

# ANTHONY NOLAN CURES BLOOD CANCER

ANNUAL REPORT &  
ACCOUNTS 2016/2017



ANTHONY  
NOLAN

saving the lives  
of people with  
blood cancer

# STAFF & ADDRESS LIST

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Simon Dyson MBE\*

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Lionel Cashin	Professor K Michael Spyer*
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Dr James Kustow	Paul Stanley*
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## MEDICAL ADVISOR

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## STRATEGIC LEADERSHIP TEAM

Chief Executive Henny Braund	Operations and Patient Services Director Nicola Alderson
Communications & Marketing Director Richard Davidson (until 6.5.16)	Bioinformatics Director Professor Steven Marsh
Engagement Director* Richard Davidson (appointed 8.5.16)	Scientific Director of Research Professor J Alejandro Madrigal
Finance & Resources Director Hanah Burgess	Laboratory Director Dr Katy Latham
Fundraising Director Catherine Miles (until 6.5.16)	Medical Director Dr Chloe Anthias
IT Director Rob Gethen Smith (until 20.5.16)	*In May 2016, Communications & Marketing and Fundraising became the Engagement Division.
Chief Information Officer ** Danny Attias (appointed 23.5.16)	** In May 2016, Chief Information Officer replaced the role of IT Director.

## PROFESSIONAL ADVISORS

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## ANTHONY NOLAN

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Front cover: Hazel, enjoying a second chance of life after two stem cell transplants. Her story was used in our brand awareness advertising in 2017.

# CHAIRMAN AND CEO STATEMENT

This year's Annual Report proudly bears the statement: Anthony Nolan Cures Blood Cancer – because that's what we do.

Thanks to the amazing work of our supporters, staff and volunteers, and by working in collaboration with the many partners and communities that share our lifesaving vision, we give the chance of life to more than three people in need of a stem cell transplant every single day. But it's not enough; there are still too many people dying and too many people living with post-transplant conditions such as graft versus host disease (GvHD). That's why we continually strive for a day where we can save and improve the lives of everyone who needs a stem cell transplant.

Guided by our Organisational Strategy and led by our dedicated supporters, staff and volunteers, 2016/17 was another year to be proud of for Anthony Nolan. Here are just a few highlights:

- We gave the chance of life to 1,316 people through the facilitation of stem cell transplants.
- At the end of the financial year – 31 March 2017 – our register stood at 636,750 people strong and continues to grow.
- After NHS England announced they would no longer routinely fund second stem cell transplants for patients that had relapsed, our Policy and Public Affairs (PPA) team launched a campaign to Defend Second Transplants. Joined by over 25,000 supporters, we successfully overturned the unjust decision and in March 2017 it was announced that second transplants would

25k

the incredible number of supporters that signed up to Defend Second Transplants.

once again be funded. This could save an additional 20 lives a year.

- A record-breaking 20,000 people joined the register online in one week after being captivated by the story of Ava Stark, a three year old girl from Fife who needed a lifesaving transplant. Thankfully a donor was found for Ava.
- The fundraising sector has had a challenging year, but thanks to our committed staff and passionate supporters we've remained strong and raised £5.2 million in net voluntary income.
- We are embarking on exciting new partnerships, including the planned launch of a stem cells clinical trials initiative, IMPACT, as well as a cord blood study with the Spanish blood and tissue bank, Banc de Sang i Teixits. These collaborations put us in a strong position to achieve better outcomes for our patients.
- Working with expectant mums across the country, we have collected 1,207 clinical cord units, bringing the total clinical banked inventory to 6,530 by year end. Our cord programme offers an alternative for patients with a blood cancer or blood disorder, who may not be able to find a match on the adult register.
- The creation of our People Strategy and the new Organisational Development Division reinforces our commitment to training and developing Anthony Nolan's staff.



CEO Henny Braund (far right) and some of our supporters delivering an open letter to The Department of Health as part of our Defend Second Transplants campaign.

## OUR FRAMEWORK FOR THE FUTURE

We carry out our lifesaving work in a dynamic and complex environment, so it's vital that we are able to identify and respond with agility to new opportunities and risks. As a charity with a global reach, many areas of our work may be affected by the UK's decision to leave the European Union. We are actively assessing and preparing for the implications of the UK's exit on all aspects of our work – including research, funding and regulations – to ensure our interests, and those of our patients and donors, are safeguarded and promoted.

Despite a lot of external change, Anthony Nolan has had another successful year; recruiting stem cell donors, raising the funds we need to support our ambitious strategic aims, and investing in the research that will improve the lives of our patients. We've also invested in our people to ensure we have the most committed and passionate workforce possible, and that each of us has the tools we need to do our job – to save and improve the lives of people with blood cancer and blood disorders.

As we look forward, we will continue to work towards the objectives set out in our 2015-2018 Organisational Strategy, Saving Lives: Achieving More, to:

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.



Students from our university programme, Marrow.

# ANTHONY NOLAN THE YEAR IN NUMBERS

This midway point in the Organisational Strategy is the perfect time to reflect on the strides that have been made and the wealth of tangible successes, whilst remaining mindful of the fact we still have more to achieve over the coming years:

- We will continue to target our recruitment to ensure more people from black, Asian and ethnic minority backgrounds join the register to address the current imbalance, as well as increasing the percentage of young men, who currently make up only 16% of the register but are the group most likely to be selected to donate. A number of approaches are being tested to increase the efficacy of our donor recruitment process to ensure signing up is as quick and easy as possible.
- The IMPACT stem cell transplant clinical trials initiative will be officially launched at the end of 2017. In the year ahead the first patients will be recruited, and these trials will have the potential to transform clinical practice and improve stem cell transplant outcomes for future generations. We will continue to work with our fellow IMPACT funding partners – Leuka and NHS Blood and Transplant – to make sure the initiative reaches its ambitious goals.
- We were delighted with the success of our campaign to Defend Second Transplants, but we know more must be done for our patients in the difficult days, months and years after transplant. In the autumn we'll be launching a campaign highlighting the need for more connected ways of working within the NHS, to ensure patients have the emotional and physical support they need to recover from a stem cell transplant.



Marrow now has a presence in 60 universities throughout the UK.

- Led by our Supporter Relationship team, the new Supporter Relationship Management Strategy will harness data, insight and innovation to ensure our engagement with this key network of people is consistently outstanding. We believe that investing in how and when we communicate with our supporters will increase both the number of supporters we have and the depth of their commitment to our cause. In short, the more inspired and engaged our supporters feel, the more lives we can save.
- Marrow – our student recruitment and fundraising programme – continues to deliver incredible results for Anthony Nolan. Marrow recently reached the incredible milestone of having recruited over 100,000 potential lifesavers since the programme began. Marrow now has a presence in 60 universities across the country.

So while we are proud that Anthony Nolan cures blood cancer, we recognise that we need to do much more to save, support and improve the lives of everyone who needs a stem cell transplant.



*Simon Dyson*

**SIMON DYSON**  
Chairman



*Henny Braund*

**HENNY BRAUND**  
Chief Executive



## PATIENTS

- We gave 1,316 people another chance of life.
- 2,184 donor searches were performed for UK patients.



## CORD UNITS

- We've collected 1,203 clinical cord units, bringing the total clinical banked inventory to 6,530.
- We have facilitated 131 cord transplants for patients in the UK and abroad.



## PATIENT SUPPORT

- Over 2,500 patients and were supported by Anthony Nolan nurses.
- 108 grants were given to patients and their families, totalling £18,280.



## LABS & RESEARCH

- 14,245 first time donors were made available for searching in 2016/17 that were internally typed using TGS.



## THE REGISTER

- 72,851 people joined the register.
- There were 636,750 donors on the register at year end.



## FUNDRAISING

- £719,000 was raised by our incredible supporters at the 2016 Virgin Money London Marathon.
- Overall, £12.3 million was raised and donated by our supporters.



## ONLINE

- Our website was visited more than 1.5 million times – a 31% increase from the previous year.



## PRESS AND PR

- 3,325 articles about our work appeared in the media.

# 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 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 as you read through the Strategic Report you will see that we have made further progress towards the achievement of our strategic aims. 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.

## PRIORITIES FOR 2017/2018

### PATIENT FOCUS

We will continue to strive to help patients at every stage of their transplant journey, and ensure all of our work is informed by the needs and experiences of patients.

### CUSTOMER SERVICE

We will continuously improve the services we deliver to internal and external customers, ensuring they are efficient, high-quality and deliver the best possible outcomes.

### CORD

We will build a robust evidence base to determine our medium and longer-term strategy and plans for the cord blood programme.

### LABORATORIES

We will design and deliver a programme to improve the efficiency, effectiveness and quality of our labs.

### DATA AND INSIGHT

We will define and execute a clear roadmap to improve data management, both internally and with partners, and will derive actionable insight from data. We have also set out a suite of cross-cutting strategies underpinning these priorities.



of stem cell donors are young men. But they only make up 16% of the register.

They aim to build organisational capacity and capability in specific areas and represent the enabling foundations of our strategy. These enabling strategies are:

### TECHNOLOGY

We will build capability and capacity to ensure technology enhances the efficiency and success of all aspects of Anthony Nolan's work.

### PEOPLE

We will build and nurture a diverse, collaborative and healthy working environment.

### DATA

We will manage data as a corporate asset that provides value-adding insight.

### RESEARCH

We will invest in clinical trials infrastructure and deliver a portfolio of research studies that inform clinical practice and improve survival rates and patient outcomes.

### ENGAGEMENT

We will inspire a community of committed supporters to help us save and improve lives.

As well as these enabling strategies, we will build on our strong platform of success in Scotland, helping our supporters to do even more great work.

### HOW WE OPERATE

#### ORGANISATIONAL STRUCTURE

Anthony Nolan is a registered charity and a company limited by guarantee incorporated in England and Wales, not having share capital. Every member undertakes to contribute an amount not



A Clinical Scientist starts the TGS process on a Hamilton Microlab STAR Robot.

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.

There is one formal sub-committee of the Board – an Audit and Finance Committee, chaired by Ian Krieger. This Committee enables the Trustees to consider issues on finance, risk and internal controls in more detail where needed.

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 the Charity Commission's guidance on public benefit (contained within the guidance

publication Public Benefit: Rules for Charities) into consideration in preparing their statements on public benefit contained within this Trustees' Annual Report.

## 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 the range of suitable candidates are considered by the Trustees. The number of Trustees is subject to a maximum of twenty, and must be greater than three.

### ELECTION

The Memorandum and Articles of Association were reviewed and updated during the year, and came into effect on 6th April 2017. Under the new Memorandum and Articles, the Trustees retire from the Board by rotation every four years with the option of re-election up to a maximum of three terms. Plans will be put in place to ensure the phased retirement of existing Trustees to ensure business continuity as new Trustees are appointed.

The Trustees retire from the Board by rotation every four years with the option of re-election up to a maximum of three terms.

# TRUSTEES' REPORT

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 away days. Two advisory groups, one on Medical and Scientific Affairs and another on IT, 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 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.

## 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 27 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. A full benchmarking exercise was carried out on staff and SLT pay in October 2012 across charity and scientific sectors. Plans are in place for a new review in 2017/18.

## 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.

## 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. 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.

62%

of people joined the register online.



George (left), with his lifesaving donor, Tim.

## 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 exploiting 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 £3,068 which was the same as prior year.

## 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 mitigating 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.

# TRUSTEES' REPORT

We are also in the process of implementing safeguarding training for all staff and volunteers, which aligns with our new Safeguarding Policy and procedures. Our Quality Team plays a key role in ensuring that the charity operates in accordance with all medical and scientific regulatory requirements.

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 data protection working group. IT security policies are in place to ensure that our servers are secure and regularly checked, 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 Anti-Slavery Policy. As required by the Charity Commission, a serious incidents 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 to harness and risks to mitigate.

23

is the most common age of our stem cell donors.

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 2016/17. 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:



Charlene (right), who donated baby Riley's cord blood.

- 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.

CASE STUDY | 01 |

# LARA CASALOTTI'S STORY

## THE CAMPAIGN THAT CHANGED THE FACE OF THE REGISTER

### 1 LARA'S DIAGNOSIS

In December 2015, Lara was diagnosed with acute myeloid leukaemia – she was just 24. Initially a donor couldn't be found on the register due to her mixed race heritage, but Lara's family and friends refused to give up, launching an international campaign to help diversify the register and find Lara her match. Lara's story hit the national headlines, captivating both the public and the press.

### 2 FINDING A DONOR

'I was in total shock; it was hard to take in the news. And that was before I realised quite how tricky it would be to find a genetic match. Being part Thai, part Italian, the odds were stacked against me, yet without finding the right stem cell donor – a true needle in a haystack – I might never recover.

After finding out my brother, Seb, was not a compatible match, my family decided to take action. They are a determined bunch, so Seb wrote a Facebook post and a family friend made an appeal video asking for donors to come forward, with the hashtag #Match4Lara.

The appeal went viral; the Facebook page received 17,000 likes. We had no idea it would spread so fast and so far. Watching all these humans connect across the globe kept me positive, "This," I thought, "is what humanity is truly about."

In February 2016, Lara heard the fantastic news that a match had been found. She had her stem cell transplant in March and is now recovering. The incredible ripple effect of her campaign continues, as Lara, her family and friends have continued to support our work.



### 3 EDUCATING OTHERS

Just six months after her transplant, Lara began to get involved with our education programme, which teaches 16 to 18-year-olds the importance of donating stem cells, blood and organs.

After attending training sessions at the end of 2016, Lara started to deliver talks, including one at her old school with her friend Georgia. This talk was made extra special as Georgia was the first person signed up in the #Match4Lara campaign who was found to be a match for someone else in need of a transplant; Georgia donated her stem cells in September 2016.

*'We had no idea it would spread so fast and so far. Watching all these humans connect across the globe kept me positive, "This," I thought, "is what humanity is truly about."*

### 4 MOBILISING MARROW

Marrow groups at universities across the country supported Lara's campaign, and helped sign up almost 4,000 potential donors.

Cambridge Marrow, led by Benedict Morris, with help from Lara's brother Seb, went from being a small committee, to a hugely successful group who continue to go from strength to strength. Ben's involvement in the campaign and dedication to Marrow has been inspiring, and he now works on the National Committee, encouraging more young people to join the register.



Lara's dad, friend, and brother spread the #Match4Lara message.

### 5 VOLUNTEERING SCHEME

Lara's dad, Stefano, who is a lecturer at the University of East London, coordinated with our Labs team to introduce a University of East London (UEL) Volunteering Programme in October 2016. We recruited five enthusiastic students from UEL in January who have been volunteering with various teams across Labs, and a second year of the programme is already in the pipelines.

### 6 SUPPORTING DONORS

When she knew Lara needed to find a match, Supanya, Lara's mum, got in touch with her team of 'do-ers' – friends who she knew she could count on to help. Lisa Deaner was one of those friends who spread the word and got the campaign off the ground.

Lisa comes into Head Office every single week to help with the Phenotype Project – contacting donors and sending out blood sample kits in order to get more information about people who are most likely to be a match. 'Every text I send and kit I pack, I think "maybe you'll be that person" – this could be the one that saves someone like Lara's life.'

Supanya has continued to volunteer too. She goes to visit people at two of our collection centres, University College London Hospitals and London Clinic, to thank people while they are donating stem cells.

### 7 STILL MAKING WAVES

The impact of the Casalotti's work will be felt for years to come, as Lara said, 'My family's incredible devotion and drive to scour the world for a donor resulted not just in a match for me, but an additional 50,000 donors (half of whom are from black, Asian and ethnic minority backgrounds) who have gone on to the worldwide stem cell register, giving hope to others in our position in the future.'



Lara, before she was diagnosed with leukaemia.

# ANTHONY NOLAN STRATEGIC REPORT

Over the last year, we have worked hard to achieve the aims set out in our 2015-2018 Organisational Strategy, Saving Lives: Achieving More. The following pages chart how we have delivered on these aims in all aspects of our work, from supporting patients, to investing in research, and spreading the word about our lifesaving work.

2016/17 has seen Anthony Nolan remain committed to improving patient outcomes and quality of life; co-ordinate across departments to lead and influence the global transplant community; whilst always delivering excellence, efficiency and transparency in our work.

Now we have reached the midway point in our strategy we are proudly reflecting on how far we have come to meet our aims, whilst gearing up for the years ahead in order to achieve even more.

# ANTHONY NOLAN STRATEGIC AIM

01

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

Over the last 12 months we've worked hard to facilitate more transplants, as well as improve patient outcomes and quality of life post-transplant. We've also continued our targeted recruitment strategy - trying to recruit the people transplant centres are most likely to choose, and looking at how we can diversify the register so more patients find the best possible match. Here are just some examples of the work Anthony Nolan delivered in 2016/17 to improve outcomes for patients.

# ANTHONY NOLAN MATCHES PATIENTS AND DONORS

Every day, Anthony Nolan facilitates more than three potentially lifesaving transplants. And every day, we have teams of people conducting complex and time critical work, requiring internal and international coordination in order to make these transplants happen.

From processing and typing register applications, to responding to requests from transplant centres, the logistics of finding a matching donor for a patient are complex. Over the last year, we've made great strides to improve our processes and advance our research, as we continue to lead and influence the global transplant community in improving outcomes for our patients.

- Over the last year, we've given 1,316 patients a chance of life. We performed 2,184 searches for UK patients, and had 4,688 blood sample requests for Anthony Nolan donors - a 19% increase on last year.
- The increase in demand for our donors is partly a result of having Anthony Nolan donors visible on TRAXIS, the USA's National Marrow Donor Programme's (NMDP) search system. This has seen the provisions of donors to the USA more than double.
- We've also worked with NMDP to launch our Related Donor Service which allows us to support patients in the UK and USA with a transplant from a relative in either country. As well as promoting this service to transplant centres, we're also looking to establish similar partnerships with other international donor registries to increase our global collaboration.

3

we save more than three lives every day.

- In November, we were proud to launch the new Bone Marrow Donors Worldwide Search & Match service - an exciting development which will give all registries around the world access to the best donors in a more efficient way.
- Our Search Team has been working with a software development company to create a new in-house search platform to streamline processes.
- We have facilitated 131 cord transplants for patients in the UK and abroad, including 29 provisions from Anthony Nolan's cord bank, which exceeded last year's number of provisions by 12%.



Jet (left), and her donor, Bethan, at World Marrow Donor Day.



# ANTHONY NOLAN RECRUITS DONORS

Anthony Nolan is incredibly proud to be the world's first stem cell register. We've been recruiting people since 1974, and we've now reached the incredible milestone of over 630,000 potential donors on the register. Over the last 12 months, we've not only worked hard to grow the stem cell register and our cord blood bank, we've also asked - what we can do to improve it? By researching what makes the best possible donor, we can target our efforts to ensure we're not only finding matches for people with blood cancer, but improving outcomes and quality of life too.

- 72,851 people joined the register, 62.5% from online donor recruitment and 37.5% from face-to-face donor recruitment events, bringing the total number of people on the register to 636,750 by year end.
- Working with expectant mums across the country, we have collected 1,203 clinical cord units, bringing the total clinical banked inventory to 6,530 by year end.
- It's been an unforgettable year for patient appeals. #Match4Lara and Vithiya Alphons' stories reached a huge online audience in the spring of 2016, and Ava Stark's story received national media coverage. Lara, Vithiya and Ava have all received their transplants.
- Our Marrow student groups reached the incredible milestone of over 100,000 potential lifesavers recruited since they began. We now have a presence in 60 universities across the country, with 11 new groups starting this year who have helped to recruit 14,994 people.
- In March 2017, we saw our biggest ever recruitment event, with just over 2,000 people signed up in a single day at Loughborough University. The event was a partnership between the Rik Basra Leukaemia Campaign, Loughborough Marrow, Loughborough University and Students' Union, and involved recruiting in 11 locations across campus.



joined the stem cell register in 2016/17.

- Our education activity reached 58,909 young people across the country, and has resulted in 7,546 people joining the register - an incredible 85% increase from last year.
- 30 years after we first partnered with Round Table to recruit donors, we celebrated our partnership by launching our joint #DoMoreSaveLives campaign.
- With the help of an additional staff member and volunteer support, we recruited 1,481 donors to the Phenotype Project - almost doubling the numbers on last year. This means that we now have a pool of 3,999 'super donors', who have been identified as being the most likely to be a match. The testing done on these donors gives us incredibly detailed data, enabling transplant centres to spot and select a good match more easily.
- In September 2016, we launched Anthony Nolan's Strategy for Scotland which set out our ambitions for working with supporters, including Scottish Fire and Rescue Service, to recruit even more potential lifesavers.
- As well as driving recruitment, we also celebrated with donors, patients and their families at our second annual World Marrow Donor Day, to say a huge thank you to all donors and potential donors around the world.



Susan, one of Anthony Nolan's Clinical Nurses.

# ANTHONY NOLAN SUPPORTS PATIENTS

We are all too aware that a stem cell transplant is just the beginning for patients and their families, that's why Anthony Nolan has developed a dedicated Patient Services team which is there to support patients in a whole myriad of ways. A transplant is an incredibly unique challenge - so over the last year we've continued to create bespoke resources to support our patients, as well as grow our specialised team, to ensure we can improve our patients' experience.

- In July 2016, NHS England made the devastating and unexpected announcement that they would no longer routinely fund second transplants. The Policy and Public Affairs team sprang into action and launched a campaign to Defend Second Transplants. They mobilised over 25,000 supporters and in March 2017 we got the fantastic news that the decision had been overturned - second transplants would continue to be funded by the NHS and people who could have been denied a second chance could once again access lifesaving treatment. This is a great example of patient power.
- We have continued to offer grants to help people meet a wide range of practical needs arising from a stem cell transplant. 108 grants were given, totalling £18,280.
- We launched a podcast covering a range of transplant related subjects for our patients, and expanded our range of written resources.

108

is the number of grants we gave to our patients in 2016/17.

- Feedback from parents who struggled to explain the impact of a stem cell transplant to their children led to the creation of our beautifully illustrated book, Lucy and the Good Soldiers.
- Understanding the numerous unique challenges associated with a stem cell transplant is difficult unless you've had one. We set up our Peer Support Service with this in mind, so that patients can get the support and advice they need from people who have been there. Facebook advertising has been successfully used to promote this (and other services) to a wider audience.

CASE STUDY | 02 |

# EMMA PAINE'S STORY

DEFENDING SECOND TRANSPLANTS FOR EVERYONE

## 1 BEING DIAGNOSED

Emma was just 17 when she was diagnosed with the blood disorder severe aplastic anaemia; this later progressed to myelodysplastic syndrome (MDS).

'I had just started a new job in London when I was told I'd need a stem cell transplant to cure my blood disorders.

Physically, the transplant itself wasn't too bad; I was out of the hospital quite quickly - just 15 days afterwards, but mentally I really struggled with being ill. After a lot of ups and downs I finally went into remission and I felt amazing.

2014-15 were my best years to date, I even ran the London Marathon! But in 2015 I relapsed and was told my only real option was a second stem cell transplant.

And while a donor had been found, there was another barrier that meant my future was far from certain; I had to find out if the NHS was going to approve funding for the procedure.'



## 2 FIGHTING FOR WHAT'S RIGHT

Thankfully, the NHS agreed to fund Emma's second transplant. But this wasn't the case for all patients, so in 2017, alongside Emma, Anthony Nolan launched the Defend Second Transplants campaign.

Emma said of the NHS's long drawn out decision to decide whether they'd fund her second transplant:

'I'm a 29 year old woman, and a panel of people decided whether I got to live or die. The humanity has been lost somewhere in the process, amongst all the red tape. I was lucky and got given a second chance, BUT I knew of others that weren't as lucky as I. What gave me a right to live but not them?'

Emma was an incredible advocate. Thanks to her, and all our supporters' tireless dedication, our campaign was successful.

## 3 YOUNG AMBASSADOR

Emma became an Anthony Nolan Young Ambassador in 2016. Her role involves sharing her personal experiences to inspire support from people. Emma speaks candidly about what she's been through, and has done everything from addressing MPs to speaking at a Marrow Presidents' Training Day.

'I love having the opportunity to share my story and raise awareness of blood cancer and the need for stem cell transplants. I feel like my role has only just begun, and I look forward to doing whatever I can to help.'

In 2016, she was the deserving winner of an ANSA (Anthony Nolan Supporter Award) for Patient Champion of the Year.



Emma, congratulating Mark Tami MP on the success of the Defend Second Transplants campaign.

## 4 INSPIRING OTHERS

Emma writes her own blog, Emma's fight against MDS, and regularly contributes to the Anthony Nolan blog. She's spoken about everything from sex and relationships post-transplant, to the importance of keeping fit and active, and is a real source of inspiration for newly diagnosed patients and those going through transplant.

'It's so important that issues, such as the ones I've talked about in my blog, are discussed. Going through a transplant is tough, and not just from a medical and physical point of view. Sometimes the hardest part is dealing with the emotional turmoil. If by talking about it I'm able to make someone else realise they are not alone in their feelings, then it makes it all worth it.'

## 5 LIFESAVING FUNDS

Emma has also raised an incredible amount of money - over £7,000 - through a variety of fitness events including a spinning marathon, 'Pain for Paine' and the 2014 London Marathon.



Emma with our chairman Simon Dyson, collecting her Patient Champion of the Year award at the 2016 ANSAs.

# ANTHONY NOLAN STRATEGIC AIM

## 02

We will lead and influence the global transplant community in improving outcomes.

Anthony Nolan is committed to supporting international partnerships and joint working. This year has been particularly successful in bringing our worldwide community together through the new Bone Marrow Donors Worldwide Search & Match service, which Anthony Nolan played a crucial role in developing. We also embarked on a partnership to develop and fund a new clinical trials initiative, IMPACT, which will launch at the end of 2017. Initiatives like these are integral to our research strategy and supporting the global transplant community in improving outcomes. Here are some Science and Research highlights from the year:



# ANTHONY NOLAN INVESTS IN SCIENCE AND RESEARCH

In 2016 we launched our Research Strategy, focusing our attentions on how we'll use science and research to drastically improve survival rates and halve the number of people who suffer with post-transplant complications such as graft versus host disease. Led by the strategy and powered by the dedicated staff and volunteers in our Laboratories and Research teams, we've had much to be proud of in 2016/17 and many strides have been made to lead and influence the global transplant community in improving outcomes.

- We are collaborating with Banc de Sang i Teixits and Eurocord to undertake a retrospective study of cord donors, analysing the impact of previous donor pregnancies and other maternal characteristics in over 500 cord transplants. We are also working with Banc de Sang i Teixits to develop a FIT CORD PANEL to facilitate optimal selection of cord units for clinical and research use.
- A crucial part of improving outcomes for patients is increasing our understanding of what makes the best match. At the start of 2016, we became the first registry in the world to introduce Third Generation Sequencing (TGS), so we can examine an entire gene in one go to provide a more accurate analysis of a patient's tissue type. We typed all our clinical samples using our groundbreaking TGS technology.
- In 2016 the HLA Informatics Group received and processed 3,143 submissions of HLA sequences from around the world, with 2,028 been identified as new alleles. This is the largest number of newly recognised HLA alleles identified and processed in a single year.
- The software applications developed by the HLA Informatics Group to analyse TGS Data, has processed over 450,000 sequences, covering six HLA genes from over 31,000 individuals since January 2016.
- The Patient/Donor Project has published a landmark paper that shows the importance of high-resolution HLA matching in the UK transplant population and how matching for a different variable (CMV status) can be used to offset any mismatches. This groundbreaking research confirms we are on the right track with our approach to donor recruitment and provision, with our 16-30 joining policy recruiting younger people who tend to be chosen to donate by transplant centres, and our Phenotype Project providing CMV status (something that is usually only given at verification typing stage).
- The Immunogenetics team has taken the TGS method to the next stage by developing a full-length HLA class II typing strategy as well as a new means of typing the killer-cell immunoglobulin-like receptor (KIR) genes, work which was awarded a prize at the British Society for Histocompatibility and Immunogenetics conference in September 2016.
- We successfully completed the T-Control project, a European collaboration to isolate clinical grade regulatory T cells (Tregs) from umbilical cord blood for use in clinical trials. The results of which were presented at the annual European Society for Blood and Marrow Transplantation Conference.
- We showed that ex-vivo isolated and activated natural killer cells and regulatory Tregs from umbilical cord blood can promote stem cell engraftment and clonogenic capacity. These novel findings could lead to the development of new clinical trials to improve the outcome of stem cell transplantation.
- Professor Alejandro Madrigal received a Gold Clinical Excellence Award from the Department of Health, a public acknowledgement of his impressive work as our Scientific Director of Research. He was also awarded an Honorary Causa Degree from the University of Guadalajara in recognition of his work training scientists around the world.

# ANTHONY NOLAN STRATEGIC AIM

## 03

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

We continue to build on current practices and find new ways to provide high quality services to our customers and partners. To support delivery of these services, and growth, we are committed to increasing our income. Simply put, more money enables us to do more lifesaving work, whether it is in the recruitment of donors, carrying out research or funding nurses.

Here are some examples of how we've delivered excellence and efficiency in our work throughout the year, acknowledging the importance of our people in helping us to deliver this, and also the need to raise awareness to leverage support for our lifesaving work:



Beth, running the 2017 Virgin Money London Marathon.

# ANTHONY NOLAN RAISES LIFESAVING FUNDS

The Fundraising team has continued to raise the voluntary income we need to save and improve the lives of people with blood cancer and blood disorders. Funding our lifesaving work is crucial to fulfilling all three aims in our organisational strategy.

- Thanks to our amazing supporters, we raised a total of £12.3m in 2016/17.
- We were delighted to secure significant support from The Garfield Weston Foundation for the development of our Marrow student recruitment programme, and continue our work with dedicated partners such as the Jack Petchey Foundation, the Masonic Charitable Foundation, and The Tracy Sollis Leukaemia Trust.
- Corporate partnerships with Everyone Active, Tile Giant and Berwin Leighton Paisner saw thousands of employees up and down the country raise vital funds and spread awareness about Anthony Nolan's lifesaving work.
- The 2016 Daisy Ball was another hugely successful night, raising over £115,000 (net income) and delighting supporters with a host of entertaining acts.
- Our Christmas Carols offered over 600 of our supporters a festive way to end another year and included a moving address from Lara Casalotti who spoke about her transplant experience.
- The Individual Giving team continues to recruit new regular givers to support Anthony Nolan's work. A milestone was reached this year with over 50,000 people now supporting Anthony Nolan regularly by Direct Debit.
- Community Fundraising obtained Charity Of The Year status from three university RAG Groups this past year - St. Andrews Charity Campaign, Carnival RAG (Birmingham University) and Cambridge RAG.
- The 2016 Virgin Money London Marathon was a huge success, raising an incredible £719,000.
- 1,811 amazing supporters ran, cycled, swam, trekked or jumped out of a plane in support of our lifesaving work.

## PROFESSIONAL FUNDRAISING PARTNERSHIPS

Anthony Nolan uses a select group of third party agencies to fundraise on our behalf door-to-door, at private sites and over the phone. We have longstanding partnerships with all the third party agencies we use, and they were all appointed following a thorough tender process. We also work with external Payroll Giving agencies to deliver our Payroll Giving programme and our biannual 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 1% of calls to check the quality of appeals made on our behalf. We also 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 scrupulous about 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 through the latest suppression request files.

We received a total of 203 complaints in 2016/17, 0.01% of the total volume of people we contacted and our policy has always been to investigate each enquiry. Most complaints were from people who objected to receiving a request to donate or the method of the approach.

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. 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 biannual postal raffle programme.

# ANTHONY NOLAN SPREADS THE WORD

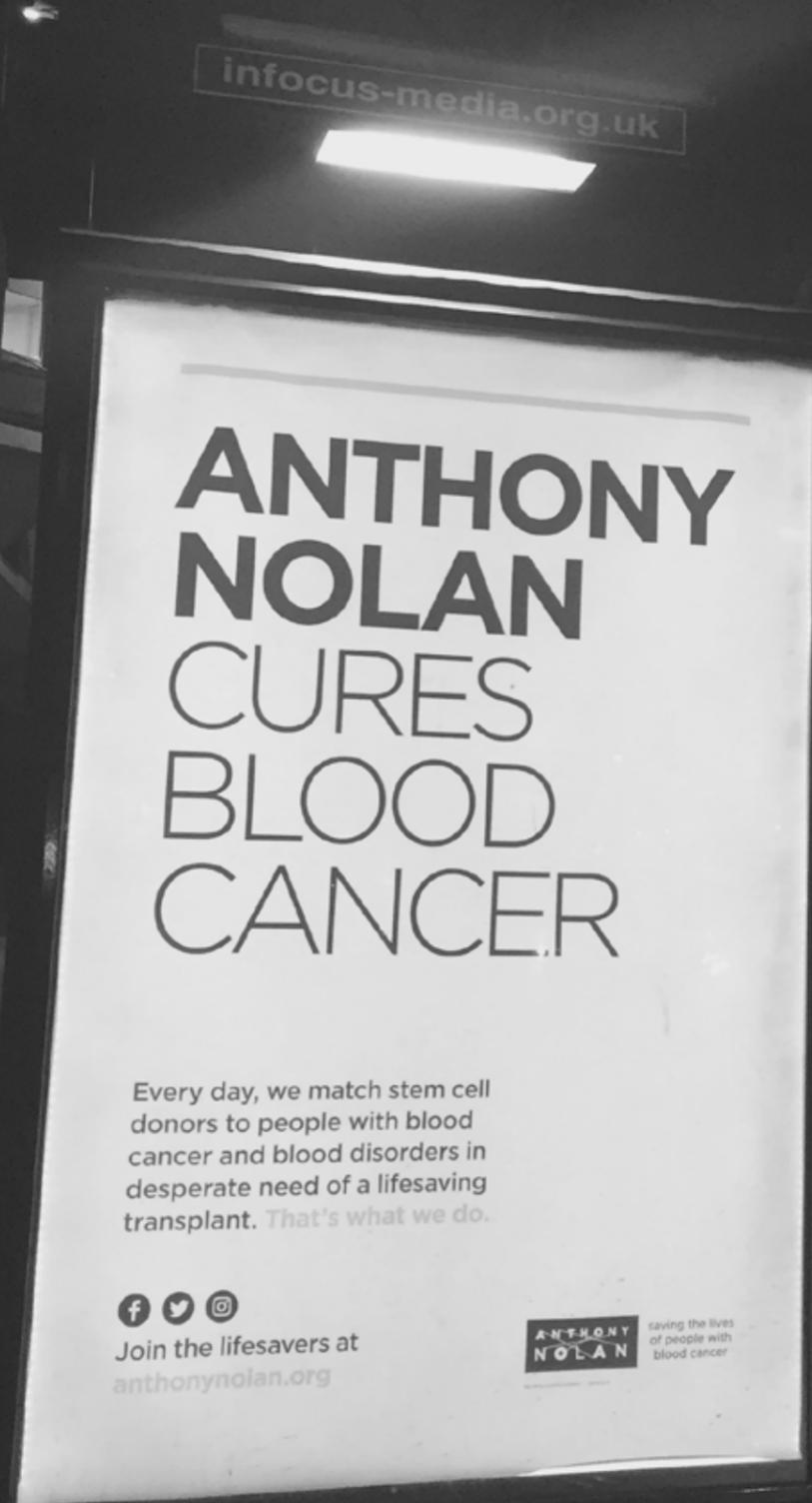
Raising the funds and garnering the support we need to save lives has never been more crucial; in order to boost our profile and encourage support from people who may not know about us we launched our first brand awareness campaign – Anthony Nolan Cures Blood Cancer. And despite a number of external challenges, it's been another successful year spreading the word about Anthony Nolan's lifesaving work.

- As part of the Organisational Strategy's aim to improve our prompted brand awareness, we launched a two-phase campaign – Anthony Nolan Cures Blood Cancer. Our advert was displayed in cinemas, on the London Underground, at bus shelters and across social media.
- Our website was visited over 1.5 million times – a 31% increase from the previous year.
- Meanwhile, our Facebook page saw huge growth. Our fan count increased from 59,000 to over 82,000, and our posts across the year reached an audience of close to 44 million. This makes us one of the top-performing health charities on social media in the UK.
- Our gaming campaign, Lifesaver Mode, targeted young men to join the register. The success of the campaign was cemented when we became the proud winners of the Third Sector Award for Marketing Campaign of the Year, beating big budget contenders including Age UK and the John Lewis Christmas advert.

3k

articles appeared in national, regional and specialist media.

- For the second year running we took an active role in World Cancer Day on 4 February 2017. Working with other UK cancer charities including Cancer Research UK, we invited people to buy a unity band and unite against cancer.
- 3,325 articles about our campaigns, patient appeals and donor recruitment drives appeared in national, regional and specialist media.
- Not Your Average Man, a digital and press campaign dedicated to inspiring young men to join the register was launched in March 2017. More than 7,000 visits were made to the campaign page, leading to an 8% point increase in sign-ups for the month (vs. an average month).
- We held the fourth annual Anthony Nolan Supporter Awards (ANSAS) in Westminster to recognise the incredible people who inspire our work. 100 press articles appeared about the event with a circulation of over two million.



A bus shelter displaying our brand awareness campaign in central London.



Staff from our Patient Services team.

# ANTHONY NOLAN HAS DEDICATED STAFF

Saving the lives of people with blood cancer and blood disorders is the shared vision that unites Anthony Nolan staff. But in order to realise this vision, it's important that everyone has the resources and equipment, not to mention motivation, to do their jobs as effectively as possible. Delivering excellence, efficiency and transparency in all of our work is an important strategic aim, and this year we achieved a great deal in pursuit of this goal.

- A Leadership Development programme has been launched for all senior leaders, to ensure we can deliver our strategy in a context of increasing change and complexity. In February 2017, the Senior Management Team became the Strategic Leadership Team, a move that reflects their role as leaders and key implementers of the Organisational Strategy.
- We introduced a People Strategy in 2016 to demonstrate our ongoing commitment to engaging and developing our staff. The newly-established Organisational Development team has been working with colleagues in HR to gather base-line data regarding current staff experiences. The team will be exploring a range of ways in which they can support staff in their lifesaving work.
- Our new staff intranet, Matchbook, was launched in May 2016 to help colleagues across the organisation share information and interact with each other.



of people in the UK are registered as stem cell donors.

- Our Technology team has had a busy year learning agile software development techniques in order to improve their support processes, new developments and to retire components of our 20+ year old SOLAR system, replacing it with modern web-based interfaces, improving integration with CORAL's database. CORAL is our internal CRM system for donors and patients.
- A major programme of ongoing IT development and improvement was set out in our ambitious new Technology Strategy, which aims to bring our end user computing toolset up to date. Modernising our systems will improve efficiency and ensure we're working to the best of our abilities.
- Alongside this, the team has made many changes to the existing suite of systems to enable all departments to optimise processes.

CASE STUDY | 03 |

# ALEX CUPIT'S STORY

A LIFELONG SUPPORTER TURNED STAFF MEMBER

## 1 HOW IT ALL BEGAN

Alex's mum had a lifesaving stem cell transplant in 2004, ever since then he has gone above and beyond to support and volunteer for Anthony Nolan. Alex is now a member of staff.

'I was only eight at the time, but I noticed that something was wrong with my mum. She wasn't herself, she was becoming increasingly tired and out of breath. I wasn't really aware of what the doctors were saying, but we eventually learnt that she had a blood disorder called myelodysplasia, and that she would need a stem cell transplant.

After a long two year wait, we finally got the news that Anthony Nolan had found my mum a match; a complete stranger from Canada, a man who was going to save her life. This was incredible news, but terrifying too, as she began her debilitating treatment.

Amazingly, 13 years down the line, Mum is now fit and healthy, and enjoying life after recently retiring.'



Alex with his mum, Dorothy.

## 2 VOLUNTEERING WITH MARROW

'As I grew up, I encouraged every single person I knew to join the register. It made sense to volunteer with Marrow when I started at Birmingham University in 2012 – they were the first society I looked for at the Freshers' Fair.

I volunteered with Birmingham Marrow for my entire time at uni, and ended up becoming President in my third year. It was amazing to see the group grow, and awareness of Anthony Nolan spread all over campus.

I got more involved with the National Marrow committee, and in 2015, I was honoured to be elected as President. Having the opportunity to visit Marrow groups all over the country and talk to people about why they got involved was inspiring.'



Cheering on Anthony Nolan runners at the Virgin Money London Marathon.

## 3 FROM CHEERER TO RUNNER

'Also in 2015, two friends who were on the National Committee – Kat and Adi – convinced me that running the London Marathon for Anthony Nolan was a good idea.

We all signed up and formed 'Team National'. It was great being able to share our story together – collectively we had volunteered with Marrow for 16 years – as well as raised over £7,000.

Race day was very emotional – it really hit home why I first got involved with Anthony Nolan. The highlight of the day was seeing (and hearing!) the Marrow cheerpoint at mile 25. There's nothing quite like it.'



Running the 2016 Virgin Money London Marathon.

## 4 A LIFESAVING CHAIN REACTION

'After graduating from uni, I applied for a role here at Anthony Nolan. I thought I'd be incredibly lucky if I could do something I enjoyed and felt passionate about as my day-to-day job.

I now work on the Marrow programme as the Volunteer Engagement Coordinator, and am excited to be part of the future of this incredible team. We've been working hard to grow our donor recruitment, including helping to organise large events like one at Loughborough University in March that recruited over 2,000 people.

Whilst planning this event, we spotted someone who had graduated from Loughborough tweeting about donating his stem cells. It was a great opportunity to show students what a difference they could make, and when I got in touch with him to talk more about his experience, there was a surprise for me too!

I found out that I had been the one to sign Chris up in Birmingham in 2014, and two years later, he'd been found as a match for someone. I arranged to go and see him at the London Clinic, and chat to him about the amazing thing he was doing.

It was fantastic to think that Chris was giving someone and their family hope for the future, and I felt privileged to have played a small part in that.'



Alex (right), visiting Chris while he donated stem cells.



Some of our amazing volunteer couriers.

# ANTHONY NOLAN HAS INCREDIBLE 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.

- On 30 March 2016, we launched our Young Ambassadors programme. Five inspiring patients have taken up the role, and will use their stories to raise awareness about the importance of Anthony Nolan's lifesaving work. One of our Young Ambassadors, Emma Paine, (see page 22) was the figurehead for the Defend Second Transplants campaign. After a successful year, we're planning to expand this vital role.
- Our new patient Peer Support Service was piloted by seven volunteers. Launched in October 2016, this service enables anyone affected by a stem cell transplant to speak to a trained volunteer who has also been through the emotional and physical effects that patients can experience in their transplant journey.
- It's been another incredible year for our couriers, who help deliver stem cells from the collection centres to patients in hospitals all around the world, with Peter Hodes completing his 200th trip and Sue Brooks her 300th.
- As a result of the #Match4Lara campaign, Stefano Casalotti (Lara's dad) has helped us to organise a University of East London volunteering programme in our laboratories. Five enthusiastic science students from the university now volunteer across various teams in Labs, and a second year of the programme is being planned.

87k

is the amount raised in 2016/17 by our Marrow groups.

- This year, our dedicated Marrow volunteers helped to recruit 14,994 people to the register and raised over £87,000.
- We were delighted to be accepted to take part in the University College London Global Citizenship Programme, and will welcome students in May 2017 who will give their time to help us deliver a project to enhance how we engage our volunteers.
- A Volunteering Data Workgroup has been developing improved methods for recording and storing volunteer data.

## 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
- Volunteer Courier
- Donor Visitor
- Phenotype Project Volunteer
- Fundraising Volunteer



# ANTHONY NOLAN STILL HAS MORE TO DO

We are very proud of what Anthony Nolan achieved in 2016/17 – but we know we can't be complacent. There are still very real problems to solve: too many people unable to find a match; too many people who tragically die as a result of disease relapse or post-transplant complications; and too many people who aren't receiving the support they require after transplant. Knowing we still have more to do drives us forward, shapes our plans for 2017/18 and readies us to face challenges and harness opportunities in the years ahead.

As set out in the Trustee Report we have set ourselves five key priorities in 2017/18, these are: patient focus, customer service, cord, laboratories and data and insight. Underpinning these priorities we have five enabling strategies relating to technology, people, data, research and engagement. Below are some of specific examples of the work we will be doing and the targets we have set ourselves for the years ahead:

- We urgently need to build and diversify the pool of donors on the register to give everyone the best possible chance of finding a match. By 2020 we aim to recruit 100,000 donors a year whilst simultaneously improving our donor communications so when we contact our donors, they're ready and willing to donate.
- Young men make up only 16% of the register, but go on to give over 50% of all stem cell donations. We need to address this imbalance. Similarly, a wider pool of black, Asian and ethnic minority (BAME) donors must be recruited to give more patients a chance of finding the best possible match. Our target for new donor recruitment is 40% male and 20% BAME.
- As the 2016 Research Strategy sets out, too many transplant patients aren't surviving, and too many will suffer the effects of post-transplant complications. That's why we will continue to invest in research to achieve the following by 2025:

- › Improve overall survival for adults receiving a stem cell transplant for leukaemia from 44% to 55%.
- › Increase survival for adults who receive a transplant for other blood disorders from 50% to 60%.
- › Halve the number of people with post-transplant complications such as graft versus host disease.
- Our reputation as a leader and facilitator of translational research to improve patient outcomes is demonstrated by the establishment of a new transplant-focused clinical trials initiative, IMPACT, which will be publicly launched at the end of 2017. Working in partnership with Leuka, NHS Blood and Transplant and the British Society of Blood and Marrow Transplantation (BSBMT), this year will see the recruitment of the first patients to trials conducted through the initiative – trials that have the potential to transform clinical practice. IMPACT is one of the key elements of our Research Strategy, and will be crucial to achieving the strategy's ambitions by 2025.
- We're investing to increase the range, scope and reach of our patient focused services. This includes using digital technology to connect with patients.
- Our focus on patients will be strengthened by the promise to appoint a further five Clinical Nurse Specialists in the UK, as well as a

- Lead Nurse based in London – this will bring the total number of nurses to eight. Their experience and understanding of stem cell transplants will be a vital source of support for our patients.
  - In the autumn we will launch a new campaign calling on the NHS to ensure that patients have access to the right care and support after their transplant. We'll be asking our supporters to lobby their MPs and talking to health services across the UK to work with us to address the service gaps.
  - We know that many of our supporters want to do more, and we need to be able to give them the opportunity. Our new Supporter Relationship Management Strategy will harness data, insight and innovation to ensure our supporter engagement is consistently outstanding.
  - Our Scotland Strategy has been put in place to ensure we maximise the passion of our Scottish supporters. We must continue to build on these relationships to further underpin the work of the Organisational Strategy.
- To achieve all this we need to raise more money than ever before to support our recruitment initiatives and invest in the groundbreaking science we know will save more lives.

# THE FINANCIAL REVIEW

We are pleased to report another year of income growth which has allowed us to spend more on our charitable activities. This has enabled us to facilitate even more transplants in the year than in prior years, recruit over 72,000 potential donors to our register and add a further 1,203 cords to our cord bank.

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.

Aligned with the Trustees' plans to grow reserves and reach an agreed optimal level of reserves, a surplus of £2m has been achieved in the year and free reserves grew from £3.4m to £5.6m. The free reserves are calculated as total funds, £11.6m, minus restricted funds (£0.9m), minus designated funds (£1.3m) minus net fixed assets (£4.2m), plus long-term liabilities (£0.4m) – amounting to £5.6m.

## INCOME AND EXPENDITURE

Income totalled £51.3m, an increase in the year of £4.25m (9%). Donor provisions continued to be the main source of income for the charity, raising £38.1m (2015/16: £34.7m). During a period of significant challenge for the charity sector we were delighted to see our voluntary income grow in the year from £11.3m to £11.8m. Our net voluntary income has remained more or less the same at £5.2m, due to increased investment in fundraising activities to support future growth of our voluntary income.

We raised a further £0.5m from fundraising activities through our trading subsidiary, Anthony Nolan Trading Limited. In total our trading subsidiary generated operating profits of £140k, all of which was distributed to the charity in the year. A significant proportion of this

profit (82%) was derived from another successful Daisy Ball, our 22nd to date.

Total expenditure was £49.3m, up £3.9m (8.6%) from the previous year. £42.4m of expenditure relates to charitable activities and £6.9m to raising funds. Within charitable activities, £37.7m was spent on donor provision facilitating over 1,300 transplants in the UK and abroad. £2.4m was spent on research, of which £775k was funded through grants, and the remainder from net voluntary income. We spent a further £2.3m on education and awareness events that further support our donor recruitment, campaigning and fundraising activities.

Included in total expenditure are support costs of £8.3m (16.2% of income), up £1.4m in the year. This increase was largely due to higher IT costs of £1.2m, made up of a £605k increase in investment in technology and a £595k write down of the charity's Dynamics CRM system. The increase in investment reflects a recent move to a more agile approach in system development; consequently we are treating more expenditure as operating costs as opposed to capitalising them. The write down came about following a review of the CRM system to improve functionality and to meet the changing needs of the business.

## 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 around £6m and 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 the year-end, excluding fixed assets, designated and restricted funds, amounted to £5.6m compared to £3.4m in the previous year. This growth in reserves reflects the financial strategy for the past few years of investing for growth and delivering appropriate levels of surplus. Alongside this strategy the Trustees recognise the need to balance managing risks against the need to serve beneficiaries as quickly as possible; it is for this reason a decision was taken in the year to designate £1.25m of funds for specific charitable purposes supporting growth and patient benefits.

## DESIGNATED FUNDS:

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

### ENRICHING THE REGISTER

£200k has been 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

£300k has been 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 good customer service.

## RAISING AWARENESS

£250k 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.

Longer-term funds:

## INVESTING IN OUR PROPERTY

£500k has been designated for future investment in 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 investment 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 29/6/17 and signed on their behalf by:

**CHAIRMAN, SIMON DYSON MBE**

Date: 29/6/17

# OPINION ON THE FINANCIAL STATEMENTS

We have audited the financial statements of Anthony Nolan (the 'parent charitable company') and its subsidiary (the 'group') for the year ended 31 March 2017 which comprise the Group and Parent Charitable Company Statement of Financial Activities, the Group and Parent Charitable Company Balance Sheets, the Group 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 (United Kingdom Generally Accepted Accounting Practice), including FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'.

## 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 2017; 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 requirements of 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).

## SCOPE OF THE AUDIT OF THE FINANCIAL STATEMENTS

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at: [frc.org.uk/auditscopeukprivate](http://frc.org.uk/auditscopeukprivate)

## OPINION ON OTHER MATTER PRESCRIBED BY THE COMPANIES ACT 2006

In our opinion the information given in the Trustees' Report and the incorporated Strategic Report for the financial year for which the financial statements are prepared is consistent with the financial statements and, based on the work undertaken in the course of our audit, 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 its environment obtained in the course of the audit, we have not identified any 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 sufficient, 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.

## RESPECTIVE RESPONSIBILITIES OF TRUSTEES AND AUDITOR

As explained more fully in the Statement of Trustees' responsibilities set out on page 10, 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

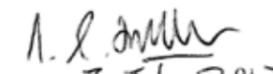
that they give a true and fair view.

We have been appointed auditors 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.

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

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: 3 July 2017

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 2017

	Notes	Unrestricted Funds £'000	Restricted Funds £'000	TOTAL 2017 £'000	Unrestricted Funds £'000	Restricted Funds £'000	TOTAL 2016 £'000
<b>INCOME FROM:</b>							
<b>Donations and legacies</b>	2	10,871	939	<b>11,810</b>	10,441	821	11,262
<b>CHARITABLE ACTIVITIES</b>							
Donor provision	5	38,045	22	<b>38,067</b>	34,713	21	34,734
Research	6	24	697	<b>721</b>	20	208	228
<b>Other trading activities</b>	3	515	-	<b>515</b>	496	-	496
<b>Investments</b>	4	93	-	<b>93</b>	87	-	87
<b>Other</b>	7	129	-	<b>129</b>	280	-	280
<b>TOTAL INCOME</b>		<b>49,677</b>	<b>1,658</b>	<b>51,335</b>	<b>46,037</b>	<b>1,050</b>	<b>47,087</b>
<b>EXPENDITURE ON:</b>							
<b>Raising funds:</b>							
Expenditure on raising donations and legacies	8	6,633	-	<b>6,633</b>	5,997	-	5,997
Expenditure on other trading activities	3,8	294	-	<b>294</b>	268	-	268
<b>Charitable activities:</b>							
Donor provision	8	37,173	523	<b>37,696</b>	34,129	640	34,769
Education and awareness	8	2,305	-	<b>2,305</b>	2,034	-	2,034
Research	8	2,132	275	<b>2,407</b>	2,119	261	2,380
<b>TOTAL EXPENDITURE</b>		<b>48,537</b>	<b>798</b>	<b>49,335</b>	<b>44,547</b>	<b>901</b>	<b>45,448</b>
<b>NET INCOME/ (EXPENDITURE)</b>		<b>1,140</b>	<b>860</b>	<b>2,000</b>	<b>1,490</b>	<b>149</b>	<b>1,639</b>
<b>TRANSFERS BETWEEN FUNDS</b>	21	433	(433)	-	89	(89)	-
<b>NET MOVEMENTS IN FUNDS</b>		<b>1,573</b>	<b>427</b>	<b>2,000</b>	<b>1,579</b>	<b>60</b>	<b>1,639</b>
<b>RECONCILIATION OF FUNDS</b>							
Total funds brought forward	21-22	9,129	468	<b>9,597</b>	7,550	408	7,958
<b>TOTAL FUNDS CARRIED FORWARD</b>	21-22	<b>10,702</b>	<b>895</b>	<b>11,597</b>	<b>9,129</b>	<b>468</b>	<b>9,597</b>

The above results are derived from the group's continuing activities. The charity has no discontinued operations. No separate Statement of Total Recognised Gains and Losses has been presented as all such gains and losses are included in the Statement of Financial Activities.

**PARENT CHARITY ONLY STATEMENT OF FINANCIAL ACTIVITIES**

(including Parent Charity Only Income and Expenditure Account) for the year ended 31 March 2017

	Notes	Unrestricted Funds £'000	Restricted Funds £'000	TOTAL 2017 £'000	Unrestricted Funds £'000	Restricted Funds £'000	TOTAL 2016 £'000
<b>INCOME FROM:</b>							
<b>Donations and legacies</b>	2	10,871	939	<b>11,810</b>	10,441	821	11,262
<b>CHARITABLE ACTIVITIES</b>							
Donor provision	5	38,045	22	<b>38,067</b>	34,713	21	34,734
Research	6	24	697	<b>721</b>	20	208	228
<b>Investments</b>	4	231	-	<b>231</b>	232	-	232
<b>Other</b>	7	212	-	<b>212</b>	363	-	363
<b>TOTAL INCOME</b>		<b>49,383</b>	<b>1,658</b>	<b>51,041</b>	<b>45,769</b>	<b>1,050</b>	<b>46,819</b>
<b>EXPENDITURE ON:</b>							
<b>Raising funds</b>							
Expenditure on raising donations and legacies	8	6,633	-	<b>6,633</b>	5,997	-	5,997
<b>Charitable activities:</b>							
Donor provision	8	37,173	523	<b>37,696</b>	34,129	640	34,769
Education and awareness	8	2,305	-	<b>2,305</b>	2,034	-	2,034
Research	8	2,132	275	<b>2,407</b>	2,119	261	2,380
<b>TOTAL EXPENDITURE</b>		<b>48,243</b>	<b>798</b>	<b>49,041</b>	<b>44,279</b>	<b>901</b>	<b>45,180</b>
<b>NET INCOME/ (EXPENDITURE)</b>		<b>1,140</b>	<b>860</b>	<b>2,000</b>	<b>1,490</b>	<b>149</b>	<b>1,639</b>
<b>TRANSFERS BETWEEN FUNDS</b>	21	433	(433)	-	89	(89)	-
<b>NET MOVEMENTS IN FUNDS</b>		<b>1,573</b>	<b>427</b>	<b>2,000</b>	<b>1,579</b>	<b>60</b>	<b>1,639</b>
<b>RECONCILIATION OF FUNDS</b>							
Total funds brought forward	21-22	9,069	468	<b>9,537</b>	7,490	408	7,898
<b>TOTAL FUNDS CARRIED FORWARD</b>	21-22	<b>10,642</b>	<b>895</b>	<b>11,537</b>	<b>9,069</b>	<b>468</b>	<b>9,537</b>

The above results are derived from the charity's continuing activities. No separate Statement of Total Recognised Gains and Losses has been presented as all such gains and losses are included in the Statement of Financial Activities.

**CONSOLIDATED & CHARITY BALANCE SHEETS**

As At 31 March 2017

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

	Notes	Group 2017	Group 2016	Charity 2017	Charity 2016
		£'000	£'000	£'000	£'000
<b>FIXED ASSETS</b>					
Tangible assets	14	4,199	6,107	4,199	6,107
		<u>4,199</u>	<u>6,107</u>	<u>4,199</u>	<u>6,107</u>
<b>CURRENT ASSETS</b>					
Stocks	15	630	839	630	839
Debtors	16	7,993	7,472	7,996	7,555
Cash at bank and in hand	17	6,760	4,746	6,546	4,535
		<u>15,383</u>	<u>13,057</u>	<u>15,172</u>	<u>12,929</u>
<b>LIABILITIES</b>					
Creditors: amounts falling due within one year	18	7,617	9,199	7,466	9,131
		<u>7,617</u>	<u>9,199</u>	<u>7,466</u>	<u>9,131</u>
<b>NET CURRENT ASSETS</b>					
		<u>7,766</u>	<u>3,858</u>	<u>7,706</u>	<u>3,798</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>					
		<u>11,965</u>	<u>9,965</u>	<u>11,905</u>	<u>9,905</u>
Provisions for liabilities and charges	20	368	368	368	368
		<u>11,597</u>	<u>9,597</u>	<u>11,537</u>	<u>9,537</u>
<b>NET ASSETS</b>					
<b>THE FUNDS OF THE GROUP &amp; THE CHARITY</b>					
Restricted income funds	21	895	468	895	468
<b>UNRESTRICTED INCOME FUNDS</b>					
General Fund	21	9,452	9,129	9,392	9,069
Designated funds	21	1,250	-	1,250	-
		<u>11,597</u>	<u>9,597</u>	<u>11,537</u>	<u>9,537</u>
<b>TOTAL GROUP &amp; CHARITY FUNDS</b>					

The financial statements on pages 46 to 72 were approved by the trustees and authorised for issue on 29/6/17 and are signed on their behalf by



Chairman  
Simon Dyson, MBE



Vice Chair  
Ian Krieger

**CONSOLIDATED & CHARITY STATEMENTS OF CASH FLOW**

For the year ended 31 March 2017

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

	Group 2017	Group 2016	Charity 2017	Charity 2016
	£'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>2,000</b>	1,639	<b>2,000</b>	1,639
Adjustments for:				
Depreciation	1,596	1,400	1,596	1,400
Impairment loss	595	-	595	-
Interest and rents from investments	(93)	(87)	(231)	(232)
(Increase)/decrease in stocks	209	(466)	209	(466)
(Increase)/decrease in debtors	(521)	(949)	(441)	(826)
Increase/(decrease) in creditors	(1,582)	1,062	(1,665)	1,008
	<u>2,204</u>	<u>2,599</u>	<u>2,063</u>	<u>2,523</u>
Net cash provided by operating activities				
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>				
Interest and rents from investments	93	87	231	232
Purchase of property, plant and equipment	(283)	(1,707)	(283)	(1,707)
	<u>(190)</u>	<u>(1,620)</u>	<u>(52)</u>	<u>(1,475)</u>
Net cash used in investing activities:				
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>				
Capital element of the finance lease, total payments	-	(28)	-	(28)
	<u>-</u>	<u>(28)</u>	<u>-</u>	<u>(28)</u>
Net cash used in financing activities				
	<u>2,014</u>	<u>951</u>	<u>2,011</u>	<u>1,020</u>
<b>INCREASE IN CASH AND CASH EQUIVALENTS</b>				
	<u>4,746</u>	<u>3,795</u>	<u>4,535</u>	<u>3,515</u>
<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF PERIOD</b>				
	<u>6,760</u>	<u>4,746</u>	<u>6,546</u>	<u>4,535</u>
<b>CASH AND CASH EQUIVALENTS AT THE END OF PERIOD</b>				

The changes in cash and cash equivalents due to exchange rate movements in a year were £94k increase (2016: £43k increase).

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 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:

In the opinion of the Trustees, there were no judgements made that have a significant effect on the amounts recognised in the financial statements nor any key assumptions or estimates made which might cause a material adjustment to the carrying amount of assets and liabilities within the next reporting period.

#### 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 in 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 no material uncertainties in the operating environment.

#### D) INCOMING RESOURCES

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 normally brought into account when either receivable or there is sufficient evidence to suggest that it is probable at the year end. Donations are stated gross of any attributable tax recoverable. Income from government and other grants is 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 and it is not deferred. Donations and grants given for specific purposes are treated as restricted income.

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

Income from legacies is included in incoming resources on an accruals basis when, for a specific bequest, the three criteria of entitlement, probability, and measurement can be satisfied and supported by the confirmation of the notification agency or the executor of the estate. The charity does not account for legacies subject to a life interest held by another party until the life interest has expired.

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 incoming resources from charitable activities.

Income from fundraising events is included in incoming resources and resources expended following completion of the event. Income received and costs incurred prior to the date of an event are treated as deferred income and prepayments respectively.

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.

All other income, including bank interest and royalties, is accounted for on a receivable basis.

#### E) GIFTS IN KIND

Gifts in kind and donated goods and services are recognised in the financial statements when the benefit to the charity is reasonably quantifiable and measurable and exceeds £1,000. The value is the price the charity estimates it would pay should it purchase equivalent goods or services. In the case of any auction prizes donated the full amount of the proceeds received is recognised.

#### F) RESOURCES EXPENDED AND ALLOCATION OF SUPPORT AND GOVERNANCE COSTS

All expenditure is accounted for on an accruals basis inclusive of any irrecoverable Value Added Tax, and is allocated as direct costs in the Statement of Financial Activities where the costs can be identified as being directly related to raising donations and legacies and to charitable activities. 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.

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2017

**ACCOUNTING POLICIES (CONTINUED)****G) 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.

**H) 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.

**Financial derivatives**

Forward exchange contracts are used to manage exposure to currency exchange risk. Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently re-measured to fair value, at each reporting date. Fair value gains and losses are recognised in income or expenditure.

**I) 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.

**J) 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

**K) 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.

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2017

**L) STOCKS**

Stocks are valued at cost. Stocks that have reached the expiry date is written off at the point of expiry.

**M) LEASED ASSETS AND OBLIGATIONS**

Where assets are financed by leasing agreements that give rights approximating to ownership ('finance leases'), the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments payable during the lease term. The corresponding leasing commitments are shown as obligations to the lessor.

Lease payments are treated as consisting of capital and interest elements, and the interest is charged to the Statement of Financial Activities in proportion to the remaining balance outstanding.

All other leases are 'operating leases' and the annual rentals are charged to the Statement of Financial Activities on a straight line basis over the lease term.

**N) 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.

**O) 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.

**P) EMPLOYEE BENEFITS**

Employees are entitled to carry forward up to 5 days of any unused holiday entitlement at the end of the financial year. The cost of any unused entitlement is recognised in the year in which the employee's services are received.

The best estimate of the expenditure required to settle an obligation for termination benefits is recognised immediately as an expense when the charity is committed to terminate the employment of an employee or to provide termination benefits.

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

### Q) 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.

### R) 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.

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

2 DONATIONS AND LEGACIES INCOME	Unrestricted Funds	Restricted Funds	TOTAL 2017	TOTAL 2016
	£'000	£'000	£'000	£'000
<b>Group &amp; Charity</b>				
Donations from trusts and other similar institutions	37	741	<b>778</b>	406
Corporate donations	457	165	<b>622</b>	746
Donations from individuals	8,783	23	<b>8,806</b>	8,617
Legacies	1,403	10	<b>1,413</b>	1,305
Gifts in kind	191	-	<b>191</b>	188
	10,871	939	<b>11,810</b>	11,262

### 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). 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 2017, the value of ANTL's net assets was £61k (2016: £61k) matching the value of the shareholders' funds.

In the year ANTL made a turnover of £515k (2016: £496k) and interest income of £2k (2016: £2k), and expended £377k (2016: £351k), including a share of central costs payable to Anthony Nolan (Note 7), thereby generating operating profit of £140k (2016: £147k). The sum equivalent to the taxable profits was distributed to Anthony Nolan as provided for in ANTL's Articles of Association.

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

4 INVESTMENT INCOME	Unrestricted Funds	Restricted Funds	TOTAL 2017	TOTAL 2016
	£'000	£'000	£'000	£'000
<b>Group</b>				
Rent receivable under operating leases	80	-	<b>80</b>	75
Bank interest receivable on short term cash deposits	5	-	<b>5</b>	5
Royalty income receivable	8	-	<b>8</b>	7
	<hr/> 93	<hr/> -	<hr/> <b>93</b>	<hr/> 87
<b>Charity</b>				
Rent receivable under operating leases	80	-	<b>80</b>	75
Bank interest receivable on short term cash deposits	5	-	<b>5</b>	5
Royalty income receivable	6	-	<b>6</b>	5
Anthony Nolan Trading Ltd: Gift Aid distribution	140	-	<b>140</b>	147
	<hr/> 231	<hr/> -	<hr/> <b>231</b>	<hr/> 232
<b>5 DONOR PROVISION INCOME</b>				
	Unrestricted Funds	Restricted Funds	TOTAL 2017	TOTAL 2016
	£'000	£'000	£'000	£'000
<b>Group &amp; Charity</b>				
Fees receivable for the provision of donors	37,011	22	<b>37,033</b>	33,409
Support income in relation to donor processing	1,034	-	<b>1,034</b>	1,325
	<hr/> 38,045	<hr/> 22	<hr/> <b>38,067</b>	<hr/> 34,734

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

6 RESEARCH INCOME	Unrestricted Funds	Restricted Funds	TOTAL 2017	TOTAL 2016
	£'000	£'000	£'000	£'000
<b>Group &amp; Charity</b>				
Grant income receivable	24	697	<b>721</b>	228
	<hr/> 24	<hr/> 697	<hr/> <b>721</b>	<hr/> 228
<b>7 OTHER INCOMING RESOURCES</b>				
	Unrestricted Funds	Restricted Funds	TOTAL 2017	TOTAL 2016
	£'000	£'000	£'000	£'000
<b>Group</b>				
Insurance receipts	129	-	<b>129</b>	280
	<hr/> 129	<hr/> -	<hr/> <b>129</b>	<hr/> 280
<b>Charity</b>				
Anthony Nolan Trading Ltd: recharge of costs	83	-	<b>83</b>	83
Insurance receipts	129	-	<b>129</b>	280
	<hr/> 212	<hr/> -	<hr/> <b>212</b>	<hr/> 363

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 8 ANALYSIS OF EXPENDITURE

	Activities undertaken directly		Grant funding of activities £'000	Support costs (note 10)		Total Costs £'000
	Staff costs	Other costs		Staff costs	Other costs	
	£'000	£'000		£'000	£'000	
<b>GROUP</b>						
<b>2016/17</b>						
Expenditure on:						
Raising funds						
Expenditure on raising donations and legacies	1,244	4,300	-	443	646	<b>6,633</b>
Expenditure on other trading activities	-	294	-	-	-	<b>294</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>31,177</b>	<b>34</b>	<b>3,334</b>	<b>4,941</b>	<b>49,335</b>
<b>2015/2016</b>						
Expenditure on:						
Raising funds						
Expenditure on raising donations and legacies	1,293	3,783	-	391	530	5,997
Expenditure on other trading activities	-	268	-	-	-	268
Charitable activities:						
Donor Provision	6,181	23,737	45	2,055	2,751	34,769
Education and awareness	923	563	-	222	326	2,034
Research	1,203	505	78	240	354	2,380
<b>Total expenditure</b>	<b>9,600</b>	<b>28,856</b>	<b>123</b>	<b>2,908</b>	<b>3,961</b>	<b>45,448</b>

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

## CHARITY

## 2016/2017

	Activities undertaken directly		Grant funding of activities £'000	Support costs (note 10)		Total Costs £'000
	Staff costs	Other costs		Staff costs	Other costs	
	£'000	£'000		£'000	£'000	
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>

## 2015/2016

	Activities undertaken directly		Grant funding of activities £'000	Support costs (note 10)		Total Costs £'000
	Staff costs	Other costs		Staff costs	Other costs	
	£'000	£'000		£'000	£'000	
Expenditure on:						
Raising funds	1,293	3,783	-	391	530	<b>5,997</b>
Charitable activities						
Donor Provision	6,181	23,737	45	2,055	2,751	<b>34,769</b>
Education and awareness	923	563	-	222	326	<b>2,034</b>
Research	1,203	505	78	240	354	<b>2,380</b>
<b>Total expenditure</b>	<b>9,600</b>	<b>28,588</b>	<b>123</b>	<b>2,908</b>	<b>3,961</b>	<b>45,180</b>

The amount of irrecoverable VAT included in the group expenditure is £1,393k (2016: £1,277k).

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 9 ANALYSIS OF GRANTS

	Grants to institutions	Grants to individuals	Support costs	Total
	£'000	£'000	£'000	£'000
<b>Group &amp; Charity</b>				
<b>2016/2017</b>				
<b>Charitable activities:</b>				
Donor Provision	-	31	5	<b>36</b>
Research	3	-	-	<b>3</b>
	<b>3</b>	<b>31</b>	<b>5</b>	<b>39</b>
<b>2015/2016</b>				
<b>Charitable activities:</b>				
Donor Provision	15	30	7	<b>52</b>
Research	78	-	12	<b>90</b>
	<b>93</b>	<b>30</b>	<b>19</b>	<b>142</b>

During the 2016/17 financial year £31k (2015: £30k) worth of grants were given to individuals.

£18k (2016: £15k) was given to patients to help with the costs of lifestyle changes caused by treatment. £13k (2016: £15k) was given to Marrow students and other support and recruitment groups.

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 10 ANALYSIS OF SUPPORT COSTS

	Facilities	Finance & Management	Human Resources	IT	Governance	Total
	£'000	£'000	£'000	£'000	£'000	£'000
<b>Group &amp; Charity</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>
<b>2015/2016</b>						
Expenditure on:						
Raising funds	207	235	142	304	33	<b>921</b>
Charitable activities:						
Donor Provision	1,056	1,311	725	1,549	165	<b>4,806</b>
Education and awareness	143	76	98	209	22	<b>548</b>
Research	155	79	107	229	24	<b>594</b>
<b>Total support costs</b>	<b>1,561</b>	<b>1,701</b>	<b>1,072</b>	<b>2,291</b>	<b>244</b>	<b>6,869</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 full time equivalent number of staff directly employed in that activity.

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2017

**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 none receives remuneration.

The average monthly number of persons employed by the group during the year (excluding Trustees) was:

	<b>2017 No.</b>	<b>2016 No.</b>
Charitable activities:		
Donor provision	<b>207</b>	201
Education and awareness	<b>26</b>	23
Research	<b>23</b>	25
Raising funds	<b>39</b>	38
	<b>295</b>	287

	£'000	£'000
Staff costs for the above:		
Wages and salaries	<b>10,026</b>	9,624
Social security costs	<b>1,020</b>	963
Pension costs	<b>339</b>	334
Staff restructuring costs	<b>55</b>	172
	<b>11,440</b>	11,093

Staff costs are allocated in the group's financial statements as follows:

	£'000	£'000
Donor provision	<b>8,714</b>	8,236
Education and awareness	<b>1,336</b>	1,145
Research	<b>1,446</b>	1,443
Raising funds	<b>1,687</b>	1,684
	<b>13,183</b>	12,508

Included in the allocated staff costs (note 8), in addition to payroll costs are the costs of funding academic positions of £137k (2016: £139k); staff benefit costs of £245k (2016: £298k); agency staff, NHS secondment and other similar costs of £1,327k (2016: £849m) and £34k (2016: £129k) other staff costs including training and staff holiday accrual.

Remuneration and benefits received in the year by key management personnel were £900k (2016: £1,042k).

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2017

The number of employees whose emoluments for the year fell within the following ranges was:

	<b>2017 No.</b>	<b>2016 No.</b>
£60,001 to £70,000	<b>1</b>	<b>2</b>
£70,001 to £80,000	<b>1</b>	<b>1</b>
£80,001 to £90,000	<b>4</b>	<b>3</b>
£90,001 to £100,000	<b>2</b>	<b>2</b>
£100,001 to £110,000	<b>-</b>	<b>1</b>
£110,001 to £120,000	<b>1</b>	<b>1</b>
£120,001 to £130,000	<b>-</b>	<b>1</b>
£130,001 to £140,000	<b>1</b>	<b>-</b>

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 £51k (2016: £54k). Three of the above employees are no longer with the charity.

During 2016/2017 the charity carried development work on the website. £13k of software developers' staff costs was capitalised (2016: £90k), including £12k wages and salaries (2016: £79k), £1k of social security costs (2016: £9k) and £0k pension costs (2016: £2k).

These salary costs are not included in emoluments figures above.

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2017

<b>12 OTHER COSTS</b>	<b>2017</b>	<b>2016</b>
	£'000	£'000
Net movement in funds is stated after charging:		
Depreciation and amounts written off fixed assets:	<b>2,190</b>	1,400
Charge for the year – owned assets	<b>1,596</b>	1,372
Charge for the year – assets under finance lease	-	28
Impairment loss	<b>595</b>	-
Stock: amounts expensed during the year	<b>3,096</b>	1,375
Research and development expenditure	<b>1,729</b>	1,786
Operating lease rentals:		
Land and buildings	<b>419</b>	382
Plant and machinery	<b>5</b>	4
Auditor's remuneration:		
Statutory Audit fees payable to RSM UK Audit LLP (Charity £32k (2016: £33k))	<b>41</b>	42
Tax Services payable to RSM UK Tax & Accounting Ltd: Advisory	<b>9</b>	14

The Trustees neither received nor waived any emoluments for their services to the group or the charity, and were not reimbursed for any expenses incurred on behalf of the group or the charity during the current year or previous year.

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 (2016: £3k).

During the year to 31 March 2017, the group accounted for net foreign exchange losses of £217k (2016: £186k).

**13 FINANCIAL DERIVATIVES**

Forward exchange contracts are used to manage exposure to currency exchange risk. Contracts to the value of US\$2,000k and €3,000k were entered into during the year ended 31 March 2017 (2016: US\$3,500k and €1,500k). All contracts matured during 2017.

<b>Cumulative Gains on Forward Contracts</b>	<b>2017</b>	<b>2016</b>
	£'000	£'000
Cumulative Gains on Forward Contracts Maturing in the Year	-	1

**NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31 March 2017

<b>14 TANGIBLE ASSETS</b>	<b>Leasehold buildings</b>		<b>Leasehold improvements, fixtures &amp; fittings</b>	<b>Office equipment</b>	<b>Laboratory equipment</b>	<b>TOTAL</b>
	<b>Long term</b>	<b>Short term</b>				
	£'000	£'000	£'000	£'000	£'000	£'000
<b>Group &amp; Charity</b>						
Cost:						
1 April 2016	1,842	137	1,144	4,476	4,898	<b>12,497</b>
Transfers	-	-	-	338	(338)	-
Additions	-	-	35	170	77	<b>282</b>
Write offs/Disposals	-	-	(130)	(658)	(20)	<b>(808)</b>
Impairment loss	-	-	-	(1,424)	-	<b>(1,424)</b>
31 March 2017	1,842	137	1,049	2,902	4,617	<b>10,547</b>
Depreciation and impairment:						
1 April 2016	551	58	867	2,401	2,513	<b>6,390</b>
Transfers	-	-	-	14	(14)	-
Charge for the year	16	6	134	832	608	<b>1,596</b>
Write offs/Disposals	-	-	(131)	(658)	(20)	<b>(809)</b>
Impairment loss	-	-	-	(829)	-	<b>(829)</b>
31 March 2017	567	64	870	1,760	3,087	<b>6,348</b>
Net book value:						
31 March 2017	1,275	73	179	1,142	1,530	<b>4,199</b>
31 March 2016	1,291	79	277	2,075	2,385	<b>6,107</b>

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

Impairment loss is recognised in the year: £1,424k cost, £829k accumulated depreciation. The write down came about following a review of the CRM system to improve functionality and to meet the changing needs of the business.

£338k worth of processing software (at cost) of Laboratory Third Generation Sequencers has been reclassified from Laboratory to Office Equipment during 2017. The accumulated depreciation of these assets was £14k and has also been reclassified.

The charity held assets under finance lease during the 2016 year. The assets were returned to the Lessor in 2016. No assets under lease were held this financial year. The depreciation charge for the leases was £0, (2016: £28k).

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

<b>15 STOCKS</b>	<b>Group 2017</b>	<b>Group 2016</b>	<b>Charity 2017</b>	<b>Charity 2016</b>
	£'000	£'000	£'000	£'000
Raw materials and consumables	<b>630</b>	839	<b>630</b>	839
<b>16 DEBTORS</b>	<b>Group 2017</b>	<b>Group 2016</b>	<b>Charity 2017</b>	<b>Charity 2016</b>
	£'000	£'000	£'000	£'000
Amounts falling due within one year:				
Trade debtors	<b>5,515</b>	4,735	<b>5,463</b>	4,717
Gift Aid distribution receivable from group undertakings	-	-	<b>140</b>	147
Other debtors	<b>80</b>	68	<b>80</b>	68
Prepayments and accrued income	<b>2,398</b>	2,669	<b>2,313</b>	2,623
	<b>7,993</b>	7,472	<b>7,996</b>	7,555
<b>17 CASH</b>	<b>Group 2017</b>	<b>Group 2016</b>	<b>Charity 2017</b>	<b>Charity 2016</b>
	£'000	£'000	£'000	£'000
Cash at bank and in hand	<b>6,760</b>	4,746	<b>6,546</b>	4,535
<b>18 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR</b>	<b>Group 2017</b>	<b>Group 2016</b>	<b>Charity 2017</b>	<b>Charity 2016</b>
	£'000	£'000	£'000	£'000
Trade creditors	<b>2,870</b>	4,859	<b>2,793</b>	4,823
Amounts due to group undertakings	-	-	<b>66</b>	130
Other creditors	<b>57</b>	52	<b>57</b>	52
Other taxation and social security costs	<b>360</b>	389	<b>360</b>	389
Accruals and deferred income	<b>4,330</b>	3,899	<b>4,190</b>	3,737
	<b>7,617</b>	9,199	<b>7,466</b>	9,131

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

<b>19 MOVEMENTS IN DEFERRED INCOME</b>	<b>Group 2017</b>	<b>Group 2016</b>	<b>Charity 2017</b>	<b>Charity 2016</b>
	£'000	£'000	£'000	£'000
Deferred income at beginning of the year	<b>812</b>	846	<b>662</b>	721
Income recognised in the year	<b>(802)</b>	(665)	<b>(652)</b>	(539)
Income deferred in the current year	<b>461</b>	631	<b>334</b>	480
Deferred income at the year end	<b>471</b>	812	<b>344</b>	662

Deferred income comprises income received in respect of the future fundraising events as well as the cash received in respect of research grants subject to performance related conditions.

<b>20 PROVISIONS FOR LIABILITIES &amp; CHARGES</b>	<b>Group 2017</b>	<b>Group 2016</b>	<b>Charity 2017</b>	<b>Charity 2016</b>
	£'000	£'000	£'000	£'000
Provision for dilapidations	<b>368</b>	368	<b>368</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 2009 and 2013 upon renewal of the lease, increased again in 2015 from £316k to £368k, and is now expected to be utilised at the earliest in 2018.

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

21 THE FUNDS OF THE GROUP & THE CHARITY	Balance at 1 Apr 2016	Incoming resources	Outgoing resources	Gross transfers between funds	Balance at 31 Mar 2017
	£'000	£'000	£'000	£'000	£'000
<b>Group</b>					
<b>Restricted income funds</b>					
<u>Voluntary and statutory income</u>					
Donor Campaign and Processing Fund	79	75	(79)	-	75
Donor Provision Fund	37	421	(251)	-	207
Research Projects Fund	27	94	(38)	-	83
Laboratory Equipment Fund	-	207	5	(37)	175
Patient Experience Fund	41	142	(176)	-	7
	184	939	(539)	(37)	547
Cord Blood Collection Centres Fund	-	22	(22)	-	-
Scientific Research Funds	284	697	(237)	(396)	348
	468	1,658	(798)	(433)	895
<b>Unrestricted income funds</b>					
<u>Designated funds</u>					
Property Fund	-	-	-	500	500
Digital & Technology Fund	-	-	-	300	300
Raising Awareness Fund	-	-	-	250	250
Register Enrichment Fund	-	-	-	200	200
	-	-	-	1,250	1,250
General Fund	9,129	49,677	(48,537)	(817)	9,452
Total funds	9,597	51,335	(49,335)	-	11,597

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

	Balance at 1 Apr 2016	Incoming resources	Outgoing resources	Gross transfers between funds	Balance at 31 Mar 2017
	£'000	£'000	£'000	£'000	£'000
<b>Charity</b>					
<b>Restricted income funds</b>					
<u>Voluntary and statutory income</u>					
Donor Campaign and Processing Fund	79	75	(79)	-	75
Donor Provision Fund	37	421	(251)	-	207
Research Projects Fund	27	94	(38)	-	83
Laboratory Equipment Fund	-	207	5	(37)	175
Patient Experience Fund	41	142	(176)	-	7
	184	939	(539)	(37)	547
Cord Blood Collection Centres Fund	-	22	(22)	-	-
Scientific Research Funds	284	697	(237)	(396)	348
	468	1,658	(798)	(433)	895
<b>Unrestricted income funds</b>					
<u>Designated funds</u>					
Property Fund	-	-	-	500	500
Digital & Technology Fund	-	-	-	300	300
Raising Awareness Fund	-	-	-	250	250
Register Enrichment Fund	-	-	-	200	200
	-	-	-	1,250	1,250
General Fund	9,069	49,383	(48,243)	(817)	9,392
Total funds	9,537	51,041	(49,041)	-	11,537

## RESTRICTED FUNDS

**Donor Campaign and Processing Fund:** in 2016/2017 the charity received various grants for the purposes of our education programme.

**Donor Provision Fund:** in 2016/2017 the charity received various grants to recruit and type to high resolution male donors aged between 16 and 30 years. The biggest contributor was The Garfield Weston Foundation.

As part of its commitment to increase the use of cord blood, 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 on-going restriction over its use, the value of the asset is transferred to General Fund. £37k was transferred from Laboratory Equipment Fund to General Fund in 2016/2017 for this reason. 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. 2016/17 grants were mainly to fund positions of patient nurses in UK Transplant Centres.

**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 2017/2018.

Following the review of T-Cell research grant expenditure previously classed as unrestricted the decision was made to transfer £396k from the restricted Scientific Research Funds to the General Fund.

## FUNDS ARE DESIGNATED FOR THE FOLLOWING PURPOSES:

Property Fund: for future investment 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.

Digital & Technology, Raising Awareness and Register Enrichment funds are expected to be utilised in the next 12 to 18 months.

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 22 ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Fixed assets	Net current assets	Creditors over 1 year and provisions for liabilities and charges	Total
	£'000	£'000	£'000	£'000
<b>Group</b>				
Restricted income funds	-	895	-	895
Unrestricted income funds: General Fund	4,199	6,871	(368)	10,702
<b>NET ASSETS</b>	<b>4,199</b>	<b>7,766</b>	<b>(368)</b>	<b>11,597</b>
<b>Charity</b>				
Restricted income funds	-	895	-	895
Unrestricted income funds: General Funds	4,199	6,811	(368)	10,642
<b>NET ASSETS</b>	<b>4,199</b>	<b>7,706</b>	<b>(368)</b>	<b>11,537</b>

## 23 RECONCILIATION OF NET CASH FLOW TO MOVEMENTS IN FUNDS

	Group	Group	Charity	Charity
	£'000	£'000	£'000	£'000
Increase in cash in the year before financing	2,014	979	2,011	1,048
Cash outflow to decrease debt lease finance	-	(28)	-	(28)
<b>INCREASE IN CASH</b>	<b>2,014</b>	<b>951</b>	<b>2,011</b>	<b>1,020</b>
Cash at 1 April 2016	4,746	3,795	4,535	3,515
<b>CASH AT 31 MARCH 2017</b>	<b>6,760</b>	<b>4,746</b>	<b>6,546</b>	<b>4,535</b>

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 24 COMMITMENTS UNDER OPERATING LEASES

	Group 2017	Group 2016	Charity 2017	Charity 2016
	£'000	£'000	£'000	£'000
<b>The charity as a lessee:</b>				
The total future minimum lease payments under non-cancellable operating leases, which are calculated based on rent notice period, are as follows:				
<b>Land and buildings</b>				
Amounts due				
Within one year	323	200	323	200
Between one and five years	14	14	14	14
Plant and machinery				
Amounts due				
Within one year	17	2	17	2
Between one and five years	24	-	24	-
	<b>378</b>	<b>216</b>	<b>378</b>	<b>216</b>

The total future minimum service charge payments are as follows:

	Group 2017	Group 2016	Charity 2017	Charity 2016
	£'000	£'000	£'000	£'000
<b>Land and buildings</b>				
Amounts due				
Within one year	223	186	223	186
Between one and five years	164	136	164	136
	<b>387</b>	<b>322</b>	<b>387</b>	<b>322</b>

**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:

	Group 2017	Group 2016	Charity 2017	Charity 2016
	£'000	£'000	£'000	£'000
Amounts receivable:				
Less than one year	75	75	75	75
	<b>75</b>	<b>75</b>	<b>75</b>	<b>75</b>

The operating leases represent lease of 65% of Research facility to a third party. The lease is negotiated over terms of 79 years (2016: 80 years) and rentals are fixed for 3 months (2016: 1 year and 3 months).

## 25 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 2017 is £53k, (2016: £50k).

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2017

**26 CAPITAL COMMITMENTS**

	<b>Group 2017</b>	<b>Group 2016</b>	<b>Charity 2017</b>	<b>Charity 2016</b>
	£'000	£'000	£'000	£'000
Capital commitments – contracted for, but not provided	<b>74</b>	42	<b>74</b>	42

**27 RELATED PARTIES TRANSACTIONS**

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

During 2016/17 it received £223k worth of income from ANTL, which is made up of Gift Aid £140k and management charge £83k (2015/16 income of £230k: Gift Aid £147k 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 2017 was £74k (31 March 2016: £17k).

**28 FINANCIAL INSTRUMENTS**

	<b>Group 2017</b>	<b>Group 2016</b>	<b>Charity 2017</b>	<b>Charity 2016</b>
	£'000	£'000	£'000	£'000
Carrying amount of financial assets				
Debt instruments measured at amortised cost	<b>7,152</b>	<b>6,701</b>	<b>7,239</b>	<b>6,830</b>
Carrying amount of financial liabilities				
Measured at amortised cost	<b>6,786</b>	7,998	<b>6,762</b>	8,080

All the Friends Groups and Tea Bars of Anthony Nolan

All the Marrow Groups

B&M Stores

Berwin Leighton Paisner

Clinigen Group

Covent Garden Tenants Association

Craig Rennie and Kim Pemberton

Deloitte LLP

Dig Deeper Adventure Challenge

DNA Genotek

Everyone Active

Furniture Village

Garfield Weston Foundation

Harrop Green Charitable Trust

Jack Petchey Foundation

Masonic Charitable Foundation

Parkwood Leisure

PF Charitable Trust

Robertson Trust

RSM

Shard Media Group

The Daisy Ball Committee

The David and Ruth Lewis Family Charitable Trust

The friends and family of Alice Byron

The friends and family of Neil Dalton and Aiden Brunger

The Pride of Paddington

The Quintessentially Foundation

Therakos UK

The SR Group

The Steel Charitable Trust  
The Tracy Sollis Leukaemia Trust

Tile Giant

Tony and Beth Hurren

UK Stem Cell Foundation

Xercise4Less

# THANK YOU

Without the generosity of our supporters we wouldn't be able to carry out our lifesaving work. So to every one of you who took on a challenge, held an event, remembered us in a will or spoke about our work – thank you. What you've done will have a lifesaving impact for years to come.

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

Every day, we match stem cell donors to people with blood cancer and blood disorders in desperate need of a lifesaving transplant. **That's what we do.**



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

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