



# READY TO SAVE LIVES

ANNUAL REPORT & ACCOUNTS  
FOR THE YEAR END 31 MARCH 2018

ANTHONY  
NOLAN

saving the lives  
of people with  
blood cancer

# STAFF & ADDRESS LIST



## BOARD OF TRUSTEES

### Chair

Simon Dyson MBE\*  
(retired 31.12.17)

Ian Krieger\* (from 1.1.18)

### Life President

Simon Dyson MBE\*  
(appointed Life President 28.11.17)

### Vice Chair

Ian Krieger\*  
(until 31.12.17)

### Trustees

Dr Peter Aitken  
(appointed 29.6.17)

Mike Altendorf

Fran Burke

Lionel Cashin

Dr Chonnetia Jones  
(appointed 18.1.18)

Dr James Kustow

Carol MacKinnon\*  
(appointed 29.6.17)

Dr Ann Robinson

### Chair of the Audit and Finance Committee

Ian Krieger (until 31.12.17)

Carol MacKinnon  
(appointed 27.3.18)

### Interim Chair of the Audit and Finance Committee

Ian Krieger  
(appointed until 27.3.18)

Peter Robinson\*  
(appointed 6.4.17)

Professor K Michael Spyer\*  
(retired 28.11.17)

Simon Spyer

Paul Stanley\* (retired 8.12.17)

Brian Turner CBE

Olivier Zucker\*  
(appointed 28.11.17)

Martin Laws\* (appointed 27.3.18)

\*Audit and Finance Committee member

## MEDICAL ADVISOR

Professor Charles Craddock CBE

## STRATEGIC LEADERSHIP TEAM

### Chief Executive

Henny Braund

### Engagement Director

Richard Davidson

### Finance & Resources

#### Director

Hanah Burgess (until 23.2.18)

Gareth Morgan (from 4.6.18)

### Interim Finance & Resources Director

Andrew Hibbert (from 19.2.18  
until 1.6.18)

### Chief Information Officer

Danny Attias

### Operations and Patient Services Director

Nicola Alderson

### Bioinformatics Director

Professor Steven Marsh

### Scientific Director of Research

Professor J Alejandro  
Madrigal

### Laboratory Director

Dr Katy Latham

### Medical Director

Dr Chloe Anthias

### Company Secretary

Hanah Burgess (until 18.1.18)

Caroline Woollard (from 18.1.18)

## PROFESSIONAL ADVISORS

### Independent Auditors

RSM UK Audit LLP  
25 Farringdon Street  
London EC4A 4AB

### Bankers

Barclays Bank plc  
1 Churchill Place  
London E14 5HP

### Solicitors

Bates, Wells  
and Braithwaite  
10 Queen Street Place  
London EC4R 1BE

## ANTHONY NOLAN

### Registered Office

Royal Free Hospital  
Pond Street, Hampstead  
London NW3 2QG

### Administrative Address

2 Heathgate Place  
75-87 Agincourt Road  
Hampstead  
London NW3 2NU  
0303 303 0303

### England And Wales Charity

Registration Number  
803716

### Scotland Charity

Registration Number  
SC038827

### Company Registration

Number  
02379280

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# CHAIR AND CHIEF EXECUTIVE STATEMENT

## READY TO SAVE LIVES

**At Anthony Nolan, our time, energy and resources are all dedicated towards being ready to save lives. Thanks to our amazing volunteers, supporters and staff, we were able to give 1,396 people with blood cancer and blood disorders a second chance of life this year.**

Our lifesaving work began over 44 years ago when Shirley Nolan wasn't ready to accept the fate of her very sick son, and started the world's first stem cell register to try and find him a matching donor. In 1999, our outgoing Chair and now Life President Simon Dyson made a promise to Shirley, who was suffering from ill health at the time, to look after the charity she had founded in her late son's name.

Simon first became involved through his work with Round Table to recruit a record-breaking number of donors. For over 30 years, he worked tirelessly to keep Shirley's vision alive and ensure we are always ready to save patients' lives. Simon championed scientific innovation, enabling us to recruit more of the right donors, establish our cord blood bank, and launch our clinical trials network in 2017. Our special tribute and thanks to Simon features on page 92 of this report.

Simon has been a great advocate for patients, inspiring Anthony Nolan to develop a vision to 'save and improve the lives of everyone who needs a stem cell transplant'.

When he retired in December 2017, Ian Krieger took up the position of Chair, and we are ready to continue the commitment Simon made.

Guided by our Organisational Strategy and led by our dedicated supporters, 2017-2018 was another year to be proud of for Anthony Nolan. Here are just a few highlights to illustrate that we continue to be ready to save lives:

- At the end of the financial year, there were 684,684 people on our stem cell register who are ready and waiting to donate to a stranger in need of a lifesaving transplant.
- In September 2017, we moved from spit kits to using cheek swabs to collect potential

### 684,684

At the end of the financial year, there were 684,684 people on our stem cell register who are ready and waiting to donate to a stranger in need of a lifesaving transplant.



Shirley and Anthony, who's legacy continues to this day.

donors' genetic information. Swabs are more cost effective, easier to send out and more straightforward to use, meaning we are ready to recruit a higher number of donors at a wider range of events in the future.

- We have continued to invest in translational research, including the pioneering Patient/Donor project which has now typed more than 890 pairs to a higher level to help understand the impact of genetic factors on the outcome of stem cell transplants, and ultimately improve survival rates.
- Despite a challenging fundraising environment, we have raised £10.6m to support our ambitious aims. This has included over 1,427 supporters in the last year who have been ready at the start line of epic fundraising challenges, from marathons to mountain climbs.
- Working in partnership with Leuka and NHS Blood and Transplant, we launched the IMPACT clinical trials initiative in November 2017. The aim is to accelerate clinical trials for stem cell transplantation and ensure treatments reach patients faster 'from bench to bedside'. So far three trials have been approved and are starting to recruit patients.
- We act as a strong voice for blood cancer patients. For example, in July 2017 we saw the success of our campaign to restore Government funding for second transplants. Awareness

of Anthony Nolan has continued to grow with 54% of all MPs now seeing us as experts in stem cell research, and 48% saying they would approach us for a briefing on stem cell donation.

- We now fund nine Anthony Nolan nurses, seven of which are new this year. They are ready to answer questions and provide support to patients and their families. This includes sharing our patient information and guides, which have now achieved the NHS England's Information Standard after they passed an assessment in December 2017.

Thanks to Shirley's passion, Simon's commitment, and thousands of our dedicated supporters, we're already making a difference to the lives of people with blood cancer in an ever growing number of ways.

However, we know that there are still too many people dying after a stem cell transplant, and too many people with life-altering complications such as graft versus host disease (GvHD). Since Anthony Nolan began, we have given over 18,000 people a second chance of life, but we know there is still more we can do.

**£10.6m**  
**Our supporters have helped raise £10.6m to support our ambitious aims.**

**9**  
**We have now funded a total of nine Anthony Nolan nurses who are ready to answer questions and provide support to patients and their families.**

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# CHAIR AND CHIEF EXECUTIVE STATEMENT (CONTINUED)

## READY FOR THE FUTURE

**As we move into the final year of our 2015-2018 Organisational Strategy, *Saving Lives: Achieving More*, we are focusing on how we can have the biggest lifesaving impact.**

Looking to the future, we know there will be numerous challenges along the way. NHS cuts present risks to our funding, and we will continue to monitor the effect of the UK's plan to leave the European Union on our research, funding and regulations.

Challenges can also present opportunities, and we are working hard to be ready for the next year of lifesaving work:

- Since Anthony Nolan began, the breadth of our work has grown immensely to include not only recruiting people to the stem cell register, but also research, patient support, transplant facilitation and other clinical services. We continue to focus on where our wealth of expertise can have the most impact to help improve and save patients' lives.
- Recruiting more of the right donors is crucial to help patients find the right match.

We will continue to target recruitment activity to groups that are currently under-represented on the register and ensure our recruitment approach reflects the latest research findings. This means working with our student groups, Marrow, to support their fundraising, awareness and recruitment of stem cell donors from student bodies; continuing to grow our education programme, The Hero Project, to recruit younger donors; and expanding our Cord Blood Bank to offer an alternative for patients who may not be able to find a match on the register.

- We know that collaboration means we can achieve more and we will continue to build on existing and new partnerships. The launch of IMPACT means we are ready to accelerate the process of clinical trials, and our work with Catalan Banc de Sang i Teixits (BST) in Barcelona and

Deborah, who was diagnosed with acute myeloid leukemia in January 2016 and is a leading advocate of our IMPACT clinical trials network.



our new collaboration with the biotech firm Plasticell will expand the possibilities for using cord.

- Representing and supporting patients is at the heart of our work, and we know we need to improve patient involvement along the way. Our Patient Services team continues to grow to meet the needs of patients, including recruiting our first three Clinical Psychologists, as well as an additional two clinical nurse specialists, and we are expanding our Patient Panel to involve patients further.
- We are always looking at ways of improving the efficiency of our work, whether it's assessing our processes in our Labs or improving our technology. We are working to define our digital vision and better understand where we should invest in technology

to ensure we are ready for the future.

We are proud of our achievements over the last year, but we know there is always more we can do to be ready to save lives. Informed by the views and ideas of staff and key stakeholders, we are excited to be developing a new three-year organisational strategy that will guide our work in the future to save, support and improve the lives of everyone who needs a stem cell transplant.



  
**Henny Braund**  
Chief Executive



  
**Ian Krieger**  
Chair

# THE YEAR IN NUMBERS



## PATIENTS

**1,396**

We gave 1,396 patients a second chance of life.

**2,218**

We performed 2,218 searches for UK patients.

**14,556**

Our information booklets were requested or downloaded 14,556 times.

**14**

An amazing 14 transplant recipients across all ages took part in the 2017 British Transplant Games.



## THE REGISTER

**49,261**

This year, 49,261 people have been recruited to join the stem cell register.

**684,684**

There were 684,684 potential donors on the register at year end.

**4,754**

We have had 4,754 blood sample requests for Anthony Nolan donors.

**28%**

There has been a 28% increase in the number of Anthony Nolan donors being selected to donate.





## ONLINE

**over 800,000**

We had over 800,000 visits to our website, including patients, potential donors and financial supporters.



## PRESS AND PR

**54%**

In Parliament, 54% of MPs say that we are experts in stem cell research, and 31% now view us as experts in blood cancer.

**2,741**

Anthony Nolan's work featured in 2,741 articles in national, regional and specialist media.



## FUNDRAISING

**£10.6m**

Overall, £10.6m was raised and donated by our supporters.

**1,427**

An incredible 1,427 supporters ran, cycled, swam, trekked or jumped out of a plane in support of our lifesaving work.

**£584,000**

Our incredible supporters raised £584,000 at the 2017 Virgin Money London Marathon.



## PATIENT SUPPORT

**over 800**

Seven Anthony Nolan Clinical Nurse Specialists have supported over 800 patients and their families in London, Glasgow, Nottingham and Bristol.

**14,556**

Our patient information booklets were requested or downloaded 14,556 times.



## LABS & RESEARCH

**3**

So far three IMPACT clinical trials have been approved and are starting to recruit patients.



## CORD BANK

**1,101**

We have collected 1,101 clinical cord units, bringing the total clinical banked inventory to 7,248.

**108**

We have facilitated 108 cord transplants for patients in the UK and abroad, including 35 provisions from our own cord bank.

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# TRUSTEES' REPORT

## **OUR VISION: To save and improve the lives of everyone who needs a stem cell transplant.**

To ensure we realise our vision, we launched a three-year organisational strategy in October 2015, *Saving Lives: Achieving More*, with three key aims:

- 1. Improve outcomes and quality of life for our patients.**
- 2. Lead and influence the global transplant community in improving outcomes.**
- 3. Deliver excellence, efficiency and transparency in our work.**

It has been another busy and successful year, and the following Strategic Report, as well as stories of patients and our supporters, show how we have worked towards achieving our strategic aims.

## **OUR PRIORITIES FOR THE NEXT YEAR**

Each year, we identify priorities that are fundamental to realising our aims and we align our operational plans and budgets to these priorities to ensure our efforts and investment will have the maximum impact. In the coming year, 2018-19, we have six priority areas:

### **PATIENT FOCUS**

We will continue to work towards saving and improving the quality of lives and helping patients on every step of their transplant journey, and ensuring all our work is informed by the needs and experiences of patients. This includes providing direct practical support through our network of clinical nurse specialists, as well as investing in research that is quickly adopted into clinical practice for the benefit of our patients.

### **ENRICHING THE REGISTER**

We will target recruitment activity to groups that are currently under-represented on the register and ensure our recruitment approach reflects the latest research findings. We know that recruiting more of the right donors is crucial to help patients find the right match.

### **LAYING THE FOUNDATION FOR OUR NEW STRATEGY**

This year is the last of our ambitious three-year strategy. We are now defining our aims for the next three years to take us into the 2020s, informed by our understanding of where and how

we can maximise our lifesaving impact. This knowledge and our progress so far strengthens our foundations to ensure we are able to realise this goal.

### **RAISING AWARENESS**

Staying in the public eye enables us to recruit more donors and raise the funds we need to save more lives. To do this, we need to continue to invest in awareness of our brand. This helps us to build understanding and support for our lifesaving work and to reinforce how existing and new supporters can help us. We will continue to define key campaigning and communication messages to ensure patients' experiences and needs are heard by policy makers.

### **RAISING INCOME**

We will continue to explore new ways of engaging with our supporters, as well as scope and plan a range of income-generating initiatives in line with our lifesaving aims and values. We aim to provide a consistent and expanding income stream to enable us to deliver on our aims for our patients.

### **OUR DIGITAL JOURNEY**

We will define our digital vision and better understand where we should invest in technology for maximum impact. We will strengthen our capacity, infrastructure and capability so we are all digitally equipped, and harness digital technology across our operations and activities to help us use our resources most efficiently and cost effectively.



The #MakeBloodCancerVisible campaign for blood cancer awareness month was launched for September 2017 with an installation created by designer Paul Cockledge. The piece is made up of 104 three-dimensional life-size names in Paternoster Square, London, representing the 104 individuals that are diagnosed with blood cancer every day.

Staff at our annual summer briefing.



## HOW WE OPERATE

### ORGANISATIONAL STRUCTURE

Anthony Nolan is a registered charity and a company limited by guarantee incorporated in England and Wales. Every member undertakes to contribute an amount not exceeding £1 to the assets of the charity in the event of the charity being wound up during the period of their membership, or within one year thereafter. The members, who are the Trustees, are also the Directors of the charity. The charity's governing document is in the form of a Memorandum and Articles of Association revised and updated on 6 April 2017.

The overall strategic direction of the charity is determined by the Trustees, who meet formally at least five times each year. The Trustees are responsible for planning and policymaking for Anthony Nolan and, accordingly, all key decisions are referred to and taken by the Board of Trustees.

There is one formal sub-committee of the Board - the Audit and Finance Committee, chaired by Carol MacKinnon. The Committee enables the Trustees to consider issues on finance, risk and internal

controls in more detail where needed. The Committee meets approximately two weeks in advance of each Board meeting.

The day-to-day management of Anthony Nolan is entrusted to the Chief Executive and the Strategic Leadership Team, who have delegated authority from the Board to administer the affairs of the charity. There is a short closed session at the start of each Board meeting. The Chief Executive and Strategic Leadership Team are then invited to join the main part of the Trustees' meetings, and provide them with updates on the work of Anthony Nolan.

The Chief Executive and Strategic Leadership Team meet regularly throughout the year to discuss and consider strategic and operational activities as well as review monthly financial and management information.

The Trustees have taken into consideration the Charity Commission's guidance on public benefit (contained within the guidance publication Public Benefit: Rules for Charities) in preparing their statements on public benefit contained within this Trustees' Annual Report.

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## **RECRUITMENT, APPOINTMENT, ELECTION, INDUCTION AND TRAINING OF TRUSTEES**

### **RECRUITMENT AND APPOINTMENT**

Appointment to the Board of Trustees is by invitation after the needs of the charity and a range of suitable candidates are considered by the Trustees. The number of Trustees is subject to a maximum of 20, and must be greater than three.

### **ELECTION**

Under the Memorandum and Articles of Association, the Trustees retire from the Board by rotation every four years with the option of re-election for up to a maximum of three terms. A rotation plan is in place to ensure the phased retirement of existing Trustees to ensure business continuity as new Trustees are appointed.

The Trustees aim to ensure that the composition of the Board contains individuals with suitable backgrounds and experience to contribute positively to the governance of Anthony Nolan. Since the members of Anthony Nolan are the Trustees and Directors, election and re-election is determined by the current Board in all cases.

### **INDUCTION AND TRAINING**

The work of Anthony Nolan involves continuously advancing scientific and medical processes of stem cell transplants. To keep Trustees aware of the charity's operations on both a national and international level, sessions are arranged to update them on facets of Anthony Nolan's work, either during Trustees' meetings or at separate meetings. Two advisory groups, one on Medical and Scientific Affairs and another on Technology, include external experts and practitioners in those areas to provide further guidance and advice. At least one member of the Board sits on each group and reports back to the Trustees. Presentations by outside advisers relating to specific governance issues are organised

as appropriate. The induction of a new Trustee is tailored to the individual concerned. It does, however, always include the provision of an Induction Pack of key documents and information relating to Anthony Nolan, a guided tour of the charity's operations, an introduction to key staff, and an outline of the duties and responsibilities of being a Trustee and Director.

### **DECLARATION OF INTERESTS**

Each financial year, all Trustees complete a Declaration of Interests form and new Trustees complete a Fit & Proper Person Declaration, as recommended by HMRC. Declarations of Interests are also completed by members of the Strategic Leadership Team, Assistant Directors and Company Secretary.

### **REMUNERATION OF KEY MANAGEMENT PERSONNEL**

The Board of Directors, who are the charity's Trustees, together with the Strategic Leadership Team, comprise the key management personnel of the charity, as defined by FRS102. All Trustees give their time freely and none receives remuneration. Trustees are entitled to claim reasonable expenses under the charity's Expenses Policy. Trustees' related party transactions are disclosed in note 28 to the accounts. The pay of the Strategic Leadership Team, and any pay increases, are approved by the Chair of the Board of Trustees. Remuneration is reassessed as required when job vacancies are advertised based on a sense check across relevant sectors.

### **EMPLOYEES**

Anthony Nolan provides an inclusive working environment for employees and one which supports professional and personal development.

Anthony Nolan is committed to equality of opportunity for all employees. Employment practices and policies are in place to ensure that no employee, or potential employee, receives

less favourable treatment because of age, disability, gender reassignment, race, religion or belief, sex, sexual orientation, marriage and civil partnership, pregnancy and maternity/ paternity.

### **SAFEGUARDING**

A Safeguarding Policy is in place and was reviewed by the Board in July 2017. The policy and training for staff and volunteers are subject to regular review by the Designated Safeguarding Lead Director together with the Leads for Staff and Volunteers, Patients and Donors. Arrangements are in place for staff and volunteers to report concerns to independent, external third parties to ensure at all times that matters can be raised without fear or favour.

### **EMPLOYEE INFORMATION**

The Strategic Leadership Team regularly provides information to employees through a variety of communications including the publication of a quarterly magazine distributed to staff, all-staff briefings held at least once a year, and weekly emails from the Chief Executive to all staff. Information, news, policies and resources are shared via the widely-used staff intranet, Matchbook. Regular consultations are held with staff through Anthony Nolan's Staff Forum which includes a representative from every division. Employee views are also sought through web-based surveys, focus groups and team meetings.

### **ANTHONY NOLAN TRADING**

Anthony Nolan Trading Limited (ANTL) is a wholly owned subsidiary of Anthony Nolan. This subsidiary plays a crucial role in fundraising on behalf of the charity and the principal activity of ANTL is to carry on the trading operations of the group with a view to raising funds. This is achieved through advertising, selling merchandise, fundraising events and utilising intellectual and similar rights held by the parent charity.

### **PROFESSIONAL INDEMNITY INSURANCE**

The charity has taken out an insurance policy that provides professional indemnity insurance cover for the Trustees. The cost of this insurance for the period was £3,347. The premium remained the same but there was a small increase in cost, largely due to the change in Insurance Premium Tax up from 10% the previous year to 12% in this period.

### **RISK AND CORPORATE GOVERNANCE MATTERS**

Anthony Nolan operates a robust risk management process. Risks are identified and managed at an organisational, directorate and project level. Risk registers are used to detail the risks identified, their potential impact, and likelihood of occurrence. They also include the controls and plans in place to mitigate against the risks. The charity's major risks are reviewed at least annually by the Trustees.

Our ability to continue to save patients' lives, and improve their quality and length of life, depends on having sufficient funding in place. Therefore, continuity of income remains a key risk for the charity, particularly given it is in part dependent on NHS policy. A range of actions have been, and continue to be, implemented including continuing to work closely with UK transplant centres and international registries, working on ways to diversify our income portfolio, continuous improvement in our approach to financial management, and investment in our brand to help raise our profile.

In the process of carrying out our lifesaving work, the health and safety of donors, patients, staff and volunteers is of paramount importance. We have a range of controls in place to mitigate the risk of any potential harm to individuals including health and safety training; inductions and guidance for our staff and volunteers; medical check assessments in place before the donation process; verification procedures in place to ensure

correct identification of patients and donors prior to transplant; and risk assessments carried out for all events.

Our Quality Team plays a key role in ensuring that the charity operates in accordance with all medical and scientific regulatory requirements. This includes ensuring compliance with the Human Tissue Authority, which licences our registry and our cord blood bank in Nottingham to carry out our lifesaving work; and our accreditation by the World Marrow Donor Association. Our Histocompatibility Laboratory is also accredited by the United Kingdom Accreditation Service and the European Federation for Immunogenetics. Our Cord Blood Bank holds National Ethical Approval to act as a research tissue bank and has FACT-NetCord accreditation.

The loss or misuse of personal data that the charity holds for all its patients, donors, financial supporters, staff and volunteers is also considered a major risk. To mitigate against this risk, we have clear data protection and confidentiality policies, and induction and training in place. There are also technical solutions in place to ensure any personal and sensitive medical data is encrypted and transmitted securely. These policies and procedures are communicated to staff and volunteers and monitored by a standing information governance and data security working group. Internal notification of data loss/misuse reporting processes are in place to identify, investigate and mitigate against any potential issues with regard to the use of personal data. Where necessary, procedures have been amended in accordance with the requirements of the General Data Protection Regulation (GDPR), including a new privacy policy, data protection impact assessments and the appointment of a Data Protection Officer. A charity wide data mapping exercise was completed in 2017, ensuring a robust procedure was in place to respond to Subject

Access Requests and other data subject rights. IT security policies are in place to ensure that our systems are secure and regularly reviewed, with appropriate disaster recovery measures in place.

Contracts management procedures are in place to make sure that all supplier contracts operate in the best interests of the charity. New suppliers are subject to an appraisal process including standard requirements for declaring interests and agreements to comply with our Modern Anti-Slavery Policy. A Delegation of Financial Authorities Policy and Schedule is in place to determine signing authorities for contracts, as agreed by the Board. All contracts over £250,000 are reported quarterly to the Audit and Finance Committee, and any with a value of £1m or higher are signed by the Chair and reported to the Board. A conflict of interests declaration is a standing item on each Board agenda. As required by the Charity Commission, a serious incidents reporting policy is in place and during the year no serious incidents were reported.

## **BUSINESS PLANNING**

Each year, Anthony Nolan conducts a cross-organisational planning exercise which serves to translate our strategic ambition into concrete actions and targets. In parallel, our annual budgeting process ensures we are deploying resources in line with strategic objectives and financial parameters. Operational planning is informed by a review of our operating environment, which supports us to identify emerging opportunities and assess risks to mitigate. Each year, the Strategic Leadership Team and Trustees identify our fundamental priorities for the year ahead, which provide a framework for the prioritisation of effort and resource deployment. Operational plans and budgets are scrutinised through the lenses of value for money and strategic alignment to ensure our activities and expenditure deliver maximum impact.

## PUBLIC BENEFIT

The Trustees, in exercising their powers and duties, have complied with their duty in section 4 of the Charities Act 2011 and have had due regard to the public benefit guidance published by the Charity Commission. In preparing the report and accounts the Trustees have complied with the requirements set out in the guidance to report on the significant activities and achievements of the charity in 2017-2018. They have reported in a way that both sets out the aims and strategies of the charity and demonstrates how the aims and activities of the charity were carried out for the public benefit.

## TRUSTEES' AND DIRECTORS' RESPONSIBILITIES IN THE PREPARATION OF FINANCIAL STATEMENTS

The Trustees (who are also the Directors of Anthony Nolan for the purposes of company law) are responsible for preparing the Trustees' Annual 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 which give a true and fair view of the state of affairs of the charitable company and the group as at the balance sheet date, and of the incoming resources and application of resources, including the income and expenditure for the charitable group, for that period.

In preparing those financial statements, the Trustees are required to:

- Select suitable accounting policies and then apply them consistently.
- Observe the methods and principles in the Charities' SORP.
- Make judgements and estimates that are reasonable and prudent.

- State whether the applicable UK Accounting Standards have been followed subject to any material departures disclosed and explained in the financial statements.
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

The Trustees are responsible for keeping proper accounting records, which disclose with reasonable accuracy at any time the financial position of the charitable group, and enable them to ensure that the financial statements comply with the requirements of The Companies Act 2006, The Charities Act 2011, The Charities and Trustee Investment (Scotland) Act 2005 and The Charities Accounts (Scotland) Regulations 2006 as amended. They are also responsible for safeguarding the assets of the charitable company and the group, and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities. The Trustees are responsible for the maintenance and integrity of the corporate and financial information on the charitable company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.



Hazel, on her first family holiday after receiving two stem cell transplants to treat a rare form of leukaemia.



# STRATEGIC REPORT



Over the last year, we have continued to focus on achieving the aims set out in our 2015-2018 Organisation Strategy, *Saving Lives: Achieving More*. As well as driving forward progress, we are committed to assessing how we are delivering on these aims, as detailed in the following pages.

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We have highlighted our key successes and where we have ambitious plans to develop across the organisation, from growing and diversifying the stem cell register, to investing in world-leading research, and spreading the word about our lifesaving cause.

As ever, we focus on keeping patients at the heart of all Anthony Nolan's work, and continue to seek out ways to embed this further. Now that we are moving into the final stage of our strategy, we are reflecting on how far we have come to meet our aims, while getting ready to develop new goals to ensure we are always improving patient outcomes and quality of life in the years to come.

#### **PROGRESS AGAINST 2017-2018 OBJECTIVES**

In 2017-2018 we set priority objectives aligned to our three-year strategic aims. What we did and achieved in pursuit of these, along with some of the challenges we faced, is reflected in our full Strategic Report. In summary:

##### **Patient focus: to help patients at every stage of their transplant journey and make sure our work is informed by their needs.**

We Invested to boost the scope and reach of our patient services, including increasing the number of Anthony Nolan clinical nurse specialists and developing an app to support better communication and support.

We continued to deliver our research portfolio, including strengthening the evidence base on what constitutes the optimum match through our flagship Patient/Donor Study. In partnership with NHSBT, Leuka and the University of Birmingham we launched IMPACT, an initiative to accelerate the delivery of much-needed transplant clinical trials.

##### **Customer service: to continue to improve our relationship with, and services to, the clinical community.**

We strengthened our relationship with UK Transplant Centres through high-quality and responsive service provision, and we improved the retention and availability of donors.

##### **Cord: to build a robust evidence base to inform our strategy for Cord.**

We reviewed the scientific and research landscape in relation to cord blood, and used this evidence to decide our future investment and plans.

##### **Laboratories: to improve the efficiency, effectiveness and quality of our Laboratories.**

Through our comprehensive Labs Programme, we made changes to roles, structures and processes that will support improved efficiency and effectiveness. This included moving to cheek swabs for the recruitment of donors, which will produce ongoing savings and improve the recruitment experience.

##### **Data and insight: to define and execute a clear roadmap to improve data management both internally and with partners.**

We defined and started to deliver a data improvement plan, which establishes standards and processes that govern the collection, storage, analysis and use of our data.



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CASE STUDY:

# READY TO MAKE A CHANGE

## Poonam created an incredible lasting legacy in her husband's name.

### RAISING AWARENESS

In 2012, Rakesh Shah, an optometrist and father of two from Bedford, was diagnosed with myelodysplasia (MDS), a rare form of blood cancer.

The search began for a stem cell donor to save his life but, due to his Indian heritage, Rakesh struggled to find a 10/10 match, where a donor's tissue type completely matches the patient's.

In October 2014, Rakesh received his stem cell transplant from an 8/10 match but sadly, due to his advanced condition, he died in December 2014.

His wife, Poonam, said that 'Raks was honestly the most truly amazing, smiliest, sociable person that you'd ever meet in your whole life. Every room would light up when he entered. He was always the life and soul of the party and for him, family and friends always came first.'

After Rakesh passed away, Poonam decided to raise funds for Anthony Nolan, and raise awareness about stem cell donation among people from South Asian and other ethnic minority backgrounds.

### TAKING STEPS

Poonam set herself, along with family and friends, the task of taking on various incredible challenges to raise £40,000 by

November 2017, to mark what would have been Rakesh's 40th birthday. Fantastically, they hit their huge target.

'I'm totally overwhelmed by the amount of money and awareness we raised. I'm so proud of myself and all the fundraisers for getting involved. So many people went out of their comfort zone to help me achieve this and I can never thank them enough. For myself, having the courage to do a trip like Kilimanjaro on my own was a massive achievement.

Climbing Mt Kilimanjaro was something Poonam and Rakesh always wanted to do together so she knew how overwhelming the experience would be. But the incredible challenge helped Poonam through the grieving process.

'It really has helped me come one step closer to coming to terms with the immense loss of my husband three and a half years ago. Doing something in his memory, and something he wanted to do himself, has helped with the healing process.'

### GETTING INVOLVED

Encouraging people from black, Asian and minority ethnic backgrounds to join the stem cell register is also something Poonam is passionate about. She and Rakesh faced a long wait to find a matching donor, which meant Rakesh's condition worsened

and he struggled with various infections.

'I want to raise awareness of stem cell donation among people from ethnic minority backgrounds because no person should be faced with the prospect of being told that they have no match on the register.'

### LASTING LEGACY

In November 2017, just after Rakesh's 40th birthday, Poonam was recognised for her incredible fundraising and awareness-raising efforts at the Anthony Nolan Supporter Awards (ANSAs), where she was awarded Individual Fundraiser of the Year.

'To be honest, even without any of the fundraising, Raks has left an amazing legacy. Our kids are amazing and so like him. I'm a totally different, better person because of him and all that he taught me. I just hope that what happened to him at such a young age will make people sit up and take notice, join the register and start fundraising for Anthony Nolan, too.'

# STRATEGIC AIM ONE

We will work to improve outcomes and quality of life for our patients.

Anthony Nolan's work is centred around being ready to find matching donors for patients, giving them the best possible chance of survival, a good quality of life, and the right ongoing support.

Work to deliver on this aim starts with our relationship with transplant centres and clinicians, to understand their needs and how we can deliver high-quality services to them. This depends on recruiting and providing the best possible donors to choose from, and investing in translatable research to help target our recruitment and inform clinicians' decisions.

We are all too aware that too many patients can not find the best possible match, and that a transplant is just the beginning of a long road to recovery. We not only campaign for better support for our patients, but also to provide ongoing care to help ensure they have a good quality of life after transplant.

**Here are some of the things Anthony Nolan has been busy working on in 2017-2018 to improve outcomes for patients.**





Ava, who received a stem cell transplant in 2016.

# AIM ONE MATCHING PATIENTS AND DONORS

- In 2017-2018, Anthony Nolan has given 1,396 patients worldwide a second chance of life. Finding matching donors for patients requires complex and time-critical work carried out by our team of expert staff, who have performed 2,218 searches for UK patients.
- Our new Search System went live with UK transplant centres in January 2018. This has improved our search reports, including providing more clarity on the criteria used to run each UK search. The new system enables us to provide more information, such as if the donor has recently donated to another patient, to help transplant centres make their decisions.
- We continue to work hard to strengthen our relationship with transplant centres and the clinical community to help them make the best decisions for patients. For example, our new Cord Support Programme provides help to UK transplant centres in all aspects of Cord Blood Unit selection, quality evaluation and handling.
- The retention rate of our donors is key to ensuring they are available to donate, so that patients receive their transplant as quickly as possible. We have implemented several new initiatives to improve this, including trialling contacting donors out of hours and offering a blood collection service at home to all potential matches, as well as continuing our Update Your Details campaign, which has seen a 47% response rate from initial emails.
- We opened a new collection centre at The Christie Hospital in Manchester in order to increase our capacity to collect stem cells, as well as enable us to provide more donors with easier choices of location to donate.
- As part of our Register Enrichment work, the Phenotype Project has gone from strength to strength, and over 15,000 donors have now been asked to provide a blood sample for further testing. This means we now have a searchable pool of 5,540 'super donors' who have high-resolution tissue typing and further medical information that makes it much easier for transplant centres to find the best matches for their patients.
- All of this work, as well as our donors being visible on the American search system TRAXIS, has contributed to a 28% increase in the number of Anthony Nolan donors being selected to donate compared to the previous year. We have also seen an increase in provisions from Anthony Nolan's cord bank from 29 to 35, as our work continues to focus on both understanding and providing the best options for patients.

## 1,396

**In 2017-2018, Anthony Nolan has given 1,396 patients a second chance of life. Finding matching donors for patients requires complex and time-critical work carried out by our team of expert staff, who have performed 2,218 searches for UK patients.**



Jon, who donated his stem cells in 2017.



# AIM ONE

## MAKING THE BEST POSSIBLE MATCHES

- The Anthony Nolan Research Institute and Laboratory have worked together to support and enable translational research that improves patient outcomes. This includes the ground-breaking Patient/Donor project, which has now typed more than 890 pairs using Third Generation Sequencing (TGS), to better understand the impact of genetic factors on the outcome of stem cell transplants.
- Preliminary findings of the Patient/Donor study, due to be published later this year, show the benefit of matching HLA at a higher TGS-level typing, and that matching for other factors, such as Cytomegalovirus (CMV) status and a specific HLA, can have a big impact on patient survival.
- Our Labs team have also seen their efforts to embed TGS for pre-transplant patient and donor typing come to fruition - we are on track for achieving an average of 75% of these 'clinical' samples turned around within seven days, helping to get patients to transplant quicker.
- Our HLA Informatics Group has added to our knowledge on what makes a perfect match, publishing a paper looking at the HLA class I genes. This information helps us to understand the breadth of HLA diversity and - crucially - start to unpick how much of that diversity is relevant to stem cell transplant outcomes.
- Anthony Nolan was also part of an international study of over 10,000 unrelated donor stem cell transplants<sup>2</sup>, which suggests that after HLA matching, the only donor factor which could be reliably associated with patient survival in this cohort was age: the younger the donor, the more likely the patient was to survive.

# 75%

**Our Labs team have seen their efforts to embed TGS for pre-transplant patient and donor typing come to fruition - we are on track for achieving an average of 75% of these 'clinical' samples turned around within seven days, helping to get patients to transplant quicker.**

<sup>2</sup> 'Development of an Unrelated Donor Selection Score Predictive of Survival after HCT: Donor Age Matters Most', in Biology of Blood and Marrow Transplantation, February 2018

Jemal, who is on the stem cell register and came to visit our stand at Comic Con.



Dr. Neema Mayor, Head of Immunogenetics Research at Anthony Nolan.



# AIM ONE RECRUITING POTENTIAL LIFESAVERS

- The Anthony Nolan stem cell register grew to an incredible 684,684 people by year end: people who are ready and waiting to save someone's life. 49,261 people were recruited to join the register during this year: 43% from online donor recruitment and 57% from face-to-face events.
- In the last year, there have been fewer large scale patient appeals, but we have continued to carefully target recruitment to our register, based on our research into what makes the best possible stem cell donor. We have successfully focused on encouraging more young men to sign up, as they account for over 50% of all stem cell donations, but make up only 16% of the register. By investing in targeted online advertising, we reached our target of 40% of all recruitment over the last year being young men aged 16-30.
- At the beginning of the school year, our Education Programme was rebranded The Hero Project, with a new focus to allow us to be more flexible with our presentations in schools and colleges. There has been an increase in the number of invitations to present in schools, with the highest increase in Scotland. The Hero Project has reached thousands of young people across the year of this report, and recruited 8,464 potential donors to the register.
- Our partnership with the Scottish Fire and Rescue Service has continued to grow, particularly their work in schools, and they recruited their 10,000th donor - a 16-year-old from a school near Glasgow - in December 2017.
- We have worked to diversify the register, as currently only 20% of patients from a black, Asian and other minority ethnic (BAME) background will find the best possible match. Our partnership with the Rik Basra Leukaemia Campaign has continued to focus on targeted recruitment, and they held their Leicester Heroes event in October, which saw a fantastic response across multiple university campuses.
- Our Marrow student groups launched **LONDONORS** in February 2018 - featuring a week of events in 11 universities across the city celebrating London's diversity. This collaborative project recruited over 370 donors, 52% of whom were from a BAME background.
- Marrow's presence in universities has continued to expand with a whole range of new resources which has helped hundreds of volunteers to recruit over 10,600 people to the register in the year. We had a renewed focus on training our student groups, and Marrow were also the first to trial our new method of collecting DNA samples through cheek swabs.

**684,684**

**The Anthony Nolan stem cell register grew to an incredible 684,684 people, by year end, who are ready and waiting to save someone's life.**

**49,261**

**people were recruited to join the register during this year: 43% from online donor recruitment and 57% from face-to-face events.**

Olivier, who donated his stem cells in 2012 and went on to support Marrow's LONDONORS campaign encouraging more people in London to sign up to the stem cell register.



- In September 2017, we changed from using spit kits to collect potential donors' genetic information, to using cheek swabs. This was a huge shift in our recruitment method, which was based on extensive trials to ensure the scientific viability of using swabs, and involved new IT systems and a change in the way our Labs work. Cheek swabs are more cost effective, easier to send out and more straightforward to use as you can eat and drink beforehand. This means we are ready to recruit a higher number of donors at a wider range of events in the future. The switch will also enable us to achieve over £500,000 in savings for the charity in the next financial year, which we can use to recruit more donors.
- Our new online donor application form was launched in August 2017, with clearer education and information for those joining the stem cell register. The updated platform allows us to track and better understand how people are applying, and what barriers there are to joining the register that we can work to overcome.
- We have worked with expectant mums to grow the size of our cord bank – our 37 Cord Collectors in four hospitals across the country have collected 1,101 clinical cords this year, bringing the total clinical banked inventory to 7,248 by year end. The stem cells in cord blood are less mature and can adapt to suit a wider range of tissue types, so can be a lifeline for people with unusual tissue types and no match on the donor register.

**£500,000**

**In September 2017, we changed from using spit kits to collect potential donors' genetic information, to using cheek swabs. The switch will also enable us to achieve over £500,000 in savings for the charity in the next financial year, which we can use to recruit more donors.**

Rachel, Kyle and Dernell, all staff members at Anthony Nolan, who helped model our new swab kits at our summer picnic .



# AIM ONE SUPPORTING PATIENTS

- Anthony Nolan's dedicated Patient Services team are ready to support patients through the unique challenge of a stem cell transplant. In May 2017, we appointed an Anthony Nolan Lead Nurse who works as a full-time expert in the office and collaborates with our NHS partners across the country.
- Over the last year, seven Anthony Nolan clinical nurse specialists have supported over 800 patients and their families in London, Glasgow, Nottingham and Bristol. We have now funded a total of nine posts, and in the coming months, we will be funding two more nurses, as well as our first three clinical psychology posts to address the unique psychological impact of having a transplant.
- In January 2018, we got the important news that our patient information has passed NHS England's Information Standard following an assessment in December. The standard is an official recognition that our patient information web pages, which had over 180,000 unique visitors last year, and our information booklets, which were requested or downloaded 14,556 times, are a reliable and trustworthy source of health and social care information.
- We have produced new guides for patients focused on specific issues, including *An Essential Guide to Sex and Relationships*, which featured bespoke drawings to help sensitively communicate information by illustrator Philippa Rice. Our guide for *Work & Finance: Before, During & After a Stem Cell Transplant* was highly commended at the prestigious British Medical Association Patient Information Awards.
- In October, our Policy and Public Affairs team launched the *Who Cares?* Campaign, calling for an urgent review of the care and support that patients receive after their stem cell transplant. 79 MPs engaged with the campaign after over 3,000 supporters emailed them, which has led to constructive conversations with NHS England. Following this, the Clinical Reference Group for Blood and Marrow Transplantation is now supporting a review by Anthony Nolan of the post-100 day patient pathway.
- As well as supporting our patients and championing their voice, we are also cheering on their progress every step of the way as we took 14 transplant recipients across all ages to the 2017 British Transplant Games and celebrated with them as they brought home an incredible 27 medals.

## 7

Over the last year, seven Anthony Nolan clinical nurse specialists have supported over 800 patients and their families in London, Glasgow, Nottingham and Bristol.

## 14,556

Our information booklets were requested or downloaded 14,556 times.

## 14

An amazing 14 transplant recipients across all ages took part in the 2017 British Transplant Games.





14 transplant recipients took part in the British Transplant Games in North Lanarkshire in July, supported by Anthony Nolan staff members, in a fantastic and inspiring weekend which saw #TeamAN bring home our biggest ever haul of medals.

# STRATEGIC AIM TWO

We will collaborate with, lead and influence the transplant community in improving outcomes.

Anthony Nolan is committed to supporting partnerships and joint working across the transplant field, so together we are ready to achieve more.

Our work to deliver on this aim involves coordinating a huge variety of stakeholders, from other charities here in the UK, to international registers around the world, and from individual researchers, to biotechnology and pharmaceutical companies.

We know that together, by pooling knowledge and resources, we can achieve even better outcomes for patients than we could alone, as well as be ready to face future challenges and opportunities.

**What follows are some of the ways we have been collaborating with, leading and influencing the transplant community in 2017-2018.**





HAMILTON® robot used to create billions of copies of HLA genes ready for typing.

# AIM TWO

## COLLABORATING WITH PARTNERS

- We were very proud to officially launch the innovative IMPACT clinical trials initiative in November 2017. This is a ground-breaking partnership of organisations committed to improving the outcomes of stem cell transplant patients through the accelerated delivery of clinical trials across the UK to ensure treatments reach patients faster, including a network of transplant centres committed to recruiting patients to clinical trials. The initiative is jointly funded by Anthony Nolan, Leuka and NHS Blood and Transplant, and the expert hub is hosted by the University of Birmingham.
- IMPACT aims to involve around 1,500 patients in up to 12 trials across 22 transplant centres over the next four years. So far three trials have been approved and are starting to recruit patients, and we have appointed our first research nurse, who will help recruit patients at Queen Elizabeth Hospital Birmingham onto trials. A further nine research nurses will be recruited nationwide.
- Our Chief Executive, Henny Braund, is a board member of the World Marrow Donor Association (WMDA) and has helped to develop a new strategy for the organisation. The WMDA has been a vital part of the stem cell transplant community for almost 30 years, and the new strategy sets out the ambition to further strengthen the global transplant community and the infrastructure that facilitates its work on behalf of patients.
- We have continued to develop the BMDW (Bone Marrow Donors Worldwide) Search, Match and Connect service to give registries around the world fair and efficient access to the best donors. The service was awarded Best In Class in the Healthcare category at the Interactive Media Awards.
- We continued to work in partnership with the Department of Health, who have funded a programme of activity in conjunction with NHS Blood and Transplant, that includes collecting and banking cord blood samples and recruiting more donors from black, Asian and minority ethnic backgrounds; expanding the phenotype project; and support for training in data collection and management for transplant centres.
- The Anthony Nolan Research Institute's Immunotherapy Group works to harness the power of the body's immune system to improve transplant outcomes and combat disease. Part of this is our eight-year partnership with Catalan Banc de Sang i Teixits (BST) in Barcelona, which looks to validate the use of natural killer (NK) cells in reducing post-transplant complications, and establish protocol for the use of these cells.
- In December 2017, we began a collaboration with biotech firm Plasticell to make stem cell transplants from umbilical cords more effective. The limited number of stem cells available in a single cord blood unit restricts

# 3

**IMPACT aims to involve around 1,500 patients in up to 12 trials across 22 transplant centres over the next four years. So far three trials have been approved.**



Baby Flo, whose mum Anne donated her cord blood.



Shamyla Siddique, Haematology Trials Team Leader for IMPACT.

Clinical Nurse Specialist Debbie Anderson, based at Bart's Hospital.



their use, so this partnership will focus on developing a technique to expand cord blood stem cells so that they contain enough cells for a successful transplant.

- The Anthony Nolan Cord Blood Programme has been working closely with scientists at Great Ormond Street Hospital (GOSH) to provide the cord blood for a trial they are running to re-programme T cells to develop an off-the-shelf product that can be used to treat their patients.

# AIM TWO

## LEADING THE TRANSPLANT COMMUNITY AND INFLUENCING KEY STAKEHOLDERS

- As well as our international collaborations in research, we hold leading roles in British and international bodies. Our Bioinformatics Director, Professor Steven GE Marsh, was appointed Honorary President of the British Society for Histocompatibility and Immunogenetics in September 2016. And in April 2017 Dr Neema Mayor, our Head of Immunogenetics Research, was elected as a Councillor on the European Federation for Immunogenetics (EFI) Executive Board, putting her right at the heart of decision making.
- Our Immunotherapy Group continues to publish pioneering research, including in February, when their latest contribution to the field was published in online journal *Frontiers in Immunology*. The paper reviewed the practicalities of making T-regulatory cells - which could potentially help treat graft versus host disease (GvHD) as they suppress immune responses - a viable cell therapy.
- A delegation from Anthony Nolan attended the World Marrow Donor Association (WMDA) conference in November to chair meetings, workshops and present our most recent research findings. Our Operations & Patient Services (OPS) division ran a WMDA Education Day in order to share learnings across the sector.
- Following our successful Defend Second Transplants campaign in 2017, the Policy and Public Affairs team are seeing continued growth in awareness of Anthony Nolan among Parliamentarians and policymakers. Over half (54%) of MPs say that we are experts in stem cell research (up from 44% in 2016), and 31% view us as experts in blood cancer (up from 23% in 2016). Nearly half (48%) of MPs now say they would approach us for a briefing on stem cell donation (up from 34% in 2016).
- Our World Marrow Donor Day celebrations were a highlight of the year as always, with donors, patients and their families, volunteers and staff coming together in London to say thank you to all donors and potential donors around the world.

# 54%

Over half (54%) of MPs say that we are experts in stem cell research (up from 44% in 2016), and 31% view us as experts in blood cancer (up from 23% in 2016).

Chris, who received a transplant in 2007  
and was part of our 'Who Cares' campaign.







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CASE STUDY:

# READY TO SUPPORT OUR PATIENTS

## Georgi's support from her Anthony Nolan Clinical Nurse Specialist, Hayley, was life-changing

### SOMEONE TO TALK TO

Georgi Haynes, from Kent, was training to be a veterinary surgeon at university when she was diagnosed with acute lymphoblastic leukaemia (ALL) in January 2015, and quickly realised how much Anthony Nolan nurses were appreciated when she attended leukaemia clinics pre-transplant.

'Before having an Anthony Nolan nurse, I felt scared. I was having chemotherapy but it wasn't working, and I didn't know what was involved with a stem cell transplant. Once I had Hayley to talk to, I was much more reassured.'

### THE PATIENT JOURNEY

Hayley Leonard became an Anthony Nolan nurse in September 2014 after being a Transplant Coordinator at the Royal Marsden. In the last year, she was appointed the Anthony Nolan Lead Nurse, and now works as a full-time expert in the office. Hayley has been there for hundreds of people.

'I'm very lucky and genuinely love my job. Work doesn't feel like work. I've worked in transplant for 14 years and in different areas, so have a good grasp of the patient journey. Post-transplant is the hardest so I feel privileged to support during that time.'

'When I first meet a patient post-transplant, they're often fatigued

and anxious. It's lovely to see patients get stronger over the next few weeks, months or years, but some need more support, especially mentally.'

### UNDERSTANDING TREATMENT

Georgi had lots of questions, but Hayley was there to answer them.

'I like having plenty of information, so Hayley prepared me with lots of leaflets and patiently answered every question I had for her. If she didn't know the answer, she would always find out for me.'

'Hayley never made it sound like this was going to be a walk in the park. She was always realistic and honest about how things could be throughout the process, which I appreciated.'

'When I began to struggle with my mental health, Hayley was able to refer me straightaway for psychological support. She reassured me this was normal, but also told me that there was something that could be done.'

'I felt broken after a stem cell transplant and Hayley was there to help put me back together. Quite simply, I don't want to imagine having to go through recovery without her.'

### BEING PREPARED

For Hayley preparation is a two-way street.

'You can try and prepare a patient as much as you can, but it can

be quite scary once they're in that post-transplant experience. The hardest time for a patient is generally just after they've had their transplant, but some can breeze through, then struggle if they get complications, like GvHD (graft versus host disease).

'We're the first point of contact for patients post-transplant, and their family and friends. We take the pressure off and are there during any point in recovery. Recovery can be slow. Sometimes you can see a difference in a patient and they can't, so you have to keep reassuring them that they're doing great and things will get better.'

### LIFESAVING SUPPORT

'Hayley was my and my family's safety net throughout my recovery. I would be a very different person today if I'd not had Hayley there to support me, and I may well have given up.'

'Now, I'm a practising small animal veterinary surgeon. I live by myself with my Border Terrier puppy, Albie, in the Kent countryside, and I thoroughly enjoy my life. I try to make the most of any opportunity.'

'Anthony Nolan nurses are worth their weight in gold. They're the difference between a patient surviving after a stem cell transplant, and living after a stem cell transplant. Without Hayley's support I, very simply, wouldn't be where I am today.'

# STRATEGIC AIM THREE

We will deliver excellence, efficiency and transparency in our work.

Anthony Nolan is committed to living our values so we are ready to deliver the best for the patients that we are committed to help, our staff and the partners, supporters, fundraisers and volunteers that enable us to do so.

We aim to uphold a standard in our work that we can be proud of, and that allows us to expand our reach and save more lives. This includes increasing awareness to leverage support of our work, as well as raising the money that will ensure we have the right funding in the right place to deliver our aims.

Over the last year, we have developed insight to help inform this progress, and have focused on attracting, retaining and developing the outstanding individuals that deliver our work.

**The following pages show some of the ways we have delivered excellence, efficiency and transparency in 2017-2018 across the diverse range of our work.**





Cheering our runners at the 2017 Virgin Money London Marathon

# AIM THREE

## INCREASING AWARENESS

- Our *Second Chance* brand campaign was launched in London in June, and continued in Hertfordshire and Scotland in September, featuring Hazel and Ava – two young patients who received stem cell transplants. The aim was to build stronger awareness, and communicate that we are a charity in need of financial support. At the end of the year our brand awareness level was at 55%, as we prepared to launch the *Be A Lifesaver* campaign aimed at encouraging young men to join the register.
- Back in July, 50 Anthony Nolan LGBTQ+ staff, donors and allies marched for the first time alongside more than 300 other charities and organisations at London Pride, raising awareness of our stem cell register, and encouraging anyone aged 16-30 to sign up.
- We have continued to celebrate our supporters, holding the fifth Anthony Nolan Supporter Awards (ANSAs) at the House of Commons, thanks to Colleen Fletcher MP. This was an opportunity to communicate the breadth of our work to over 190 people, our largest attendance to date, and generate over 120 pieces of local and national press.
- High profile press work has continued, and Anthony Nolan featured in 2,741 articles in national, regional and specialist media. Including for Blood Cancer Awareness Month in September, when we partnered with members of the Blood Cancer Alliance

to #MakeBloodCancerVisible. Together, we launched a pop-up art installation in London featuring the names and stories of 13 patients, with coverage picked up in titles such as Londonist and Huffington Post.

- Our online presence has remained strong, with over 800,000 visits to our website, including patients, potential donors and financial supporters. Though social media presents its own challenges, our content of real-life patient and donor stories continues to perform well, and our fastest growing channel, Instagram, had a 40% increase in followers.

# 55%

**Our *Second Chance* brand campaign was launched featuring Hazel and Ava – two young patients who received stem cell transplants. At the end of the year our brand awareness level was at 55%.**

# 800,000

**Our online presence has remained strong, with over 800,000 visits to our website, including patients, potential donors and financial supporters.**

Robbie, who works at Anthony Nolan and volunteered at London Pride in 2017.



Ava, who received a stem cell transplant in 2016 and won Jack Petchey Young Hero of the Year at the 2017 Anthony Nolan Supporter Awards.



Hazel, who received two stem cell transplants to treat a rare form of leukaemia and went on to be the face of our 'Second Chance' campaign.

# AIM THREE

## RAISING LIFESAVING FUNDS

- Thanks to our fantastic supporters, we raised a total of £10.6m in 2017-2018.
- During the year, we were delighted to welcome The QBE Foundation as partners, and have also secured support from FDM Group, the global professional services provider, with a partnership that will launch in May 2018 to focus both on raising funds and on targeted recruitment to the register.
- Our successful work with Tile Giant in their stores up and down the country is continuing for another year, and our longest standing Corporate Partner, RSM, have generously extended their support to not only provide essential kit for our Volunteer Couriers, but also now help to fund our life-changing Patient Support Grants.
- An incredible 1,427 supporters ran, trekked, cycled and more to raise money in 2017-18, with the 2017 Virgin Money London Marathon alone raising £584,000, and our 276-strong team at the Great North Run being our largest yet.
- Events with supporters are highlights in our year. The 2017 Daisy Ball was another successful night, raising £302,000 and delighting over 400 guests with a host of entertaining acts. Our Christmas Carols were a great way to end the year, with a moving speech by transplant recipient and dedicated volunteer Martin Burke. While one of our Young Ambassadors, Kathryn Cartwright, hosted a sold-out beneficiary comedy event in the Union Chapel in London that raised over £14,000.
- We have been kindly supported by The Tracy Sollis Leukaemia Trust, with a grant for equipment at the Anthony Nolan Research Institute, as well as the Jack Petchey Foundation, which gave a grant to support our education and recruitment work with young people in London and Essex.
- In November 2017, we hosted the launch event of IMPACT clinical trials at the Reform Club. This was an amazing opportunity to introduce our supporters to this vital project which aims to transform post-transplant survival rates. Over the next year we will be engaging with a small group of passionate individuals, the IMPACT Pioneers, who collectively will take a central role in enabling this project to achieve its potential through their generous support.
- Over the last year we have created a new set of resources for those who support us after someone has passed away. This includes online Tribute Funds, which provide a dedicated space for family and friends to share memories and to see how much has been raised in honour of their loved ones.

# £10.6m

Thanks to our fantastic supporters, we raised a total of £10.6m in 2017-2018.

# 1,427

An incredible 1,427 supporters ran, trekked, cycled and more to raise money in 2017-18, with the 2017 Virgin Money London Marathon, alone raising £584,000, and our 276-strong team at the Great North Run being our largest yet.

Kathryn, who has received two stem cell transplants, and comedian Nish Kumar at Kathryn's 'Still Standing' fundraising evening in London.



Nichola, who took on the London Marathon in 2017 after Anthony Nolan found her a matching stem cell donor in 2011.

- Our Marrow groups raised more than £90,000 in over 50 universities across the country, with everything from bake sales to skydives. We also had eight Raise And Give (RAG) partnerships in 2017-2018, including at Loughborough University where students joined our first ever Barcelona Marathon team.

- In the summer of 2017, we decided to stop our new door-to-door activity in order to diversify our new supporter acquisition channels and continue to grow our net income to support our ongoing work as well as focus on lifetime value. We are developing our fundraising strategy to focus on engaging new supporters in multiple ways, as well as embracing the impact of the General Data Protection Regulation (GDPR) as a way of retaining and valuing those supporters who want to engage more closely with us.

**£90,000**

**Our Marrow groups raised more than £90,000 in over 50 universities across the country, with everything from bake sales to skydives.**

## PROFESSIONAL FUNDRAISING PARTNERSHIPS

Anthony Nolan uses a select group of third party agencies to fundraise on our behalf. We have long-standing partnerships with all the third party agencies we use, all appointed via a thorough tender process. We also work with external Payroll Giving agencies to deliver our Payroll Giving programme and our bi-annual postal raffle.

In order to ensure the safety and protection of our supporters, we conduct regular monitoring and shadowing of those dealing directly with the general public, and listen to a minimum of 10 calls a month during a telephone campaign to check the quality of appeals made on our behalf. We collate all feedback we receive about these practices and pass it on to the relevant agencies so we can adapt our approach if necessary; Anthony Nolan is rigorous in following these practices.

We also have a robust policy – approved by our Board of Trustees – to protect vulnerable people, intrusion of privacy and unreasonably persistent approaches. This includes extensive training of those fundraising on our behalf; asking financial donors over the age of 75, (who have signed up via door-to-door) security questions to gauge whether they've understood what they've signed up to; strict avoidance of no cold calling zones, and ensuring all our agencies clean their marketing lists.

We received a total of 83 complaints related to fundraising in 2017-2018, which compares with 203 complaints in the previous year. The reduction in complaints was in part due to the Board's decision to stop our new door-to-door fundraising in July 2017. Most complaints received were from people who objected to receiving a request

to donate or a dislike of the method of the approach rather than poor practice on our part.

Anthony Nolan values the privacy of all those who support us in our lifesaving work; we have systems in place to ensure that supporter data is collected, managed and processed in line with all necessary legislation. A re-consenting programme is in place to satisfy the requirements of the General Data Protection Regulation (GDPR).

We are members of the Fundraising Regulator and comply with all requirements, including following the Fundraising Regulator Code of Fundraising Practice. We also check that as representatives of Anthony Nolan, our agencies follow these practices. Anthony Nolan holds a Gambling Commission Licence for our bi-annual postal raffle programme.



Jess, a volunteer with Brunel Marrow taking part in our regional AGM.



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# AIM THREE

## LOOKING AFTER OUR PEOPLE

- In June, our strategic volunteering function joined the Finance and Resources Division to recognise and support our volunteers as a key part of our workforce. We are now reviewing our volunteering strategy to outline our vision for volunteering in the future and a new organisational induction is being rolled out to volunteers. This will be targeted to support our volunteers based on the type of support they provide to us.
- We were enormously proud to see our fantastic Volunteer Courier Team, who collect and deliver stem cells from around the world, win Volunteering Team of the Year at the Third Sector Awards. In March 2018, we had 40 trained volunteers who were ready to undertake these lifesaving journeys.
- For staff across the organisation, we have focused more on learning and development this year, with internal training and development opportunities for everyone, as well as a development programme for our leadership teams. We have also changed our approach to performance appraisal, giving all staff and managers training on how to make the most of one to ones to keep track of objectives, day to day work, and wellbeing.
- We had a special focus on keeping happy and healthy at work during our first ever Wellbeing Week in October, with staff getting involved in everything from resilience training to walking together on Hampstead Heath.
- In February we found out that, based on our staff's feedback through the 'b-heard' Best Companies survey, we went up a few places to number 51 in the Sunday Times 100 Best Not for Profit Organisations to Work for 2018.

# 51st

**In February we found out that, based on our staff's feedback through the 'b-heard' Best Companies survey, we went up a few places to number 51 in the Sunday Times 100 Best Not for Profit Organisations to Work for 2018.**

Staff saying a big 'thank you' to our Marrow groups at our annual summer briefing.



# AIM THREE

## IMPROVING EFFICIENCY AND EFFECTIVENESS

- Last year, the decision was made to outsource First Time Donors' (FTDs) DNA extraction to increase our capacity when moving to swabs. This was part of our Laboratory's programme of change, which will see a new structure being implemented in the coming year to achieve greater flexibility and process efficiency, with a focus on building our clinical offer.
- Our growing Supporter Relationship Management team have been researching audiences to better understand their motivations, values and behaviours. The insights inform the development of supporter journeys, including personalised communications to people during their first year on the register, to improve return rates on swab packs and overall donor retention.
- Our IT team launched the Advance IT infrastructure upgrade to move staff onto new systems that enable workforce mobility and collaboration, especially for remote working staff.
- The Facilities team continues to improve our efficiency in order to meet organisational demands, including upgrading our phone system to enable us to answer 25% more incoming calls into our main number, and outsourcing post services which has helped us to meet a 20% increase in outgoing post.
- Compliance with many regulations and standards is vital for us to continue our lifesaving work, and as ever the Quality team have done a great job of supporting teams to not only meet but exceed quality standards and improve every day. This has included HTA (Human Tissue Authority) inspections of our Cord Blood Programme and Operations & Patient Services (OPS) division, and a UKAS (United Kingdom Accreditation Service) in Labs.
- Our supporters help us carry out our lifesaving work, so we take the security of their personal information very seriously. Across the organisation we have been preparing for the General Data Protection Regulation (GDPR), which came into force in May 2018. A charity wide GDPR Steering Group, which has since become the Information Governance and Data Security Working Group, was established to work towards the charity's journey to compliance. This has included the appointment of a Data Protection Officer; a re-consenting strategy, together with a new privacy policy that makes it clear to our supporters how we protect their information; putting procedures in place to comply with Data Protection Impact Assessments and Subject Access Requests. We have implemented a privacy management framework and system to ensure decisions are logged and the organisation's compliance can be documented.

# 25%

**The Facilities team continues to improve our efficiency in order to meet organisational demands, including upgrading our phone system to enable us to answer 25% more incoming calls into our main number and outsourcing post services which has helped us to meet a 20% increase in outgoing post.**

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# I'M LIFESAVER READY



Ben, who joined the stem cell register in 2017.

- Staff have undertaken face-to-face training on GDPR and data security and are required to complete an updated online training module on an annual basis to make sure we are all upholding our responsibility to look after personal data. The project will be ongoing and we will continue to monitor our compliance beyond May 2018, as well as ensure that our future planning and communications are undertaken in a way that takes into account the new higher standards that the legislation requires.



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CASE STUDY:

# READY FOR A JOURNEY

## Svetlana volunteers her time and energy to support our work

### GIVING BACK

Svetlana Mintschenko, from Primrose Hill, began volunteering with Anthony Nolan after being introduced to another volunteer, Peter, by a friend. His enthusiasm was so contagious that Svetlana was inspired to look into volunteering herself.

After losing her husband to myeloma, a bone marrow cancer, and Parkinson's in 2014, Svetlana wanted to do something positive.

'Everyone who walks through the doors at Anthony Nolan is respected and valued. I walked through the doors almost four years ago and feel part of a family united around the goal of one day providing transplants for everyone who needs one. I'm the luckiest person alive.'

Svetlana volunteered to help send out kits to donors who applied online until July 2016, when she was ready to take on a new responsibility as a volunteer stem cell courier.

### FACING CHALLENGES

Svetlana has clocked up over 60 trips all over the world, collecting stem cells and transporting them under strict conditions to patients here in the UK who are ready for transplant. With a tight 72-hour window, the task is a challenge and Svetlana must be ready for any eventuality.

'Challenges often arise at the airport security checks. Different countries have different

regulations and some countries have more experience with blood stem cells and Credo boxes (containers protecting refrigerated medical material) than others.

'I try to see the problem from their point of view. Speaking the local language helps but sometimes not if the security officials have never seen a Credo box or blood stem cells before!

'I have learnt to remain calm, consciously control my body language and tone of voice, answer all questions and patiently explain. This is not always as easy as it sounds, especially when my flight leaves in 45 minutes!'

### EMOTIONAL MEETINGS

'I had just successfully passed through security at Heathrow on my way to Glasgow when I was tapped on the shoulder by a beaming young man with a beaming young lady beside him. "I think I might be in that box! I know you aren't allowed to say anything and I'm not asking you to say anything, but I donated for Anthony Nolan yesterday here in London. I think you have me in that box!"

'We beamed at each other and had our photo taken together and went our separate ways. We won't forget each other.'

This isn't the only time Svetlana has discovered that you're never too far away from someone affected by blood cancer or blood disorders.

'Exhausted on a two-hour train journey after flight delays, I was opposite a very quiet man with my Credo box on the table between us. Suddenly, with 15 minutes before we arrive at the final stop, he says, "You know, I'm five years into my stem cell transplant and look, here's a photo of our one-year-old baby. We had him with IVF. How can I, how can we, ever thank you enough for what you are doing?"'

### DONOR VISITING

As well as being a volunteer courier, Svetlana also volunteers as a Donor Visitor. She turns up in hospital with a goody bag for donors, and chats to them for support, reassuring them that what they're doing is going to change lives.

'It is always a privilege to meet donors. Every donor is different but they are all performing a selfless act to save the life of an unknown recipient. Meeting donors puts all my personal niggles and problems into perspective. It grounds me.

'I remember visiting a tough policeman who dissolved into tears when we started talking about his unknown recipient and how this was their last chance at life. All donors are aware of the enormity of the transplant process, and they're quietly proud of what they are doing.'

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# VOLUNTEERS

**Volunteers and supporters are the lifeblood of Anthony Nolan. Selfless with their time and generous with their contributions, they are influential in shaping the face of the organisation, and we couldn't do what we do without them.**

From tireless couriers and passionate school speakers, to our lifesaving donors and all the people who lead community events, we are very fortunate to have such a committed group of people helping us achieve our strategic aims to improve outcomes and quality of life for our patients, and to deliver excellence, efficiency and transparency in our work.

Volunteer Managers are in place across the organisation to identify training and support needs, and ensure our volunteers are recognised as a key part of our workforce. Our volunteers also have a dedicated Safeguarding Lead to apply our Safeguarding Policy and identify and address potential risk areas.

## **VOLUNTEERING ROLES AT ANTHONY NOLAN:**

- Peer Support Volunteer
- Online Community Champion
- Patient and Families Panel
- Young Ambassador
- Office Volunteer
- Laboratory Assistant
- Laboratory Administrator
- Marrow Student Volunteer
- Donor Recruitment Event Volunteer
- Schools Volunteer Presenter (our Hero Project Speakers)
- Volunteer Courier
- Donor Visitor
- Phenotype Project Volunteer
- Fundraising Volunteer, including challenge events and community fundraisers

# 40

**Our Volunteer Courier Team, who collect and deliver stem cells from around the world, won Volunteering Team of the Year at the Third Sector Awards. In March 2018, we had 40 trained volunteers who were ready to undertake these lifesaving journeys.**



A Hero Project presentation being delivered in one of our Lifesaving Schools as part of our Education Programme.



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# GETTING READY FOR THE FUTURE

We are very proud of the progress we have made so far towards the achievement of our 2015-2018 organisational strategy, *Saving Lives: Achieving More*. In 2018/19 we will deliver an ambitious programme of work that will maximise our impact and help to ensure even more lives are saved and improved.

In this final year of our current strategy, we will also turn our attention to the next stage of Anthony Nolan's journey. We have always been a pioneering organisation, undaunted by the challenges ahead and with an unswerving commitment to do and achieve more in pursuit of our enduring vision.

## IMPROVING OUR FOUNDATIONS

In parallel to defining our ambition for the years ahead, we will invest to further strengthen our foundations to have a positive impact on more lives. In 2018/19 we will:

### STRENGTHEN OUR INFRASTRUCTURE BY

- Developing typing protocols for new genetic markers, to ensure more patients can access the best possible match.
- Investing in technology and replacing legacy systems with more agile and robust systems.
- Improving the quality of data and insight to continue our digital journey.
- Developing a property strategy that meets our long-term needs.
- Updating our Bioinformatics infrastructure to utilise new technologies.

### BUILD OUR CAPACITY AND CAPABILITY BY

- Mapping, reviewing and improving core business processes to ensure they are fit-for-purpose, streamlined and future-proof.
- Launching a new Learning and Development programme so our staff have the right skills and knowledge to do their jobs well.
- Launching a comprehensive strategy that recognises and promotes the vital contribution volunteers make to our cause.
- Implementing a new organisational structure in our Laboratories to increase quality, efficiency and operational effectiveness.

### FOCUSING ON OUR FUTURE 2019-2022

We will also develop our new organisational strategy, which will set out how Anthony Nolan will respond to the challenges and opportunities presented by a dynamic operating environment.

With novel treatments for blood cancers and blood disorders in the pipeline, stem cell transplantation becoming a viable treatment option for ever more patients, and new technologies that can drive efficiency and effectiveness, we

will consider how best to leverage our expertise, influence and infrastructure to deliver more – and better – for patients. We will explore and define our role and goals in three overarching areas:

### **1. STRENGTHENING OUR WORK TO MEET THE NEEDS OF PATIENTS**

In a context where almost half of patients who receive a stem cell transplant do not survive more than five years, and too many patients still do not receive the support they need after transplant, we will continue to prioritize and invest in areas that will have the biggest impact on patient outcomes, including survival and quality of life.

This will demand a multi-faceted approach to explore opportunities for continuous improvement through the whole patient journey, including:

- Executing targeted donor recruitment and support strategies to increase the availability of motivated donors for all patients in need.
- Providing the best possible match, informed by the latest research findings.
- Ensuring access to high-quality patient support services.
- Research that sheds more light on the complex factors that contribute to a successful stem cell transplant.

### **2. DEVELOPING OUR RESEARCH AGENDA TO DRIVE IMPROVED PATIENT OUTCOMES**

The research field is changing rapidly, not least with the emergence of potentially practice-changing novel treatments for blood cancers and disorders. Alongside this, stem cell transplantation is becoming a viable treatment option for a wider range of patients with a broader array of conditions. And, propelled by Anthony Nolan's pioneering and unique research, we are learning ever more about the myriad factors that contribute to a successful transplant.

In this dynamic environment, we will develop our research strategy and portfolio to ensure we leverage our infrastructure,

capabilities and reputation to drive patient outcomes. This will include:

- Building the evidence base on what constitutes the best possible patient/donor match.
- Translating this knowledge into clinical practice.
- Identifying the big unanswered research questions through the whole transplant journey.
- Determining where and how our expertise can best be deployed to improve patient outcomes.

### **3. INNOVATING TO ADDRESS NEW DEVELOPMENTS IN CELLULAR THERAPY**

Throughout Anthony Nolan's 40-year history, we have seized opportunities to innovate in pursuit of our enduring vision to save and improve lives. By investing in pioneering Third Generation Sequencing (TGS) technology, supporting the global transplant community and establishing new patient-focused services, we have set the agenda and pushed the field forward. In a fast-moving environment, we will continue to strive to harness opportunities to do things differently where this will have a positive impact on patients.

We will explore how we can best deploy our knowledge and infrastructure to accelerate and facilitate delivery of new therapies to save and improve more lives, including:

- Using our world-class expertise in immunogenetics and bioinformatics.
- Sharing our experience of patient and donor coordination.
- Deploying our deep knowledge of supply chains and regulatory compliance.
- Assessing opportunities to generate additional income that can be invested in our lifesaving cause.

As we define our strategic framework, we will engage with all those who have a stake in our future – including staff, patients and the clinical community.

Together, we will set a renewed ambition that will make sure we are ready and prepared to continue our journey.

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# THE FINANCIAL REVIEW

**We are pleased to report a year of stable financial performance which has enabled us to grow reserves whilst maintaining the level of investment in charitable activities. This has enabled us to facilitate even more transplants in the year than in prior years, add over 61,500 potential donors to our register and add a further 1,101 cords collected. In addition we continue to invest more in our patient services and research work, all of which further supports our aims of improving patient outcomes and saving more lives.**

A surplus of £2.7m has been achieved in the year and free reserves grew from £5.2m to £8.7m.

## **INCOME AND EXPENDITURE**

Income totalled £51.7m, an increase in the year of £0.4m (0.8%). Donor provision fees continued to be the main source of income for the charity, raising £40.6m (2016/17: £38.1m). Donor provisions increased both domestically and for export purposes, gross voluntary income reduced to £10.2m from £11.8m, net voluntary income grew to £6.5m from £5.2m as we refocused on fundraising activities which continue to provide a higher return on investment. We raised a further £446,000 from fundraising activities through our trading subsidiary Anthony Nolan Trading Limited, making the total fundraising income £10.6m. In total our trading subsidiary generated operating profits of £60,000, all of which was distributed to the charity in the year.

Total expenditure was £49.0m, a reduction of £0.3m (0.6%) from the previous year. The reduction in expenditure to raise donations and legacies to £3.7m (2016/17:

£6.6m) was following the decision of Trustees to cease investment in door to door fundraising. Expenditure on charitable activities increased to £45.0m (2016/17: £42.4m). Within charitable activities, £38.0m was spent on donor provision giving a chance of life to 1,396 patients. £4.0m was spent on research, of which £1.6m was funded through grants and the remainder from net voluntary income. We spent a further £2.9m on education and awareness events that support our donor recruitment, campaigning and fundraising activities.

Included in total expenditure are support costs of £8.4m (2016/17: £8.3m) equating to 16.2% of income.

## **RESERVES POLICY**

Anthony Nolan's policy with regard to reserves is to make suitable investment in the ongoing development of the charity, while maintaining adequate funds to deal with current and medium-term needs and having the necessary provision to deal with unforeseen circumstances. The Trustees have determined that the optimal level for free reserves is between £6m

and £9m, that in the medium term, free reserves should be managed to reach this level to deal with the following:

- Requirements for a reasonable level of working capital, taking into account our growth.
- Period of time required to downsize the charity operations if necessary, to respond to any downturn in income streams or reduced demand for donors.
- Period of time to re-establish income streams.

Free reserves at year end amounted to £8.7m compared to £5.2m in the previous year. This is within optimal range under the current reserves policy. Trustees continue to work with the Strategic Leadership Team to review our reserves regularly. Designated funds increased to £1.4m from £1.25m to set aside additional funds for specific projects.

#### DESIGNATED FUNDS:

Funds to be spent in the next 12-18 months are designated for:

- Enriching the register – £186,000 remains designated for typing more potential donors at a higher resolution. This in turn will provide more patients with the chance of finding a better match.
- Digital and technology – £98,000 remains designated for specific technology projects. This is aligned with a new technology strategy recognising the need to invest more in digital and technology to improve systems and processes and ensure delivery of excellent customer service.
- Raising awareness – £350,000 has been designated for important awareness work that further supports our key charitable and fundraising activities. To achieve a significant increase in public prompted awareness there is a need to invest longer term and dedicate future resources to this work. Awareness is key to work in developing the register, raising funds and supporting campaigns.

- Innovation fund – £300,000 has been designated to fund new income generating activities.
- Property fund – £500,000 was designated for future use in relation to the charity's property. This aligns with a wider property strategy being developed to support the future growth of the charity and to build up a property fund.

The appropriate level of reserves of the charity will continue to be reviewed regularly

#### AUDITOR


RSM UK Audit LLP has indicated its willingness to continue in office.

#### STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITOR

The Trustees who were in office on the date of approval of these financial statements have confirmed as far as they are aware, there is no relevant audit information of which the auditor is unaware. Each Trustee has confirmed that they have taken all the steps that they ought to have taken in order to make themselves aware of any relevant audit information, and to establish that it has been communicated to the auditor.

#### FUNDS HELD AS CUSTODIAN

Although the charity maintains restricted funds to deal with incoming resources that are earmarked for a particular purpose by donors, sponsors, and other funds, Anthony Nolan does not currently hold, and the Trustees do not intend that it will in the future hold, any funds as custodian for any third party. The Trustees' Annual Report is approved by order of the Board of Trustees and the Strategic Report (included therein) is approved by the Board of Trustees in their capacity as the directors at a meeting on 17/7/18 and signed on their behalf by:

  
Date: 17/7/18

Ian Krieger  
Chair

# INDEPENDENT AUDITORS' REPORT TO THE TRUSTEES AND MEMBERS OF ANTHONY NOLAN

## OPINION

We have audited the financial statements of Anthony Nolan (the 'parent charitable company') and its subsidiary (the 'group') for the year ended 31 March 2018 which comprise the Consolidated and Parent Charitable Company Statements of Financial Activities, the Consolidated and Parent Charitable Company Balance Sheets, the Consolidated and Parent Charitable Company Cash Flow Statements and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

## IN OUR OPINION THE FINANCIAL STATEMENTS:

- give a true and fair view of the state of the group's and the parent charitable company's affairs as at 31 March 2018; and of the group's and the parent charitable company's incoming resources and application of resources, including their income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the Companies Act 2006, the Charities and

Trustee Investment (Scotland) Act 2005 and regulations 6 and 8 of the Charities Accounts (Scotland) Regulations 2006 (as amended).

## BASIS FOR OPINION

We have been appointed auditor under section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and under the Companies Act 2006 and report in accordance with regulations made under those Acts.

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the group and parent charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## CONCLUSIONS RELATING TO GOING CONCERN

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

- the trustees' use of the going concern basis of accounting in

the preparation of the financial statements is not appropriate; or

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

## OTHER INFORMATION

The trustees are responsible for the other information. The other information comprises the information included in the Trustees' Report other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion 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 such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in 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 in this regard.

#### **OPINIONS ON OTHER MATTER PRESCRIBED BY THE COMPANIES ACT 2006**

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Trustees' Report and the incorporated Strategic Report prepared for the purposes of company law for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Trustees' Report and the incorporated Strategic Report have been prepared in accordance with applicable legal requirements.

#### **MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION**

In the light of the knowledge and understanding of the group and the parent charitable company and their environment obtained in the course of the audit, we have not identified material misstatements in the Trustees' Report and the incorporated Strategic Report.

We have nothing to report in respect of the following matters where the Companies Act 2006 and the Charities Accounts (Scotland) Regulations 2006 (as amended) require us to report to you if, in our opinion:

- the parent charitable company has not kept proper and adequate accounting records, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent charitable company financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of trustees' remuneration specified by law are not made; or

- we have not received all the information and explanations we require for our audit.

#### **RESPONSIBILITIES OF TRUSTEES**

As explained more fully in the Statement of Trustees' responsibilities set out on page 16 the trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view and for such internal control as the trustees 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 group's and parent 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 group or parent charitable company or to cease operations, or have no realistic alternative but to do so.

#### **AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS**

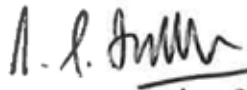
Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee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

A further description of our responsibilities for the audit of the financial statements is located on

the Financial Reporting Council's website at <http://www.frc.org.uk/auditorsresponsibilities>. This description forms part of our auditor's report.

#### **USE OF OUR REPORT**

This report is made exclusively to the members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006, and to the charitable company's trustees, as a body, in accordance with section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and regulation 10 of the Charities Accounts (Scotland) Regulations 2006 (as amended). Our audit work has been undertaken so that we might state to the members and the charitable company's trustees those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company, its members as a body, and its trustees as a body, for our audit work, for this report, or for the opinions we have formed.

  
Date: 25 July 2018

NICHOLAS SLADDEN  
(Senior Statutory Auditor)

For and on behalf of RSM UK  
AUDIT LLP, Statutory Auditor

Chartered Accountants  
25 Farringdon Street  
London  
EC4A 4AB

RSM UK AUDIT LLP is eligible  
to act as an auditor in terms  
of section 1212 of the Companies  
Act 2006

**CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES**

(Including Consolidated Income and Expenditure Account) for the year ended 31 March 2018

	Notes	Unrestricted Funds £'000	Restricted Funds £'000	TOTAL 2018 £'000	Unrestricted Funds £'000	Restricted Funds £'000	TOTAL 2017 £'000
<b>INCOME FROM:</b>							
<b>Donations and legacies</b>	2	9,799	410	<b>10,209</b>	10,871	939	11,810
<b>CHARITABLE ACTIVITIES</b>							
Donor provision	5	40,615	24	<b>40,639</b>	38,045	22	38,067
Research	6	102	211	<b>313</b>	24	697	721
<b>Other trading activities</b>	3	446	-	<b>446</b>	515	-	515
<b>Investments</b>	4	99	-	<b>99</b>	93	-	93
<b>Other</b>	7	41	-	<b>41</b>	129	-	129
<b>TOTAL INCOME</b>		51,102	645	<b>51,747</b>	49,677	1,658	51,335
<b>EXPENDITURE ON:</b>							
<b>Raising funds:</b>							
Expenditure on raising donations and legacies	8	3,706	-	<b>3,706</b>	6,633	-	6,633
Expenditure on other trading activities	3,8	298	-	<b>298</b>	294	-	294
<b>Charitable activities:</b>							
Donor provision	8	37,669	366	<b>38,035</b>	37,173	523	37,696
Education and awareness	8	2,919	-	<b>2,919</b>	2,305	-	2,305
Research	8	3,765	279	<b>4,044</b>	2,132	275	2,407
<b>TOTAL EXPENDITURE</b>		48,357	645	<b>49,002</b>	48,537	798	49,335
<b>NET INCOME</b>		2,745	-	<b>2,745</b>	1,140	860	2,000
<b>TRANSFERS BETWEEN FUNDS</b>	23	206	(206)	<b>-</b>	433	(433)	<b>-</b>
<b>NET MOVEMENTS IN FUNDS</b>		2,951	(206)	<b>2,745</b>	1,573	427	2,000
<b>RECONCILIATION OF FUNDS</b>							
Total funds brought forward	23	10,702	895	<b>11,597</b>	9,129	468	9,597
<b>TOTAL FUNDS CARRIED FORWARD</b>	23	13,653	689	<b>14,342</b>	10,702	895	11,597



**PARENT CHARITY ONLY STATEMENT OF FINANCIAL ACTIVITIES**

(including Parent Charity Only Income and Expenditure Account) for the year ended 31 March 2018

	Notes	Unrestricted Funds £'000	Restricted Funds £'000	TOTAL 2018 £'000	Unrestricted Funds £'000	Restricted Funds £'000	TOTAL 2017 £'000
<b>INCOME FROM:</b>							
<b>Donations and legacies</b>	2	9,799	410	<b>10,209</b>	10,871	939	11,810
<b>CHARITABLE ACTIVITIES</b>							
Donor provision	5	40,615	24	<b>40,639</b>	38,045	22	38,067
Research	6	102	211	<b>313</b>	24	697	721
<b>Investments</b>	4	158	-	<b>158</b>	231	-	231
<b>Other</b>	7	130	-	<b>130</b>	212	-	212
<b>TOTAL INCOME</b>		50,804	645	<b>51,449</b>	49,383	1,658	51,041
<b>EXPENDITURE ON:</b>							
<b>Raising funds</b>							
Expenditure on raising donations and legacies	8	3,706	-	<b>3,706</b>	6,633	-	6,633
<b>Charitable activities:</b>							
Donor provision	8	37,669	366	<b>38,035</b>	37,173	523	37,696
Education and awareness	8	2,919	-	<b>2,919</b>	2,305	-	2,305
Research	8	3,765	279	<b>4,044</b>	2,132	275	2,407
<b>TOTAL EXPENDITURE</b>		48,059	645	<b>48,704</b>	48,243	798	49,041
<b>NET INCOME</b>		2,745	-	<b>2,745</b>	1,140	860	2,000
<b>TRANSFERS BETWEEN FUNDS</b>	23	206	(206)	-	433	(433)	-
<b>NET MOVEMENTS IN FUNDS</b>		2,951	(206)	<b>2,745</b>	1,573	427	2,000
<b>RECONCILIATION OF FUNDS</b>							
Total funds brought forward	23	10,642	895	<b>11,537</b>	9,069	468	9,537
<b>TOTAL FUNDS CARRIED FORWARD</b>	23	13,593	689	<b>14,282</b>	10,642	895	11,537

**CONSOLIDATED & CHARITY BALANCE SHEETS**

As at 31 March 2018

COMPANY NUMBER: 02379280 CHARITY NUMBER: 803716 CHARITY NUMBER (SCOTLAND): SCO38827

	Notes	Group 2018 £'000	Group 2017 £'000	Charity 2018 £'000	Charity 2017 £'000
<b>FIXED ASSETS</b>					
Tangible assets	13	<b>3,493</b>	4,199	<b>3,493</b>	4,199
		<b>3,493</b>	4,199	<b>3,493</b>	4,199
<b>CURRENT ASSETS</b>					
Stocks	14	<b>553</b>	630	<b>553</b>	630
Debtors	15	<b>9,006</b>	7,993	<b>9,192</b>	7,996
Cash at bank and in hand	16	<b>10,166</b>	6,760	<b>9,773</b>	6,546
		<b>19,725</b>	15,383	<b>19,518</b>	15,172
<b>LIABILITIES</b>					
Creditors: amounts falling due within one year	17	<b>7,309</b>	7,617	<b>7,162</b>	7,466
		<b>12,416</b>	7,766	<b>12,356</b>	7,706
<b>NET CURRENT ASSETS</b>					
		<b>12,416</b>	7,766	<b>12,356</b>	7,706
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>					
		<b>15,909</b>	11,965	<b>15,849</b>	11,905
Creditors: amounts falling due after one year	18	<b>999</b>	-	<b>999</b>	-
Provisions for liabilities	21	<b>568</b>	368	<b>568</b>	368
		<b>14,342</b>	11,597	<b>14,282</b>	11,537
<b>NET ASSETS</b>					
		<b>14,342</b>	11,597	<b>14,282</b>	11,537
<b>THE FUNDS OF THE GROUP &amp; THE CHARITY</b>					
Restricted income funds	23	<b>689</b>	895	<b>689</b>	895
<b>UNRESTRICTED INCOME FUNDS</b>					
General Fund	23	<b>12,219</b>	9,452	<b>12,159</b>	9,392
Designated funds	23	<b>1,434</b>	1,250	<b>1,434</b>	1,250
		<b>14,342</b>	11,597	<b>14,282</b>	11,537
<b>TOTAL GROUP &amp; CHARITY FUNDS</b>					
	23-24	<b>14,342</b>	11,597	<b>14,282</b>	11,537

The financial statements on pages 64 to 91 were approved by the trustees and authorised for issue on 17/7/18 and are signed on their behalf by



Chair  
Ian Krieger

**CONSOLIDATED & CHARITY STATEMENTS OF CASH FLOW**

For the year ended 31 March 2018

COMPANY NUMBER: 02379280 CHARITY NUMBER: 803716 CHARITY NUMBER (SCOTLAND): SCO38827

	Group 2018	Group 2017	Charity 2018	Charity 2017
	£'000	£'000	£'000	£'000
<b>RECONCILIATION OF NET INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES</b>				
<b>Net income for the reporting period</b>	<b>2,745</b>	2,000	<b>2,745</b>	2,000
Adjustments for:				
Depreciation	<b>1,218</b>	1,596	<b>1,218</b>	1,596
Impairment loss	-	<b>595</b>	-	<b>595</b>
Tangible fixed assets written off	<b>13</b>	-	<b>13</b>	-
Interest and rents from investments	<b>(99)</b>	(93)	<b>(158)</b>	(231)
Decrease in stocks	<b>77</b>	209	<b>77</b>	209
Increase in debtors	<b>(1,013)</b>	(521)	<b>(1,196)</b>	(441)
Increase/(decrease) in creditors	<b>691</b>	(1,582)	<b>695</b>	(1,655)
Increase/(decrease) in provisions	<b>200</b>	-	<b>200</b>	-
Net cash provided by operating activities	<b>3,832</b>	2,204	<b>3,594</b>	2,063
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>				
Interest and rents etc. from investments	<b>99</b>	93	158	231
Purchase of property, plant and equipment	<b>(525)</b>	(283)	<b>(525)</b>	(283)
Net cash used in investing activities:	<b>(426)</b>	(190)	<b>(367)</b>	(52)
<b>INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>3,406</b>	2,014	<b>3,227</b>	2,011
<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF PERIOD</b>	<b>6,760</b>	4,746	<b>6,546</b>	4,535
<b>CASH AND CASH EQUIVALENTS AT THE END OF PERIOD</b>	<b>10,166</b>	6,760	<b>9,773</b>	6,546

The changes in cash and cash equivalents due to exchange rate movements in a year were £43k decrease (2017: £94k increase).

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2018

### 1 ACCOUNTING POLICIES

The principal accounting policies adopted, judgements and key sources of estimation uncertainty in the preparation of the financial statements are as follows:

#### A) BASIS OF ACCOUNTING

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); the Companies Act 2006, The Charities Act 2011 and the Charities and Trustee Investment (Scotland) Act 2005 and the Charities Accounts (Scotland) Regulations 2006. The reporting currency is pound sterling.

Anthony Nolan 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 note(s).

#### B) BASIS OF CONSOLIDATION

The consolidated accounts incorporate the result of Anthony Nolan and its wholly owned subsidiary undertaking, Anthony Nolan Trading Limited, on a line by line basis. The consolidated entity is referred to as 'the group'.

#### C) GOING CONCERN

The Trustees have reviewed the group's and the charity's forecasts and projections covering a period that exceeds twelve months from the date of signing these financial statements, and based on the level of existing cash and estimated levels of income and expenditure, the trustees are satisfied that the charity has adequate resources to continue in operation for the foreseeable future. Accordingly, the going concern basis has been used in preparing these financial statements. Trustees have also considered there are no material uncertainties in the operating environment.

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2018

### D) INCOME

Income is recognised when the charity has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably. Donations are accounted for when either receivable or there is sufficient evidence to suggest that it is probable and there is entitlement to the income. Donations are stated gross of any attributable tax recoverable. Income from government and other grants are recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received and the amount can be measured reliably, except sponsorship from events which is recognised when the event takes place. Donations and grants given for specific purposes are treated as restricted income.

Income from legacies is recognised when probate is granted and there is sufficient information to value them. Reversionary interest involving a life tenant is not recognised.

Income in respect of payments for transplants and other similar services derives from the amounts charged in respect of the search for matching tissue types and the arrangement of the transplants, and is accounted for when receivable as income from charitable activities.

Rental income on assets leased under operating leases is recognised on a straight line basis over a lease term and is presented within the investment income.

### E) EXPENDITURE AND ALLOCATION OF SUPPORT AND GOVERNANCE COSTS

All expenditure is accounted for on an accruals basis inclusive of any irrecoverable Value Added Tax. Expenditure on charitable activities includes grants payable to other institutions and individuals. Where costs cannot be directly attributed, they are allocated to categories on a basis consistent with the budgeted use of the resources concerned and in proportions based upon a suitable ratio applicable to the nature of the cost involved. The basis of allocation of support and governance costs is analysed in Note 10.

Grant to third parties are charged in the year when an award is approved by the relevant award panel and the commitment is communicated to the recipient, except in cases where the offer is conditional. Such grants are recognised as expenditure when conditions are fulfilled.

The cost of volunteers' time is not accounted for as this cannot be measured reliably.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2018

## 1 ACCOUNTING POLICIES (CONTINUED)

### F) FOREIGN CURRENCIES

Transactions denominated in foreign currencies are recorded using the rate of exchange ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated using the rate of exchange ruling at the balance sheet date. All exchange gains or losses are included in the statement of financial activities in the period to which they relate.

### G) FINANCIAL INSTRUMENTS

#### Basic financial instruments

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

### H) RESEARCH AND DEVELOPMENT EXPENDITURE

Expenditure on research and development is written off to the Statement of Financial Activities in the period in which it is incurred.

### I) TANGIBLE FIXED ASSETS

All tangible assets purchased costing more than £1,000 that have a useful economic life that exceeds one year are capitalised and classified as fixed assets, the exception being computer equipment, which is all capitalised, even if the cost is lower than £1,000. Tangible fixed assets are stated at historical cost less depreciation. Depreciation is provided on all tangible fixed assets at rates calculated to write each asset down to its estimated residual value over its expected useful life, as follows:

Leasehold buildings	Over the life of the lease
Leasehold improvements, fixtures & fittings	Over 3 to 4 years
Office equipment (including computer equipment and software)	Over 3 to 5 years
Laboratory equipment	Over 3 to 5 years

### J) IMPAIRMENT OF FIXED ASSETS

An assessment is made at each reporting date of whether there are indications that a fixed asset may be impaired. Shortfalls between the carrying value of fixed assets and their recoverable amounts are recognised as impairment losses.

### K) STOCKS

Stocks are valued at the lower of cost and net realisable value. Stocks that have reached the expiry date are written off at the point of expiry.

### L) LEASED ASSETS AND OBLIGATIONS

Rentals payable under operating leases are charged to the Statement of Financial Activities on a straight line basis over the lease term.

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2018

### M) TAXATION

The company is a registered charity and as such its income and gains falling within Sections 471 to 489 of the Corporation Tax Act 2010 or Section 256 of the Taxation of Chargeable Gains Act 1992 are exempt from Corporation tax to the extent that they are applied to its charitable activities.

Costs are recorded gross of VAT but the group is able to reclaim a proportion of VAT paid, because of its trading activities, using the partial exemption method.

The subsidiary company distributes any taxable profits to the charity each year under Gift Aid.

### N) PENSION CONTRIBUTIONS

The group and the charity make contributions into defined contribution pension schemes on behalf of certain employees. The assets of the schemes are held separately from those of the group and the charity in independently administered funds. The amount charged to the Statement of Financial Activities in respect of pension costs is the total contributions payable for the year.

### O) FUND ACCOUNTING

The general fund comprises the accumulated surpluses of unrestricted incoming resources over resources expended, which are available for use in furtherance of the general objectives of the charity.

Designated funds are part of unrestricted funds which Trustees have earmarked for a particular project or use, without restricting or committing the funds legally. The designation may be cancelled by the trustees if they later decide that the charity should not proceed or continue with the use or project for which the funds were designated.

Restricted funds are funds subject to specific conditions imposed by funders. The purpose and use of the restricted funds are set out in the notes to the accounts. Amounts unspent at the period end are carried forward in the balance sheet. Where the specific conditions of the donation are met so the funds are no longer restricted in purpose or use, unspent amounts are transferred to the general fund.

Restricted income spend on fixed assets, such as laboratory equipment, is shown as a transfer to the unrestricted fund at the point of purchase, once the terms of the restriction have been met.

### P) PROVISIONS

Provision is made by the group and the charity for liabilities and charges arising from legal or constructive obligations that exist at the balance sheet date. The amount is calculated on the basis of the estimated cost to settle the present obligation or transfer it to a third party at that date. Consideration is given to the timing of the cash flows and to future events and uncertainties which may affect the amount required to settle the obligations.

In estimating the dilapidation costs relating to the leases of premises a provision is calculated in accordance with the amount per square foot. This is applied from the start of the lease and increased with the addition of new premises or according to the surveyor's estimates.

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2018

<b>2 DONATIONS AND LEGACIES INCOME</b>	<b>Unrestricted Funds</b>	<b>Restricted Funds</b>	<b>TOTAL 2018</b>	<b>TOTAL 2017</b>
	£'000	£'000	£'000	£'000
<b>Group &amp; Charity</b>				
Donations	9,307	405	<b>9,712</b>	10,397
Legacies	492	5	<b>497</b>	1,413
	<hr/> 9,799	<hr/> 410	<hr/> <b>10,209</b>	<hr/> 11,810

### 3 TRADING OPERATIONS & INVESTMENTS

The charity has one wholly owned subsidiary, Anthony Nolan Trading Limited ("ANTL"), a company registered in England & Wales (Company number 02511952, registered office: The Royal Free Hospital, Pond Street, London NW3 2QG). The charity acquired 99 ordinary shares of £1 each that were issued in ANTL at par upon incorporation. These shares are carried in the balance sheet at their original cost of £100.

The principal activity of ANTL is to carry on the trading operations of the group with a view to raising funds on behalf of the parent charity, which is achieved through the sale of merchandise, advertising, the organisation of fundraising events, and by exploiting intellectual property and other similar rights held by the parent charity. Annual financial statements for this subsidiary company are filed with the Registrar of Companies for England and Wales, and are publicly available.

At 31 March 2018, the value of ANTL's net assets was £61k (2017: £61k) matching the value of the shareholders' funds.

In the year ANTL made a turnover of £446k (2017: £515k) and interest income of £1k (2017: £2k), and expended £387k (2017: £377k), including a share of central costs payable to Anthony Nolan (Note 28), thereby generating operating profit of £60k (2017: £140k). The sum equivalent to the taxable profits was distributed to Anthony Nolan.

<b>4 INVESTMENT INCOME</b>	<b>Unrestricted Funds</b>	<b>Restricted Funds</b>	<b>TOTAL 2018</b>	<b>TOTAL 2017</b>
	£'000	£'000	£'000	£'000
<b>Group</b>				
Rent receivable under operating leases	82	-	<b>82</b>	80
Bank interest receivable on short term cash deposits	13	-	<b>13</b>	5
Royalty income receivable	4	-	<b>4</b>	8
	<hr/> 99	<hr/> -	<hr/> <b>99</b>	<hr/> 93
<b>Charity</b>				
Rent receivable under operating leases	82	-	<b>82</b>	80
Bank interest receivable on short term cash deposits	13	-	<b>13</b>	5
Royalty income receivable	3	-	<b>3</b>	6
Anthony Nolan Trading Ltd: Gift Aid distribution	60	-	<b>60</b>	140
	<hr/> 158	<hr/> -	<hr/> <b>158</b>	<hr/> 231



**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

<b>5 DONOR PROVISION INCOME</b>	<b>Unrestricted Funds</b>	<b>Restricted Funds</b>	<b>TOTAL 2018</b>	<b>TOTAL 2017</b>
	£'000	£'000	£'000	£'000
<b>Group &amp; Charity</b>				
Fees receivable for the provision of donors	39,580	24	<b>39,604</b>	37,033
Support income in relation to donor processing	1,035	-	<b>1,035</b>	1,034
	<u>40,615</u>	<u>24</u>	<u><b>40,639</b></u>	<u>38,067</u>
<b>6 RESEARCH INCOME</b>	<b>Unrestricted Funds</b>	<b>Restricted Funds</b>	<b>TOTAL 2018</b>	<b>TOTAL 2017</b>
	£'000	£'000	£'000	£'000
<b>Group &amp; Charity</b>				
Grant income receivable	<u>102</u>	<u>211</u>	<u><b>313</b></u>	<u>721</u>
<b>7 OTHER INCOME</b>	<b>Unrestricted Funds</b>	<b>Restricted Funds</b>	<b>TOTAL 2018</b>	<b>TOTAL 2017</b>
	£'000	£'000	£'000	£'000
<b>Group</b>				
Other income	41	-	<b>41</b>	-
Insurance receipts	-	-	-	129
	<u>41</u>	<u>-</u>	<u><b>41</b></u>	<u>129</u>
<b>Charity</b>				
Anthony Nolan Trading Ltd: recharge of costs	89	-	<b>89</b>	83
Other income	41	-	<b>41</b>	-
Insurance receipts	-	-	-	129
	<u>130</u>	<u>-</u>	<u><b>130</b></u>	<u>212</u>

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

**8 ANALYSIS OF EXPENDITURE**

	Activities undertaken directly		Grant funding of activities	Support costs (note 10)		Total Costs
	Staff costs	Other costs		Staff costs	Other costs	
	£'000	£'000		£'000	£'000	
<b>GROUP</b>						
<b>2017/2018</b>						
Expenditure on:						
Raising funds						
Expenditure on raising donations and legacies	1,243	1,486	-	394	583	<b>3,706</b>
Expenditure on other trading activities	-	298	-	-	-	<b>298</b>
Charitable activities:						
Donor Provision	6,612	25,604	57	2,548	3,214	<b>38,035</b>
Education and awareness	1,373	608	-	373	565	<b>2,919</b>
Research	1,211	486	1,597	312	438	<b>4,044</b>
<b>Total expenditure</b>	<b>10,439</b>	<b>28,482</b>	<b>1,654</b>	<b>3,627</b>	<b>4,800</b>	<b>49,002</b>
<b>2016/2017</b>						
Expenditure on:						
Raising funds						
Expenditure on raising donations and legacies	1,244	4,300	-	443	646	6,633
Expenditure on other trading activities	-	294	-	-	-	294
Charitable activities:						
Donor Provision	6,363	25,543	31	2,351	3,408	37,696
Education and awareness	1,052	504	-	284	465	2,305
Research	1,190	536	3	256	422	2,407
<b>Total expenditure</b>	<b>9,849</b>	<b>31,177</b>	<b>34</b>	<b>3,334</b>	<b>4,941</b>	<b>49,335</b>

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

	Activities undertaken directly		Grant funding of activities	Support costs (note 10)		Total Costs
	Staff costs	Other costs		Staff costs	Other costs	
	£'000	£'000		£'000	£'000	
<b>CHARITY</b>						
<b>2017/2018</b>						
Expenditure on:						
Raising funds	1,243	1,486	-	394	583	<b>3,706</b>
Charitable activities:						
Donor Provision	6,612	25,604	57	2,548	3,214	<b>38,035</b>
Education and awareness	1,373	608	-	373	565	<b>2,919</b>
Research	1,211	486	1,597	312	438	<b>4,044</b>
<b>Total expenditure</b>	<b>10,439</b>	<b>28,184</b>	<b>1,654</b>	<b>3,627</b>	<b>4,800</b>	<b>48,704</b>
<b>2016/2017</b>						
Expenditure on:						
Raising funds	1,244	4,300	-	443	646	<b>6,633</b>
Charitable activities:						
Donor Provision	6,363	25,543	31	2,351	3,408	<b>37,696</b>
Education and awareness	1,052	504	-	284	465	<b>2,305</b>
Research	1,190	536	3	256	422	<b>2,407</b>
<b>Total expenditure</b>	<b>9,849</b>	<b>30,883</b>	<b>34</b>	<b>3,334</b>	<b>4,941</b>	<b>49,041</b>

The amount of irrecoverable VAT included in the group expenditure is £1,064k (2017: £1,393k).

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

**9 ANALYSIS OF GRANTS**

	Grants to institutions	Grants to individuals	Support costs	TOTAL
	£'000	£'000	£'000	£'000
<b>Group &amp; Charity</b>				
<b>2017/2018</b>				
<b>Charitable activities:</b>				
Donor Provision	16	41	12	<b>69</b>
Research	1,597	-	12	<b>1,609</b>
	<u>1,613</u>	<u>41</u>	<u>24</u>	<u>1,678</u>
<b>2016/2017</b>				
<b>Charitable activities:</b>				
Donor Provision	-	31	5	<b>36</b>
Research	3	-	-	<b>3</b>
	<u>3</u>	<u>31</u>	<u>5</u>	<u>39</u>

During the 2017/2018 financial year £1,597k grant was awarded to the University of Birmingham for the development, approval and delivery of a portfolio of clinical trials in the field of stem cell transplantation (IMPACT). This research project is to run until 31 December 2020.

£16k (2017: £0k) was given in the year to African-Caribbean Leukaemia Trust to recruit BAME donors.

During the 2017/2018 financial year £41k (2017: £31k) worth of grants were given to individuals. £27k (2017: £18k) was given to 158 patients to help with the costs of lifestyle changes caused by treatment. £14k (2017: £13k) was given to 12 Marrow student and other support and recruitment groups.

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

<b>10 ANALYSIS OF SUPPORT COSTS</b>	<b>Facilities</b>	<b>Finance &amp; Management</b>	<b>Human Resources</b>	<b>IT</b>	<b>Governance</b>	<b>TOTAL</b>
	£'000	£'000	£'000	£'000	£'000	£'000
<b>Group &amp; Charity</b>						
<b>2017/2018</b>						
Expenditure on:						
Raising funds	236	157	121	420	43	<b>977</b>
Charitable activities:						
Donor Provision	1,254	1,360	643	2,238	267	<b>5,762</b>
Education and awareness	198	109	101	352	178	<b>938</b>
Research	175	141	90	312	32	<b>750</b>
<b>Total support costs</b>	<b>1,863</b>	<b>1,767</b>	<b>955</b>	<b>3,322</b>	<b>520</b>	<b>8,427</b>
<b>2016/2017</b>						
Expenditure on:						
Raising funds	200	266	134	452	37	<b>1,089</b>
Charitable activities:						
Donor Provision	1,051	1,442	706	2,367	193	<b>5,759</b>
Education and awareness	156	107	105	352	29	<b>749</b>
Research	142	95	95	320	26	<b>678</b>
<b>Total support costs</b>	<b>1,549</b>	<b>1,910</b>	<b>1,040</b>	<b>3,491</b>	<b>285</b>	<b>8,275</b>

**BASIS OF THE ALLOCATION OF EXPENDITURE**

Where appropriate, expenditure, including depreciation, is allocated directly to the activity to which that expenditure relates.

Expenditure which does not relate directly to an activity but are incurred to enable activities to occur are classified as support costs.

- Finance & management costs relating to governance are estimated based on the time and resources incurred on governance activities.
- Other finance costs are apportioned in proportion to total direct expenditure incurred per activity.
- All other support costs are apportioned in accordance with the average full time equivalent number of staff directly employed in that activity during the financial year.
- During 2017/2018 £252k (2017: £0k) was expended to update processes and procedures to comply with General Data Protection Regulation (GDPR). These costs form part of the Governance costs.

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2018

### 11 STAFF COSTS

The charity considers its key management personnel, as defined by FRS 102, to comprise the Trustees, the Chief Executive Officer and the members of its Strategic Leadership Team. All Trustees give their time freely and no one receives remuneration.

The average monthly number of persons employed by the group during the year (excluding Trustees) was:	2018 No.	2017 No.
Charitable activities:		
Donor provision	214	207
Education and awareness	31	26
Research	27	23
Raising funds	34	39
	<b>306</b>	295
	£'000	£'000
Staff costs for the above:		
Wages and salaries	10,771	10,026
Social security costs	1,142	1,020
Pension costs	360	339
Staff restructuring costs	34	55
	<b>12,307</b>	11,440
	£'000	£'000
Staff costs are allocated in the group's financial statements as follows:		
Donor provision	9,160	8,714
Education and awareness	1,746	1,336
Research	1,523	1,446
Raising funds	1,637	1,687
	<b>14,066</b>	13,183

Included in the allocated staff costs (note 8), in addition to payroll costs are the costs of funding academic positions of £93k (2017: £137k); staff benefit costs of £110k (2017: £245k); NHS secondment and other similar costs of £1,446k (2017: £1,327k) and £109k (2017: £34k) other staff costs including training and staff holiday accrual.

Remuneration and benefits received in the year by key management personnel were £973k (2017: £900k).

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2018

	<b>2018 N8.</b>	<b>2017 No.</b>
The number of employees whose emoluments for the year fell within the following ranges was:		
£60,001 to £70,000	4	1
£70,001 to £80,000	1	1
£80,001 to £90,000	3	4
£90,001 to £100,000	2	2
£100,001 to £110,000	1	-
£110,001 to £120,000	-	1
£120,001 to £130,000	1	-
£130,001 to £140,000	1	1

The group made contributions to money purchase pension schemes on behalf of all employees whose emoluments exceeded £60,000, and the total contributions payable during the year amounted to £67k (2017: £51k).

During 2017/2018 no staff costs were capitalised (2017: £13k).

Amount of expenses claimed by Trustees was £298 (2017: £0).

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

<b>12 OTHER COSTS</b>	<b>2018</b>	<b>2017</b>
	£'000	£'000
Net movement in funds is stated after charging:		
Depreciation and amounts written off fixed assets:	<b>1,231</b>	2,190
Charge for the year – owned assets	<b>1,218</b>	1,596
Impairment loss and write offs	<b>13</b>	595
Stock: amounts expensed during the year	<b>2,466</b>	3,096
Research and development expenditure	<b>3,294</b>	1,729
Operating lease rentals:		
Land and buildings	<b>442</b>	419
Plant and machinery	<b>3</b>	5
Auditor's remuneration:		
Statutory Audit fees payable to		
RSM UK Audit LLP (Charity £33k (2017: £32k))	<b>43</b>	41
Tax Services payable to		
RSM UK Tax & Accounting Ltd:		
Advisory	<b>5</b>	9

The group and the charity have an insurance policy that provides professional indemnity insurance cover for the trustees. The cost of this insurance for the year was £3k (2017: £3k).

During the year to 31 March 2018, the group accounted for net foreign exchange gains of £15k (2017: £217k net losses).



**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

13 TANGIBLE ASSETS	Leasehold buildings		Leasehold improvements, fixtures & fittings	Office equipment	Laboratory equipment	TOTAL
	Long term	Short term				
	£'000	£'000				
<b>Group &amp; Charity</b>						
Cost:						
1 April 2017	1,842	137	1,049	2,902	4,617	<b>10,547</b>
Additions	-	-	82	274	169	<b>525</b>
Write offs/Disposals	-	-	-	(32)	(12)	<b>(44)</b>
31 March 2018	1,842	137	1,131	3,144	4,774	<b>11,028</b>
Depreciation and impairment:						
1 April 2017	567	64	870	1,760	3,087	<b>6,348</b>
Charge for the year	16	6	131	439	626	<b>1,218</b>
Write offs/Disposals	-	-	-	(19)	(12)	<b>(31)</b>
31 March 2018	583	70	1,001	2,180	3,701	<b>7,535</b>
Net book value:						
31 March 2018	1,259	67	130	964	1,073	<b>3,493</b>
31 March 2017	1,275	73	179	1,142	1,530	<b>4,199</b>

Certain leasehold buildings are used, when surplus to the group's and the charity's requirements, to generate rental income under operating leases.

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

<b>14 STOCKS</b>	<b>Group 2018</b>	<b>Group 2017</b>	<b>Charity 2018</b>	<b>Charity 2017</b>
	£'000	£'000	£'000	£'000
Raw materials and consumables	<u>553</u>	<u>630</u>	<u>553</u>	<u>630</u>
<b>15 DEBTORS</b>	<b>Group 2018</b>	<b>Group 2017</b>	<b>Charity 2018</b>	<b>Charity 2017</b>
	£'000	£'000	£'000	£'000
Amounts falling due within one year:				
Trade debtors	<b>6,802</b>	5,515	<b>6,792</b>	5,463
Amounts due from group undertakings	-	-	<b>193</b>	-
Gift Aid distribution receivable from group undertakings	-	-	<b>60</b>	140
Other debtors	<b>127</b>	80	<b>127</b>	80
Prepayments and accrued income	<b>2,077</b>	2,398	<b>2,020</b>	2,313
	<u><b>9,006</b></u>	<u>7,993</u>	<u><b>9,192</b></u>	<u>7,996</u>
<b>16 CASH</b>	<b>Group 2018</b>	<b>Group 2017</b>	<b>Charity 2018</b>	<b>Charity 2017</b>
	£'000	£'000	£'000	£'000
Cash at bank and in hand	<u><b>10,166</b></u>	<u>6,760</u>	<u><b>9,773</b></u>	<u>6,546</u>

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

<b>17 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR</b>	<b>Group 2018</b>	<b>Group 2017</b>	<b>Charity 2018</b>	<b>Charity 2017</b>
	£'000	£'000	£'000	£'000
Trade creditors	<b>3,693</b>	2,870	<b>3,646</b>	2,793
Amounts due to group undertakings	-	-	-	66
Other creditors	<b>55</b>	57	<b>55</b>	57
Other taxation and social security costs	<b>306</b>	360	<b>306</b>	360
Accruals and deferred income	<b>2,762</b>	4,330	<b>2,662</b>	4,190
Grants payable	<b>493</b>	-	<b>493</b>	-
	<b>7,309</b>	7,617	<b>7,162</b>	7,466
<b>18 CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR</b>	<b>Group 2018</b>	<b>Group 2017</b>	<b>Charity 2018</b>	<b>Charity 2017</b>
	£'000	£'000	£'000	£'000
Grants payable	<b>999</b>	-	<b>999</b>	-
<b>19 GRANTS PAYABLE</b>	<b>Group 2018</b>	<b>Group 2017</b>	<b>Charity 2018</b>	<b>Charity 2017</b>
	£'000	£'000	£'000	£'000
Grants brought forward	-	-	-	-
Additions	<b>1,654</b>	34	<b>1,654</b>	34
Payments	<b>(162)</b>	(34)	<b>(162)</b>	(34)
Grants carried forward				
Payable within one year	<b>493</b>	-	<b>493</b>	-
Payable after more than one year	<b>999</b>	-	<b>999</b>	-
	<b>1,492</b>	-	<b>1,492</b>	-

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

<b>20 MOVEMENTS IN DEFERRED INCOME</b>	<b>Group 2018</b>	<b>Group 2017</b>	<b>Charity 2018</b>	<b>Charity 2017</b>
	£'000	£'000	£'000	£'000
Deferred income at beginning of the year	<b>471</b>	812	<b>344</b>	662
Income recognised in the year	<b>(464)</b>	(802)	<b>(337)</b>	(652)
Income deferred in the current year	<b>435</b>	461	<b>357</b>	334
Deferred income at the year end	<b>442</b>	471	<b>364</b>	344

Deferred income comprises income received in respect of the future fundraising events.

<b>21 PROVISIONS FOR LIABILITIES &amp; CHARGES</b>	<b>Group 2018</b>	<b>Group 2017</b>	<b>Charity 2018</b>	<b>Charity 2017</b>
	£'000	£'000	£'000	£'000
Provision for dilapidations	<b>568</b>	368	<b>568</b>	368

A provision for dilapidations is being carried in the balance sheets of the group and the charity in respect of the estimated costs of unavoidable reinstatement and refurbishment works relating to certain leasehold properties that are currently occupied by the charity for its own use. This provision was created in 2004, added to in 2017 (£200k) and is now expected to be utilised at the earliest in 2021.

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

<b>22 FINANCIAL INSTRUMENTS</b>	<b>Group 2018</b>	<b>Group 2017</b>	<b>Charity 2018</b>	<b>Charity 2017</b>
	£'000	£'000	£'000	£'000
Carrying amount of financial assets				
Debt instruments measured at amortised cost	<u>7,942</u>	<u>7,152</u>	<u>8,285</u>	<u>7,239</u>
Carrying amount of financial liabilities				
Measured at amortised cost	<u>7,531</u>	<u>6,786</u>	<u>7,463</u>	<u>6,762</u>

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

**23 THE FUNDS OF THE GROUP  
& THE CHARITY**

	Balance at 1 Apr 2017	Incoming resources	Outgoing resources	Gross trans- fers between funds	Balance at 31 Mar 2018
	£'000	£'000	£'000	£'000	£'000
<b>Group</b>					
<b>Restricted income funds</b>					
<u>Voluntary and statutory income</u>					
Donor Campaign and Processing Fund	75	88	(75)	-	<b>88</b>
Donor Provision Fund	207	115	(183)	-	<b>139</b>
Research Projects Fund	83	9	(90)	-	<b>2</b>
Laboratory Equipment Fund	175	68	(9)	(206)	<b>28</b>
Patient Experience Fund	7	127	(72)	-	<b>62</b>
	<u>547</u>	<u>407</u>	<u>(429)</u>	<u>(206)</u>	<u><b>319</b></u>
Cord Blood Collection Centres Fund	-	27	(27)	-	-
Scientific Research Funds	348	211	(189)	-	<b>370</b>
	<u>895</u>	<u>645</u>	<u>(645)</u>	<u>(206)</u>	<u><b>689</b></u>
<b>Unrestricted income funds</b>					
<u>Designated funds</u>					
Property Fund	500	-	-	-	<b>500</b>
Digital & Technology Fund	300	-	(202)	-	<b>98</b>
Raising Awareness Fund	250	-	-	100	<b>350</b>
Register Enrichment Fund	200	-	(14)	-	<b>186</b>
Innovation Fund	-	-	-	300	<b>300</b>
	<u>1,250</u>	<u>-</u>	<u>(216)</u>	<u>400</u>	<u><b>1,434</b></u>
General Fund	9,452	51,102	(48,141)	(194)	<b>12,219</b>
Total funds	<u>11,597</u>	<u>51,747</u>	<u>(49,002)</u>	<u>-</u>	<u><b>14,342</b></u>

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

	Balance at 1 Apr 2017	Incoming resources	Outgoing resources	Gross trans- fers between funds	Balance at 31 Mar 2018
	£'000	£'000	£'000	£'000	£'000
<b>Charity</b>					
<b>Restricted income funds</b>					
<u>Voluntary and statutory income</u>					
Donor Campaign and Processing Fund	75	88	(75)	-	<b>88</b>
Donor Provision Fund	207	115	(183)	-	<b>139</b>
Research Projects Fund	83	9	(90)	-	<b>2</b>
Laboratory Equipment Fund	175	68	(9)	(206)	<b>28</b>
Patient Experience Fund	7	127	(72)	-	<b>62</b>
	547	407	(429)	(206)	<b>319</b>
Cord Blood Collection Centres Fund	-	27	(27)	-	-
Scientific Research Funds	348	211	(189)	-	<b>370</b>
	895	645	(645)	(206)	<b>689</b>
<b>Unrestricted income funds</b>					
<u>Designated funds</u>					
Property Fund	500	-	-	-	<b>500</b>
Digital & Technology Fund	300	-	(202)	-	<b>98</b>
Raising Awareness Fund	250	-	-	100	<b>350</b>
Register Enrichment Fund	200	-	(14)	-	<b>186</b>
Innovation Fund	-	-	-	300	<b>300</b>
	1,250	-	(216)	400	<b>1,434</b>
General Fund	9,392	50,804	(47,843)	(194)	<b>12,159</b>
Total funds	11,537	51,449	(48,704)	-	<b>14,282</b>

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2018

### 23 THE FUNDS OF THE GROUP & THE CHARITY (CONTINUED)

#### RESTRICTED FUNDS

**Donor Campaign and Processing Fund:** in 2017/2018 the charity received various grants for the purposes of Register and Be a Lifesaver campaign.

**Donor Provision Fund:** in 2017/2018 the charity received various grants to recruit and type to high resolution male donors aged between 16 and 30 years.

As part of its commitment to increase the use of cord blood, the charity maintained cord blood collection centres at a number of hospitals. Donations received to support the collection programme are credited to the **Cord Blood Collection Centres Fund**. Expenditure incurred in opening the centres is charged to the Fund.

Donations and grants received to fund the purchase of specific items of laboratory equipment for either research or histocompatibility laboratories are credited to the **Laboratory Equipment Fund**. When the specified asset is purchased and there is no ongoing restriction over its use, the value of the asset is transferred to General Fund. £206k was transferred from Laboratory Equipment Fund to General Fund: £66k when new laboratory equipment was bought and £144k when Jack Petchey's grant was returned. This grant was originally received to purchase a piece of equipment but due to the change of process in the Laboratory plans to purchase were shelved. The depreciation of the asset is charged to the General Fund over the life of the asset.

**Patient Experience Fund** was created in 2014/15 for the purposes of supporting post transplant patients. 2017/2018 grants were mainly to fund positions of patient nurses in UK Transplant Centres and support patients' grant scheme.

**The Scientific Research Fund** and the **Research Projects Fund** are set up to recognise income received annually in the form of a number of different grants awarded for specific research projects in immunogenetics and related fields. The cost of undertaking these research projects is allocated to the funds, with unspent monies being carried forward into 2018/2019.

Funds are designated for the following purposes:

Property Fund: for future expenditure in property. The fund is expected to be utilised in the next few years.

Digital & Technology Fund: to invest in digital and technology to deliver the greater patient benefits.

Raising Awareness Fund: to invest in brand awareness .

Register Enrichment Fund: to type more donors at a higher resolution for patient benefit.

Innovation Fund: to fund new income generating initiatives.

Digital & Technology, Raising Awareness and Register Enrichment and Innovation funds are expected to be utilised in 2021 at the earliest.



**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

<b>24 ANALYSIS OF NET ASSETS BETWEEN FUNDS</b>	<b>Fixed assets</b>	<b>Net current assets</b>	<b>Creditors over 1 year and provi- sions for liabilities and charges</b>	<b>TOTAL</b>
	£'000	£'000	£'000	£'000
<b>Group</b>				
Restricted income funds	-	689	-	689
Unrestricted income funds: General Fund	3,493	11,727	(1,567)	13,653
<b>NET ASSETS</b>	<u>3,493</u>	<u>12,416</u>	<u>(1,567)</u>	<u>14,342</u>
<b>Charity</b>				
Restricted income funds	-	689	-	689
Unrestricted income funds: General Funds	3,493	11,667	(1,567)	13,593
<b>NET ASSETS</b>	<u>3,493</u>	<u>12,356</u>	<u>(1,567)</u>	<u>14,282</u>

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2018

**25 COMMITMENTS UNDER OPERATING LEASES**

	<b>Group 2018</b>	<b>Group 2017</b>	<b>Charity 2018</b>	<b>Charity 2017</b>
	£'000	£'000	£'000	£'000

**The charity as a lessee:**

The total future minimum lease payments under non-cancellable operating leases, which are calculated based on rent notice period, are as follows:

Land and buildings

Amounts due

Within one year	<b>323</b>	323	<b>323</b>	323
Between one and five years	<b>14</b>	14	<b>14</b>	14

Plant and machinery

Amounts due

Within one year	<b>17</b>	17	<b>17</b>	17
Between one and five years	<b>8</b>	24	<b>8</b>	24

	<b>362</b>	378	<b>362</b>	378
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The total future minimum service charge payments are as follows:

Land and buildings

Amounts due

Within one year	<b>223</b>	223	<b>223</b>	223
Between one and five years	<b>164</b>	164	<b>164</b>	164

	<b>387</b>	387	<b>387</b>	387
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**The charity as lessor:**

At the year end, the charity had contracted with tenants, under non-cancellable operating leases, for the following future minimum lease payments:

Amounts receivable:

Less than one year	<b>75</b>	75	<b>75</b>	75
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	<b>75</b>	75	<b>75</b>	75
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The operating leases represent lease of 65% of Research facility to a third party. The lease is negotiated over terms of 78 years (2017: 79 years) and rentals are fixed for 3 years and 3 months (2017: 4 years and 3 months).

## 26 PENSION COMMITMENTS

The group and the charity make contributions into defined contribution pension schemes on behalf of certain employees. The assets of the schemes are held separately from those of the group and the charity in independently administered funds. The amount charged to the Statement of Financial Activities in respect of pension costs (as shown in note 11) is the total contributions payable for the period. The amount payable at 31 March 2018 is £55k, (2017: £53k).

## 27 CAPITAL COMMITMENTS

	Group 2018	Group 2017	Charity 2018	Charity 2017
	£'000	£'000	£'000	£'000
Capital commitments – contracted for, but not provided	<u>122</u>	<u>74</u>	<u>122</u>	<u>74</u>

## 28 RELATED PARTIES TRANSACTIONS

Anthony Nolan Trading Limited (ANTL) is a wholly owned subsidiary of Anthony Nolan.

During 2017/2018 Anthony Nolan received £149k worth of income from ANTL, which is made up of Gift Aid £60k and management charge £89k (2016/17 income of £223k: Gift Aid £140k and management charge £83k).

The nature of transfers to/from the subsidiary covers the following areas:

- Income received by the Charity on behalf of ANTL;
- Income received by ANTL on behalf of the Charity;
- Expenditure incurred by the Charity on behalf of ANTL

ANTL debtor balance at 31 March 2018 was £252k (31 March 2017: £74k).

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# THANK YOU SIMON DYSON

## A strong history and an amazing future.

Back in 1974, Anthony Nolan was the world's first stem cell register. We have now helped give over 18,000 people a second chance of life, and there are over 31 million people around the world who are on international stem cell registers, ready to save lives. None of this would have been possible without the extraordinary commitment and dedication of our former Chair, Simon Dyson, who stepped down from the board in December last year.

Shirley Nolan first met Simon when he was the National Community Service Liaison Convener for the Round Table. She described him as 'the most caring, sincere and dynamic person I have ever had the privilege to meet.' And it's these qualities and more that have seen Simon help take Anthony Nolan from one woman's campaign to find a stem cell donor for her young son, to one of the UK's largest blood cancer charities.

From the early days of persuading Round Tables around the country

to organise recruitment events and help the charity reach its ambitious targets, Simon has been pivotal in leading and moulding the scientific and strategic direction of Anthony Nolan. In 2003 he was awarded an MBE for the outstanding impact he has made in supporting the field of stem cell transplantation.

In addition to tireless campaigning to develop our lifesaving registry and research, Simon has also done amazing work to raise funds for Anthony Nolan. In 1994 he introduced our popular annual fundraising event, the Daisy Ball, which will celebrate its 25th event next year. Dervedly elected by the Board of Trustees as our first ever Life President in November 2017, we look forward to Simon sharing this special event with us.

Since Shirley died in 2002, Simon has made it his personal mission to continue research and campaigning to improve the lives of people with blood cancer. Reflecting on his time with the



charity, he said 'I sometimes sit down or lie in bed thinking, I wonder what Shirley would make of all this, and hopefully she'd be proud.'

Our Chief Executive Henny Braund sums up Simon's exceptional character and contribution when she says, 'His vision and tenacity have been an inspiration to all of those who have worked with him and he leaves an organisation with a strong history and an amazing future.'

'Simon has kept Shirley Nolan's vision alive and inspired so many of us to be part of it too. He has also been a great support to me in my eight years as Chief Executive; his wise counsel and experience

has always shone through. And thanks to all of his hard work, we have seen Anthony Nolan go from strength to strength in that time.'

Although Simon's departure is sad for all of us at Anthony Nolan, he is leaving behind an incredible legacy - a strong and successful organisation with a bright future, ready to save even more lives.

**'Simon has kept Shirley Nolan's vision alive and inspired so many of us to be part of it too.'**

**Henny Braund, Chief Executive**

Holly, who ran the London Marathon in tribute to the anonymous donor who saved her son, Rupert's, life.



# THANK YOU



Our supporters mean we are ready to carry out our lifesaving work. So to every one of you who braved a challenge, hosted an event, remembered us in a will or raised awareness of our work - thank you.

Particular thanks goes to the organisations and individuals listed here, who provided outstanding financial support throughout the year.

All the Friends Groups and Tea Bars of Anthony Nolan  
Bryan Cave Leighton Paisner  
Budapest Airport-anna.aero Runway Run  
Cairn Energy  
Covent Garden Tenants Association  
Dig Deeper Adventure Race  
DNA Genotek  
Edward Wharton  
Furniture Village  
Garfield Weston Foundation  
Jack Petchey Foundation  
June Hall  
Marrow  
P F Charitable Trust  
Parkwood Leisure  
Pride of Paddington  
Rally For Ronnie  
Richard Jacobs  
RSM  
St Andrew's Charity Campaign  
Team Alice  
Team Aspen  
Team Hobbs  
The Freya Barlow Trust  
The friends and family of Rachael Hyde  
The QBE EO Foundation  
The Robertson Trust  
The SR Group  
The Tracy Sollis Leukaemia Trust  
Tile Giant  
Xercise4Less

Our work at Anthony Nolan often involves complex legal questions on contracts and projects, including when they involve areas outside of the law of England and Wales. While we have a strong in-house team, and occasionally paid lawyers, we receive excellent pro bono support from external law firms as part of their Corporate Social Responsibility programmes. We are very grateful to the following firms and their staff who provided us with pro bono legal advice:

CMS  
DLA Piper UK (including from their English, Scottish, Canadian and Italian offices)  
Russell-Cooke  
Simmons & Simmons



**At Anthony Nolan,  
we're ready for the future.**

Over the last year, we have given  
1,326 people with blood cancer  
and blood disorders  
a second chance of life.

**But we know there's even more  
we can do in years to come.**



Find out more at [anthonynolan.org](https://www.anthonynolan.org)

Anthony Nolan, 2 Heathgate Place, 75-87 Agincourt Road, London NW3 2NU • 0303 303 0303

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