

# LIFESAVING IN LOCKDOWN

DKMS FOUNDATION

ANNUAL REPORT  
AND FINANCIAL  
STATEMENTS

YEAR ENDING 31 DECEMBER 2020

# OUR VISION:

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

# OUR MISSION:

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

# OUR PURPOSE:

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

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# CEO'S INTRODUCTION

In a year affected by a pandemic, any and every achievement should be celebrated, especially when we remember the loss of life and damage to livelihoods experienced by so many around the world. We began the year with high hopes and big ambitions, but by the end of March our plans were in disarray as, in common with the rest of the world, we adapted at speed to a changing and challenging environment, ensuring that we were able to continue our vital work of recruiting blood stem cell donors to be potential lifesavers for blood cancer and blood disorder patients in need of a transplant.

As an organisation working within the healthcare system, we were classed as an essential service and continued to work throughout the pandemic and associated lockdowns. We've been proud of how our staff, volunteers, supporters, stakeholders and suppliers have worked with us to ensure we save as many lives as possible, overcoming incredible barriers and obstacles along the way.

Working within a national ecosystem for stem cell registration and donation, as well as an international environment, there have been aspects of the pandemic that have brought us all closer together and created an added urgency and understanding as to what it is to be in need of help and support in life-threatening situations. Because of the pandemic we are stronger as an organisation and as a community, and we have evolved and innovated in a way that would have been unimaginable at the beginning of 2020.

Read on to learn more about our work over the past year, and the incredible contribution our blood stem cell donors have made in unbelievable circumstances.

With thanks and congratulations to each and every one, and all of those who have supported them to help save a life.



A handwritten signature in black ink that reads "Jonathan Pearce". The signature is fluid and cursive, with a large, sweeping flourish at the end.

**Jonathan Pearce**  
CEO, DKMS Foundation

# ACHIEVEMENTS

In 2019, we established eight key priorities for DKMS UK to guide our work between 2020 and 2023. Below we've set out our progress against each of these priorities.

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## KEY PRIORITY 1

### MORE SECOND CHANCES OF LIFE

During 2020, we succeeded in creating 253 second chances of life from our donors' blood stem cell donations. Although this was below our original target and our previous year's figures, it was inevitable once the pandemic struck and the country went into lockdown. That we were able to continue working at all is the real achievement, and is testament to the commitment, determination and creativity of our blood stem cell donors, our staff and volunteers, and the healthcare professionals in the hospitals with which we work to carry out our stem cell collections and where patients receive their transplants.

With hospitals and other healthcare settings being overwhelmed with responding to the pandemic, and transport networks virtually closed, the challenges to supporting donors with health assessments, blood checks and tests, travel to hospital for their donations and then transport of their stem cells nationally and internationally, at one point almost seemed insurmountable. Yet by working together, both nationally with the other members of the UK aligned stem cell register and internationally among the DKMS Group, we were able to find innovative solutions to even the most intractable problems.

These solutions included setting up a transport hub near Heathrow, using cargo flights and seeking travel permissions for blood stem cell donors from governments and national executives for extenuating circumstances. The list of small and great solutions is almost endless and representative of DKMS UK's determination to achieve its mission, however difficult it may have seemed. You will find many more examples within the other pages of this report.

At the other end of the process of saving lives – recruiting new potential donors to the stem cell registry – we were equally challenged. Our original target for 2020 of recruiting 210,000 new donors seemed completely out of reach when the country went into lockdown, so we were extremely proud when the year ended to have added nearly 170,000 donors – not so far short of what we originally set out to achieve. Once again we are indebted to our supporters, who responded to our 'Lifesavers in Lockdown' campaigns and also the innovation of virtual donor drives – a digital replacement for the physical, face-to-face donor recruitment events that we were forced to abandon in a world of social distancing.

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## KEY PRIORITY 2

### BETTER CHANCES FOR THOSE WHO CURRENTLY HAVE FEWER CHANCES

We know that not everyone has the same chance of finding a matching blood stem cell donor, so it is an important part of DKMS UK's mission to address that. During 2020, we researched and analysed the ethnic and racial diversity of our current register of donors, and used this to develop a strategy to recruit donors from under-represented communities, as well as to increase and over-represent donors from all ethnic and racial backgrounds.

We have also identified an external partner to research and develop stronger and better engagement and retention strategies with specific communities. Although there is an international aspect to solving this issue, we are committed to playing our national part in this and expect to see the first fruits of our labours in 2021.

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## KEY PRIORITY 3

### THE BEST SUPPORT FOR THE BEST DONORS

During 2020 we devoted much of our time to reviewing and improving our 'customer journeys' so that all donors have an optimal experience when they register with DKMS UK. There is a long way to go, as we know there are so many opportunities to improve and modernise the contacts and interactions we have with our donors, supporters and stakeholders. In response to this, we have identified a portfolio of projects that will improve our donors' and supporters' experience, whether that's through online registration to be a donor, or email, and phone contact, or messaging with DKMS staff, as well as making us more efficient and cost-effective.

# ACHIEVEMENTS (CONTINUED)

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## KEY PRIORITY 4

### BEING FINANCIALLY SUSTAINABLE

DKMS UK is funded by a combination of three main income streams: revenue from agreed medical fees, clinical and transport services we provide regarding our stem cell donations and collections; fundraising income; and financial support from our parent organisation in relation to the HLA typing and laboratory costs we incur during stem cell donor registration. It is our longer-term aim to achieve financial sustainability and although this was slowed down by a year of pandemic, we have identified financial strategies and plans to realise this goal in the years to come.

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## KEY PRIORITY 5

### BUILDING A COMMUNITY OF SUPPORT

Building a vibrant community of committed and engaged support around DKMS UK is vital to achieving our long-term goals. There are so many aspects to this, but key developments in 2020 included the creation of a long-term volunteer plan, so that we can build our volunteer hubs to support both our fundraising and donor recruitment work. Our corporate networks too are vital and we're pleased that we have recruited more staff and resources for this area of work. Indeed, the pandemic saw us create partnerships with new companies in sectors where we had not previously worked.

The healthcare sector is clearly of particular importance to us, and we have started to build stronger networks and relationships with hospitals and transplant centres, so that we will be able to support the set-up of new stem cell collection centres to increase the number of lives we can potentially save. The pandemic delayed plans to work with new hospitals as collection centres, but as the country emerges from the latest lockdown we are confident those new centres are not too far away.

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## KEY PRIORITY 6

### BEING AN EXCELLENT EMPLOYER

Staff welfare, care and support are crucial to achieving our organisational objectives, as are effective HR frameworks. We have invested in new staff and new systems during 2020, so that we have a suitable performance management framework for all staff, improved home-working systems, and revised organisational policies on all aspects of our work. We learned from the pandemic and moved from an office to a predominantly home-working situation with all staff, and have consulted them to understand how future working arrangements could and should look, with overwhelming support for a move to a more flexible working environment.

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## KEY PRIORITY 7

### REDUCING OUR ENVIRONMENTAL IMPACT

As an organisation, DKMS UK is committed to reducing its carbon footprint. As a first step, we carried out an environmental audit during 2020, clearly identifying the main sources and volumes of our carbon emissions over the year to 31 December 2019. We have used this as a baseline to map ways to reduce our footprint, set targets and implement a plan for greener working and operations.

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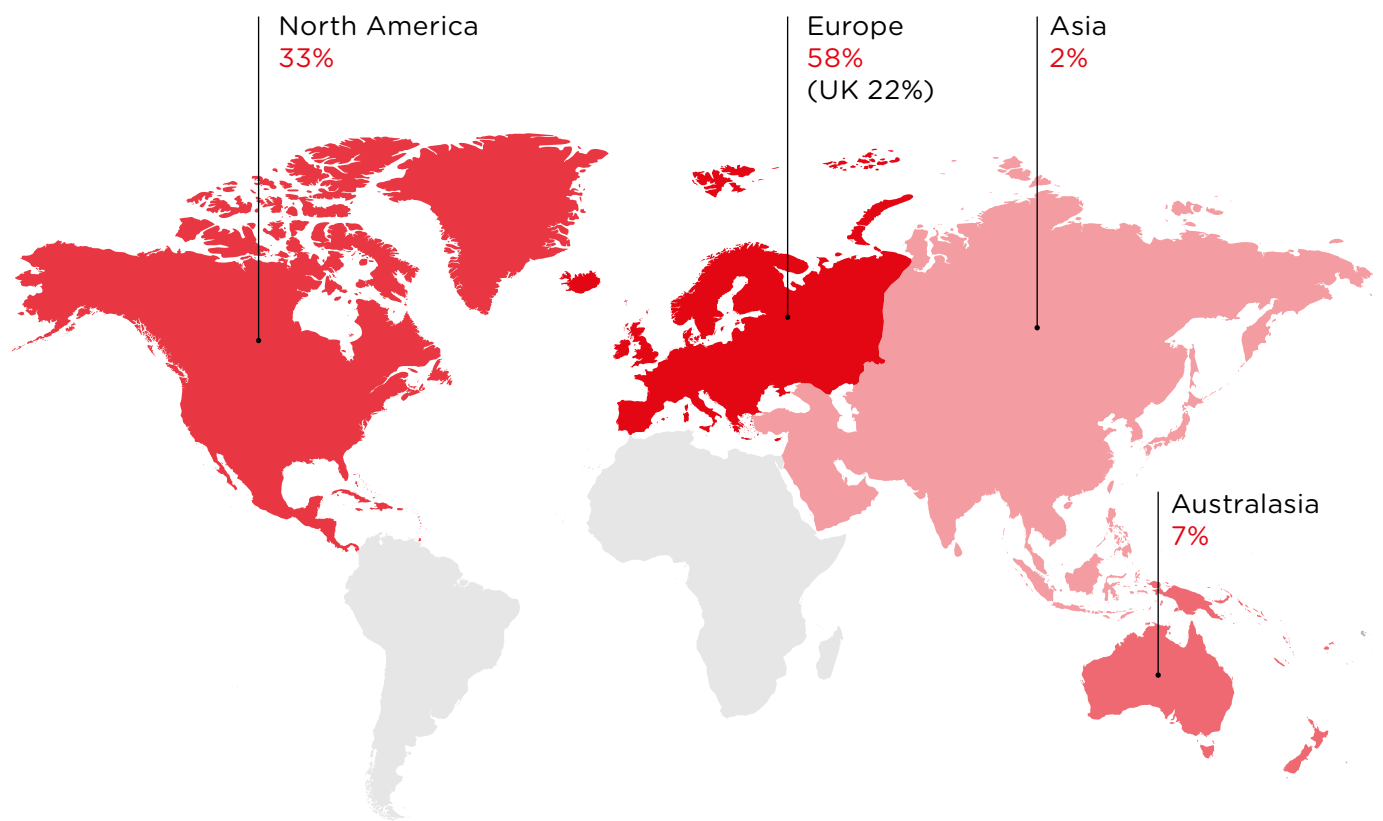
## KEY PRIORITY 8

### DIGITAL FIRST

Again, the pandemic had an unforeseen consequence of speeding up our plans to digitise as much of our work as we possibly can. The creation of virtual donor drives is one big example, as is the progress we've made in establishing an e-registration system for donor recruitment when we do return to face-to-face events. Elsewhere, the organisation is committed to digital systems and services over paper as a default approach and we have succeeded in changing paper-based systems and moving to digital/online platforms wherever the opportunity arises.

# OUR DONOR CONTRIBUTION, GLOBALLY AND LOCALLY

Global breakdown of where DKMS UK sends blood stem cells



DKMS UK’s registered donors make up over one-third of the UK Aligned Registry (see pie chart). However, our donors’ blood stem cells are sent far and wide, as shown in the map above, 22% being used for patients within the UK. As for donors provided by DKMS entities based outside the UK, 449 were matched with UK patients last year.

Looking at the combined global register, 28% of all potential blood stem cell donors worldwide are registered by DKMS globally, a significant contribution towards the global effort of helping those with blood cancer or a blood disorder.

Map data source: DKMS 2020 KPI report

Registered donors in the UK Aligned Stem Cell Registry

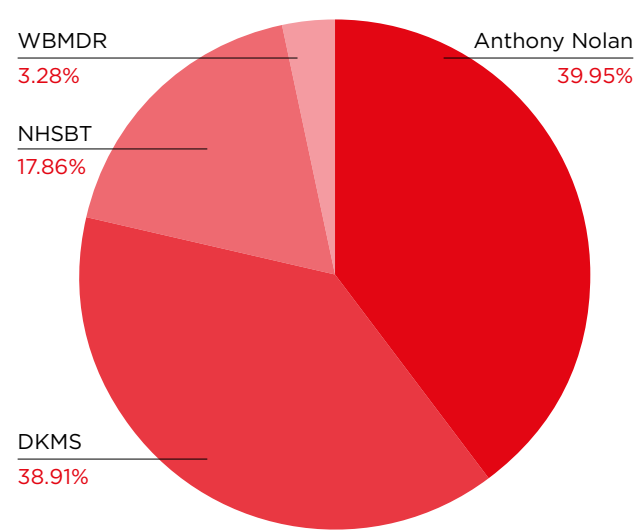


Chart shows the number of registered potential blood stem cell donors.  
NHSBT: NHS Blood and Transplant  
WBMDR: Welsh Bone Marrow Donor Registry  
Source: State of the register (2020-2021)

# KEEPING CALM AND CARRYING ON THROUGH COVID-19

2020 was a year that none of us will forget. Those involved in the logistics of blood stem cell donation were faced with significant challenges in delivering unrelated stem cell donations to patients worldwide. These included international border closures, flight cancellations, mandatory testing for SARs-CoV-2, a 95% increase in cryopreservation requests and the inability to perform blood draws.

Over the following months, DKMS worked hard to overcome many of these challenges. This was made possible by the close relationships between our colleagues in the UK and DKMS' global medical teams, and with our partners in the UK aligned stem cell register. New processes were developed and rolled out, many of which are still in place today as the pandemic continues to affect the UK.

## Changes we have successfully implemented include:



Offering home Covid test kits to donors so that they can be tested for Covid during their donation journey, ensuring that public health and safety as well as the safety of our donors and patients remain a priority.



Working closely with our UK aligned stem cell register partners to secure UK travel exemptions for donors, and national and international couriers, so that they can legally and safely travel for their donation or for the purpose of transporting stem cells.



Working closely with the UK aligned stem cell register to set up a Heathrow Hub - an area at London's Heathrow airport for the exchange of stem cells between couriers at the UK border.



Developing a new stage for donors at confirmatory typing, called a Health and Availability Check, as an alternative to collecting blood draws at their GP. This meant donors could still move forward in their donation journey providing vital information to the patient's team from the comfort of their home, with no need to travel.



In some cases, for patients worldwide who had a match in their family, the pandemic meant that these family members were not able to travel to donate. In 2020, we supported four families by helping with travel and logistics so that they could proceed with their donation.



Maria Schmiing, volunteer stem cell courier



LATAM Cargo pilots carrying a blood stem cell donation

# SUPPORTING MORE DONORS, SAVING MORE LIVES

Against the odds, DKMS was successful in delivering some key projects. Below are some of the highlights of the progress made by our team, and the achievements of the donors they worked with.

## DURING THE COURSE OF 2020:

2,663

donors were supported  
through confirmatory typing

253

of these potential donors  
went on to donate

13

were bone marrow donations

240

were peripheral blood stem  
cell (PBSC) collections

15

plus donor leukocyte infusion  
(DLI) donations



## STREAMLINING THE DONOR JOURNEY

We moved the coordination and management of UK workups – the stage of the donor journey that involves going from confirmatory typing to actual donation – for UK patients from the charity Anthony Nolan to DKMS UK from 1 July 2020. A new contract was created that better reflected the partnership between the two charities. This new way of working allows us to provide a more seamless journey for our donors.



## OFFERING UK DONORS WORLDWIDE

As of 21 October 2020, DKMS donors from the UK became accessible via the global DKMS Registry. With this move, DKMS UK offered a free confirmatory typing service to transplant centres across the world (excluding USA, Germany and the UK). This update helps us to offer better access to a second chance at life for everyone, everywhere.

# HARNESSING THE POWER OF DIGITAL



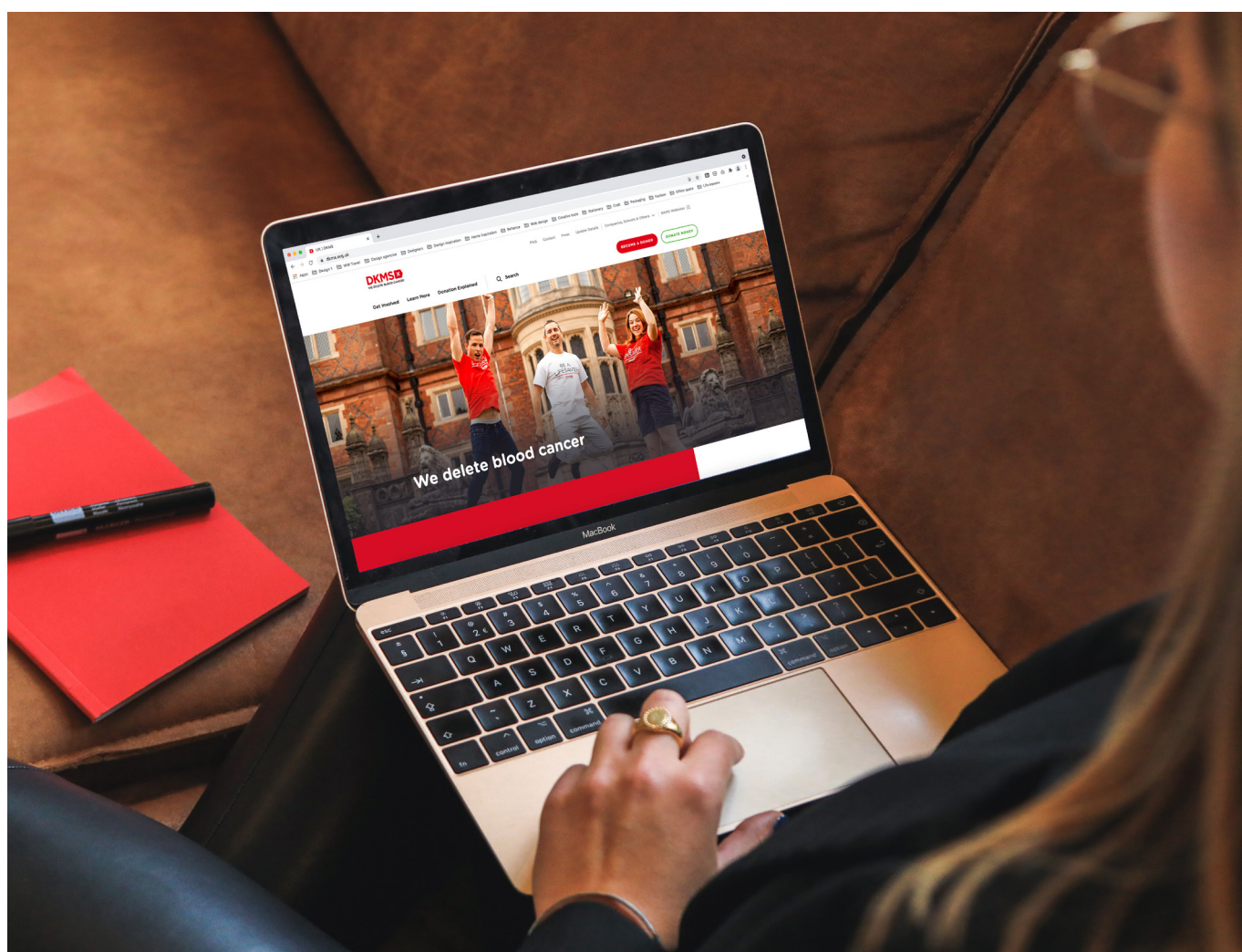
DKMS was fortunate to have some rich and engaging content to share. As a result, we achieved some incredible communication successes, despite the challenges of sharing our key messages when the world was primarily focused on the latest developments in the global pandemic.



We reached some key milestones for social media, gaining in excess of 24,000 followers on Instagram. Two of our highest performing appeals on Instagram were for patients Liya and Evie, with in excess of 1,000 likes in one day.



Through 2020, we worked tirelessly on preparing the new DKMS UK website. After working with stakeholders to develop user journey maps and a planned structure, the teams focused on reviewing and developing content. The website, which launched in January 2021, offers users an easy-to-navigate website regardless of the device being used. The new design also offers a more engaging and user-friendly experience.



# PUTTING PATIENTS AT THE HEART OF OUR WORK

2020 saw some new initiatives being introduced at DKMS that have enabled us to provide better support to people in need of a blood stem cell transplant.

We have always worked closely with patients, helping them to share their stories and deliver activities to increase awareness of the need for blood stem cell donors. Last year, aiming to deepen our relationships further, we established a new cross-organisation team – the Patient Campaign Team (PCT) – which is now responsible for the management of all patient-related activities. Bringing together individuals from across the organisation who work with patients, we are able to offer patients and their families a more unified and efficient experience of working with DKMS.

Through the work of the PCT, patient campaigns now involve a more holistic approach to press coverage, social media and fundraising events, enabling us to provide the best support possible to those searching for their perfect match.

We are also able to see the real-time impact of our social media activities on the registration of potential blood stem cell donors. Throughout the year, we shared patient appeals via our social media channels and over the year, saw 118,327 (72%) donors recruited as a result of these appeals. We were fortunate enough to be able share some particularly powerful patient stories, resulting in high levels of engagement. Within 48 hours of launch, one of our patient appeals resulted in 35,000 starting the registration process and requesting a home swab kit.

By sharing a variety of content including patient stories, statistics on the impact of the pandemic on our work and the inequality of access to donors for certain ethnic communities, we achieved some great successes. We achieved 2,595 pieces of media coverage – the highest in any single year for DKMS.

As with most other organisations, the Covid-19 pandemic forced us to change the way we operate. As a result of lockdowns and the cancellation of all large gatherings, our planned donor recruitment events – also called ‘donor drives’ – were cancelled. To manage any fall-out from cancelled events, and in support of our aim to be a ‘digital first’ organisation, we launched virtual donor drives (v-drives) in March 2020; working across departments to launch them within a month.



V-drives provide a tailored online landing page for anyone who wants to support DKMS’ aim to register potential blood stem cell donors – be that a patient’s family, a group of volunteers, or a company/organisation. The DKMS team prepares the page, based on information and photographs provided by the patient, partner or supporter, and then provides a unique link to the page for them to share with their network. This means we can share more detailed updates on the numbers of donors recruited and funds raised, directly linked to the patient appeal.

We launched 53 v-drives in 2020, including 19 set up by our volunteer hubs, and 15 by partner charities, resulting in 41,255 people registering as potential blood stem cell donors and raising £61,159 in fundraising donations, exceeding our expected outcomes from face-to-face events.

# PUTTING PATIENTS AT THE HEART OF OUR WORK (CONTINUED)

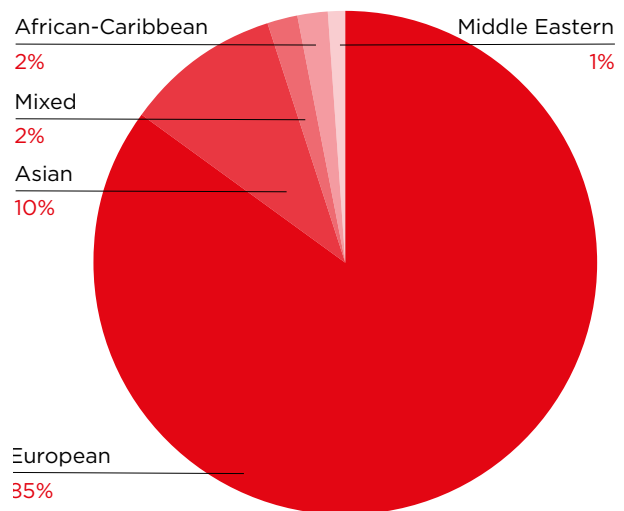
In order to increase the chances available to all patients, DKMS has been looking to increase the diversity of those on our register. At the end of December 2020, the ethnic breakdown of our donor database was as shown in the pie chart. The categories used are those required by the UK aligned stem cell register (for HLA, or tissue, matching purposes) and so may be different to other ethnic and racial categorisations.

Although we are engaging more with specific ethnic communities, greater work will be done to achieve parity of access.

We'd like to extend our thanks to our many recruitment partners who have continued to support our mission, working with us to find ways to recruit more donors on the DKMS donor database.

- ACLT (Afro-Caribbean Leukaemia Trust)
- AME-BCT (Asian and Middle Eastern Blood Cancer Trust)
- Jaskomal Foundation
- Kevin Kararwa Leukaemia Trust
- Love Hope Strength
- Race Against Blood Cancer
- Team Margot
- Upahaar

**Racial and ethnic breakdown of DKMS UK donor database (December 2020)**



## INFLUENCING THE INFLUENCER

Through 2020, DKMS has been working with the Women's Institute (WI) to support them to raise awareness of the need for blood stem cell donors. The WI chose blood stem cell donation as their resolution for 2020, electing to support our work to increase awareness across the UK of the need for blood stem cell donors.

We have participated in zoom meetings, sharing information and patient stories, and jointly developed communications to be shared with local WI groups. Through the year, we worked with 17 WI groups. Our aim was to encourage WI members to support our work, and to also encourage their family members and friends to sign up as potential stem cell donors.

# FUNDRAISING IN 2020

We are proud to say that DKMS has continued in its mission to support people with blood cancer and provide as many people as possible with a second chance of life, despite the challenges presented by 2020.

In fact, it's been a really significant year, as in March 2020, DKMS celebrated a huge milestone: 10 million potential donors registered worldwide. DKMS UK has made a significant contribution to this target - an achievement only made possible thanks to voluntary financial donations and the support of the trusts and foundations who supported our cause and enabled DKMS to continue its mission.

**We would like to highlight just how important the following Trusts' support has been to us:**

- Basil Samuel Charitable Trust
- C A Rookes
- [Doris Field](#)
- Frances & Augustus Newman Foundation
- [ING](#)
- Lord Leverhulme's Charitable Trust
- RZK Foundation
- The Barbour Foundation
- [TJX](#)

## COMMUNITY FUNDRAISING



### STAND OUT SUPPORTER: GINNY WALKER

Ben Walker was only 12 years old when he died in 2019, following a relapse of acute myeloid leukaemia (AML). Despite this tragic loss, his family was incredibly grateful to the stranger who donated their blood stem cells to Ben in 2018 and gave them more precious time to make memories together.

Ben's mum, Ginny, has since dedicated herself to raising awareness and nearly £3,000 for DKMS. Throughout 2020, even as we all dealt with the difficulties of the pandemic, Ginny took on two incredible physical challenges. She ran 120 miles in a single month, and dyed her hair red, to raise £1,500. But she didn't stop there. She also committed to walking 480 miles, virtually, to Santiago de Compostela to raise funds for DKMS.

Ginny is truly inspiring and everyone at DKMS is incredibly grateful for her support. Her fundraising efforts so far will fund the addition of 75 potential lifesavers to the blood stem cell registry, and provide more people diagnosed with blood cancer with a second chance of life.



### STAND OUT SUPPORTER: SALLY HURMAN

Sally Hurman is a social media influencer, mother of three and the wife of Gavin, who has a diagnosis of lymphoma. As if all of that wasn't enough, Sally took part in an incredible fundraising feat to mark Blood Cancer Awareness Month in September 2020.

Unleashing her inner daredevil, Sally completed a 170 metre abseil down the Spinnaker Tower in Portsmouth. She more than doubled her original fundraising target of £1,000, which brings her total raised to more than £12,000 since she first started supporting us two years ago. As well as throwing herself off tall buildings, Sally sells beautiful necklaces, has organised raffles at blogging events and donated items to auction, all in support of DKMS.

Sally's fundraising efforts have not gone unnoticed. She beat an overwhelming number of entries to be shortlisted at the Third Sector Excellence Awards 2020 in the Volunteer of the Year category. We very much appreciate that she continues to raise awareness of blood cancer and DKMS among her 88,000 social media followers.



## COMMUNITY FUNDRAISING (CONTINUED)



### STAND OUT SUPPORTER: PETER MCLEAVE

Peter McCleave (Pete), a 43-year-old husband, father to two young boys, and a man who is searching for a potential lifesaver, continues to support DKMS to register more potential donors and raise vital funds to support our work.

Through the pandemic, Pete has been shielding and at times has been separated from his family. Despite this, he has continued to support our work, by joining zoom meetings with potential corporate partners and Women's Institute and sharing his story to inspire people to support DKMS.



### STAND OUT SUPPORTER: AL MURRAY

We are delighted to say that we won a Third Sector Excellence Award for Charity Champion for our work with comedian Al Murray.

Al has been a supporter of DKMS since 2019 and continued to help us raise funds through sponsored events throughout 2020, including a sponsored beard shave and a live broadcast quiz night.

# FUNDRAISING AT WORK

We are truly thankful for the support companies have given DKMS throughout this unprecedented year, enabling us to continue to support people facing blood cancer.

## VIRTUAL DONOR RECRUITMENT EVENTS

Government restrictions during the Covid-19 pandemic meant that DKMS was unable to hold physical donor registration events at companies. In response to this, we developed virtual recruitment events (also known as v-drives) so that employees could register through a landing page, dedicated to the company, from the comfort of their own home. We would like to thank all those companies, including Google and Amazon, who supported our v-drives throughout 2020.



## APOLLO MOTOR GROUP

The third largest independent accident repair group in the UK, Apollo Motor Group campaigned tirelessly to support Luke Hope, an Apollo Academy apprentice who was diagnosed with blood cancer and was searching for a matching blood stem cell donor. Managing Director, Bradley Eyles, rallied his networks and raised over £6,000 for DKMS. In addition, 119 people registered as potential blood stem cell donors through the dedicated Apollo Motor Group virtual donor drive page.

## ICELAND FOODS CHARITABLE FOUNDATION

Iceland Foods Charitable Foundation made a generous £10,000 donation in support of Luke Hope, enabling DKMS to register 250 new potential lifesavers.

Luke was first diagnosed with blood cancer when he was employed at his local Iceland store before he started his apprenticeship with Apollo Motor Group. Despite leaving the business, the company continued to support Luke and his family in raising awareness of his story and encouraging people to register to become potential donors.

## NEW £2K CLUB MEMBERS

MNU Ltd, Airsweb Ltd and 4Wall Entertainment UK Ltd became the newest members of the DKMS £2K Club. Their generous donations of £2,000 each will fund registrations of new potential lifesavers.

## FORD MOBILITY

In December, employees of Ford Mobility donated their last hour of pay for the year to DKMS, for the second year in a row, in support of a colleague who was affected by blood cancer. They raised a total of £288.



## OAKMERE WEALTH MANAGEMENT

Six employees from Northwich-based Oakmere Wealth Management smashed their planned 874 mile #Lifesaversinlockdown challenge for DKMS. Managing Director, Carla Brown, and five of her colleagues – Louise Gilbody, Jackie Phillips, Jacky Roberts, Rachel Whittaker and Penny Williams – completed 1,046.14 miles (172 miles more than their target distance) for their virtual Lands End to John O' Groats charity challenge, raising over £2,000.

# IMPROVING THE EXPERIENCE OF OUR DONORS AND SUPPORTERS

We undertook a restructure in the last year to separate our data and customer support teams, to place a greater emphasis on delivering consistently on our service standards and to better meet the expectations of our donors and supporters.

A working group was set up to identify and implement improvements. The team has reviewed all of our key customer journeys, from recruitment onto the database via donor recruitment events or via our website, through to blood stem cell donation.

**Key successes of the working group so far include:**



We have identified better use of technology that will enable us to deliver better customer service.



For many people who are searching for a matching donor, time is of the essence. We have been working with our fulfilment company to reduce dispatch times for swab packs, particularly during periods of high demand.



We are beginning to identify improvements to increase how many swab kits are returned to us.



Donor recruitment event boxes have been developed. These boxes are provided to event hosts, providing them with everything that they need to run a registration event. We have also changed our courier to allow easier delivery and returns of the boxes.

The Customer Service team faced additional challenges during the last year due to the reduction in office-based staff. Other teams stepped in order to allow DKMS UK to process returned swab kits and send them on for processing in our laboratory in Germany without delay.

Additionally, we created a Brexit contingency plan for sending swabs to the laboratory, which was deployed when international borders were closed due to Covid-19 in December 2020. This contingency plan has meant our potential donors are registered with minimal delay.



# ENVIRONMENTAL IMPACT

As part of DKMS' commitment to the environment, we embarked on a project to understand our carbon footprint. We collated data from the financial year 2019 to complete a carbon footprint assessment to Greenhouse Gas Protocol Corporate Standard. As an organisation, we have taken responsibility for carbon generated from our recruitment, marketing, fundraising, logistical and stem cell donation activities.

After completion of the assessment, we know the activities and areas of our organisation which contribute to our environmental footprint. A working group has been set up to identify projects and to create a strategy to reduce our environmental impact in financial year 2021 and beyond, across all scopes contained in the carbon footprint measurement.

# FUTURE PLANS

Our future plans remain aligned with our key priorities. On current trends, by the end of 2023 we should achieve a primary goal of giving at least 500 second chances of life per year to people with blood cancer and blood disorders. Yet that is not enough for DKMS UK and our current planning is focusing on prioritising and targeting our audiences, donors, supporters and stakeholders, so that we exceed those targets.

While we will maintain our existing broad donor recruitment and registration policies, ranging from the age of 17 to 55, within that we aim to focus on donors more likely to be selected for donation or those where there is an urgent demand or need. This means certain aspects of our donor recruitment and management will focus on younger donors and those from specific ethnic communities, while we continue to engage and work with our wider donor community to help support this prioritisation in any way they can.

We also plan to improve further the quality of the personal and health information we hold on our donors so that they are more likely to be selected as a matching donor. This means thorough and detailed quality programmes that will help us gather the cytomegalovirus (CMV) status of donors where we don't have it, as well as ensuring contact details and health information for preferred donors are fully up-to-date and accurate. CMV is a common virus that rarely causes problems in healthy people, but is an important risk factor for blood cancer patient teams considering a potential donor.

We also know that to support our planned growth in potential and actual blood stem cell donors we need to work with more hospitals as stem cell collection centres in the future. Our current plans include establishing contractual relationships with a minimum of two new hospitals each year. We aim to provide more support, including education and training, to hospitals and healthcare practitioners working in blood stem cell donation and transplant.

To achieve this we need to continue to invest in and support new staff and ways of working, including increased digitisation and efficiencies. While we can support some of this with fees from our services, we also know that we need to increase our fundraising levels, hence why we will continue to increase staff and invest in resources that will enable us to achieve our ambitious targets.

Behind all this lies an awareness of the need for blood stem cell transplants in the UK of about 2,000 patients per year, including a significant number who are unable to find a matching donor. We will not rest until we meet that need.

# DKMS DONOR: ROBERT'S STORY

Robert Keown suffered every parent's worst nightmare when his teenage daughter Adelle died of blood cancer in 2020. Determined to help others in a similar situation, he went on to provide a potentially lifesaving blood stem cell donation to a complete stranger who is also fighting the disease that claimed the life of his daughter.

Adelle, who Robert describes as 'sassy, with a heart of gold' was just fifteen when she was diagnosed with leukaemia in 2018 – just four months after her best friend tragically died of the same condition.

Robert said: "We were devastated and heart-broken. Overwhelmed and in disbelief, we wondered how could this happen. We always tried to protect our children, but we couldn't protect her against this."

Adelle was told her only hope of beating the disease was to receive a blood stem cell transplant from a matching donor. Sadly, no suitable match was found within the family so they turned to the register hoping to find the lifeline Adelle so desperately needed, signing themselves up as potential donors at the same time.

Adelle eventually found a match and had a donation from a stranger who had signed up as a potential lifesaver with DKMS, and she enjoyed a cancer-free year in 2019.

After a brave fight against her aggressive leukaemia, Adelle died peacefully in July 2020, at the age of eighteen.

Less than four months after Adelle died, Robert received a phone call from DKMS, and was told he had been matched with a patient fighting blood cancer. He was asked if he would be willing to donate his blood stem cells in a transplant identical to Adelle's.

Robert said: "When I heard the voice on the phone telling me I had matched with someone just like Adelle, I couldn't speak. I was in shock and crying. I was so overwhelmed because I know what it's like to be on the other side waiting for a match."

"As a father, I was told I needed to rely on a complete stranger to save my child's life. I felt useless. But Adelle's donor gave us precious extra time with our daughter. Then I was given the chance to be someone else's hero. It was the easiest yes I've ever had to say."

“

It was an honour to donate my stem cells. And you're so well looked after by everyone at DKMS and the staff at the clinic. I honestly couldn't thank them all enough. My whole experience has been amazing.”



Robert donating his blood stem cells



Robert and Adelle

# “HE’S HERE BECAUSE OF YOU. THANK YOU FOR SAVING MY ANGEL”

Mum of two, Lorna, went through the emotional experience of meeting the woman who saved her five-year-old son Alfie’s life.

Alfie Commons, from Nottingham, was just seven months old when he was diagnosed with an aggressive form of leukaemia.

Lorna said: “Our world completely fell apart. My innocent baby had cancer. Chemotherapy was failing, and we were told Alfie’s only chance of survival was to have a bone marrow transplant from a matching donor. Nobody in the family was a match, so we were relying on a total stranger.”

Meanwhile, 1,243km away in Schwerin, Germany, 35-year-old school teacher Christin Bouvier, who had been registered as a potential donor with DKMS for some years, received a letter telling her she had been matched with a patient in urgent need.

After a donation of her bone marrow, Christin said: “When they told me that the recipient was a baby, I just cried. After the anesthetic wore off, I called DKMS as I needed to know more. They told me that Alfie was a small baby and living in the UK. I still can’t describe that moment but tears of joy ran down my face. It’s a moment that is always with me and whenever I feel down, I think back to it as it always brings me so much happiness!”

In February 2020, DKMS arranged for Alfie and Lorna to meet Christin for the very first time, in a special event at Chiswick Town Hall, next door to DKMS UK’s London headquarters. The event was attended by the Mayor of Hounslow, and a specially invited audience of DKMS supporters and staff.

Lorna said: “As a family, we owe so much to Christin, words of thanks will never feel enough. I wanted to meet Christin from the very start and this meeting was so special and exciting. Alfie and Christin share a special bond, she is now part of him, and part of our lives.”

“

To be a donor, and to have had the chance to save a life, has been one of the best moments of my life. I will always be wedded to Alfie; he is such a special, brave boy. Donating the bone marrow was such an easy process, and nothing compared to what Alfie and his family went through. I was able to help them during this terrible time and to help Alfie fight cancer. So far, this is the best thing that I have done in my entire life.”



Alfie and Lorna meet Christin

# GOVERNANCE

## Preparation of report

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

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

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

The Trustees who held office during the financial year and at the date of the report are set out on page 47. A minimum of two Trustees at any one time are required by the Articles of Association. There is no maximum limit required by the Articles. At every Annual General Meeting (AGM) one-third of the Trustees retire by rotation, but are eligible for re-election. There is no restriction on the term of tenure as a Trustee. Trustees do not receive remuneration for their duties.

## Purpose

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

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

The aims of DKMS UK are to:

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

## Public benefit

DKMS UK raises awareness of blood cancers and blood disorders in the UK, including the life-changing impact of a diagnosis, in order that increasing numbers of the general public know about the need for more people to register as a potential blood stem cell donor. Increasing the number and diversity of potential blood stem cell

donors is vital in increasing the life chances of blood cancer and disorder patients who are in need of a blood stem cell transplant. At present, only 2% of the UK population are registered as donors compared to much higher levels in some other countries.

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

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

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

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

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

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

## Recruitment and appointment of new Trustees

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

While DKMS UK is connected through common trustees to DKMS Gemeinnützige GmbH ('DKMS'), it aims to recruit additional Trustees in 2021 in order to broaden UK representation on the Board.

## Management and organisation

Day-to-day operation of the Charity, and strategy implementation, is delegated to the Chief Executive Officer, supported by the Senior Leadership Team (SLT).

The Senior Leadership Team comprises:

- Chief Executive Officer  
**Jonathan Pearce**
- Head of Communications and Engagement  
**Reshna Radiven**
- Head of Customer Service  
**Julie Roberts**
- Head of Donor Request Management  
**Helen Kelly**
- Head of Finance  
**Hasnein Alidina**
- Head of Fundraising  
**Caroline Richardson**
- Head of Improvement and Innovation  
**Candy Stern**
- HR Manager  
**Regina Salih**

## Related parties

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

## Remuneration

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

The salary structure's pay levels are reviewed at least annually by the CEO to ensure that salary scales are aligned with those for similar positions in the external market.

A review of salaries normally takes place annually, and is usually implemented in January. If changes are to be made, staff are advised in writing of the amount and the date from which it takes effect. A salary review does not imply an increase and in making any pay award the review will be based on the organisation's financial health and achievements.

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

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

## Our approach to fundraising

We continue to uphold the highest standards in how we communicate with our fundraising donors and supporters and ensure that our fundraising practices meet the requirements of the recommended Codes of Practice. We treat our donors and supporters with great respect and gratitude that befits a community of people and organisations that make our work possible.

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

- Registration with the Fundraising Regulator, which maintains the standards for charitable fundraising and ensures that fundraising is respectful, open, honest and accountable to the public. It also takes complaints about fundraising, investigates cases and adjudicates on fundraising practice.

- Ensuring our fundraising approach is aligned with the Charity's governing objectives.
- We have a complaints policy, which outlines our commitment to resolving fundraising complaints as promptly and amicably as possible. It also sets out our process for handling any complaints received. As per our policy, complaints will be reported and referred to the Fundraising Regulator if a resolution with the complainant cannot be reached or if the complaint is about a breach of any aspect of the Code of Fundraising Practice.
- In 2020 we did not receive any complaints across the organisation. Trustees are updated on a bi-annual basis with regards to the number of complaints we have handled in the year.
- We raise funds through individual giving requests (cash appeals, regular donation asks and online giving), community, challenge events, corporate and trust fundraising.
- We do not carry out any telephone, face-to-face or door-to-door fundraising.
- We do not use third party agencies to make fundraising requests, although we do use them for fulfilment purposes, e.g., acquisition of charity place challenge events, processing direct debits or distribution of fundraising direct mail. In such situations, legal agreements are in place. In no other circumstance do we swap or share data and we never sell data.
- All fundraising activity complies with EU General Data Protection Regulation (GDPR) introduced in May 2018.
- Promotional goods sent out for fundraising purposes and use of our logo on external fundraising materials is subject to approval. Official stationery, such as our letterhead, is never sent out for external use.

## Risk assessment and management

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

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

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

Although the medical process and procedure for blood stem cell donation and collection is safe, well-established and regulated, there will always be some safety risks and DKMS UK acknowledges these and takes them seriously. The risks to the safety of our donors before, during and after the donation process, as well as any risks to transplant patients from the collection of poor quality stem cell product are managed and mitigated in the following ways:

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

## DATA MANAGEMENT AND PROTECTION

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

- Adherence to and compliance with strong information security and data protection policies and practices throughout the whole DKMS Group.

- Ensuring data processing and third parties and protocols are in place with suppliers and partners.
- Regular training and reviews for staff, volunteers and donor registration partners.
- Blood stem cell donor recruitment.

Effective and high quality blood stem cell donor recruitment is essential to ensuring we meet the needs of patients and transplant centres looking for a match. If we fail to ensure we recruit sufficient numbers of donors with a diverse range of backgrounds, and also with accurate and regularly updated personal health and genetic information and contact details, then we risk not being able to save the lives of more blood cancer and blood disorder patients. We manage and mitigate this risk by ensuring we have:

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

### **LOGISTICAL AND SUPPLY LINE BUSINESS CONTINUITY AND RESILIENCE**

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

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

### **FINANCIAL RISKS**

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

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

These risks are managed and mitigated in the following ways:

- Strong planning, budgeting and monitoring processes in relation to income streams, including fundraising.
- Strong internal financial controls and data security.
- Regular reviews of fraud risks.
- Close interaction, support and cross-checking with the international financial management and controlling teams in Germany.
- Vetting by DKMS Germany of international health services, registries and companies involved in stem cell transplantation, so that stringent assessments on credit risk are carried out and appropriate financial terms agreed for all DKMS companies within the Group.
- Ensuring pricing of products and services is set at reasonable and affordable levels, that recognise the Group's role as a healthcare service provider with a primary objective of saving lives. Pricing levels are based on a production cost structure and also acknowledge differences in international economies, as well as the need to ensure patient treatments are not jeopardised by costs.
- Maintaining good cash flow and financial management systems in order to manage fluctuations in the major trading currencies in which DKMS UK deals. Cash flow projections are prepared as part of the Charity's strategic planning, while liquidity levels are monitored internally on a daily basis as well as reported to central management and trustees at each reporting period. DKMS UK is not indebted to any external lenders outside the DKMS global group and does not have any borrowing obligations. Adequate balances are maintained in all currencies to ensure sufficient funding is available to meet commitments.

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

DKMS UK has not experienced any major effects on its activities following the UK's exit from the EU, although the Charity's management and the Board of Trustees will continue to monitor any developments very closely.

DKMS UK's main product does not attract any customs duties or tariffs within the EU or in all other countries worldwide at present and the Board is of the opinion that this is unlikely to change.

At the time of writing this report, the British Pound has recently gained value in line with economic expectations of an early UK 'bounce back' due to its successful implementation of the Covid-19 vaccination programme. This has not affected DKMS UK's operations as the business has a diverse customer base across wide geographical areas and continues to trade in all three major trading currencies – namely the British pound sterling, Euro and US Dollar.

## Post-balance sheet events

The Controlling company DKMS Gemeinnutzige GmbH is currently in the process of finalising a contract with DKMS Life Science Lab whereby DKMS UK will receive HLA and CMV (human leukocyte antigen and cytomegalovirus, two key pieces of information gathered from new donor registration swabs) for no consideration from 01 January 2021.

DKMS Gemeinnutzige GmbH and its related entities have taken a strategic decision to simplify its pricing structure for stem cell treatment to its customers. The aim is to make it more readily available at lower cost to blood cancer patients in segmented countries. The new simple pricing was implemented from 21 April 2021.

As part of this pricing model, DKMS companies also offer free search services to patients, transplant centres and health services in these countries from the same date. This offer removes financial and bureaucratic barriers to transplantation for patients and transplant centres via cost-free searches for potential donors, simplified processes and cost structures, and greater efficiencies. DKMS UK piloted the scheme from 21 October 2020 and results to date have been encouraging.

## Financial review

### A. GOING CONCERN

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

The company's business activities in 2021 show positive results to budget and recent business review and forecast reaffirms that this trend will continue for rest of the year. The company's funding requirements is expected to remain well within the amounts approved by the board for next 3 years.

The charitable company's net current assets at 31 December 2020 were £817,186 (2019: £1,109,452). Further details regarding the adoption of the going concern basis can also be found in the Accounting Policies on page 31.

### B. FINANCIAL RESULTS

DKMS UK received donations totalling £4,079,333 (2019: £5,170,383), of which £939,538 (2019: £2,242,520) was donated funds and £3,139,795 (2019: £2,915,555) was donated services from DKMS in Germany.

DKMS UK's main fundraising activity, the UK Gala, was cancelled because of the Covid-19 pandemic, resulting in lost income of almost £1,200,000. DKMS UK's annual income from the referral of potential blood stem cell donors was £4,841,811 (2019: £5,270,405), the reduction on the previous year also a direct consequence of the pandemic. Despite these challenges, DKMS UK remained focused on its main objective of giving blood cancer and blood disorder patients a second chance of life by retaining its staff and achieving some savings in costs. Total costs for the year amounted to £9,267,212 (2019: £10,224,042), resulting in a net loss for the year of £346,067 (2019: net gain of £216,746).

### C. RESERVES POLICY

DKMS UK's aim is to gradually grow its unrestricted funds and achieve full financial independence. While the Charity is growing its income base and cash flow, it continues to receive funding for its main activities from its principal, DKMS Gemeinnutzige GmbH. The Trustees have approved for this arrangement to continue for the foreseeable future and until DKMS UK becomes financially independent to meet all its liabilities for at least 12 months. As at 31 December 2020 DKMS UK's unrestricted funds were £957,684 (2019: £1,303,751).

### D. PRINCIPAL FUNDING

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

# TRUSTEES' RESPONSIBILITIES STATEMENT

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

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

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

## DISCLOSURE OF INFORMATION TO AUDITORS

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

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

This report was approved by the Trustees on 25 June 2021 and signed on their behalf on 5 August 2021 by:



**S Geist**  
Trustee

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

## Report on the audit of the financial statements

### OPINION

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

- give a true and fair view of the state of the charitable company's affairs as at 31 December 2020 and of its incoming resources and application of resources, including its income and expenditure, and cash flows for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law); and
- have been prepared in accordance with the requirements of the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of The Charities Accounts (Scotland) Regulations 2006 (as amended).

We have audited the financial statements, included within the Annual Report and Financial Statements (the "Annual Report"), which comprise: the balance sheet as at 31 December 2020; the statement of financial activities (incorporating income and expenditure account) and the statement of cashflows for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

### BASIS FOR OPINION

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

### Independence

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

### CONCLUSIONS RELATING TO GOING CONCERN

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charitable company's ability to continue as a going concern for a period of at least twelve months from the date on which the financial statements are authorised for issue.

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

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

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

### REPORTING ON OTHER INFORMATION

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

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If we identify an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of the financial statements or a material misstatement of the other information.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report based on these responsibilities.

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

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

### **Trustees' Report**

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

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

### **RESPONSIBILITIES FOR THE FINANCIAL STATEMENTS AND THE AUDIT**

#### **Responsibilities of the trustees for the financial statements**

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

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

#### **Auditors' responsibilities for the audit of the financial statements**

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

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from

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

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

Based on our understanding of the charitable company/ industry, we identified that the principal risks of non-compliance with laws and regulations related to Health and Safety regulations and employment law, and we considered the extent to which non-compliance might have a material effect on the financial statements. We also considered those laws and regulations that have a direct impact on the financial statements such as the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of The Charities Accounts (Scotland) Regulations 2006 (as amended). We evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls), and determined that the principal risks were related to manipulation of financial performance. Audit procedures performed included:

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

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

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditors' report.

#### Use of this report

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

## Other required reporting

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

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

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

We have no exceptions to report arising from this responsibility.

### ENTITLEMENT TO EXEMPTIONS

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



**Matthew Kaye (Senior Statutory Auditor)**

for and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors, Edinburgh.  
5 August 2021

# STATEMENT OF FINANCIAL ACTIVITIES

(INCORPORATING INCOME AND EXPENDITURE ACCOUNT)  
FOR THE YEAR ENDED 31 DECEMBER 2020

		Unrestricted funds 2020	Total funds 2020	Total funds 2019
	Note	£	£	£
<b>Income from:</b>				
Donations and legacies	2	4,079,333	4,079,333	5,170,383
Charitable activities	3	4,841,811	4,841,811	5,270,405
<b>Total Income</b>		<b>8,921,145</b>	<b>8,921,145</b>	<b>10,440,788</b>
<b>Expenditure on:</b>				
Raising funds	4	459,047	459,047	1,012,911
Charitable activities	5, 6 and 9	8,808,165	8,808,165	9,211,131
	7,18	9,267,212	9,267,212	10,224,042
<b>Net (expenditure / income before other recognised gains and losses)</b>		<b>(346,067)</b>	<b>(346,067)</b>	<b>216,746</b>
<b>Reconciliation of funds:</b>				
		(346,067)	(346,067)	216,746
<b>Total funds brought forward</b>		<b>1,303,751</b>	<b>1,303,751</b>	<b>1,087,005</b>
<b>Total funds carried forward</b>		<b>957,684</b>	<b>957,684</b>	<b>1,303,751</b>

All activities relate to continuing operations.

The notes on pages 31 to 45 form part of these financial statements.

# BALANCE SHEET

AS AT 31 DECEMBER 2020

		2020		2019	
	Note	£	£	£	£
<b>Fixed assets</b>					
Tangible assets	12		140,497		194,298
Investments	13		1		1
			<u>140,498</u>		<u>194,299</u>
<b>Current assets</b>					
Inventory	14	144,271		230,058	
Debtors	15	1,878,009		1,601,397	
Cash at bank and in hand	21	771,903		773,391	
		<u>2,794,183</u>		<u>2,604,846</u>	
<b>Creditors: amounts falling due within one year</b>	16	(1,976,997)		(1,495,394)	
<b>Net current assets</b>			817,186		1,109,452
<b>Net assets</b>			<u>957,684</u>		<u>1,303,751</u>
<b>Charity Funds</b>					
Unrestricted funds	18		957,684		1,303,751
<b>Total funds</b>	19		<u>957,684</u>		<u>1,303,751</u>

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

The financial statements were approved and authorised for issue by the Trustees on 25 June 2021 and signed on their behalf on 5 August 2021 by:

  
**S Geist**  
 Trustee

The notes on pages 31 to 45 form part of these financial statements.

# STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 DECEMBER 2020

	Note	2020 £	2019 £
<b>Cash flows from operating activities</b>			
Net cash provided by operating activities	20	15,937	346,066
<b>Cash flows from investing activities</b>			
Purchase of tangible fixed assets		(17,425)	(191,764)
<b>Net cash used in investing activities</b>		<u>(17,425)</u>	<u>(191,764)</u>
<b>Change in cash and cash equivalents in the year</b>		<b>(1,488)</b>	154,302
Cash and cash equivalents brought forward		<u>773,391</u>	<u>619,089</u>
Cash and cash equivalents carried forward	21	<u>771,903</u>	<u>773,391</u>

The notes on pages 31 to 45 form part of these financial statements.

# NOTES TO THE FINANCIAL STATEMENTS

## For the year ended 31 December 2020

### 1. Accounting Policies

#### 1.1 Basis of preparation of financial statements

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015) - (Charities SORP (FRS 102)), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006.

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

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

#### 1.2 Going concern

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

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

#### 1.3 Company status

The charitable company is limited by guarantee. The members of the company are the Trustees named on page 47. In the event of the company being wound up, the liability in respect of the guarantee is limited to £10 per member of the company.

#### 1.4 Fund accounting

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

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the company for particular purposes.

The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

#### 1.5 Income

All income is recognised once the charitable company has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably. Money donation income is recognised when the income is credited into the company's account and revenue for clinical services is recognised after services are delivered.

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

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

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

#### 1.6 Expenditure

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

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

- Costs of generating funds comprise the costs associated with attracting voluntary income.
- Charitable expenditure comprises those costs incurred by the charitable company in the delivery of its activities and services for its beneficiaries. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

- Governance costs include those costs associated with meeting the constitutional and statutory requirements of the charitable company and include the audit fees and costs linked to the strategic management of the charitable company.
- All costs are allocated between the expenditure categories of the statement of financial activities on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly; others are apportioned on an appropriate basis. Staff costs are allocated based on staff numbers, premises costs are allocated based on space occupied.

## 1.7 Tangible fixed assets and depreciation

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

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

## 1.8 Investments

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

## 1.9 Interest receivable

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

## 1.10 Debtors

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

## 1.11 Cash at bank and in hand

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

## 1.12 Creditors and provisions

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

## 1.13 Pensions

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

## 1.14 Financial instruments

The charitable company has applied Sections 11 and 12 of FRS 102 in respect of financial instruments.

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

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

### Financial assets

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

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

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

## Financial liabilities

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

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

## Impairment of financial assets

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

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

For financial assets measured at amortised cost, the impairment loss is measured as the difference between the asset's carrying amount and the present value of estimated cash flows discounted at the asset's

original effective interest rate. If the financial asset has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

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

## Derecognition of financial assets and financial liabilities

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

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

## 1.15 Critical accounting estimates and areas of judgment

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

## 2. Income from donations and legacies

	Unrestricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Donation income	693,838	693,838	2,004,333
International donation income	245,700	245,700	238,187
Funding for donor recruitment activities from DKMS Gemeinnutzige GmbH	3,139,795	3,139,795	2,915,555
Other income - cost reimbursement	-	-	3,078
Other income	-	-	9,230
Total donations and legacies	<u>4,079,333</u>	<u>4,079,333</u>	<u>5,170,383</u>
Total 2019	<u>5,170,383</u>	<u>5,170,383</u>	

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

## 3. Income from charitable activities

	Unrestricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Income from service provision	<u>4,841,811</u>	<u>4,841,811</u>	<u>5,270,405</u>
Total 2019	<u>5,270,405</u>	<u>5,270,405</u>	

In the year ended 31 December 2020 and 2019 all income related to unrestricted funds.

## 4. Costs of generating voluntary income

	Unrestricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Salaries, national insurance and pensions	306,647	306,647	315,275
Other staff costs and training	9,036	9,036	18,598
Premises costs	55,971	55,971	47,190
Publicity costs	(2,344)	(2,344)	548,943
Postage, support and stationery	2,121	2,121	2,909
Other admin costs	73,979	73,979	57,607
Travel costs	287	287	6,537
Loss/(Gain) on foreign exchange	1,862	1,862	9,483
Depreciation	<u>11,488</u>	<u>11,488</u>	<u>6,369</u>
	<u>459,047</u>	<u>459,047</u>	<u>1,012,911</u>
Total 2019	<u>1,012,911</u>	<u>1,012,911</u>	

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

## 5. Direct costs

	Recruitment of donors	Raising awareness	Donor Request Management 2020	Total funds 2020	Total funds 2019
	£	£	£	£	£
Other direct costs	154,760	355,794	1,838,206	2,348,760	2,107,290
Other staff costs and training	9,263	3,320	7,733	20,316	14,564
Premises cost	50,440	69,599	64,787	184,826	139,241
Publicity cost	24,296	277,346	3,614	305,256	563,009
Loss/(gain) on foreign exchange	1,540	1,796	3,336	6,672	41,557
Postage, support and stationery	166,065	404,690	135,448	706,203	680,932
Travel costs	2,736	233	1,264	4,233	41,384
Donor typing costs	3,179,578	0	0	3,179,578	3,594,871
Salaries, national insurance and pensions	254,617	460,214	427,325	1,142,156	1,068,660
Depreciation	9,497	11,080	20,577	41,154	27,910
	<u>3,852,792</u>	<u>1,584,072</u>	<u>2,502,290</u>	<u>7,939,154</u>	<u>8,279,418</u>
Total 2019	<u>4,874,306</u>	<u>892,673</u>	<u>2,512,439</u>	<u>8,279,418</u>	

In the year ended 31 December 2020 and 2019 all income related to unrestricted funds.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

## 6. Support costs

	Recruitment of donors	Raising awareness	Donor Request Management 2020	Total funds 2020	Total funds 2019
	£	£	£	£	£
Legal and professional fees	6,055	8,460	7,340	21,855	-
Loss on foreign exchange	695	811	1,507	3,013	13,446
Other staff costs and training	9,479	11,058	20,537	41,074	107,306
Premises costs	29,688	41,482	35,992	107,162	58,574
Travel costs	301	351	653	1,305	16,533
Other support costs	19,912	23,231	43,144	86,287	75,702
Postage, Support and stationery	2,114	2,466	4,580	9,160	5,030
Admin costs	(1,176)	(1,372)	(2,547)	(5,095)	0
Salaries, national insurance and pensions	130,180	151,877	282,057	564,114	557,251
Depreciation	4,289	5,004	9,293	18,586	9,029
	<u>201,537</u>	<u>243,368</u>	<u>402,556</u>	<u>847,461</u>	<u>842,871</u>
Total 2019	<u>326,149</u>	<u>256,629</u>	<u>260,093</u>	<u>842,871</u>	

In the year ended 31 December 2020 and 2019 all income related to unrestricted funds.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

## 7. Analysis of expenditure by expenditure type

	Staff costs 2020 £	Depreciation 2020 £	Other costs 2020 £	Total funds 2020 £	Total funds 2019 £
Expenditure on raising voluntary income	306,647	11,488	140,912	459,047	1,012,911
Costs of raising funds	306,647	11,488	140,912	459,047	1,012,911
Recruitment of donors	384,798	13,786	1,642,236	2,040,820	5,200,459
Raising awareness	612,091	16,083	3,212,775	3,840,949	1,149,301
Donor request management	709,383	29,869	2,165,593	2,904,845	2,772,529
Charitable activities	1,706,272	59,738	7,020,604	8,786,614	9,122,289
Expenditure on governance	0	0	21,550	21,550	88,842
Total 2020	2,012,919	71,226	7,183,067	9,267,211	
Total 2019	1,941,185	43,307	8,239,550	10,224,042	10,224,042

In the year ended 31 December 2020 and 2019 all income related to unrestricted funds.

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

## 8. Analysis of expenditure by activities

	Activities undertaken directly 2020 £	Support costs 2020 £	Total funds 2020 £	Total funds 2019 £
Recruitment of donors	1,839,282	201,538	2,040,820	5,200,455
Raising awareness	3,597,580	243,370	3,840,950	1,149,302
Donor request management	2,502,290	402,555	2,904,845	2,772,532
Total 2020	7,939,152	847,463	8,786,615	9,122,289
Total 2019	8,279,418	842,871	9,122,289	

In the year ended 31 December 2020 and 2019 all costs of direct charitable activities related to unrestricted funds.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

## 9. Governance costs

	Unrestricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Auditors' remuneration	20,950	20,950	23,843
Legal and professional fees	600	600	51,722
Travel costs	-	-	13,277
	<u>21,550</u>	<u>21,550</u>	<u>88,842</u>

In the year ended 31 December 2020 and 2019 all costs of direct charitable activities related to unrestricted funds.

## 10. Net resources expended

This is stated after charging:	2020 £	2019 £
Depreciation of tangible assets:		
- owned by the charity	71,226	43,307
Auditors' remuneration - audit	21,939	23,843
- Non audit services - Taxation advice	<u>10,640</u>	<u>6,000</u>

During the year, no trustees received any remuneration (2019 - £Nil).

During the year, no trustees received any benefits in kind (2019 - £Nil).

During the year, no trustees received any reimbursement of expenses (2019 - £Nil).

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

## 11. Staff costs

Staff costs were as follows:	2020	2019
	£	£
Salaries	1,755,341	1,702,270
Social security costs	171,521	169,594
Pension costs	83,524	64,557
Total	<u>2,010,386</u>	<u>1,936,421</u>

The average monthly number of employees was: 45 (2019: 45) and the average monthly number of employees during the year expressed as follows.

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

	2020	2019
	No.	No.
Donor recruitment	9	11
Fundraising	5	5
Communications	7	9
Medical	13	9
Administration	11	11
Total	<u>45</u>	<u>45</u>

The number of higher paid employees was:

	2020	2019
	No.	No.
In the band £60,001 - £70,000	2	2
In the band £70,001 - £80,000	0	2
In the band £80,001 - £90,000	0	1
In the band £90,001 - £100,000	0	0
In the band £100,001- £110,000	0	0
In the band £110,001- £120,000	0	0
In the band £120,001- £130,000	1	0
Total	<u>3</u>	<u>5</u>

The Trustees were not paid or received any other benefits from employment with the charitable company in the year (2019: £Nil) neither were they reimbursed expenses during the year (2019: £Nil). No Trustee received payment for professional or other services supplied to the charitable company (2019: £Nil).

The key management personnel of the charitable company are the Trustees, the Chief Executive Officer and the heads of departments. There are seven heads of department (2019: 7), two of whom received remuneration in excess of £60,000 during the year (2019: 5). Total employee benefits of key management personnel of the charitable company were £516,792 (2019: £492,426).

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

## 12. Tangible assets

	Office equipment £	Computer equipment £	Leasehold improvements £	Total funds £
<b>Cost</b>				
At 1 January 2020	68,713	119,674	228,855	417,242
Additions	787	16,638	-	17,425
At 31 December 2020	69,500	136,312	228,855	434,667
<b>Accumulated Depreciation at</b>				
1 January 2020	45,306	70,504	107,134	222,944
Charge for the year	4,976	33,053	33,197	71,226
At 31 December 2020	50,282	103,557	140,331	294,170
<b>Net book value</b>				
At 31 December 2020	19,218	32,755	88,524	140,497
At 31 December 2019	23,407	49,170	121,721	194,298

## 13. Fixed asset investments

	Shares in Group undertakings £
<b>Costs</b>	
At 1 January and 31 December 2020	1

The company's wholly owned subsidiary, Delete Blood Cancer UK Marketing Limited, registered at Ashburnham House, Castle Row, Horticultural Place, London W4 4JQ is a dormant company. Its net liability position at 31 December 2020 of £10,245 (2019: £10,245) is represented by amounts due to the parent company and is fully provided for in the accounts of the parent company.

## 14. Inventory

Inventory costs were as follows:	2020 £	2019 £
Materials stock	129,903	188,437
Work in progress costs	14,368	41,621
	144,271	230,058

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

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

## 15. Debtors

	2020	2019
	£	£
<b>Due within one year</b>		
Trade debtors	701,885	967,908
Amounts owed by group undertakings	10,245	10,245
Amounts owed by related charity	984,975	381,706
Other debtors	4,445	144,569
Prepayments and accrued income	176,459	96,969
	<u>1,878,009</u>	<u>1,601,397</u>

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

	2020	2019
	£	£
Trade creditors	325,906	349,906
Amounts owed to related charity	213,039	326,830
Other creditors	415,615	-
Other taxation and social security	57,773	48,377
Accruals	964,664	770,281
	<u>1,976,997</u>	<u>1,495,394</u>

## 17. Financial Instruments

	2020	2019
	£	£
<b>Financial assets</b>		
Financial assets that are debt instruments measured at amortised cost	1,701,550	1,504,428
<b>Financial liabilities</b>		
Financial liabilities measured at amortised cost	(538,946)	(676,736)
	<u>1,162,604</u>	<u>827,692</u>

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

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

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

## 18. Summary of funds

	2020	2019
	£	£
At 1 January	1,303,751	1,087,005
Income for year	8,921,145	10,440,788
Resource expended	(9,267,212)	(10,224,042)
At 31 December	<u>957,684</u>	<u>1,303,751</u>

## 19. Analysis of net assets between funds

Analysis of net assets between funds - current year

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

Analysis of net assets between funds - prior year

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

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

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

	2020	2019
	£	£
Net (expenditure)/income for the year (as per Statement of Financial activities)	(346,067)	216,746
<b>Adjustment for:</b>		
Depreciation charges	71,226	43,307
Increase in debtors	(276,613)	(288,689)
Increase in creditors	481,603	479,274
Decrease/(increase) in inventory	85,788	(104,572)
	<u>15,937</u>	<u>346,066</u>

## 21. Analysis of cash and cash equivalents

	2020	2019
	£	£
Cash at bank and in hand	771,903	773,391
Total	<u>771,903</u>	<u>773,391</u>

## 22. Operating lease commitments

At 31 December 2020 the total of the charity's future minimum lease payments under non-cancellable operating leases was:

	2020	2019
	£	£
Within 1 year	281,925	234,938
Between 2 and 5 years	493,369	646,078
Over 5 years	-	-
	<u>775,294</u>	<u>881,016</u>

Lease payments recognised as an expense amounted to £218,171 (2019: £153,825).

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

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

## 23. Related party transactions

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

Transactions with other related parties are as follows:

Name (relationship)	Transaction	Amount		Amount due from/(to) related party	
		2020	2019	2020	2019
		£	£	£	£
DKMS Gemeinnutzige GmbH (Common Trustees)	Donated services	3,139,795	2,915,555	921,171	368,099
DKMS Gemeinnutzige GmbH (Common Trustees)	Intercompany recharges	195,217	324,347	62,503	12,306
DKMS Gemeinnutzige GmbH (Common Trustees)	International money donation	-	9,322	-	-
DKMS Life Science Lab (Common Trustees)	Intercompany recharges	2,686,250	3,364,750	(211,958)	(265,243)
DKMS USA (Common Trustees)	Intercompany recharges	-	61,806	1,301	(60,505)
DKMS USA (Common Trustees)	International money donation	245,700	228,866	-	-

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

DKMS Gemeinnutzige GmbH is the Controlling company and exercises full control over the charitable company through its common Trustees who are also directors of the company. The controlling company recharges the charitable company actual or appropriately apportioned costs it incurs in providing support to the latter.

DKMS Life Science Lab is one of the leading HLA laboratories. Its testing services are competitively priced and provides and charges the charitable company for this service at contractual price established for all DKMS entities annually.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

## 24. Post balance sheet events

The Controlling company DKMS Gemeinnutzige GmbH is currently in the process of finalising a contract with DKMS Life Science Lab whereby DKMS Foundation will receive typing services for no consideration.

DKMS Gemeinnutzige GmbH and related entities implemented a simplified pricing structure for stem cell treatment from 21 April 2021. This pricing model provides donor search free of costs to patient clinics, thereby simplifying the process for clinicians and clinics as well as making treatment more affordable.

## 25. Controlling party

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

Copies of the group financial statements are available at [www.dkms.de](http://www.dkms.de).



REFERENCE AND ADMINISTRATIVE DETAILS OF THE COMPANY, ITS TRUSTEES AND  
ADVISERS FOR THE YEAR ENDED 31 DECEMBER 2020

**Trustees**

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

**Principal staff**

Jonathan Pearce, CEO

**Registered company number**

08151279 (England & Wales)

**Charity registered number**

1150056 (England & Wales)  
SC046917 (Scotland)

**Registered office**

Ashburnham House, Castle Row, Horticultural Place  
London, W4 4JQ

**Company secretary**

B J Abel

**Independent auditors**

PricewaterhouseCoopers LLP  
141 Bothwell Street  
Glasgow, G2 7EQ

**Bankers**

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

Commerzbank AG  
30 Gresham Street  
London EC2V 7PG

**90,406**

Transplants for  
people in need\*

**10.5+**  
**million**

Potential donors  
registered\*

**21**

Lifesaving blood  
stem cell donations  
worldwide  
each day\*

\*Global DKMS statistics as  
of January 2021