

# Postcode Innovation Trust

Directors' report and financial statements for the  
year ended 31 December 2020

Company number: SC532119  
Scottish charity number: SC046499

# Postcode Innovation Trust

## Contents

---

	Page
Reference and administrative details	1
Directors' report	3
Independent auditors' report to the members and Trustees of Postcode Innovation Trust	13
Statement of financial activities (including income and expenditure)	18
Balance sheet	19
Statement of cash flows	20
Notes to the financial statements	21

# Postcode Innovation Trust

## Reference and administrative details

---

<b>Directors and Trustees</b>	Lang Banks Ian Knox Lawson Muncaster Neil Mapes Aidan Connolly (Appointed 1 <sup>st</sup> March 2021)
<b>Registered office</b>	28 Charlotte Square Edinburgh EH2 4ET
<b>Independent Auditors</b>	PricewaterhouseCoopers LLP Atria One 144 Morrison Street Edinburgh EH3 8EX
<b>Bankers</b>	Lloyds Plc 39 Threadneedle Street London EC2R 8AU  Santander 301 St Vincent Street Glasgow G2 5NB
<b>Solicitors</b>	MacRoberts LLP Excel House 30 Sempie Street Edinburgh EH3 8BL
<b>Gambling licence numbers</b>	Non remote: 000-046137-N-324563 Remote: 000-046137-R-324562

# Postcode Innovation Trust

## Reference and administrative details *(continued)*

---

Charity number                      SC046499

Company number                      SC532119

Executive Manager                      Laura Chow

# Postcode Innovation Trust

## Directors' Report

---

The Directors (who are also trustees of the charitable company for the purposes of charity law) have pleasure in presenting their report and the financial statements of the charity (also referred to as the Trust and the Charitable Company) for the year to 31 December 2020. The information on page 1 and 2 forms part of this report.

### *Structure, governance and management*

#### Governance

Postcode Innovation Trust is a company limited by guarantee and is governed by a Board of Directors in accordance with its Memorandum and Articles of Association. New Directors are elected at quarterly meetings and a Director shall hold office for a maximum period of four years from the date of appointment and shall then retire. Such persons shall not again be appointed as a Director unless the Directors resolve that there are exceptional circumstances in that such an individual possesses specific or unique skills and expertise, experience or ability of significant value to the Company. In such circumstances, a retiring Director may, if willing to act, be re-appointed by the Directors for a second and final term of a maximum of four years and shall at the end of that second term retire altogether so that no Director shall hold office as Director for more than eight years in total.

No person shall be appointed or re-appointed as Director at any general meeting unless:

- he/she is recommended by the Directors; or
- not less than fourteen or more than thirty-five clear days before the date appointed for the meeting, notice executed by a member qualified to vote at the meeting has been given to the Company of the intention to propose that person for appointment or re-appointment together with notice executed by that person of his willingness to be appointed or reappointed.
- not less than seven nor more than twenty-eight clear days before the date appointed for holding a general meeting notice shall be given to all who are entitled to receive notice of the meeting of any person who is recommended by the Directors for appointment or re-appointment as a Director at the meeting or in respect of whom notice has been duly given to the Company of the intention to propose him at the meeting for appointment or re-appointment as a Director. The notice shall give the particulars of that person which would, if he were so appointed or re-appointed, be required to be included in the Company's register of Directors.
- The Company may by Ordinary Resolution appoint a person who is willing to act to be a Director either to fill a vacancy or as an additional Director.

# Postcode Innovation Trust

## Directors' Report *(continued)*

---

### *Structure, governance and management (continued)*

- The Directors may appoint a person who is willing to be a Director, either to fill a vacancy or as an additional Director, provided the appointment does not cause the number of Directors to exceed any number fixed by or in accordance with the Articles as the maximum number of Directors.

Unless otherwise determined by ordinary resolution, the number of Directors shall not be subject to any maximum but shall not be less than three. The Board of Directors shall at all times comprise a majority of non-remunerated Directors.

### Directors' induction & training

Directors receive an induction handbook covering all relevant policies, procedures and any other relevant information. They also have the opportunity for yearly training and continued professional development.

### Statement of Directors' responsibilities

The directors (who are also trustees of Postcode Innovation Trust for the purposes of company law) are responsible for preparing the Directors' Report and financial statements in accordance with applicable law and regulation.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have prepared the financial statements in accordance with United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law (United Kingdom Generally Accepted Accounting Practice). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of the affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Statement of Recommended Practice: Accounting and Reporting by Charities (2019);
- make judgments and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards, comprising FRS 102, have been followed, subject to any material departures disclosed and explained in the financial statements; and

# Postcode Innovation Trust

## Directors' Report *(continued)*

---

### *Structure, governance and management (continued)*

- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the charitable company's transactions and disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of the Charities Accounts (Scotland) Regulations 2006 (as amended). They are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The directors are responsible for the maintenance and integrity of 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.

### Risk management

The Directors have a risk management strategy which comprises:

- evaluation and review of risks to the Trust and its External Lottery Manager (ELM) at each Board meeting against the Risk Register;
- the Risk Register will be managed on a day-to-day basis by the Trust management team and they will establish systems and procedures to mitigate these risks;
- in the event of a risk rising above 'high' the Directors must implement procedures to manage any potential impact.

This strategy has identified the following key risks:

- Risk of the Government changing the law in relation to Society Lotteries. A review of the law relating to Society Lotteries is on-going, and both Directors and the Trust management team keep up to date with any information in relation to this.
- Risk of losing Gambling Licence due to non-compliance with the Gambling Commission Licence Conditions and Code of Practice. Again, this is managed by adhering closely to the LCCP and being aware of anticipated changes to guidance and keeping abreast of industry best practice.

# Postcode Innovation Trust

## Directors' Report *(continued)*

---

### *Structure, governance and management (continued)*

- Risk of dependence on one source of income and this income being lost. If the income were to reduce, this would be on a gradual basis. The Trust management team receive daily reports regarding ticket sales, so would be aware of any issues very quickly and these would be communicated to Directors.

The Directors do not believe that the current Covid-19 pandemic represents a major risk to the Trust.

### Management

The business of Postcode Innovation Trust is managed by the Directors who exercise all the powers of the Company. No alteration of the Memorandum or Articles and no such direction shall invalidate any prior act of the Directors. The Directors ultimately decide the procedures for selection of projects and the amounts of loans and grants involved. Directors meet quarterly. These are chaired and fully minuted to discuss and decide the following:

- Management of the Trust's Society Lottery, including social responsibility and current management by the Trust's External Lottery Manager
- Applications received
- Outcomes of completed projects
- Progress of current funding
- New funding streams/programmes
- Review of finances
- Review of Risk Register
- Any other business.

The Directors of Postcode Innovation Trust engage Postcode Lottery Limited (who operate under brand name People's Postcode Lottery) as their external lottery manager.

The Trust appointed MacRoberts LLP as its solicitor to use in all cases where legal services are required.

### Staff Structure

The Board of Directors appointed an Executive Manager of Postcode Innovation Trust to oversee the day-to-day administration of the Trust. The Executive Manager is responsible for strategy advice and the day-to-day operations of Postcode Innovation Trust. The Manager appointed the Trust Team to undertake day-to-day activities including the following:

# Postcode Innovation Trust

## Directors' Report *(continued)*

---

### *Structure, governance and management (continued)*

- Screening of all funding proposals, preparing a list with three categories of projects: proposed for funding, not-decided, and rejected - based on approved funding criteria
- Assessing complete applications and providing short summaries for the Directors to make decisions
- Management of half-yearly Directors' meetings including consultation of Directors where desirable or needed
- Management of marketing/communication on behalf of the Trust including websites, newsletters, publicity etc.

The Directors also appointed a Trusts' Finance Manger to take responsibility for the financial management for Postcode Innovation Trust including the following:

- Monthly financial updates including income position, breakdown of costs, and awards made
- Management of holding account which will receive payments direct from People's Postcode Lottery
- Making payments to recipient projects
- Reporting of lottery proceeds to Gambling Commission

As part of services provided as outlined in the Services Agreement that exists between the Trust and Postcode Lottery Limited, staff mentioned above are employed by Postcode Lottery Limited. Salaries for key management personnel are determined by the Directors of Postcode Lottery Limited.

### *Objectives and activities*

Postcode Innovation Trust is solely funded by the proceeds of its society lottery and awards loans and grants to good causes and charities.

Postcode Innovation Trust supports projects which fit one or more of the following purposes:

- The advancement of health;
- The advancement of environmental protection, improvement and sustainability;
- The prevention or relief of poverty;
- The advancement of education;
- The advancement of citizenship or community development;

# Postcode Innovation Trust

## Directors' Report *(continued)*

---

### *Objectives and activities (continued)*

- The advancement of the arts, heritage, culture or science;
- The advancement of public participation in sport;
- The promotion of equality and diversity, and
- The relief of those in need by reason of age, ill -health, disability, financial hardship or other disadvantage.

Postcode Innovation Trust supports charities who wish to deliver innovative, impactful and engaging activities. The Trust intends to achieve this by awarding funds to qualifying social enterprises.

Postcode Innovation Trust operates its own society lottery which is regulated by the Gambling Commission under licence 000-046137-N-324563 and 000-046137-R-324562. The Trust engages Postcode Lottery Limited (PLL), trading as People's Postcode Lottery, as its External Lottery Manager.

### Grant Making Policies

The Trust Advisor is responsible for sourcing applications from potential loan and grant beneficiaries that meet the Trust's objects. Once applications have been received the Directors make the final decisions regarding who is to be awarded funds.

### *Achievements and performance*

During 2020 Postcode Innovation Trust provided funding through two programmes:

#### Social Enterprise Support Programme

This funding programme provides grants to social entrepreneurs to innovate and develop solutions to the challenges that face society, break down the barriers they face and help them to increase their revenues and achieve social impact. During 2020, six Social Enterprise Support awards were made, totalling £545k (2019: £845k).

# Postcode Innovation Trust

## Directors' Report *(continued)*

---

### *Achievements and performance (continued)*

Impact Hub Kings Cross received £40k funding for their Resilience Programme in response to the COVID-19 pandemic. The three-month structured programme will help social entrepreneurs build resilient and innovative responses to the crisis. They aim to:

- Provide immediate support for social enterprises and charities who are affected by Covid-19, enabling them to survive and adapt in the short and long term
- Support organisations to pivot business models and develop innovative and entrepreneurial solutions that address issues brought up by Covid-19
- Increase the confidence and wellbeing of social entrepreneurs to be optimistic and creative, in a time of uncertainty
- Offer access to funding and social investment opportunities to enable further growth and development

### Social Investment Programme

This funding programme provides awards which comprise 50% grant/50% loan. This programme has been created to provide sustainable funding for social enterprises that are looking to increase their social and environmental impact.

The programme supports social enterprises within Great Britain that are asset locked, have social mission embedded into their articles and are looking to achieve impact in the following areas of social inclusion, community development and environmental impact.

During 2020 Social Investment Programme awards were made to seven social enterprises. This comprised £617.5k of grants, and £617.5k of loan funding.

### Other funding

Match funding of £510k was provided to Ethex, and £3.17m of grants were given out to charities to help them recover from the Covid-19 crisis.

# Postcode Innovation Trust

## Directors' Report *(continued)*

---

### *Financial review*

The Directors have taken steps to ensure the continued operations of the Trust during the current Covid-19 public health crisis and associated government restrictions. They are closely monitoring performance and remain confident in the resilience of the subscription model to protect the Trust's revenues and amounts raised for good causes in 2021 and beyond.

All funds received from proceeds of People's Postcode Lottery relating to Postcode Innovation Trust have been included in the financial statements. This amounted to £11.2m (2019: £8.7m). Of this and included in expenditure on raising funds 40%: £4.5m (2019: £3.5m) is given out as prizes and 28%: £3.1m (2019: £2.4m) is retained by our External Lottery Manager which is Postcode Lottery Limited. The remaining 32%: £3.6m (2019: 32%: £2.8m) is managed by Postcode Innovation Trust. Postcode Innovation Trust promoted six draws during 2020 (2019: three draws).

£2.3m (2019: £nil) of funds were transferred from Postcode Society Trust during 2020 due to a change of charitable objectives and focus of Postcode Society Trust. For this reason, the Trustees of Postcode Society Trust approved the transfer.

In the year £4.8m (2019: £905k) was distributed to charities and social enterprises under Expenditure on Charitable activities, with £100k (2019: £68k) of support costs to distribute these funds. Of this, £28.3k (2019: £12.9k) was included in Governance Costs. Loans of £618k (2019: £443k) were also distributed during 2020, and these are within Debtors on the Balance Sheet.

### *Reserves Policy*

Reserves should be held to service an unexpected need for funds, covering unforeseen day-to-day operational costs, a shortfall in income or to fulfil its obligations.

The Trust's sole income is generated by its society lottery operated by its External Lottery Manager, People's Postcode Lottery.

Reserves are set according to our budgeted income and against our obligations for continuous funding for our supported charities. It is intended to mitigate uncertainty relating to our cash flow and to ensure that there are sufficient reserves to cover any shortfalls against income.

The Trust only awards grants once there is a level of certainty in the income due to be received. With any downturn in income, the Trust is in a position to adjust award levels accordingly to ensure that the Trust remains to be a going concern.

# Postcode Innovation Trust

## Directors' Report *(continued)*

---

### *Reserves Policy (continued)*

We aim to set general financial reserves at a maximum of 6 months' administration costs (of which the maximum can be £225,000). At 31 December 2020, reserves are £7,119,511 of which general reserves are £4,680,477. This is above the reserves policy. £3m of these reserves have been budgeted for Postcode Recovery Fund awards, and there are a number of awards which Trustees have approved, but documentation has not yet been returned. These are listed in note 14.

### *Plans for future periods*

The current Covid-19 public health crisis creates significant uncertainty for the world economy. With having a single source of income, the Directors remain confident in the resilience of the subscription model of People's Postcode Lottery to protect the Trust income. In the event of a substantial change in circumstances significantly reducing revenue, the Trust holds sufficient cash reserves to ensure it can continue operations for the foreseeable future.

From January 2021, as requested, the External Lottery Manager PPL will run one draw per month for the Trust. This regular draw income will assist with budgeting and planning. In addition, from July, the percentage of lottery income going to good causes from each draw will increase from 32% to 33%. As a result, the overall income and funding levels in the Trust will increase. The Trust will also now run the Postcode Recovery Fund in addition to the continued support for social enterprises, making grants of up to £1.5m.

# Postcode Innovation Trust

## Directors' Report *(continued)*

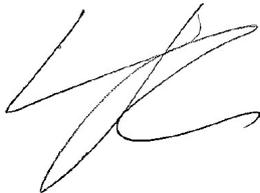
---

### *Approval of the Directors' report*

So far as the director is aware, there is no relevant audit information of which the company's auditors are unaware. Each director has taken all the steps that he ought to have taken as a trustee in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

The report was prepared in accordance with the special provisions of the Companies Act 2006 relating to small companies.

The financial statements on pages 18 to 33 were approved by the directors on 27<sup>th</sup> May 2021 and signed on its behalf by:

A handwritten signature in black ink, appearing to be 'Lang Banks', written in a cursive style.

**Lang Banks**  
*Chair*

# Postcode Innovation Trust

## Independent auditors' report to the members and trustees of Postcode Innovation Trust

### Report on the audit of the financial statements

---

#### Opinion

In our opinion, Postcode Innovation Trust's financial statements (the financial statements“):

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

We have audited the financial statements, included within the Directors' report and financial statements for the year ended 31 December 2020 (the “Annual Report”), which comprise: the balance sheet as at 31 December 2020; the statement of financial activities (including income and expenditure account) and the statement of cash flows for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

---

#### Basis for opinion

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

#### Independence

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

# Postcode Innovation Trust

## Independent auditors' report to the members and trustees of Postcode Innovation Trust

---

### Conclusions relating to going concern

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

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

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

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

---

### Reporting on other information

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

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If we identify an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report based on these responsibilities.

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

Based on the responsibilities described above and our work undertaken in the course of the audit, ISAs (UK) require us also to report certain opinions and matters as described below.

# Postcode Innovation Trust

## Independent auditors' report to the members and trustees of Postcode Innovation Trust

### Directors' report

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

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

---

### Responsibilities for the financial statements and the audit

#### Responsibilities of the Directors for the financial statements

As explained more fully in the Statement of Directors' responsibilities set out on page 4, the Directors are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The Directors are also responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Directors 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 Directors either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

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

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

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

# Postcode Innovation Trust

## Independent auditors' report to the members and trustees of Postcode Innovation Trust

### Auditors' responsibilities for the audit of the financial statements (continued)

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

Based on our understanding of the charitable company and industry, we identified that the principal risks of non-compliance with laws and regulations related to charity regulations, gambling regulations and UK company law and we considered the extent to which non-compliance might have a material effect on the financial statements. We also considered those laws and regulations that have a direct impact on the preparation of the financial statements such as the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of the Charities Accounts (Scotland) Regulations 2006 (as amended). We evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls) and determined that the principal risks were related to the inappropriate use of charitable funds, for example through inappropriate awards, including to organisations that are not in line with the charitable purpose of the Trust.

Audit procedures performed by the engagement team to address these risks included:

- enquiring of management and the directors to identify any instances of non-compliance with laws and regulations, fraud or inappropriate use of charitable funds;
- understanding the approach taken by management and the directors to monitor compliance with laws and regulations, and to prevent fraud or inappropriate use of charitable funds;
- validating, for a sample of expenditure, that it was appropriately approved and that the objectives of charities in receipt of funding are aligned to those of the Trust; and
- testing that payments recorded within the financial statements can be traced to appropriate supporting documentation.

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

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

# Postcode Innovation Trust

## Independent auditors' report to the members and trustees of Postcode Innovation Trust

### Use of this report

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

---

### Other required reporting

---

#### Matters on which we are required to report by exception

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

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

We have no exceptions to report arising from this responsibility.

---

#### Entitlement to exemptions

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



Matthew Kaye (Senior Statutory Auditor)  
for and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
Edinburgh  
27th May 2021

# Postcode Innovation Trust

## Statement of financial activities (including income and expenditure account) for the year ended 31 December 2020

	<i>Note</i>	Unrestricted funds			Unrestricted funds		
		2020	2020	2020	2019	2019	2019
		General	Designated	Total	General	Designated	Total
		£	£	£	£	£	£
<b>Income &amp; endowments</b>							
Other trading activities	2	11,239,063	-	11,239,063	8,688,508	-	8,688,508
Income from investments	3	33,678	-	33,678	37,260	-	37,260
<b>Total income and endowments</b>		<b>11,272,741</b>	<b>-</b>	<b>11,272,741</b>	<b>8,725,768</b>	<b>-</b>	<b>8,725,768</b>
<b>Expenditure</b>							
Expenditure on raising funds	4	(7,645,333)	-	(7,645,333)	(5,911,325)	-	(5,911,325)
Expenditure on charitable activities	5	(4,293,310)	(648,019)	(4,941,329)	(110,999)	(905,798)	(1,016,797)
<b>Total Expenditure</b>		<b>(11,938,643)</b>	<b>(648,019)</b>	<b>(12,586,662)</b>	<b>(6,022,324)</b>	<b>(905,798)</b>	<b>(6,928,122)</b>
<b>Net (expenditure)/income</b>		<b>(665,902)</b>	<b>(648,019)</b>	<b>(1,313,921)</b>	<b>2,703,444</b>	<b>(905,798)</b>	<b>1,797,646</b>
Extraordinary income	7	2,311,644	-	2,311,644	-	-	-
<b>Net movement in funds</b>		<b>1,645,742</b>	<b>(648,019)</b>	<b>997,723</b>	<b>2,703,444</b>	<b>(905,798)</b>	<b>1,797,646</b>
Total funds brought forward		3,034,735	3,087,053	6,121,788	331,291	3,992,851	4,324,142
<b>Total funds carried forward</b>		<b>4,680,477</b>	<b>2,439,034</b>	<b>7,119,511</b>	<b>3,034,735</b>	<b>3,087,053</b>	<b>6,121,788</b>

All of the above results were derived from continuing activities.

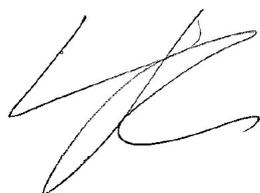
# Postcode Innovation Trust

## Balance sheet

as at 31 December 2020

	<i>Note</i>	2020 £	2019 £
<b>Current assets</b>			
Debtors	<i>9</i>		
Loans brought forward		346,221	-
Loans extended		619,697	400,844
Loan repayments		(61,941)	(17,245)
Other Debtors		44,913	270,993
Cash at bank in hand		6,562,090	5,985,980
		<u>7,510,980</u>	<u>6,640,572</u>
<b>Creditors</b>			
Amounts falling due within one year	<i>10</i>	(391,469)	(518,784)
<b>Net current assets</b>		<u>7,119,511</u>	<u>6,121,788</u>
<b>Accumulated funds</b>			
Unrestricted funds:			
General		4,680,477	3,034,735
Designated		2,439,034	3,087,053
	<i>11,12</i>	<u>7,119,511</u>	<u>6,121,788</u>

These financial statements have been prepared in accordance with the special provisions relating to small companies within Part 15 of the Companies Act 2006. Approved by the Board and authorised for issue on xx xxx 2021.



Lang Banks

*Chair*

Company number: SC532119

# Postcode Innovation Trust

## Statement of cash flows

for year ended 31 December 2020

	2020	2020	2019	2019
	£	£	£	£
<b>Cash flows from operating activities</b>				
Net movement in funds	997,723		1,797,646	
Income from investments	(33,678)		(37,260)	
(Increase)/decrease in other debtors	226,080		401,687	
Loans extended	(582,319)		(400,844)	
Loan repayments	61,941		17,245	
(Decrease)/increase in creditors	(127,315)		(829,680)	
	<hr/>		<hr/>	
Cash (used in)/provided by operating activities		542,432		948,794
<b>Cash flows from investing activities</b>				
Investment income	33,678		37,260	
	<hr/>		<hr/>	
Cash provided by investing activities		33,678		37,260
		<hr/>		<hr/>
(Decrease)/Increase in cash and cash equivalents in the year		576,110		986,054
Cash and cash equivalents at the beginning of the year		5,985,980		4,999,926
		<hr/>		<hr/>
Total cash and cash equivalents at the end of the year		6,562,090		5,985,980
		<hr/> <hr/>		<hr/> <hr/>
<b>Cash and cash equivalents comprise:</b>				
Cash at bank		6,562,090		5,985,980
		<hr/> <hr/>		<hr/> <hr/>

# Postcode Innovation Trust

## Notes to the financial statements

---

### 1 Accounting policies

A summary of principal accounting policies, all of which have been applied consistently throughout the year is set out below.

#### Statement of Compliance

The financial statements of Postcode Innovation Trust have been prepared in compliance with United Kingdom Accounting Standards, including Financial Reporting Standard 102, "The Financial Reporting Standard applicable in the United Kingdom and the Republic of Ireland" ("FRS 102"), the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 (as amended) and Accounting and Reporting by Charities: Statement of Recommended Practice applicable to Charities preparing their financial statements in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

#### Basis of Preparation

The financial statements have been prepared on a going concern basis in accordance with applicable accounting standards and under the historical cost convention. The charity is a Public Benefit Entity and a company limited by guarantee, incorporated in Scotland with the registered office as noted on page 1.

#### Going concern

These financial statements have been prepared on the going concern basis which assumes that the charity will continue its operations. The current Covid-19 public health crisis creates significant uncertainty for the world economy. With having a single source of income, the Directors remain confident in the resilience of the subscription model of People's Postcode Lottery to protect the Trust income. In the event of a substantial change in circumstances significantly reducing revenue, the Trust holds sufficient cash reserves to ensure it can continue operations for the foreseeable future. The Directors consider it appropriate to prepare financial statements on a going concern basis.

The Trust only awards grants once there is a of level certainty in the income due to be received. With any downturn in income, the Trust is in a position to adjust grant levels accordingly to ensure that the Trust remains to be a going concern.

# Postcode Innovation Trust

## Notes to the financial statements *(continued)*

---

### 1 Accounting policies *(continued)*

#### Income

Income is recognised when the charity has entitlement to the funds, when it is probable that the income will be received, and the amount can be measured reliably. Donations, legacies and similar incoming resources are included in the period in which they are receivable, which is when the charity becomes entitled to the resource. Income from other trading activities include gross proceeds from the sale of Lottery tickets before deduction of up to 40% of proceeds for prizes and up to 29% for operations costs.

#### Expenditure

All expenditure is included on an accruals basis and is recognised when there is a legal or constructive obligation to pay for expenditure. All costs have been directly attributed to one of the functional categories of expenditure in the statement of financial activities.

#### Grants payable

Grants awarded are recognised in full in the year in which they are approved.

#### Expenditure on raising funds

The cost of raising funds consists of direct expenditure including prize monies as well as operational costs including marketing and PR.

#### Cash

Cash at bank and in hand includes cash and highly liquid short-term investments with a maturity of three months or less from the date of acquisition or opening of the deposit or similar account. Interest on funds is recognised when the charity has entitlement to the funds, when it is probable that the income will be received, and the amount can be measured reliably.

#### Debtors

Other debtors are recognised at the settlement amount due. Prepayments are valued at the amount prepaid net of any trade discounts due.

# Postcode Innovation Trust

## Notes to the financial statements *(continued)*

---

### 1 Accounting policies *(continued)*

#### Creditors and provisions

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

#### Financial instruments

Other than loans, the Trust 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 their settlement value. Loans are assessed for impairment at the year end.

#### Critical accounting judgements and estimation uncertainty

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.

#### Key accounting estimates and assumptions

The Trust makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are addressed below.

The charity has made a judgement that they are acting as principal for the draws carried out by People's Postcode Lottery.

#### Bad Debt Provision

Provision is made for loans receivable. This requires management's best estimate of the recoverability of loans receivable. This requires estimation of the future cash flows of loan recipients. The recoverable amount of the loan's receivable is a source of significant estimation uncertainty and determining this involved the use of significant assumptions.

# Postcode Innovation Trust

## Notes to the financial statements *(continued)*

---

### 1 Accounting policies *(continued)*

#### Fund accounting

Unrestricted funds are available for use at the discretion of the Directors in furtherance of the general objectives of the charity.

Designated funds are unrestricted funds earmarked by the Directors for particular purposes.

### 2 Other trading activities

	2020 £	2020 %	2019 £	2019 %
Total proceeds	11,239,063	100	8,688,508	100
Prizes	(4,495,625)	(40)	(3,475,403)	(40)
Operational costs	(3,146,938)	(28)	(2,432,782)	(28)
	<hr/>	<hr/>	<hr/>	<hr/>
Lottery fund allocation	3,596,500	32	2,780,323	32
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

### 3 Income from investments

	2020 £	2019 £
Bank interest	16,836	32,005
Loan interest	16,842	5,255
	<hr/>	<hr/>
	33,678	37,260
	<hr/> <hr/>	<hr/> <hr/>

# Postcode Innovation Trust

## Notes to the financial statements *(continued)*

---

4 Expenditure on raising funds

	2020	2019
	£	£
Prizes	4,495,625	3,475,403
Operational cost	3,146,938	2,432,782
Gambling Commission	2,770	3,140
	<u>7,645,333</u>	<u>5,911,325</u>

# Postcode Innovation Trust

## Notes to the financial statements *(continued)*

### 5 Expenditure on charitable activities

	Unrestricted	Designated	Total	Unrestricted	Designated	Total
	2020	2020	2020	2019	2019	2019
<b>Social Enterprise Support Programme</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Cert	-	-	-	-	60,000	60,000
Expert impact	-	-	-	-	100,000	100,000
Hatch	25,000	-	25,000	-	230,000	230,000
GMCVO	-	-	-	-	50,000	50,000
Impact Hub Kings Cross	40,000	-	40,000	-	100,000	100,000
Lincolnshire Community Foundation	-	-	-	-	60,000	60,000
Plymouth VCSE	-	-	-	-	60,000	60,000
Social Enterprise UK	35,000	-	35,000	-	185,832	185,832
Business in the Community	-	-	-	-	(85,000)	(85,000)
School for Social Entrepreneurs	130,000	-	130,000	-	-	-
Scottish Edge CIC	34,481	30,519	65,000	-	-	-
Social Investment Scotland	-	-	-	-	60,000	60,000
UNLTD	249,897	-	249,897	-	-	-
<b>Social Investment Programme</b>						
Brighton & Hove Food Partnership	-	40,000	40,000	-	-	-
Carefreebreaks	-	125,000	125,000	-	-	-
Oxford Wood Recycling	-	125,000	125,000	-	-	-
Plymouth YMCA	-	125,000	125,000	-	-	-
UK Youth	-	50,000	50,000	-	-	-
Vehicles for Change	-	80,000	80,000	-	-	-
Volunteer it Yourself	-	72,500	72,500	-	-	-
Offploy	-	-	-	-	49,966	49,966
Project Scotland	-	-	-	-	50,000	50,000
Urban Biodiversity	-	-	-	-	100,000	100,000
Change Please	-	-	-	-	(65,000)	(65,000)
Down to Earth	-	-	-	-	(50,000)	(50,000)

# Postcode Innovation Trust

## Notes to the financial statements *(continued)*

### 5 Expenditure on charitable activities *(continued)*

	Unrestricted	Designated	Total	Unrestricted	Designated	Total
	2020	2020	2020	2019	2019	2019
	£	£	£	£	£	£
<b>Other</b>						
Action Against Hunger	225,000	-	225,000	-	-	-
AfriKids	100,000	-	100,000	-	-	-
Alzheimer's Society	120,000	-	120,000	-	-	-
Apopo	94,421	-	94,421	-	-	-
Children 1st	129,000	-	129,000	-	-	-
Children North East	100,000	-	100,000	-	-	-
Daisy Chain	100,000	-	100,000	-	-	-
Dame Kelly Holmes Trust	50,000	-	50,000	-	-	-
Dementia Adventure	59,135	-	59,135	-	-	-
Edinburgh International						
Book Festival	31,500	-	31,500	-	-	-
Ethex	510,000	-	510,000	-	-	-
Greenhouse Sports	75,000	-	75,000	-	-	-
Helen Bamber Foundation	100,000	-	100,000	-	-	-
Keep Britain Tidy	50,000	-	50,000	-	-	-
MAC Birmingham	40,000	-	40,000	-	-	-
Magic Breakfast	50,000	-	50,000	-	-	-
Marine Conservation Society	100,000	-	100,000	-	-	-
Mary's Meals	100,000	-	100,000	-	-	-
Medical Detection Dogs	75,000	-	75,000	-	-	-
Missing People	140,000	-	140,000	-	-	-
National Galleries of Scotland	100,000	-	100,000	-	-	-
National Museum Wales	50,000	-	50,000	-	-	-
National Trust for Scotland	50,000	-	50,000	-	-	-
Ndlovu Care Group	100,000	-	100,000	-	-	-
Place2Be	100,000	-	100,000	-	-	-
Re-engage	100,000	-	100,000	-	-	-
Riding for the Disabled						
Association	100,000	-	100,000	-	-	-
Royal Zoological Society of						
Scotland	50,000	-	50,000	-	-	-
Sistema Scotland	75,000	-	75,000	-	-	-
Street League	119,214	-	119,214	-	-	-
The Reader	48,086	-	48,086	-	-	-
The Silver Line	100,000	-	100,000	-	-	-
Whizz-Kidz	100,000	-	100,000	-	-	-
Wildfowl & Wetlands Trust	175,000	-	175,000	-	-	-

# Postcode Innovation Trust

## Notes to the financial statements *(continued)*

### 5 Expenditure on charitable activities *(continued)*

	Unrestricted	Designated	Total	Unrestricted	Designated	Total
	2020	2020	2020	2019	2019	2019
	£	£	£	£	£	£
Women for Women International	75,000	-	75,000	-	-	-
Zoological Society of London	50,000	-	50,000	-	-	-
Bad Debt Provision	37,378	-	37,378	42,622	-	42,622
	<u>4,193,112</u>	<u>648,019</u>	<u>4,841,131</u>	<u>42,622</u>	<u>905,798</u>	<u>948,420</u>
<b>Support Costs</b>						
Cost recharges	63,417	-	63,417	48,481	-	48,481
Travel and subsistence	-	-	-	331	-	331
Insurance	1,075	-	1,075	896	-	896
Bank Charges	122	-	122	78	-	78
Consultancy fees	4,800	-	4,800	4,800	-	4,800
Subscriptions	2,461	-	2,461	937	-	937
Exchange rate difference	(24)	-	(24)	-	-	-
Governance costs (Note 6)	28,347	-	28,347	12,854	-	12,854
	<u>100,198</u>	<u>-</u>	<u>100,198</u>	<u>68,377</u>	<u>-</u>	<u>68,377</u>
<b>Total charitable activities</b>	<u>4,293,310</u>	<u>648,019</u>	<u>4,941,329</u>	<u>110,999</u>	<u>905,798</u>	<u>1,016,797</u>

Cost recharges include salary, property and office costs incurred by the Postcode Lottery Limited which are recharged to the Trust under a Services Agreement.

# Postcode Innovation Trust

## Notes to the financial statements *(continued)*

---

### 6 Governance costs

	2020	2019
	£	£
Legal and professional fees	17,556	8,319
Accountancy fees	540	1,080
Audit fees	10,251	3,455
	<u>28,347</u>	<u>12,854</u>

### 7 Extraordinary income

£2.3m (2019: £nil) of funds were transferred from Postcode Society Trust during 2020 due to a change of charitable objectives and focus of Postcode Society Trust. For this reason, the Trustees of Postcode Society Trust approved the transfer.

### 8 Staff costs

No Directors received remuneration during the year (2019: Nil).

No Directors received expenses during the year (2019: £120 – 1 Director). Directors' indemnity insurance costing £1,075 (2019: £896) was purchased in the year.

The charity has no employees (2019: none). All services of individuals were obtained from Postcode Lottery Limited and invoiced to the charity. The amount attributable to key management personnel for their services during the year was £2,265 (2019: £2,185).

# Postcode Innovation Trust

## Notes to the financial statements *(continued)*

### 9 Debtors

	2020	2019
	£	£
<b>Debtors due in less than one year</b>		
Loans	145,655	52,807
Other debtors	44,913	270,993
	<u>190,568</u>	<u>323,800</u>
	<u><u>190,568</u></u>	<u><u>323,800</u></u>
<b>Debtors due in more than one year</b>		
Loans receivable 2-5 years	590,153	204,005
Loans receivable greater than 5 years	248,169	169,409
Bad Debt provision	(80,000)	(42,622)
	<u>758,322</u>	<u>330,792</u>
	<u><u>948,890</u></u>	<u><u>654,592</u></u>

### 10 Creditors

	2020	2019
	£	£
Amounts falling due within one year:		
Trade creditors	18,303	13,949
Other creditors	367,166	501,335
Accruals and deferred income	6,000	3,500
	<u>391,469</u>	<u>518,784</u>
	<u><u>391,469</u></u>	<u><u>518,784</u></u>

# Postcode Innovation Trust

## Notes to the financial statements *(continued)*

### 11 Analysis of net assets between funds

	General 2020 £	Designated 2020 £	Total 2020 £
Current Assets	4,794,946	2,716,034	7,510,980
Current Liabilities	(114,469)	(277,000)	(391,469)
Total net assets as 31 December 2020	<u>4,680,477</u>	<u>2,439,034</u>	<u>7,119,511</u>
	General 2019 £	Designated 2019 £	Total 2019 £
Current Assets	3,295,603	3,344,969	6,640,572
Current Liabilities	(260,868)	(257,916)	(518,784)
Total net assets as 31 December 2019	<u>3,034,735</u>	<u>3,087,053</u>	<u>6,121,788</u>

# Postcode Innovation Trust

## Notes to the financial statements *(continued)*

### 12 Accumulated funds

	Unrestricted funds			Unrestricted funds		
	General	Designated	Total	General	Designated	Total
	2020	2020	2020	2019	2019	2019
	£	£	£	£	£	£
Balance brought forward	3,034,735	3,087,053	6,121,788	331,291	3,992,851	4,324,142
Net income/(expenditure) for the year	1,645,742	(648,019)	997,723	2,703,444	(905,798)	1,797,646
<b>Balance carried forward</b>	<b>4,680,477</b>	<b>2,439,034</b>	<b>7,119,511</b>	<b>3,034,735</b>	<b>3,087,053</b>	<b>6,121,788</b>

Designated funds comprise:

- £3,056,534 in the opening balance, which the Directors set aside in 2018 for a Social Investment Programme that has been created to provide sustainable funding for social enterprises that are looking to increase their social and environmental impact. The Programme provides low cost investment packages to social enterprises across Great Britain from £50,00 to £250,000. Of this £617,500 was used during 2020, giving a closing balance of £2,439,034.
- £30,519 in the opening balance, which the Directors set aside in 2018 for Social Enterprise support programme that collaborates with a number of partners within the wider social enterprise ecosystem to deliver programmes including enterprise training, capacity support, accelerators, incubators, mentoring and peer support. This was used during 2020 leaving a closing balance of £nil.

# Postcode Innovation Trust

## Notes to the financial statements *(continued)*

---

### 13 Related party transactions

Postcode Lottery Limited is considered to be a related party.

During 2020 £3,146,938 (2019: £2,432,782) was retained by Postcode Lottery Limited as their external lottery management fee.

A Services Agreement also exists between Postcode Innovation Trust and Postcode Lottery Limited, whereby staff costs and running expenses of the Trusts are paid by Postcode Lottery Limited. All staff are employed by Postcode Lottery Limited, and the total of these costs are recharged on a monthly basis. In the year to 31 December 2020 £63,417 (2019: £48,481) was due to Postcode Lottery Limited, with £15,242 (2019: £9,715) being outstanding at the year end.

### 14 Commitments

During 2020 the Directors approved the following 50% grant, 50% loans, which are due to be paid out during 2021 upon successful completion of the loan terms:

- Homeless Oxford £250,000 (50% grant/50% loan)
- Harrow Carers £250,000 (50% grant/50% loan)
- RSPB £250,000 (50% grant/50% loan)
- Nemi-Community £240,000 (50% grant/50% loan)