

IMPACT REPORT

REVIEW
2019



OUR VISION:

Anyone with blood cancer or a blood disorder is given a second chance at life.

OUR MISSION:

To provide a matching donor for every blood cancer patient in need of a blood stem cell donation.

OUR PURPOSE:

To raise awareness of blood cancer and disorders, recruit and retain potential blood stem cell donors to provide a second chance of life, raise funds to match donor registration costs, and improve blood cancer therapies by our own research.

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52
matches found
in the UK for
UK patients



£2,189,000
funds raised
in 2019



276
blood stem cell
donations

ACHIEVEMENTS IN 2019

Since setting up in 2013, DKMS UK has worked towards a simple, yet vitally important, mission, in a complex and challenging environment. We aim to recruit as many people as possible in the UK to join the blood stem cell register so that they are there to give more blood cancer and blood disorder patients a second chance of life. It's that simplicity and that potential impact that makes DKMS UK's work so urgent, compelling and inspiring.

Yet behind that is the challenge of reaching out to communities across the UK, convincing them of the need to support the cause, encouraging them to sign up to the register and then maintaining that support and engagement over possibly decades until they're there to help someone in desperate need of a blood stem cell transplant. Beyond that, there are then the medical and clinical processes, the regulatory environment and the logistics of collecting and transplanting stem cells from the UK to wherever they are needed in the world.

Further down the line, the reunions between patients and donors that we are sometimes privileged to arrange and witness are truly moving and a crucial reminder of DKMS UK's work and the lifesaving role that donors play. That's why the last year felt like a major breakthrough for our work in the UK, as well as our contribution to the global fight against blood cancers and disorders, as part of the global DKMS group.

We surpassed our previous records in recruiting potential stem cell donors by adding over 228,000 new people to the UK register (an increase of over 80% from 2018), breaking through the 500,000 mark on the total number of DKMS donors in the process, and ending up with just over 623,000 potential donors by the end of the year. DKMS UK donors account for about one-third of the UK stem cell registry, with an increasingly diverse profile that is so important in helping find a donor for those currently with fewer chances because of an increasingly diverse profile that is so important in helping find a donor for those currently with fewer chances because of their racial or ethnic heritage, although there is much more to do in this respect.

By recruiting more potential donors we increase the chances of saving more lives, so during 2019 we were pleased to see the number of blood stem cell collections and donations we arranged increase by over 20% to 276 during the year - and we have now also reached 1,000 collections and donations since starting in the UK. As part of this growth, we established a new working relationship with the Royal Hallamshire Hospital in Sheffield, which started stem cell collections for our donors in April. With plans to work with more hospitals in the future, our aim is to ensure we have the capacity to arrange more donations while also increasing convenience and accessibility for our donors.

With the registration of each potential donor costing £40, it's important that we raise funds to support this work, as well as developing new projects and initiatives and improving our existing services. During the year, we exceeded our fundraising targets by raising nearly £2.5m, with the generous support, commitment and enthusiasm of thousands of volunteers, supporters and fundraisers, to whom we are incredibly grateful. Without their support, we would not be able to achieve everything that we do.

Behind the numbers that track and measure our progress are a whole range of activities that demonstrate the progress we are making in the longer term, including the quality initiatives we are implementing to improve our processes and communications for registering donors or for supporting people identified as a potential match, many of whom will go on to make a stem cell donation

We're also grateful for the external media and celebrity support that we've received for our cause, with highlights including Holly Willoughby and Phillip Schofield's coverage on This Morning of Finn's appeal for a donor, and the support of comedian Al Murray, whose television appearances and social media coverage resulted in the highest number of swab pack requests in one day that DKMS has ever seen - not just in the UK, but globally.

Because of support like this and the tireless work and tenacity of our digital, media, PR and marketing staff, we've seen major increases in our external representation work, with over 21,000 people added to our social media audiences, and our highest levels of press and media coverage.

While we are proud of our achievements, we are still a young organisation in the UK and are keenly aware of how much more there is to do if we are to achieve our ambitious aim of ensuring that everyone in need of a blood stem cell transplant is able to find the donor they need. That is why we have spent a significant part of our time in 2019 reviewing and developing new strategies and plans so that we can continue to grow as an organisation, achieve more and reach new heights.



Jonathan Pearce
CEO, DKMS, UK

FUTURE PLANS

Having reached some key staging posts in the organisation's development in 2019, and with the appointment of a new Chief Executive Officer in the first half of the year, we took the opportunity in the second half of the year to review and refresh our plans for the future. With a strong drive and commitment to finding a blood stem cell donor for every patient that needs one, our aim is to continue to grow our work in the UK and build on the foundations we have laid in the first six years since setting up.

Both as a UK-based and as an international group, DKMS plays a major role in stem cell transplantation in the UK by providing over 40% of the blood stem cell donors needed by patients in the UK every year (where those donors come from DKMS UK or one of the other DKMS organisations in Germany, Poland, USA, Chile or India). As such, key themes in our futures plans include:



raising awareness of blood cancers and disorders in the UK



increasing our collaboration with other organisations and people in the UK voluntary and healthcare sectors



influencing and supporting improvements in access to transplantation and the provision of transplant-related services and aftercare

In our longer term plans for 2020 to 2023, we have identified eight key strategic priorities:

1

KEY PRIORITY 1 - More second chances of life

By 2023, our aim is that we will create at least 400 second chances of life per year from UK lifesavers for people affected by blood cancer and disorders in the UK and around the world. To do this we will need to invest in our staff, working systems and quality processes, while also continuing to recruit more people to the UK stem cell register, and collaborating with new NHS hospitals to arrange stem cell donations and collections. By the end of 2021, we hope that there will be over one million DKMS UK donors on the register, all ready and waiting to give a second chance of life to someone in desperate need.

2

KEY PRIORITY 2 - Better chances for those who currently have fewer chances

We will not achieve our ambitious aims and targets, unless we address the harsh fact that far too many people cannot find a suitable donor. Only 69% of patients in need of a blood stem cell transplant are fortunate enough to find the best possible match from an unrelated donor, but for patients from a black, Asian or minority ethnic background this figure falls to just 20%. A key factor in the establishment of DKMS in the UK was the rich, diverse, multicultural nature of British society with which we plan to collaborate much more closely in the coming years, so that we can effect a major transformation in the injustice faced by so many patients from black, Asian or ethnic minority backgrounds. Within our plans and budgets for the next three years, we have provided for a new engagement programme with those communities in order to recruit more potential donors for those who currently have the lowest chance.

3

KEY PRIORITY 3 - The best support for the best donors

We want our donors to be the best prepared and supported stem cell donors, so that they can play their invaluable role in potentially saving a life to the fullest possible extent. For DKMS UK, this means treating and valuing every potential or actual blood stem cell donor as the incredible people that they are.

As part of that appreciation, we will be reviewing and improving every step of the journeys and processes that we take with our donors, so that every interaction and communication is as good as it can possibly be, from the very start of signing up to the register, all the way through to being a match, then a donor and beyond. On top of that, we will be implementing improvements to the testing that we do on our donors' human leukocyte antigen (HLA) typing, so that transplant centres are selecting potential donors with as much knowledge and insight that we can provide.

4

KEY PRIORITY 4 - Being financially sustainable

We are fortunate that we can generate much of our own income from the fees that we are able to charge for the medical and clinical services we provide in preparing our blood stem cell donors and arranging the collection and transport of those stem cells to patients. We are also able to generate additional funds from the generosity and commitment of our supporters and fundraisers, which cover the costs of our recruitment and registration processes, and allow us to invest in new projects and initiatives.

As a recently set-up organisation in the UK, we have also been fortunate to have additional financial support from the global DKMS group in order to grow as quickly and dynamically as we have. However, in order to grow and develop further, and increase our impact and influence, we know we have to become financially self-sustaining and it is our aim to do just that over the next five years.

5

KEY PRIORITY 5 - building a community of support

All DKMS organisations are at the centre of a community of patients, donors, supporters and healthcare professionals. DKMS UK is no different, although being in existence for only six years in the UK means those links and relationships aren't as strong as we need them to be in order to achieve our goals. In the next year, we have clear plans to grow our network of supporters and volunteers, as part of expanding our fundraising work. We also want to place ourselves at the heart of the healthcare sector, not only providing them with lifesaving donors, but also supporting their work more generally, including with more collaborative service-improving resources and initiatives.

Our community also includes our recruitment partners, such as the African Caribbean Leukaemia Trust (ACLT), Asian and Middle Eastern Blood Cancer Trust (AMEBCT), Bloodwise, Jaskomal Foundation, Hope Strength (LHS), Race Against Blood Cancer, Team Margot, Upahaar and many others, all of whom play a crucial role in increasing the number of potential lifesavers. In addition, there are countless individuals and companies that help us run donor recruitment drives and raise awareness and much-needed funds.

6

KEY PRIORITY 6 - Being an excellent employer

The success of DKMS UK is dependent on recruiting, retaining, motivating and supporting high calibre staff and so naturally our new business plans include a range of initiatives to ensure we do just that, including improved recruitment, communication and consultation systems, better performance management, development and support frameworks, the introduction of a talent management programme and more collaboration and learning and sharing opportunities with international partners. We also intend to involve all our staff more closely in the running and management of the organisation, so that we can work and learn together more effectively.

7

KEY PRIORITY 7 - Reducing our environmental impact

Our priority is saving lives, but there is no point in doing this if we are contributing to major environmental damage to the planet. As part of an international organisation that transports blood stem cells around the world, and has a global impact, we know the importance of behaving in an environmentally responsible way, while still being true to our vision and mission. That's why our plans for 2020 include a detailed environmental audit, which we will then use to guide us to becoming a carbon-neutral organisation by 2023.

8

KEY PRIORITY 8 - Digital first

The world has become much more digital over the last 20 years and it is already an important part of how we communicate and engage with our audiences and stakeholders. But there is much more we need to do in order to become a "digital first" organisation, so that we can reach more people, more quickly, and in a way that they prefer. Our plans for the next three years include increasing and improving our online and e-registration processes, thinking more digitally in everything we do and communicate, automating processes where we can and reducing our reliance on paper or paper-based systems.

As can be seen, we are an organisation that is clear and ambitious about what we can achieve. We are acutely aware of the 2,000 or so people in the UK each year - as well as the many others around the world - who need us to succeed in what we are doing to help them have a second chance of life. We hope too that you will also be part of supporting our ambition.

PETER MCCLEAVE

“ After completing Iron Man Wales in 2016, I fell ill. The doctors initially thought I was suffering with a bout of pneumonia. A few months later, in 2017, the doctors said that I had a rare and incurable form of blood cancer – myeloma.

This was a shock to me, because I had always been fit and healthy. I was 39 at the time, a father of two, a son, a brother and a husband I was given a maximum of seven years to live. However, that prognosis came with a caveat: if I could find a stem cell donor, there was no reason why I couldn't live a normal life. Ever since then I've made it my quest to raise awareness of blood cancer, and the urgent need for more people to sign up to the blood stem cell register.

Over 43,000 people have signed up to my 10,000 donors appeal – 12 of those have been confirmed matches for other people with a blood cancer or blood disorder. I'm thrilled too, that I've helped to raise over £70,000 for DKMS.

In 2019, I worked with DKMS on two very exciting ventures: the Crumball Rally – a 700 mile continental drive through France and Italy, in a car costing less than £200, and a few months later I released 'The Tide' a charity single with proceeds going to DKMS.

Naturally, I wish I didn't have blood cancer, but I value my life more now than I did before my diagnosis. You never think this could happen to you until it does! I have no intention of this being it for me...I will carry on for as long as I can and I know DKMS will be there for me.”

PETE'S INCREDIBLE CONTRIBUTION



THE DONOR JOURNEY: TOM'S STORY

Dr Tom Livingston, an acute medicine consultant at the Royal Derby Hospital, was inspired to sign up with DKMS following his mum's own battle with blood cancer. She was treated with a blood stem cell transplant which gave her a second chance of life, and now five years later, Tom has been matched with a patient in need of a lifesaver.

“ I signed up with DKMS in 2015 which was a year after my mum was diagnosed with Myeloma, which is a type of blood cancer. Then, in June or July of this year, I got the call to say I was a potential match for someone.

I was sent a pack and did some blood tests to check I was the right match, and then in September, it was confirmed that I was the best match for a patient. So, DKMS arranged for me to have a medical in London, and then subsequently arranged for me to attend the London clinic to give my donation.

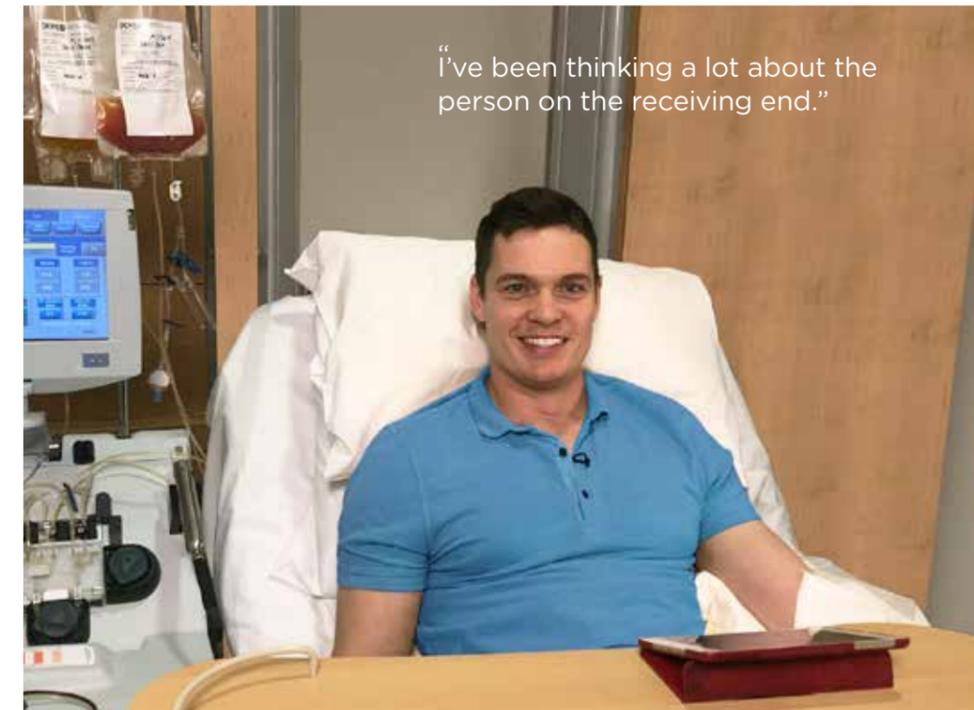
THE PROCESS OF DONATING

There's a perception that blood stem cell donation is a painful process, but in 90% of cases it's done by a peripheral method, so a process very similar to giving blood. I feel quite relaxed – I'm

comfortable, I have people waiting on me hand and foot. It's really no hardship, and an amazing thing to be doing when you consider the impact it will have on someone's life, and the life of their family.

The hospital where I work has been very understanding and given me the time off to donate, but I'd had a lot of reassurance from DKMS that if there were any problems getting leave, or any costs incurred, that they would take care of it.

I've been thinking a lot about the person on the receiving end. I think being a junior doctor on haematology wards you see things from the other side, and know what the patient is going through. It's some of the most intensive treatment a person can have. And again, part of that comes with seeing what my mum had to endure during her treatment. It puts anything I'm going through into perspective.”



JAMES AND LEAH

“ I was told on my 40th birthday that I had aplastic anaemia. I remember being in the hospital by myself and knowing that I was very ill and could die”.

James O'Donnell, 43 from Manchester had been feeling unwell before his diagnosis so went along to the GPs for some blood tests. "After I got my diagnosis, I was referred to the haematology department and a doctor told me more about aplastic anaemia - I was distraught. He said I would need regular blood transfusions and eventually a bone marrow transplant. If I didn't, I wouldn't be around to see my son grow up.

As none of my siblings were a match for me, I had to rely on a donation from a stranger as many people do. Everything that could go wrong was going wrong, my blood counts weren't good and I had developed the worst bout of flu ever - I felt very low and despondent. At this darkest moment, I was given a hope as I was told by the doctor that a 10 out of 10 match had been found. Obviously, I was delighted, ecstatic in fact, but very nervous about the transplant as well."

His match was Leah McDougall, 28 from Bootle in Liverpool. She registered as a donor at a DKMS recruitment drive at her place of work one lunch time. Leah said, "It was probably about a year after I had signed up that I got a call from the charity to say I had been matched. I was shocked at first but then, I felt so privileged.

I had been given the chance to help someone who was desperately in need. I decided to donate via bone marrow donation as doctors said that it would give the recipient a better chance." James' transplant was a success and after two years, both James and Leah met for the first time at DKMS's gala in November 2019.

James said, "It was one of the happiest moments of my life to meet her. It was the strangest of experiences as well; I owe her so much but she was a stranger to me until the moment we met. Leah is a beautiful person, she couldn't have been more kinder or more humble about what she has done for me and my family. I always say my Mum brought me into this world but it was Leah that kept me in it." Leah added; "Making my donation was a truly life-affirming experience and aside from giving birth to my daughter - it's one of the proudest moments of my life."



PIONEERING PROGRAMMES

After successful recruitment of new donors to the registry it is vitally important that we continue to maintain the quality of our database and keep in touch with our donors, one way in which we achieve this is through our quality programmes. In 2019 we have supported the growth and development of two important quality programmes.

CMV PROGRAMME

CMV (cytomegalovirus), is a virus that causes mild flu-like symptoms. Transmission occurs usually either in early childhood* or later via close contact between humans, e.g kissing. Healthy people don't tend to notice any symptoms and roughly half of all donors - increasing with age - have had a CMV infection at some point.

However, in immunocompromised people, such as blood cancer patients, the infection can lead to major complications and can even be life threatening. Therefore, knowing whether a donor has had CMV is crucial for the patient's treatment and donors with a known CMV status (positive or negative) are much more attractive to patient's teams.

DKMS UK started testing donors for CMV status during registration at the beginning of 2018. This means we don't know the CMV status of donors who registered before 2018. Launching the CMV programme in 2019 we have aimed to capture the CMV status of male donors under the age of 35 and female donors under the age of 25.

Donors are contacted by email and post and if medically eligible, sent one swab to test their CMV status. The swabs are tested at our DKMS Life Science Lab. In 2019 we piloted the programme with 400 donors and we plan to contact approximately 50,000 donors over the next two years. This should increase the suitability of our donors for the patients team.

POPULAR DONOR PROGRAMME

Donors with a more common HLA-type are potentially more likely to be matched to a patient in need of a stem cell transplant. The DKMS UK HLA quality programme enables us to gather further valuable information on these donors regarding their health eligibility and availability prior to being matched to a patient.

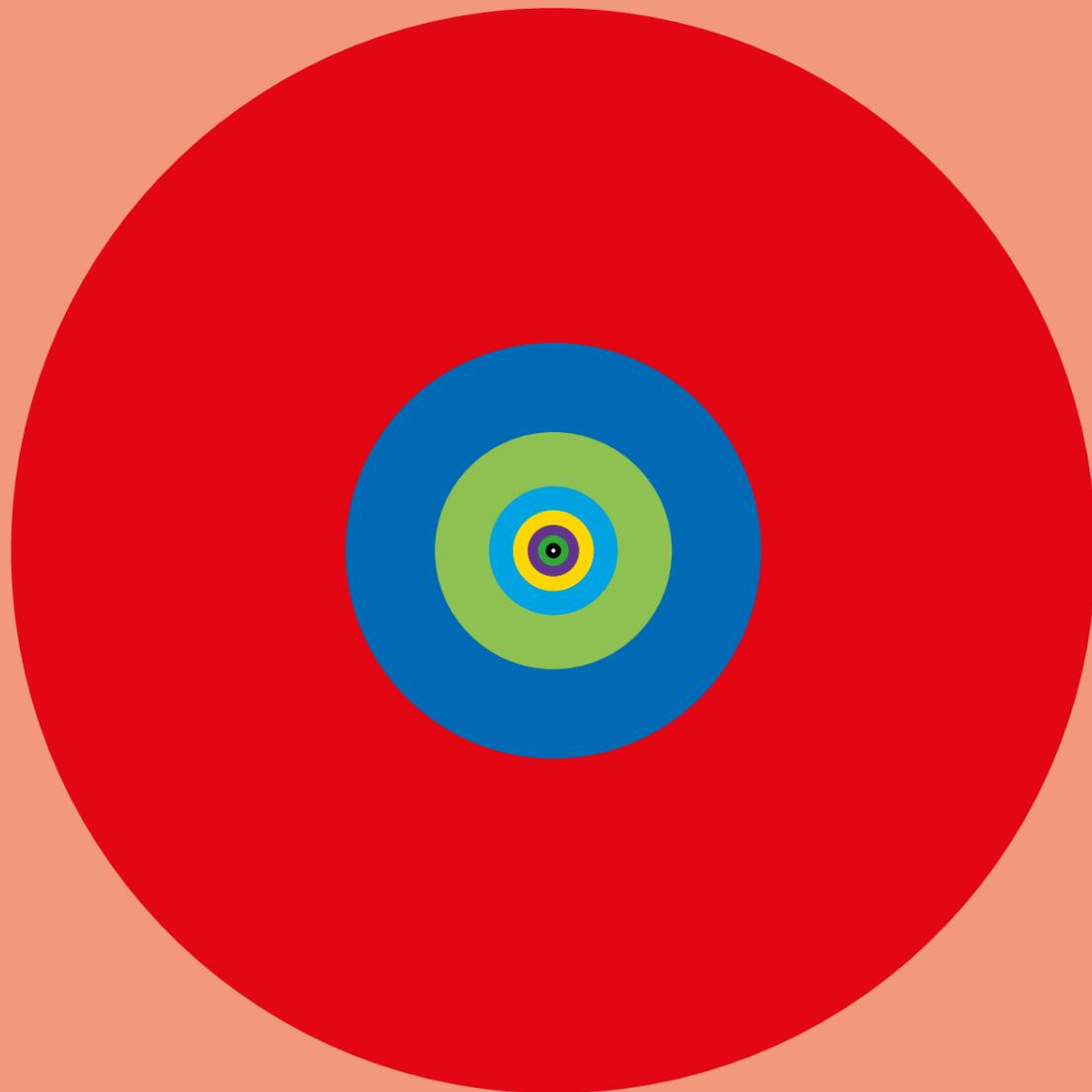
These important results can be seen by search teams across the world when looking for an unrelated donor. It aids the patients team by providing more information to them to enable making treatment decisions and plans sooner.

On top of this, the programme enables DKMS to keep in touch more frequently with donors to make sure all their contact details are up to date so that in the instance a match is found, DKMS can get in touch with donors with reliable contact information.

In 2019 we contacted 10,000 donors and in the coming years we hope to contact a further 12,500 number of donors.



FUNDRAISING IN 2019



£2,189,000
funds raised in 2019

- GALA
- GOVERNMENT / TAX GIVING
- TRUSTS & FOUNDATIONS
- GENERAL INCOME
- CORPORATE PARTNERSHIPS
- CAMPAIGNS / MAILINGS
- COMMUNITY & EVENTS
- PUBLIC / CORPORATE DRIVES
- LET'S NAIL BLOOD CANCER / LET'S MAKE A SPARK

COMPANIES, TRUSTS AND FOUNDATIONS

DKMS is honoured to receive support from some amazing companies. Over 200 companies supported the Charity in 2019 by registering their staff, making financial donations and helping raise awareness of our lifesaving work.

Thank you to all the companies who have backed and promoted us.



The team from GoCardless embark on their Three Peaks adventure on behalf of DKMS

One company who stood out was The Royal Bank of Canada (RBC) who made a £4,000 donation and supported DKMS patient Peter McCleave's Crumball Rally. The rally was a drive across France into Italy following the route of the classic film, The Italian Job. Peter and the DKMS Corporate team visited RBC at their Headquarters in the City of London to deliver a lunch and learn session.

RBC then held a registration event via their Diversity Council, registering 193 employees, including David Thomas, Chief Executive Officer at RBC Capital Markets Europe. They returned the favour by joining us at DKMS HQ to wave Pete off on his epic journey! RBC Jersey also got on board and registered 30 employees.

In June 2019, 90 GoCardless employees undertook the Three Peaks Challenge in support of one of their colleagues, Andrew Gilboy, who was diagnosed with blood cancer for a second time. The incredible Andrew, a previous winner of a DKMS Outstanding Contribution award, was their inspiration. Over £25,000 was raised, helping DKMS register 625 new potential lifesavers.

We would also like to thank our Charities of the Year 2019 supporters for their trust, commitment and determination in supporting DKMS. Our thanks go to: Caterham School, Aqualisa, Sainsbury's Rosyth and Swim England



TRUSTS AND FOUNDATIONS

We also received grant funding from a number of charitable trusts and foundations. This funding contributed to the costs of registering 228,000 potential blood stem cell donors and the 276 blood stem cell donations.

These valuable contributions make a tangible difference in helping us to deliver our mission - to provide a matching donor for every blood cancer patient in need of a blood stem cell donation.

Our gratitude goes to:

The de Brye Charitable Trust which offers grants for charitable projects and operates throughout England, Wales and overseas. Grants awarded are for projects that benefit disabled people but also supports projects involving education, children and medical care. In 2019 they awarded DKMS £5,000 to support the registration of 125 new potential blood stem cell donors.

We also extend our heart-felt thanks to:

Mary Robertson
Rookes
TJX Foundation
Foster Charitable Trust

[Sherry Gardner and Paul Walker from RBC see Peter off on his Crumball Rally challenge](#)

We received one fundraising complaint in 2019 which was dealt with via a telephone call to the complainant and was resolved without any further action needed. A copy of our Complaints Policy can be accessed on our website. We received eight opt out of receiving fundraising requests which we actioned immediately.

CELEBRITY SUPPORT: AL MURRAY

“
When we received the devastating news that my six-year old Nephew, Finley, was unlucky enough to be one of the twelve children a year diagnosed with Juvenile Myelomonocytic Leukaemia (JMML), we were told his best chance of beating this cruel disease was a transplant from a blood stem cell donor.



I didn't realise there was much that the average person could do to help a stranger with blood cancer. But suddenly we were looking for the ultimate needle in a haystack - Finley's 'genetic twin', a perfect stranger with matching genetic make-up, who might just be his only hope of beating his leukaemia.

I very rarely discuss my family life in the media. But when I was approached by DKMS, who suggested we launched a campaign to help find Finley his match, I never imagined the impact it would have. Our campaign broke global records for the charity, with more than 30,000 generous souls signing up in a single weekend to be potential lifesavers.

Statistically, numerous matches will be found from the number of people signing up on back of our campaign, which is fantastic. Whether Finley will be amongst them remains to be seen. But in a world where we are told we are all divided, the fact is that I am astonished by the kindness and unity of strangers.”

“
Tens of thousands of people signed up with DKMS to try to help. That's a reason to be cheerful.”



TRUSTEES' REPORT

For the year ended 31 December 2019

The trustees (who are also directors of the charitable company for the purposes of the Companies Act) present their annual report together with the audited financial statements of DKMS Foundation (the company) for the year ended 31 December 2019. The trustees confirm that the annual report and financial statements of the company comply with Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 102 „The Financial Reporting Standard applicable in the UK and Republic of Ireland“, and applicable law); and have been prepared in accordance with the requirements of the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of the Charities Accounts (Scotland) regulations 2006 (as amended), requirements of the company's governing document and the provisions of the Statement of Recommended Practice (SORP),

As the company qualifies as small under section 383 of the Companies Act 2006, the strategic report required of medium and large companies under The Companies Act 2006 (Strategic Report and Director's Report) Regulations 2013 is not required.

Objectives and Activities

The charitable company is related through common trustees to DKMS Gemeinnutzige GmbH (“DKMS”), and its related charities. The objectives of the UK charitable company are to raise awareness of stem cell and bone marrow donation and to increase the number of registered potential stem cell donors in the UK and; thus provide a second chance at life for those with blood cancer whose survival depends upon being matched with an unrelated donor.

Financial review

A. GOING CONCERN

After making appropriate enquiries, the trustees have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. For this reason they continue to adopt the going concern basis in preparing the financial statements. The charitable company's net current assets at 31 December 2019 were £1,109,452 (2018: £1,041,163) Further details regarding the adoption of the going concern basis can be found in the Accounting Policies on page 16.

B. FINANCIAL RESULTS

The charitable company received donations totalling £5,170,383 (2018: £3,868,747) of which £2,242,520 (2018: £2,037,908) was donated funds and £2,915,555 (2018: £1,829,977) was donated services from DKMS in Germany. In addition, the charitable company generated income from referral of stem cell donors of £5,270,405 (2018: £4,291,382). The company incurred total costs of £10,224,042 (2018: £8,016,433) as detailed in the notes to the financial statements. Net incoming resources for the year £ 216,746 (2018: £143,696) increased reserves to £1,303,751 (2018: £1,087,005)

C. RESERVES POLICY

The charitable company's aim is to gradually grow its unrestricted reserves and achieve full financial independence. Whilst the company is growing its income base and cash flow, it continues to receive funding for its main activities from its principal, DKMS Gemeinnutzige GmbH. The Trustees have approved for this arrangement to continue for the foreseeable future and until the company becomes financially independent to meet all its liabilities for at least 12 months. As at 31 December 2019 the company's unrestricted reserves were £1,303,751 (2018: £1,087,005)

D. PRINCIPAL FUNDING

In the period under review, the charitable company's principal funding has come from donations from DKMS in Germany. However the charitable company developed a fundraising strategy to raise additional funding through voluntary donations and events. Another source of fundraising is fees earned for the referral of potential stem cell donors and the management of stem cell or bone marrow collections.

Structure, Governance and Management

A. CONSTITUTION

The company is registered as a charitable company limited by guarantee and was set up by a Memorandum of Association on 20 July 2012.

The company is registered with the Charity Commission (England & Wales) with number 1150056 and in Scotland Registration number SC046917

The principal object of the company is the preservation and protection of good health and the relief of sickness of individuals who are suffering from any kind of blood cancer.

B. METHOD OF APPOINTMENT OR ELECTION OF TRUSTEES

The management of the company is the responsibility of the trustees who are elected and co-opted under the terms of the Trust deed. The trustees who are also Board Members delegate day to day management of the charitable company to the Chief Executive, Jonathan Pearce.

C. POLICIES ADOPTED FOR THE INDUCTION AND TRAINING OF TRUSTEES

Trustees are appointed on the basis of their relevant skills and experience. The ongoing trustees will be responsible for the induction of new trustees, which involves an awareness of a trustee's responsibilities, the governing document, administrative procedures, the history and philosophical approach of the charitable company. The trustees will also make available a welcome pack to include copies of the previous year's annual report and financial statements, a brief history of the charitable company and a copy of the governing document. The pack will also include a copy of the Charity Commission guidance "The Essential Trustee: What you need to know" and "Charities and Public Benefit".

D. PAY POLICY FOR KEY MANAGEMENT PERSONNEL

Pay levels for all employees are regularly reviewed by the CEO to ensure that the company's salary scale is aligned with salary scales for similar positions in the market based on results of a study completed in 2018. Job roles and salary levels are benchmarked against similar positions in the Not For Profit sector and SME's in the commercial sector.

E. ORGANISATIONAL STRUCTURE AND DECISION MAKING

The trustees agree the broad strategy of the charitable company and meet regularly during the year. Day to day management of the charitable company is delegated to the Chief Executive, Jonathan Pearce.

The company's parent DKMS Gemeinnutzige GmbH established DKMS Foundation in order to expand the pool of potential donors available worldwide. This will enable more matches to be found in both countries. DKMS Gemeinnutzige GmbH currently provides technical support to establish best practices and achieve the highest standard of service in the interest of our donors and patients.

Currently the trustees of the UK company are also employees of the German parent and decisions are made to further the group's objectives as a whole.

F. RISK MANAGEMENT

The trustees have assessed the major risks to which the company is exposed, in particular those related to the operations and finances of the company and consider the following to be major risks relating to the operations of DKMS Foundation:

A fall in fundraising donations

This risk is addressed by continuing focus on raising awareness throughout the UK. The company is registered with various popular online sites and regularly communicates with the public about its activities. Volunteer groups, donors and sponsors receive active support from our teams and annual campaigns are set up to achieve wider reach and create more awareness in all societies and people throughout the UK. The company also constantly looks at ways to widen its fundraising activities.

Medical risk

This risk is addressed by working with experienced and capable medical partners. The nature of our work and services requires high level of quality assurance throughout our processes from accuracy of data, quality of the medical team and facilities we employ to ensure safety of our donors and patients, staff and volunteers. Staff attend training courses to ensure that they are fully skilled in their role and that the company is always operating in compliance with medical and scientific regulations.

Data risk

The company recognises the utmost requirement to achieve and maintain total confidentiality of data of its donors, patients, financial supporters and staff. The company applies stringent Data Protection rules.

Fraud risk

This risk is mitigated by the strong systems and controls in place with regards to data security, income and expenditure. The company continuously reviews its fraud risks at all levels and its potential effects on the organisation, its reputation and assets. The Trustees ensure that procedures, systems and controls are in place to ensure such risks are mitigated through training programs, good internal controls, robust systems of checks and balances and timely reporting to Controlling department in Germany.

Credit risk management

The company gives credit to organisations with well established and national health services. These agencies are vetted by DKMS GmbH and credit terms agreed for all DKMS entities based on stringent credit risk assessments. Customer accounts are reviewed regularly and followed up for settlement.

Pricing risk

Pricing is established based on production cost structure. The company is sensitive to its objective as provider of health care services and its main objective of providing a second chance of life. As a not for profit business and charity the company prices its products and services at reasonable and affordable levels to enable it to meet its costs and not to jeopardise patient ability to afford treatment.

Fx and Liquidity risks

The company sells its products and services in major trading currencies in which it incurs its costs to avoid undue exposure to currency rate changes.

Cash flow projections are prepared as part of its strategic planning looking ahead 3 years. Liquidity levels are monitored internally on a daily basis as well as reported to central management and trustees at each reporting period. The company is not indebted to any external lenders and does not have any borrowing obligations. Adequate balances are maintained in all currencies to ensure sufficient funding is available to meet commitments.

Consequences on the Charity of the UK exit from the EU

The company has identified certain operational risks associated with the UK exit from the EU following the UK referendum result on 23 June 2016 and passing of the European Union (Withdrawal Agreement) Bill On 22 January 2020 and receiving Royal Assent on 24 January 2020.

The company's main product does not attract any customs duties or tariffs within the EU and in all other countries worldwide at present and the directors are of the opinion that this is unlikely to change. Other risks could include potential impact on laboratory services and supply of medical materials after the end of the Transition Period at the end of 2020 and the conclusions of trade agreements between the EU and the UK thereafter. At this stage negotiations between the UK Government and EU are in progress and there is no clarity in these areas. The board will continue to monitor any developments very closely.

The British Pound gained value following certainty of Brexit. This has not effected the company's operations as the business has a diverse customer base across wide geographical areas.

Plans for future periods

A. FUTURE DEVELOPMENTS

The charitable company has implemented a phased plan to further develop and expand its public relation activities to raise awareness of blood cancer and stem cell donations through social and news media and by direct communication with registered donors, patient groups, volunteers, corporates and other organisations.

TRUSTEES' RESPONSIBILITIES STATEMENT

The trustees (who are also directors of DKMS Foundation for the purposes of company law) are responsible for preparing the trustees' report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the trustees to prepare financial statements for each financial year. Under company law the trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing these financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in operation.

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

DISCLOSURE OF INFORMATION TO AUDITORS

Each of the persons who are trustees at the time when this trustees' report is approved has confirmed that:

- so far as that trustee is aware, there is no relevant audit information of which the charitable company's auditor is unaware, and
- that trustee has taken all the steps that ought to have been taken as a trustee in order to be aware of any relevant audit information and to establish that the charitable company's auditors are aware of that information.

This report was approved by the trustees, on 08 July 2020 and signed on their behalf by:

B J Abel Trustee

INDEPENDENT AUDITORS' REPORT TO THE MEMBERS

Report on the audit of the financial statements

OPINION

In our opinion, DKMS Foundation's financial statements (the "financial statements"):

- give a true and fair view of the state of the charitable company's affairs as at 31 December 2019 and of its incoming resources and application of resources, including its income and expenditure, and cash flows for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law); and
- have been prepared in accordance with the requirements of the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of the Charities Accounts (Scotland) Regulations 2006 (as amended).

We have audited the financial statements, included within the Annual Report/Financial Statement (the "Annual Report"), which comprise: the balance sheet as at 31 December 2019; the statement of financial activities (incorporating income and expenditure account), the statement of cash flows for the year then ended; and the notes to the financial statements.

BASIS FOR OPINION

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

INDEPENDENCE

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

CONCLUSIONS RELATING TO GOING CONCERN

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

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

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

REPORTING ON OTHER INFORMATION

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The trustees are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except to the extent otherwise explicitly stated in this report, any form of assurance thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If we identify an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report based on these responsibilities.

With respect to the Trustees' Report, we also considered whether the disclosures required by the UK Companies Act 2006 have been included.

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

TRUSTEES' REPORT

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

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

Responsibilities for the financial statements and the audit

RESPONSIBILITIES OF THE TRUSTEES FOR THE FINANCIAL STATEMENTS

As explained more fully in the Trustees' Responsibilities Statement set out on page 14, the trustees are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The trustees are also responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

AUDITORS' RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS

We have been appointed as auditors under section 44(1) of the Charities and Trustee Investment (Scotland) Act 2005 and under the Companies Act 2006 and report in accordance with the Acts and relevant regulations made or having effect thereunder.

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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

USE OF THIS REPORT

This report, including the opinions, has been prepared for and only for the charity's members and trustees as a body in accordance with section 44(1) (c) of the Charities and Trustee Investment (Scotland) Act 2005 and the Companies Act 2006 and regulations made under those Acts (regulation 10 of the Charities Accounts (Scotland) Regulations 2006 (as amended) and Chapter 3 of Part 16 of the Companies Act 2006) and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

Other required reporting

MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

Under the Companies Act 2006 and the Charities Accounts (Scotland) Regulations 2006 (as amended) we are required to report to you if, in our opinion:

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

We have no exceptions to report arising from this responsibility.

ENTITLEMENT TO EXEMPTIONS

Under the Companies Act 2006 we are required to report to you if, in our opinion, the trustees were not entitled to prepare financial statements in accordance with the small companies' regime; take advantage of the small companies exemption from preparing a Strategic Report. We have no exceptions to report arising from this responsibility.

Matthew Kaye (Senior Statutory Auditor) for and on behalf of
PricewaterhouseCoopers LLP Chartered Accountants and Statutory Auditors
Edinburgh. Date: 8 July 2022

Statement of financial activities
(incorporating income and expenditure account) For the year ended 31 December 2019

	Note	Unrestricted funds 2019 £	Total funds 2019 £	Total funds 2018 £
Income from:				
Donations and legacies	2	5,170,383	5,170,383	3,868,747
Charitable activities	3	5,270,405	5,270,405	4,291,382
Total Income		<u>10,440,788</u>	<u>10,440,788</u>	<u>8,160,129</u>
Expenditure on:				
Raising funds	4	1,012,911	1,012,911	1,169,539
Charitable activities	7,18	9,211,131	9,211,131	6,846,894
		<u>10,224,042</u>	<u>10,224,042</u>	<u>8,016,433</u>
Net income / (expenditure) before other recognised gains and losses		<u>216,746</u>	<u>216,746</u>	<u>143,696</u>
Net movement in funds		216,746	216,746	143,696
Reconciliation of funds:				
Total funds brought forward		1,087,005	1,087,005	943,309
Total funds carried forward		<u>1,303,751</u>	<u>1,303,751</u>	<u>1,087,005</u>

All activities relate to continuing operations.

The notes on pages 19 to 30 form part of these financial statements.

Balance Sheet
As at 31 December 2019

	Note	2019 £	2018 £
Fixed assets	12	194,298	45,841
Tangible assets	13	1	1
Investments		194,299	45,842
Current assets			
Inventory	14	230,058	125,486
Debtors	15	1,601,397	1,312,708
Cash at bank and in hand	21	773,391	619,089
		<u>2,604,846</u>	<u>2,057,283</u>
Creditors: amounts falling due within one year	16	<u>(1,495,394)</u>	<u>(1,016,120)</u>
Net current assets		<u>1,109,452</u>	<u>1,041,163</u>
Net assets		<u>1,303,751</u>	<u>1,087,005</u>
Charity Funds			
Unrestricted funds	18	1,303,751	1,087,005
Total Funds	19	<u>1,303,751</u>	<u>1,087,005</u>

The company's financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime.

The trustees consider that the company is entitled to exemption from the requirement to have an audit under the provisions of section 477 of the Companies Act 2006 („the Act“) and members have not required the company to obtain an audit for the year in question in accordance with section 476 of the Act. However, an audit is required in accordance with section 144 of the Charities Act 2011.

The trustees acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of financial statements.

The financial statements were approved and authorised for issue by the trustees on 08 July 2020

B J Abel

The notes on pages 19 to 30 form part of these financial statements.

Statement of Cash Flows
For the Year Ended 31 December 2019

	Note	2019 £	2018 £
Cash flows from operating activities			
Net cash provided by/(used in) operating activities	20	<u>346,066</u>	<u>133,894</u>
Cash flows from investing activities:			
Purchase of tangible fixed assets		<u>(191,764)</u>	<u>(2,385)</u>
Net cash used in investing activities		<u>(191,764)</u>	<u>(2,385)</u>
Change in cash and cash equivalents in the year		154,302	131,509
Cash and cash equivalents brought forward		619,089	487,580
Cash and cash equivalents carried forward	21	<u>773,391</u>	<u>619,089</u>

The notes on pages 19 to 30 form part of these financial statements.

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2019

1. ACCOUNTING POLICIES

1.1 Basis of preparation of financial statements

The financial statements have been prepared in accordance with 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 2015) - (Charities SORP (FRS 102)), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006.

DKMS Foundation meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy.

The financial statements are presented in pound sterling (£).

1.2 Going concern

The Trustees have approved arrangement to continue funding the charitable company's main activities from its principal, DKMS Gemeinnutzige GmbH until the company becomes financially independent to meet all its liabilities for a period not less than twelve months from the date these financial statements are approved. Accordingly, they continue to adopt going concern basis in preparing the financial statements.

1.3 Company status

The charitable company is a company limited by guarantee. The members of the company are the trustees named on page 31. In the event of the company being wound up, the liability in respect of the guarantee is limited to £10 per member of the company.

1.4 Fund accounting

General funds are unrestricted funds which are available for use at the discretion of the trustees in furtherance of the general objectives of the company and which have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the company for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

1.5 Income

All income is recognised once the charitable company has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably.

Donated services or facilities are recognised when the charitable company has control over the item, any conditions associated with the donated item have been met, the receipt of economic benefit from the use by the charitable company of the item is probable and that economic benefit can be measured reliably. In accordance with the Charities SORP (FRS 102). General volunteer time is not recognised. Further information about volunteer contribution is included in the trustees' report.

On receipt, donated professional services and donated facilities are recognised on the basis of the value of the gift to the charitable company which is the amount the charitable company would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market; a corresponding amount is then recognised in expenditure in the period of receipt

Income tax recoverable in relation to donations received under Gift Aid or deeds of covenant is recognised at the time of the donation.

1.6 Expenditure

Expenditure is recognised once there is a legal or constructive obligation to make payment to a third party, it is probable that settlement will be required and the amount of the obligation can be measured reliably.

All expenditure is accounted for on an accruals basis. All expenses including support costs and governance costs are allocated to the applicable expenditure headings:

- Costs of generating funds comprise the costs associated with attracting voluntary income.
- Charitable expenditure comprises those costs incurred by the charitable company in the delivery of its activities and services for its beneficiaries. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.
- Governance costs include those costs associated with meeting the constitutional and statutory requirements of the charitable company and include the audit fees and costs linked to the strategic management of the charitable company.
- All costs are allocated between the expenditure categories of the statement of financial activities on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly; others are apportioned on an appropriate basis. Staff costs are allocated based on staff numbers, premises costs are allocated based on space occupied.

1.7 Tangible fixed assets and depreciation

Tangible fixed assets are carried at cost, net of depreciation and any provision for impairment. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives on the following bases:

Leasehold improvements - over period of lease (4 years) straight line
Office equipment - 33.33% per annum straight line
Computer equipment - 33.33% per annum straight line

1.8 Investments

Investments are a form of basic financial instrument and are initially recognised at their transaction value. Investments in subsidiary companies are stated at cost less diminution in value.

1.9 Interest receivable

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the company; this is normally upon notification of the interest paid or payable by the Bank.

1.10 Debtors

Trade and other debtors are recognised at the settlement amount after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

1.11 Cash at bank and in hand

Cash at bank and in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

1.12 Creditors and provisions

Creditors and provisions are recognised where the charitable company has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors and provisions are normally recognised at their settlement amount after allowing for any trade discounts due.

1.13 Pensions

The charitable company operates a defined contribution pension scheme and the pension charge represents the amount payable by the charitable company in respect of the year.

1.14 Financial instruments

The charitable company has elected to apply Sections 11 and 12 of (FRS 102) in respect of financial instruments.

Financial assets and financial liabilities are recognised when the charitable company becomes party to the contractual provisions of the instrument. Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the charitable company after deducting all of its liabilities.

The charitable company's policies for its major classes of financial assets and financial liabilities are set out below.

Financial assets

Basic financial assets, including trade and other debtors, cash and bank balances, related charity working capital balances, and related charity financing are initially recognised at transaction price, unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest for a similar debt instrument. Financing transactions are those in which payment is deferred beyond normal business terms or is financed at a rate of interest that is not a market rate.

Such assets are subsequently carried at amortised cost using the effective interest method, less any impairment.

Financial liabilities

Basic financial liabilities, including trade and other creditors, bank loans and loans from related charities, are initially recognised at transaction price, unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest for a similar debt instrument. Financing transactions are those in which payment is deferred beyond normal business terms or is financed at a rate of interest that is not a market rate.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Impairment of financial assets

Financial assets measured at cost and amortised cost are assessed at the end of each reporting period for objective evidence of impairment. If objective evidence of impairment is found, an impairment loss is recognised in the profit and loss account.

For financial assets measured at cost less impairment, the impairment loss is measured as the difference between the asset's carrying amount and the best estimate of the amount the charitable company would receive for the asset if it were to be sold at the reporting date.

For financial assets measured at amortised cost, the impairment loss is measured as the difference between the asset's carrying amount and the present value of estimated cash flows discounted at the asset's original effective interest rate. If the financial asset has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

If there is a decrease in the impairment loss arising from an event occurring after the impairment was recognised, the impairment is reversed. The reversal is such that the current carrying amount does not exceed what the carrying amount would have been had the impairment not previously been recognised. The impairment reversal is recognised in profit or loss.

Derecognition of financial assets and financial liabilities

Financial assets are derecognised when (a) the contractual rights to the cash flows from the asset expire or are settled, or (b) substantially all the risks and rewards of the ownership of the asset are transferred to another party or (c) despite having retained some significant risks and rewards of ownership, control of the asset has been transferred to another party who has the practical ability to unilaterally sell the asset to an unrelated third party without imposing additional restrictions.

Financial liabilities are derecognised when the liability is extinguished, that is when the contractual obligation is discharged, cancelled or expires.

1.15 Critical accounting estimates and areas of judgment

Management does not consider there to be any key judgements or estimates made in the preparation of the financial statements.

2. Income from donations and legacies

	Unrestricted funds 2019 £	Total funds 2019 £	Total funds 2018 £
Donation income	2,004,333	2,004,333	1,997,506
International donation income	238,187	238,187	40,402
Funding for donor recruitment activities from DKMS Gemeinnutzige GmbH	2,915,555	2,915,555	1,829,977
Other income - cost reimbursement	3,078	3,078	862
Other income	9,230	9,230	0
Total donations and legacies	<u>5,170,383</u>	<u>5,170,383</u>	<u>3,868,747</u>
Total 2018	<u>3,868,747</u>	<u>3,868,747</u>	

3. Income from charitable activities

	Unrestricted funds 2019 £	Total funds 2019 £	Total funds 2018 £
Income from service provision	<u>5,270,405</u>	<u>5,270,405</u>	<u>4,291,382</u>
Total 2018	<u>4,291,382</u>	<u>4,291,382</u>	

In the year ended 31 December 2019 and 2018 all income related to unrestricted funds.

4. Costs of generating voluntary income

	Unrestricted funds 2019 £	Total funds 2019 £	Total funds 2018 £
Salaries, national insurance and pensions	315,275	315,275	379,217
Other staff costs and training	18,598	18,598	16,978
Premises costs	47,190	47,190	43,599
Publicity costs	548,943	548,943	551,504
Postage, support and stationery	2,909	2,909	57,098
Other admin costs	57,607	57,607	105,650
Travel costs	6,537	6,537	9,338
(Gain) / loss on foreign exchange	9,483	9,483	(2,912)
Depreciation	6,369	6,369	9,067
Total 2019	<u>1,012,911</u>	<u>1,012,911</u>	<u>1,169,539</u>
Total 2018	<u>1,169,539</u>	<u>1,169,539</u>	

5. Direct costs

	Recruitment of donors £	Raising Awareness £	Donor Request Management £	Total 2019 £	Total 2018 £
Other direct costs	177,496	26,339	1,903,455	2,107,290	1,963,996
Other staff costs and training	4,904	9,046	614	14,564	26,435
Premises cost	66,052	33,034	40,155	139,241	123,512
Publicity cost	316,176	186,754	60,079	563,009	644,321
(Gain)/Loss on foreign exchange	15,763	12,897	12,897	41,557	(8,117)
Postage, support and stationery	356,162	213,858	110,912	680,932	470,189
Travel costs	21,714	1,023	18,647	41,384	32,116
Donor typing costs	3,594,871	0	0	3,594,871	1,926,170
Salaries, national insurance and pensions	310,582	401,060	357,018	1,068,660	911,650
Depreciation	10,586	8,662	8,662	27,909	25,275
Total 2019	<u>4,874,307</u>	<u>892,673</u>	<u>2,512,437</u>	<u>8,279,417</u>	<u>6,115,547</u>
Total 2018	<u>2,827,427</u>	<u>1,183,833</u>	<u>2,104,287</u>	<u>6,115,547</u>	

In the year ended 31 December 2019 and 2018 all costs of direct charitable activities related to unrestricted funds.

6. Support costs

	Recruitment of donors £	Raising Awareness £	Donor Request Management £	Total 2019 £	Total 2018 £
(Gain)/Loss on foreign exchange	5,100	4,173	4,173	13,446	(2,283)
Other staff costs and training	40,702	33,302	33,302	107,306	58,879
Premises costs	28,658	13,226	16,690	58,574	52,029
Travel costs	6,271	5,131	5,131	16,533	12,686
Other support costs	28,714	23,494	23,494	75,702	69,594
Postage, Support and stationery	1,908	1,561	1,561	5,030	44,764
Admin costs	-	-	-	-	9,096
Salaries, national insurance and pensions	211,371	172,940	172,940	557,251	404,091
Depreciation	3,425	2,802	2,802	9,029	7,107
Total 2019	<u>326,149</u>	<u>256,629</u>	<u>260,093</u>	<u>842,871</u>	<u>655,963</u>
Total 2018	<u>267,031</u>	<u>205,006</u>	<u>183,926</u>	<u>655,963</u>	

7 Analysis of Expenditure by expenditure type

	Staff costs 2019 £	Depreciation 2019 £	Other costs 2019 £	Total 2019 £	Total 2018 £
Expenditure on raising voluntary income	315,275	6,369	691,267	1,012,911	1,169,539
Costs of raising funds	<u>315,275</u>	<u>6,369</u>	<u>691,267</u>	<u>1,012,911</u>	<u>1,169,539</u>
Recruitment of donors	521,953	14,012	4,664,492	5,200,456	3,094,458
Raising awareness	574,000	11,463	563,838	1,149,302	1,388,839
Donor request management	529,957	11,463	2,231,109	2,772,530	2,288,213
Charitable activities	<u>1,625,910</u>	<u>36,938</u>	<u>7,459,439</u>	<u>9,122,288</u>	<u>6,771,510</u>
Expenditure on governance	-	-	88,842	88,842	75,384
Total 2019	<u>1,941,185</u>	<u>43,307</u>	<u>8,239,549</u>	<u>10,224,042</u>	<u>8,016,433</u>
Total 2018	<u>1,694,958</u>	<u>41,449</u>	<u>6,280,026</u>	<u>8,016,433</u>	

In the year ended 31 December 2019 and 2018 all costs of direct charitable activities related to unrestricted funds.

Expenditure on raising voluntary income has not been allocated to specific activities as all costs relate to general charitable activities.

8. Analysis of expenditure by activities

	Activities undertaken directly 2019 £	Support costs 2019 £	Total 2019 £	Total 2018 £
Recruitment of donors	4,874,306	326,149	5,200,455	3,094,458
Raising awareness	892,673	256,629	1,149,302	1,388,839
Donor request management	2,512,439	260,093	2,772,532	2,288,213
Total 2019	8,279,418	842,871	9,122,289	6,771,510
Total 2018	6,115,547	655,963	6,771,510	

In the year ended 31 December 2019 and 2018 all costs of direct charitable activities related to unrestricted funds.

9. Governance costs

	Unrestricted funds 2019 £	Total funds 2019 £	Total funds 2018 £
Auditor's remuneration	23,843	23,843	15,480
Legal and professional fees	51,722	51,722	48,300
Travel costs	13,277	13,277	11,604
	88,842	88,842	75,384

In the year ended 31 December 2019 and 2018 all costs of direct charitable activities related to unrestricted funds

10. Net resources expended

This is stated after charging	2019 £	2018 £
Depreciation of tangible fixed assets:		
- owned by the charity	43,307	41,449
Auditor's remuneration - audit	23,843	15,480
- Non audit services - Taxation advice	6,000	-

During the year, no trustees received any remuneration (2018 - £Nil).

During the year, no trustees received any benefits in kind (2018 - £Nil)

During the year, no trustees received any reimbursement of expenses (2018 - £Nil).

11. Staff Costs

Staff costs were as follows:

	2019 £	2018 £
Salaries	1,702,270	1,505,365
Social security costs	169,594	145,947
Pension costs	64,557	43,646
Total	1,936,421	1,694,958

The average monthly number of employees was: 45 (2018: 41) and the average monthly number of employees during the year expressed as follows

full time equivalents was as follows (including part-time and fixed period temporary staff):

	2019 No.	2018 No.
Donor recruitment	11	10
Fundraising	5	7
Communications	9	8
Medical	9	7
Administration	11	9
	45	41

The number of higher paid employees was:

	2019 No.	2018 No.
In the band £60,001 - £70,000	2	1
In the band £70,001 - £80,000	2	-
In the band £80,001 - £90,000	1	-
In the band £90,001 - £100,000	-	-
Total	5	1

The charitable company trustees were not paid or received any other benefits from employment with the charitable company in the year (2018: £Nil) neither were they reimbursed expenses during the year (2018: £Nil). No charitable company trustee received payment for professional or other services supplied to the charitable company (2018: £Nil)

In early 2019 the company appointed a local CEO and back filled key management positions.. It also implemented appropriate changes to its employee and salary structure following the review commissioned in 2018.

The key management personnel of the charitable company are the trustees, the Chief Executive Officer and the heads of departments. There are 7 heads of department (2018: 7), five of whom received remuneration in excess of £60,000 during the year (2018:1). The total employee benefits of the key management personnel of the charitable company were £492,426 (2018: 328,319).

12. Tangible fixed assets

	Office equipment	Computer equipment	Leasehold improvements	Total
Cost	£	£	£	£
At 1 January 2019	55,452	68,072	104,369	227,893
Disposal	(2,415)			(2,415)
Additions	15,676	51,602	124,486	191,764
At 31 December 2019	<u>68,713</u>	<u>119,674</u>	<u>228,855</u>	<u>417,242</u>
Depreciation				
At 1 January 2019	34,049	60,003	88,000	182,052
Disposal	(2,415)			(2,415)
Charge for the year	13,672	10,501	19,134	43,307
At 31 December 2019	<u>45,306</u>	<u>70,504</u>	<u>107,135</u>	<u>222,944</u>
Net book value				
At 31 December 2019	<u>23,407</u>	<u>49,170</u>	<u>121,721</u>	<u>194,298</u>
At 31 December 2018	<u>21,403</u>	<u>8,069</u>	<u>16,369</u>	<u>45,841</u>

13. Fixed asset investments

	Shares in Group undertakings
Costs	£
At 1 January 2019 and 31 December 2019	<u>1</u>

The company's wholly owned subsidiary, Delete Blood Cancer UK Marketing Limited, registered at Ashburnham House, Castle Row, Horticultural Place, London W4 4JQ is a dormant company. Its net liability position at 31 December 2019 £10,245 (2018: £11,745) is represented by amounts due to parent company and is fully provided for in the accounts of the parent company.

14. Inventories

	2019	2018
	£	£
Materials stock	188,437	46,518
Work in progress costs	41,621	78,968
	<u>230,058</u>	<u>125,486</u>

Stocks of materials and work in progress costs were included in other debtors in 2018 and have now disclosed separately. Inventories are valued at lower of cost and net realisable value. Work in progress costs are reimbursable costs incurred for active stem cell collections.

The company is holding larger quantities of material stock as part of its measures to avoid stock out position during UK Brexit period.

15. Debtors

	2019	2018
	£	£
Due within one year		
Trade debtors	967,908	620,690
Amounts owed by group undertakings	10,245	10,545
Amounts owed by related charity	381,706	385,894
Other debtors	144,569	82,506
Prepayments and accrued income	96,969	213,073
	<u>1,601,397</u>	<u>1,312,708</u>

16. Creditors: Amounts falling due within one year

	2019	2018
	£	£
Trade creditors	349,906	287,795
Amounts owed to related charity	326,830	238,238
Other taxation and social security	48,377	43,640
Accruals	770,281	446,447
	<u>1,495,394</u>	<u>1,016,120</u>

17. Financial Instruments

	2019	2018
	£	£
Financial assets		
Financial assets that are debt instruments measured at amortised cost	1,504,428	1,225,121
Financial liabilities		
Financial liabilities measured at amortised cost	(676,736)	(526,033)
	<u>827,692</u>	<u>699,088</u>

Financial assets measured at amortised cost include trade debtors, amounts owed by group companies, other debtors and amounts owed by related charity

Financial liabilities include trade creditors and amounts owed to a related charity.

18. Summary of funds

	2019	2018
	£	£
at 1st January	1,087,005	943,309
Income for period	10,440,788	8,160,129
Resource expended	(10,224,042)	(8,016,433)
At 31 December	<u>1,303,751</u>	<u>1,087,005</u>

19. Analysis of net assets between funds

Analysis of net assets between funds - current year

	Unrestricted funds 2019 £	Total funds 2019 £
Tangible fixed assets	194,298	194,298
Fixed asset investments	1	1
Debtors due after more than 1 year	-	-
Current assets	2,604,846	2,604,847
Creditors due within one year	(1,495,394)	(1,495,394)
	<u>1,303,751</u>	<u>1,303,751</u>

Analysis of net assets between funds - prior year

	Unrestricted funds 2018 £	Total funds 2018 £
Tangible fixed assets	45,841	45,841
Fixed asset investments	1	1
Debtors due after more than 1 year	-	-
Current assets	2,057,283	2,604,846
Creditors due within one year	(1,016,120)	(1,016,120)
	<u>1,087,005</u>	<u>1,087,005</u>

20. Reconciliation of net movement in funds to net cash flow from operating activities

Net income/(expenditure) for the year (as per Statement of Financial activities)

	2019 £	2018 £
Adjustment for:		
Depreciation charges	43,307	41,449
Increase in debtors	(288,689)	(106,665)
Increase in creditors	479,274	180,900
Increase in Inventory	(104,572)	(125,486)
	<u>346,066</u>	<u>133,894</u>

21. Analysis of cash and cash equivalents

	2019 £	2018 £
Cash in hand and at bank	773,391	619,089
Total	<u>773,391</u>	<u>619,089</u>

22. Operating lease commitments

At 31 December 2019 the total of the charity's future minimum lease payments under non-cancellable operating leases was:

	2019 £	2018 £
Within 1 year	234,938	152,709
Between 2 and 5 years	646,078	-
	<u>881,016</u>	<u>152,709</u>

Lease payments recognised as an expense amounted to £153,825 (2018: £197,197).

The company entered into a new 4 year lease ending 30 September 2023 for its current office premises at annual rent of £234,938 including a 6 month rent-free period at the start of the lease.

23. Related party transactions

The company has taken advantage of the exemption contained in FRS 102 section 33 "Related Party Disclosures" from disclosing transactions with entities which are wholly owned part of the group.

Transactions with other related parties are as follows:

Name (relationship)	Transaction	Amount		Amount due (to)/from related party	
		2019 £	2018 £	2019 £	2018 £
DKMS Gemeinnutzige GmbH (Common Trustees)	Donated services	2,915,555	1,829,977	368,099	381,152
DKMS Gemeinnutzige GmbH (Common Trustees)	Intercompany recharges	324,347	220,650	12,306	25,497
DKMS Gemeinnutzige GmbH (Common Trustees)	International money donation	9,322	5,036	-	-
DKMS Life Science Lab (Common Trustees)	Intercompany recharges	3,364,750	1,861,399	(265,243)	(198,974)
DKMS USA (Common Trustees)	Intercompany recharges	61,806	72,822	(60,505)	(44,532)
DKMS USA (Common Trustees)	International money donation	228,866	35,366	-	-

Amounts owed to related parties are unsecured, interest free and due for repayment within one year.

DKMS Gemeinnutzige GmbH is the Controlling company and exercises full control over the charitable company through its common Trustees who are also directors of the company. The controlling company recharges the charitable company actual or appropriately.

DKMS Life Science Lab is one of the leading HLA laboratories. Its testing services are competitively priced and provides and charges the charitable company for this service. The Laboratory does not recharge any other costs.

24. Post balance sheet events

On 30 January, the World Health Organisation (WHO) announced Coronavirus as a global health emergency. On 11 March 2020, it announced that Coronavirus was a global pandemic. A majority of countries in the EU including Great Britain and many other countries internationally implemented national lockdowns and travel bans tailored to allow emergency and essential goods and services to operate under strict precautionary guidelines.

Healthcare services are classified within the essential category and included the charity's activities of stem cell donation. The charity, with its controlling party and related entities moved swiftly and prepared for this extreme eventuality, enabled its staff to work from home and realigned its resources and processes to enable it to provide its healthcare services whilst fully safeguarding its donors'. The company collaborated with other UK national bodies and organisations to continue to provide its services of stem cell donations to patients in the UK and internationally giving them a second chance to a full life.

As expected activity levels in all operational areas slowed down and face-to-face/group donor registration events were totally stopped to ensure safety of potential donors and citizens at large, with efforts focused more on online registrations. The charity also reviewed its business and financial plans, adapted as required and realigned its business model to sustain its operations. It has retained its employees without recourse to any funding support from the Government Assistance schemes, as well as reshaped its plans to overcome the challenges and be ready for when COVID-19 abates to manageable levels and business reverts to normal.

The charity's financial results show that the year end 2019 results do not require any adjustments and that the company is in a sound financial position with good liquidity, meeting its business and tax commitments.

Controlling party

The trustees are the immediate controlling party and DKMS Gemeinnutzige GmbH is the ultimate parent. The principal address of the ultimate parent is Kressbach 1, 72072 Tübingen, Germany.

Copies of the group financial statements are available at www.dkms.de.

REFERENCE AND ADMINISTRATIVE DETAILS OF THE COMPANY, ITS TRUSTEES
AND ADVISERS FOR THE YEAR ENDED 31 DECEMBER 2019

Trustees

Dr. E Neujahr
B J Abel
S Geist
Dr A H Schmidt
S Schumacher

Principal staff

Jonathan Pearce, CEO

Company registered number

08151279

Charity registered number

1150056 (England & Wales)
SC046917 (Scotland)

Registered office

Ashburnham House Castle Row Horticultural Place
London W4 4JQ

Company secretary

B J Abel

Independent auditors

PricewaterhouseCoopers LLP
Glasgow
1 Embankment Place
London WC2N 6RH

Bankers

Barclays Bank plc
74 Shepherd's Bush Green Shepherd's Bush
London W12 8QB

Commerzbank AG
30 Gresham Street
London EC2V 7PG



*Global DKMS statistics as of January 2020