little water.

**Anneli:** And a boon for the climate.



Ines Uusmann,  
Chairperson



Anneli Rogeman,  
CEO

## Contents

Statement from the chairperson and CEO	2
About Vi Agroforestry	3
Vi Agroforestry in the world	6
Fundraising	10
Communication	11
Annual financial report	12
Auditor's report	21
The Board of Vi Agroforestry	22
How you can contribute	23
Contact details	24

Cover picture:  
Apolinaire Mukaruzima,  
Rwanda.

Photo: Marcus Lundstedt





Photo: Linda Andersson

“My favourite tree is avocado because I like the fruit. I have planted mangos on our farm. Trees are important because they give us rain and we can use them to build houses with.”

Mishell Achieng in Kenya helps her grandfather Maurice Odhiambo at the family’s nursery. Maurice has been working with Vi Agroforestry for several years and educates new farmers in a variety of growing techniques.

## Our trees have helped over 1.8 million people out of poverty

Vi Agroforestry is a Swedish development cooperation organisation that plants trees in Kenya, Rwanda, Uganda and Tanzania – four countries badly affected by deforestation and that have lived with the devastating effects of this on both humans and nature for many years.

We use agroforestry methods, which involves growing trees and several types of crops together. The combination of trees and crops restores the natural fertility of lifeless arable land, providing fruit, nutrients and food on the table. Trees are also used as building material and create new means of livelihood.

Through education, families living in poverty achieve larger incomes and protection against the negative effects of climate change. Since the start in

1983, Vi Agroforestry has contributed to planting over 100 million trees and has helped more than 1.8 million people out of poverty.

In Sweden, Vi Agroforestry focuses primarily on fundraising, communication and advocacy. Increasing knowledge about tree planting is an essential prerequisite for engaging people in the fight against poverty in the Lake Victoria basin.



Photo: Marcus Lundsteet

### Our vision

- A sustainable environment that makes it possible for people living in poverty to improve their lives.

### Our target group

- Female and male smallholder farmers living in poverty in the area around Lake Victoria, and their organisations.

# The Lake Victoria basin



## This is where we operate

Vi Agroforestry works in four countries around Lake Victoria in eastern Africa: in Kenya in the Kitale and Kisumu regions, in Uganda around Masaka, in Tanzania in Kagera and Musoma, and in Rwanda around Kigali.

## Vi Agroforestry's priority areas of operation

- Sustainable agriculture adapted to climate change, based on agroforestry and the right to food
- Strong farmers' organisations
- Gender equality
- Economic security

### Sustainable agriculture



Photo: Marcus Lundstedt

"I have learned to grow more effectively on my own farm by learning about the importance of trees. Trees provide nutrients for my crops, the fallen leaves improve the soil and erosion has decreased."

Apolinaire Mukaruzima, Rwanda

### Strong farmers' organisations



Photo: Linda Andersson

"Our organisation has received financial support from Vi Agroforestry and education covering topics such as lobbying. Farmers are now involved in changes to environmental laws, made through our organisation. This had led to more farmers being motivated to plant trees."

Pendo Kawawa, Tanzania

### Gender equality



Photo: Edward Eshvalu

"Before the education sessions in our community, the men believed that women should not earn money, and that it was not worth discussing things with them. But afterwards many men have changed their opinion. They have seen that shared responsibility for finances and increased cooperation within the family yields increased income."

Rosette Balironda, Uganda

### Economic security

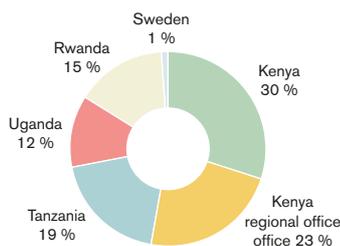


Photo: Amunga Eshuchi

"After education from Vi Agroforestry we are both members of a saving and borrowing group. Previously we didn't save at all, so it was difficult to collect enough money for school fees and hospital bills. But now we save and it's much easier to gain access to loans."

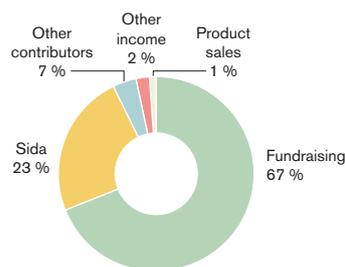
Charles and Nancy Onyango, Kenya

### Geographic distribution



The funds spent on our project activities are distributed between countries as above.

### Income



The activities of Vi Agroforestry are funded by donations and grants from Sida and other NGOs.

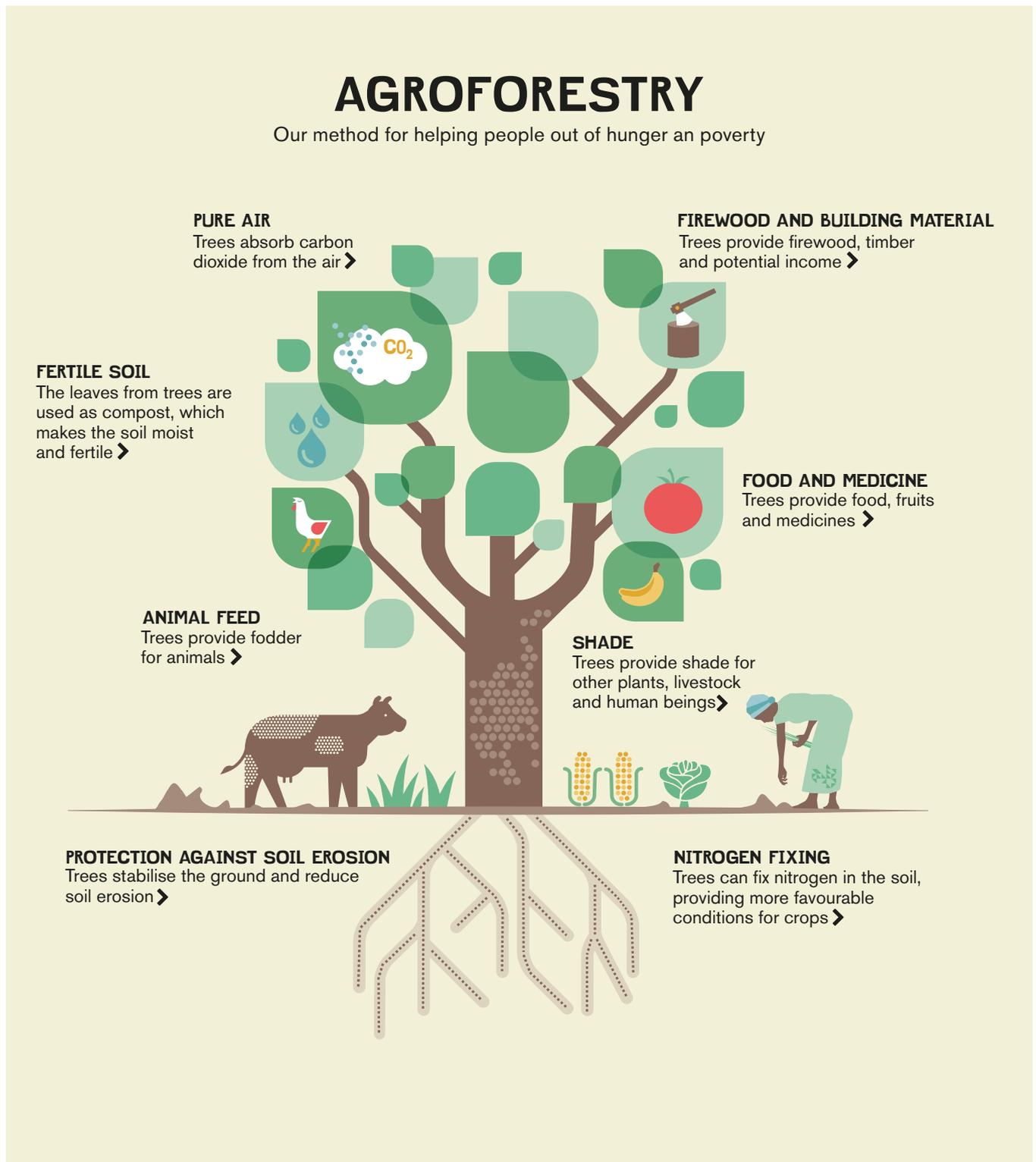
### How the money is used



From every SEK 100 raised by Vi Agroforestry, SEK 79 goes towards our project activities, SEK 10 is spent on fundraising, SEK 10 on administration and communication and SEK 1 on costs relating to product sales.

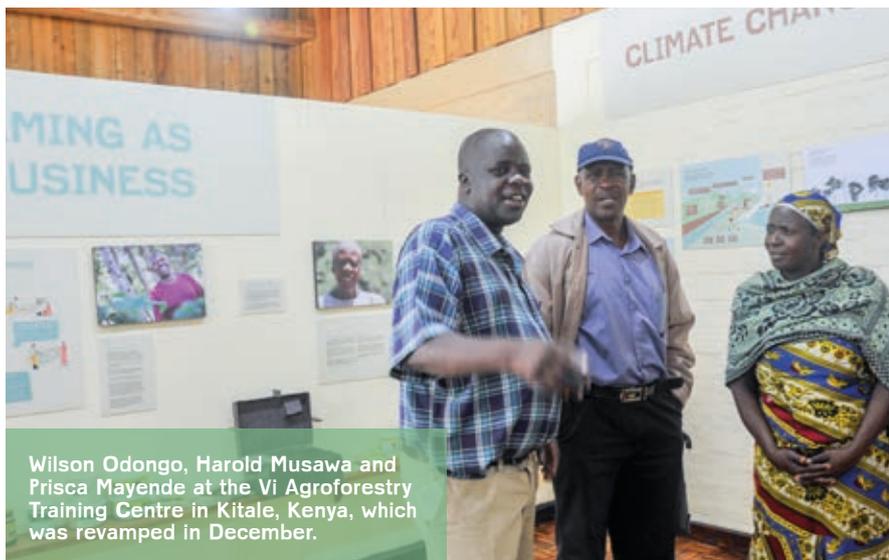
# Reduced poverty and a better climate

Vi Agroforestry's mission is through agroforestry and support for farmers' organisations to contribute to poverty reduction, the right to food, increased incomes, increased biodiversity and climate adaptation. Trees play a central role in our work because they can help to improve conditions for both people and the environment.



# Focus on diversified funding

**Our activities in eastern Africa this year have involved continued efforts to diversify our funding and strengthen partner organisations. A strategy process was initiated, and in Kenya Vi Agroforestry’s training centre for agroforestry was renovated.**



Wilson Odongo, Harold Musawa and Prisca Mayende at the Vi Agroforestry Training Centre in Kitale, Kenya, which was revamped in December.

Photo: Riccardo Gangale

## Increasing global awareness

In order to increase global awareness of Vi Agroforestry, we attended a number of major international conferences during the year. One of these was the World Forestry Congress in Durban, South Africa, which was organised by FAO with a view to coming up with new ways to solve technical, scientific and political problems within forestry. Wangu Mutua and Fred Marani from Vi Agroforestry gave a talk on the theme “Women and Agroforestry” and “Strengthening Capacities for Community and Forest Resilience”.



Wangu Mutua, Vi Agroforestry's Deputy Regional Director, at the global conference in Stockholm.

Photo: Marcus Lundstedt

## Diversifying funding

During the year, an agreement was signed with the Nordic Climate Facility (NCF) with a focus on developing methods of climate-smart agriculture in western Kenya. The project is expected to reach around 5,400 farmers.

In 2015, Vi Agroforestry became a beneficiary of the Swedish Postcode-Lottery. Focus in the first year has been a drive to get more female farmers into leading positions, farming as a business activity, resource mobilisation and feedback to donors, and building up Agroforestry Network, which gathers research concerning agroforestry.

Vi Agroforestry received an innovation cheque from The Swedish Postcode-Lottery, with the money to go towards building up advice and communication to and from the farming families via mobile phones.

Vi Agroforestry made an attempt to establish itself in southern Africa with an application to the Swedish embassy in Zambia. This was the first time we have made an application outside our current geographic area. It was a very instructive process, but another actor was more successful. We will take on board the experience from this and make new applications.

### Vi Agroforestry’s strategic aims

During the 2013–2016 strategy period we undertake to:

- Increase turnover, improve quality and expand agroforestry expertise within partner organisations and our own organisation.
- Increase local ownership through collaboration with partner organisations.
- Support and strengthen the work of our partner organisations towards a more democratic society.
- Guarantee that 50 % or more of Vi Agroforestry’s resources will support women.
- Strengthen work with children and young people.
- Increase awareness in Sweden of Vi Agroforestry’s activities.
- Diversify funding.
- Strengthen collaboration with Swedish enterprises.

Alongside COP 21, Vi Agroforestry was invited by the Livelihoods Fund to take part in The Global Landscape Forum in Paris. Wangu Mutua gave a presentation that included how we employ our methods to measure carbon in soil and trees, a project funded by the World Bank. Attendees included individuals, ambassadors and organisations.

## Strengthening local partners

One of our strategic objectives is to strengthen local partners in the countries in which we operate. As part of this work, a mentor-based programme has been set up in Tanzania. The idea is that a more experienced partner organi-



Photo: Edward Echwalu

sation works with a new, potential partner for the purpose of supporting them in their work. An evaluation is conducted at the end of the year.

### Supporting children and young people

Our work to support children and young people included the “School Girl Empowerment” project in Uganda. 25 schools have set up school associations that implemented various activities and education initiatives linked to equality, children’s rights, reproductive health and personal hygiene. The pupils have elected a committee themselves, giving them experience within leadership and association procedures. The school associations have also been distributors of sanitary protection and solar energy lamps through wholesale contacts that the programme helped to establish. The profit from sales has gone towards activities at the school.

### Expanding agroforestry expertise among farmers

In order to expand agroforestry expertise among the farmers we work with, Vi Agroforestry runs a training centre in Kitale, Kenya, where farmers and their organisations come to learn more about agroforestry. The centre has an exhibition about Vi Agroforestry with a variety of areas in which to expand their knowledge. In December, the exhibition was revamped and updated with relevant data and technology.

### New strategy period

As Vi Agroforestry’s strategy period concludes in 2016, we have worked on the organisation’s future strategy during the year. One important platform was a global conference in Stockholm, attended by participants from all our countries of operation, head office and board members to lay the basis for future strategy.

## Results

A selection of achievements in Kenya, Rwanda, Tanzania and Uganda in 2015:

- 5,363,653 long-term trees and fruit trees were planted in the Lake Victoria basin.
- Rows of hedges and avenues equivalent to a distance of 2,905,303 metres were planted on the farms of local families.
- Vi Agroforestry worked with 112,182 families and 3,994 farmers’ groups.
- Training was provided for 362 farmers’ organisations on HIV and Aids issues and how to help infected and affected members.
- 50,022 families participated in training relating to the effects of climate change.
- 2,487 active saving and borrowing groups with a total of 57,333 members were in operation.
- 20,446 households used alternative energy sources such as biogas, solar power and briquettes.
- Training for 393 farmers’ organisations and farmers’ groups in human-rights-based strategies for development.
- 30,927 households participated in training covering the importance of growing a variety of crops and how to get adequate nutrition from their diet.
- 27,437 farmers used methods and structures that prevent soil erosion.
- 15,555 systems for water collection were in place.
- 439 kitchen gardens were established at schools.

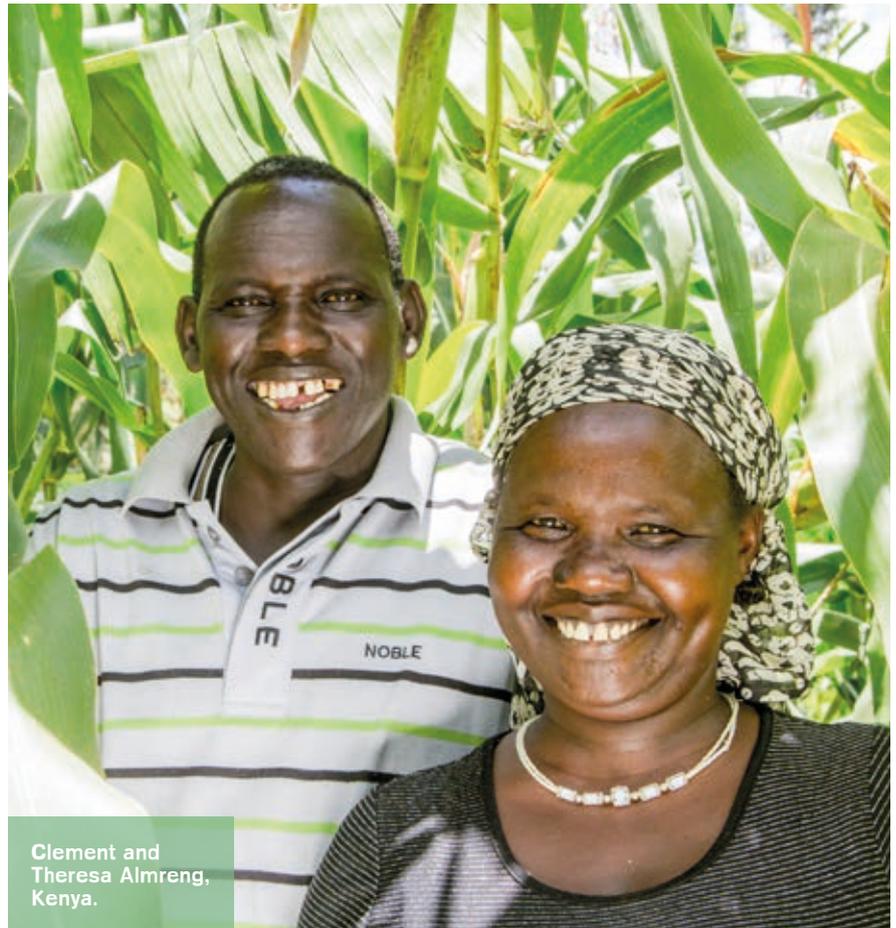
## Effects

- The trees planted have reduced soil erosion and provided wood products for farming families.
- Training in sustainable farming methods has resulted in farmers growing different types of crops, using improved methods and increasing their harvests, which puts food on the table.
- Through Vi Agroforestry’s collaboration with local healthcare staff, farmers’ groups who have members living with HIV and Aids have gained access to testing, medication and support. They have received training covering the importance of a good diet to enable response to medication and how to get nutritious vegetables from their own gardens.
- Equality between women and men has improved in farmers’ organisations and farmers’ groups that Vi Agroforestry has worked with. One result is that the position of women in families has been strengthened, leading to increased influence over the family’s finances.
- By being active in local saving and borrowing groups, the families can invest in their farm and buy more land. They have been able to save money for their children’s schooling and to pay hospital bills.
- Training covering environmental issues and climate change has led to more farmers using solar energy. As a result, families have access to lighting during the evenings, which makes homework easier.
- Focus on children and young people has led to several schools setting up lunch projects using food from their own vegetable gardens. This means that the children get an extra meal in school every day, which reduces malnutrition and lays the basis for better school results.

## The Almreng family became self-sufficient

“Now we have enough food for the whole family. It took us three years to become self-sufficient with food from our farm. So no, it was not a rapid transformation, but it was possible. Now, when the drought is at its worst, neighbours come by and we can share both food and water with those who don’t have any. They have not yet learned what we have from Vi Agroforestry,” says Clement Almreng.

Having access to food every day is not a matter of course in eastern Africa. This is also true for the Almreng family in Kenya who has received support from Vi Agroforestry. When the children were young, the family only drank tea for breakfast and ate a nutrient-poor diet of maize for both lunch and dinner. But with Vi Agroforestry’s help they have reversed the fortunes of their farm by using agroforestry methods, and the situation now is completely different.



Clement and Theresa Almreng, Kenya.

Photo: Linda Andersson

## Thanks to her savings, Sandra can expand

“The saving and borrowing group has helped us a lot. Thanks to the group I always have the capability to buy what I need, for example, feed for my chickens.”

Sandra Nakigudde in Uganda has joined a saving and borrowing group supported by Vi Agroforestry. Thanks to her savings she has been able to build a large new poultry house, where 1,300 chickens will shortly be moving in. And Sandra has far-reaching plans:

“I want to expand the chicken project by building another poultry house. The more chicken manure I have, the bigger and better the harvest from my fields.”

Sandra Nakigudde was quick to realise the benefits of saving money, and has been the most active saver in her group since the start. She is a source of inspiration to the others in the village.

“The number of members is constantly increasing because people see the benefits of saving!”



Sandra Nakigudde, Uganda.

Photo: Edward Echwalo

## “With the knowledge I have gained I can teach others”

“I have received training from Vi Agroforestry that has enabled me to establish my vegetable garden, construct a wood-saving stove and set up a saving and borrowing group. I constructed terraces, achieved a surplus yield from my farm and was able to buy some cows. I have so much knowledge now that I can teach others!”

With Vi Agroforestry’s help Dorothee Mukashema, Rwanda, has started up 20 farmers’ groups with a total of 600 members, who have received training covering a variety of topics. The groups have together formed KAB Cooperative to ensure the knowledge from Vi Agroforestry is retained.

Dorothee is now chairperson of the cooperative.

“When Vi Agroforestry was looking for partner organisations to collaborate with we applied to become one. We were interviewed and fulfilled the criteria and thus became a partner of Vi Agroforestry.”



Genetruda Uwamariya and Dorothee Mukashema, Rwanda.

Photo: Marcus Lundstedt

## “I have taught my family how to use manure”

“When the teachers talked about the tree clubs, I put my name down immediately. I wanted to learn more about agriculture, how to grow vegetables and keep chickens. It’s important because I can earn money from it.”

Pupil Jackline Elias, Tanzania, is a member of one of the tree clubs set up at schools by Vi Agroforestry with support from Radiohjälp. Teachers, children and parents create their own nurseries and kitchen gardens in their school yards. They raise plants to become trees for their farms and inspire others to follow suit. The vegetables harvested provide important additional energy for the children, who often only get one meal a day.

“We have started growing vegetables at home. We did before too, but now we have learned about new types of vegetables in school. I have taught my family how to use manure and natural pesticide from the Neem tree against bugs.”



Mzee Arogo and Jackline Elias, Tanzania.

Photo: Linda Andersson

# Fundraising record again

## Vi Agroforestry raised SEK 53.5 million in 2015

Vi Agroforestry can look back on another successful fundraising year. Once again, a record amount of money was raised. A great deal of this success is due to becoming a beneficiary of the Swedish PostcodeLottery.



Photo: PostcodeLottery

### Results

- 800 monthly donors were recruited during the year through Door2Door
- In total, monthly donors contributed SEK 10 million in 2015 (an increase of 8 %)
- Just over 1,000 serving trays were sold at Christmas, which yielded an income of SEK 130,000
- Sales of gift cards generated SEK 850,000 (an increase of 33 %)
- Enterprises that undertake climate compensation gave SEK 2 million (an increase of 16 %)



This serving tray, designed by artist Julia Cairns, was the year's best-seller.

Vi Agroforestry set a new fundraising record. In 2015, we raised SEK 53.5 million, which is an increase of SEK 3 million from 2014. The total includes donations, sales of products, grants from Radiohjälpen, The Swedish PostcodeLottery and contributions from other NGOs.

The increase can be explained by the fact that Vi Agroforestry became a beneficiary of the Swedish PostcodeLottery and received a cheque for SEK 5 million. The money is used for Vi Agroforestry's work to reduce poverty through tree planting, but also for special initiatives aimed at improving equality, among other things.

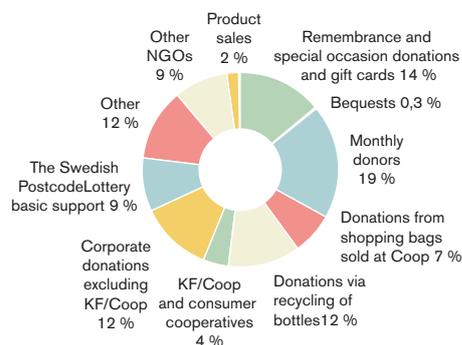
Collaboration with Vi Agroforestry's biggest corporate donors KF, Coop and the consumer cooperatives generated SEK 12.4 million. Customers continued to use the Donation Button when returning their recyclable bottles and cans.

The yellow button is the single biggest fundraising channel among enterprises and raised SEK 6.6 million. Contributions from shopping bags sold at Coop also provided a high level of fundraising income. In 2015, the bags brought in SEK 3.7 million.

Several new corporate partnerships were initiated, including Let's face it, Nokas Security AB and Photowall. The total fundraising from enterprises, including climate compensation, was SEK 18.8 million.

Vi Agroforestry's efforts to recruit monthly donors paid dividends. 800 monthly donors were recruited and income from this category thus increased by almost SEK 800,000. Several large contributions from private individuals were also received. A total of SEK 24.1 million was collected from private individuals.

### Fundraising



### Our fundraising is monitored by the Swedish Fundraising Control

Vi Agroforestry has a 90-account for fundraising that is monitored by the Swedish Fundraising Control. This guarantees that the fundraising is ethical and professional, and that no more than 25 % of income is spent on anything other than the intended purpose.



“Several farmers we met tell the same story. That they didn’t have firewood. Or food. Now they do and can employ people on their farm. It’s difficult to believe when you just read about it. It’s too good to be true. But it is true!” says Anders Lundin to Babben Larsson after having met the Namukhosi family: Leah, Mary and John.

Photo: Amunga Eshuchi

## Results

- 18,829 new followers on Facebook (an increase of 112 %).
- 959 new followers on Instagram (an increase of 114 %).
- 10,822 more unique visits to the website in December, compared with the previous year (an increase of 42 %).
- 629 press cuttings (an increase of 79 %).

# Thank-you trees, ministers and a climate concert

In Sweden we are working to raise the awareness of Vi Agroforestry. During the year we have implemented a number of successful activities to draw attention to our work.

Three of Vi Agroforestry’s ambassadors: Babben Larsson, Anders Lundin and Kenyan supermodel Ajuma Nasenyana travelled to see Vi Agroforestry’s activities in Kenya at the end of January to learn more about our work. The trip resulted in a number of different interviews featured in Swedish media such as DN, Land and SVT’s Go’kväll.

## Press activity promoting the Donation Button

In March, we performed the annual press activity promoting the returnable bottles scheme in Coop’s stores. This year’s Donation Button rankings – showing which municipal residents used the Donation Button most often – was the most successful individual PR activity during the year and resulted in 151 press cuttings, which is a new record.

## Saying thank you with trees

In spring, the sales of “Thank-you trees” commenced, a means for organisers to thank their artists with trees instead of flowers after a performance. The Thank-you trees given out to performers were designed by Lasse Åberg and symbolise trees planted at the homes of families

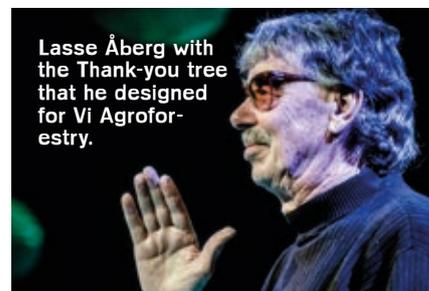
in eastern Africa. The Göteborg Opera, Dramaten, Maximteatern and Partille municipality are some of those that have made use of Thank-you trees. A necklace with the tree symbol made by silversmith Wolfgang Gessl was also designed and sold as a limited edition.

## Concert in aid of Vi Agroforestry

In May, a concert entitled “Pengarna åt skogen” (Money for the forest) was held at Cirkus in Stockholm in aid of Vi Agroforestry. Our ambassadors Babben Larsson, Anders Lundin and Helen Sjöholm appeared on stage together with The Real Group, Magnus Carlson and Janne Schaffer. Close to 1,100 tickets were sold and we appeared in a variety of media in the lead-up to the concert.

## Active at Almedalen

In July it was time for Almedalen Week. We arranged a seminar about what we could accomplish if Swedish enterprises were world leaders in sustainability. We also released the report “Varmare klimat – iskall nyhet? Så ser den svenska mediebild av klimatförändringarna ut” (Hotter climate – ice-cold news? The Swedish media image of climate change) and offered party leaders, ministers and



Lasse Åberg with the Thank-you tree that he designed for Vi Agroforestry.

Photo: Pontus Fagerstedt

journalists the chance to plant trees in a “miniature Africa”. Trees were planted by Åsa Romson, Deputy Prime Minister (MP), Sven Erik Bucht, Minister for Rural Affairs (S), and Isabella Lövin, Minister for International Development Cooperation (MP), among others.

## Advertising for increased awareness

During the year we have contributed articles or news items to every issue of Vi magazine. In 2015, we also advertised in a variety of digital media and in magazines, for the purpose of increasing awareness of Vi Agroforestry among different target groups.

## Increased focus on communication

Vi Agroforestry has focused particularly on communication in 2013–2015, including obtaining better reporting from its countries of operation, increasing its presence in social media and establishing an ambassador programme. These efforts have enabled us to significantly improve our communications, in terms of both quality and quantity. This has supported a much higher fundraising result for the organisation and has established Vi Agroforestry at a higher level.

# Directors' report

## General information about operations

### • Purpose and vision

Vi Agroforestry's vision is "a sustainable environment that makes it possible for people living in poverty to improve their lives". This vision tallies well with the purpose of the foundation as per its statutes, "The purpose of the Vi planterar träd fundraising foundation is to contribute to ecological balance and better, more secure food supply for the poor and worst off in areas threatened by ecological impoverishment through nurseries, tree planting and other associated measures".

### Target group and mission

Vi Agroforestry's target group lives in four countries around Lake Victoria.

The target group consists of female and male smallholders living in poverty and their organisations. Vi Agroforestry provides advice and training. Tree planting within agroforestry systems forms the basis for this. Agroforestry refers to a system of land use where trees and bushes are grown together with crops and integrated with animal rearing.

The original mandate of attaining a sustainable environment by planting trees remains a central factor, but has been expanded into the more comprehensive concept of agroforestry. Once production on the farmers' smallholdings has increased and become more diversified, Vi Agroforestry's advice and training also covers market issues. Great emphasis is placed on local ownership and influence. This yields long-term and economically-sound results.

Vi Agroforestry has been working in partnership with local organisations since 2011. Consortia have been formed with farmers' organisations in our countries of operation. Vi Agroforestry is helping with the following by means of agroforestry and support for farmers' organisations: poverty reduction, increased incomes, increased biodiversity and climate adaptation. Support is provided as well for farmers' own savings and credit associations, which open up scope for small-scale

investments. Vi Agroforestry also integrates equality issues into all its activities.

### Our organisation

Vi Agroforestry conducts activities in four countries around Lake Victoria: Kenya, Tanzania, Uganda and Rwanda. We have five country offices in these countries and a regional office based in Nairobi, Kenya. Since 2012, Vi Agroforestry has also been represented in Malawi. Our head office is in Stockholm.

### Priority areas of operation

A sustainable environment as a basis for poverty reduction is crucial to Vi Agroforestry's vision of development. Working in partnership provides local ownership and sustainability. We apply a human rights based approach in all our activities. Guidelines for the work are provided by the board's decisions regarding priority areas of operation. These are:

- Sustainable agriculture adapted to climate change, based on agroforestry and the right to food
- Strong farmers' organisations
- Support for local, regional and national farmers' organisations
- Gender equality
- Economic security

Vi Agroforestry is governed by the following principles:

- Local ownership and implementation of activities in the field
- Focus on human rights and the responsibility of states to realise these
- Focus on local organisations as tools for social and political influence
- Flexibility and respect when working with the consortia
- Strengthening the influence of individuals through democratic organisations
- Building up long-term capacity in partner organisations
- Accountability, long-term responsibility and transparency

### Collaboration with We Effect

In 2003, Vi Agroforestry entered into a close collaboration with We Effect (formerly Swedish Cooperative Centre). This collaboration is a natural progression, as both organisations come from the Swedish cooperative movement and focus on the same target groups – poor farming communities. It will benefit both organisations, enabling them to be more effective and reach more people.

### Significant events during the year

#### • Targeted activities

Vi Agroforestry has been increasing its support for the farmers' organisations for several years now. The aim is to further increase local ownership and long-term sustainability of results. In 2011, four national consortia were set up together with local organisations. The "Lake Victoria Farmers' Organisations' Agroforestry Programme" (FOA) is being jointly implemented, with 2015 being the fourth year in a five-year programme.

It has provided, among other things, financial support and advice for over 40 partner organisations. The activities include organisational development, increased member benefits, improved growing techniques (implementation of agroforestry) and development of enterprises. The activities also involve support for micro-financing. Women are heavily involved, which results in improved living conditions for farming families.

In Rwanda, Vi Agroforestry is working on two projects alongside FOA.

In Tanzania, work is carried out with consortium partners and bilateral partners.

Gudrun Boström began work as the new country manager for Tanzania in autumn 2015. She succeeded Rolf Skogsberg.

As part of our work to transfer more resources to our partners we closed the Bukoba office at the beginning of 2015. Staff is now based at our office in Musoma.



Photo: Picture 1 and 3 Marcus Lundstedt, picture 2 Edward Echwalu

In Kenya, a new agreement has been signed with NCF, Nordic Climate Facility, with a focus on methods for climate-smart agriculture.

The School Girl Empowerment project in Uganda has now concluded, with pupils in 25 schools having set up “gender movement” clubs and also having been educated about children’s rights, reproductive health and menstrual hygiene.

For a number of years, Vi Agroforestry has been developing a method of carbon dioxide reduction measures in Africa. By using long-term, sustainable cultivation methods, farmers contribute to carbon sequestration in trees and thus a better climate. The farmers receive payment for this and the scheme is certified under Plan Vivo. Farmers in Tanzania have been growing according to the Plan Vivo standard since 2010. This enables companies and organisations to offset their carbon dioxide emissions, while helping to reduce poverty. The farmers’ incomes increase along with access to food and better yield from agriculture.

A project is ongoing in western Kenya in collaboration with the World Bank, the “Kenya Agriculture Carbon Project”, for which a new methodology for measuring carbon in the soil and trees has been developed. This method has been approved as per the “Verified Carbon Standard”. Around 30,000 farmers have participated in the project up to and including 2015.

In 2015, Vi Agroforestry had a stronger focus on ensuring more women gain leading positions. Vi Agroforestry has also worked on innovations, including investing in building up advice and communication to and from farming families via mobile.

Agroforestry Network is a Swedish platform for international agroforestry started by Vi Agroforestry. There is great interest in collaboration from researchers and universities. In 2015, the foundation was laid for a digital platform to create a distinct arena for agroforestry. The aim is to communicate results and bring together organisations and experts in the field.

Work on Vi Agroforestry’s future strategy commenced during the year.

One important platform was the global conference in Stockholm. This was attended by employees from all our countries of operation, board members and representatives of the foundation’s founders.

• **Fundraising and communication**

The special efforts to increase awareness of Vi Agroforestry have continued in their third and final year, resulting in increased awareness figures for the foundation, among other things.

Vi Agroforestry has expanded its collaboration with its four ambassadors: Anders Lundin, Babben Larsson, Helen Sjöholm and Ajuma Nasenyana. In 2015, the ambassadors have been involved in a variety of media, events and social media to explain about Vi Agroforestry’s activities to a wide audience in Sweden. A concert with three of the four ambassadors also took place, at Cirkus in Stockholm.

Owing to its success, the contest to find Sweden’s best tree photographer was back for a third time this year.

At Almedalen, ministers, MPs and senior executives from the business

community and organisations planted trees in a “miniature Africa” (a map of Africa on the ground). The report “Varmare klimat – iskall nyhet?” (*Hotter climate – icecold news?*) was presented during Almedalen Week. Vi Agroforestry also instigated a discussion on the issue of “Hur blir Sverige bäst i världen på hållbarhet?” (How does Sweden become top of the world at sustainability?). The seminar was streamed live and uploaded to the website. The events attracted a great deal of attention in the papers and social media.

In 2015, Vi Agroforestry became a new beneficiary of the Swedish Post-codeLottery and received a cheque for SEK 5 million. The funds are used for Vi Agroforestry’s work to reduce poverty through tree planting, but also for special initiatives aimed at improving equality. Vi Agroforestry was also a beneficiary of one of the Swedish Post-codeLottery’s Special Projects for SEK 7 million.

A fundraising method new to the organisation, “Door2Door”, was implemented with successful results. A total of 800 monthly donors were recruited.

Several new corporate partnerships were initiated, with Let’s face it and Photowall, among others. Collaboration with Vi Agroforestry’s biggest corporate donors KF, Coop and the consumer cooperatives generated SEK 12.4 million during the year. The Donation Button on bottle recycling machines is the single biggest fundraising channel. Climate compensation, which accounts for SEK 2 million of funds raised from enterprises, increased by 16 %. The new

donors included Riksbyggen and the Olof Palme International Center. SEK 1 million was raised by Radiohjälp through Musikhjälpen and Världens Barn.

#### • **FRII's code of quality**

Vi Agroforestry is a member of the Swedish Fundraising Council (FRII), which is a collective body for Swedish fundraising organisations. FRII has developed a code of quality for ethical, professional and transparent governance of organisations, to which Vi Agroforestry adheres. From 2013, compliance with the code is monitored by external auditors.

#### **Funding of activities**

Income from activities in 2015 was SEK 71.2 million.

Donations from organisations, enterprises and individuals are important elements of the fundraising and create independent scope for action. Including product sales, fundraising income in 2015 was SEK 53.5 million. Cooperation agreements with KF, Coop and the consumer cooperatives account for 23 % of the fundraising income. The articles in “Tidningen Vi” (Vi magazine) are also important from a fundraising and marketing perspective.

Public grants in 2015 amounted to SEK 16.6 million, which corresponds to 23 % of total income. We Effect is a framework organisation to Sida, and Sida’s contribution is forwarded to Vi Agroforestry by We Effect.

#### **Other**

Vi Agroforestry’s former chairperson, Nina Jarlbäck, passed away in March 2015. Nina was the chairperson of Vi Agroforestry from 2002 to 2014 and was a dedicated and driving force with a strong personal commitment to our work.

An organisational analysis of Vi Agroforestry and We Effect was conducted in 2015 with a view to ensuring a flexible and effective organisation.

#### **Future development and events after the balance sheet date**

Henrik Brundin was appointed as deputy CEO of Vi Agroforestry. Henrik took up this newly-created post on February 1, 2016.

#### **Result and financial position**

The result for the year after net financial items was SEK 5,610,145. Vi Agroforestry is a non-profit organisation. However, the board considers it important to have equity as a buffer, to ensure sustainability in the organisation. The securities held as non-current assets are recorded at average cost. Vi Agroforestry will continue with its policy of low risk in financial investments in keeping with its policy of consolidation and capital investment.

## Income statement

Amounts in SEK	Note	2015	2014
<b>Operating income</b>			
Donations	3	47,933,286	40,480,846
Grants	3	21,410,210	23,968,609
Net sales		838,404	1,345,034
Other operating income	4	1,065,084	1,183,643
		<b>71,246,984</b>	<b>66,978,132</b>
<b>Operating costs</b>			
Project costs	5, 7	-56,324,580	-54,677,200
Fundraising costs	8	-6,709,356	-8,182,626
Cost of goods sold		-1,016,208	-919,376
Administration costs	6, 11	-7,313,830	-8,249,492
		<b>-71,363,974</b>	<b>-72,028,695</b>
<b>Operating result</b>		<b>-116,990</b>	<b>-5,050,563</b>
<b>Result from financial investments</b>			
Result from securities and receivables that are fixed assets	9	5,687,092	1,008,813
Interest income		46,201	128,891
Interest expenses		-6,158	-717
<b>Result after financial items</b>		<b>5,610,145</b>	<b>-3,913,575</b>
<b>Result for the year</b>		<b>5,610,145</b>	<b>-3,913,575</b>
<b>Change in earmarked funds</b>			
Result for the year as per income statement		5,610,145	-3,913,575
Utilisation of project funds from previous years		-	-162,833
Earmarking of funds		-708,294	347,735
<b>Remaining balance for the year to carry forward</b>		<b>4,901,851</b>	<b>-3,728,673</b>

### Communication, fundraising and administration costs/Turnover



### Fundraising costs/Funds raised



### Equity/Project volume



The diagram shows equity in relation to project volume. Project volume is the costs for project activities.

The foundation's consolidation target is for non-restricted equity to be at least 50% and at most equal to the total project volume. Non-restricted equity means that earmarked funds within equity are not included. This leaves a sufficient level of reserves in place for it to be possible to wind down activities in a dignified manner, should there be a considerable change in income from fundraising and grants.

## Balance sheet

Amounts in SEK	Note	31 Dec 2015	31 Dec 2014
<b>ASSETS</b>			
<b>Fixed assets</b>			
<b>Intangible assets</b>			
Capitalised expenditure for software	10	608,813	–
		608,813	
<b>Tangible assets</b>			
Buildings	11	6,667	6,667
Equipment	12	2,379	15,276
		<b>9,046</b>	<b>21,943</b>
<b>Financial assets</b>			
Securities held as non-current assets	13	41,522,428	36,160,353
<b>Total fixed assets</b>		<b>42,140,287</b>	<b>36,182,296</b>
<b>Current assets</b>			
<b>Inventories, etc.</b>			
Products		107,224	60,456
		<b>107,224</b>	<b>60,456</b>
<b>Receivables</b>			
Accounts receivable		60,697	10,676
Other receivables		4,083,054	5,252,371
Prepaid expenses and accrued income	14	679,688	311,535
		<b>4,823,440</b>	<b>5,574,582</b>
Cash and bank balances		20,027,190	16,945,414
<b>Total current assets</b>		<b>24,957,854</b>	<b>22,580,452</b>
<b>TOTAL ASSETS</b>		<b>67,098,141</b>	<b>58,762,748</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Foundation capital	15	17,151,242	17,151,242
Retained capital		31,421,946	26,520,096
Earmarked funds		708,294	734,870
		<b>49,281,482</b>	<b>44,406,208</b>
<b>Provision</b>			
Carrying amount, brought forward		9,450,000	8,040,000
Additional provisions, overseas commitment	7	–5,971,094	1,410,000
Amount released		–	–
<b>Carrying amount, carried forward</b>		<b>3,478,906</b>	<b>9,450,000</b>
<b>Current liabilities</b>			
Accounts payable		998,794	1,130,627
Tax liabilities		368,451	333,838
Liability received, unused grants	16	10,391,437	–
Other liabilities	17	107,564	107,810
Accrued expenses and deferred income	18	2,471,507	3,334,266
<b>Carrying amount, carried forward</b>		<b>14,337,753</b>	<b>4,906,541</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>67,098,141</b>	<b>58,762,748</b>

## Pledged assets and contingent liabilities

Amounts in SEK	31 Dec 2015	31 Dec 2014
Pledged assets	None	None
Contingent liabilities	None	None

## Cash flow statement

Amounts in SEK	31 Dec 2015	31 Dec 2014
<b>Operating activities</b>		
Result after financial items	5,610,145	–3,913,575
Adjustments for items not included in the cash flow, etc.	–12,245,827	607,984
	<b>–6,635,682</b>	<b>–3,305,591</b>
Tax paid	–	61,259
<b>Cash flow from operating activities before changes to working capital</b>	<b>–6,635,682</b>	<b>–3,244,332</b>
<b>Cash flow from changes to working capital</b>		
Increase(-)/Decrease(+) in inventories	–46,768	92,067
Increase(-)/Decrease(+) in operating receivables	751,142	–1,534,035
Increase(+)/Decrease(-) in operating liabilities	9,431,213	–4,820,529
<b>Cash flow from operating activities</b>	<b>3,499,905</b>	<b>–9,506,829</b>
<b>Investing activities</b>		
Acquisition of intangible assets	–608,813	–
Acquisition of fixed assets	–	–20,147
Investment in financial assets	–40,615,888	–32,097,230
Disposal/reduction of financial assets	40,806,572	31,674,006
<b>Cash flow from investing activities</b>	<b>–418,129</b>	<b>–443,371</b>
<b>Cash flow for the year</b>	<b>3,081,776</b>	<b>–9,950,200</b>
Cash and cash equivalents at beginning of year	16,945,414	26,895,614
Exchange rate difference in cash and cash equivalents	–	–
<b>Cash and cash equivalents at end of year</b>	<b>20,027,190</b>	<b>16,945,414</b>

## Supplementary disclosures for cash flow statement

Amounts in SEK	2015	2014
<b>Adjustments for items not included in the cash flow, etc.</b>		
Dividend received from companies	–	–
Anticipated dividend from subsidiaries	–	–
Depreciation, amortisation and impaired losses	4,224	21,894
Unrealised exchange rate differences	–	–
Capital gain from sales of financial assets	–5,552,759	–1,008,813
Capital gain from sales of tangible assets	8,673	–
Provisions for pensions	–	–
Other provisions	–5,971,094	1,410,000
Net impairment of other receivables	–	–
Reclassification of earmarked funds	–734,872	184,903
	<b>–12,245,827</b>	<b>607,984</b>
<b>Cash and cash equivalents</b>		
The following sub-components are included in cash and cash equivalents:		
Cash and bank balances	20,027,190	26,895,614
	<b>20,027,190</b>	<b>26,895,614</b>

# Notes with accounting principles

## Notes with accounting principles for income statement and balance sheet

Amounts in SEK unless otherwise indicated

### General accounting principles

This annual report has been prepared in accordance with the Annual Accounts Act, BFNAR 2012:1 (K3) and the Swedish Fundraising Council's (FRIL) governing guidelines for annual reports. The accounting and valuation principles are unchanged compared with the previous year.

### Reporting of income

A transaction in which Vi Agroforestry has received an asset or a service that has a value without giving back an equivalent value in exchange is a donation or a received grant. If the asset or service is received because the organisation has fulfilled or will fulfil certain conditions and if the organisation has an obligation to repay the other party if the conditions are not fulfilled, it is a received grant. If it is not a grant, it is a donation.

Donations are generally recorded as income when received. Donations such as shares, property and art are recognised as income at the time of the donation. A donation recorded as income is either recorded as an asset or an expense depending on whether the donation is used immediately or not. Donations that Vi Agroforestry intends to continuously use in activities are recorded as fixed assets. Other donations are recorded as current assets. Donations are generally valued at actual value.

Grants are recorded as income when the conditions for receiving the grant have been fulfilled. Grants received are recorded as a liability until the conditions for receiving the grant have been fulfilled. Grants received to cover certain costs (e.g. for administration) are reported in the same financial year as the cost the grant is intended to cover.

### Reporting of costs

Operating costs mainly consist of project, fundraising and administration costs. Additional operating costs that cannot be allocated to the principal functions are costs for goods sold, which includes acquisition, administration and sales costs.

Project costs consist of costs relating to Vi Agroforestry's mission as per its statutes, which include approved costs for project activities and costs for reporting, follow-up and auditing. Fundraising costs consist of costs arising from work to collect donations and grants from donors. Administration costs include central functions such as IT and finance functions, personnel, administrative systems, other shared costs for the organisation and audit costs.

### Post-employment benefits

Post-employment benefit plans are classified as defined and the simplification rules specified in BFNAR 2012:1 are applied. Pension obligations have been safeguarded through a transfer of funds to a pension fund. If the fund's wealth exceeds the obligation, no asset is reported, and if the wealth is less than the obligation a provision is reported.

### Valuation principles

Assets, provisions and liabilities have been valued at cost unless otherwise indicated below. Leasing contracts are reported as operating leases, i.e. no contracts have been carried forward.

### Receivables and liabilities

Receivables are individually valued and then entered at the amount expected to be received. Receivables and liabilities in foreign currency have been converted into Swedish kronor at the closing day exchange rate.

### Stocks of products

The stock is valued at the lower of cost or market, i.e. the lowest of either acquisition value or actual value. Average acquisition value per product is used and actual value equates to each product's net sales value.

### Valuation and depreciation methods for fixed assets

Linear depreciation over plan is implemented, which is based on original acquisition values and estimated economic life. Write-downs are only recorded for permanent depreciation that can be calculated reliably.

Tangible assets exceeding one price base amount are reported as assets in the balance sheet when it is probable on the basis of available information that the future economic benefit associated with the holding accrues to the foundation and that the acquisition value of the asset can be calculated reliably. When purchases are judged to be grant-funded, the grants reduce the tangible assets' acquisition value.

Buildings constitute buildings in Africa utilised for operations, but owned and reported by the foundation in Sweden. Real estate holdings promote long-term operations in the relevant country and are financially beneficial. Buildings cannot be moved along with activities and potential proceeds from any sale are uncertain. Due to these circumstances, the depreciation period for properties has been established at 10 years.

The following depreciation periods are applied: Buildings outside Sweden 10 years, equipment 5 years, computers 3 years.

Long-term interest-bearing assets are valued at amortised cost, less any impairment. All assets held for diversification of risk are considered part of a securities portfolio and are regarded as an item for valuation at the lower of cost or market or for impairment test.

### Earmarked funds

Funds raised are reported as earmarked funds within equity where the donor or the board has indicated the specific purpose for which they are to be used but the foundation has not yet incurred relevant expenses.

## NOTE 1 Personnel and audit costs

Average number of employees	2015	of whom men	2014	of whom men
<b>Work location</b>				
Stockholm, Sweden Central	9	11 %	10	10 %
Kitale, Kenya	83	52 %	51	55 %
Kisumu, Kenya	–	–	44	52 %
Nairobi, Kenya	6	33 %	5	60 %
Masaka, Uganda	27	63 %	34	65 %
Musoma, Tanzania	52	63 %	68	65 %
Bukoba, Tanzania	–	–	–	–
Kigali, Rwanda	19	79 %	29	72 %
<b>Total employees</b>	<b>196</b>	<b>57 %</b>	<b>241</b>	<b>59 %</b>

The staff in Kisumu is now a part of the team in Kitale, Kenya which is now our country office.

The office in Bukoba, Tanzania has closed. The staff are part of the team in Musoma, Tanzania, which is now our country office.

## NOTE 1 continued

	2015	2014
<b>Salaries and remuneration</b>		
<b>Work in Sweden</b>		
Salaries and remuneration	4,265,024	4,306,686
<i>of which remuneration less than one half price base amount</i>	110	1,098
Social security expenses	2,216,345	2,445,225
<i>of which pension costs</i>	597,580	731,163
<b>Work outside Sweden</b>		
Kenya	10,767,337	8,892,411
Uganda	1,981,223	2,481,007
Tanzania	4,250,180	4,661,979
Rwanda	2,099,053	2,285,529
<b>Total salaries and remuneration</b>	<b>25,579,162</b>	<b>25,072,837</b>

Pension commitments for work in Sweden are safeguarded by a pension solution from Folksam.

In 2015, 759 hours, corresponding to 94,88 days, were worked by hourly-paid employees and 57 hours by volunteers.

### Board members and senior employees

Salaries and remuneration include remuneration for the CEO of SEK 462,878 (366,491). No remuneration is payable to members of the board over and above this. The CEO's terms and conditions: Mutual notice period of 6 months; in the event of termination by the employer, severance pay equivalent to 12 months' salary is payable.

Of the foundation's pension costs, including statutory tax, SEK 220,745 (259,243) relates to the CEO. The foundation's outstanding pension obligations to the board total SEK 0 (0).

There have been no transactions with board members, senior employees or key figures during the year.

	2015	of whom men	2014	of whom men
Board members	8	25 %	8	13 %
CEO	1	0 %	1	0 %

### Fees and reimbursement to auditors

The foundation's fees and reimbursement to auditors are distributed as follows:

	2015	2014
<b>The foundation's selected auditors in Sweden</b>		
Audit assignments KPMG	188,000	299,250
Audit assignments PwC	120,000	–
Other assignments	33,375	26,750
<b>Audit assignments outside Sweden</b>		
KPMG	–	–
PwC	987,048	1,327,497
Other assignments	13,573	8,632
<b>Total fees and reimbursement to auditors</b>	<b>1,341,996</b>	<b>1,662,129</b>

Audit assignment refers to an examination of the Annual Report and book-keeping, together with the management by the foundation and CEO, other tasks incumbent upon the foundation's auditors as well as advice or other assistance deemed necessary as a result of observations during such examination or implementation of other such tasks.

## NOTE 2 Estimates and assessments

Vi Agroforestry performs estimates and assessments for the future. The estimates for accounting purposes resulting from these will, by definition, rarely correspond to the actual result.

## NOTE 3 Donations and Grants

Donations that have been reported in the income statement	2015	2014
<b>Funds raised</b>		
Individual donors	24,115,183	21,440,856
<i>of which tax-reducing donations</i>	14,780,993	13,658,212
Donations from Coop customers when shopping (Coop MedMera card)	–	936,582
Coop Donation Button on bottle recycling machines	6,598,571	6,015,837
Coop shopping bags	3,750,128	–
KF organisation grant	2,036,699	5,525,654
Swedish PostcodeLottery	5,000,000	–
Other donations from companies and organisations	4,374,390	4,787,751
<i>of which Robur Humanfonden</i>	456,847	423,224
Corporate donations, climate compensation	2,058,314	1,774,165
<b>Total donations</b>	<b>47,933,286</b>	<b>40,480,846</b>

Donations are made up of donations received from the public, companies, organisations and others. Donations also include bequests from wills, lottery income and the sale value of donated assets. In 2012, the Swedish Tax Agency approved the foundation as a recipient of tax-reducing gifts. The comparative year of 2014 has been recalculated, as funds from Radiohjälpen are classed as grant.

Grants that have been reported in the income statement	2015	2014
<b>Funds raised</b>		
Radiohjälpen	1,040,632	4,788,610
Swedish PostcodeLottery Special Projects	109,851	–
Nordic Climate Facility	1,564,061	2,797,657
Other grants	2,055,666	782,342
<b>Total funds raised, grants</b>	<b>4,770,210</b>	<b>8,368,609</b>
<b>Grants from authorities</b>		
Forwarded via We Effect:		
Sida Civsam, framework grant	16,640,000	15,600,000
<b>Total public grants</b>	<b>16,640,000</b>	<b>15,600,000</b>
<b>Total funds raised consist of the following</b>	<b>2015</b>	<b>2014</b>
Donations that have been reported in the income statement	47,933,286	40,480,846
Grants that have been reported in the income statement	4,770,210	8,368,609
<b>Total funds raised</b>	<b>52,703,496</b>	<b>48,849,455</b>

## NOTE 4 Other operating income

	2015	2014
Local income outside Sweden	62,227	81,168
Other income	1,002,857	1,102,476
<b>Total other income</b>	<b>1,065,084</b>	<b>1,183,643</b>

Local income refers to interest income and agreements for small-scale directly-financed projects in each country. Other income consists of sales of seeds and products from demonstration plantations, sales of scrapped fixed assets, and moderate rental income. This income has been used in projects, reducing the need for funds from Sweden.

## NOTE 5 Project costs

	2015	2014
Kitale, Kenya	15,124,096	8,004,905
Kisumu, Kenya	1,106,412	6,735,364
Masaka, Uganda	6,467,770	6,209,522
Musoma, Tanzania	10,515,010	6,976,740
Bukoba, Tanzania	2,924	3,606,818
Bukoba, Tanzania Plan Vivo-certified activities.	-107,595	172,554
Kigali, Rwanda	8,324,872	7,217,541
Regional office in Nairobi, Kenya	12,440,414	14,181,045
Quality assurance and communication in Sweden	2,450,677	1,572,711
<b>Total project costs</b>	<b>56,324,580</b>	<b>54,677,200</b>

Project costs consist of direct project costs and personnel costs for activities. Certain activities have been conducted during the year as part of Plan Vivo-certified projects in the Kagera region in Tanzania. The activities are certified for carbon sequestration. The purpose of the foundation as per Vi Agroforestry's statutes is to contribute to ecological balance and better, more secure sources of livelihood for people living in poverty and worst off in areas threatened by ecological impoverishment through nurseries, tree planting and other associated measures.

Over time, Vi Agroforestry has seen reason to rethink the interpretation of this and now also includes elements of its communication with the public and enterprises/organisations in Sweden. Communicating about the foundation's activities is a prerequisite for its survival and can be regarded as "associated measures". Vi Agroforestry includes the elements that do not have a direct fundraising focus.

## NOTE 6 Administration costs

Administration costs include salary-related costs and a share of office expenses and administration in Stockholm as well as CEO's expenses. They also include travel, audits, membership fees, depreciation and similar in Sweden. Costs for communication work with a direct fundraising focus are reported as administration costs within the foundation.

## NOTE 7 Provisions

Provisions consist of estimated regional statutory future expenses when terminating locally-employed personnel and expenses connected with restructuring operations.

## NOTE 8 Fundraising costs

	2015	2014
Fundraising costs attributable to systems and personnel	3,095,021	3,657,895
Campaigns targeting individual donors, including direct debit recruitment	3,127,898	3,162,052
Christmas cards, e.g. campaigns, cards, envelopes and extra personnel	252,463	283,795
Climate compensation, Plan Vivo-certified activities	193,017	568,127
Other fundraising costs	40,956	510,757
<b>Total fundraising costs</b>	<b>6,709,356</b>	<b>8,182,626</b>

## NOTE 9 Result from other securities and receivables that are fixed assets

	2015	2014
Unit trust dividends	134,333	-
Capital gain	5,552,759	1,008,813
<b>Total capital gain</b>	<b>5,687,092</b>	<b>1,008,813</b>

## NOTE 10 Intangible assets

	2015	2014
<b>Acquisition value, brought forward</b>		
Opening balance	-	-
Capitalised expenditure for the year	608,813	-
<b>Accumulated acquisition values, carried forward</b>	<b>608,813</b>	<b>-</b>
<b>Carrying amount at end of period</b>	<b>608,813</b>	<b>-</b>

## NOTE 11 Buildings

	2015	2014
<b>Accumulated acquisition values</b>		
Acquisition value, brought forward	8,102,415	8,102,415
<b>Acquisition value, carried forward</b>	<b>8,102,415</b>	<b>8,102,415</b>
<b>Accumulated scheduled depreciation</b>		
Accumulated depreciation, brought forward	-1,828,328	-1,814,995
Scheduled depreciation on acquisition values for the year	-	-13,333
<b>Accumulated depreciation, carried forward</b>	<b>-1,828,328</b>	<b>-1,828,328</b>
<b>Accumulated write-downs</b>		
Accumulated write-downs, brought forward	-6,267,420	-6,267,420
<b>Accumulated write-downs, carried forward</b>	<b>-6,267,420</b>	<b>-6,267,420</b>
<b>Carrying amount at end of period</b>	<b>6,667</b>	<b>6,667</b>

The project costs for 2015 do not include any depreciation (13,333). Buildings outside Sweden are in Kenya and Uganda.

## NOTE 12 Equipment

	2015	2014
<b>Accumulated acquisition values</b>		
Acquisition value, brought forward	121,336	101,189
Acquisitions for the year	–	20,147
Disposals for the year	–95,669	–
<b>Acquisition value, carried forward</b>	<b>25,667</b>	<b>121,336</b>
<b>Accumulated scheduled depreciation</b>		
Accumulated depreciation, brought forward	–106,060	–97,499
Disposals for the year	86,996	–
Scheduled depreciation on acquisition values for the year	–4,224	–8,561
<b>Accumulated depreciation, carried forward</b>	<b>–23,288</b>	<b>–106,060</b>
<b>Carrying amount at end of period</b>	<b>2,379</b>	<b>15,276</b>

Depreciation is included in administration costs at a sum of SEK 4,224 (8,561).

## NOTE 13 Securities held as non-current assets

	31 Dec 2015	31 Dec 2014
<b>Accrued acquisition values</b>		
Opening balance	36,160,353	34,728,317
Investments	40,615,888	32,097,230
Disposals	–35,253,813	–30,665,194
<b>Accrued acquisition values, carried forward</b>	<b>41,522,428</b>	<b>36,160,353</b>
<b>Breakdown of securities holdings</b>		
Unit trusts	9,831,177	16,912,149
Fixed income funds	31,691,251	24,020,684
<b>Total</b>	<b>41,522,428</b>	<b>40,932,833</b>

Holdings in funds are regarded as a securities portfolio. The securities portfolio has been valued at the accrued acquisition value on the balance sheet date. The figures above also show the breakdown of the holdings into unit trusts and fixed income funds. An allocation service is available and re-allocation takes place within specified parameters. The foundation's "Policy for consolidation and capital investments" regulates investments.

## NOTE 14 Prepaid expenses and accrued income

	31 Dec 2015	31 Dec 2014
Prepaid expenses in Sweden	461,057	169,597
Prepaid expenses outside Sweden	218,632	141,938
<b>Total prepaid expenses and accrued income</b>	<b>679,688</b>	<b>311,535</b>

## NOTE 15 Equity

	Foundation capital	Retained capital	Earmarked funds	Total equity
<b>Change in equity</b>				
Opening balance	17,151,242	26,520,096	734,870	44,406,208
Change in earmarked funds		–708,294	708,294	–
Reclassification as liability			–734,870	–734,870
Result for the year		5,610,144		5,610,144
<b>Closing balance</b>	<b>17,151,242</b>	<b>31,421,946</b>	<b>708,294</b>	<b>49,281,482</b>

## NOTE 16 Liability received, unused grants

	31 Dec 2015	31 Dec 2014
Liability to financier	10,391,437	–
<b>Total liability received, unused grants</b>	<b>10,391,437</b>	<b>–</b>

## NOTE 17 Other liabilities

	2015	2014
Employee taxes, Sweden	107,564	107,810
<b>Total other liabilities</b>	<b>107,564</b>	<b>107,810</b>

## NOTE 18 Accrued expenses and deferred income

	31 Dec 2015	31 Dec 2014
Personnel-related expenses	513,270	588,526
Other accrued expenses	1,253,685	1,523,721
Accrued expenses and deferred income outside Sweden	704,552	1,222,018
<b>Total accrued expenses and deferred income</b>	<b>2,471,507</b>	<b>3,334,266</b>

Stockholm, 14 April 2016



Ines Uusmann  
Chairperson



Sofia Wadensjö Karén  
Vice chairperson



Stina Götbrink  
Member of the board



Eva Qvist  
Member of the board



Henrik Ekman  
Member of the board



Bodil Jönsson Lindgren  
Member of the board



Lena Nyberg  
Member of the board



Per Hamid Ghatan  
Member of the board



Anneli Rogeman  
CEO/Member of the board

# Auditor's report

To the Board of the Vi planterar träd fundraising foundation, org. reg. no. 802012-8081

## Report on the annual accounts

We have conducted an audit of the annual accounts of the Vi planterar träd fundraising foundation for 2015. The foundation's annual financial report is included in the printed version of this document on pages 12-20.

## Responsibilities of the board of directors for the annual accounts

The board of directors is responsible for the preparation and fair presentation of these annual accounts in accordance with the Annual Accounts Act, and for such internal control as the board of directors deems necessary to enable the preparation of annual accounts that are free from material misstatement, whether due to fraud or error.

## Auditor's responsibility

Our responsibility is to express an opinion on the annual accounts based on our audit. We conducted the audit in accordance with International Standards on Auditing and generally accepted auditing standards in Sweden. These standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the annual accounts are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the annual accounts. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement in the annual accounts, whether due to fraud or error. In making those risk assessments, the

auditor considers elements of internal control relevant to the foundation's preparation and fair presentation of the annual accounts in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the foundation's internal control. An audit also includes evaluating the appropriateness of accounting principles used and the reasonableness of accounting estimates made by the board of directors, as well as evaluating the overall presentation of the annual accounts.

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

## Opinions

In our opinion, the annual accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the foundation as of 31 December 2015 and its financial performance and cash flows for the year in accordance with the Annual Accounts Act.

## Other matters

The annual accounts for 2014 were audited by another auditor who, in his/her audit report dated 16 April 2015, expressed an unmodified opinion on those annual accounts.

## Report on other legal and regulatory requirements

In addition to our audit of the annual accounts, we have also audited the administration by the board of directors

of the Vi planterar träd fundraising foundation for 2015.

## Responsibilities of the board of directors

The board of directors is responsible for administration under the Foundations Act and the foundation mandate.

## Auditor's responsibility

Our responsibility is to express an opinion with reasonable assurance on the administration based on our audit. We conducted the audit in accordance with generally accepted auditing standards in Sweden.

As a basis for our opinion on the administration, in addition to our audit of the annual accounts, we examined significant decisions, actions taken and circumstances of the foundation in order to determine whether any board member is liable to the foundation or whether there is any cause for dismissal.

We also examined whether any board member has, in any other way, acted in contravention of the Foundations Act, the foundation mandate or the Annual Accounts Act.

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

## Opinion

In our opinion the board members have not acted in contravention of the Foundations Act, the foundation mandate or the Annual Accounts Act. We recommend that the members of the board of directors be discharged from liability for the financial year.

Stockholm, 27 April 2016

Öhrlings PricewaterhouseCoopers AB



Lars Wennberg  
Authorised public accountant



Carl-Olof Bengtsson  
Elected auditor

# The Board of Vi Agroforestry



**Ines Uusmann**  
**Chairperson of the board**  
**Elected to the board: 2008**  
**Born: 1948**  
**Other significant posts:**  
 Vice chairperson of the board of OK ekonomisk förening (OK financial association). Member of the board of We Effect, OKQ8, Stena Renewable AB and Handikappförbunden. Former Minister of Transport and Communications and director general of the Swedish National Board of Housing, Building and Planning (Boverket), among other roles.



**Sofia Wadensjö Karén**  
**Vice chairperson**  
**Editor-in-chief and CEO of Vi magazine**  
**Elected to the board: 2011**  
**Born: 1970**  
**Other significant posts:**  
 Member of the board of Stiftelsen Teskedsorden and Sveriges tidskrifter (Swedish Magazine Publishers Association). Member of the pamphlet committee of Värmlands Nation in Uppsala.



**Henrik Ekman**  
**Member of the board**  
**Author and programme buyer SVT**  
**Elected to the board: 2012**  
**Born: 1951**  
**Other significant posts:**  
 Member of the board of Stiftelsen Skansen. Member of the Royal Swedish Academy of Agriculture and Forestry.



**Per Hamid Ghatan**  
**Member of the board**  
**Senior physician, dual specialist and Doctor of Medicine in cognitive neuroscience**  
**Elected to the board: 2015**  
**Born: 1957**  
**Other significant posts:**  
 Board member of Mats Theselius AB. Assignments as medical and scientific advisor to Stoppa gatuvåldet, Fair Play, Svenska hjälminiativgruppen and others.



**Stina Götbrink**  
**Member of the board**  
**Self-employed**  
**Former deputy MD of Novamedia Svenska Postkod-Lotteriet. Diplomat**  
**Elected to the board: 2015**  
**Born: 1969**  
**Other significant posts:**  
 No other posts reported.



**Bodil Jönsson Lindgren**  
**Member of the board**  
**Head of Format and Customer Experience, Coop**  
**Elected to the board: 2011**  
**Born: 1967**  
**Other significant posts:**  
 No other posts reported.



**Lena Nyberg**  
**Member of the board**  
**MD of the Archipelago Foundation in Stockholm county**  
**Elected to the board: 2014**  
**Born: 1959**  
**Other significant posts:**  
 Member of the board of KF.



**Eva Quist**  
**Member of the board**  
**Business owner in the consultancy industry**  
**Elected to the board: 2012**  
 (deputy member 2010-2012)  
**Born: 1952**  
**Other significant posts:**  
 Chairperson of the board of Coop Norrbotten. Chairperson of the board of Företagarna Service Norrbotten AB. Chairperson of Invest i Norrbotten AB. Member of the board of Filmpool Nord AB.



**Anneli Rogeman**  
**CEO and member of the board**  
**Elected to the board: 2005,**  
 CEO 2011  
**Born: 1957**  
**Other significant posts:**  
 CEO of We Effect since 2011

**Deputies:**  
**Louise König**  
**Sustainability Manager at KF and Coop**

**Katarina Liljestam Beyer**  
**Operational Manager KF**

# Planting trees that lift people out of poverty – how you can contribute

## Partner with us

Vi Agroforestry welcomes the opportunity to partner with you in the implementation of our programmes. We work with partners to achieve common goals and we strive for partnerships based on a shared vision, common set of values and a formal commitment. For any enquiries, please contact us on [info@viagroforestry.org](mailto:info@viagroforestry.org) or telephone +254 (0)20 418 4480 / 1383.

## How you can contribute

When you make a donation to Vi Agroforestry, you support our programmes and contribute to planting trees and improving the livelihoods of smallholder farming families.

### Deposit your donation in our Swedish plusgiro account:

**Bank name:** Swedbank  
**SWIFT address:** SWEDSESS  
**Account number:** 8901 1 904 372 911-1  
**IBAN number:** SE7180000890119043729111  
**Account holder:** Insamlingsstiftelsen Vi planterar träd  
**Address:** 105 33 Stockholm, Sweden

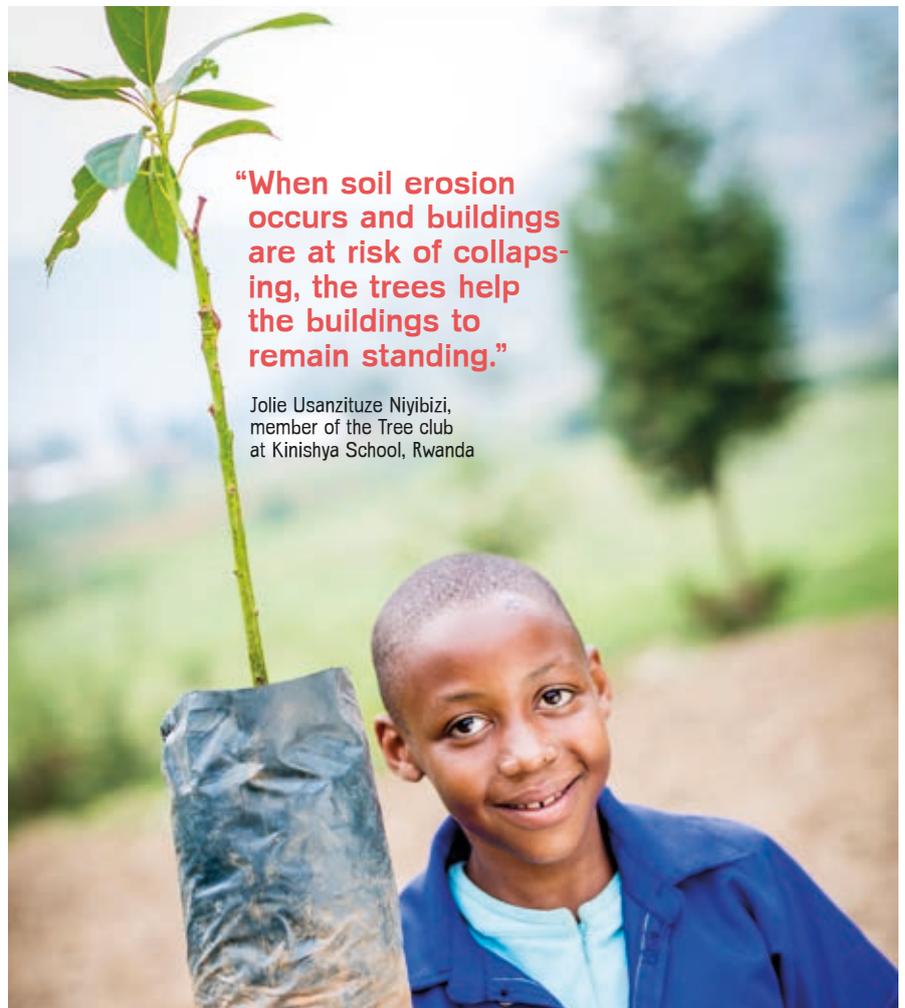


Photo: Marcus Lundstedt

## What your donation can buy

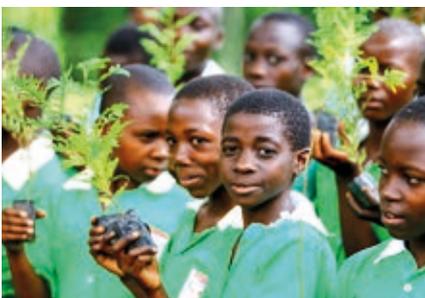


Photo: Edward Echwalu

Pupils at St Kizito Kkungu Primary Schools, Uganda.

**88 USD**

Pays to establish a kitchen garden at a school where the pupils can learn about growing, and that provides vegetables for the children at the school.



Photo: Linda Andersson

Esther and Kathy Oyugi, Kenya.

**15 USD**

Pays to educate a family about tree-planting and organic farming, to lift them out of poverty.



Photo: Edward Echwalu

Mango tree.

**2,5 USD**

Pays for a tree that prevents soil erosion in the area around Lake Victoria.



Vi Agroforestry Regional Office Eastern Africa, Lower Kabete / Ngecha Road, P.O. Box 457 67, 00100 Nairobi Kenya  
info@viagroforestry.org | www.viagroforestry.org | +254 20 418 4480/1383