



**INSTITUTE OF ADVANCED MOTORISTS LIMITED (THE)
(Limited by guarantee)**

**Report of the Council and Financial Statements
for the year ended
31 March 2025**

**Company No. 562530
Registered Charity Nos: 249002 (England & Wales) and SC041201 (Scotland)**

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INSTITUTE OF ADVANCED MOTORISTS LIMITED (THE)

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REPORT OF THE COUNCIL (continued)

Reference and Administration

The Council (the trustees, who also serve as directors of the company under the Companies Act) present their annual report and the audited financial statements for the year ended 31 March 2025 for the Institute of Advanced Motorists Limited ('IAM'), (Companies House Registered number: 562530; Registered Charity Numbers 249002 (Charity Commission, England and Wales) and SC041201 (Office of the Scottish Registered Charity Regulator)).

The financial statements have been prepared in compliance with the Charities Act 2011, the Companies Act 2006, the Memorandum and Articles of Association, and the Statement of Recommended Practice: Accounting and Reporting by Charities (SORP) applicable to charities preparing their accounts under the Financial Reporting Standard applicable in the UK and Republic of Ireland ("FRS 102") (effective 1 January 2019).

The names of the Patron, President, Honorary Vice President, Council (Trustees) and Senior Leadership Team who served during the year and since the year end are listed below.

Patron	HRH Prince Edward, The Duke of Kent
President	Nigel Mansell CBE
Honorary Vice President	Stuart Donald QPM

Trustees	Membership
Stuart Malcolm Donald QPM	Chair
Shona Johnstone	Chair
Nicholas David John Lomas	Deputy Chair (3 – Chair) (1)
Nicholas John Anthony Stein	
Victoria Ann Milford	(2 – Chair)
Tom Kelman	(1 – Chair)
Mark Armitage	(1)
Angela Bell	(1)
Rupert Newman	(2)
Mark Powell	(2)
Sarah Whiteside-Jones	(2)

Committees

1. Finance & Audit Committee
2. Remuneration Committee
3. Nominations Committee

Senior Leadership Team

Antony Kildare
Mark Armitage
Nicholas Lyes
Andrew McLachrie
Kat Hyde
Nicola Smith
Carlota Da Veiga Pestana

Registered Office

1 Albany Place, Hyde Way, Welwyn Garden City, Hertfordshire, AL7 3BT

Professional Advisers

Statutory Auditor	Crowe U.K. LLP, 55 Ludgate Hill, London, EC4M 7JW
Bankers	HSBC Bank plc, 60 Queen Victoria Street, London, EC4N 4TR
Investment Advisors	Portfolio Management Consultancy Limited (PMCL), 100 Liverpool St, London, EC2M 2AT
Investment Managers	Waverton Investment Management (W1M), 16 Babmaers Street, London, SW1Y 6AH
	J M Finn & Co Limited, 4 Coleman Street, London, EC2R 5TA
	Rathbone Investment Management, 8 Finsbury Circus, London, EC2M 7AZ
	Ruffer LLP, 80 Victoria Street, London, SW1E 5JL

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REPORT OF THE COUNCIL (continued)

Structure, Governance and Management

Objects

The objects of IAM are to improve driving standards and promote road safety for the public benefit, in particular (but not limited to) through the operation of an advanced driving and motorbike riding test.

Public benefit

The trustees have reviewed IAM's aims in the context of the requirement that they be demonstrably for the public benefit. In carrying out this review, the trustees have had due regard to the Charity Commission's guidance on public benefit.

Primary activities

Formed in 1956, as the Institute of Advanced Motorists, IAM RoadSmart as we know it today, grew into the UK's largest road safety charity.

With almost 70 years' experience educating and upskilling drivers and riders, the charity's purpose has been to make roads safer for all. Course fees and membership, in addition to a commercial offering, have been key in generating income, but the current economic climate and membership demographic poses some challenges and has highlighted the need to change and diversify.

Our federated group structure was developed to support the delivery of services; this provided a semi-autonomous relationship for local groups that drove up membership and raised funds for the charity. The charity's membership peaked in the 1990's but has since declined highlighting a need to change our membership offering and the systems and processes used to deliver it, as well as diversifying our income streams to enable the charity to maximise its impact.

Where we are now

IAM seeks to achieve its objectives and fulfil its public benefit requirement by funding and evolving the following activities:

Promoting the IAM RoadSmart brand as the UK's leading road safety charity and advocate, helping to improve driving and riding skills through courses and coaching.

IAM's Advanced driving test was launched in 1956 and an advanced test for motorcyclists was introduced in 1976. Through programmes delivered by IAM's volunteer network, the skills taught and tested are constantly updated for the ever-changing features and challenges of the UK's roads and vehicle technologies. By improving awareness of hazards and risk and teaching best practice techniques, IAM reduces the likelihood that drivers and riders will put themselves (and others) into a position of danger through error, omission or poor behaviour on the roads.

1. IAM RoadSmart Groups exist throughout the UK, with volunteers delivering support and advice to drivers and riders seeking to improve their on-road skills, many of whom go on to pass the Test. Since inception, IAM has awarded advanced status to over 500,000 drivers and riders.
2. IAM continues to serve the demand from professional driving organisations seeking to enhance their internal driver training programmes by accrediting them with the Advanced Driver qualification.
3. Lobbying government and undertaking road safety research, together with publicity using social and broadcast media and the Press as well as direct communication to IAM RoadSmart Members are important features of IAM's work to promote road safety. Regular tips, blogs and press releases are also used to help all drivers and riders improve their skills as we seek to "inform and influence" on road safety issues. RoadSmart magazine continues to be the communication valued by Members as their primary source to reinforce IAM RoadSmart.
4. Members' knowledge and awareness of road safety issues.

IAM RoadSmart provides a range of services for businesses whose employees' roles involve driving cars, vans, or motorcycles. These solutions enable employers to implement a comprehensive risk management programme, supporting road safety via driver training and ensuring compliance with health and safety law.

1. On-road courses designed specifically for business drivers, including Driving for Work, Vehicle Familiarisation, UK Familiarisation, and other courses targeting specific skills and behaviours.
2. Online fleet risk management tools including licence checking and vehicle-related checks to ensure 'grey fleet' compliance
3. Driver risk assessments and e-learning delivered via a mobile app, allowing tailored educational content to be provided to drivers as part of an ongoing training programme.
4. Webinar-style workshops including Toolbox Talks for drivers, and courses offering managers an introduction to best practice in managing work-related road safety.
5. Other courses include Advanced Driver Fast Track and training for in-house driver assessors.

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REPORT OF THE COUNCIL (continued)

Through the provision of the Driver Retraining Academy (DRA), the IAM Group offers retraining for offenders through delivery of drink and drug drive rehabilitation scheme courses.

Through our strategic partner, we have a branded insurance offer for our members. This offer introduces members to insurers who may see our members as lower risk. We receive commission for policies taken out.

We offer several Skills Day activities across the UK – these events provide members and the wider public the opportunity to practice their driving and riding techniques in a controlled area, with the opportunity to learn new skills.

Council acknowledges that the success of IAM's activities is dependent on the goodwill and commitment of volunteers operating within IAM RoadSmart Groups. Council expresses its appreciation for the commitment and dedication of those volunteers, without which IAM would be unable to deliver their courses – thank you.

Strategy

With support from the Board of Trustees, we have continued to progress with the delivery of our five-year plan, focusing on growing our reach and improving our communications and messaging to align with our five strategic pillars, as follows:

1. Grow the brand name and corporate identity to be recognised nationally, with an increased presence and authoritative voice in the policy and campaigning space. We will:
 - Place road safety at the heart of all we do.
 - Elevate our policy and campaigning activities to make an impact on road safety issues in the UK.
2. Invest in fundraising initiatives that will help grow our community and raise awareness of our role as a national charity.
3. Increase skills development, knowledge sharing, competency, and on road confidence through education and coaching. We will:
 - Make road safety skills and education up to date, relevant and accessible to all.
 - Diversify and refresh educational tools and products to engage existing and new audiences.
 - Reflect new road safety challenges, embracing new learning styles and technologies, engaging with those who put the most drivers and riders on the road and those who use the road for a living.
4. Develop a broad, diverse, and inclusive community of passionate road users across the UK. We will:
 - Support an increasingly diverse community of road safety experts across the United Kingdom.
 - Be inclusive, recognising those that have passed the advanced test and demonstrate the highest level of skill that is up-to-date and relevant, as well as those that choose not to take the advanced test but still have a passion and interest in road safety.
 - Provide support to enable our community to ensure it is sustainable and that it can continue to deliver key services.
5. Promote a well led, progressive, ethical charity that lives and breathes by its culture and behaviours. We will:
 - Be well-run and sustainable, supported by effective leadership, governance, systems, and infrastructure.
 - Monitor effective stewardship of resources and assets to ensure the charity have an impact on improving road safety.
 - Work to mitigate any negative impacts we may cause.
6. Embrace being digital to the core. Enabling and simplifying our service and offerings, growing our reach and enriching the community experience. We will:
 - Transform using best in show technology to support our growth and diversification ambitions, measuring deliverables along the way.
 - Work with digital experts, providers, and originators to adopt and apply tried and tested approaches.
 - Modernise the charity with new and innovative products and experiences.

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REPORT OF THE COUNCIL (continued)

Constitution & Membership

IAM was established on 10 March 1956 as a company limited by guarantee and is governed by a Memorandum and Articles of Association, which were adopted by Special Resolution on 20 February 2009 and amended by Special Resolution on 18 November 2009.

IAM operates the Advanced Driver and Rider Tests ("Test(s)"). Individuals who successfully pass these Tests (or are eligible for exemption) are IAM RoadSmart ordinary Members (or "Members") subject to payment of membership subscriptions. Prospective members who have not yet passed the Tests are classed as Associate Members (or "Associates"). IAM's Memorandum and Articles of Association provide that the following matters are subject to the determination of IAM RoadSmart Members at Annual or other General Meetings:

- Receiving the Council's report on the Company's activities since the previous Annual General Meeting.
- Electing members of the Council.
- Varying the annual Membership subscription.

Subsidiary Undertakings

IAM's three subsidiary undertakings that were active during the year are as follows:

- IAM Drive & Survive Limited ("Drive & Survive") provides corporate risk management and driver training services.
- IAM Driver Retraining Academy Limited ("DRA") which provides drink and drug drive rehabilitation courses.
- Institute of Advanced Motorcyclists Limited which provides access to insurance services to Members.

Corporate Governance

Appointments to Council

The Council consists of such IAM RoadSmart Members and suitable individuals as shall from time to time agree on the invitation of the Council, to serve as a trustee on the Council.

The Nominations Committee of the Council is responsible for identifying potential new trustees and making recommendations to Council. New trustees who join the Council during the year are required to offer themselves for election at the next Annual General Meeting. New trustees are selected based on the skills, expertise and experience they bring to the Council. A role definition for trustees is in place.

Induction and training

All new trustees receive an induction briefing, which includes their general charity and company law responsibilities, IAM's Memorandum and Articles of Association and the functions of IAM's Council, committees, and management. Training for trustees is provided when required, including updates on best practice in charity governance.

Trustees are also encouraged to seek guidance and support from the Charity Commission website which offers free guidance and learnings to trustees on key aspects of their role.

Rotation of trustee appointments

Trustees retiring by rotation at the AGM are Victoria Milford, Angela Bell, and Sarah Whiteside-Jones.

Stuart Donald retired from the Council as a Trustee and Chair on 26th March 2025 and was appointed Honorary Vice President.

Shona Johnstone was appointed as a trustee by the council on 29 January 2025 – and will seek member appointment at the upcoming AGM. Shona was appointed Chair of Council by the trustees on 26 March 2025.

Charity Governance Code

Trustees on the Council are committed to their governance responsibilities, aiming to maintain a framework that is effective, compliant, and efficient. This year, IAM assessed internal financial controls using the CC8 (Internal Control for Charities) checklist. This was reviewed by the Trustees at the Finance & Audit Committee in June 25, to ensure they are satisfied with the current assessment.

To support the CC8, we have compiled a comprehensive list of policies that aligns with its elements, providing Trustees with a complete overview. This list will also clarify which policies fall under the Trustees' review requirements. This effort

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REPORT OF THE COUNCIL (continued)

is part of the ongoing review of our policy management and governance to ensure the adoption of best practices in this area.

Decision Making, Committees, and IAM RoadSmart Groups

The Council seeks to ensure it has an appropriate mix of skills and experience to discharge its responsibilities effectively and in line with good governance practice and is assisted in its work by three committees to which certain powers and responsibilities are delegated. The members of the **committees** are set out on page 2 of this report.

The **Finance & Audit Committee (FAC)** is responsible for ensuring financial reporting obligations are met for IAM and its subsidiaries (together "the IAM Group"). This involves ensuring the statutory financial statements for the IAM Group are properly audited and that accepted recommendations of the auditors are implemented. Whilst also establishing, maintaining, monitoring, and reviewing financial controls throughout the IAM Group, to safeguard its assets and ensure its financial integrity. The Committee also confirms that IAM's investment policy is appropriate and monitors the performance of those investments and confirms IAM's reserves policy is appropriate. The Finance and Audit Committee meet formally once a quarter, with additional meetings as needed to monitor financial performances.

The **Remuneration Committee** approves the remuneration of IAM's Senior Leadership Team and monitors the overall remuneration policy across the IAM Group. The Senior Leadership Team determines the salaries of all other executive staff within budget parameters set by Council. The remuneration Committee meets formally 3 times a year, with additional meetings as needed, monitoring people and culture policies.

The **Nominations Committee** is tasked with assessing the structure and composition of the Council, specifying requirements for trustee and senior executive positions, identifying, and assessing candidates and making recommendations to the Council regarding appointments to those roles.

The day-to-day management of the IAM Group is delegated by the Council to the Chief Executive and the Senior Leadership Team listed on page 2.

IAM RoadSmart Groups are geographically based independent charities or other entities that are affiliated to IAM subject to the Group Rules which are maintained by IAM. Accordingly, the IAM Group's consolidated financial statements do not incorporate the financial statements or activity of IAM RoadSmart groups.

Risk management and internal control

The IAM Group has a formal process for assessing risks and implementing risk management strategies. This involves identifying risks and prioritising them in terms of likelihood of occurrence and potential impact, together with devising and implementing mitigations as considered appropriate. Risk Registers are maintained by the Compliance and Governance Manager with each risk owner required to review risks allocated to them on a quarterly basis. Additionally, each Director is required to present the risks within their area to the Senior Leadership Team in turn, on a monthly rolling basis. This allows the Senior Leadership Team to have oversight of all risks. Risks identified as strategic in nature are presented to the Finance & Audit Committee as a standing agenda item, and then the Council meeting for further consideration by Trustees.

Some of the key risks are:

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Risk	Management of risk
Erosion of Advanced Driver training benefits due to technology reliance	<p>A growing reliance on vehicle automation technology risks diminishing the perceived value of our Advanced Driver Training course, as drivers may prioritise technological solutions over personal skill improvements. This trend, particularly significant for commercial drivers but applicable to all our members/customers, could lead to reduced demand for advanced training programs and a loss of market relevance for IAM RoadSmart. Drivers may mistakenly view technology as a standalone solution to road safety, overshadowing the importance of human expertise.</p> <p>To address this, we are actively helping drivers transition to new technologies by developing resources like the ADAS (Advanced Driver Assistance Systems) guide, which is now available on the IAM RoadSmart commercial website. Collaborative efforts with the EU Hi-Drive project and Leeds University are providing critical insights into market needs and informing future products.</p> <p>Additional measures include targeted lobbying for updated training frameworks, technology-focused awareness campaigns are scheduled for 2025, and member surveys integrated into onboarding processes to capture our members/customers evolving needs. In addition to this, we will take steps to diversify our portfolio offering to the public.</p>
Single entry point into membership	<p>Our reliance on the Advanced Course as the sole entry point for membership restricts our ability to attract a broader and more diverse community, hindering our growth plan and inclusivity objectives. This model limits engagement with a diverse group of drivers and riders impacting IAM RoadSmart's capacity for long-term community expansion and financial sustainability.</p> <p>In response, we have implemented strategic initiatives to diversify our membership offerings. These include targeting younger members (17-26) while actively recruiting those aged 27-55, launching a donation-based Road Safety Sponsor tier for those impacted by road safety incidents, and reviewing membership tiers to reduce entry restrictions. Plans for new commercial memberships and an updated member journey are also underway to ensure greater accessibility and inclusivity.</p>
Brand /Tone of Voice (ToV) review	<p>The risk associated with the Brand/Tone of Voice (ToV) review centres on the current brand identity lacking clarity and being perceived as outdated, which could deter audience engagement and growth. This may lead to reduced brand relevance and appeal, as well as inconsistent messaging that could affect trust and recognition.</p> <p>To mitigate these risks, ongoing efforts are focused on developing a new Tone of Voice as part of the website transformation. Additionally, training plans are being developed to ensure widespread adoption of the new ToV. These initiatives aim to enhance brand consistency and appeal, ultimately improving audience engagement and growth opportunities.</p>
Ageing Member Demographic	<p>One of the key drivers of our transformation plan is the ageing demographic of our existing membership base. The base is predominantly 60+, with fewer 'younger' members being added.</p> <p>We have focused on enhancing the member proposition through new benefits and offers, as well as providing enriched content and engagement approaches.</p> <p>These mitigation actions have borne fruit as we are seeing member engagement improve.</p> <p>We continue to look at alternative membership options to support our existing membership offer, and appeal to newer audiences.</p>

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REPORT OF THE COUNCIL (continued)

Strategic Report

During the year ended 31 March 2025, in accordance with the Charities (Protection and Social Investment) Act 2016, the trustees report that the charity raises funds through online donations, public appeals, challenge events, Big Give campaigns, regular giving from individuals, and corporate donations. Fundraising is carried out by staff employed directly by the charity, supported by volunteers, and no professional fundraisers or commercial participators were engaged during the year.

The charity is registered with the Fundraising Regulator and has committed to comply with the Code of Fundraising Practice, and the trustees are not aware of any failure to comply with this Code during the year. All fundraising activities are overseen by senior management and the trustees through regular reporting and review, with policies and procedures in place to ensure compliance with legal and regulatory requirements.

No complaints were received during the year in relation to fundraising activities. The trustees take seriously their responsibility to protect vulnerable people and the wider public, and measures are in place to safeguard against undue pressure or exploitation. These include adherence to the Code of Fundraising Practice, clear opt-out opportunities, respectful communications, and training of staff and volunteers in responsible fundraising practices.

Strategic Review of Activities and achievements

Our activities progressed during the year ended 31 March 2025. Some of the most notable achievements in the year can be summarised into these headings:

Growth

- Campaign development with a focus on growing our reach and building a diverse and inclusive community.
- Increased profiling of IAM RoadSmart in the media - gaining more media appearances and coverage and continued with the Opinion Panel. This has been strengthened by carrying out our own research to form the basis of media stories, and utilising IAM RoadSmart internal experts to comment on stories and raise awareness of ongoing issues.
- Launched new Skills Days for the 2025 season.
- A review of existing and new products took place and this resulted in a product roadmap and portfolio summary for 2025/2026.
- We delivered the Youth Empowerment Initiative using funds raised through the Big Give Christmas Challenge in December 2024. This funded places on our Motorcycle and Car Skills Days in the 2025 season.

The progress made in the IAM Group by company may be summarised as follows:

Institute of Advanced Motorists Limited

At the close of 2024/2025, our membership stood at 69,396. While natural demographic shifts and lapsed members impacted numbers, we continue to welcome new members, helping to balance these changes and strengthen our community.

Category	24/25		23/24	
Associate	5,222	7%	2,896	4%
Fellow	1,088	2%	3,556	5%
Full	63,086	91%	68,222	91%
Totals	69,396	100%	74,674	100%

The IMI Local Observer Programme closed on 31 March 2025. From March 2025 all Advanced Driving and Riding courses will be delivered by National Observers; the process to achieve this began on 31 March 2023. Adopting one standard of observing has created a clear and logical process for our volunteers, customers, and partners, with our focus being on 'competency assessment, not experience'.

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REPORT OF THE COUNCIL (continued)

People & Culture

Volunteer recruitment

We continued to grow and diversify our pool of volunteers with over 5,000 volunteers at 31 March 2025.

Investors in People

IAM RoadSmart was awarded the Silver Investors in People accreditation. This recognition reflects our strong commitment to supporting and developing our people, fostering a positive workplace culture, and continuously striving for improvement in leadership and management practices.

Investing in Volunteers

IAM RoadSmart proudly achieved the Investing in Volunteers accreditation, a nationally recognised standard for volunteer management and support.

This milestone reflects our continued commitment to valuing, developing, and supporting our dedicated volunteer network, who are at the heart of our mission to improve road safety.

Achieving this standard demonstrates that our volunteer practices met best-in-class benchmarks, and it reinforces our aim to provide a positive, inclusive, and rewarding experience for all who contribute their time and expertise to our cause.

PR, research and lobbying

IAM RoadSmart continues to be in contact with UK Ministers and civil servants to help shape the updated road safety strategy while we have also had meetings with all devolved Governments in the UK. Since the election we have met two new UK Ministers. During the general election campaign, we published our 'safer roads for all' manifesto. We have expanded our Opinion Panel to include non-members for research purposes.

We continue to be represented at the highest level with Motoring Agencies and our campaigns have had some significant cut through. Our clear policy positioning has enabled us to be a more authoritative voice, and this has cascaded through to our community. We have also commenced additional thought-leadership research to enhance our lobbying which will be published in 2025/26.

We saw a significant increase of 900% in media reach during the calendar year 2024 compared to 2023, driven by research, surveys, a new media centre and new processes in responding to requests.

Publications

RoadSmart Magazine continues to develop, and readers' feedback and engagement continues to increase with each issue.

Our newsletters, member polls and communications regularly attract opinions which are used by our Policy & Research and Marketing & Communications teams. We draw on the opinions, views and experiences from members and other sources to develop and strengthen new campaigns. By doing this we continue to create engaging and informative content.

One of our key areas of support is influencing key decision makers and our activities and progress in this area are summarised below.

We have increased our research and campaigning on graduated driver licensing, issues impacting younger drivers, drug-driving, smart motorways and handheld mobile phone use. We continue to represent our members at the highest Government level within the Department for Transport, National Highways, Transport Scotland and have met with Ministers in Wales and Northern Ireland. We continue to publish our annual Road Safety Report.

IAM Drive & Survive Limited ("Drive & Survive")

D&S is in a strong position to thrive, with the right operational foundations in place. We have made great progress with our marketing using platforms such as LinkedIn to raise our profile. In addition, we have attended relevant events such as The Safety, Health & Wellbeing Live and The Health & Safety Event. Part of our growth strategy for 25/26 is to focus on retaining, securing, repeat business from our existing customers as well as new business within the health and safety and fleet sector. Driving for work continues to be our bestselling product (87% of our course bookings in March 2025) despite

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REPORT OF THE COUNCIL (continued)

the wealth of other products and services we offer.

IAM Driver Retraining Academy Limited ("DRA")

Drink Driver Rehabilitation Scheme continues to be a growth opportunity across the UK, Scotland and Wales. It is, however, a highly competitive market so we continue to look at ways of increasing our referrals through marketing to solicitors, The Law Society and courts. We are also working on increased automation when it comes to referrals, digital registrations and bookings.

Conversion rates remain a priority, and DRA has a target of 65% and is currently 62%. Trustpilot reviews for DRA are excellent, with an average rating of 4.7.

IAM has renewed its DRA Welsh license, and a Welsh language policy is now in place. The activities previously carried out by DRA have now been integrated into the company's primary purpose and are delivered within the parent charity. These activities are expected to continue in the future.

Institute of Advanced Motorcyclists Limited

The company continues to manage the IAM Group's arrangements with insurance brokers and derives its income from commissions on introductions to motor insurers and other bodies. Commission income totalled £254k to the year-end 31 March 2025 – representing a 14% decrease on 23/24. We recognise that the current insurance market is proving challenging, with insurance premiums increasing year on year.

Future activities

Our strategy has been extended to cover five years of growth as we work to future proof the charity.

Commercial

We continue to invest in the growth of commercial through the diversification and creation of new products in addition to delivery platforms supported by IAM's ongoing IT strategy.

Drive & Survive

- Accreditation model from large scale organisations (tapping into the HGV and bus market), to train their trainers. This is scalable as it removes the need for IAM to find trainers, and we secure monthly fees.
- Targeting new business from larger accounts (300 plus drivers).
- Scalability with the development of more online bookings for new courses, all of which are being currently scoped out.
- Additional revenue opportunities through the selling of bulk charity courses.
- Corporate sponsorship.
- Grant opportunities.
- New IT capabilities with external partners to automate and digitalise customer service touchpoints to enable a seamless commercial customer journey and greater retention and upselling of clients.
- API add-ons to the IAM commercial website to create a micro revenue model of taster or top up digital courses paid for in advance.

Drink Drive Rehabilitation Scheme

- Growth opportunities are possible in expansion of online courses, weekend and bank holiday courses.
- Bidding for applicable tenders.
- Responding to relevant industry contract opportunities Membership retention, recruitment, fundraising.

Since April 2025, we have launched two fundraising campaigns. The first is an always on campaign called Road Safety Sponsor, which enables supporters to donate unrestricted funds for the charity to use where they are needed most. The second is the Volunteer Support Fund, aimed at supporting volunteers who have additional support needs or disabilities. Both campaigns have been launched in the first half of this financial year.

Looking ahead, we plan to participate in the Big Give Christmas Challenge again in December 2025, with the ambition of

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REPORT OF THE COUNCIL (continued)

raising £25,000 to fully fund two Skills Days in 2026 – one Car and one Motorcycle Skills Day – to continue this important work.

In addition, we are launching various challenge events, including giving supporters the opportunity to take part in RunFest at Silverstone in November, as well as other challenge events across the country through our partnership with Run for Charity.

We are also preparing for fundraising activities to mark the 70th anniversary in 2026. We continue to engage with our community to better understand their needs and aspirations, and we look forward to working with charitable trusts, companies, and individual supporters who wish to fundraise on our behalf.

Our existing members will see change as we work to embed increased member value; the focus for us is on improving the member experience, giving members more choice and a personalised experience as part of their membership fees.

Promotion of any changes will be shared with our members, as well as with the wider community across nations to grow our reach.

New membership tiers and products

Whilst we focus on adding value for our current members to the existing membership model, activity is underway to explore what the future looks like. It is notable that membership is declining across membership organisations. We are aware that the wider public are absorbing content and information in different ways. As a result, educational content is a core focus for us, across channels, and we are looking at how this can help grow our reach and tap into new audiences of all demographics. From investing in new online content, to launching an IAM RoadSmart Podcast series, with a forward view to looking at a new subscription model and a commercial membership offer.

Diversifying product ranges

We plan to create new on-road courses, assessments, and online training to upskill members of the public, IAM members and those who drive for work, with delivery expected throughout 2025 and into the following financial year.

We are reviewing delivery on regional activity, to build our brand profile and presence in each nation.

Campaigns, Policy, PR

There will be continued focus on policy and campaigning; this work will continue to elevate our brand and raise awareness of our purpose as a national road safety charity; we will be looking to launch new campaigns focusing on younger drivers, graduated driver licensing, motorcyclists and improving driving behaviours. We will feed into and respond to the Government's updated road safety strategy. We will publish thought leadership research around the Gig Economy to amplify our influence and commercial brand. We will demonstrate the value of the Advanced Driver Course. We will begin a programme of policy seminars to reestablish IAM RoadSmart as one of the key campaigning organisations for safer roads.

We will increase our media reach and extend our position as a trusted voice in the sector, representing our membership and amplifying our core purpose to attract new audiences, aided by new communication methods to push our standards and expertise. Our goal remains to be the 'go-to' charity for media to comment on road safety.

Events development

Further development of a digital and in-person events schedule will help diversify our audience and grow our community, generating revenue for the charity. From a range of topical and relatable webinars, to fundraising opportunities and an evolving Group engagement plan – all linked in to our 70th year and beyond.

Digital to the core

Continued focus and investment will be given to our new corporate website which has been designed to better position the charity for growth, with fundraising and business services at the forefront. The site will continue to evolve the member, volunteer and community experience, inviting a more diverse audience into our community; there will be elements of the website that will need to be evolved as we push ahead with new and ongoing projects designed to elevate the charity in the road safety space.

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Further activity will take place to embrace new and online audiences; these won't necessarily be Associate or Full members, but they may be followers and supporters who wish to engage in what we're doing. From more online content to the evolution of a Podcast series - launching in 2025 – we will continue to challenge thinking that will create a charity and discipline that can empower, relate and be considered relevant for all.

We will launch IAM RoadSmart experiences over the summer – an opportunity for members and non-members to engage with us in a way that is not course or product specific. The focus will be on safe driving and riding, engaging a diverse and inclusive community and supporting the 'fun' value that we promote.

Financial Review

The Group Statement of Financial Activities on page 18 shows a net movement in funds of £991k deficit (2023-2024 £666k deficit). This headline deficit continues to be a concern and matter of focus for the trustees, it was caused by 3 key elements, two of which were known about and part of the organisation's transformation:

- **Investments:** Despite continued uncertainty and volatility in the markets—particularly in the second half of the year—our investments delivered gains of £23K, driven primarily by stronger performance in the first half. In March 2025, all investment holdings were consolidated into a single portfolio with Waverton to enable a more focused and actively managed investment strategy. This step supports our revised investment policy, which is designed to enhance oversight and better manage risk in a challenging market environment. Further information on our investment approach is provided in a later section.
- **Transformation Spend:** As part of the desire to move the organisation to operational sustainability, we did incur some spend on the start of that transformation activity – totalling £111k. This spend is part of a 5-year commitment to ensure the organisation achieves financial security and sustainability and at least break even at an operating position within the time of that 5-year plan. Further funds will be incurred in 2025/26 and 2026/27 as part of the plan.
- **Operating Performance:** As mentioned, - and driving the cause for the 5-year plan - the organisation has made sustained losses at an operating position for many years – 2024/25 was no different. The group loss in 2024/25 was £1.014m (£903k loss excluding transformation). This level of underlying loss has always been prevalent in IAM's results but was historically masked by investment returns. The focus of the 5-year plan, amongst other things, is to ensure these operating losses are eliminated moving forward.

The overall deficit remains at £1m – but the vast majority of that loss is for known reasons and contributors. The Balance Sheets on page 19 show that the net assets of the Group have decreased by £991K from £6.458m to £5.467m. This movement was contributed to by an operating deficit in the year of £1.014M, including transformation spends of £111K and investment gains of £221k (Capital Gains and returns). All funds held by the Group at year end were unrestricted and undesignated.

Reserves

The Finance and Audit Committee conducted a full review of our reserves policy during the year which was ratified in March 2025 by Council. The outcome of that review provided that the appropriate minimum level of reserves at £4.7m for the group to hold is between 6 and 9 months of operating expenses, together with any existing liability or specifically ring-fenced funds. Reserves are held for several reasons – in the main to support operating activity should there be a catastrophic impact on income (e.g. pandemic), to service any long-term commitments, or any existing known liabilities.

In light of the revised policy, the Finance and Audit Committee consider it prudent to hold 9 months of operating reserves in the current economic climate. Additionally, the necessary funds ring-fenced for delivery of the 5-year plan should also be held.

As at 31 March 2025, free reserves stood at £5.602m – this represents approximately 9 months of operating expenses plus funds to deliver the 5-year plan.

Investment & Investment Policy

IAM appointed an independent investment advisor during 2023/24. PMCL, a regulated investment advisor specialising in the Charity and Not-For-Profit sector, was selected following a competitive external tender process involving multiple firms.

Following PMCL's appointment, a comprehensive review of our Investment Policy was undertaken in line with our Reserves Policy. The updated Investment Policy, reflecting the outcomes of this review, was formally approved at the

INSTITUTE OF ADVANCED MOTORISTS LIMITED(THE)

REPORT OF THE COUNCIL (continued)

June 2023 Council Meeting. The policy aims to achieve the best possible financial return within an acceptable level of risk by appointing reputable and experienced external investment managers operating under clearly defined mandates.

In line with this revised approach, IAM consolidated all its investment holdings with Waverton Investment Management during 2024/25. This move supports a more streamlined, actively managed strategy and enhances oversight of portfolio performance. PMCL continues to monitor the portfolio and reports regularly to the Finance and Audit Committee and Council. Any performance concerns are reviewed by PMCL, and appropriate recommendations are made.

IAM does not routinely draw income from its investment portfolio; instead, income is reinvested to support a total return objective (combined income and capital return), with flexibility for drawdowns to meet operational needs as required. As at 31 March 2025, the market value of IAM's consolidated investment portfolio with Waverton was £6.34m (2024: £6.70m). All investments continue to be managed in line with our Investment Policy.

Going Concern

The Trustees have assessed the ability of IAM and the IAM Group to continue as a going concern. That assessment included consideration of the recent trading performance, the level of investments held as reserves and the associated risk profile of those investments, the key risks faced by the IAM Group as described under 'Risk management and internal control' on page 7, together with the underlying budgets for 2025/26 and a roll forward of the budget for 2025/26 using prudent assumptions.

The trustees' consideration of going concern also considered a stress test utilising the potential for circumstances which although unlikely would have a significant impact. Those unlikely circumstances included significant reductions in income from membership, other courses and assessments, and commercial activities, while assuming that operating and capital expenditure was maintained at budgeted and forecast levels, and the potential for investment portfolios to fall by up to 50%. The stress test indicated that the going concern basis of accounting would remain appropriate as at the date of approval of the financial statements.

The Trustees' assessment is that IAM and the IAM Group will remain going concerns for a period of at least 12 months from the date of approval of this report and of the financial statements.

Related parties

None of the trustees receives remuneration or other benefit from their activities as a Trustee with IAM. Any connection between a Trustee or member of the Senior Leadership Team of IAM and a contractual party must be disclosed to the Council. During the year under review, no such related party transactions were reported.

Statement as to disclosure of information to the auditor. In so far as the trustees are aware:

- there is no relevant audit information of which the charitable company and group's auditor is unaware; and
- the trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information.

Auditor

Crowe U.K. LLP has indicated its willingness to continue in office.

INSTITUTE OF ADVANCED MOTORISTS LIMITED(THE)

REPORT OF THE COUNCIL (continued)

Statement of Trustees' Responsibilities

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

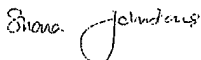
Company law requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and the group and of the incoming resources and application of resources, including the income and expenditure, of the charitable group 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 judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

The Trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charitable company and the group and enable them to ensure that the financial statements comply with the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and the Charities Accounts (Scotland) Regulations 2006 (as amended). They are also responsible for safeguarding the assets of the charitable company and the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Trustees are responsible for the maintenance and integrity of the corporate and financial information included on the charitable company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

The Report of the Council (including the Strategic Report) was approved on behalf of the Council by:



Shona Johnstone
Chair

1 Albany Place
Hyde Way
Welwyn Garden City
Hertfordshire
AL7 3BT

Date: ...15/10/2025.....

**Independent Auditor's Report to the Members and the Trustees of
The Institute of Advanced Motorists Limited**

Opinion

We have audited the financial statements of the Institute of Advanced Motorists ('the charitable company') and its subsidiaries ('the group') for the year ended 31 March 2025 which comprise the Group Statement of Financial Activities, the Group and Charity Balance Sheets, the Group Cash Flow Statement and notes to the financial statements, including material accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the group's and the charitable company's affairs as at 31 March 2025 and of the group's income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006 and the Charities and Trustee Investment (Scotland) Act 2005 and Regulations 6 and 8 of the Charities Accounts (Scotland) Regulations 2006 (amended).

Basis for opinion

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

Conclusions relating to going concern

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

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 or the group's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

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

Other information

The trustees are responsible for the other information contained within the annual report. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

INSTITUTE OF ADVANCED MOTORISTS LIMITED (THE)
Independent Auditor's Report to the Members and the Trustees of
The Institute of Advanced Motorists Limited

(Continued)

Opinions on other matters prescribed by the Companies Act 2006

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

- the information given in the trustees' report, which includes the directors' report and the strategic report prepared for the purposes of company law, for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and the directors' report included within the trustees' report have been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In light of the knowledge and understanding of the group and charitable company and their environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the directors' report included within the trustees' report.

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

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

Responsibilities of trustees

As explained more fully in the trustees' responsibilities statement set out on page 14, the trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the 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.

Auditor's responsibilities for the audit of the financial statements

We have been appointed as auditor under section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and under the Companies Act 2006 and report in accordance with 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 auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Details of the extent to which the audit was considered capable of detecting irregularities, including fraud and non-compliance with laws and regulations are set out below.

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

Extent to which the audit was considered capable of detecting irregularities, including fraud

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We identified and assessed the risks of material misstatement of the financial statements from irregularities, whether due to fraud or error, and discussed these between our audit team members. We then designed and performed audit procedures

INSTITUTE OF ADVANCED MOTORISTS LIMITED(THE)
Independent Auditor's Report to the Members and the Trustees of
The Institute of Advanced Motorists Limited

(Continued)

responsive to those risks, including obtaining audit evidence sufficient and appropriate to provide a basis for our opinion.

We obtained an understanding of the legal and regulatory frameworks within which the charitable company and group operates, focusing on those laws and regulations that have a direct effect on the determination of material amounts and disclosures in the financial statements. The laws and regulations we considered in this context were the Companies Act 2006, the Charities Act 2011, and The Charities and Trustee Investment (Scotland) Act 2005, together with the Charities SORP (FRS102) 2019. We assessed the required compliance with these laws and regulations as part of our audit procedures on the related financial statement items.

In addition, we considered provisions of other laws and regulations that do not have a direct effect on the financial statements but compliance with which might be fundamental to the charitable company's and the group's ability to operate or to avoid a material penalty. We also considered the opportunities and incentives that may exist within the charitable company and the group for fraud. The laws and regulations we considered in this context for the UK operations were General Data Protection Regulations, Health and Safety legislation, taxation legislation, and employment legislation.

Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the Trustees and other management and inspection of regulatory and legal correspondence, if any.

We identified the greatest risk of material impact on the financial statements from irregularities, including fraud, to be within the timing of recognition of income and the override of controls by management. Our audit procedures to respond to these risks included enquiries of management, and the Finance and Audit Committee about their own identification and assessment of the risks of irregularities, sample testing on the posting of journals, reviewing accounting estimates for biases, reviewing regulatory correspondence with the Charity Commission, and reading minutes of meetings of those charged with governance.

Owing to the inherent limitations of an audit, there is an unavoidable risk that we may not have detected some material misstatements in the financial statements, even though we have properly planned and performed our audit in accordance with auditing standards. For example, the further removed non-compliance with laws and regulations (irregularities) is from the events and transactions reflected in the financial statements, the less likely the inherently limited procedures required by auditing standards would identify it. In addition, as with any audit, there remained a higher risk of non-detection of irregularities, as these may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls. We are not responsible for preventing non-compliance and cannot be expected to detect non-compliance with all laws and regulations.

Use of our report

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



Vincent Marke

For and on behalf of Crowe

U.K. LLP

Statutory Auditor

London, United Kingdom

Date: 15/10/2025

**GROUP STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2025
(INCORPORATING AN INCOME AND EXPENDITURE ACCOUNT)**

	Note	GROUP		IAM	
		2025	Restated	2025	Restated
		£000	£000	£000	£000
Income from:					
<i>Donations and legacies</i>					
Subscriptions (including Gift Aid)		3,608	3,597	3,608	3,597
Other income	3.1	51	35	51	35
<i>Charitable activities</i>					
Test fees		742	701	742	701
<i>Other trading activities</i>					
Training and related services	3.2	1,880	1,979	953	451
Investments	10	198	178	198	178
Total income		6,479	6,490	5,552	4,962
Expenditure on:					
<i>Raising funds</i>					
Fundraising and publicity	3.4	1,307	979	1,307	979
Training and related services	3.4	1,580	1,711	794	491
		2,887	2,690	2,101	1,470
<i>Charitable activities</i>					
Research and advocacy	3.4	771	558	771	558
Membership services	3.4	2,181	1,974	2,181	1,974
Tests	3.4	495	706	495	706
Quality assurance	3.4	1,159	1,059	1,159	1,059
		4,606	4,297	4,606	4,297
Total expenditure	3.4	7,493	6,987	6,707	5,767
Net (expenditure)		(1,014)	(497)	(1,155)	(805)
Net gains /(loss) on listed investment portfolio	9	23	(203)	23	(203)
Net (Loss) for the year	4	(991)	(700)	(1,132)	(1,008)
Net movement of funds in year		(991)	(700)	(1,132)	(1,008)
Balances brought forward at 1 April		6,458	7,158	4,682	5,377
Gift Aid Profits from Trading Subsidiaries		-	-	140	313
Balances carried forward at 31 March		5,467	6,458	3,690	4,682

The above results are from continuing activities and there are no other gains and losses except as stated above.

The notes on pages 21 to 36 form part of these accounts.

COMPANY NUMBER 562530

BALANCE SHEETS AS AT 31 MARCH 2025

	Note	Group		IAM	
		2025	Restated	2025	Restated
		£000	£000	£000	£000
Fixed assets					
Intangible assets	7	239	254	239	254
Tangible assets	8	19	26	19	26
Investments	9	6,335	6,566	6,465	6,696
		6,593	6,846	6,723	6,976
Current assets					
Stocks	11	5	27	5	7
Debtors	12	649	753	2,241	2,113
Cash at bank and in hand		446	624	270	433
		1,100	1,404	2,516	2,553
Current liabilities					
Creditors: amounts due within one year	13	(2,013)	(1,792)	(5,336)	(4,847)
Net current (liabilities)		(913)	(388)	(2,820)	(2,294)
Total assets less current liabilities		5,680	6,458	3,903	4,682
Non-Current Liabilities					
Creditors: amount falling due after more than one year					
Provision for Liabilities		(213)	-	(213)	-
Net assets		5,467	6,458	3,690	4,682
Unrestricted funds					
General fund	14	5,467	6,458	3,690	4,682
		5,467	6,458	3,690	4,682

The financial statements on pages 21 to 36 were approved by the Council on 15th October 2025 and authorised for issue and signed on its behalf by

Shona Johnstone

____15/10/2025____

Shona Johnstone

Chair

The notes on pages 21 to 36 form part of these accounts.

GROUP CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2025

		2025		2024	
	Note	£000	£000	£000	£000
Cash flows from operating activities:					
Net cash generated in operating activities	17		(28)		(373)
Cash flows from investing activities:					
Payments to acquire intangible fixed assets	7	(81)		(23)	
Payments to acquire tangible fixed assets	8	(13)		9	
Net drawdown (additions) / from to investments	9	(277)		234	
Movement in cash investments	9	23		(43)	
Listed investment income	10	197		174	
Bank interest received	10	1		5	
Net cash (utilised)/ provided by investing activities			(150)		356
Change in cash and cash equivalents in the year					
			(178)		(17)
Cash and cash equivalents at start of the year			624		641
Cash and cash equivalents at end of the year			446		624

The notes on pages 21 to 36 form part of these accounts.

**NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025**

1 General information

The Institute of Advanced Motorists Limited (IAM) is a company limited by guarantee incorporated in England and has no share capital. The liability of members in the event of winding-up is limited to 25p per member.

The address of IAM's registered office and principal place of business is 1 Albany Place, Hyde Way, Welwyn Garden City AL7 3BT.

IAM's and the IAM Group's principal activities are detailed in the Report of the Council.

2 Accounting policies

(a) Basis of accounting and going concern

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) - (Charities SORP (FRS 102)), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006. A separate statement of financial activities for IAM is not presented as permitted by the SORP.

Monetary amounts in these financial statements are rounded to the nearest £1,000 except where otherwise indicated.

IAM meets the definition of a public benefit entity under FRS102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy notes.

The trustees assess whether use of the going concern basis of accounting is appropriate i.e., whether there are material uncertainties related to events or conditions that may cast doubt on the ability of the charitable company and the group to continue as a going concern. The trustees review forecasts and projections covering a period of at least one year from the date of approval of the financial statements in making that assessment. The trustees do not consider there are any such material uncertainties.

The trustees' consideration of going concern also considered a stress test utilising the potential for circumstances which although unlikely would have a significant impact. Those unlikely circumstances included significant reductions in income from membership, other courses and assessments, and commercial activities, while assuming that operating and capital expenditure was maintained at budgeted and forecast levels, and the potential for investment portfolios to fall by up to 50%. The stress test indicated that the going concern basis of accounting would remain appropriate as at the date of approval of the financial statements.

Accordingly, the trustees consider that the going concern assumption remains valid.

(b) Basis of consolidation

The consolidated financial statements include on a line-by-line basis the financial statements of IAM and its subsidiary companies made up to 31 March 2025. Subsidiaries acquired during the year are consolidated using the acquisition method. Their results are incorporated from the date that control passes. The difference between the cost of acquisition of shares in subsidiaries and the fair value of the net assets acquired is capitalised as purchased goodwill and amortised through the income and expenditure account over an estimated useful economic life.

(c) Functional and presentational currencies

The consolidated financial statements are presented in sterling which is also the functional currency of the Group.

**NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025**

2 Accounting policies (continued)

(d) Turnover

Income is recognised when the charity has entitlement to the funds, any performance conditions attached to the item(s) of income have been met, it is probable that the income will be received, and the amount can be measured reliably.

Subscriptions received in advance of their due date are treated as income received in advance. Otherwise, subscriptions are credited to the Statement of Financial Activities when received. Test fee income is credited to the Statement of Financial Activities when received. Provision is made at the year-end for the costs of outstanding tests for which the income has already been received. All other income is credited in the period to which it relates.

(e) Investments and investment income

Listed investments are included in the financial statements at the quoted bid price at the balance sheet date. Listed investment income is credited when received and realised gains and losses on disposals of listed investments are recognised on the date of disposal. Unrealised gains and losses on listed investments held at the year-end are recognised in the Statement of Financial Activities. Bank interest receivable is credited in the period to which it relates.

(f) Expenditure

Expenditure is recognised when a liability is incurred. Costs of generating funds are those incurred in the IAM's Group's fundraising and publicity activities, together with the trading activities of IAM's subsidiaries. Charitable activities include expenditure associated with membership services, advanced driving and motorcycle tests, research, and advocacy and the "RoadSmart" magazine. Expenditure includes direct costs and support costs relating to these activities.

Governance costs include those incurred in the governance of the charity and its assets and are primarily associated with constitutional and statutory requirements.

Governance costs are allocated on the basis of the staff cost incurred on each activity. Support costs include central functions and the amortisation of goodwill and have been allocated to activity cost categories on a basis consistent with the percentage use of resources expended.

Irrecoverable VAT is charged as a cost against the activity for which the expenditure was incurred.

(g) Fund accounting

The general fund is an unrestricted fund which is available for use at the discretion of the trustees in furtherance of the general objectives of the charity and has not been designated for other purposes.

Designated funds comprise unrestricted funds that have been set aside by the trustees for particular purposes. The aim and use of any designated fund is set out in the notes to the financial statements.

Restricted funds are funds subject to specific restrictions imposed by donors.

(h) Tangible fixed assets and depreciation

Tangible fixed assets with a cost in excess of £1,000 are capitalised at cost. Depreciation of fixed assets is charged at rates estimated to write off their cost or valuation less any residual value over the expected useful lives commencing with the year of acquisition. The following annual rates of depreciation have been used:

Leasehold improvements	-	20%
Computer equipment	-	20% to 33⅓%
Office equipment	-	20%

**NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025**

2 Accounting policies (continued)

(i) Intangible fixed assets – capitalisation, amortisation and impairment

Intangible fixed assets are capitalised at cost. Amortisation of fixed assets is charged at rates estimated to write off their cost or valuation (less any residual value) over the estimated useful lives commencing with the year of acquisition. The following annual straight-line rates of amortisation have been used:

Computer software	-	20%
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Where factors, such as technological advancement, changes in the nature of the markets served by utilisation of intangible assets, or changes in market price indicate that the residual value or useful life have changed, the residual value, useful life or amortisation rate are amended prospectively to reflect the new circumstances.

Assets under construction are assets pending completion and transfer into the relevant fixed asset category. These assets are capitalised at cost and not subject to depreciation or impairment unless extraordinary circumstances have occurred which would require provision to be made.

All other assets are reviewed for impairment if the above factors indicate that the carrying amount may be impaired. If there is an indication of impairment, the recoverable amount of the asset is compared to the carrying amount of the asset. The recoverable amount is the higher of the fair value less costs to sell and value in use. If the recoverable amount is estimated to be lower than the carrying amount, the carrying amount is reduced to its recoverable amount by recognising an impairment loss in the Statement of Financial Activities.

(j) Stocks

Stocks are valued at the lower of cost and net realisable value.

(k) Pensions

The cost to the group in respect of its pension arrangements is charged to the Statement of Financial Activities on a payable basis. These arrangements are with a defined contribution group personal pension plan, with defined employer contributions.

(l) Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate ruling at the date of the transaction. Exchange differences are recognised in the Statement of Financial Activities.

(m) Operating leases

Operating lease rentals are charged to the Statement of Financial Activities on a straight-line basis over the lease term.

(n) Redundancy costs

Accruals for redundancy costs are recognised when there is a legal or constructive obligation at the balance sheet date.

(o) Financial instruments

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

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2025

Accounting policies (continued)

(p) Critical accounting estimates and areas of judgement

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. There are no critical estimates and judgements

(q) Provision for Liabilities

Provisions are recognised when the charity has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation, and the amount can be reliably estimate. Provisions are reviews at each balance sheet date and adjusted to reflect the current best estimate.

3.1 Other income

	2025	2024
	£000	£000
Non-Government grants	34	3
Donations	0	5
Sundry income	17	16
	<u>51</u>	<u>24</u>

INSTITUTE OF ADVANCED MOTORISTS LIMITED(THE)

**NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025**

3.2 Trading activities of subsidiaries

IAM is a registered charity and derives income from its wholly owned trading subsidiaries. These subsidiaries are incorporated in Great Britain and their activities are described in note 9. All subsidiaries receive/pay interest at market rates on any indebtedness due from/to IAM. A summary of their results is shown below:

	IAM Drive Survive Limited	IAM Group Services Limited	Institute of Advanced Motorcyclists	Professional Driver Services Limited	IAM Driver Retraining Academy Limited	Total
	Year ended 31 March 2025					
	£000	£000	£000	£000	£000	£000
Turnover:						
Sale of goods	665	-	262	-	-	927
Cost of sales	(388)	-	-	-	-	(388)
Gross profit	275	-	262	-	-	540
Administrative expenses	(355)	-	(3)	-	-	(357)
Management charges	(51)	-	(34)	-	-	(85)
Operating (loss)/profit	(128)	-	225	-	-	97
Interest payable to related parties	(20)	-	-	-	-	(20)
Interest receivable from related parties	-	-	60	-	-	60
(Loss)/profit before and after taxation	(148)	-	285	-	-	137
	Year ended 31 March 2024					
	£000	£000	£000	£000	£000	£000
Turnover:						
Sale of goods	667	-	296	-	565	1,528
Cost of sales	(475)	-	-	-	(293)	(768)
Gross profit	192	-	296	-	272	760
Administrative expenses	(421)	-	(6)	-	(134)	(560)
Management charges	47	-	(22)	-	43	68
Operating (loss)/profit	(182)	-	268	-	182	269
Interest payable to related parties	(18)	-	-	-	5	(13)
Interest receivable from related parties	-	-	52	-	-	52
(Loss)/ Profit before and after taxation	(200)	-	320	-	187	308

The profits of UK subsidiaries, after group relief, are distributed to the charity and there is, therefore, no liability to corporation tax for those entities. Management charges represent reimbursement of costs incurred by IAM on behalf of the subsidiaries. There were £140k gift aid payments paid during the financial year ended 2025 (whilst £313K gift aid payments made to the charity in respect of financial year ended 2024).

INSTITUTE OF ADVANCED MOTORISTS LIMITED(THE)

NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025

3.3 Net assets of subsidiaries

	IAM Drive & Survive Limited	IAM Group Services Limited	IAM Motoring Trust Trading Limited	Institute of Advanced Motorcyclists Limited	Professional Driver Services Limited	IAM Driver Retraining Academy Limited	Drive & Survive UK Limited	IAM Roadsmart Limited	Total
----- 31 March 2025 -----									
	£000	£000	£000	£000	£000	£000	£000	£000	£000
Current assets	190	169	-	2,968	228	326	-	-	3,881
Creditors	(1,799)	-	(55)	(175)	-	-	(218)	-	(2,247)
Net (liabilities)/assets	(1,609)	169	(55)	2,793	228	326	(218)	-	1,634
----- 31 March 2024 -----									
	£000	£000	£000	£000	£000	£000	£000	£000	£000
Current assets	258	169	-	2,766	227	330	-	-	3,751
Creditors	(1,719)	-	(55)	(133)	-	(5)	(218)	-	(2,130)
Net (liabilities)/assets	(1,461)	169	(55)	2,633	227	325	(218)	-	1,621

INSTITUTE OF ADVANCED MOTORISTS LIMITED(THE)

NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025

3.4 Total expenditure

Costs of raising funds

Membership subscriptions and Publicity
Training and related services

Direct staff £000	Other direct costs £000	Support costs £000	Total 2025 £000	Total 2024 £000
376	176	754	1,307	979
409	1,171	-	1,580	1,711
785	1,347	754	2,887	2,690

Charitable activities

Research and advocacy
Membership services
Tests
Quality assurance

351	20	400	771	558
333	1,034	814	2,181	1,974
14	291	190	495	706
648	104	408	1,159	1,059
1,346	1,449	1,812	4,606	4,297
2,131	2,796	2,566	7,493	6,987

Total expenditure

**NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025**

3.5 Council expenses

	2025	2024
	£000	£000
Travel and subsistence:		
Expenses reimbursed to 7 trustees (2024: 7 trustees)	2	2

Expenses reimbursed to trustees in 2024/25 amounted to £2K. The cost of trustee indemnity insurance was included in IAM's general insurance premium for the year and not separately identified.

3.6 Directors' emoluments

No director/trustee received emoluments during the year (2024: £nil).

No pension payments were made in respect of directors/trustees (2024: £nil).

3.7 Employees whose emoluments exceed £60,000

	2025	2024
	Number	Number
The number of employees whose emoluments (including taxable benefits but not employer pension costs) exceeded £60,000 during the year was as follows:		
£60,001 to £70,000	2	3
£70,001 to £80,000	-	2
£80,001 to £90,000	2	1
£90,001 to £100,000	-	-
£100,001 to £110,000	-	-
£110,001 to £120,000	-	-
£120,001 to £130,000	1	1
£130,001 to £140,000	-	-
£140,001 to £150,000	-	-
£150,001 to £160,000	-	1
£160,001 to £170,000	1	-
	6	8

Pension contributions of £53,133 (2024: £48,555) were made during the year to a defined contribution scheme in respect of 6 employees (2024: 8 employees) included in the above analysis. The average number of employees was 68 (2024: 68).

3.8 Staff costs

	2025	2024
	£000	£000
Wages and salaries	2,984	2,804
Social security costs	327	302
Defined contribution pension costs	113	107
	3,445	3,213

During the year, the IAM Group incurred redundancy costs of £13,386 (2024: £25,803).

All group staff salaries are paid by IAM. IAM charges subsidiaries a management fee incorporating a charge for the utilisation of staff employed by IAM.

The total remuneration including employers' national insurance of the current Senior Leadership Team (as per page 2) who are the key management personnel of the IAM Group was £700,918 (2023: £632,475).

INSTITUTE OF ADVANCED MOTORISTS LIMITED (THE)

**NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025**

4. Net expenditure for the year

	2025 £000	2024 £000
Net expenditure for the year is stated after charging:		
Depreciation	22	30
Amortisation of intangible assets	88	87
Auditor's remuneration - audit fees	39	38
Auditor's remuneration - tax services	6	7
Operating lease payments - motor vehicles	68	72

5 Allocation of support costs

	Cost of generating funds £000	Membership services £000	Tests £000	Quality assurance £000	Research and advocacy £000	Total 2025 £000	Total 2024 £000
Management	99	107	26	54	53	339	288
Finance	160	174	40	87	85	546	502
Information technology	233	251	59	126	123	792	571
Facilities	199	215	50	108	106	678	407
Human resources	22	23	5	11	11	72	71
Governance (See note 6)	41	44	10	22	22	139	134
	754	814	190	408	400	2,566	1,973

Support costs are allocated using a combination of headcount and floor space applicable to the service provided.

6 Governance – Group and IAM

	2024 £000	2025 £000
Direct costs:		
Audit and accounting fees	62	75
Professional fees	11	30
Council costs	11	1
Salary costs	55	28
	139	134

NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025

7 Intangible fixed assets

	Goodwill	Computer Software	Assets under construction (See note)	Total
	£000	£000	£000	£000
Cost				
At 1 April 2024	2,927	462	127	3,516
Additions	-	9	72	81
Transfer	-	-	(9)	(9)
Disposals	-	-	-	-
At 31 March 2025	2,927	471	190	3,588
Amortisation				
At 1 April 2024	2,927	335	-	3,262
Charge	-	88	-	88
Transfer	-	-	-	-
Disposals	-	-	-	-
At 31 March 2025	2,927	423	-	3,350
Net book value				
At 31 March 2025	-	49	190	239
At 31 March 2024	-	127	127	254
IAM				
Cost				
At 1 April 2024	-	462	127	589
Additions	-	9	72	81
Transfer	-	-	(9)	(9)
Disposals	-	-	-	-
At 31 March 2025	-	471	190	661
Amortisation				
At 1 April 2024	-	335	-	335
Charge	-	88	-	88
Transfer	-	-	-	-
Disposals	-	-	-	-
At 31 March 2025	-	423	-	423
Net book value				
At 31 March 2025	-	49	190	239
At 31 March 2024	-	127	127	254

Note: Assets under construction relates to the ongoing development of DARTS, (the Groups CRM system). These costs are transferred to computer software and amortised from the first month of going live once developments are released and go live.

INSTITUTE OF ADVANCED MOTORISTS LIMITED(THE)

NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025

8 Tangible fixed assets

	Leasehold Improvements	Computer equipment	Office equipment	Total
	£000	£000	£000	£000
Group				
Cost				
At 1 April 2024	54	115	285	454
Additions	-	13	-	13
Transfers	-	-	-	-
Disposals	-	-	-	-
At 31 March 2025	54	128	285	467
Depreciation				
At 1 April 2024	54	95	278	427
Charge	-	15	7	22
Disposals	-	-	-	-
At 31 March 2025	54	110	285	449
Net book value				
At 31 March 2025	-	19	0	19
At 31 March 2024	-	20	6	26

IAM

Cost

At 1 April 2024	54	115	285	454
Additions	-	13	-	13
Transfers	-	-	-	-
Disposals	-	-	-	-
At 31 March 2025	54	128	285	467

Depreciation

At 1 April 2024	54	95	278	427
Charge	-	15	7	22
Disposals	-	-	-	-
At 31 March 2025	54	110	285	449

Net book value

At 31 March 2025	-	19	0	19
At 31 March 2024	-	20	6	26

**NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025**

9 Fixed asset investments

	Group		IAM	
	£000	£000	£000	£000
Shares in subsidiary companies (see below)				
Cost at 1 April 2024 and 31 March 2025		-		130
Listed investments				
Market value at 1 April 2024	6,448		6,448	
Net additions / (disposals)	(275)		(275)	
Net (loss)/gain on investment assets	23		23	
Market value at 31 March 2025		6,196		6,196
Cash				
At 1 April 2024	118		118	
Increase /(decrease) in cash	21		21	
At 31 March 2025		139		139
		<u>6,335</u>		<u>6,465</u>
Shares in subsidiary companies (see below)				
Cost at 1 April 2023 and 31 March 2024		-		130
Listed investments				
Market value at 1 April 2023	6,885		6,885	
Net acquisitions	(234)		(234)	
Net gain on investment assets	(203)		(203)	
Market value at 31 March 2024		6,448		6,448
Cash				
At 1 April 2023	161		161	
Increase / (decrease) in cash	(43)		(43)	
At 31 March 2024		118		118
		<u>6,566</u>		<u>6,696</u>

9.1 Subsidiary companies

IAM Drive & Survive Limited (registered number 2019635) provides risk management and corporate driver training services.

IAM Driver Retraining Academy Limited (registered number 08248082) provides Drink Drive Rehabilitation Scheme courses.

Institute of Advanced Motorcyclists Limited (registered number 5889513) manages arrangements with brokers for the IAM Group's exclusive insurance scheme for IAM RoadSmart members.

IAM owns 100% of the issued share capital of the above companies, all of which are incorporated and registered in England and have the same registered address as IAM. IAM also owns 100% of the issued share capital of Drive & Survive UK Limited, IAM Motoring Trust Trading Limited, Professional Driver Services LTD, IAM Group Services LTD, and IAM RoadSmart Limited, all of which are registered in England and none of which has traded during the year.

9.2 Listed investments

The cost of listed investments at 31 March 2025 was £6,592,265 (2024: £6,566,137). There were no underlying holdings with an individual market value in excess of 5% of the total market value at 31 March 2025 (2024: none).

INSTITUTE OF ADVANCED MOTORISTS LIMITED(THE)

NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025

10 Investment income

	Group	
	2025	2024
	£000	£000
Income from investments	197	174
Bank interest receivable	1	4
	<u>198</u>	<u>178</u>

11 Stocks

	Group		IAM	
	2025	2024	2025	2024
	£000	£000	£000	£000
Goods for resale and consumables	5	27	5	7

12 Debtors

	Group		IAM	
	2025	2024	2025	2024
	£000	£000	£000	£000
Amounts falling due within one year:				
Trade debtors	168	287	10	96
Taxation recoverable	156	117	156	117
Amounts due from group undertakings	-	-	1,764	1,563
Other debtors	1	4	1	4
Prepayments and accrued income	324	345	310	333
	<u>649</u>	<u>753</u>	<u>2,241</u>	<u>2,113</u>

Amounts due from group undertakings include amounts owed by trading subsidiaries to IAM, which carry interest at 2% above base rate. There are no other terms to these advances. No interest is charged on amounts due from dormant subsidiaries.

13 Creditors

	Group		IAM	
	2025	2024	2025	2024
	£000	£000	£000	£000
Amounts falling due within one year:				
Trade creditors	234	272	227	247
Amounts due to group undertakings	-	-	3,578	3,301
Other taxation and social security	90	78	90	78
Accruals and deferred income	1,626	1,257	1,378	1,035
Other creditors	63	185	63	186
	<u>2,013</u>	<u>1,792</u>	<u>5,336</u>	<u>4,847</u>

Deferred income represents payments in advance for Drink Drive Rehabilitation Scheme courses, Skills Days and on-road driver training.

	Group	IAM
	£000	£000
Deferred income at 1 April 2023	769	564
Amount deferred in year	653	535
Amount released in year	(432)	(363)
Deferred income at 31 March 2024	<u>990</u>	<u>736</u>

NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025

13.2 Provision for Liabilities

Movements in Dilapidation Cost

	Group	IAM
	£000	£000
Balance at 1 April 2024	-	-
Additional Provision Made	213	213
Amount used During the year	-	-
Unused amount reserved	-	-
Balance as at 31 March 2025	213	213

The dilapidation provision relates to leasehold properties and is expected to be settled at the end of the lease term in Sep 2026. The amount has been estimated based on the best available information regarding the condition of the properties and the terms of the lease

14 General funds

	Group		IAM	
	2025	2024	2024	2024
	£000	£000	£000	£000
At 1 April	6,458	7,259	4,682	5,478
(Deficit) for the year	(991)	(700)	(1,132)	(1,008)
Retained Earnings Adjustment		(101)		(101)
Gift Aid profits from trading	-	-	140	313
At 31 March	5,467	6,458	3,690	4,682

15 Taxation

The IAM is a registered charity and is exempt from corporation tax on its charitable income and gains falling within section 505 of the Taxes Act 1988 or section 252 of the Taxation of Chargeable Gains Act 1992 to the extent that these are applied to its charitable objects.

16 Operating leases – Group

The total future minimum lease payments under non-cancellable operating leases are as follows:

	Rental of office premises		Motor vehicles	
Amounts due:	2025	2024	2025	2024
	£000	£000	£000	£000
Within one year	141	141	68	72
Between one and five years	200	341	136	0
	341	482	204	72

**NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025**

17 Reconciliation of net expenditure resources to net cash outflow from operating activities

	Group	
	2025	2024
	£000	£000
Net operating income/(expenditure)	(1,014)	(497)
- Investment income	198	(178)
- Prior Year Adjustment	(17)	
	(834)	(675)
Depreciation	22	30
Amortisation of computer software	88	87
Decrease in stocks	22	23
Decrease/(Increase) in debtors	104	41
Increase in creditors	569	121
Net cash inflow from operating activities	(28)	(373)

18 Reconciliation of net debt

The Group has no borrowings and has not entered into any finance leases. The analysis of the changes in net debt are summarised in the table below.

	Group		IAM	
	2025	2024	2025	2024
	£'000	£'000	£'000	£'000
Cash at start of year	624	641	432	520
Cash flows	(178)	(17)	(162)	(88)
Cash at end of year	446	624	270	432

19 Contingent liabilities

There are no contingent liabilities for the year ended 31 March 2025 (2024: £nil).

The IAM is a member of a VAT group which also comprises certain subsidiaries: IAM Drive & Survive Limited. The IAM will be liable for any VAT amounts payable by these entities.

20 Capital commitments

At 31 March 2025, there were capital commitments contracted but not provided totalling £72,000 (2024: £23,000).

21 Financial instruments

	Group		IAM	
	2025	2024	2025	2024
	£000	£000	£000	£000
<i>Financial assets</i>				
Equity and debt instruments measured at fair value through income and expenditure	6,195	6,448	6,195	6,448

Financial assets measured at fair value through income and expenditure include assets held in the listed investment portfolios (see note 9) for which there is a readily obtainable price quoted in an active market.

The entity's financial liabilities comprise only basic financial instruments as defined in Section 11 of FRS 102. These include trade creditors, accruals and other payables, which are initially recognised at the transaction price and subsequently measured at amortised cost.

Due to the short-term nature of these liabilities, the carrying value approximates their fair value

**NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2025**

22 Related parties

Transactions between group entities for the year are detailed in note 3.2 and comprised management fees and interest receivable/payable on inter-company loans with IAM.

At 31 March 2025, IAM owed £282k (2024: £285k owed) to IAM Driver Retraining Limited
At 31 March 2025, IAM owed £229k (2024: £228k owed) to Professional Driver Services LTD.
At 31 March 2025, IAM owed £1,764 from (2024: £1,563k owed from) IAM Drive and Survive Ltd.
At 31 March 2025, IAM owed £176k (2024: £176k owed) to IAM Group Services Limited
At 31 March 2025, IAM owed £2,892k (2024: £2,612k owed) to Institute of Advanced Motorcyclists Ltd

No other related party transactions were incurred in the period.

23 Correction of Prior Period VAT Treatment

During the year, the company identified a material error relating to the financial year ended 31 March 2024.

Nature of Adjustment

A review of the VAT treatment applied to membership income. This resulted in an overstatement of income and a corresponding understatement of liabilities

Correction and Restatement

In accordance with FRS 102 Section 10, the error has been corrected retrospectively. Comparative figures for the year ended 31 March 2024 have been restated, and the opening balance of retained earnings as at 1 April 2023 has been adjusted.

	Group			IAM		
	2024 (as previously stated)	Adjustment	2024 (restated)	2024 (as previously stated)	Adjustment	2024 (restated)
	£000	£000	£000	£000	£000	£000
Statement of financial activities						
Subscriptions income	3,628	(31)	3,597	3,628	(31)	3,597
Net loss for the year	(666)	(34)	(700)	(974)	(34)	(1,008)
Balance sheet						
Retained earnings (opening)	7,259	(101)	7,158	5,478	(101)	5,377
Creditors: amounts due within one year	(1,657)	(135)	(1,792)	(4,712)	(135)	(4,847)