

DKMS Foundation  
ANNUAL REPORT  
AND FINANCIAL  
STATEMENTS

YEAR ENDING 31 DECEMBER 2021

  
BLOOD CANCER



## Our Vision:

To delete blood cancer.



## Our Mission:

To give as many blood cancer patients as possible a second chance at life.



## Our Purpose:

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

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# Trustee's introduction

As we began to emerge from the early stages of the pandemic, navigating the continued ripple effects on our services caused by Covid-19 and the changing priorities in the UK and international healthcare systems, one thing remains unchanged: blood cancer continues to have a profound and debilitating effect on the lives of people from all communities. Therefore, throughout 2021 DKMS continued to do everything possible to overcome obstacles and unforeseen circumstances and deliver the best services possible for patients who found themselves in need of a blood stem cell transplant.

As a strategically-critical arm of a global organisation, DKMS UK was able to continue to deliver essential life-saving services and expand upon a foundation that will provide for patients for years to come. By continuing to recruit and register a diverse pool of potential blood stem cell donors and arrange blood stem cell donations, DKMS has been able to provide treatment to those in need and hope to the innumerable friends and family who fear for their loved ones. Despite the challenging circumstances, DKMS remained firm in their promise to never settle for anything less than the best when it comes to serving our patients and donors.

Beyond the maintenance of day-to-day operations, DKMS also continued to evolve and develop successfully as an organisation during the course of 2021. Though it was difficult to register as many new potential stem cell donors as in previous years, due to limited opportunities to run face-to-face recruitment events and the inevitable shift of public focus during

a global pandemic, you will be pleased to learn we still added nearly 90,000 people to the UK blood stem cell donor register, moving ever closer to one million available donors. The importance of new donors was reinforced by the nearly 350 blood stem cell donations that DKMS helped arrange during the year, a record number for the UK. We draw deep inspiration from this achievement, not simply for the sum total, but rather from the knowledge that each and every donation represents a second chance at life for a patient in the UK or around the world.

As always, an enormous debt of thanks is owed to our blood stem cell donors, volunteers, and fundraising supporters who have all worked closely with our committed staff to overcome seemingly insurmountable obstacles and achieve remarkable things. Their dedication and passion for the cause ensures that we never take no as an answer.

**Stephan Schumacher**  
Trustee DKMS Foundation

A young girl with dark hair, wearing a colorful patterned dress, is blowing bubbles. Several bubbles are floating in the air around her. The background is a dark, textured wall.

# 339

second chances at life

Livia found a donor through DKMS

## Achievements

During 2021 we continued to work in line with the key priorities established in 2019, which will guide our work through to 2023. We reviewed and reconfirmed our priorities to ensure focus remained on delivering the best and most innovative services and support for our incredible blood stem cell donors, fundraisers, volunteers and patients.

### Saving more lives

2021 was a record-breaking year for DKMS UK, with the organisation's donors and staff helping to give 339 second chances at life via blood stem cell donations – a massive increase from the 273 achieved in 2020. Last year, DKMS globally facilitated stem cell transplants for 527 UK patients, with 98 donations coming from DKMS UK.

This accomplishment is a real testament to the passion, commitment, and fortitude of our donors. So many of them were willing to overcome challenging situations, often related to fast-changing pandemic health or travel restrictions, to selflessly donate their stem cells to those in need.

Increasing the number of lives that can be saved is absolutely dependent on continuing to build the donor pool by recruiting new people to the UK stem cell donor register. A further 87,000 new potential donors were registered, bringing us close to 900,000 total donors since DKMS first started working in the UK.

We hope to reach our first million registrations in 2022.

It costs DKMS £40 to register each donor, so fundraising is pivotal to our continuing to do more for patients with blood cancer.

By growing our fundraising income, we will be able to register more donors and give more people with blood cancer a second chance at life.

### Better chances for those who have fewer chances

During 2021, an external agency was commissioned to research the needs of racial and ethnic minority communities, with a focus on how best to engage, build, and maintain better relationships with these groups. This will improve our work with transplant patients and help target blood stem cell donor recruitment from selected communities, including from South Asian, African, and Caribbean groups. The research findings have provided us with the knowledge and tools to more effectively communicate with these communities.

### The best support for donors

Major steps were taken to improve the journey for our blood stem cell donors, supporters, and stakeholders. Some of the more significant changes include:

- » Delivering new, more user-friendly communications and packaging for confirmatory typing activities (the information and medical assessment kits we send to donors when they are first identified as a potential match),
- » digitising blood stem cell donor registration cards, and
- » using innovative tools to speed up the process for donors, while also reducing our carbon footprint and cutting unnecessary costs.

# Achievements (CONTINUED)

## Increasing our Income

The successes of 2021, including the increase in our blood stem cell donation services, reductions in costs and efficiency savings, have moved DKMS UK closer to a position of being sustainable. However, this is still not enough.

We want to increase income so we can support more blood stem cell donations and transplants, including in countries such as India and South Africa where there is currently no donor register or where access to transplantation is limited due to high costs, limited availability of qualified clinicians, or both.

## Building a community of support

Building a vibrant community of committed and engaged support for DKMS UK is vital to achieving our long-term goals. With this goal in mind, we were pleased to take major steps forward during 2021. A new volunteer development programme was launched to better support existing volunteers, recruit new ones, and establish volunteering hubs in different areas of the UK. All of these efforts will continue to further blood stem cell donor recruitment and fundraising initiatives, while increasing engagement with our passionate and dedicated volunteers.

Fundraising supporters exceeded our expectations over the last year, with more and more people taking part in community and challenge events, finding new and creative ways in which to support our work. We continue to be deeply grateful for their committed efforts, which have been above and beyond what we could hope for.

Relationships were built and strengthened with new and existing companies that support our work, continuing strong collaborations with over 60 businesses into the new year.

We were glad to have the opportunity to work more closely with a number of stem cell collection centres and their clinicians to prepare for growth in future years.

Ultimately, none of this year's achievements would be possible without a committed and talented staff. Therefore, staff welfare, care, and support were prioritised in the organisation's plans.

Due to the ongoing and unprecedented volume of work, we are exceptionally proud that during the pandemic no staff were furloughed and that employees have been able to migrate to a more flexible hybrid office-home working environment that is coming into fuller effect during 2022.

## Digital first

The desire to digitise more of DKMS' processes remains as strong as ever and 2021 saw significant improvements across the organisation. We have transitioned to more systems becoming digital or automated, including reducing physical postage, automating key notifications, and using online platforms for core services or support. The year ahead offers bigger opportunities, as e-registration for face-to-face donor recruitment events will be introduced.

Not only do these changes improve the quality of our work, they also bring operational efficiencies and reduce our carbon footprint.

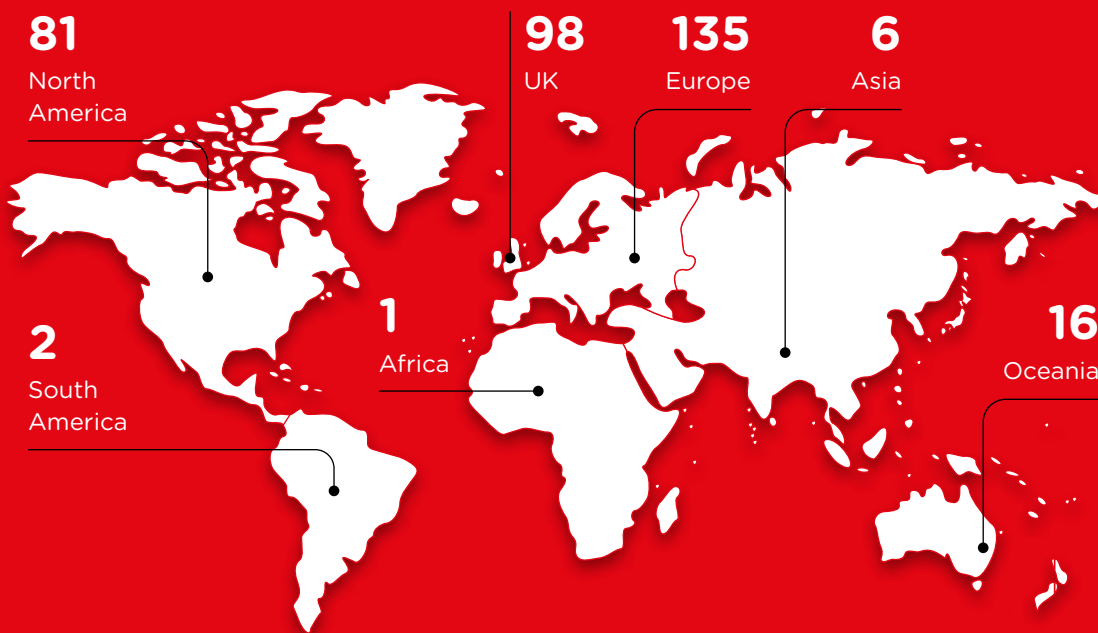


~£800k

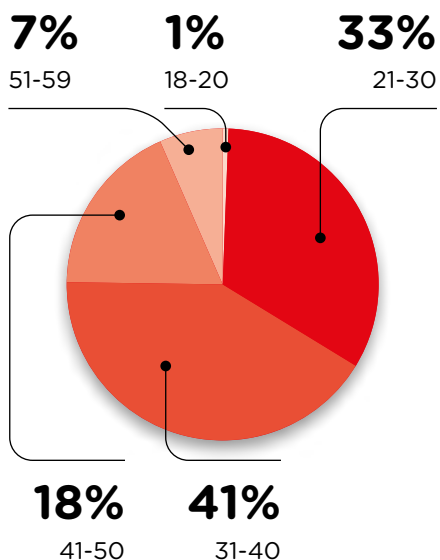
raised from fundraising work

# Donor contribution, globally and locally

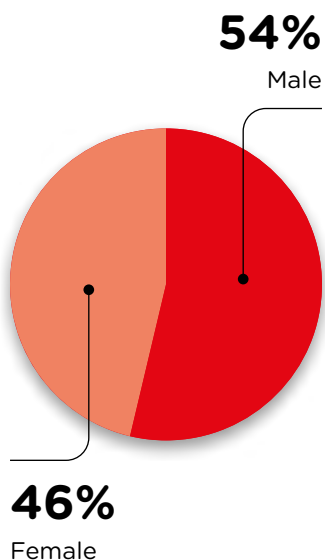
## Global breakdown of where DKMS UK sends stem cells



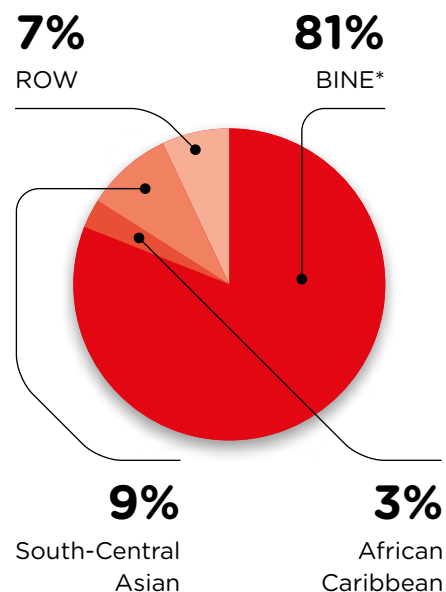
### DKMS UK Collections by donor age



### DKMS UK Collections by donor gender



### DKMS UK Collections by donor ethnicity



\*British, Irish and Northern European

\*\*Minority Ethnic Backgrounds

Source for all data in this section: DKMS UK 2021 Donor Collections

# Contribution to the Aligned Stem Cell Registry

The UK's aligned stem cell registry is made up of donors recruited by Anthony Nolan, DKMS, NHS Blood and Transplant and the Welsh Blood Service. The registry coordinates requests for UK donors from both national and international transplant hospitals.

## Aligned Stem Cell Registry and DKMS UK donors by ethnicity

|         | 2020/1 (registry) | April 2021 DKMS |
|---------|-------------------|-----------------|
| BINE*   | 1,658,500         | 623,730         |
| MEB**   | 268,000           | 236,990         |
| Unknown | 151,000           | 13,323          |
| Total   | 2,105,000         | 874,043         |

## Registered donors in the UK Aligned Stem Cell Registry 2021

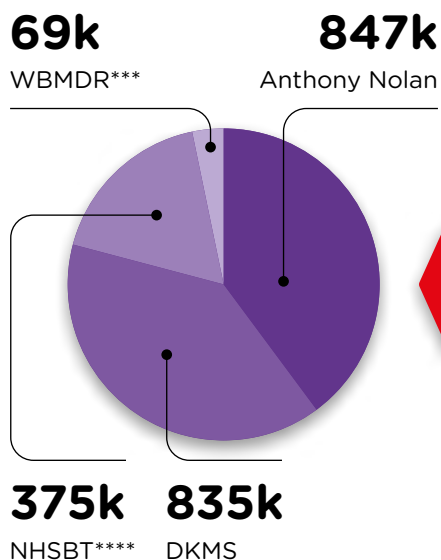
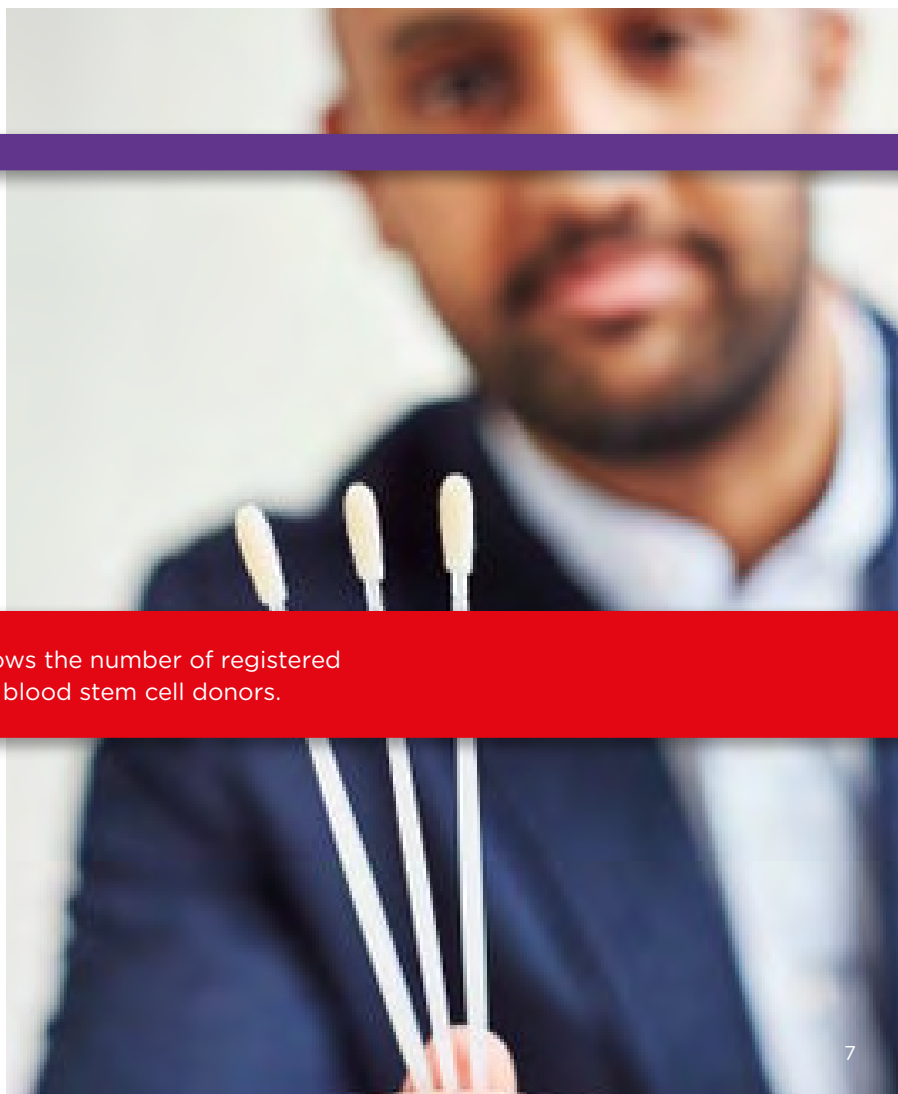


Chart shows the number of registered potential blood stem cell donors.

\*\*\*WBMDR: Welsh Bone Marrow Donor Registry  
 \*\*\*\*NHSBT: NHS Blood and Transplant  
 Source for all data in this section: State of the Registry report 2021





# 2,000

requested a home swab kit  
for Libby

## Stem cell donor recruitment

# Remaining patient-centric

We launched a programme to further engage patients and patient families with our work. The programme started with research to better understand their experience of working with DKMS and their thoughts on what we could do to better support them.

One interesting piece of feedback received from most of the patients spoken to was that DKMS gives patients and their families hope at a very difficult time.

The insight also highlighted several things we can do to better support our patients including providing a forum for patients to talk to each other. As a result, we have set up a closed Facebook group for patients and their family members.

We will continue to deliver other initiatives in the coming years.

Many of the ways of working introduced in 2020 were built on in 2021. Patient-led appeals and online registration events (called virtual drives, or V-drives) were the focus of activity for the first three-quarters of the year.

We launched 105 V-drives in 2021, including 49 in partnership with our corporate supporters, resulting in over 30,000 people registering as potential blood stem cell donors and raising £18,668 in fundraising donations, exceeding expected outcomes. 20 people who registered via V-drives have gone on to donate their stem cells.

DKMS' social media activities continued to deliver good levels of impact and contribute significantly to the number of donors recruited (60% of the total). We were fortunate enough to be able share some particularly powerful patient stories, resulting in high levels of engagement. 13-year-old Libby, who had aplastic anaemia, is a great example of the online community coming together to help spread the word about what's needed. Within three days, Libby's patient appeal resulted in 2,000 people requesting a home swab kit.

By sharing a variety of content, including patient stories, statistics on the ongoing impact of the pandemic on our work and the inequality of access to donors for certain ethnic communities, some great successes can be noted. 100 pieces of national media coverage were secured of which six were on broadcast media - the highest so far for DKMS in any year.

We continued to work with celebrity supporter Al Murray. In November, alongside DKMS' CEO, Al was interviewed by BBC News and 16 regional TV and radio stations, which resulted in more than 1,700 people starting the registration process in the 48 hours following the interview being aired.





# 3,387

donors registered within a 48 hour period for Esha



## Stem Cell donor recruitment

# In-person opportunities

As restrictions started to ease across the UK, some face-to-face registration drives were held in locations where people were already gathering. In September, DKMS UK was approached by the family of four-year-old Esha, who had acute myeloid leukaemia (AML), to run registration drives in temples across London. Over a matter of days, the family had arranged for more than 20 drives to be held in the temples, resulting in 3,387 donors being registered within a 48-hour period. The family also shared their story via social media which saw a further 3,281 people register as potential blood stem cell donors.

We also worked with Everton FC to deliver a two-day donor recruitment event at the team's stadium, Goodison Park. The drive was in support of former player Gary Stevens, whose four-year-old son, Jack, was searching for a blood stem cell donor. Sadly, little Jack died not long after this event but his legacy remains in the hundreds of donors who registered as a result of seeing or hearing his story.

Jack's appeal has also led to the development of a model for working with other sports clubs and associations, which DKMS will focus on in the coming years.

# Levelling up access to donors

Work to increase the chances available to all patients continued. At the end of December 2021, a further 10,000 donors had been recruited from the black African and Caribbean and Asian communities in the UK.

The breakdown of DKMS' donor database at the end of December 2021 is shown below.

13,441

African-Caribbean

29,255

Mixed

78,271

Asian

750,330

British Irish and European

24,223

Middle Eastern/Mediterranean

3,304

Other/unknown



Although engagement continues with specific ethnic communities, we're aware that more needs to be done to achieve parity of access for all, so this will continue to be a focus for DKMS' work in 2022.

Angelina and Shola, blood stem cell donors

# The power of partnerships

Thanks to our many recruitment partners, in particular those listed below, who have continued to support our mission, DKMS is exploring new ways to work together to recruit more people onto the donor database.

|   |   |                                  |
|---|---|----------------------------------|
| <b>10,000 Donors</b>  | <b>ACLT</b>   |                                  |
| <b>AME-BCT</b><br>(Asian and Middle Eastern Blood Cancer Trust) | <b>Jain and Hindu Organ Donation Steering Group</b> | <b>Jaskomal Foundation</b>       |
| <b>Kevin Kararwa Leukaemia Trust</b>                            | <b>Love Hope Strength</b>                           | <b>Race Against Blood Cancer</b> |
| <b>Sue Harris Trust</b>   | <b>Team Margot</b>                                  | <b>Upahaar</b>                   |



Throughout 2021, DKMS continued to work with the Women's Institute (WI) to support its efforts in raising awareness of the need for blood stem cell donors. We value this important relationship and the WI's continued support.



Oakmere Women's Institute

# Achieving success during unprecedented times

Although the UK embarked on a successful Covid-19 vaccination campaign which allowed public life to reopen, for blood stem cell donors there were still many restrictions that had to stay in place to ensure donor and patient safety.

However, despite the effects of these restrictions, the DKMS UK team was determined to continue finding solutions so that donations could be completed and blood cancer and blood disorder patients would receive the treatment they desperately needed.

## A new record for second chances at life

In 2021, 3,085 DKMS UK donors were selected as a potential match for patients. 339 donors went on to donate. This included 34 by bone marrow donation and 305 by PBSC (peripheral blood stem cell) donation. This was an all-time record for DKMS UK with more second chances at life given in one year than ever before.



## A mark of quality

The quality of our processes has always been core to DKMS' success. In March 2021, this was recognised when we received Qualification status with the World Marrow Donor Association (WMDA). This accreditation was a significant milestone. The accreditation is important as it acts as a stamp of approval, shown to transplant centres and search coordinators searching for donors.

## Learning from our colleagues abroad

Taking learning from other DKMS entities, we aligned our donor processes to deliver improved donor care and business efficiency in our work.

## Listening, learning and striving to make a difference

Helping donors to proceed with their donation is a core element of what happens at DKMS, so we continually seek solutions to give an easier, better quality experience for donors. Staying involved in the latest developments in the medical community, as well as listening to the donors, several new ways were developed to help our donors and community.

## A new welcome pack for potential lifesavers

The new Lifesaver Pack (the welcome pack mailed to donors when they are identified as a potential match) went live in August. There has been a positive impact from this, including donors sharing the pack on social media which, in turn, has helped to raise the profile of the DKMS brand.





### **An improvement to pre-donation injections**

In April 2021, a medicine called Zarzio became DKMS' primary drug of choice used to stimulate the bone marrow to produce stem cells and release them into the bloodstream; an essential pre-donation step for those donating by PBSC.

Zarzio is an easier drug to administer and has provided an uplift in donors self-injecting, which has been particularly useful during the pandemic restrictions. It is estimated there will be a cost saving of approximately £200,000 thanks to this change.

### **Family assistance**

In some cases, for patients worldwide that had a stem cell donor match in their family, the pandemic meant that these family members were not able to travel to donate. In 2021, we supported three family donations where lockdown or travel restrictions did not permit travel by finding ways to transport the required stem cells across borders.

In 2021 our international Patient Aid programme continued to grow. The aim of this programme is to make treatment more available to those in developing economies who would otherwise struggle to access it, or have that access denied entirely. Four families were supported to proceed with stem cell treatment during this financial year. We will work tirelessly to secure further funds to ensure we're able to help increasing numbers of families.

### **Published works**

DKMS UK was actively involved (working with the UK aligned stem cell register) and listed as a co-author for the following two papers published in 2021.

- » 'The Impact of Covid-19 pandemic on unrelated donor and donor cord provision to Transplant Centres during the first wave of the pandemic. The UK Aligned Stem-cell Donor Registry experience' (currently being peer-reviewed)
- » 'SARS-CoV-2 respiratory screening of asymptomatic stem cell donors on day of collection; to test or not to test.' (accepted for publication in Bone Marrow Transplantation)



# Fundraising in 2021

DKMS' fundraising activities generate incredible stories of daredevil feats and endurance challenges, helping to raise awareness of blood cancer and blood disorders, and highlighting our lifesaving work.

## Corporate Partnerships

Working with companies with a strong sense of social responsibility, be it through a shared purpose or shared values – aids the DKMS cause and mission. By delivering jointly organised events and activities, companies are able to see the lasting impact of their partnership with DKMS, for example when their staff members are selected as donors or when they directly contribute towards a patient appeal.

## Donor Drives

Online registrations continued in 2021, with new bespoke online pages set up for each company we worked with. This enabled employees to register online and DKMS to give feedback to companies on how many of their workforce had joined the fight against blood cancer. In 2021, 49 virtual donor drives were set up with our corporate partners. We would like to thank all those companies who supported us to make this happen.

## CT Business Travel

On the back of a new contract with CT Business Travel who help arrange travel and accommodation for our donors, the company agreed to waive £2,000 of DKMS donor booking fees and committed to raising money by holding a company donor registration event and publicising our partnership to their client base... with a little help from their Wellness Director, Willow the Dog!

## Hanbury Manor Golf Course

Hanbury Manor Golf Club near Ware selected DKMS to be its 2021 Charity of the Year Partner because one of its members, Nigel Ovenden, was diagnosed with multiple myeloma in September 2020. The club has done an incredible job in supporting Nigel and DKMS to raise awareness about the importance of registering as a potential blood stem cell donor, as well as the need to raise money to cover donor registration costs. The total they had raised by the end of the year was almost £25,000.

## Serco

The Serco Surface Finish team at RAF Brize Norton refurbished a 1956 Chevrolet truck, raising an amazing £800. Serco has been supporting DKMS since 2018 and has raised over £3,000 to date.

## The London Stock Exchange Group

The London Stock Exchange Group (LSEG) recently supported DKMS and one of their employees, Gareth Walker. Nearly two years ago, Gareth's son, Henry died of aplastic anaemia. Gareth said: "In order that something positive might come out of something so utterly heart-breaking, and in an effort to prevent other people and their loved ones from having to go through the same ordeal as Henry, I want to get the word out about the blood stem cell donor register and stem cell donation. If we know about it, we can do something about it." An amazing 189 LSEG employees registered as potential lifesavers.

We greatly appreciate the support every company has given to DKMS in what has been another challenging year. Their support has enabled us to continue to aid people facing blood cancer and to help them have a second chance at life.

## Trusts and foundations

Trusts and foundations are playing an increasingly important role in DKMS voluntary funding and we would especially like to thank:

- » C A Rookes
- » Edith Murphy Foundation
- » The Hobson Charity
- » ING Bank
- » Leonard Curtis
- » PF Charitable Trust
- » RZK Foundation



## Community Fundraising

Our amazing fundraising community continued to show their dedication to DKMS during 2021. Hundreds of runners, walkers, skydivers, bakers, gamers and countless others raised nearly £190,000 over the year. This was an amazing outcome for DKMS – nearly doubling the expected income from this area of fundraising at a time when other charities were publicly calling for more support. Thank you to everyone that gave their support this way in 2021.

Here are some examples of what our incredible supporters delivered:



### Stand Out Supporter: Jordan Donovan

The brother of recent transplant recipient, Sheldon, and four of his friends braved a skydive to raise money for DKMS. By jumping from a plane 10,000 feet above Cornwall, the group raised over £5,500. Jordan said “I loved every second of it and can’t wait for the next fundraiser!”.



### Stand Out Supporters: Dorset and Wiltshire Firefighters

An amazing group of ten firefighters took on the Bristol Half Marathon in memory of their friend and colleague Guy Tadman. Not content with the running challenge itself, they made it harder for themselves by running the 13.1 miles in their full firefighting kit, including breathing apparatus. In total they raised over £3,500.



### Fantastic Fundraising Event: Wine and Cheese with DKMS

The first ever Wine and Cheese with DKMS event took place on 28 May, World Blood Cancer Day. The virtual event raised over £2,700 and was attended by around 200 to 300 people. Ollie Smith, star of BBC’s Saturday Kitchen, provided lots of wine-tasting tips, answered audience questions and shared a few insider stories on finding the perfect wine and cheese pairing. As well as raising vital funds, a post-event survey revealed that 53% of participants had not heard of DKMS before the event and 13% went on to register as a blood stem cell donor following the event.



### Wing walk to find lifesaving donors

DKMS’ theme for 2021’s Blood Cancer Awareness month (September) was ‘You’ve Got it in You’. The initiative urged people between the ages of 17 and 55 to make a difference by taking the first step to becoming a blood stem cell donor and a potential lifesaver.

As part of the month-long campaign, DKMS supporters Peter McCleave, Sally Hurman and Lisa Jackson completed a daring walk on the wing of a plane. The event, which took place in Essex, brought together three people with a personal connection to blood cancer, to highlight Peter’s search for a lifesaving blood stem cell donor.

The trio became a quartet when Jo Hill, the mother of former patient Finn, shaved her head for us. These four brave supporters managed to raise over £10,000 in total for DKMS. Peter, who has the blood cancer myeloma, said: “I’ve been searching for a match for four years now. If we can get more people to register with DKMS, that will help give me and other blood cancer patients a second chance at life.



## End of Year Appeal

At the end of November, DKMS UK launched the Year End Appeal, which featured Alfie and his lifesaving donor, Christin. An email and social media posts encouraged supporters to watch a video featuring Lorna, Alfie's mum, and give a donation if they wished to. The campaign raised more than £16,000, making it one of the most successful Year End Appeals to date.



## Better support for our supporters

In February, the fundraising team launched a useful new microsite. Provided by third party fundraising web specialist, Enthuse, the site serves as a platform not only for community fundraisers and corporate partners to raise funds and awareness through the challenges they set themselves, but also to collect donations for virtual drives.

Since launch, the Enthuse microsite has helped DKMS raise more than £93,000 in under a year. More details on this can be found at: [dkms.enthuse.com](https://dkms.enthuse.com).

Whilst all DKMS entities faced unprecedented challenges with fundraising, they came together for a week in May to share learning and seek solutions to the global challenges. Topics discussed included acquisition of new regular givers and retention of givers, digital peer-to-peer fundraising, and best and worst practice to share insight and lessons learned. This inspired ideas about other opportunities to raise money and new ways of engaging more supporters.



# Volunteering Stories

There are currently 50 volunteers registered with DKMS and six volunteering hubs across the UK. Due to the pandemic, our volunteers weren't able to deliver as many physical donor recruitment drives as hoped, but they helped promote a number of V-drives and attracted a total of 223 new donors to the register.

In December our amazing volunteers were invited to celebrate their work over the year, at our lunchtime quarterly meeting. Lorna Gray, one of our volunteers, had a good reason for missing out on the meeting - she was donating her blood stem cells for the second time in two years.

“

It's a privilege to have the potential to help a stranger who is in an unfortunate health position. We are only asked to donate something we can make up again for ourselves, so why would you not? The whole experience was simple and made easier by the information given by my donation coordinator. During this last couple of years, we have all done many swabs but the DKMS registration swab is by far the easiest and most beneficial you can do.”

- Lorna Gray





## Success stories

# Black donors working with DKMS for Black History Month

In October, as the focus for our Black History Month outreach, DKMS adopted Black History Month Magazine's theme 'Proud to Be', aiming to raise awareness of blood stem cell donation among black African and Caribbean communities and position it as a positive experience.

Blood stem cell donors Angelina, Julius and Shola teamed up with DKMS to urgently call for more black blood stem cell donors. For those with blood cancer or a blood disorder diagnosis, a blood stem cell donation from a genetically similar person can be the only option for survival. Currently, people from black, Asian or other minority ethnic backgrounds have a 37% chance of finding the best possible stem cell donor match, compared to 70% for people from Northern European backgrounds.

The trio said: "We chose to become blood stem cell donors because we all understood how important it is for black African or Caribbean people to be on the register. As it stands, blood cancer patients from backgrounds similar to us have a far harder task to find a potential lifesaver".

Our Black History Month donor outreach resulted in an increase in people from black African and Caribbean communities joining the register in October, and contributed to our continuing efforts to diversify the register.

# 37%

chance of finding the best stem cell donor match, compared to 70% for Northern Europeans



Patrick, left, in the USA and Alex, right, his donor in the UK

## Success stories

# “You’re like my brother, you saved my life”

The moment a patient meets their lifesaver is always so special.

Alex, from the UK, registered because his friend Peter McCleave – mentioned on page 15 – is still seeking a match and Alex hoped he might be the one to help. He wasn’t a match for Peter, unfortunately, but he did match with someone else. His blood stem cells were an excellent match for Patrick, who lives in the US.

Because of the pandemic it wasn’t possible for them to meet in person but a Zoom call meant they were able to meet virtually for the first time. ITV News Granada Reports captured the moment and in an emotional exchange, Patrick told Alex: “I had trouble sleeping

last night, I was so excited to meet you. I find myself getting a little emotional. I keep thinking: Alex, what if you didn’t do it? I’m so grateful. I thank you, we’re joined at the hip now. But you’re like my brother, you saved my life and I love you.”

Since the story was featured, over 2,000 people have joined the blood stem cell register. Through Peter’s own website, [10000donors.com](https://10000donors.com), he has helped to register over 90,000 blood stem cell donors, far exceeding his original goal. Seventeen of these so far were found to be a match for a patient in need and went on to donate. Alex was one of them.

# 17

people from the 10,000 donors campaign have already donated

# TRUSTEES' REPORT

## Preparation of report

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.

DKMS Foundation (referred to hereinafter as 'DKMS UK') is incorporated as a charitable company limited by guarantee and is a registered charity in England and Wales, and in Scotland. It is governed by its Memorandum and Articles of Association, and the work, management, finances and strategy of the Charity are overseen by a Board of Trustees, who are also the Company Directors.

DKMS UK is connected through common Trustees to DKMS gemeinnützige GmbH ('DKMS'), and its related charities.

The Trustees who held office during the financial year and at the date of the report are set out on page 50.

A minimum of two Trustees at any one time are required by the Articles of Association. There is no maximum limit required by the Articles. At every Annual General Meeting (AGM) one-third of the Trustees retire by rotation, but are eligible for re-election. There is no restriction on the term of tenure as a Trustee. Trustees do not receive remuneration for their duties.

## Purpose

DKMS UK's charitable purposes are set out in its Memorandum of Association as follows:

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

The aims of DKMS UK are to:

- raise awareness of blood stem cell donation;
- increase the number and diversity of registered potential blood stem cell donors in the UK; and
- provide more second chances at life for those with blood cancer or blood disorders whose survival depends upon being matched with an unrelated blood stem cell donor.

## Public benefit

DKMS UK raises awareness of blood cancers and blood disorders in the UK, including the life-changing impact of a diagnosis, in order that increasing numbers of the general public know about the need for more people to

register as a potential blood stem cell donor. Increasing the number and diversity of potential blood stem cell donors is vital in increasing the life chances of blood cancer and disorder patients who are in need of a blood stem cell transplant. At present, only 3% of the UK population are registered as donors compared to much higher levels in some other countries.

Registering more potential blood stem cell donors means that we are able to provide more second chances at life by finding and supporting an unrelated blood stem cell donor who can and will donate their stem cells for a patient in need of a life-saving blood stem cell transplant.

Through recruiting, registering and supporting blood stem cell donors to be part of life-saving treatments, we deliver significant public benefit to patients and their families and to the National Health Service, which arranges treatment and care for those patients.

The Trustees review the aims, objectives and activities of DKMS UK each year, ensuring the Charity remains focused on its stated purpose. This report looks at what DKMS UK has achieved and the outcomes of its work in the reporting period.

The Trustees have referred to the guidance contained in the Charity Commission's general guidance on public benefit when reviewing the Charity's aims and objectives and in planning its future activities. In particular, the Trustees consider how planned activities will contribute to the aims and objectives that have been set.

## Board and management operations and structure of Board of Trustees

The Board of Trustees meets twice a year to review DKMS UK's work, finances and services, and to agree the strategic goals for the Charity.

## Recruitment and appointment of new Trustees

Trustees are appointed on the basis of their relevant skills and experience. The ongoing Trustees are responsible for the induction of any new Trustees, which involves an awareness of a Trustee's responsibilities, the governing document, administrative procedures, the history, approach and current business plan of DKMS UK.

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. What you need to do.'

# TRUSTEES' REPORT

While DKMS UK is connected through common Trustees to DKMS gemeinnützige GmbH ('DKMS'), it aims to recruit additional Trustees that can broaden and support its representation in the UK.

## Management and organisation

Day-to-day operation of the Charity, and strategy implementation, is delegated to the Chief Executive Officer, supported by the Senior Leadership Team (SLT). In the absence of the CEO, Stephan Schumacher, Trustee oversees the work of the SLT.

The Senior Leadership Team comprises:

- Chief Executive Officer  
**Jonathan Pearce** (until 04 April 2022)
- Head of Communications and Engagement  
**Reshna Radiven**
- Head of Customer Service  
**Natalie Carr**
- Head of Donor Request Management  
**Helen Kelly**
- Head of Finance  
**Hasnein Alidina**
- Head of Fundraising  
**Caroline Richardson**
- HR Manager  
**Regina Salih**

## Related parties

The only related parties are considered to be the Trustees and those connected with the Trustees, including their close family, business and other charity interests. There have been no transactions with related parties, other than the reimbursement of reasonable travel expenses for the purposes of attendance at Board meetings and other relevant organisational activities.

## Remuneration

In order to recruit and retain staff of the calibre it requires, DKMS UK's pay policy is to remunerate staff at levels above the voluntary sector median rate, but below the private sector market rate. The Charity has an organisational salary structure based upon a job evaluation study and external salary benchmarking that took place in 2018. New roles are assessed against the job evaluation criteria and placed in a corresponding grade in the structure.

The salary structure's pay levels are reviewed at least annually by the CEO to ensure that salary scales are aligned with those for similar positions in the external market. A review of salaries normally takes place annually, and is usually implemented in January. If changes are to be made, staff are advised in writing of the amount and the date from which it takes effect. A salary review does not imply an increase and in making any pay award the review will be based on the organisation's financial health and achievements.

With reference to the National Council of Voluntary Organisation's 2014 inquiry into executive pay (NCVO, **Report of the Inquiry into Charity Senior Executive Pay and Guidance for Trustees on Setting Remuneration**), the Board of Trustees is committed to including the following information within its annual statutory report and financial statements:

- A summary statement of the Charity's remuneration policy and approach to senior executive pay.
- Disclosures on the number of staff in receipt of more than £60,000 per annum (in bands of £10,000), and the collective total benefits (including pension payments and employer's national insurance) paid to 'key management personnel' (which we have defined as the Senior Leadership Team), in line with the accounting Statement of Recommended Practice 2019 for charities. Given the Charity's size, the Board of Trustees does not believe it is appropriate to disclose the actual/personal salary of any individual member of staff, including senior executives, to the public.
- Disclosures on pensions and other staff benefits (see subsequent notes to the financial statements).

## Our approach to fundraising

We continue to uphold the highest standards in how we communicate with our fundraising donors and supporters and ensure that our fundraising practices meet the requirements of the recommended Codes of Practice.

We treat our donors and supporters with great respect and gratitude that befits a community of people and organisations that make our work possible.

### Key aspects of our approach to fundraising include:

- Registration with the Fundraising Regulator, which maintains the standards for charitable fundraising and ensures that fundraising is respectful, open, honest and accountable to the public. It also takes complaints about fundraising, investigates cases and adjudicates on fundraising practice.
- Ensuring our fundraising approach is aligned with the Charity's governing objectives.

# TRUSTEES' REPORT

- We have a complaints policy, which outlines our commitment to resolving fundraising complaints as promptly and amicably as possible. It also sets out our process for handling any complaints received. As per our policy, complaints will be reported and referred to the Fundraising Regulator if a resolution with the complainant cannot be reached or if the complaint is about a breach of any aspect of the Code of Fundraising Practice.
- In 2021 we did not receive any complaints across the organisation. Trustees are updated on a bi-annual basis with regards to the number of complaints we have handled in the year.
- We raise funds through individual giving requests (cash appeals, regular donation asks and online giving), community, challenge events, corporate and trust fundraising.
- We do not carry out any telephone, face-to-face or door-to-door fundraising.
- We do not use third party agencies to make fundraising requests, although we do use them for fulfilment purposes, e.g. acquisition of charity place challenge events, processing direct debits or distribution of fundraising direct mail. In such situations, legal agreements are in place. In no other circumstance do we swap or share data and we never sell data.
- All fundraising activity complies with the UK General Data Protection Regulation (GDPR) and associated legislation and guidance.
- Promotional goods sent out for fundraising purposes, and use of our logo on external fundraising materials, is subject to approval. Official stationery, such as our letterhead, is never sent out for external use.

## Risk assessment and management

DKMS UK operates a risk assessment and management framework that reviews major risk areas on a quarterly basis.

The CEO and individual members of the SLT take responsibility for the day-to-day management and oversight of the above risk areas. The Trustees review the assessments and mitigating actions at their Board meetings and consider the following areas to be the major risks related to DKMS UK's operations and activities.

## MEDICAL SAFETY OF DONORS DURING THE BLOOD STEM CELL COLLECTION PROCESS

Although the medical process and procedure for blood stem cell donation and collection is safe, well-established and regulated, there will always be some safety risks and

DKMS UK acknowledges these and takes them seriously. The risks to the safety of our donors before, during and after the donation process, as well as any risks to transplant patients from the collection of poor-quality stem cell product are managed and mitigated in the following ways:

- Working in line with approved and regularly reviewed Standard Operating Procedures that comply with domestic and international standards and regulations, and that include clear identification and reporting mechanisms for Serious Adverse Events and Reactions and Quality Incidents.
- Working only with experienced, trusted and appropriately regulated medical partners and services. These relationships in turn are governed via established legal contracts and service protocols and regular service reviews.
- Ensuring a thorough quality assurance system is in place within the organisation, including compliance with the World Marrow Donor Association (WMDA) standards (qualification for which was achieved and approved in March 2021).
- Ensuring ongoing training, support and continuing professional development for all staff involved in the blood stem cell registration and donation process.

## DATA MANAGEMENT AND PROTECTION

The collection, processing, storage and security of our blood stem cell donors' personal data and genetic information is of paramount importance and so represents a major risk in the event of mismanagement, loss or misuse of that data. The potential damage to individual donors through a data breach, let alone the damage to DKMS UK's and the DKMS Group's reputation and activities in working with patients, donors, supporters and stakeholders would be catastrophic. We manage and mitigate these risks through:

- Adherence to and compliance with strong information security and data protection policies and practices throughout the whole DKMS Group.
- Ensuring data processing and third parties and protocols are in place with suppliers and partners.
- Regular training and reviews for staff, volunteers and donor registration partners.
- Blood stem cell donor recruitment.

Effective and high-quality blood stem cell donor recruitment is essential to ensuring we meet the needs of patients and transplant centres looking for a match. If we fail to ensure we recruit sufficient numbers of

# TRUSTEES' REPORT

donors with a diverse range of backgrounds, and also with accurate and regularly updated personal health and genetic information and contact details, then we risk not being able to save the lives of more blood cancer and blood disorder patients. We manage and mitigate this risk by ensuring we have:

- Clear and compelling communications and explanations about the registration process and the need for blood stem cell donors.
- Effective quality check and review processes.
- Quality programmes to enhance the health and contact information we have on the priority groups among our blood stem cell donors.
- A system for prioritisation for recruiting, retaining and supporting potential and actual blood stem cell donors.

## FINANCIAL RISKS

There are a number of areas of financial risk faced by DKMS UK:

- Failure to achieve budgeted income levels.
- Inadequate financial controls or fraud.
- Poor financial management, including credit risk management, pricing risk and foreign exchange and liquidity risks.

These risks are managed and mitigated in the following ways:

- Strong planning, budgeting and monitoring processes in relation to income streams, including fundraising.
- Strong internal financial controls and data security.
- Regular reviews of fraud risks.
- Close interaction, support and cross-checking with the international financial management and controlling teams in Germany.
- Vetting by DKMS Germany of international health services, registries and companies involved in stem cell transplantation, so that stringent assessments on credit risk are carried out and appropriate financial terms agreed for all DKMS companies within the Group.
- Ensuring pricing of products and services is set at reasonable and affordable levels, that recognise the Group's role as a healthcare service provider with a primary objective of saving lives. Pricing levels are based on a production cost structure and also acknowledge differences in international economies, as well as the need to ensure patient treatments are not jeopardised by costs.

- Maintaining good cash flow and financial management systems in order to manage fluctuations in the major trading currencies in which DKMS UK deals.
- Cash flow projections are prepared as part of the Charity's strategic planning, while liquidity levels are monitored internally on a daily basis as well as reported to central management and Trustees at each reporting period.
- DKMS UK is not indebted to any external lenders outside the DKMS global group and does not have any borrowing obligations. Adequate balances are maintained in all currencies to ensure sufficient funding is available to meet commitments.

## LOGISTICAL AND SUPPLY LINE BUSINESS CONTINUITY AND RESILIENCE

Ensuring we have reliable, efficient and cost-effective methods for transporting our swab packs, blood samples and collected blood stem cells is crucial to the successful achievement of our organisational goals and objectives to save more lives, as is having a well-stocked and maintained supply line, resources and medicines. To manage and mitigate the risks of business-critical supplies and logistical arrangements we have:

- Implemented strong review processes for stock control and order processing.
- Made alternative arrangements and contingency plans for business continuity and disaster recovery scenarios.
- Developed contingency plans to provide for business periods where we are working at higher than normal levels of activity or volume (e.g. when running successful campaigns).

## CONSEQUENCES FOR DKMS UK OF THE UK EXIT FROM THE EU

DKMS UK did not experience any major effects on its activities following the UK's exit from the EU and leaving the single market and customs union. The charity has a diverse customer base across wide geographical areas and continues to trade in all three major trading currencies – namely the British pound sterling, Euro and US dollar.

## Significant operational developments in the year

As reported in our previous Annual Report the Controlling company DKMS gemeinnützige GmbH entered into a contract with DKMS Life Science Lab whereby DKMS UK receives HLA and CMV (human leukocyte antigen and cytomegalovirus, two key pieces of information gathered from new donor registration swabs) for no consideration from 1 January 2021.

# TRUSTEES' REPORT

DKMS gemeinnützige GmbH and its related entities also implemented its strategic decision to simplify its pricing structure for stem cell treatment to its customers with effect from 21 April 2021. This has been received favourably by Registries and Transplant Centres.

## Post-balance sheet events

The war in Ukraine is likely to increase costs of stem cell extraction and delivery in the short term. The Charity and its controlling company is financially able to cover the extra costs. The situation is still in its early days and the management team and the Trustees will continue to monitor the situation as it develops and take measures to ensure the safety and wellbeing of our donors and giving blood cancer patients a second chance at life.

## Financial review

### GOING CONCERN

The Board of Trustees of the ultimate parent company approved an arrangement to continue funding DKMS UK's main activities to meet all its liabilities from its principal, DKMS gemeinnützige GmbH for a period not less than 12 months from the date these financial statements are approved. Accordingly, the Trustees continue to adopt a going concern basis in preparing the financial statements.

The company's business activities in 2022 show positive results to budget and the trend is expected to continue for rest of the year with the company's funding requirements expected to remain well within the amounts approved by the board for next three years.

The charitable company's net current assets at 31 December 2021 were £1,069,433 (2020: £817,186). Further details regarding the adoption of the going concern basis can also be found in the Accounting Policies on page 32.

### FINANCIAL RESULTS

DKMS UK received donations totalling £2,608,270 (2020: £4,079,333) of which £775,451 (2020: £939,538) was donated funds, £1,825,114 (2020: £3,139,795) was donated services from DKMS in Germany and other income £7,705 (2020: £nil).

The year posed different challenges than that experienced in 2020. The charity company's net income for the year amounted to £223,736 (2020: loss £346,067) mainly from increased activity in stem cell transplants in the year as the success of vaccination programme against the Covid-19 virus and its variants in the UK and in many other countries made patient treatment more readily available and generated income of £6,381,655 (2020: £4,841,811). However, the uncertainty, constantly changing and longer long lockdowns and travel restrictions created greater

challenges for online and face-to-face donor registration meetings resulting in lower register donor numbers. Money donation income was also adversely affected once again by cancellation of the annual UK Gala with lost revenue of almost £1,550,000 (2020: £1,200,000).

### RESERVES POLICY

DKMS UK's aim is to gradually grow its unrestricted funds and achieve full financial independence. While the Charity is growing its income base and cash flow, it continues to receive funding for its main activities from its principal, DKMS gemeinnützige GmbH. The Trustees have approved for this arrangement to continue for the foreseeable future and until DKMS UK becomes financially independent to meet all its liabilities for at least 12 months. As at 31 December 2021 DKMS UK's unrestricted funds were £1,181,420 (2020: £957,684).

### PRINCIPAL FUNDING

In the period under review, DKMS UK's principal funding has come from donations from DKMS in Germany. In the meantime, the charitable company continues to grow its fee income from referral of potential blood stem cell donors and management of stem cell or bone marrow collections and establishing a broader base of additional funding sources to grow its voluntary donation income.

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 blood stem cell donors and the management of stem cell or bone marrow collection.

### FUTURE DEVELOPMENTS

DKMS remains on track to increase the number of blood stem cell donations to exceed 400 per year within two years, but realises the need to continue adding new blood stem cell donors to the UK register to support this aim.

Recruitment must remain targeted, particularly focusing on those from ethnic minority communities, as those groups will help increase our overall number of matched donors, and move us closer to levelling up access to transplantation.

Fundraising work is planned to grow significantly over the next three years to support our expansion, with important areas for future growth being community-based and volunteer-led programmes, along with an expanded corporate support programme. This support is vital to achieve our aim of finding a matching donor for every stem cell transplant patient that needs one and where required covering the costs of the transplant.



# TRUSTEES' REPORT

## 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 Statement of Recommended Practice (SORP);
- make judgments 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.

## 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 auditors are 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 4 July 2022 and signed on their behalf on 20 September 2022 by:



**S. Geist**  
Trustee

# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS AND TRUSTEES OF DKMS FOUNDATION

## 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 2021 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 and Financial Statements (the 'Annual Report'), which comprise: the balance sheet as at 31 December 2021; the statement of financial activities (incorporating income and expenditure account) and the statement of cashflows for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

## 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

Based on the work we have performed, we have not identified any material uncertainties relating to events

or conditions that, individually or collectively, may cast significant doubt on the charitable company's ability to continue as a going concern for a period of at least twelve months from the date on which the financial statements are authorised for issue.

In auditing the financial statements, we have concluded that the Trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

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

Our responsibilities and the responsibilities of the Trustees with respect to going concern are described in the relevant sections of this report.

## 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 our work undertaken in the course of the audit, the Companies Act 2006 and The Charities Accounts (Scotland) Regulations 2006 (as amended) require us also to report certain opinions and matters as described on the next page.

# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS AND TRUSTEES OF DKMS FOUNDATION

## Trustees' Report

In our opinion, based on the work undertaken in the course of the audit the information given in the Trustees' Report for the financial year for which the financial statements are prepared is consistent with the financial statements 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 the 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, 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 there under.

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.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, is detailed below.

Based on our understanding of the charitable company and industry, we identified that the principal risks of non-compliance with laws and regulations related to Health and Safety regulations and employment law, and we considered the extent to which non-compliance might have a material effect on the financial statements. We also considered those laws and regulations that have a direct impact on the financial statements such as 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 evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls), and determined that the principal risks were related to manipulation of financial performance. Audit procedures performed included:

- Enquiries of management around known or suspected instances of non-compliance with laws and regulations, claims, litigation, and instances of fraud;
- Understanding of management's controls designed to prevent and detect irregularities;
- Review of board minutes;
- Identifying and testing journal entries to assess whether any of the journals appeared unusual, for example unexpected account combinations impacting revenue; and
- Incorporating an element of unpredictability into our testing plan.

# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS AND TRUSTEES OF DKMS FOUNDATION

There are inherent limitations in the audit procedures described above. We are less likely to become aware of instances of non-compliance with laws and regulations that are not closely related to events and transactions reflected in the financial statements. Also, the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery or intentional misrepresentations, or through collusion.

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: [www.frc.org.uk/auditorsresponsibilities](http://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 charitable company'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 obtained all the information and explanations we require for our audit; or
- adequate and proper accounting records have not been kept or returns adequate for our audit have not been received from branches not visited by us; 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 and take advantage of the small company's 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, Glasgow  
20 September 2022.

# STATEMENT OF FINANCIAL ACTIVITIES

## (INCORPORATING INCOME AND EXPENDITURE ACCOUNT) FOR THE YEAR ENDED 31 DECEMBER 2021

|  | Note       | Unrestricted funds 2021<br>£ | Total funds 2021<br>£ | Total funds 2020<br>£ |
|--|------------|------------------------------|-----------------------|-----------------------|
| <b>Income from:</b>  |            |                              |                       |                       |
| Donations and legacies   | 2          | 2,608,270                    | 2,608,270             | 4,079,333             |
| Charitable activities  | 3          | 6,381,655                    | 6,381,655             | 4,841,812             |
| <b>Total Income</b>  |            | <b>8,989,925</b>             | <b>8,989,925</b>      | <b>8,921,145</b>      |
| <b>Expenditure on:</b>   |            |                              |                       |                       |
| Raising funds  | 4          | 521,982                      | 521,982               | 459,047               |
| Charitable activities  | 5, 6 and 9 | 8,244,207                    | 8,244,207             | 8,808,165             |
|  | 7, 18      | 8,766,189                    | 8,766,189             | 9,267,212             |
| <b>Net income/(expenditure) before other recognised gains and losses</b> |            | <b>223,736</b>               | <b>223,736</b>        | <b>(346,067)</b>      |
| <b>Reconciliation of funds:</b>  |            |                              |                       |                       |
|  |            | 223,736                      | 223,736               | (346,067)             |
| Total funds brought forward  |            | 957,684                      | 957,684               | 1,303,751             |
| <b>Total funds carried forward</b>                                       |            | <b>1,181,420</b>             | <b>1,181,420</b>      | <b>957,684</b>        |

All activities relate to continuing operations.

The notes on pages 32 to 48 form part of these financial statements.

# BALANCE SHEET

AS AT 31 DECEMBER 2021

|   |      | 2021             |                  | 2020             |                |
|---|------|------------------|------------------|------------------|----------------|
|   | Note | £                | £                | £                | £              |
| <b>Fixed assets</b>                                   |      |                  |                  |                  |                |
| Tangible assets                                       | 12   |                  | 111,986          |                  | 140,497        |
| Investments   | 13   |                  | 1                |                  | 1              |
|   |      |                  | <u>111,987</u>   |                  | <u>140,498</u> |
| <b>Current assets</b>                                 |      |                  |                  |                  |                |
| Inventory   | 14   | 180,086          |                  | 144,271          |                |
| Debtors   | 15   | 1,171,084        |                  | 1,878,009        |                |
| Cash at bank and in hand                              | 21   | 1,017,723        |                  | 771,903          |                |
|   |      | <u>2,368,893</u> |                  | <u>2,794,183</u> |                |
| <b>Creditors: amounts falling due within one year</b> | 16   | (1,299,460)      |                  | (1,976,997)      |                |
| <b>Net current assets</b>                             |      |                  | 1,069,433        |                  | 817,186        |
| <b>Net assets</b>                                     |      |                  | <u>1,181,420</u> |                  | <u>957,684</u> |
| <b>Charity Funds</b>                                  |      |                  |                  |                  |                |
| Unrestricted funds                                    | 18   |                  | 1,181,420        |                  | 957,684        |
| <b>Total funds</b>                                    | 19   |                  | <u>1,181,420</u> |                  | <u>957,684</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 4 July 2022 and signed on their behalf on 20 September 2022 by:



**S. Geist**  
Trustee

The notes on pages 32 to 48 form part of these financial statements.

# STATEMENT OF CASH FLOWS

**FOR THE YEAR ENDED 31 DECEMBER 2021**

|  | Note | 2021<br>£               | 2020<br>£             |
|--|------|-------------------------|-----------------------|
| <b>Cash flows from operating activities</b>            |      |                         |                       |
| Net cash provided by operating activities              | 20   | <u>281,770</u>          | <u>15,937</u>         |
| <b>Cash flows from investing activities</b>            |      |                         |                       |
| Purchase of tangible fixed assets                      |      | <u>(35,950)</u>         | <u>(17,425)</u>       |
| <b>Net cash used in investing activities</b>           |      | <u>(35,950)</u>         | <u>(17,425)</u>       |
| <b>Change in cash and cash equivalents in the year</b> |      |                         |                       |
| Cash and cash equivalents brought forward              |      | <u>771,903</u>          | <u>773,391</u>        |
| Cash and cash equivalents carried forward              | 21   | <u><u>1,017,723</u></u> | <u><u>771,903</u></u> |

The notes on pages 32 to 48 form part of these financial statements.

# NOTES TO THE FINANCIAL STATEMENTS

## For the year ended 31 December 2021

### 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 of the ultimate parent company review the company's activities and 3-year business plan each year and establish and approve funding level required to enable the company to achieve its goals and meet its business commitments and liabilities.

The Board of Trustees of the ultimate parent company approved arrangement to continue funding the charitable company's main activities from its principal, DKMS gemeinnützige 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, the Trustees continue to adopt going concern basis in preparing the financial statements.

#### 1.3 Company status

The charitable company is limited by guarantee. The members of the company are the Trustees named on page 50. 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. Money donation income is recognised when the income is credited into the company's account and revenue for clinical services is recognised after services are delivered.

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.



# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

- 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 accumulated 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 (four 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 applied 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.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 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. Donations and legacies

|  | Unrestricted<br>funds<br>2021<br>£ | Total<br>funds<br>2021<br>£ | Total<br>funds<br>2020<br>£ |
|--|------------------------------------|-----------------------------|-----------------------------|
| Donation income  | 475,451                            | 475,451                     | 693,838                     |
| International donation income  | 300,000                            | 300,000                     | 245,700                     |
| Funding for donor recruitment activities<br>from DKMS gemeinnützige GmbH | 1,825,114                          | 1,825,114                   | 3,139,795                   |
| Other income   | 7,705                              | 7,705                       | -                           |
| Total donations and legacies   | <u>2,608,270</u>                   | <u>2,608,270</u>            | <u>4,079,333</u>            |
| Total 2020   | <u>4,079,333</u>                   | <u>4,079,333</u>            |                             |

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 3. Charitable activities

|                               | Unrestricted<br>funds<br>2021<br>£ | Total<br>funds<br>2021<br>£ | Total<br>funds<br>2020<br>£ |
|-------------------------------|------------------------------------|-----------------------------|-----------------------------|
| Income from service provision | <u>6,381,655</u>                   | <u>6,381,655</u>            | <u>4,841,812</u>            |
| Total 2020                    | <u>4,841,812</u>                   | <u>4,841,812</u>            |                             |

In the year ended 31 December 2021 and 2020 all income related to unrestricted funds.

## 4. Raising funds

|   | Unrestricted<br>funds<br>2021<br>£ | Total<br>funds<br>2021<br>£ | Total<br>funds<br>2020<br>£ |
|---|------------------------------------|-----------------------------|-----------------------------|
| Salaries, national insurance and pensions | 333,167                            | 333,167                     | 306,647                     |
| Other staff costs and training            | 10,455                             | 10,455                      | 9,036                       |
| Premises costs                            | 58,061                             | 58,061                      | 55,971                      |
| Publicity costs (income)                  | 9,341                              | 9,341                       | (2,344)                     |
| Postage, support and stationery           | 1,794                              | 1,794                       | 2,121                       |
| Other admin costs                         | 89,671                             | 89,671                      | 73,979                      |
| Travel costs                              | 272                                | 272                         | 287                         |
| Loss on foreign exchange                  | 10,739                             | 10,739                      | 1,862                       |
| Depreciation                              | 8,482                              | 8,482                       | 11,488                      |
| Total 2021                                | <u>521,982</u>                     | <u>521,982</u>              | <u>459,047</u>              |
| Total 2020                                | <u>459,047</u>                     | <u>459,047</u>              |                             |

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 5. Direct costs

|  | Recruitment<br>of donors | Raising<br>awareness | Donor<br>Request<br>Management | Total<br>funds   | Total<br>funds   |
|--|--------------------------|----------------------|--------------------------------|------------------|------------------|
|  | 2021                     | 2021                 | 2021                           | 2021             | 2020             |
|  | £                        | £                    | £                              | £                | £                |
| Other direct costs                           | 229,391                  | 98,142               | 2,593,152                      | 2,920,685        | 2,348,760        |
| Other staff costs and training               | 21,882                   | 509                  | 730                            | 23,121           | 20,316           |
| Premises cost                                | 63,334                   | 108,506              | 110,582                        | 282,422          | 184,826          |
| Publicity cost                               | 69,793                   | 210,942              | 8,787                          | 289,522          | 305,256          |
| Loss on foreign exchange                     | 11,426                   | 19,588               | 22,853                         | 53,867           | 6,672            |
| Postage, support and<br>stationery           | 233,378                  | 240,273              | 108,826                        | 582,477          | 706,203          |
| Travel costs                                 | 160                      | 1,920                | -                              | 2,080            | 4,233            |
| Donor typing costs                           | 1,741,184                | 161                  | -                              | 1,741,345        | 3,179,578        |
| Salaries, national insurance<br>and pensions | 278,527                  | 508,062              | 508,527                        | 1,295,116        | 1,142,156        |
| Depreciation                                 | 9,025                    | 15,471               | 18,049                         | 42,545           | 41,154           |
|  | <u>2,658,100</u>         | <u>1,203,574</u>     | <u>3,371,506</u>               | <u>7,233,180</u> | <u>7,939,154</u> |
| Total 2020                                   | <u>3,852,792</u>         | <u>1,584,072</u>     | <u>2,502,290</u>               | <u>7,939,154</u> |                  |

In the year ended 31 December 2021 and 2020 all costs of direct charitable activities related to unrestricted funds.

In the year ended 31 December 2021 and 2020 all income related to unrestricted funds.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 6. Support costs

|  | Recruitment<br>of donors | Raising<br>awareness | Donor<br>Request<br>Management | Total<br>funds | Total<br>funds |
|--|--------------------------|----------------------|--------------------------------|----------------|----------------|
|  | 2021                     | 2021                 | 2021                           | 2021           | 2020           |
|  | £                        | £                    | £                              | £              | £              |
| Legal and professional fees                  | 5,901                    | 10,108               | 10,004                         | 26,013         | 21,855         |
| Loss on foreign exchange                     | 3,608                    | 6,186                | 7,217                          | 17,011         | 3,013          |
| Other staff costs and training               | 12,926                   | 22,159               | 25,851                         | 60,936         | 41,074         |
| Premises costs                               | 21,017                   | 36,002               | 35,633                         | 92,652         | 107,162        |
| Travel costs                                 | 68                       | 116                  | 135                            | 319            | 1,305          |
| Other support costs                          | 18,620                   | 31,920               | 37,239                         | 87,779         | 86,287         |
| Postage, Support<br>and stationery           | 943                      | 1,617                | 1,887                          | 4,447          | 9,160          |
| Admin costs                                  | 2,034                    | 3,486                | 4,068                          | 9,588          | (5,095)        |
| Salaries, national insurance<br>and pensions | 138,825                  | 237,985              | 277,650                        | 654,460        | 564,114        |
| Depreciation                                 | 2,850                    | 4,885                | 5,700                          | 13,435         | 18,586         |
|  | <u>206,792</u>           | <u>354,464</u>       | <u>405,384</u>                 | <u>966,640</u> | <u>847,461</u> |
| Total 2020                                   | <u>201,537</u>           | <u>243,368</u>       | <u>402,556</u>                 | <u>847,461</u> |                |

In the year ended 31 December 2021 and 2020 all income related to unrestricted funds.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 7. Analysis of expenditure by expenditure type

|  | Staff<br>costs<br>2021<br>£ | Depreciation<br>2021<br>£ | Other<br>costs<br>2021<br>£ | Total<br>funds<br>2021<br>£ | Total<br>funds<br>2020<br>£ |
|--|-----------------------------|---------------------------|-----------------------------|-----------------------------|-----------------------------|
| Expenditure on raising<br>voluntary income | <u>333,167</u>              | <u>8,482</u>              | <u>180,333</u>              | <u>521,982</u>              | 459,047                     |
| Costs of raising funds                     | <u>333,167</u>              | <u>8,482</u>              | <u>180,333</u>              | <u>521,982</u>              | 459,047                     |
| Recruitment of donors                      | 417,353                     | 11,874                    | 694,641                     | 1,123,868                   | 2,040,820                   |
| Raising awareness                          | 746,047                     | 20,356                    | 2,532,659                   | 3,299,062                   | 3,840,949                   |
| Donor request management                   | 786,176                     | 23,749                    | 2,966,965                   | 3,776,890                   | 2,904,845                   |
| Charitable activities                      | <u>1,949,576</u>            | <u>55,979</u>             | <u>6,194,265</u>            | <u>8,199,820</u>            | <u>8,786,615</u>            |
| Expenditure on governance                  | 0                           | 0                         | 44,387                      | 44,387                      | 21,550                      |
| Total 2021                                 | <u>2,282,743</u>            | <u>64,461</u>             | <u>6,418,985</u>            | <u>8,766,189</u>            | <u>9,267,212</u>            |
| Total 2020                                 | <u>2,012,919</u>            | <u>71,226</u>             | <u>7,183,067</u>            | <u>9,267,212</u>            |                             |

In the year ended 31 December 2021 and 2020 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<br>undertaken<br>directly<br>2021<br>£ | Support<br>costs<br>2021<br>£ | Total<br>funds<br>2021<br>£ | Total<br>funds<br>2020<br>£ |
|--------------------------|---|-------------------------------|-----------------------------|-----------------------------|
| Recruitment of donors    | 917,078   | 206,791                       | 1,123,869                   | 2,040,820                   |
| Raising awareness        | 2,944,597   | 354,465                       | 3,299,062                   | 3,840,950                   |
| Donor request management | 3,371,506   | 405,384                       | 3,776,890                   | 2,904,845                   |
| Total 2021               | <u>7,233,182</u>                                  | <u>966,640</u>                | <u>8,199,821</u>            | <u>8,786,615</u>            |
| Total 2020               | <u>7,939,152</u>                                  | <u>847,463</u>                | <u>8,786,615</u>            |                             |

In the year ended 31 December 2021 and 2020 all costs of direct charitable activities related to unrestricted funds.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 9. Governance costs

|                             | Unrestricted<br>funds<br>2021<br>£ | Total<br>funds<br>2021<br>£ | Total<br>funds<br>2020<br>£ |
|-----------------------------|------------------------------------|-----------------------------|-----------------------------|
| Auditors' remuneration      | 23,000                             | 23,000                      | 20,950                      |
| Legal and professional fees | 21,387                             | 21,387                      | 600                         |
| Total                       | <u>44,387</u>                      | <u>44,387</u>               | <u>21,550</u>               |

In the year ended 31 December 2021 and 2020 all costs of direct charitable activities related to unrestricted funds.

## 10. Net resources expended

| This is stated after charging:         | 2021<br>£     | 2020<br>£     |
|--|---------------|---------------|
| Depreciation of tangible fixed assets: |               |               |
| - owned by the charity                 | 64,719        | 71,226        |
| Auditors' remuneration - audit         | 23,000        | 21,939        |
| - Non audit services - Taxation advice | <u>15,000</u> | <u>10,640</u> |

During the year, no Trustees received any remuneration (2020 - £Nil).

During the year, no Trustees received any benefits in kind (2020 - £Nil).

During the year, no Trustees received any reimbursement of expenses (2020 - £Nil).

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 11. Staff costs

| Staff costs were as follows: | 2021             | 2020             |
|------------------------------|------------------|------------------|
|                              | £                | £                |
| Salaries                     | 1,992,059        | 1,755,341        |
| Social security costs        | 201,512          | 171,521          |
| Pension costs                | 82,196           | 83,524           |
| Total                        | <u>2,275,767</u> | <u>2,010,386</u> |

The average monthly number of employees was: 50 (2020: 45) 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):

|                   | 2021      | 2020      |
|-------------------|-----------|-----------|
|                   | No.       | No.       |
| Donor recruitment | 7         | 9         |
| Fundraising       | 5         | 5         |
| Communications    | 12        | 7         |
| Medical           | 14        | 13        |
| Administration    | 12        | 11        |
| Total             | <u>50</u> | <u>45</u> |

The number of higher paid employees was:

|                                | 2021     | 2020     |
|--------------------------------|----------|----------|
|                                | No.      | No.      |
| In the band £60,001 - £70,000  | 2        | 2        |
| In the band £70,001 - £80,000  | 1        | 0        |
| In the band £80,001 - £90,000  | 1        | 0        |
| In the band £90,001 - £100,000 | 0        | 0        |
| In the band £100,001- £110,000 | 0        | 0        |
| In the band £110,001- £120,000 | 0        | 0        |
| In the band £120,001- £130,000 | 1        | 1        |
| Total                          | <u>5</u> | <u>3</u> |

The charitable company Trustees were not paid or received any other benefits from employment with the charitable company in the year (2020: £Nil) neither were they reimbursed expenses during the year (2020: £Nil). No charitable company Trustees received payment for professional or other services supplied to the charitable company (2020: £Nil).

The key management personnel of the charitable company are the Trustees, the Chief Executive Officer and the heads of departments. There are 6 heads of department (2020: 7), five of whom received remuneration in excess of £60,000 during the year (2020: 3). The total employee benefits of the key management personnel of the charitable company were £571,266 (2020: £516,792).



# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 12. Tangible assets

|                                 | Office<br>equipment<br>£ | Computer<br>equipment<br>£ | Leasehold<br>improvements<br>£ | Total<br>funds<br>£ |
|---------------------------------|--------------------------|----------------------------|--------------------------------|---------------------|
| <b>Cost</b>                     |                          |                            |                                |                     |
| At 1 January 2021               | 69,500                   | 136,312                    | 228,855                        | 434,667             |
| Additions                       | 934                      | 35,016                     | -                              | 35,950              |
| At 31 December 2021             | <u>70,434</u>            | <u>171,328</u>             | <u>228,855</u>                 | <u>470,617</u>      |
| <b>Accumulated Depreciation</b> |                          |                            |                                |                     |
| At 1 January 2021               | 50,282                   | 103,557                    | 140,331                        | 294,170             |
| Charge for the year             | 6,384                    | 24,880                     | 33,197                         | 64,461              |
| At 31 December 2021             | <u>56,666</u>            | <u>128,437</u>             | <u>173,528</u>                 | <u>358,631</u>      |
| <b>Net book value</b>           |                          |                            |                                |                     |
| At 31 December 2021             | <u>13,768</u>            | <u>42,891</u>              | <u>55,327</u>                  | <u>111,986</u>      |
| At 31 December 2020             | <u>19,218</u>            | <u>32,755</u>              | <u>88,524</u>                  | <u>140,497</u>      |

## 13. Investments

|  | Shares<br>in Group<br>undertakings<br>£ |
|--|---|
| <b>Costs</b>                             |   |
| At 31 December 2021 and 31 December 2020 | <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 2021 £10,245 (2020: £10,245) is represented by amounts due to parent company and is fully provided for in the accounts of the parent company.

## 14. Inventory

|                                  |                |                |
|----------------------------------|----------------|----------------|
| Inventory costs were as follows: | <b>2021</b>    | <b>2020</b>    |
|                                  | £              | £              |
| Materials stock                  | 155,634        | 129,903        |
| Work in progress costs           | 24,452         | 14,368         |
| Total                            | <u>180,086</u> | <u>144,271</u> |

Inventories are valued at lower of cost and net realisable value. Work in progress costs are reimbursable costs incurred for active stem cell collections awaiting to be billed.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 15. Debtors

|                                    | 2021             | 2020             |
|------------------------------------|------------------|------------------|
|                                    | £                | £                |
| <b>Due within one year</b>         |                  |                  |
| Trade debtors                      | 884,498          | 701,885          |
| Amounts owed by group undertakings | 10,245           | 10,245           |
| Amounts owed by related charity    | 95,715           | 984,975          |
| Other debtors                      | 1,245            | 4,445            |
| Prepayments and accrued income     | 179,381          | 176,459          |
| Total                              | <u>1,171,084</u> | <u>1,878,009</u> |

## 16. Creditors: amounts falling due within one year

|                                    | 2021             | 2020             |
|------------------------------------|------------------|------------------|
|                                    | £                | £                |
| Trade creditors                    | 349,404          | 325,906          |
| Amounts owed to related charity    | 30,807           | 213,039          |
| Other creditors                    | 22,217           | 415,615          |
| Other taxation and social security | 62,586           | 57,773           |
| Accruals                           | 834,446          | 964,664          |
| Total                              | <u>1,299,460</u> | <u>1,976,997</u> |

## 17. Financial Instruments

|   | 2021           | 2020             |
|---|----------------|------------------|
|   | £              | £                |
| <b>Financial assets</b>   |                |                  |
| Financial assets that are debt instruments measured at amortised cost | 991,703        | 1,701,550        |
| <b>Financial liabilities</b>  |                |                  |
| Financial liabilities measured at amortised cost                      | (380,211)      | (538,946)        |
| Total   | <u>611,492</u> | <u>1,162,604</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.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 18. Summary of funds

|                   | 2021             | 2020           |
|-------------------|------------------|----------------|
|                   | £                | £              |
| At 1 January      | 957,684          | 1,303,751      |
| Income for year   | 8,989,925        | 8,921,145      |
| Resource expended | (8,766,189)      | (9,267,212)    |
| At 31 December    | <u>1,181,420</u> | <u>957,684</u> |

## 19. Analysis of net assets between funds

Analysis of net assets between funds - current year

|                               | Unrestricted<br>funds<br>2021<br>£ | Total<br>funds<br>2021<br>£ |
|-------------------------------|------------------------------------|-----------------------------|
| Tangible fixed assets         | 111,986                            | 111,986                     |
| Fixed asset investments       | 1                                  | 1                           |
| Current assets                | 2,368,893                          | 2,368,893                   |
| Creditors due within one year | (1,299,460)                        | (1,299,460)                 |
| Total                         | <u>1,181,420</u>                   | <u>1,181,420</u>            |

Analysis of net assets between funds - prior year

|                               | Unrestricted<br>funds<br>2020<br>£ | Total<br>funds<br>2020<br>£ |
|-------------------------------|------------------------------------|-----------------------------|
| Tangible fixed assets         | 140,497                            | 140,497                     |
| Fixed asset investments       | 1                                  | 1                           |
| Current assets                | 2,794,183                          | 2,794,183                   |
| Creditors due within one year | (1,976,997)                        | (1,976,997)                 |
| Total                         | <u>957,684</u>                     | <u>957,684</u>              |

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

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

|   | 2021           | 2020          |
|---|----------------|---------------|
|   | £              | £             |
| Net income/(expenditure) for the year<br>(as per Statement of Financial activities) | 223,736        | (346,067)     |
| <b>Adjustment for:</b>  |                |               |
| Depreciation charges  | 64,461         | 71,226        |
| Decrease/(Increase) in debtors  | 706,925        | (276,613)     |
| (Decrease)/Increase in creditors  | (677,537)      | 481,603       |
| (Increase)/Decrease in inventory  | (35,815)       | 85,788        |
| Total   | <u>281,770</u> | <u>15,937</u> |

## 21. Analysis of cash and cash equivalents

|                          | 2021             | 2020           |
|--------------------------|------------------|----------------|
|                          | £                | £              |
| Cash at bank and in hand | 1,017,723        | 771,903        |
| Total                    | <u>1,017,723</u> | <u>771,903</u> |

## 22. Operating lease commitments

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

|                       | 2021           | 2020           |
|-----------------------|----------------|----------------|
|                       | £              | £              |
| Within 1 year         | 285,022        | 281,925        |
| Between 2 and 5 years | 217,638        | 493,369        |
| Over 5 years          | -              | -              |
| Total                 | <u>502,660</u> | <u>775,294</u> |

Lease payments recognised as an expense amounted to £282,183 (2020: £218,171).

The company entered into a new 4-year lease ending 30 September 2023 for its current office premises at annual rent of £281,925 including a 6-month rent-free period at the start of the lease and a 3-year lease ending October 2024 for purchase of operating equipment at annual rent of £3,097.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 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 a wholly owned part of the group.

Transactions with other related parties are as follows:

| Name (relationship)                          | Transaction                    | Amount    |           | Amount due from/(to) related party |           |
|--|--------------------------------|-----------|-----------|------------------------------------|-----------|
|  |                                | 2021      | 2020      | 2021                               | 2020      |
|  |                                | £         | £         | £                                  | £         |
| DKMS gemeinnützige GmbH<br>(Common Trustees) | Donated services               | 1,825,114 | 3,139,795 | 83,930                             | 921,171   |
| DKMS gemeinnützige GmbH<br>(Common Trustees) | Intercompany recharges         | 249,463   | 195,217   | (30,141)                           | 62,503    |
| DKMS Life Science Lab<br>(Common Trustees)   | Intercompany recharges         | 161       | 2,686,250 | -                                  | (211,958) |
| DKMS Registry<br>gemeinnützige GmbH          | Intercompany recharges         | 54,339    | -         | (7,050)                            | -         |
| DKMS USA<br>(Common Trustees)                | Intercompany recharges         | 667       | -         | (667)                              | 1,301     |
| DKMS USA<br>(Common Trustees)                | International money donation   | 300,000   | 245,700   | -                                  | -         |
| DKMS BMST<br>(India)                         | Intercompany support services  | -         | -         | 11,785                             | -         |
| DKMS Foundation NPC<br>(South Africa)        | Intercompany service provision | 14,290    | -         | 14,290                             | -         |

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

DKMS gemeinnützige 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 apportioned costs it incurs in providing support to the latter.

The controlling company DKMS gemeinnützige GmbH entered into a contract with DKMS Life Science Lab whereby DKMS Foundation receives typing services for no consideration from 1 January 2021.

DKMS Life Science Lab is one of the leading HLA laboratories and provides this service for all DKMS entities.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

## 24. Post balance sheet events

The war in Ukraine is likely to increase costs of stem cell extraction and delivery in the short term. The Charity and its controlling company is financially able to cover the extra costs. The situation is still in its early days and the management team and the Trustees will continue to monitor the situation as it develops and take measures to ensure the safety and wellbeing of our donors and giving blood cancer patients a second chance at life.

## 25. Controlling party

The Trustees are the immediate controlling party and DKMS gemeinnützige 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](http://www.dkms.de).



REFERENCE AND ADMINISTRATIVE DETAILS OF THE COMPANY, ITS TRUSTEES  
AND ADVISERS FOR THE YEAR ENDED 31 DECEMBER 2021

**Trustees**

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

**Principal staff**

Jonathan Pearce, CEO (until 4 April 2022)  
Stephan Schumacher, Trustee

**Registered company number**

08151279 (England & Wales)

**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  
141 Bothwell Street  
Glasgow, G2 7EQ

**Bankers**

Barclays Bank plc  
74 Shepherds Bush Green  
Shepherds Bush  
London W12 8QB

Commerzbank AG  
30 Gresham Street  
London EC2V 7PG



\*Global DKMS statistics as of 31 December 2021