

TRUSTEES' ANNUAL REPORT 2020



A future free from HIV transmissions,
and good sexual health for all

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FOREWORD

As Chair, it's my pleasure to introduce Terrence Higgins Trust's annual Trustees' Report for 2019-20.

This report has been compiled during COVID-19 lockdown which began two weeks before the end of the financial year. The pandemic presents huge challenges, not just for us at Terrence Higgins Trust but for all charities. It has also already exposed opportunities for innovation and to maximise our digital delivery, as well as the need to step up what we do for the most vulnerable groups we work with.

We cannot predict what will happen next, however, meeting the needs of who we're here to support has been and always will be our priority.

But firstly I want to celebrate all that's been achieved by Terrence Higgins Trust in the last year to meet our strategic objectives. This is due to the hard work and passion of our staff teams and volunteers, who have dedicated themselves to achieving our aims as a charity.

Last year we secured the Government's commitment to ending HIV transmissions by 2030. This year we've shown great leadership in helping to move that work forward by establishing our independent HIV Commission with National AIDS Trust and Elton John AIDS Foundation. We also secured Government commitment to a national sexual health strategy to tackle consistently high levels of sexually transmitted infections – we will be holding them to account to address inequalities and ensure good sexual health is a right and reality for all.

The high quality services we deliver across England, Scotland and Wales are also absolutely

crucial as we aim to end HIV transmissions. One of the highlights was National HIV Testing Week 2019, which was our most successful ever with so many opportunities and ways to test for HIV. We also worked with regional Public Health England teams on an innovative digital syphilis campaign in response to soaring rates among gay and bisexual men – utilising our trusted brand to address local need.

We want our services to be the best they can possibly be and co-production is key to this. Over the course of the last year our new User Involvement Programme – funded by the National Lottery Community Fund – has begun to make this happen. People living with HIV are now the driving forces behind how they share their stories in schools and colleges through our Positive Voices initiative. Staff from across the charity have also been trained in co-production to ensure this is fully embedded in everything from finance and HR to marketing and income generation.

Looking forward so much remains uncertain – when the pandemic will end, what the financial impact will be, what will go back to how it was, and what will remain changed. The pandemic has also brought health inequalities into sharp focus. As we move forwards, we have a vital role to play to ensure everyone has the opportunity to live a healthy life, particularly those from BAME communities and trans people who continue to experience inequalities and significant barriers to access in healthcare. That's why we've committed to an 18-month strategy to negotiate and problem-solve the pandemic with innovation, responsiveness and those we're here to serve at its core.

This is a crucial time for HIV and sexual health and we have a vital role to play.

Jonathan Mcshane
Chair, Board of Trustees



I'M STOPPING HIV.
I'm on treatment.

**People on effective HIV treatment
can't pass on the virus**

**IT
STARTS
WITH
ME**

**Terrence
HIGGINS
TRUST**
♥

Find out all the ways to stop HIV
StartsWithMe.org.uk

Produced by **Terrence Higgins Trust** for **HIV PREVENTION ENGLAND**.

Terrence Higgins Trust is a registered charity in England and Wales (reg. no. 288527) and in Scotland (SC039986). Company reg.no. 1778149. Code 7338600.

Photography by THOMAS KNIGHTS

OBJECTIVES, MISSION AND VISION

Terrence Higgins Trust is at the forefront of the fight against HIV and improving the nation's sexual health. Our vision, mission and values are set out below.

OUR VISION

A world where people with HIV live healthy lives free from prejudice and discrimination, and good sexual health is a right and reality for all.

OUR MISSION

- To end the transmission of HIV in the UK.
- To empower and support people living with HIV to lead healthy lives.
- To amplify the voices of those affected by HIV, across public and political arenas, to eradicate stigma and discrimination.
- To enable all people to enjoy good sexual health.

OUR VALUES

- **Ambitious:** We believe individuals, and communities, are a force for positive change. We drive ourselves, and others, to make things happen.
- **Honest:** We communicate clearly, taking responsibility for both successes and challenges. We are transparent and accountable to our communities, donors and funders.
- **Different:** We are radical professionals, proud of our diversity and united by a common cause. We support, respect and value each other, and work without prejudice.
- **Independent:** We are an independent charity, rooted in the communities we serve. We use our voice to challenge and inspire change in health services, public policy and people's attitudes.

In developing its objectives for the year, Terrence Higgins Trust has considered the Charity Commission's guidance on public benefit. We believe that the range and accessibility of the services and activities offered and undertaken by the charity clearly demonstrate the public benefit that our work provides.

STRATEGIC REPORT

Having achieved – and exceeded – the UNAIDS target of 90-90-90, last year we entered a new era for HIV prevention. With the goal of achieving zero HIV transmissions by 2030, throughout the year we worked to transform the charity's delivery of services and activities for prevention and living well.

OUR CHALLENGES

HIV in the UK¹

- 103,800 people are living with HIV in the UK, with 7,500 unaware of their HIV status
- HIV diagnoses continue to decline but progress is slowing
- Late diagnosis remains high, particularly in Black African communities

STIs in the UK²

- 447,694 new diagnoses of sexually transmitted infections (STIs) in England in 2018
- Every 70 seconds a new STI is diagnosed in England
- Rates of syphilis and gonorrhoea are soaring

¹ Public Health England. HIV in the UK: towards zero HIV transmissions by 2030, 2019 report.

² Public Health England. Sexually transmitted infections and screening for chlamydia in England, 2018.

WHAT WE'VE ACHIEVED IN 2019-2020

We spent the year driving impact across Terrence Higgins Trust. We continued to develop partnerships, and we supported learning across the public, private and voluntary sector. We evolved innovative new approaches to adapt how we work with the goal of delivering activities that truly reflect the changing needs of our service users.

Momentum for change

Our work together with NAT (National AIDS Trust) in establishing the independent HIV Commission shows our commitment to lead change in the sector. Later in 2020, the Commission is due to report its findings to find ambitious and achievable ways to end new HIV transmissions and HIV attributed deaths in England by 2030. We're committed to drive forward the relevant recommendations of the commission, with

Elton John AIDS Foundation now on board as a partner. They will frame our prevention activities in the months and years ahead.

We were a step away from realising many of our goals as the year drew to a close. COVID-19 has meant that new ways of working and a refocused strategy that put our service users at the heart of the charity had to be placed, temporarily, on hold. At the same time, our plans for new hubs in Scotland and London were at crucial points. Unfortunately, only days away from completion, we had to halt our plan to take over the lease on a new property in Glasgow. While the situation has made many of our face-to-face services and activities difficult, during the latter days of March 2020, we acted quickly, transforming our digital offerings to support those who urgently need our help.



Gareth Thomas

Gareth Thomas: smashing stigma

We had a five-fold surge in orders for HIV self tests and visits to our website when the former Wales rugby captain Gareth Thomas spoke publicly for the first time about living with HIV. Gareth's impact on challenging stigma and outdated views about HIV has been immense. In November 2019, Gareth joined the HIV Commission to play key role in ending HIV transmissions within the next decade.

The coronavirus pandemic has not negated the many successes, innovations and impact of our 2019-2020 activities. Our ambitions have not wavered: we continue to work to contribute to the end of HIV transmissions and improve sexual health, support people living with and affected by HIV and poor sexual health, and ensure that the voices of people living with HIV are heard.

OUR CAMPAIGNS CHANGE LIVES

- National HIV Prevention programme promoted **20,000 self-sampling tests**
- Our award-winning 2019 *Can't Pass It On* campaign reached **75 million** people in the press and was Shortlisted for the Outdoor Advertising Awards **National Social Impact Award**
- **17,215** click throughs online to learn more during syphilis awareness campaign
- The stigma-busting stories of Black African people living with HIV transformed into interactive short films, *Their Story, Your Choice*, won the **Innovation Award First Prize** in the BMA Patient Information Awards

INNOVATING FOR IMPACT

Transforming testing

- We sent out nearly **8,000 kits** during the first year of our paid self testing programme, offering low-cost test kits to those most at risk. We continued to provide free kits to people from most affected communities, including Black African and trans people.

Collaborating to accelerate change

- Our collaboration with CSS expanded to delivering sexual health programmes that reached more young people across seven boroughs, providing Chlamydia screening, C-Card services that provide free condoms, and sexual health information and advice.

Tackling syphilis with niche targeting

- With **16,053 page views** during the campaign, *Syphilis is on the rise* proved to be a very efficient way of targeting a niche audience by social media advertising. Ran in partnership with 12 local authorities and supported by Public Health England, it aimed to raise awareness of syphilis in response to a worrying increase in gay and bisexual men in the East of England.

Designing services with users

- Over 300 hours were given by **over 50 new and existing service users and volunteers** to help shape services and projects in a successful second year of our three-year project "Amplifying our user voice", funded by The National Lottery Community Fund.

Hardship Fund

- We saw a dramatic increase in Hardship Fund applications this year with **106 applications** for help in these troubling times. As a result, we have boosted the amount of money available to the applicant pool, allowing more people to receive help when they need it most.



PUSHING RESEARCH FURTHER

- Together with British Association for Sexual Health and HIV (BASHH), we looked at some of the big questions in sexual health in the UK today in our State of the Nation report. The report makes several recommendations to address inequalities in sexual health, from empowering the voices of sexual health community champions to delivery of a fully funded national sexual health strategy.

DRIVING SUCCESS FORWARD

PrEP

- In March 2020 our campaign for PrEP to be available as part of routine sexual health services was successful when the government announced it would be available on the NHS for all those who need it.

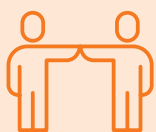
PrEP is playing a significant part in the decline of new HIV transmissions over the past few years, in particular among gay and bisexual men. We will maintain pressure until this becomes a reality.

Relationships and Sex Education (RSE)

- Last year, we won a victory in our fight for compulsory RSE lessons in all secondary schools that are age appropriate and LGBT+-inclusive, and inclusive Relationships Education lessons in all primary schools.

We have kept up the pressure since to ensure that the appropriate funding, training, and resources will be provided so that teachers are well equipped to provide comprehensive and inclusive RSE.

Our year in numbers



Our service users

- Peer Support in Scotland involved **454 clients** and **58 volunteers** across the whole of Scotland.



Our campaigns

- Over **150 million** opportunities to view targeted print and outdoor campaigns.



Our volunteers

- Over **26,500 hours** were donated by 72 volunteers to supporting delivery of our services providing counselling, emotional support and group work.



Our supporters

- Individuals gave us over **£1 million** in response to our appeals, or by giving a regular gift.



**CAN'T
PASS
IT ON**

**People on effective
HIV treatment CANNOT
pass on the virus**

www.tht.org.uk

FACT

**terrence
HIGGINS
TRUST**


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Photograph by Sam Egarr



AIM ONE: ENDING HIV TRANSMISSION AND IMPROVING SEXUAL HEALTH

We spent the year driving forward our mission to end new HIV transmissions by 2030 and ensure that good sexual health can be achieved by everyone. We focused our efforts on building partnerships with individuals and organisations to tackle inequalities in access to testing and prevention services throughout the UK.

TOWARDS ZERO

Around 1 in 8 people living with HIV are undiagnosed and unaware they are living with HIV.

Anyone can get HIV but people from some groups or parts of the world are more likely to be affected. In particular, gay and bisexual men and Black African people are disproportionately affected:

- Of the 4,453 people diagnosed with HIV in the UK in 2018, 51% were gay or bisexual men.
- Of the 1,550 heterosexual people diagnosed with HIV in 2018, 41% were Black African men and women.

Equal access to testing so more people test, and do so regularly, is key to reducing HIV transmissions and late diagnosis.

We have been making progress as HIV diagnoses decline, but this year Public Health England reported that progress is slowing, with the previous year's decline of 17% reduced to 6% this year. At the same time, rates of late diagnosis (after the virus has begun to damage the immune system) remain high, particularly in Black African communities.

Declines in HIV diagnoses are testament to the success of combination prevention, including condom use, PrEP and immediate initiation of treatment. With declines slowing, the work of

the HIV Commission to find ways to end HIV transmissions by 2030 is more important than ever to tackle both complacency and stigma.

While we wait for the recommendations of the commission later this year, we must continue to promote our prevention and testing tools in targeted ways, and provide essential services that support people living with HIV – from our ground-breaking testing programmes that reach into the heart of the communities most affected by HIV and poor sexual health, to our national campaigns that galvanise people all over the country to come together to challenge stigma and misinformation.

WORKING BETTER TOGETHER

Rates of sexually transmitted infections (STIs) are soaring and sexual health services are overstretched. Public health funding continues to be cut across England. We are seeing new challenges emerging, from rarer STIs like mycoplasma genitalium (Mgen), to the growing threat of antimicrobial resistance.

We have much work to do to ensure good sexual health is accessible to everyone. Tackling sexual health inequalities is vital. Over the year, we have worked to develop and enhance our relationships and partnerships with the wider HIV and sexual health sector and with local councils so we can reach further across the communities we serve.

Good sexual health for refugees and asylum seekers



We worked in partnership with New Routes, an integration and education charity for Refugees and Asylum Seekers based in Norwich, to design and deliver a four-week RSE programme for both men and women.

The workshops were attended by twelve men originating from a range of African and Middle Eastern countries and explored sex and relationships around the globe and the UK, UK sexual health rights and services, laws and consent, good sexual health, HIV/STIs, condoms, contraception, gender, sexuality, FGM and domestic violence.

A team at the University of East Anglia evaluated and developed the sessions into a national training resource pack which was presented at a one day conference in July 2019.

Collaborative relationships that drive impact

Working in partnership means we can have as great an impact as possible providing targeted sexual health information and prevention services. Throughout the year we continued successful public health contracts across the country, including in Luton, Oxford, Brighton, London and Glasgow, and secured a new contract in Milton Keynes.

Our contractual work in Scotland across Ayrshire & Arran, Fife, Lanarkshire and Tayside NHS areas continues into next year. We approach the end of year four of our highly successful partnership with Virgin Care in Teesside which has broadened access to community based HIV and sexual health testing and strengthened local partnership links.

Our digital service in Solent continued to be effective even as the coronavirus outbreak began, and there is potential for expansion into the Isle of Wight. In Hertfordshire, our last standalone HIV support and care contract continues to successfully provide community HIV care and support services, including training

for professionals, a county-wide condom scheme, STI testing and targeted interventions for those most at risk of STIs.

In Wales, we modernised our support services to become Living Well services offering emotional and practical support to people from diverse communities at risk of or living with HIV in Cardiff and Vale, Newport and Gwent and Swansea. We are collaborating with a broad range of partners in Cardiff's Fast Track Cities work with the aim of eliminating HIV by 2030.

Reaching more young people

Our successful partnership with Cambridge Community Services (CCS) means that we reach more young people as well as increasing the diversity of the people we engage. This year, our partnership with CCS expanded to delivering integrated sexual health programmes (iCaSH) to young people across seven boroughs in England.

We expanded our youngandfree.org.uk website to help young people between 13-24 years of age access free condoms and lube via C-Card services and the National Chlamydia Screening

Programme (CSP), from around 1000 partners in the East of England. It also provides young people with advice and information about maintaining good sexual health, navigating and negotiating sex including healthy relationships and consent. Chlamydia postal testing kits are also available.

In the last 12 months:

- we carried out over **20,000 Chlamydia screens for 15-24 year olds** across the East of England's Chlamydia Screening Programme (CSP) with an average of 5% positivity.
- **500,000 condoms were distributed** in the C-Card Scheme for 13-24 year olds by community pharmacies, GPs and youth/third sector organisations and through our outreach.
- we provided 628 training courses/agency visits with **2,892 practitioners attending and recommending** to other practitioners.
- we provided **500 youth and 200 community outreach engagement sessions, 120 face-to-face HIV testing sessions, and 420 digital sessions.**

IT STARTS WITH ME

It Starts With Me, the award-winning social marketing campaign aimed at gay and bisexual men and Black Africans had a successful year. Using targeted digital advertising, we promoted various online tools to encourage safer sexual practices, including condoms, testing regularly and PrEP information. In partnership with PHE, we promoted 20,000 HIV self-sampling kits across England in the autumn.

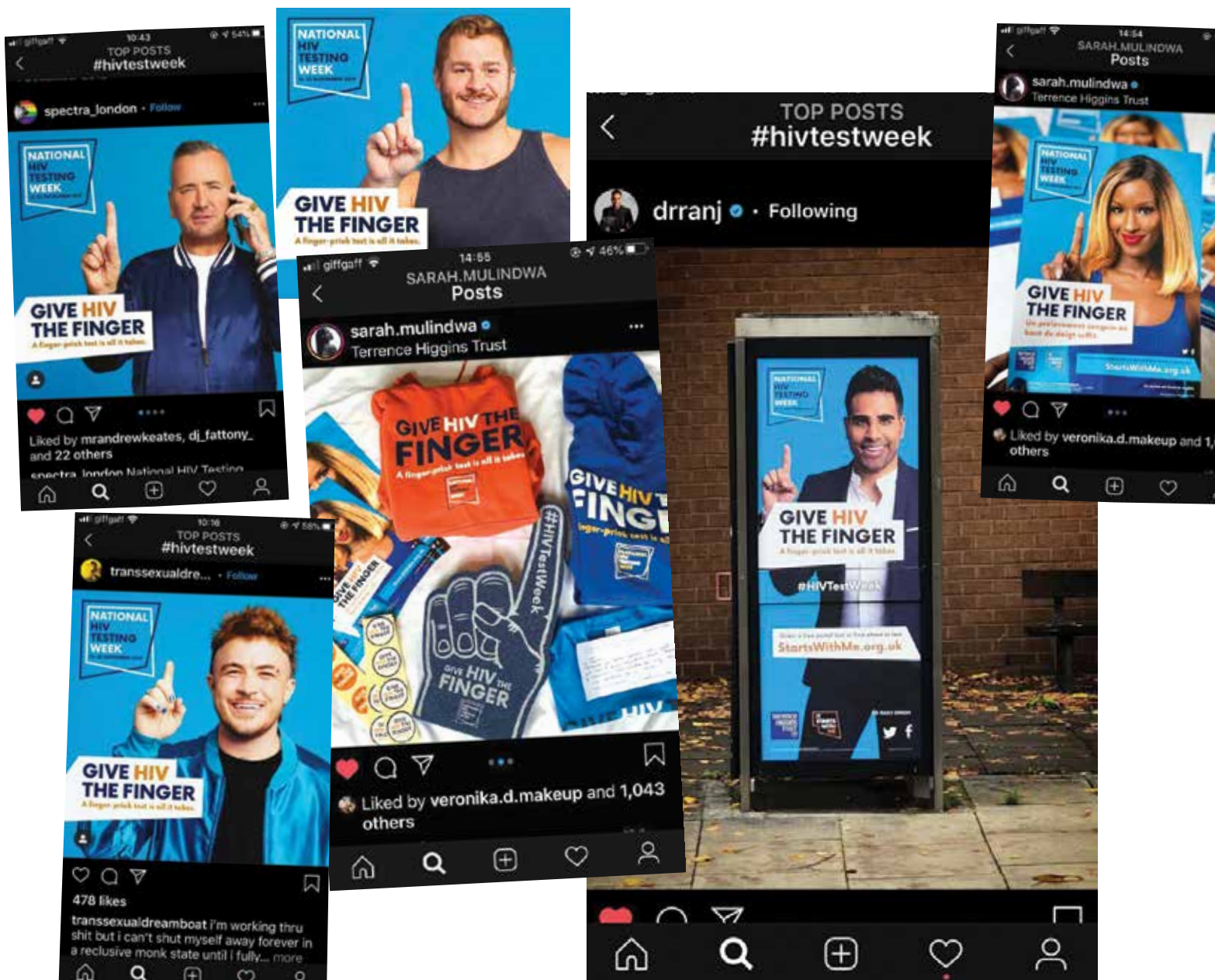
We highlighted:

- the importance of and ease of regular HIV testing
- how choosing the right condom can improve the experience of using them
- the effectiveness of PrEP
- that people on effective HIV treatment can't pass it on.

Our Local Activation Partners delivered community-based testing and information and advice interventions. We also attended African festivals and LGBT+ Pride events across the country.

In numbers

- **381,738** unique visitors to the website
- **297,210** completions of online tools, including our test finder
- **158.8** million opportunities to view targeted print and outdoor advertising
- **20,000** self-sampling tests distributed
- **2,959** tests delivered by local activation partners
- **14,068** face-to-face interventions
- **1,699** pieces of press coverage
- **4,529** condom sample packs ordered by target community members following online 'condom fit' tool completions
- **364** organisations participated in NHTW 2019.



NATIONAL HIV TESTING WEEK (NHTW)

Our flagship *NHTW* campaign again united the sector together to boost testing opportunities, as 364 community organisations and clinics across the country held testing events that encouraged people to 'Give HIV the finger'.

Events highlighted the simplicity of taking a test ('a finger-prick test is all it takes') and all the different ways to test, including ordering a self-sampling test online to do in your own home, or testing at the clinic, GPs and other community settings. It was one of our most high profile campaigns to date. During the week:

- We released a video with The Duke of Sussex and Gareth Thomas to address stigma and encourage people to test that was **viewed over 1.15 million times** and broadcast widely.
- Gareth did his first live TV studio interview on ITV's *Loose Women*, and an unprecedented number of people from the rugby community supported the campaign.
- Dr Ranj took a live HIV test on ITV's *This Morning* and signposted the *It Starts With Me* website.
- The Mayor of London encouraged Londoners to get tested and signposted the campaign website in a video viewed 32,700 times.
- Sarah Mulindwa from E4's *The Sex Clinic* and Horcelie Sinda, HIV activist and former Miss Congo UK, spoke to Channel 5 News about HIV stigma within the Black African community, and late diagnosis.



NATIONAL HIV PREVENTION CONFERENCE

We continue to lead the national HIV prevention campaign for England, HIV Prevention England, funded by Public Health England, delivered in partnership with other community and public health organisations.

In February 2020, we hosted England's Biennial National HIV Prevention Conference. More than 60 speakers took part, including eight contributors from international organisations. Over 300 delegates attended in person and a further 350 viewed it streamed live.

SELF TESTING

In 2019/20, we sent out nearly 8,000 low cost test kits to those from communities most affected by HIV, gay and bisexual men, Black African people, and trans people. We sent out 3,000 free kits to those who couldn't afford a test.

- Our pioneering Click and Collect option remained popular and was used by 16% of people.
- 1 in 10 people who used the service were from Black African backgrounds, 69% were gay and bisexual men.
- 63% of users people reported their result to us on request to help us monitor the service and so we could provide support and information to people with a reactive result.
- A new feature offered email reminders to encourage people to test again in the future and more than 2,000 people signed up.





AN HISTORIC VICTORY FOR PREP

PrEP is a vital HIV prevention tool – we can't get to zero new HIV transmissions by 2030 without it. In March 2020, our campaign was successful when The Secretary of State for Health and Social Care, Matt Hancock, announced that from April PrEP will be routinely available in England.

However, as a result of the COVID-19 pandemic, there has been a delay in the rollout of PrEP. We are working with our partners to ensure that rollout happens as promised. We need to ensure PrEP isn't only seen as an option for gay and bisexual men and that its clear benefits reach other groups affected by HIV, including women, trans people and BAME communities.

Our *Mags Portman PrEP Access Fund* continues to support people with no income or in receipt of benefits who do not have access to PrEP on the NHS. During the year, the Fund received 296 applications, 240 were approved. The Fund was closed to new applicants on 24 March due to lockdown but we continue to provide access to PrEP for existing clients until October 2020, when the Fund comes to a close.

RAISING AWARENESS OF SYPHILIS

Our *Syphilis is on the rise* campaign aimed to raise awareness of syphilis in response to a worrying increase in gay and bisexual men in the East of England. The campaign was run in partnership with 12 local authorities and supported by Public Health England.

The playful campaign targeted gay and bisexual men through social media promotion and dating apps like Grindr. It sought to raise awareness of what is often an asymptomatic but potentially damaging and highly contagious disease, to encourage testing and condom use.

During the campaign:

- **16,053 page views** with people spending an average of nearly 4 minutes on the page
- **1,309 referrals** to local authority pages
- **17,215 link clicks** on adverts across all platforms, 523 engagements (likes, shares, comments) on Facebook and Instagram.

AIM TWO: EMPOWERING PEOPLE TO LIVE WELL WITH HIV

Through empowering people to live well and flourish we can not only change lives, we can look to end stigmatising attitudes that can endanger the health and wellbeing of people living with HIV.

By designing our support services together with the people who use them – from those that have lived with HIV for a long time to those diagnosed today – we strive to provide the right support at the right time.

Treatment now means that people living with HIV can live long and healthy lives, free from the fear of passing on the virus. But HIV stigma, both external and internalised, significantly affects people living with HIV in the UK. It can affect adherence to HIV medication, as well as stop people using testing and prevention services.

While we challenge stigma through our campaigns, we also provide vital services to help people cope with a diagnosis, to understand treatment and the importance of adherence. From online counselling to complementary therapies, help getting back to work and a voice at the end of the phone at THT Direct, we are committed to supporting people living with and affected by HIV.

OUR VOLUNTEERS

We rely on our incredible volunteers – without them we couldn't reach so many people who desperately need our services. Last year, 472 volunteers donated over 26,500 hours, providing support across key services including health promotion, complementary therapy, counselling, mentoring, admin support, our THT Helpline, reception and within our boutique shop.

The COVID-19 lockdown meant that most of our face-to-face volunteering was paused in March and many roles have been adapted to work online/from people's homes, including counselling, mentoring and the Hardship Fund.

A year in outreach

Our volunteers in Brighton and Hove:

- distributed **97,340 condom packs and lube**, an average of 1,871 packages every week, and worked with and **advocated for over 50 people with HIV** to help them with their welfare support claims and appeals

Our Glasgow volunteers:

- delivered around **300 hours of community outreach** work in LGBT+ venues and education settings, reaching at least 2,000 people

Our volunteers in Scotland:

- supported **over 1,000 users to get tested** in a community-based setting

Our London volunteers:

- gave **over 300 hours of their time** and experience to work with our user involvement team, helping to design our future services and projects, and growing user involvement across the charity.



I was looking for emotional support and started seeing a counsellor through Peer Support Scotland. I found this really valuable, along with the group mindfulness sessions. The experience inspired me to “give something back”, so I have started training as a counsellor so that I can help others.

Peer Support Scotland
participant and volunteer

OUR COUNSELLING VOLUNTEERS

Our counselling volunteers donate their time to help those in need. Our therapies teams in London and Brighton, made up of volunteers and employees, have delivered counselling services to more than 200 people over the past year. Our Youth Counselling team has also taken on 62 clients in London over the last year.

COUNSELLING SERVICES AND EMOTIONAL SUPPORT

Over the last 12 months, we provided counselling, emotional support and group work to 661 new clients. 79% of our service users are living with HIV.

During the year, we restructured our therapy services in Brighton, Glasgow and London in line with Hub development plans. New staff and volunteers were brought on board to deliver face-to-face and online counselling services that are dynamic, make full use of new technologies, and reach an increasing number of service users.

MYHIV

myHIV.org.uk continues to be the biggest online community of people living with HIV in the country, as well as supporting those further afield. A new myHIV digital peer support forum is planned for launch in 2020 with a user group steering development and a new co-ordinator recruited.

THT At Home: Online counselling in response to COVID-19



For the 103,800 people living with HIV in the UK, COVID-19 has profoundly affected the vital treatment and care lifelines key to good physical, emotional, and mental health. For the 7,500 people living with undiagnosed HIV, as well as those most at risk of infection, the lack of access to HIV testing services across the UK is having a devastating impact.

We anticipated an increased need and value for counselling services during this highly stressful period and a new online service was developed at pace in response to the COVID-19 pandemic and disruption to our usual methods of delivery. As part of *THT At Home*, the new free service brings together face-to-face counselling, youth counselling delivered in-person, and an online counselling service.

The last week of March saw an increase of 135% in demand for counselling compared to the same period last year.





I helped on reception in the Cardiff office for a number of years and I was offered the chance to train as a practitioner. I was a little scared about the possibility of giving someone a positive HIV result. The clinical nurse reassured me and explained that giving a positive result is actually a positive action. It allows people to live longer and be healthy. I used to worry that it was a bad thing, but it's not a bad thing. I'm helping to give people the tools to live a healthy life – that feels amazing!

Neil has been volunteering with us for 15 years.

PEER SUPPORT IN SCOTLAND

Peer Support Scotland enjoyed a very successful third year providing a unique mix of support and personal development services to over 500 people living with Hepatitis C and/or HIV in Scotland, and received a renewed three-year funding by the National Lottery Community Fund.

Last year, the project involved 454 clients and 58 volunteers across the whole of Scotland. 55 participants attained the Peer Support Scotland Development Award over 140 hours of workshop activities, with a further 231 hours of peer group work.

Over 90% of the project's participants said they felt stronger and more resilient since starting and 95% said they would recommend Peer Support Scotland to another service user.

We continued to nurture our network of partnership agencies, working alongside Brownlee Patient Forum, Dundee Voluntary Action, Glasgow University, Police Scotland, Scottish Drugs Forum, Shelter, Turning Point Scotland, Waverley Care and many others.

WORK POSITIVE

Work Positive is one of our flagship programmes that support people living with HIV who are unemployed, helping them to get back to work through mentoring, training and work placements in supportive environments. This year 64 people took part in the programme with 40 expected to graduate. We currently have 45 mentors volunteering on the programme.

This was the last year of a three-year cycle funded by Barclays Spectrum, the bank's lesbian, gay, bisexual, trans (LGBT) employee network. The programme expanded digitally this year, funded by the Reward Gateway Foundation.

- 6 people have found full-time work
- 8 people have found part-time work
- 4 people registered self employed
- 4 programme graduates are in placements at ViiV healthcare.

THT DIRECT

Last year, we had over 17,525 enquiries to our confidential free helpline THT Direct on a range of subjects related to HIV and sexual health. Nearly 23% of our enquiries were via email or online, sometimes from different parts of the world.

The key subjects called about were: HIV transmission; HIV testing; STIs; PrEP and PEP; and accessing services. Enquiries about legal issues from people living with HIV continued to grow.

Due to the COVID-19 epidemic, in February and March 2020 we saw a significant rise of people living with HIV contacting THT Direct seeking advice on social distancing, self isolation and advice on continuing with their employment.

HARDSHIP FUND

This year, the Hardship Fund has seen an increase in applications, and as a result we increased the amount of money available to the applicant pool. Our volunteer has worked on 106 applications for help, 65 of which have been successful so far. Our Hardship Fund team have dedicated a huge amount of time and passion to the cause, allowing more people to receive help when they need it most.

SUPPORTING FORMER MACFARLANE TRUST BENEFICIARIES

Macfarlane beneficiaries are those who were infected and affected by HIV as a result of contaminated blood products. Following the transfer of assets from the closed Macfarlane Trust to Terrence Higgins Trust in December 2018, we've been working to identify and support Macfarlane beneficiaries around their needs.

A user group of former Macfarlane beneficiaries found that users would benefit from a counselling service to deal with past trauma and those arising out of the Infected Blood Inquiry. This will be launched in June 2020.

GROWING OLDER WITH HIV

More than a third of people receiving specialist HIV care are now aged 50 or over (40%), compared to less than one in five in 2007. We know that many older people living with HIV experience loneliness and isolation. Throughout the year, we continued to provide a programme of regular activities and social and peer support for people over 50.

Our peer support group in London for those living long term with HIV or who were diagnosed before 1996 when antiretroviral treatments became available, continued to run successfully, recognising the unique nature of the challenges that this group faces.

We held a series of live streamed learning events, *HIV live talk*, in London, Brighton, Manchester and Glasgow aimed at helping people live well as they grow older with HIV.



The team has fully supported me and have really built my confidence. During lockdown, I'm really missing the team but I know it's not forever. I am working on the Hardship Fund from home but cannot wait to get back to volunteering with THT Direct again and continue helping to make a real difference to people living with HIV.

Cathy volunteers with our THT Direct support line and our Hardship Fund



AIM THREE: AMPLIFYING THE VOICES OF PEOPLE LIVING WITH HIV

By sharing their diverse and compelling stories, we help give a voice to people living with and affected by HIV. Their lived experience is reflected throughout our services and our campaigns. Their narratives are the most powerful tool we have to challenge stigma and to raise awareness of HIV, to dispel the fear that can prevent people getting a test, and change attitudes in society that can make living with HIV sometimes hard.

Across the breadth of our work, we strive to listen and to share, from the voices of people living with HIV and on treatment who can't pass on the virus and those on PrEP, to those struggling with their health and those thriving. Our media network of over 50 people works to dispel myths and bust stigma everyday. At the same time, we amplify the voices of people living with HIV with parliamentarians as well as local commissioners, to ensure their needs are never overlooked.

USER INVOLVEMENT: FROM INSIGHTS TO CO-PRODUCTION

Everyone living with HIV has a different story and set of experiences. With a £1.1 million investment from The National Lottery Community Fund, in 2018 we launched our new three-year project 'Amplifying our user voice' to find new approaches to adapt how we work to ensure we are delivering activities that reflect the changing needs of our beneficiaries.

Throughout the year, over 300 hours have been given by over 50 new and existing service users and volunteers to shape services and projects with staff. 30 user involvement champions have participated in training.

Key activities were:

- user insights research
- establishing the programme team and key relationships including an External Advisory Group and external evaluation partner
- developing the theory of change
- delivering co-production training
- work within a range of areas of focus
 - digital peer support/ myHIV Forum; Positive Voices; Work Positive; hub development; talking therapies
- support other initiatives taking place including trans communities' sexual health project and peer-led research.

Our external evaluation partner NCVO identified key learning and recommendations for the second year of the programme. In the coming year, we hope to engage more parts of the charity in user involvement activity and learn more about successful involvement strategies.



I've developed my skills at public speaking and have massively increased my confidence. I can stand in front of a crowd and enjoy it now when I tell my story. I love talking at schools – I have a 20-year-old son and giving the kids the message about sexual health, using condoms and U=U is so important. Your voice is important, especially the black and ethnic minorities. Right now, I'm studying to be a social worker and I wouldn't have gotten on the course without the experience I have got volunteering with Terrence Higgins Trust.

Florence, Positive Voices volunteer

POSITIVE VOICES: PILOTING CO-PRODUCTION

Stigma, misunderstanding and discrimination remain the greatest barriers to defeating HIV. Our Positive Voices programme enables us to take the real stories of people living with HIV into schools and businesses to tackle stigma, raise awareness of HIV and promote good sexual health.

Over the last 12 months, over 30 speakers shared their personal stories in over 138 talks to 9,800 beneficiaries across Glasgow, South and Home Counties. An additional 68 talks reached 3,697 people in London.

Positive Voices piloted user involvement during the year, with sessions co-developed with new audiences, including the Police Force. Positive Voices speakers have co-created a storytelling and public speaking training and development package with an external consultant. Strong relationships between staff and speakers fostered over the last 12 months have supported Positive Voices to adapt during COVID-19. An online offer is in development, co-produced with Positive Voices speakers.

Positive Voices in Scotland is now incorporated with this project. Between August and January, its volunteers delivered 17 lived experience talks in education settings and workplaces, reaching over 800 people. In a first, one of these, for Barclays Bank, was live video streamed in training rooms at their offices around Scotland.

AMPLIFYING VOICES ACROSS ALL CHANNELS

We had an incredibly successful year in the media with coverage, across national, regional and sector press, for print, online and broadcast:

- 6,720 pieces of print and online coverage
- 1,440 pieces of broadcast coverage

CAN'T PASS IT ON

May 2019 marked the publication of the PARTNER 2 study, which provides the robust evidence base for our award-winning *Can't Pass It On* campaign aiming to end HIV stigma, and cut HIV transmissions. The story made The Guardian front page with a quote from our medical director Dr Michael Brady, while chief executive Ian Green shared his personal story with Channel 4 News. This also led to our biggest ever tweet with 5,000 retweets and over 1.2 million impressions.



Gareth Thomas helps make it the biggest National HIV Testing Week yet



Prince Harry, Duke of Sussex, and Gareth Thomas at Harlequins rugby club at Twickenham

Working with Gareth Thomas to share his HIV status publicly resulted in one of our most impactful periods for updating perceptions of HIV. We worked with Gareth to film at our Cardiff service for his documentary *HIV & Me*, and were the key commentators following his announcement in September.

This resulted in 1.5 billion opportunities to see the charity's commentary, including 444 pieces of broadcast coverage and 1,886 print and online pieces featuring Terrence Higgins Trust in their coverage.

In November, we brought together Gareth Thomas and The Duke of Sussex for the very first time at Harlequins rugby club to announce Gareth's appointment to the HIV Commission.

We filmed them in conversation to mark **National HIV Testing Week** and **World AIDS Day**. The meeting made the Evening Standard frontpage.



Telling people about what "undetectable" means, spreading this message that we can't pass it on, is a way to give HIV positive people confidence.

Horcelie Sinda, who features in the film promoting the *Can't Pass It On* campaign, is a Campaigner for HIV/AIDS.

We relaunched the *Can't Pass It On* campaign on what would've been the anniversary of Terry Higgins' death in July 2019 on BBC Breakfast. This year, the campaign was Shortlisted for the National Outdoor Advertising Awards Social Impact Award.

STIs ON THE NEWS

We expanded our commentary around the country's sexual health with our State of the Nation report. The findings featured in BBC Radio 1's Newsbeat bulletins for young people, as well as across local BBC stations. The story was also covered by the majority of major online titles.

THEIR STORY, YOUR CHOICE

This year, we began a new project to extend *Their Story, Your Choice*, a pioneering new way of using film to tackle HIV stigma and encourage testing in Black African communities, to gay and bisexual men of colour.

OUR NEXT STEPS

THE IMPACT OF COVID-19

COVID-19's impact on our work and services is severe. We have already undergone pivotal changes in how we work and our service delivery. During a two-day window in March, the coronavirus outbreak led to the complete closure of our retail space and all our offices except one across the country. Within the last three weeks of March, we lost £1.2m on our investment portfolio and £3.8m of projected income.

Our response to lockdown and the closure of face-to-face services and work was immediate. Across the UK, we made rapid and dramatic changes to our IT infrastructure, working processes and practices to keep the organisation and services running.

Staff and volunteers have embraced new technologies and ways of working at home to continue to support our key beneficiaries, as well as providing innovative digital services to meet increased demand. One service remained open, providing essential clinical treatment in Buckinghamshire and outreach in Scotland.

We've also been able to provide practical support through delivering food, medicine, hygiene, sanitary and sexual health products and offering more emergency grants through our Hardship Fund.

In Scotland, we were a week away from signing a lease on a new Hub building when lockdown began. Since, we have provided confidential emergency support for people living with HIV or viral hepatitis across the whole of Scotland.

Our new online service, *THT at Home*, is providing counselling services, brand social

events, information webinars, and group support sessions. These have been especially important for people who are isolated. Current THT at Home online services are currently well funded as we have been successful in winning a number of COVID-19 funding bids.

WHAT DOES THE FUTURE LOOK LIKE?

With all offices and building closed, staff, volunteer and service user welfare, isolation and mental health are key challenges that we continue to face. We have put in place plans for reopening services and buildings, but with social distancing remaining in place for the foreseeable future, and an exceptionally difficult time ahead for the wider economy, we will have to take some tough decisions about our future. As we work to refocus and emerge out the other side, the organisation and our services, our offices and the ways we work, will look very different.

It is still too early to fully understand the scope of this crisis and its lasting effect on Terrence Higgins Trust. As the UK's leading HIV and sexual



health charity, we tackle health inequalities on a daily basis. The past three months have been an especially difficult time for many of the people that use our services. It may be that those already experiencing hardship and inequalities will be hit harder by this crisis. Marginalised communities need to be at the heart of our response as we adapt our services and ways of working to the changing environment, and we will prioritise the interests of our beneficiaries at every step.

VOLUNTEERING AFTER COVID-19

Volunteers are integral to Terrence Higgins Trust and our work. The pandemic has had a dramatic impact on volunteering for the charity and we are looking at ways to support our volunteers and the work they do going forward.

Face-to-face volunteering was paused in March and many roles have been adapted to work online/from people's homes, including counselling, mentoring and the Hardship Fund.

We've developed a number of virtual volunteering opportunities, including Fundraising Ambassadors. We've also expanded our THT Direct service so that it now opens seven days a week.

GOING FORWARD

As we respond to the challenges arising from the COVID-19 pandemic and adapt our strategy and plans, we will keep our services users at the core.

In early 2020 after extensive consultation, we were ready to approve a new and ambitious three-year strategy, with a ten-year view in line with the goal of reaching zero HIV transmissions by 2030.

This new strategy has now been paused, and instead we will work towards meeting 7 key strategic priorities between now and March 2022. We will focus on our core services, while also fostering an environment conducive to opportunities and innovation.

Our strategic objectives:

- Work towards ending HIV transmission in the UK by 2030
 - Increase access to HIV tests and PrEP and raise awareness of combination prevention
 - Design and support interventions for those most at risk of HIV: trans communities, women, Black African men and gay and bisexual men
 - Drive forward the relevant recommendations of the independent HIV Commission.
- Support people to live well with HIV and manage the impact that COVID-19 has on them
 - Continue to offer and expand *THT at Home*
 - Expand online services: a recently diagnosed peer support group; Chemsex support through a pilot from August; workshops around employability; launch the new myHIV site and the MacFarlane trauma counselling service
 - Maintain the Hardship Fund.
- Work to ensure that HIV and Sexual Health are not forgotten by key decision makers, as COVID-19 has threatened progress.
- Challenge the stigma associated with HIV and poor sexual health and end the discrimination experienced by people living with HIV through our campaigns and educational resources for Healthcare Professionals.
- Deliver high quality HIV and sexual health services in local communities across the UK, often targeted at the most-at-risk groups including BAME communities, women, trans people, young people and gay and bisexual men.
- Work to ensure that the charity remains financially resilient.
- Support our staff and volunteers to work more flexibly and move more services and offerings to digital platforms.



Leaving Gray's Inn Road

Terrence Higgins Trust has inhabited a Gray's Inn Road address almost since the very beginning. In 1987, we left our first office, one room at Panther House in Mount Pleasant, to move into 52 Gray's Inn Road in King's Cross, London.

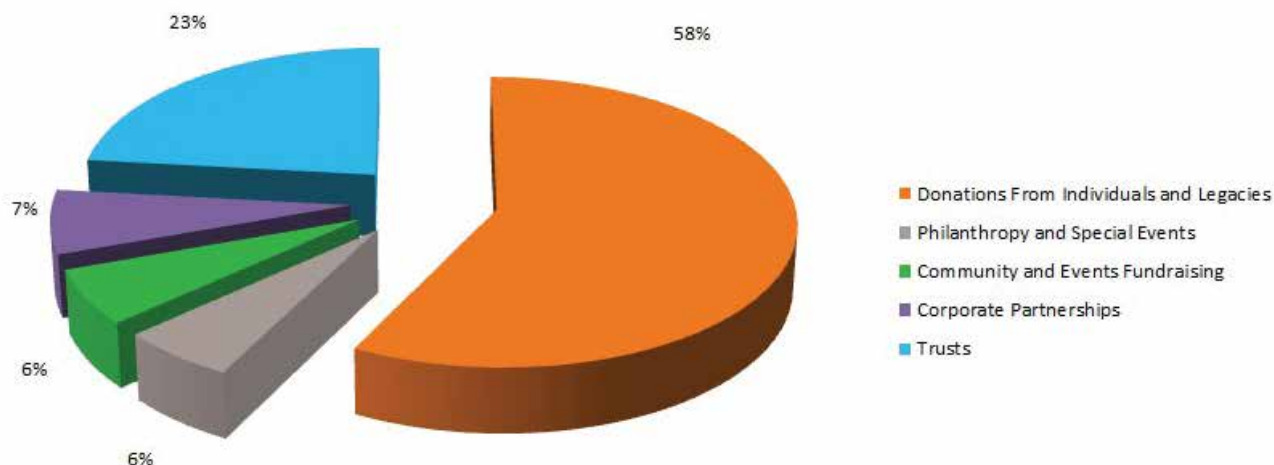
We employed our first health education officer, health information officer, volunteer co-ordinator and legal officer. That same year, the government launched the 'Don't Die of Ignorance' campaign, delivering the campaign leaflet to every household. Our phone number is listed as a source of information and advice on the government leaflet.

From our small beginnings in a flat in central London, we have grown to become the UK's leading HIV and sexual health charity, and one of the largest in Europe. We have always been at the forefront of the fight against HIV and AIDS. Since we were formed, the needs of people living with and affected by HIV have been at the heart of our development.

In 2006, we moved a little up the road, swapping number 52 for 314-320 where we've stayed for 14 years. In 2019, in line with plans for the development of a London Hub, we sold the head office and became tenants while awaiting fit out of our new property at Caledonian Road.

While we look forward to life in our new home at Cally Yard, Terrence Higgins Trust raise a glass to 33 years fighting stigma and busting myths at Gray's Inn Road!

GROWING SUPPORT AND INCOME



LOOKING FORWARD

We were preparing ourselves for a year of growth in 2020, where we were aiming to connect with even more supporters, and to do even more to enable our vital work to happen. The coronavirus pandemic not only had an impact on our income for the year due to cancelled events and a slowing down in general donations, but presents challenges for our ability to raise money going forward.

Summer 2020 will see none of the usual marathons, runs, bike rides or Pride and gala events and as a result our supporters will not be able to get together to raise money. Equally, we have seen a dip in donations as people are being more cautious in the face of an uncertain economy.

Consequently, we anticipate that our income will be around a third lower than we had anticipated. We are monitoring income closely so that we are able to focus our attention on the activities that will be affected least by events, and assessing our three year projections based on working assumptions about what will be possible at what stage.

Against this backdrop, we've seen creativity and passion from our supporters who have showed dedication to their mission to change the future for those affected by HIV; they have participated wholeheartedly as we bring events and activities online, and continue to talk to others about the work we are doing to support those who need it most through the crisis.

Thanks to the kindness of our supporters in response to an appeal in March, we moved all counselling services online and opened our helpline THT Direct at weekends.

CELEBRATING OUR SUPPORTERS

We can only do our vital work thanks to the generous donations of people up and down the country. This year, we received over £5m, without this support, we would not be able to work to make HIV transmission a thing of the past, support those who are living with HIV, and drive improvements in better sexual health for all.

To every person, company or charitable trust who supports Terrence Higgins Trust's work, thank you.



The annual event, which is organised by friends Liz Cooper and Francesca Shashkova, features live music with bands playing some of Bowie's greatest hits.

Seven successful years in tribute to Bowie fan

'We started in 2013 to support THT in memory of lifelong David Bowie fan James Hyde, who sadly passed away from AIDS-related illness, with an evening of live music, auction and raffle, plus a signed item donated by Bowie, especially for the evening. It was a huge success and is now an annual event, raising in the region of £40,000. Bowie himself sent messages of support, till his sad passing in 2016. We will continue to support the THT with pride, and looking forward to our 9th event in 2021.'

Liz Cooper, Bowie event organiser

SUPPORT FROM INDIVIDUALS

Individuals who give money or participate in fundraising activities are the bedrock of our fundraising programme. This year, over £1million has been given by people in response to our appeals, or by giving a regular gift.

We've recruited over 1,300 new regular givers primarily through two digital acquisition campaigns focused around Pride and World AIDS Day. We have been looking at new ways to engage with our supporters, including magazine inserts, telemarketing and social media. Their support has helped fund vital services including our THT Direct, Positive Voices and Online Counselling.

Support from individuals has also been instrumental in supporting our service users throughout the COVID-19 crisis through our Hardship Fund and online support service, THT at Home.

A gift in your will is the ultimate way of ensuring that the work you care about can carry on after your death. This year, over 42 people left a legacy, which amounted to over £1.7m in gifts. We are so grateful to the people who have chosen to support our work in this way, the work we do is a tribute to their generosity.

Supporters have run 5K, 10K, half marathons and full marathons all over the country, while others have got on their bike to raise money.

Other supporters have organised party and tribute nights and got together with their friends to raise money.

We are trialling new ways of helping our supporters to do more and to engage others in fundraising. In 2019, we trialled a World AIDS Day sponsored walk, and are looking at ways to expand this in 2020. New virtual volunteer Fundraising Ambassadors are being recruited in summer 2020.

OUR FRIENDS AND EVENTS

We are so fortunate to be able to count on the support of our long-standing network of Friends, and our other high value supporters – an amazing group of people who have made a long-term commitment towards making our work happen. This group has contributed over £760,000 towards our work this year through a mixture of ongoing gifts and attending our events.



In 2019 we met with our supporters at various events, including our Friends Dinner which was hosted by Russell Tovey with entertainment provided by Beverly Knight, our annual auction held at Christies and our Supper Club with celebrity DJ's Nick Grimshaw, Annie Mac, Melanie C and Fat Tony; all of which helped supporters celebrate with us, while pledging their support.

CHARITABLE TRUSTS

We are grateful to the many charitable trusts that have supported our work over the last year. Key amongst these has been the National Lottery Community Fund, which has funded our work to amplify the voice of our beneficiaries,

Melanie C



and the National Lottery Community Fund Scotland, who ensured our Peer Support programme could continue. In addition, amongst others, we have received grants from the Elton John AIDS Foundation and the City Bridge Trust, who have supported our counselling work, and Awards for All Scotland, who funded an innovative drama workshop project.

CORPORATE PARTNERS

We are grateful to our network of loyal corporate partners, who along with their employees lend vital support. American Express has continued to support our volunteer programme. We welcomed Reward Gateway's support for the Work Positive Programme and the MAC AIDS Fund has supported our work through Positive Voices. Barclay's LGBT network raised money towards our support services, and many other companies also supported our work through their LGBT networks around Pride and World AIDS Day.



HOW WE RAISE MONEY

Terrence Higgins Trust is committed to providing the best possible standards for all our supporters. Our fundraising activities are carried out respectfully and we are a member of the Fundraising Regulator (FR) and the Institute of Fundraising (IOF), working within their agreed guidelines.

Our supporter promise ensures we regularly ask supporters how they wish to be contacted, for example by email, letter or phone. Every communication sent to a supporter offers a feedback mechanism where specific requests regarding the frequency and type of communications received can be made. All preferences are recorded on our database.

We follow the Institute of Fundraising's 'Treating Donor Fairly Guidance 2016' to ensure vulnerable people are treated in a suitable way.

We respond to all complaints promptly and include clear contact details on communications so that new or existing supporters can raise any issues or make changes to their contact preferences. Any official complaints made in relation to fundraising are registered as part of our official complaints process and the complainant is allocated an Executive Director to resolve the issue.

We use third party suppliers to undertake telephone fundraising and payroll giving fundraising on our behalf. All of these suppliers are subject to agreeing to our own robust terms of engaging with beneficiaries. Our telephone fundraising agency and payroll giving agency also supply a vulnerable persons policy as part of those contracts.

Our telephone fundraising agency is a member of the Institute of Fundraising and the Direct Marketing Association. We provide charity specific training to their fundraisers before each campaign and undertake weekly random call listening. They also provide details of any calls they believe to be a cause for concern, in line with their vulnerable persons policy.

We listen to the call and decide what action should be taken. Any complaints are also given to us, with the call recording. They use IOF's Telemarketing Code of Conduct as the guidelines for their calling. All call data is run through the Telephone Preference Service to ensure we have the correct permissions to call our supporters. We also promise to never pressure anyone into giving a gift and respect a donor's decision if they decide to stop giving.

All work carried out with third party fundraising organisations adheres to legal requirements and best practice guidelines.

CHARITY FUNDRAISING: REPORTING BY THE TRUSTEES

The Trustees have been guided by six key principles:

- 1 Planning effectively:** our fundraising strategy was scrutinised and agreed at Terrence Higgins Trust's Finance, Audit and Risk Committee (FARC) and a subsequent Board Meeting.
- 2 Supervising our fundraisers:** authority to oversee our Income Generation team is delegated to our CEO and Director of Income Generation. Our FARC receives and scrutinises regular reports on key areas of income generation.
- 3 Protecting our charity's reputation, money and other assets:** our FARC considers and approves reputational and financial risk and agrees our overall budget framework and investment strategy.
- 4 Following the law and upholding compliance:** we carry out our fundraising activities respectfully and are a member of the Fundraising Regulator and the Institute of Fundraising.
- 5 Following recognised standards:** we work within the Code of Fundraising Practice and other agreed guidelines to ensure that our fundraising is open, honest and respectful.
- 6 Being open and accountable:** we receive regular reports of any fundraising complaints as part of Terrence Higgins Trust's overall complaints procedure, which is accessible, open and transparent.

FINANCIAL REVIEW

THE OVERALL PICTURE

The 2019/20 period was a year of two parts. For the first 11 months of the year we were consolidating the organisation and starting to implement our plans for growth which had been in the pipeline for the previous two years.

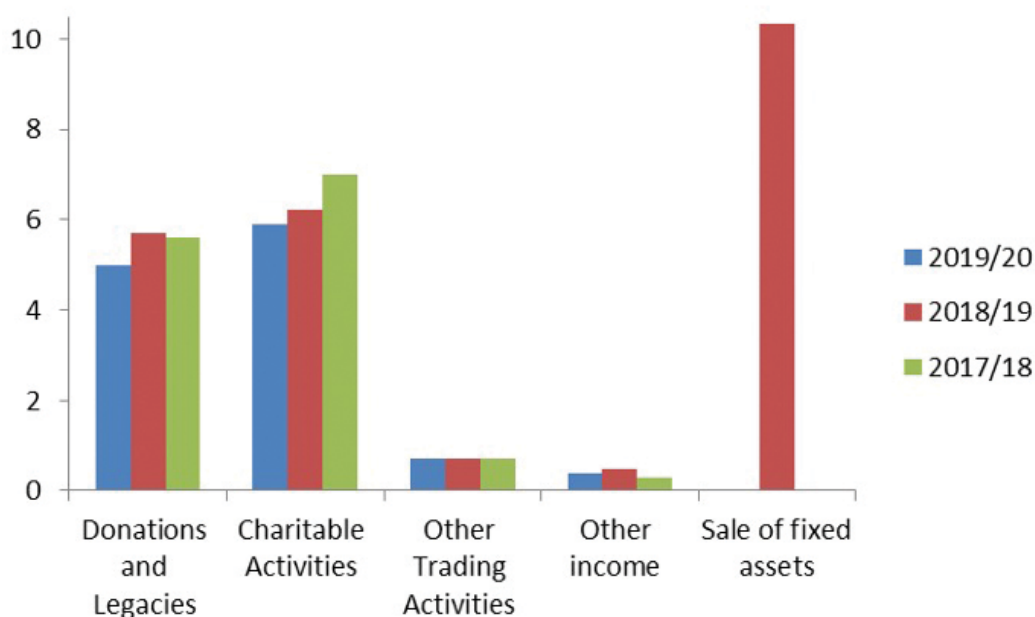
A new income generation as well as a new operational strategy was being implemented, and we were in the final stages of establishing a hub in both London and Scotland. Our financial position was secure and a long-term financial plan based upon investment and sustained growth over the next five years had been agreed. As the impact of the COVID-19 pandemic unfolded in February and March 2020, the external financial environment around the organisation changed dramatically. Whilst we maintained the operational budget in 2019/20, the drop in the investment market meant a £1.2m fall in our portfolio in a week. As a result, the overall reported deficit for 2019/20 is at £1.6 million.

In only a few weeks, we saw a £3.8m (35%) decrease in our projected income for 2020/21. Like all other charitable organisations, we had to implement emergency financial measures to ensure we were able to maintain our underlying financial stability. An emergency budget for 2020/21 was established which ensures the deficit for the year is limited to £1.5m.

This is based upon only incurring essential expenditure and taking full advantage of the government relief offered to charities. As an organisation, we have shown marked operational resilience since March. We are now ensuring that we are able to maintain the underlying financial sustainability of the organisation so that as we move out of the crisis we are able to recover effectively and continue to lead services for the sector and our service users.

WHERE OUR MONEY COMES FROM

Our operational income for 2019/20 totals £12 million. In 2018/19 the overall income position was £23.5m, with £13.2m from operational income and £10.3m derived from the sale of Gray's Inn Road. Therefore, the operational income range for 2019/20 has fallen by £1.2m. This is due to a number of small variances across the full income portfolio.



DONATIONS AND LEGACIES

In 2019/20, donations and legacies contributed £5 million to overall income. This is a decrease from £5.7 million in the previous year.

This is primarily due to the £0.6m fall in restricted funds between 2019/20 and 2018/19. Last year the income from the closure of the Macfarlane Trust was recognised in the accounts and is the main cause of the variance.

There has been relative stability in the unrestricted income profile, with the overall position of £3.9m in 2019/20 against £4m in 2018/19. There has been a marked increase in unrestricted funds from Corporate and Trusts but this is unfortunately offset by a small decrease in community and individual donations resulting from the slight impact of COVID-19 at the tail end of the year. There is also a level of stability in the legacy pipeline which has continued into 2019/20.

CHARITABLE ACTIVITIES SUPPORTED BY STATUTORY INCOME FROM LOCAL GOVERNMENT AND HEALTH ORGANISATIONS

Statutory income in 2019/20 is £5.9 million and makes up 49% of our overall income. In real terms, this is a fall of £0.3 million against 2018/19. Whilst this is a slight decline, this is being managed actively as part of our budget planning. In 2019/20, there has been a transition between our main contracted areas, and whilst there has been a decline in the Midlands, we are further consolidating our position in the East of England with two new contracts starting in 2020/21.

We have also continued the strong relationship with commissioners in Scotland and Wales. We are continuously monitoring the sector so we can measure the impact of COVID-19. At this stage, we have a level of assurance through the length of our current service contracts. However, as the overall impact of the pandemic evolves we will continue to work with commissioners to manage the ongoing viability of our work.

OTHER TRADING ACTIVITIES

Income of £0.7 million was generated from other trading activities, including fundraising events, sponsorship, rent, room hire and catering. This income is consistent with that of last year. A small decrease in income from our tenants was offset by an increase in income from fundraising events.

OTHER INCOME

Operational income in this area is primarily from training courses, counselling, student placements and realised investment income. Overall this income is £0.4 million, which is in line with the last financial year.

HOW WE SPEND OUR MONEY

Total expenditure for 2019/20 was £12.2 million. This is a decrease of £0.9 million from 2018/19 and is in line with our budgeted position.

In 2019/20, we spent £9.8 million directly on charitable activities, representing 80% (85% in 2018/19) of our overall expenditure. In the past year, we have spent:

- £6.9 million (£8.3 million in 2018/19) on Ending HIV transmission and improving sexual health
- £2.5 million (£2.5 million in 2018/19) on Empowering People to live well with HIV
- £0.4 million (£0.4 million in 2018/19) on Amplifying the voices of people living with HIV.

It is important to note that 56% of this expenditure is funded by our voluntary income. In 2018/19, this was also 56% and 2017/18 it was only 49%. This is a clear indicator of the importance of voluntary income in achieving key services for our beneficiaries.

The cost of raising funds was £2.4 million, making up 20% (15% 2018/19) of overall expenditure. In 2019/20 there was a conscious strategic decision to invest in our income generation. The investment in year one was due to bring a return over a five year period, with an initial increase in 2020/21. Unfortunately, due to the COVID-19 crisis the return on investment will not be fully crystallised. A new strategy and cost base is being implemented as part of the interim strategy to ensure full value for money for the investment.

As in 2018/19 we have continued to support vital projects that may not garner wide funding, such as a complimentary therapy service for people diagnosed with HIV, a counselling service and a programme to support self testing and access to PrEP as well as services to support people with HIV to live well.

This is alongside maintaining investment in our campaigning and lobbying work, essential to fulfilling our strategic aim of amplifying the voices of people living with HIV. This has bearing at a national level and delivers wide reaching impact with minimal investment.

Support costs in 2019/20 are £1.1 million, which is a marked decrease of £0.9 million from 2018/19. This represents 9% of total expenditure. We are focused on keeping our support costs in line with the needs of the services and to ensure value for money. These costs, which are made up of head office costs, IT, facilities, HR and Finance, have been allocated across areas on the basis of staff whole-time equivalent. This is detailed fully in note 10 to the accounts.

OUR RESERVES

In the current economic environment it is essential we maintain a strong reserve position and ensure the most appropriate use of funds. At Terrence Higgins Trust, our focus is on ensuring that investment in long-term operational and financial sustainability has the highest impact on the needs of service users.

Our reserve position at the 31 March 2020 is £18.1 million. Overall this is a fall of £1.1m against the 2018/19 position of £19.2m. Whilst there has been an increase in the restricted reserve of £0.2m, there has been a negative impact of £1.3m on the unrestricted reserve. This £1.3m negative impact was made up of a direct loss on the unrestricted reserves of £1.6m, primarily caused by the loss on investments which was offset by an unexpected gain in value of £0.3m in the pension fund liability.

FRS 102 dictates how pension scheme assets and liabilities are calculated and disposed in the accounts. One impact of the requirements is quite significant fluctuations in the value of the pension scheme which form part of our reserves. Due to the COVID-19 crisis, we were expecting the deficit in the pension fund to increase markedly. There was a high level of volatility throughout March and April in the fund. However, due to the date of valuation we saw an increase in value of £0.26m. The pension scheme deficit as defined under FRS 102 is now at a value of £2.9 million, (£3.1 million in 2018/19).

The reserve policy agreed by the Trustees ensures that the free level of reserves held should be between the equivalent of three months and six months expenditure. Our budgeted expenditure for 2020/21 under the emergency budget is £11.7 million. Within the framework of the reserve policy this indicates a required reserve level of between £2.9 million and £5.8 million. The free reserve position on the 31 March 2020 is £10.1 million. In 2018/19 the free reserve position was £19.2m taking into account the designated reserve, therefore a fall of £9.1m in the year.

At the end of 2018/19 the organisation committed to spending the excess free reserves over a period of five years to ensure the development of the organisation and services. This initial decrease in reserves is a result of the planned purchase of the new London Office completed in December 2019, combined with the unexpected operational loss at the end of the year. The new strategy which was due to be launched in April 2020 was the foundation for the remaining planned investment. However, due to the COVID-19 crisis these plans have been put on hold.

Overall the reserves position has been a lifeline during this period and has provided a strong foundation for the financial stability of the organisation. In the short-term the reserves have been instrumental in supporting the ongoing operations of the organisation and have provided assurance for our medium- to long-term viability. We now need to ensure that in the medium- to long-term we use the reserves to invest in organisational development and the changing needs of the service users. 2020/21 will be a year of refocusing the organisation as the full impact of the pandemic is understood and the reserves will be key to recovery.

GOING CONCERN

The Trustees have taken the view that in light of the ongoing challenges in the economic and funding environment, and the organisation's commitment to providing continuity for key existing services, the current level of unrestricted reserves is appropriate.

The Trustees believe that Terrence Higgins Trust has adequate financial resources. Our planning process, including financial projections, has taken into consideration the current economic and funding environment and its impact on income and expenditure. In the current crisis, the Board of Trustees agreed both an emergency budget framework and 18 month interim strategy. These were based upon prudent projections and are deemed affordable. They both support the ability of the organisation to deliver through the acute crisis phase and in the long term.

The Trustees acknowledge our pension fund obligations and have a plan in place to eliminate the deficit over 7 years. The liability, as calculated according to FRS 102 and included in these accounts, does not impact on the operational finances of the charity except for the agreed payments under the deficit recovery plan. The plan was reviewed in 2018/19 by the

Trustees of the Pension Scheme and Terrence Higgins Trust and the deficit recovery was agreed to be affordable, the details of which are in Note 13 to the accounts. There are no other long-term liabilities for the Trust.

Therefore, Terrence Higgins Trust has a reasonable expectation that it has adequate resources to continue in operational existence for the foreseeable future. The Trustees believe there are no material uncertainties that call into doubt the charity's ability to continue. The accounts have therefore been prepared on the basis that the charity is a going concern.

INVESTMENTS

The charity has two investment funds, both of which are managed by Rathbone Investment Management Limited;

- A capital fund was established to accommodate a legacy received in 1994/95 as a permanent endowment. In 2019/20, the invested endowment made a realised return of £6,000 and an overall £36,000 loss on the fund. This is a 13% decrease in value over 12 months and has reduced the fund to its initial capital base.
- In 2015/16, a fund was established to manage on a discretionary basis the proceeds from the sale of our Lighthouse West London Property. In 2019/20, £2m from the sale proceeds of Gray's Inn Road was also invested in the fund. The fund made a realised return of

£205,000 with an overall decrease in value of £883,000 on the 1st April 2019 position. Since the inception of the fund, there has been an increase in value of 5%. The target return outlined in our Investment Policy is CPI plus 4% after expenses. CPI rose to 1.5% in March 2020. Therefore, despite the marked fall in investment value, the main fund is only 0.5% behind the target.

It is important to recognise the impact of the COVID-19 crisis on the fund. Until the beginning of March 2020, the fund return was as expected. However, the fund lost over £1.2m (including in year gain) in the early part of March as the effects of the global pandemic emerged. Since the fall in the markets there has been a level of recovery which provides assurance. It is widely recognised there remains a high level of instability and volatility in the global markets.

The cash position of the organisation is stable, and there is not an urgent requirement to liquidate investments. As an organisation we are focused on the need to manage the risk and return of our investment portfolio on a long-term basis, therefore, we expect to manage the fund through this time of instability.

The diversification of our asset classes within the portfolio do guard against a certain level of risk but it is inevitable that with a global downturn our investments will be affected. We are working with Rathbones to manage the risk of the portfolio, through the current situation to medium- and long-term stability.

The agreed investment policy is as follows;

OVERVIEW AND OBJECTIVES OF THE INVESTMENT

Terrence Higgins Trust has around £6m in investments, £4m as a result of the sale of Lighthouse West London and £2m as a result of the sale of Gray's Inn Road London.

In line with the five year business plan it may be required to hold additional investments. The organisation will ensure that:

- a minimum cash balance for daily operational needs to be held by the charity which will be instantly accessible
- additional funds for short term strategic capital and revenue investment will be held in appropriate short term accounts to maximise the return and ensure cash is accessible in line with business requirements.

The investment profile will be drawn down in line with the long-term agreed business plan of the organisation.

Terrence Higgins Trust aims to maximise the financial return on the investments with an acceptable level of risk and volatility as defined below.

ROLES AND RESPONSIBILITY

The Board of Trustees delegates the appointment and monitoring of investment managers to FARC.

Investment decisions, within the confines of this IPS, are delegated by the Board to the Investment Manager.

The key contacts authorised to instruct the investment manager on behalf of the Board are any two of the Director of Finance and Estates, and the Chief Executive and the Chair of FARC.

ACCEPTABLE LEVEL OF RISK

Assets should be invested to protect against inflation in the long term, however, it is recognised that Terrence Higgins Trust intends to draw both capital and income out of the fund and as such its value will decrease over time.

Terrence Higgins Trust can tolerate some volatility in the capital value of assets as long as withdrawals can be met from total return and are sufficient to meet the requirements of the innovation fund. Any capital withdrawals should be planned to minimise the realisation of any capital losses.

ETHICAL RESTRICTIONS

Terrence Higgins Trust assets should be invested in line with its charitable objectives. Investments should be excluded if perceived as conflicting with the charity's purpose. Specifically, Terrence Higgins Trust does not wish to invest directly in tobacco producing companies.

TARGET ASSET ALLOCATION

Asset Class	Tactical weight %	Strategic weight %	Range %
Fixed interest	13	18	0-30
UK equities	33	35	40-80
Overseas equities	37	35	
Diversifiers	15	10	0-20
Cash	2	2	0-20
Total	100	100	

CURRENCY

The base currency of the investment will be sterling.

LONG-TERM INVESTMENT OBJECTIVE

Target return = Consumer Price Index (CPI) plus 4% after expenses.

INDUSTRY BENCHMARK

Composite index benchmark, as detailed below, and Asset Risk Consultants (ARC) Steady Growth Charity Index.

The composite benchmark will comprise:

Asset Class	Weight (%)	Index
UK equities	35.0	FTSE All-Share
Overseas equities	35.0	FTSE All-World (ex-UK)(£)
Property	5.0	FTSE UK Commercial Prop
Alternatives	5.0	3-month GBP LIBOR +2%
Fixed income	18.0	FT Brit Govt All Stocks
Cash	2.0	7-day LIBOR
Total portfolio	100.0	Composite of the above

RISK MANAGEMENT

The Risk Management Framework was re-designed in 2019/20. The new risk register for the Trust focuses on the following;

- Identification of principle risks which stop us or could support us to achieve the strategy of the organisation.
- Identification of the main causes behind the principle risks.
- Identification of our approach to risk and risk tolerance for each area. The risk tolerance is classified as either seeking, avoiding or maintaining a cautious approach to risk.
- Weighting risks based upon the severity of their impact over their likelihood.
- Risks are classified as either 'strategic', 'operational', 'financial' or 'compliance'.

Risk is managed through the Executive and Directors Team through the overarching Charity Risk Register. The register is reviewed at least monthly by this group. The Charity Risk Register is reviewed by the Board's Finance, Audit and Risk Committee at its quarterly meetings. The register is also provided to the full Board quarterly.

The review considers:

- principle risks to which the charity is exposed, and their causes.
- impact and probability associated with each risk.
- existing internal controls and mitigating actions to reduce each risk to a level within the charity's Risk Appetite.

The COVID-19 pandemic has had a significant impact on both the external and internal environment. From March 2020 the risks profile of the organisation has altered markedly. As the pandemic has moved out of the acute phase of crisis, the principle risks have not altered from our original assessment in March.

However, the risk management and internal control framework is now able to mitigate the risks more effectively. The risk register is under continual review due to the heightened level of risk in the external environment.

THE FRAMEWORK IS BASED ON THE FOLLOWING PRINCIPLES:

Comprehensive

All risks that may prevent the charity from fulfilling its objectives should be considered at all levels of the charity.

Integration

Risk management should be part of the routine management and governance activities of the charity.

Maximisation of value

Risk management should not be a 'bureaucratic add-on' to existing processes, rather it should enable existing processes and work to be enhanced.

Transparency

Risk management should involve assessment and control of risks to be undertaken in a transparent manner and clearly communicated.

Affordability

Systems and controls should be affordable, and be capable of implementation without significant additional investment.

PRINCIPAL RISKS AND UNCERTAINTIES

Principal Risk	Risk Management (internal controls and actions)
Diminishing political recognition of the importance of HIV and Sexual Health.	<ul style="list-style-type: none"> Proactive work with politicians and sector leaders and policy partners. Proactive and focused communication plan at all levels. Aligning key publications with COVID-19 impact and implications to ensure the relevance is recognised and maintained.
Financial sustainability.	<ul style="list-style-type: none"> Short, medium and long term financial planning is structured on prudent growth levels. Revised income generation strategy which is in line with changing economic conditions and which ensures return on investment is maximised. Proactive management of commissioner relationships to ensure future viability of contracts. Review of operational model to ensure it is viable within the financial framework. Proactive management of Pension Fund Liability and relationship with Pension Fund Trustees.
Delivering quality services.	<ul style="list-style-type: none"> Executive scrutiny of delivery to ensure quality services are being delivered in line with KPIs. Investing in staff to ensure they have the right skills and capabilities to meet the changing needs of the organisation. Supporting wellbeing of staff through an intense period of both external and internal change. Embedding a digital culture in the organisation which integrates digital delivery throughout the delivery of the strategy.
Maintaining a robust operational framework.	<ul style="list-style-type: none"> Maintaining investment in IT systems and processes. Ensuring the suitability of safeguarding training, policies and procedures, particularly through the COVID-19 crisis. Ensuring GDPR compliance throughout our work. Implementing change to ensure the board, management, staff and volunteers of the trust reflect the diversity of the communities we serve.

STRUCTURE, GOVERNANCE AND MANAGEMENT

Terrence Higgins Trust is a charitable company limited by guarantee, incorporated on 14 December 1983 (company registration number 1778149). Terrence Higgins Trust was registered as a charity in England and Wales on 26 January 1984 (registration number 288527) and with the Office of the Scottish Charity Regulator (OSCR) in January 2009 (registration number SC039986).

The Trustees of Terrence Higgins Trust are the charity's Trustees under charity law and the Directors of the charitable company. While the organisation is registered under the name The Terrence Higgins Trust, its working name is Terrence Higgins Trust (used throughout this Report).

Terrence Higgins Trust is governed by its Articles of Association. This document sets out the charity's objectives and the framework within which Terrence Higgins Trust must operate to achieve these. The Articles of Association are subject to approval by the Charity Commission and are regularly reviewed by Trustees to ensure they remain up to date.

A full review of Terrence Higgins Trust's governing documents took place in 2016 and as a result changes were approved at the Annual General Meeting (AGM) in December 2016. This included replacing the previous Memorandum and Articles of Association with one document. The Articles of Association were amended in July 2018 to increase the maximum number of Trustees from 12 to 15.

The charity has one active 100% owned subsidiary; Terrence Higgins Enterprises Limited, the activities of which are accounted for in Note 27. This company's principal activity is that of raising funds for the charity and its company registration number is 2242767. The company carries on trading activities for the benefit of Terrence Higgins Trust and is contracted to deliver some care contracts, the performance

of which is subcontracted to Terrence Higgins Trust. The company will continue to develop merchandising and fundraising events to raise funds for Terrence Higgins Trust.

Since the Charity Governance Code was launched on 13th July 2017, the Board has utilised the Code as a tool to support the Board to reflect upon its governance structures and consider the ways in which the Charity and its Trustees currently apply the Charity Governance Code's seven principles and recommended practice. The Board of Trustees formally adopted the Code in September 2017.

The Charity already meets a number of the Code's measures. These include clear and accountable Trustee term-limits within the Charity's Articles of Association which state no Trustee can serve more than three three-year terms, an explicit statement regarding the size of the charity's Board, which shall consist of a minimum of 6 and a maximum of 15 Trustees (the Board currently consists of 14 trustees). The Board has also just instigated a review and evaluation of Trustee performance which will include an external review every 3 years.

Whilst the Charity already applies a considerable number of the recommended practices relating to each of the code's seven principles through an action plan, the charity and its Trustees believe that constant review of its governance arrangements is required to further improve standards and increase its overall effectiveness as an organisation.

Our Advisory Board of experts provides independent advice to the charity, and supports the Chief Executive and the Trustees. The members provide expert and objective advice to the charity, challenging and scrutinising key issues in a supportive way. As it is not part of the formal governance of the charity, the Advisory Board can be independent and objective in its feedback.

TRUSTEES

Our Board of Trustees (Directors) is responsible for setting the overall strategy and direction of the charity, and for ensuring Terrence Higgins Trust uses its resources effectively in pursuit of its strategy.

The charity's Articles of Association provides for 15 Trustees, the majority of whom must be elected by the charity's members. Our Trustees are unpaid, are either elected or appointed and are drawn from a variety of backgrounds to ensure a balanced, skills-based Board. Our Articles provide for a mid-term vacancy on the Board to be filled by a co-opted Trustee, who holds office until the AGM following their appointment.

Trustees are:

- elected or appointed to the Board for three years at our Annual General Meeting (AGM)
- subject to re-election (or re-appointment)
- serve for a maximum nine-year term.

All Trustees undergo a formal induction to the charity, the content of which is reviewed annually and includes a mixture of formal training and visits to observe delivery of the charity's services and meetings with senior management.

The Board currently consists of 14 Trustees.

Trustees who served during the year are:

Jonathan McShane (Chair) ‡‡

Dr Bilal Ali ∞‡

Dr Jake Bayley ∞

Rt Hon. Ben Bradshaw MP

Ian Marshall ‡

Gordon Mundie ~

William Roberts (Deputy Chair) ~

Randeep Sidhu ∞‡

Dr Laura Waters ~

Dr Samantha Westrop ~‡

Ben Roberts ∞

Delroy Corinaldi ‡

Antonia Belcher ‡

Alexander Walsh – appointed December 2019

Key

‡ Finance and Risk Committee member

~ Quality and Governance Committee member

∞ Development and Enterprise Committee member

‡ Trustee Recruitment Committee member

Biographical information on the current Trustees can be found at: <https://www.tht.org.uk/our-work/about-our-charity/our-governance/our-trustees>

SUB-COMMITTEES

Trustees meet at least four times each year as a Board and attend two full-day strategy meetings. In addition to this, they are supported through the work of four committees which were reviewed during 2018 and revised to ensure they remain appropriate in supporting the board going forward:

- FARC, which is responsible for appointing the external auditors, reviewing Terrence Higgins Trust's accounts and financial controls, and reviewing the statements and actions on risk and internal controls.
- Development and Enterprise Committee, which oversees the development of organisational corporate development, commercial and business enterprise/innovation and planning functions.
- Quality and Governance Committee, which oversees service quality and organisational governance including safeguarding.
- Trustee Recruitment Committee, which oversees the recruitment of new Trustees. This includes: identifying which of the applicants meet the requirements of the Trustee specification; managing the application and interview process; and making recommendations to the Board of suitable candidates.

Membership of these committees is drawn from:

- Trustees
- Senior Management
- lay members.

Lay members are often specialists, who possess a particular expertise relevant to the work of the committee. During the year, Sue Baines, Tim Gutteridge, and Alex Lawrence-Archer served as lay members of the FARC. Christine Caitlin served as a lay member on Development and Enterprise.

As a result of the extraordinary and unprecedented circumstances that the charity now finds itself operating under as a result of the COVID-19 pandemic the Board of Trustees at their meeting on 26th March 2020 agreed to establish a new Chair's sub-group which will meet on a weekly basis with the CEO and other members of the Executive & Directors Team.

The Chair's sub-group will act as a reference point for the Board in the discharge of the Board's responsibilities during the COVID-19 pandemic to ensure that the organisation

continues to function appropriately and remains resilient.

The sub-group has the power to take urgent action on behalf of the Board of Trustees subject to this being reported to the Board of Trustees.

It has the following responsibilities:

- i. To monitor and review the emergency budget that the Board of Trustees approved at its 26th March 2020 meeting and take appropriate action to achieve this
- ii. To monitor and review the overall financial health of the organisation as a result of the impact of COVID-19 pandemic
- iii. To review the governance structures to ensure that, subject to government guidance, the organisation continues to adhere to its legal and charity responsibilities
- iv. To review on a weekly basis the updated business continuity plans and organisational risk register
- v. To monitor and review service quality in the light of how services are being delivered during the COVID-19 pandemic and support mitigation of the organisation's clinical and service risks as a result.

TRUSTEES' RESPONSIBILITIES

The Trustees are responsible for preparing the:

- Strategic Report
- Trustees' Report
- Financial Statements in accordance with applicable law and regulations.

Company law requires the Trustees to prepare Financial Statements for each financial year in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards) and applicable law.

Under company law the Trustees must not approve the Financial Statements unless they are satisfied that they give a true and fair view of the state of affairs of the charity and the group, and of the surplus or deficit of the group, for that period.

In preparing these Financial Statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently
- make judgements and accounting 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
- 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 ensuring that adequate accounting records are maintained that are sufficient to show and explain the charity's and the group's transactions and disclose with reasonable accuracy at any time the financial position of the charity and the group and enable them to ensure that the Financial Statements comply with the Companies Act 2006.

They are also responsible for safeguarding the assets of the charity and the group and ensuring their proper application in accordance with charity law, and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

So far as each of the Trustees at the time of the Report are aware there is no relevant information of which the auditors are unaware and they have taken all the steps they ought to have taken to make themselves aware of any relevant audit information and to establish the auditors are aware of that information.

HaysMacintyre LLP has indicated its willingness to be reappointed as statutory auditor.

This Annual Report of the Trustees, under the Charities Act 2011 and the Companies Act 2006, was approved by the Board of Trustees on 21 September 2020, including approving in their capacity as company directors the Strategic Report contained therein, and is signed as authorised on its behalf by:



Jonathan McShane
Chair, Board of Trustees

EXECUTIVE & DIRECTOR'S TEAM

The Executive & Director's Team works closely with the Board of Trustees to help turn the charity's vision and strategy into a reality.

They are responsible for the day-to-day management of the organisation. The Executive & Director's Team pay is approved by the Board of Trustees. In addition, we periodically carry out external pay benchmarking using market data to assess senior staff salaries.

The Executive Team that served during the year are:

Ian Green
Chief Executive

Dr Michael Brady
Medical Director

Dominic Edwardes
Executive Director of Digital & Communications

Rebecca Phillips
Executive Director of Transformation and Operations – left 29 February 2020

Faye Rodney
Director of Finance & Estates

James Beeby
Director of Income Generation

Liz Porter
Clinical Director

Peter Norgate
Director of People & IT

Adam Wilkinson
Director of Operations

Biographical information on the current Executive Team can be found at:

<https://www.tht.org.uk/our-work/about-our-charity/our-governance/our-executive>

VOLUNTEERS, EMPLOYEES AND SUPPORTERS

As an organisation founded by a group of committed friends who recruited volunteers to join the cause, a strong volunteer culture developed in the organisation that continues today.

Our incredible volunteers are the backbone of many of our services, which otherwise could not exist.

In 2019/20 we were lucky enough to have an average of nearly 158 volunteers per month working across England, Wales and Scotland. They undertook a variety of roles from fundraisers and receptionists, counsellors and trainers, office and retail assistants through to outreach workers.

Volunteers contributed more than 26,850 hours to Terrence Higgins Trust during this time, equivalent to almost 15 full-time employees.

Terrence Higgins Trust also relies on the work and commitment of its 231 paid staff, which includes 96 part-time staff. We continue our commitment to equal opportunities and to good staff relations.

Terrence Higgins Trust has an Equality and Diversity for Inclusion Policy, the stated aim of which is:

'to provide equality and diversity and fair treatment for all permanent, fixed term, part-time and full-time employees, volunteers and service users. Terrence Higgins Trust is opposed to all forms of unfair discrimination. To achieve this, Terrence Higgins Trust works within the legal obligations and in accordance with the relevant codes and practices relating to diversity and equality.'

It's important to us that staff at Terrence Higgins Trust are representative of the beneficiaries we serve. This year 12% of staff are living with HIV.

To engage and consult staff in a structured and effective manner, we have a Staff Forum with terms of reference and elected representatives.

Representatives are able to raise issues on behalf of their colleagues in the presence of the Chief Executive. In addition to this formal structure, we have an intranet, regular communications to all staff and WorkPlace. WorkPlace is Facebook for work and provides a space for staff across the organisation to share work developments, best practice and ideas.

All of our communication channels exist to encourage and empower our staff to share their news, learn from one another and celebrate achievements.



INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS AND TRUSTEES OF TERRENCE HIGGINS TRUST

OPINION

We have audited the financial statements of Terrence Higgins Trust for the year ended 31 March 2020 which comprise the Consolidated Statement of Financial Activities, the Consolidated and Charity Balance Sheets, the Consolidated Cash Flow Statement, and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including 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 of the parent charitable company's affairs as at 31 March 2020 and of the group's net movement in funds, including the 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 regulation 8 of the Charities Accounts (Scotland) Regulations 2006.

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 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.

RESPONSIBILITIES OF TRUSTEES FOR THE FINANCIAL STATEMENTS

As explained more fully in the trustees' responsibilities statement set out on page 41, the trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error,

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

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

CONCLUSIONS RELATING TO GOING CONCERN

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

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

OTHER INFORMATION

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

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

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

OPINIONS ON OTHER MATTERS PRESCRIBED BY THE COMPANIES ACT 2006

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

- the information given in the Trustees' Report (which includes the strategic report and the directors' 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 the light of the knowledge and understanding of the group and the parent charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the Trustees' Report (which incorporates the strategic report and the directors' report).

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

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

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, section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and 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, for our audit work, for this report, or for the opinions we have formed.



Anna Bennett

Senior Statutory Auditor

For and on behalf of Haysmacintyre LLP,
Statutory Auditors
3 November 2020

10 Queen Street Place
London
EC4R 1AG

NATIONAL HIV TESTING WEEK

16-22 NOVEMBER 2019

GIVE **HIV** THE FINGER

A finger-prick test is all it takes.

Terrence
HIGGINS
TRUST



IT
STARTS
WITH
ME

ORDER A FREE POSTAL TEST OR FIND WHERE TO TEST

StartsWithMe.org.uk



Produced by Terrence Higgins Trust for HIV PREVENTION ENGLAND.
Terrence Higgins Trust is a registered charity in England and Wales (reg. no. 288527)
and in Scotland (SC039986). Company reg.no. 1778149. Code: 0201007.

Photography by THOMAS KNIGHTS

REPORT AND FINANCIAL STATEMENTS

31 March 2020

THE TERENCE HIGGINS TRUST
CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES (incorporating an income and expenditure account)
For the year ended 31 March 2020

	Note	Unrestricted £'000	2020 Restricted £'000	Total £'000	Unrestricted £'000	2019 Restricted £'000	Total £'000
Income and endowments from:							
Donations and legacies	3	3,899	1,059	4,958	4,012	1,692	5,704
Other trading activities	4	723	-	723	751	-	751
Investments	5	244	6	250	142	-	142
Charitable activities							
Ending HIV transmission and improving sexual health	6	5,118	234	5,352	5,455	132	5,587
Empowering people to live well with HIV	6	546	-	546	633	-	633
Other	7	180		180	10,672	-	10,672
Total		10,710	1,299	12,009	21,665	1,824	23,489
Expenditure on:							
Raising funds	8	2,440	-	2,440	1,925	-	1,925
Charitable activities							
Ending HIV transmission and improving sexual health	9	6,636	258	6,894	7,645	636	8,281
Empowering people to live well with HIV	9	1,765	741	2,506	2,114	450	2,564
Amplifying the voices of people living with HIV	9	386	17	403	324	38	362
Total		11,227	1,016	12,243	12,008	1,124	13,132
Net gains/(losses) on investments	16	(883)	(36)	(919)	173	10	183
Net income/(expenditure)		(1,400)	247	(1,153)	9,830	710	10,540
Other recognised gains and losses							
Gains/(losses) on revaluation of fixed assets		(100)	-	(100)	(50)	-	(50)
Actuarial gains/(losses) on defined benefit pension schemes	13	163	-	163	(1,469)	-	(1,469)
Net movement in funds		(1,337)	247	(1,090)	8,311	710	9,021
Reconciliation of funds:							
Total funds brought forward	21	18,021	1,214	19,235	9,710	504	10,214
Total funds carried forward	21	16,684	1,461	18,145	18,021	1,214	19,235

The restricted funds column includes an endowment fund as follows: Opening balance of £267,000, net loss on the investment for the year of £32,000 and a closing balance of £235,000.

Movements in funds are disclosed in Note 21 to the financial statements.

The notes on pages 48-77 form part of these financial statements.

TERRENCE HIGGINS TRUST
CONSOLIDATED BALANCE SHEETS
As at 31 March 2020

		Group		Charity	
	Note	2020 £'000	2019 £'000	2020 £'000	2019 £'000
Fixed assets					
Intangible fixed assets	14	368	506	368	506
Tangible fixed assets	15	7,253	17	7,253	17
Investments	16	7,153	6,007	7,153	6,007
		14,774	6,530	14,774	6,530
Current assets					
Debtors	17	2,356	2,568	2,350	2,543
Cash held as short term deposits		5,169	7,588	5,162	7,501
Cash at bank and in hand		142	8,600	142	8,600
		7,667	18,756	7,654	18,644
Creditors: amounts due within 1 year	18	(1,419)	(2,913)	(1,683)	(3,196)
Net current assets		6,248	15,843	5,971	15,448
Total assets less current liabilities		21,022	22,373	20,745	21,978
Creditors: amounts falling due after 1 year	20	-	-	-	-
Net assets excluding pension liability		21,022	22,373	20,745	21,978
Pension liability	13	(2,877)	(3,138)	(2,877)	(3,138)
Net assets including pension liability		18,145	19,235	17,868	18,840
Funds					
Permanent endowment funds	21	236	267	235	267
Restricted funds	21	1,225	947	1,227	947
Total		1,461	1,214	1,462	1,214
Unrestricted funds					
General funds	21	10,783	12,264	10,783	12,264
Designated Funds	21	8,500	8,500	8,500	8,500
Subsidiary companies' non-charitable funds	21	278	395	-	-
Pension fund	21	(2,877)	(3,138)	(2,877)	(3,138)
Total unrestricted funds		16,684	18,021	16,406	17,626
Total funds		18,145	19,235	17,868	18,840

The Charity's net loss for the year was £1.1m (2019: gain of £9m)

The notes on pages 48 to 77 form part of these accounts.

The financial statements were approved and authorised for issue by the trustees on 21 September, 2020 and signed on their behalf by



Jonathan McShane - Chair

TERRENCE HIGGINS TRUST
CONSOLIDATED CASH FLOW STATEMENT
For the year ended 31 March 2020

	Note	2020 £'000	2019 £'000
Cash flows from operating activities:			
Net cash provided by (used in) operating activities	29	(1,574)	(894)
Cash flows from investing activities:			
Dividends, interest and rents from investments		(47)	122
Proceeds from the sale of property, plant and equipment		1	16,100
Purchase of property, plant and equipment		(7,257)	(7)
Purchase of investments		(2,000)	(116)
Net cash provided by (used in) investing activities		(10,877)	15,205
Cash flows from financing activities:			
Repayments of borrowing		-	(1,336)
Net cash provided by (used in) financing activities		-	(1,336)
Change in cash and cash equivalents in the reporting period		(10,877)	13,869
Cash equivalents at the beginning of the reporting period		16,188	2,319
Cash and cash equivalents at the end of the reporting period		5,311	16,188

1. Charity Information

The charity is a private limited company (registered number 1778149), which is incorporated and domiciled in the UK and is a public benefit entity. As at the 31st March 2020, the address of the registered office was 314-320 Gray's Inn Road, London WC1X 8DP.

2. Accounting policies

The principle accounting policies adopted and critical areas of judgements are as follows:

a) Basis of preparation

The accounts (financial statements) have been prepared in accordance with the Charities SORP (FRS102) applicable to charities preparing their accounts in accordance with FRS102, the Financial Reporting Standard applicable in the UK and Republic of Ireland, the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006, and UK Generally Accepted Practice as it applies from 1 January 2015.

Terrence Higgins Trust meets the definition of a public benefit entity under FRS 102.

Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy note.

The financial statements of Terrence Higgins Trust and its subsidiary company are consolidated, on a line-by-line basis, to produce the Group financial statements. The consolidated entity is referred to as 'the Group'. No separate Statement of Financial Activities has been presented for Terrence Higgins Trust as permitted by Section 408 of the Companies Act 2006. The charity has taken advantage of the exemptions in FRS 102 from the requirements to present a charity only Cash Flow Statement and certain disclosures about the charity's financial instruments.

b) Critical accounting judgements and key sources of estimation uncertainty

In the application of the charity's accounting policies, which are described in this note, Trustees are required to make judgements, estimates, and assumptions about the carrying values of assets and liabilities that are not readily apparent from other sources. The estimates and underlying assumptions are based on historical experience, and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an on-going basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects the current and future periods.

The key sources of estimation uncertainty that have a significant effect on the amounts recognised in the financial statements are described in the accounting policies and are summarised below:

- Dilapidation provision – The charity has provided for its possible liability in relation to its leasehold property which has been estimated and included in accruals in note 18.
- Pension liabilities – The charity recognises its liability to its defined benefit pension scheme which involves a number of estimations as disclosed in note 13.

c) Preparation of the accounts on a going concern

The charity reported a reserve position of £18.1m for the year (2019: £19.2m) on a group basis. The trustees are of the view that reserves and cash balances of the charity are sufficient and that on this basis the charity and group is a going concern.

d) Functional/Presentation currency

The functional currency of Terrence Higgins Trust and its subsidiary is pounds Sterling, because that is the currency of the primary economic environment in which the charity/group operates. The consolidated financial statements are also presented in pounds Sterling.

e) Income

Income is recognised in the period in which the Charity is entitled to its receipt, it is probable that it will be received, and the amount receivable can be measured reliably. Income is deferred only when the charity has to fulfil conditions before becoming entitled to it, or where the donor or funder has specified that the income is to be used in a future accounting period.

Legacies are included in the Statement of Financial Activities (SOFA) on the earlier of the date of receipt of finalised estate accounts, the date of payment, or where there is sufficient evidence to provide the necessary certainty that the legacy will be received, and the value is measurable with sufficient reliability.

f) Expenditure

Expenditure is recognised in the period in which it is incurred. Expenditure includes attributable VAT which cannot be recovered.

The SOFA headings comprise expenditure directly attributable to the activity. Where support costs (including finance, information technology, estates and human resources) cannot be directly attributed, they have been allocated to activities on a whole time equivalent basis.

Expenditure on raising funds comprise the direct costs of fundraising activities and a proportion of support costs.

g) Gifts in kind

Other than significant donated gifts-in-kind, no amounts are included in respect of the substantial contributions made by the many volunteers and volunteer organisations which provide various services and supplies free of charge. Where out of pocket travel and other expenses have been reimbursed to volunteers, these costs are included in the accounts.

Donated facilities and services are recognised as income if the charity would have otherwise purchased them and their value can be reliably measured. They are recognised at the value to the charity, which will often be the open market value. When the goods and services are consumed, an amount to the value of the income is recognised as expenditure. It is difficult to make a reliable estimate of the value of volunteer time and as such, this is not recognised in the accounts.

Lower value gifts that are donated for resale, usually in our Boutique, are recognised as income at the point at which they are sold.

Higher value gifts that are donated for resale, are recognised as income when they are received and held as stock on the balance sheet, where legal ownership has been transferred, until they are sold. They are recognised at fair value, being the expected sale proceeds less cost of sales.

h) Redundancy and termination costs

Redundancy and termination costs are recognised in the period in which they are incurred. Costs are considered to be incurred when staff have been formally notified of the decision to terminate their employment or accept their request for voluntary redundancy. Costs can include redundancy costs, contractual payment in lieu of notice (where applicable), and training costs, all in line with our Redundancy and Redeployment Policy; and in exceptional circumstances, settlement costs.

i) Pension costs

THT operates a defined benefit scheme for employees, which provides benefits to members on retirement and on death in service. The assets of the scheme are held and managed separately from those of the charity. Pension scheme assets are measured at fair value at each balance sheet date. Liabilities are measured on an actuarial basis. The net of these two figures is recognised as an asset or liability on the balance sheet. Any change in the asset or liability between the balance sheet dates is reflected in the Statement of Financial Activities as a recognised gain or loss for the period.

Current service costs relating to the defined benefit scheme are charged to the Statement of Financial Activities. Contributions to defined contribution schemes are charged to the Statement of Financial Activities in the year in which they are incurred.

j) **Tangible fixed assets**

Assets costing more than £1,000 are capitalised.

Tangible fixed assets are stated at their original cost (including any incidental expenses of acquisition such as surveyor's fees).

Depreciation, which reduces the value of tangible fixed assets over time, is calculated at the following annual rates in order to write off each asset over its estimated useful life:

Freehold buildings	2% on cost
Leasehold improvements	20% on cost (or over the life of the lease if shorter)
Fixtures and fittings	20% on cost
Motor vehicles	25% on cost

No depreciation is charged on freehold land.

k) **Intangible fixed assets**

Website development, databases and management information software costs have been capitalised within intangible assets as they can be identified with a specific project anticipated to produce future benefits. Once brought into use they will be amortised over the anticipated life of the benefits arising from the completed project as following:

Website development	25% on cost (or over the life of the project if shorter)
Management information	10% on cost
Databases and other software	25% on cost (or over the life of the project if shorter)

l) **Investments**

Shares are stated at market value at the balance sheet date. The SOFA includes realised gains and losses on investments sold in the year and unrealised gains and losses on the revaluation of investments.

Terrence Higgins Trust holds one investment property at a value of £1.3m. The Trustees have approved the valuation which is based upon an independent estate agent's market valuation. The original valuation of £1.5m was confirmed by three independent offers of purchase in excess of £1.5m. The loss on the asset in 2020 was in line with the significant fall in the market due to the Covid-19 pandemic.

m) **Financial instruments**

Terrence Higgins Trust 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 the present value of future cash flows (amortised cost). Financial assets held at amortised cost comprise cash at bank and in hand, short term cash deposits and the group's debtors excluding prepayments. Financial liabilities held at amortised cost comprise the group's short and long term creditors excluding deferred income and taxation payable. No discounting has been applied to these financial instruments on the basis that the periods over which amounts will be settled are such that any discounting would be immaterial.

Investments, including bonds and cash held as part of the investment portfolio, are held at fair value at the Balance Sheet date, with gains and losses being recognised within income and expenditure. Investments in subsidiary undertakings are held at cost less impairment.

At the balance sheet date the charity held financial assets at amortised cost of £5,618,000 (2019 £4,340,000) and Financial liabilities at amortised cost of £1,420,000 (2019 £2,913,000)

n) Provisions

Provisions are recognised when the Charity has a present legal, or constructive, obligation arising as a result of a past event; it is probable that an outflow of economic benefits will be required to settle the obligation; and a reliable estimate can be made. Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to the passage of time is recognised as an interest expense.

o) Leased assets

Rental costs relating to operating leases, where substantially all the benefits and risks of ownership remain with the lessor rather than with THT, are charged to the Statement of Financial Activities as incurred.

p) Fund accounting

Unrestricted funds (General Funds) are those available for use at the discretion of the Trustees in furtherance of the objectives of THT.

Designated funds comprise funds that are expendable, but which have been set aside by the Trustees for specific purposes.

Restricted funds are to be used for specific purposes as laid down by the donor. Expenditure which meets these criteria is charged to the fund, together with a fair allocation of support costs.

Capital funds consist of income permanently endowed by donors. Income from these funds is transferred to General Funds.

TERRENCE HIGGINS TRUST
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For the year ended 31 March 2020

3. Donations and Legacies

As at 31st March 2020	Unrestricted £'000	Restricted £'000	Total £'000
Corporate donations	219	287	506
Trust donations	230	91	321
National Lottery Communities Fund	-	679	679
Community fundraising	322	1	323
Individual donations	1,427	-	1,427
Legacies	1,701	1	1,702
Total donations and legacies	<u>3,899</u>	<u>1,059</u>	<u>4,958</u>

As at 31st March 2019	Unrestricted £'000	Restricted £'000	Total £'000
Corporate donations	110	324	434
Trust donations	79	1,080	1,159
National Lottery Communities Fund	-	250	250
Community fundraising	374	1	375
Individual donations	1,513	37	1,550
Legacies	1,936	-	1,936
Total donations and legacies	<u>4,012</u>	<u>1,692</u>	<u>5,704</u>

4. Other trading activities

	2020 £'000	2019 £'000
Fundraising events	480	351
Shop sales	83	92
Rental income from operating leases	160	295
Room hire and catering	-	6
Sponsorship, sales and cause related marketing	-	7
Total other trading activities	<u>723</u>	<u>751</u>

5. Investment income

	2020 £'000	2019 £'000
Investment income	211	133
Bank interest	39	9
Total investment income	<u>250</u>	<u>142</u>

TERRENCE HIGGINS TRUST
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For the year ended 31 March 2020

6. Income from charitable activities

As at 31st March 2020	Unrestricted £'000	Restricted £'000	Total £'000
Ending HIV transmission and improving sexual health			
Public Health England	1,200	43	1,243
Health authorities	381	-	381
Local authorities and other statutory bodies	<u>3,537</u>	<u>191</u>	<u>3,728</u>
Total Ending HIV transmission and improving sexual health	<u>5,118</u>	<u>234</u>	<u>5,352</u>
Empowering people to live well with HIV			
Health authorities	116	-	116
Local authorities and other statutory bodies	<u>430</u>	<u>-</u>	<u>430</u>
Total Empowering people to live well with HIV	<u>546</u>	<u>-</u>	<u>546</u>
Total income for charitable activities	<u>5,664</u>	<u>234</u>	<u>5,898</u>
As at 31st March 2019	Unrestricted £'000	Restricted £'000	Total £'000
Ending HIV transmission and improving sexual health			
Public Health England	1,204	46	1,250
Health authorities	381	-	381
Local authorities and other statutory bodies	<u>3,870</u>	<u>86</u>	<u>3,956</u>
Total Ending HIV transmission and improving sexual health	<u>5,455</u>	<u>132</u>	<u>5,587</u>
Empowering people to live well with HIV			
Health authorities	116	-	116
Local authorities and other statutory bodies	<u>517</u>	<u>-</u>	<u>517</u>
Total Empowering people to live well with HIV	<u>633</u>	<u>-</u>	<u>633</u>
Total	<u>6,088</u>	<u>132</u>	<u>6,220</u>

7. Other income

	2020 £'000	2019 £'000
Net Sale Proceeds on Property Disposal	1	10,319
Training and conferences	1	5
Counselling and therapy fees	34	80
Student placements	1	-
Other	<u>143</u>	<u>268</u>
Total other income	<u>180</u>	<u>10,672</u>

TERRENCE HIGGINS TRUST
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For the year ended 31 March 2020

8. Expenditure on raising funds

As at 31st March 2020	Cost of raising funds £'000	Fundraising & trading £'000	2020 £'000
Salaried staff costs	1,012	166	1,178
Non-salaried staff costs	38	11	49
Printing costs	205	35	240
Event costs	128	23	151
Other direct costs	459	71	530
Premises costs	47	8	55
Support costs (note 10)	227	10	237
Total	<u>2,116</u>	<u>324</u>	<u>2,440</u>

As at 31st March 2019	Cost of raising funds £'000	Fundraising & trading £'000	2019 £'000
Salaried staff costs	745	119	864
Non-salaried staff costs	15	3	18
Printing costs	203	36	239
Event costs	113	20	133
Other direct costs	257	41	298
Premises costs	43	8	51
Support costs (note 10)	305	17	322
Total	<u>1,681</u>	<u>244</u>	<u>1,925</u>

TERRENCE HIGGINS TRUST
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For the year ended 31 March 2020

9. Expenditure on charitable activities

	Ending HIV transmission and improving sexual health	Empowering people to live well with HIV	Amplifying the voices of people living with HIV	Total 2020
	£'000	£'000	£'000	£'000
Salaried staff costs	3,477	1,572	277	5,326
Non-salaried staff costs	39	24	18	81
Subcontractors and partners	595	9	7	611
Clinical supplies	202	6	-	208
Hardship grants	-	24	-	24
Website	34	7	2	43
Volunteer costs	12	14	1	27
Print and design costs	242	18	5	265
Condoms & materials	91	23	-	114
Event costs	92	19	2	113
Campaign/service advertising	423	29	7	459
Research & evaluation	(5)	80	1	76
Staff travel and subsistence	96	22	7	125
Other direct costs	417	190	37	644
Premises costs	417	152	1	570
Support costs (note 10)	763	317	38	1,118
Total	6,895	2,506	403	9,804

	Ending HIV transmission and improving sexual health	Empowering people to live well with HIV	Amplifying the voices of people living with HIV	Total 2019
	£'000	£'000	£'000	£'000
Salaried staff costs	3,898	1,486	244	5,628
Non-salaried staff costs	13	7	-	20
Subcontractors and partners	632	11	-	643
Clinical supplies	387	1	-	388
Hardship grants	-	51	-	51
Website	12	16	-	28
Volunteer costs	14	15	1	30
Print and design costs	233	14	4	251
Condoms & materials	95	14	-	109
Event costs	44	20	2	66
Campaign/service advertising	510	3	1	514
Research & evaluation	11	2	-	13
Staff travel and subsistence	114	25	9	148
Other direct costs	480	191	41	712
Premises costs	482	177	-	659
Support costs (note 10)	1,356	531	60	1,947
Total	8,281	2,564	362	11,207

TERRENCE HIGGINS TRUST
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For the year ended 31 March 2020

10. Support costs

	Ending HIV transmission and improving sexual health	Empowering people to live well with HIV	Amplifying the voices of people living with HIV	Fundraising & trading	Total 2020
	£'000	£'000	£'000	£'000	£'000
Salaried staff costs	434	180	22	135	771
Non salaried staff costs	18	7	1	5	31
Staff travel and subsistence	5	2	-	2	9
IT costs	241	101	12	75	429
Other direct costs	47	20	2	15	84
Premises costs	18	7	1	5	31
Total support costs	763	317	38	237	1,355

	Ending HIV transmission and improving sexual health	Empowering people to live well with HIV	Amplifying the voices of people living with HIV	Fundraising & trading	Total 2019
	£'000	£'000	£'000	£'000	£'000
Salaried staff costs	616	241	27	146	1,030
Non salaried staff costs	26	10	1	6	43
Staff travel and subsistence	7	2	-	2	11
IT costs	285	112	13	68	478
Other direct costs	394	155	18	94	661
Premises costs	28	11	1	6	46
Total support costs	1,356	531	60	322	2,269

Support costs include the cost of the Finance, Human Resources, IT, and Estates departments. Support costs are allocated to activities based on the number of whole time equivalent employees working within each activity.

11. Net income

This is stated after charging:	2020	2019
	£'000	£'000
Depreciation and amortisation	156	243
Rental costs relating to operating leases	374	306
Trustees' indemnity insurance	6	5
Auditors' remuneration: audit	26	27
Auditors' remuneration: pension	7	7
Actuarial fee for FRS 102 valuation	3	3

None of the Trustees received any remuneration from the Charity (2019: £nil). No trustees (2019: none) were reimbursed for travel expenses during the year. No catering costs for the committee and other meetings were incurred (2019: £nil). Travel and accommodation was booked and paid for directly by the charity for Trustees with total costs amounting to £2,115 (2019: £259). The auditors' remuneration stated above are exclusive of irrecoverable VAT which is an additional cost the the charity.

TERRENCE HIGGINS TRUST
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For the year ended 31 March 2020

Staff costs

Staff costs (paid staff, not including volunteers) were as follows:

	2020	2019
	£'000	£'000
Salaries and wages	6,258	6,370
Social security costs	608	623
Pension contributions	300	255
Agency staff	155	75
Redundancy costs	113	280
Total staff costs	<u>7,435</u>	<u>7,603</u>

Redundancy costs relate to members of staff in posts that have been made redundant because either changes to funding resulting in the services we provide being stopped or reduced, or because unfunded posts have been reduced through restructures that have been carried out to reduce the overheads of the Charity. At the 31st March 2020 £0 of redundancy payments were outstanding.

		2020	2019
	Notes	£'000	£'000
Staff costs are categorised as:			
Cost of raising funds	8	1,050	760
Fundraising trading	8	177	122
Ending HIV transmission and improving sexual health	9	3,516	3,911
Empowering people to live well with HIV	9	1,596	1,493
Amplifying the voices of people living with HIV	9	295	244
Support staff	10	801	1,073
Total staff costs		<u>7,435</u>	<u>7,603</u>

The average head count of staff employed during the year was as follows:

	2020	2019
	No.	No.
Salaried staff	<u>215</u>	<u>228</u>

The average weekly number of whole time equivalent employees during the year was as follows:

	2020	2019
	No.	No.
Salaried staff	174	186
Sessional staff	<u>15</u>	<u>11</u>
	<u>189</u>	<u>197</u>

The number of higher paid employees was:

	2020	2019
	No.	No.
£60,000 to £69,999	3	2
£70,000 to £79,999	1	2
£80,000 to £89,000	2	-
£90,000 to £99,000	-	-
£100,000 to £109,999	1	1

Of the higher paid employees, all received employer contributions totalling £38,793 (2019: £19,441) paid into a defined contribution pension scheme. The total benefits received by the Executive team during the year ending 31 March 2020 was £712,311 (2019: £379,880) with salaries ranging from £0 to £100,000 in the current year.

Staff pension

Terrence Higgins Trust operated a defined benefit pension scheme, Terrence Higgins Trust Pension Scheme ("the Scheme"), where benefits are based on each member's salary and pensionable service prior to leaving the scheme. The Scheme has been closed to new entrants for a number of years and existing members are no longer accruing defined benefits under the Scheme. Benefits receive statutory revaluation in deferment. Once in payment, pension increases are applied, the majority of which are linked to inflation (subject to floors and caps).

To replace the final salary scheme a Group Personal Pension Scheme was introduced. During the year ended 31st March 2020, THT contributed £279,628 (2019: £232,522) and employees contributed £245,807 (2019 £192,031).

Funding

The Scheme's assets are held completely separately from the Trust in a separate trust fund. The fund is looked after by the Pension Trustees on behalf of the members. The assets are invested to meet the benefits promised under the Scheme by a combination of investment returns and future contributions. Under the normal course of events, actuarial valuations are undertaken every three years to confirm whether the assets are expected to be sufficient to provide the benefits. If there is a shortfall, a recovery plan is put in place under which the Charity is required to pay additional contributions over a period of time agreed with the Trustees.

The last triennial actuarial valuation was at 31 July 2018, which indicated the Scheme had a shortfall. The charity agreed to pay deficit reduction contributions in line with the following schedule:

- February 2019 - A one off lump sum contribution of £1m.
- £14,378 per month from 1 August 2018 to 30 June 2025, increasing each subsequent 1 January in line with CPI (capped at 5% per pa);

A lump sum of £1m was paid on in February 2019 on the completion of the sale of the Gray's Inn Road property. This was in line with the recovery plan.

The next full valuation is due as at the 31st July 2021.

The accounting disclosures are based on different assumptions from the Scheme's funding assumptions. This is because:

- i. The funding and accounting valuations may be carried out at different dates and so are based on different market conditions;
- ii. The funding assumptions are determined by the Trustees who must include margins for prudence. The accounting assumptions are determined by the Charity's directors in accordance with accounting standards, which are different from funding regulations.

The FRS102 value placed on the pension benefit obligation has been determined by rolling forward from previous results, making adjustments to reflect benefits paid out of the Scheme, and for differences between the assumptions used at this year-end and the previous year-end.

As part of the funding discussions between the Charity and the Terrence Higgins Trust Pension Scheme, the Charity agreed to grant the Scheme Trustees security by way of a legal mortgage over two of its properties in respect of its liabilities under the scheme recovery plan.

TERRENCE HIGGINS TRUST
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For the year ended 31 March 2020

Staff pension (continued)

Effective Date	At 31/03/20	At 31/03/19
Principal Actuarial Assumptions		
Discount rate	2.60%	2.70%
Pension increases (RPI up to 5%)	2.70%	3.30%
Revaluation in deferment (CPI up to 5 %)	1.70%	2.20%
Mortality		
- Base Table	S2PXA YOB	S2PXA YOB
- Allowance for future improvements	CMI 2017 1.25%	CMI 2017 1.25%

Scheme's assets	2.60%	3.20%
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The expected return on assets is a weighted average of the assumed long-term returns for the various asset classes.

The major categories of assets as a proportion of total assets are as follows:

Equities	47%	61%
Bonds	24%	29%
Other (cash etc)	29%	10%

The actuarial gain on the Scheme's assets over the year to the review date was £163,000.

The assets do not include any investment in the Trust.

13. **Staff pension (continued)**

	31/03/20 £'000	31/03/19 £'000
Balance sheet position		
Present value of defined benefit obligation	(19,321)	(21,133)
Fair value of plan assets	16,444	17,995
Excess / (Deficit)	(2,877)	(3,138)
Net Defined Benefit Liability	<u>(2,877)</u>	<u>(3,138)</u>
Net assets available for benefits	<u>16,444</u>	<u>17,995</u>
Profit and loss		
Interest on net liability	(81)	(64)
Past service cost	-	-
	<u>(81)</u>	<u>(64)</u>
Actual return on plan assets	<u>(1,378)</u>	<u>821</u>
Other comprehensive income (OCI)		
Actual less expected return on plan assets	(1,862)	338
Experience gains and losses on	105	(1,050)
Change in assumptions	1,920	(757)
Actuarial gain / (loss) recognised in OCI	<u>163</u>	<u>(1,469)</u>

Changes in fair value of plan assets:

	31/03/20 £'000	31/03/19 £'000
Opening fair value of plan assets	17,995	16,169
Employer contributions	179	1,173
Benefit payments	(352)	(168)
Expected return on plan assets	484	483
Actuarial gains / (losses)	(1,862)	338
	<u>16,444</u>	<u>17,995</u>

Changes in present value of defined benefit obligation:

	31/03/20 £'000	31/03/19 £'000
Opening defined benefit obligation	21,133	18,947
Interest cost	565	547
Benefits paid	(352)	(168)
Actuarial losses / (gains)	(2,025)	1,807
Closing defined benefit obligation	<u>19,321</u>	<u>21,133</u>

TERRENCE HIGGINS TRUST
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For the year ended 31 March 2020

14. Intangible fixed assets - group and charity

	Website £'000	Software & systems £'000	Total £'000
As at 31st March 2020			
Cost			
At the start of the year	215	1,476	1,691
Additions in year	-	-	-
Disposals/write offs in year	-	(98)	(98)
Adjustments	38	-	38
At the end of the year	<u>253</u>	<u>1,378</u>	<u>1,631</u>
Amortisation			
At the start of the year	4	1,181	1,185
Charge for the year	11	127	138
Disposals/write offs in year	-	(60)	(60)
Adjustment	79	(79)	-
At the end of the year	<u>94</u>	<u>1,169</u>	<u>1,263</u>
Net book value			
At the end of the year	<u>159</u>	<u>209</u>	<u>368</u>
At the start of the year	<u>211</u>	<u>295</u>	<u>506</u>
As at 31st March 2019			
Cost			
At the start of the year	768	1,540	2,308
Additions in year	215	3	218
Disposals/write offs in year	(768)	(67)	(835)
At the end of the year	<u>215</u>	<u>1,476</u>	<u>1,691</u>
Amortisation			
At the start of the year	562	1,159	1,721
Charge for the year	43	89	132
Disposals/write offs in year	(601)	(67)	(668)
At the end of the year	<u>4</u>	<u>1,181</u>	<u>1,185</u>
Net book value			
At the end of the year	<u>211</u>	<u>295</u>	<u>506</u>
At the start of the year	<u>206</u>	<u>381</u>	<u>587</u>

15. **Tangible fixed assets - group and charity**

	Freehold property £'000	Leasehold improvements £'000	Fixtures & fittings £'000	Computer equipment £'000	Motor vehicles £'000	Total £'000
As at 31st March 2020						
Cost						
At the start of the year	-	57	233	342	10	642
Additions in year	7,128	-	-	129	-	7,257
Disposals/write offs in year	-	(55)	(223)	(231)	(10)	(519)
Reclassification/Revaluation	-	-	-	-	-	-
At the end of the year	7,128	2	10	240	-	7,380
Depreciation and impairment provisions						
At the start of the year	-	55	229	331	10	625
Charge for the year	-	-	-	18	-	18
Disposals/write offs in year	-	(55)	(219)	(232)	(10)	(516)
Reclassification/Revaluation	-	-	-	-	-	-
At the end of the year	-	-	10	117	-	127
Net book value						
At the end of the year	7,128	2	-	123	-	7,253
At the start of the year	-	2	4	11	-	17

	Freehold property £'000	Leasehold improvements £'000	Fixtures & fittings £'000	Computer equipment £'000	Motor vehicles £'000	Total £'000
As at 31st March 2019						
Cost						
At the start of the year	6,611	89	475	529	48	7,752
Additions in year	-	2	5	-	-	7
Disposals/write offs in year	(6,611)	(34)	(247)	(187)	(38)	(7,117)
Reclassification/Revaluation	-	-	-	-	-	-
At the end of the year	-	57	233	342	10	642
Depreciation and impairment provisions						
At the start of the year	925	64	464	486	48	1,987
Charge for the year	65	11	5	30	-	111
Disposals/write offs in year	(990)	(20)	(240)	(185)	(38)	(1,473)
Reclassification/Revaluation	-	-	-	-	-	-
At the end of the year	-	55	229	331	10	625
Net book value						
At the end of the year	-	2	4	11	-	17
At the start of the year	5,686	25	11	43	-	5,765

From the beginning of March 2017 one of the Charity's freehold properties, located at 14-15 Lower Marsh London, was surplus to operational requirements. It was marketed for commercial letting and is being leased to a number of tenants. As a result, the property is classified within investments.

Details of charges over properties are given in note 23.

16. Fixed asset investments - group and charity

As at 31st March 2020	Investment Property £'000	Investment Fund £'000	Endowment Fund £'000	2020 £'000
Market value at the start of the year	1,400	4,340	267	6,007
Reclassification		10		10
Additions		2,151	6	2,157
Withdrawals			(6)	(6)
Management fees		(30)	(1)	(31)
Unrealised gain/(loss)	(100)	(854)	(30)	(984)
Market value at the end of the year	<u>1,300</u>	<u>5,617</u>	<u>236</u>	<u>7,153</u>
Historic cost at the end of the year	<u>1,500</u>	<u>3,786</u>	<u>243</u>	<u>5,529</u>
Unrealised investment gain based on historical cost	<u>(200)</u>	<u>1,831</u>	<u>(7)</u>	<u>1,624</u>

Fixed asset investments comprise an endowment fund and an unrestricted investments. The endowment fund at £0.24m, and £5.6m of the unrestricted investments are managed by Rathbone's and invested as detailed in the split below. The investment property, at the value of £1.3m, is a decommissioned operating unit which is now being marketed commercially. For details of investments held by the Charity in subsidiary undertakings see note 26.

The major categories of assets as a proportion of total assets are as follows for unrestricted funds:

	2020	2019
UK Equities	35.4%	36.1%
Overseas Equities	35.7%	39.0%
Cash	3.7%	1.5%
Alternatives	16.3%	14.5%
Fixed Interest	8.9%	8.8%

As at 31st March 2019	Investment Property £'000	Investment Fund £'000	Endowment Fund £'000	2019 £'000
Market value at the start of the year	1,450	4,081	257	5,788
Reclassification				-
Additions		116	7	123
Withdrawals			(7)	(7)
Management fees		(30)	(2)	(32)
Unrealised gain/(loss)	(50)	173	12	135
Market value at the end of the year	<u>1,400</u>	<u>4,340</u>	<u>267</u>	<u>6,007</u>
Historic cost at the end of the year	<u>1,500</u>	<u>3,786</u>	<u>243</u>	<u>5,529</u>
Unrealised investment gain based on historical cost	<u>(100)</u>	<u>554</u>	<u>24</u>	<u>478</u>

17. Debtors

	Group		Charity	
	2020 £'000	2019 £'000	2020 £'000	2019 £'000
Grant and contract funding receivable and similar debtors	1,080	1,778	1,080	1,764
Other debtors	94	324	93	324
Social security, pension contributions and other taxes	398	-	398	-
Amounts due from subsidiary undertakings	-	-	-	-
Prepayments	195	243	195	243
Accrued income	589	223	583	212
Total debtors	<u>2,356</u>	<u>2,568</u>	<u>2,350</u>	<u>2,542</u>

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18. Creditors: amounts due within 1 year

	Group		Charity	
	2020	2019	2020	2019
	£'000	£'000	£'000	£'000
Loan repayable (note 20)	-	-	-	-
Trade creditors	68	357	68	357
Social security, pension contributions and other taxes	361	1,043	361	1,043
Other creditors	48	65	17	22
Accruals	848	1,066	850	1,066
Amount owed by subsidiary undertaking	-	-	295	334
Deferred income (note 19)	94	382	94	374
	<u>1,419</u>	<u>2,913</u>	<u>1,685</u>	<u>3,196</u>
Total creditors due within 1 year				

19. Deferred income reconciliation

	At 1 April 2019 £'000	Released to income £'000	Deferred during the year £'000	At 31 March 2020 £'000
Donations and legacies	312	(312)	36	36
Charitable activities	61	(61)	49	49
Other income	8	-	-	8
	<u>381</u>	<u>(373)</u>	<u>85</u>	<u>93</u>

Income is deferred when cash is received in advance of the charity being entitled to it, for example when funding is given a specific future date or for a specific activity that hasn't yet been performed.

	At 1 April 2018 £'000	Released to income £'000	Deferred during the year £'000	At 31 March 2019 £'000
Donations and legacies	446	(446)	313	313
Charitable activities	161	(161)	61	61
Other income	22	(22)	8	8
	<u>629</u>	<u>(629)</u>	<u>382</u>	<u>382</u>

20. Creditors: amounts due after 1 year

	Group		Charity	
	2020	2019	2020	2019
	£'000	£'000	£'000	£'000
Creditors	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>

21. Movements in funds

As at 31st March 2020

	Opening balance £'000	Income £'000	Expenditure £'000	Other movement in funds £'000	At the end of March 2020 £'000
Unrestricted funds:					
General fund	12,659	10,710	(11,325)	(983)	11,061
Designated Fund	8,500	-	-	-	8,500
Pension fund	(3,138)	-	98	163	(2,877)
Total unrestricted funds	18,021	10,710	(11,227)	(820)	16,684
Restricted funds:					
American Express	13	128	(56)	-	85
Anglo American African Health Promotion Faith and Communities Project	1	-	(1)	-	-
Anglo American Group Foundation	13	-	(13)	-	-
Barclays Spectrum: Work positive	86	-	(86)	-	-
CHAFAA	-	45	(45)	-	-
City Bridge Trust	-	26	(26)	-	-
Comic Relief: SWISH	5	-	(5)	-	-
ECDC	-	22	(12)	-	10
Elton John AIDS Foundation: Online counselling	-	65	(6)	-	59
Gilead: Can't Pass it on Campaigns	-	29	(23)	-	6
Gilead: HIV live!	-	32	(32)	-	-
Hardship legacies	10	-	(10)	-	-
Intuit	-	22	(17)	-	5
MAC: Positive voices	-	51	(6)	-	45
MacFarlane Trust	803	-	(109)	-	694
MyLotto	-	7	(1)	-	6
NLCF: Beneficiary programme	-	444	(256)	-	188
NLCF: Peer support Scotland	-	236	(158)	-	78
PHE: Their story your choice	-	43	(19)	-	24
Reward Gateway: Work Positive	-	40	(40)	-	-
Other Restricted Funds	16	103	(94)	-	25
Restricted income funds	947	1,293	(1,015)	-	1,225
Permanent endowment	267	6	(1)	(36)	236
Total restricted funds	1,214	1,299	(1,016)	(36)	1,461
Total funds	19,235	12,009	(12,243)	(856)	18,145

21. Movements in funds

As at 31st March 2019

	Opening balance £'000	Income £'000	Expenditure £'000	Other movement in funds £'000	At the end of March 2019 £'000
Unrestricted funds:					
General fund	12,488	21,665	(13,117)	(8,377)	12,659
Designated Fund	-	-	-	8,500	8,500
Pension fund	(2,778)		1,109	(1,469)	(3,138)
Total unrestricted funds	9,710	21,665	(12,008)	(1,346)	18,021
Restricted funds:					
American Express	13	63	(63)	-	13
Anglo American African Health Promotion Faith and Communities F	1	-	-	-	1
Anglo American Group Foundation	13	-	-	-	13
Barclays Spectrum - Work Positive Project	121	85	(120)	-	86
BLF Champions of Change (African HP Midlands)	-	101	(101)	-	-
BLF Peer Support Scotland	-	130	(130)	-	-
BLF Generous Leadership Programme	-	8	(8)	-	-
BLF Beneficiary Programme	-	11	(11)	-	-
CHAFEA - EMIS European MSM Survey & Training Esticom	-	25	(25)	-	-
City Bridge Trust Young People's Counselling	-	49	(49)	-	-
Comic Relief:SWISH	5	-	-	-	5
Comic Relief - BAME Stigma Digital Outreach Programme	-	79	(79)	-	-
ECDC -Developing European HIV & STI Testing Directory	-	5	(5)	-	-
Elton John AIDS Foundation - PrEP	-	108	(108)	-	-
Gilead BAME MSN Outreach	-	31	(31)	-	-
Gilead - BAME & MSM Can't Pass it on Campaigns	-	36	(36)	-	-
Hardship Legacy	78	-	(68)	-	10
MAC - Positive Voices	-	36	(36)	-	-
MAD Trust Wales Policy	-	2	(2)	-	-
Macfarlane Trust	-	841	(38)	-	803
Soho Estates - MSM Outreach Project	-	25	(25)	-	-
Tesco LGBTQ Healthy Relationships	-	1	(1)	-	-
Viiv Healthcare Groupwork Peer Support	-	11	(11)	-	-
PHE Innovation Fund - PrEP	-	46	(46)	-	-
PHE Innovation Pilot self- testing Black & African Communities	-	56	(56)	-	-
THT Self-Testing Programme	-	37	(37)	-	-
Other Restricted Funds	16	38	(38)	-	16
Restricted income funds	247	1,824	(1,124)	-	947
Permanent endowment	257	10	-	-	267
Total restricted funds	504	1,834	(1,124)	-	1,214
Total funds	10,214	23,499	(13,132)	(1,346)	19,235

21. Movement in funds (continued)

Unrestricted funds are funds that the Trustees are free to spend on any charitable activities.

Designated funds are funds allocated to the purchase of a new London office; a purchase completed in December 2019/20. The building is currently being fitted out with internal infrastructure. Due to the impact of COVID-19 the building will not be ready for full occupation and usage until 1st October 2020.

The pension fund represents the value of the defined benefit scheme at 31st March 2020. This fund is held separately from the Charity and is not available for distribution on charitable activities.

Permanent endowment

A legacy was received in 1994/95 which the donor specified should be held as a permanent endowment. This was invested in Common Investment Funds but transferred in the 2016/2017 financial year to Rathbone's. Any income from this endowment is included in the unrestricted funds but losses or gains on the investment, arising from changes in market value, are included in the endowment fund.

Restricted funds

Restricted funds relate to statutory grants and voluntary income received towards the charity's activities where their use is restricted by the conditions imposed by the grantors or donors. The majority of restricted income is spent in the same year that it is received. A description of our material restricted funds is given below:

American Express: Volunteer training programme

Supports the infrastructure of the volunteer programme in London and Brighton. The partnership helps to improve volunteer management systems to recruit, train and retrain volunteers.

Anglo American: Group Foundation

African health promotion.

Anglo American: African health promotion, faith and communities project

An innovative project focussed on engaging African faith and community leaders, across the UK, to provide the congregations of churches, mosques, and other community groups, with the opportunity to test for and learn about HIV within their community.

Barclay's Spectrum: Work positive

Peer mentoring, support and training for people with HIV to access employment opportunities.

The National Community Lottery Fund: Champions for change

An intergenerational project engaging with African communities who are infected with or affected by HIV across the Midlands.

CHAFEA

Creating a training programme for community healthcare workers to improve their work with MSM in Europe.

City Bridge Trust: Young People's Counselling Services

For young people in London.

21. **Movement in funds (continued)**

Comic Relief

BAME stigma digital outreach programme.

Comic Relief: SWISH

Vital support service for sex workers.

ECD: Test finder

To co-ordinate the development & promotion of the European test finder online tool in countries within WHO & European regions.

EJAF: Online counselling

EJAF: PrEP

Supporting THT working with IwantPrEPNow and Prepster to promote improved knowledge around PrEP.

Gilead BAME MSN Outreach

A 'deliver and learn' project focussing on reaching black and minority ethnic men who have sex with men with HIV prevention information and support.

Gilead: BAME & MSN can't pass it on campaigns

Terrence Higgins Trust's successful campaign Can't Pass It On, explains that people on effective treatment can not pass on the virus.

Gilead: HIV live!

Sharing information about growing older with HIV.

Intuit

Policy research project funded by a University.

MAC AIDS Fund: Positive voices

Positive Voices is a project where people living with HIV go into schools, colleges and universities to tell their stories and talk about HIV. The project presents a unique opportunity to improve sexual health while directly addressing HIV stigma amongst the younger generation.

MacFarlane Trust

As part of a deed of gift on the closure of the MacFarlane Trust the assets of the organisation were donated to the Terrence Higgins Trust. Under the Deed of Gift the funds are for services supporting the beneficiaries that the MacFarlane Trust was set up to work with.

MAD Trust: Wales policy

To support the Policy post in wales.

MyLotto

Digital service delivery access online of the work positive program.

The National Lottery Communities Fund: Peer support Scotland

This is a new kind of service for people living with Hepatitis C and / or HIV. Our expert team of Living Well Specialists support and offer advice on issues around both conditions, through one-to-one mentoring, group activities and learning workshops.

21. **Movement in funds (continued)**

The National Lottery Communities Fund: Beneficiary programme

This will deliver a three year programme that will improve the way the organisation works with our diverse beneficiaries to ensure that what we do, and the services we provide, better meet their needs, and involve them more in designing, delivering and evaluating them. The programme is operating from three key geographical areas: London, Brighton, and the East of

The National Lottery Communities Fund: Generous leadership programme

Defining generous leadership and identifying HR-related examples of best practice.

PHE Innovation Fund: Pilot: self-testing in Black African communities

Enhanced promotion, and 'click and collect' delivery option, for Terrence Higgins Trust's online HIV self testing service for black African people in England.

PHE: Their story your choice

Using interactive film to promote HIV awareness and treatment, and fight stigma amongst BAME communities.

Reward Gateway: Work positive

Peer mentoring, support, and training for people with HIV to access employment opportunities.

Soho Estates: MSN outreach

A project to provide a community outreach service which will support the health of residents and those involved in the area's night time economy.

Tesco: LGBTQ healthy relationships

Funding LGBTQ events.

Viiv Healthcare: Groupwork peer support

Involving peers in the service delivery of Groupwork.

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22. Analysis of group net assets between funds

As at 31st March 2020

	Intangible and Tangible Fixed Assets	Investments	Net current assets	Long-term liabilities	Total funds 2020
	£'000	£'000	£'000	£'000	£'000
General Funds	7,621	6,917	4,745	(2,877)	16,406
Subsidiary company	-	-	278	-	278
Total unrestricted funds	<u>7,621</u>	<u>6,917</u>	<u>5,023</u>	<u>(2,877)</u>	<u>16,684</u>
Restricted funds	-		1,225	-	1,225
Permanent endowment	-	236	-	-	236
Total restricted funds	<u>-</u>	<u>236</u>	<u>1,225</u>	<u>-</u>	<u>1,461</u>
Total funds	<u><u>7,621</u></u>	<u><u>7,153</u></u>	<u><u>6,248</u></u>	<u><u>(2,877)</u></u>	<u><u>18,145</u></u>

Prior year comparative

As at 31st March 2019

	Intangible and Tangible Fixed Assets	Investments	Net current assets	Long-term liabilities	Total funds 2019
	£'000	£'000	£'000	£'000	£'000
General Funds	523	5,740	14,501	(3,138)	17,626
Subsidiary company	-	-	395	-	395
Total unrestricted funds	<u>523</u>	<u>5,740</u>	<u>14,896</u>	<u>(3,138)</u>	<u>18,021</u>
Restricted funds	-		947	-	947
Permanent endowment	-	267	-	-	267
Total restricted funds	<u>-</u>	<u>267</u>	<u>947</u>	<u>-</u>	<u>1,214</u>
Total funds	<u><u>523</u></u>	<u><u>6,007</u></u>	<u><u>15,843</u></u>	<u><u>(3,138)</u></u>	<u><u>19,235</u></u>

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23. Lease commitments

As a lessee, the charity had future minimum commitments at the year end under non-cancellable operating leases as follows:

	2020 £'000	2019 £'000
Not later than 1 year	66	91
Later than one year and not later than 5 years	-	135
Later than 5 years	-	-
	<u>66</u>	<u>226</u>

As a lessor, the charity had future minimum rental income at the year end under non-cancellable operating leases as follows:

	2020 £'000	2019 £'000
Not later than 1 year	59	139
Later than one year and not later than 5 years	57	25
Later than 5 years	-	-
	<u>116</u>	<u>164</u>

24. Legacies Receivable

At the year end the Charity had been notified of an estimated £2.6m (2019: £1.1m) of residual legacies, expected to be received by the Charity over a number of accounting periods. These mainly comprise: shares in properties, and investments held in trusts. They have not been recognised as income by the Charity as we have been unable to form a reliable estimate of the amounts the Charity is entitled to.

25. Taxation

No corporation tax has been provided in these accounts because, as a registered charity, THT is entitled to the exemptions granted by sections 466 to 493 Corporation Tax Act 2010 .

THT is a partially exempt business, which means it can only reclaim a small proportion of the Value Added Tax (VAT) it incurs on expenses. The amount of irrecoverable VAT suffered by THT on its expenditure during the year was £942,059 (2019: £290,793). The material increase in 2019/20 was due to a new property purchase.

26. Subsidiary companies

The Charity has investments costing £100 (2019: £100) in two companies (2019: 2). The shareholding comprises ordinary shares. Details of the subsidiary companies at 31st March 2020, which were incorporated in England and Wales and are wholly owned or controlled directly by THT, are set out below:

Subsidiary companies	Activity
Terrence Higgins Enterprises Limited	Fundraising
Crusaid Limited	Dormant

Summary accounts for Terrence Higgins Enterprises Limited are shown in note 27.

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27. Terrence Higgins Enterprises Limited

	2020 £'000	2019 £'000
Profit and loss account		
Turnover	277	397
Cost of sales	(2)	(6)
Administrative expenses	(2)	(2)
Profit on trading activities	<u>273</u>	<u>389</u>
Interest	<u>-</u>	<u>-</u>
Profit for the financial year	273	389
Profit donated through gift aid	<u>-</u>	<u>-</u>
Profit for the financial year after gift aid	273	389
Retained profit brought forward	<u>6</u>	<u>6</u>
Retained profit carried forward	<u><u>279</u></u>	<u><u>395</u></u>
Balance sheet		
Cash	8	87
Debtors	7	27
Amounts from parent undertaking	295	334
Other creditors	<u>(31)</u>	<u>(53)</u>
Net assets	<u><u>279</u></u>	<u><u>395</u></u>
Net assets	<u>279</u>	<u>395</u>
Share Capital	-	-
Retained profits	<u>279</u>	<u>395</u>
Capital and Reserves	279	395

28. Related party transactions

There were no material related party transactions during the year other than the transactions with the subsidiary company, Terrence Higgins Enterprise Limited, and donations from Trustees that are described below (2018: none).

In 2020 the charity did not charge Terrence Higgins Enterprise Limited for any management fees (2019: none).

In 2020 Terrence Higgins Enterprise Limited did not subcontract the provision of any long term condition management services to the charity (2019: none).

All profits made by Terrence Higgins Enterprise Limited will be gifted to the charity, the profits in 2020 of £278,000 will be transferred under member resolution in 2019. (2019: £395,000).

During the year Trustees have made donations to the Charity with a total value of £3,256 (2019: £3,217). No conditions were attached to these donations.

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29. Notes to the consolidated cash flow statement

(a) Reconciliation of net (expenditure)/income to net cash flow from operating activities

	2020 £'000	2019 £'000
Net (expenditure) / income for the reporting period (as per the Statement of Financial Activities)	(1,153)	10,540
Adjustments for:		
Net (gain) / loss on investments	910	183
Pension adjustment	(98)	(1,109)
Additional Pension Contribution	-	1,000
Investment income	(157)	(133)
Bank interest received	(39)	(9)
Interest paid	86	20
Depreciation and amortisation charge	156	243
Gain on disposal of fixed assets	3	(10,508)
(Increase) / decrease in debtors	211	(577)
(Increase) / decrease in stock	-	-
(Decrease) / increase in creditors	(1,494)	(544)
Net cash provided by (used in) operating activities	<u>(1,575)</u>	<u>(894)</u>

(b) Analysis of cash and cash equivalents

	2020 £'000	2019 £'000
Cash held at bank and in hand	142	8,600
Liquid resources - cash held on short term deposits	<u>5,169</u>	<u>7,588</u>
	5,311	16,188
Mortgages due within one year	-	-
Mortgages due after one year	<u>-</u>	<u>-</u>
Total	<u>5,311</u>	<u>16,188</u>

TERRENCE HIGGINS TRUST
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30. Terrence Higgins Trust Scotland

This is a summary of the activities of the Terrence Higgins Trust in Scotland.

As at 31st March 2020	Unrestricted £'000	Restricted £'000	2020 Total £'000
Income:			
Donations and Legacies	9	236	245
Charitable Activities			
Statutory income for charitable activities	319	-	319
Other incoming resources from charitable	2	-	2
Total	330	236	566
Expenditure on:			
Charitable expenditure			
Clinical	-	-	-
Health Improvement	277	-	277
Long Term Condition Management	11	158	169
Premises	142	-	142
Support Costs	-	-	-
Total	430	158	588
Net income (expenditure)	(100)	78	(22)

As at 31st March 2019	Unrestricted £'000	Restricted £'000	2019 Total £'000
Income:			
Donations and Legacies	2	131	133
Charitable Activities			
Statutory income for charitable activities	329	-	329
Other incoming resources from charitable activities	-	-	-
Total	331	131	462
Expenditure on:			
Charitable expenditure			
Clinical	-	(2)	(2)
Health Improvement	303	-	303
Long Term Condition Management	3	130	133
Premises	117	-	117
Support Costs	-	-	-
Total	423	128	551
Net income (expenditure)	(92)	3	(89)

GLOSSARY

AIDS:

'acquired immune deficiency syndrome' — (also known as 'late-stage' or 'advanced' HIV infection) is a term used to describe the point where your immune system is so badly damaged by HIV that it can no longer protect you from 'opportunistic infections'. HIV can lead to AIDS without early diagnosis and treatment but having HIV does not mean that you have or will develop AIDS.

BAME:

Black, Asian and Minority Ethnic.

BHIVA:

British HIV Association

Bold Ambitions:

Terrence Higgins Trust's current strategy (2016-2021).

C-Card:

also known as 'Condom Card', a membership scheme to provide free condoms to under 25s.

Chlamydia:

a bacterial sexually transmitted infection (STI), often symptom free but left untreated can cause serious problems in men and women. Chlamydia can be easily treated with antibiotics.

Gonorrhoea:

a bacterial STI which lives in warm, moist parts of the body, such as the throat, rectum, penis and vagina. If left untreated, gonorrhoea can cause infertility in men and women. Gonorrhoea is treated with a course of antibiotics.

HIV:

'human immunodeficiency virus' – a virus which weakens your immune system. Over time, without treatment, illnesses and infections it would normally fight off will be able to enter your body and take hold more easily. HIV medicines (known as 'antiretrovirals') keep HIV under control. If you are diagnosed early and start treatment, your immune system is less likely to get damaged. After being diagnosed with HIV most people are able to continue their lives without many alterations and live a normal lifespan.

HPE:

HIV Prevention England, the Public Health England-funded HIV prevention programme run by Terrence Higgins Trust across England.

HPV:

human papilloma virus is the name for a group of contagious viruses that affect the skin and membranes of the body, which can cause genital warts and cervical cancer.

LGBT:

lesbian, gay, bisexual and trans.

MSM:

men who have sex with men.

myHIV:

Terrence Higgins Trust's online support resource, including peer-mentored support forum, advice and counselling: www.myhiv.org.uk

NHTW:

National HIV Testing Week, an annual campaign

PARTNER study:

an international study which looked at 888 gay and straight couples (and 58,000 sex acts) where one partner was HIV positive and on effective treatment and one was HIV negative. Results found that where the HIV positive partner had an undetectable viral load, there were no cases of HIV transmission whether they had anal or vaginal sex without a condom.

PARTNER2 study:

The PARTNER 2 study looked just at gay men and also reported zero transmissions after looking at almost 800 gay couples and 77,000 sex acts without condoms in serodifferent couples where the HIV positive partner is using HIV treatment.

PEP:

post-exposure prophylaxis. A course of medication that someone takes shortly after possible exposure to HIV (following assessment by a doctor), to reduce the possibility of contracting HIV.

PHE:

Public Health England, an executive agency, sponsored by the Department of Health that exists to protect and improve the nation's health and wellbeing, and reduce health inequalities.

PLWHIV:

people living with HIV.

Postal testing:

HIV testing by post, where a finger-prick blood sample is taken at home and sent to the laboratory. Results are given by text message or telephone call.

PrEP:

pre-exposure prophylaxis. A course of HIV medication taken by an HIV negative person (at risk of HIV), prior to potential HIV exposure, to prevent HIV transmission.

Self test:

HIV tests that can be taken at home (or anywhere), that give you your results back in around 15 minutes.

RSE:

Relationships & Sex Education, previously referred to as SRE (sex and relationships education) or PSHE (personal, social, health and economic education).

STI:

sexually transmitted infections are infections you can pick up and pass on during sex. STIs can be caused by one of three things: bacteria, viruses or parasites. Some STIs can cause symptoms within days, others may not show any symptoms and can only be detected by sexual health screening.

THT Direct:

Terrence Higgins Trust's free helpline, providing advice and support on issues around HIV and sexual health. THT Direct can be contacted on 0808 802 1221 — it is free from landlines and mobiles. Calls will not show up on any phone bill.

Undetectable viral load:

an 'undetectable' viral load does not mean there is no HIV present — HIV is still there but in levels too low for the laboratory test to pick up. Different laboratories may have different cut off points when classifying an undetectable viral load, however most clinics in the UK classify undetectable as being below 20 copies/ml.

U=U:

'Undetectable equals untransmittable', the message to explain what was proven by the PARTNER study, and which is the backbone to the *Can't Pass It On* campaign.

Viral load:

the amount of HIV particles (copies) in a millilitre (ml) of blood – eg, 100 copies/ml.

World AIDS Day (WAD):

1 December — a day for people across the world to unite in support of the fight against HIV.

THANK YOU



Our supporters are the reason we can continue our vital work. We would like to thank each individual and organisation that extended their hand of support throughout the year, and to everyone who wore their red ribbon with pride.

We particularly want to thank every one of you who supports us regularly, or remembered us in a will.

WE WOULD TO LIKE TO GIVE SPECIAL THANKS TO:

- American Express Foundation
- Annandale Charitable Trust
- Annual Bowie Fan Event
- Barclays
- Binham Pride
- BLF Scotland
- Brit Insurance
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- Entertainers and the Fastlove tour
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- The Auction 2019 and 2020 Committee
- The Auction Lot donors and event supporters
- The Supper Club 2019 Committee
- The Supper Club restaurant donors and event supporters
- Transport For London
- University of Wolverhampton Students Union
- QX Magazine and the Drag Roast team
- ViiV



We couldn't do it without you. From all of us, but most importantly, on behalf of all people living with HIV, and those who are benefitting from better information about HIV and sexual health – thank you.

James Beeby,

Director of Income Generation, Terrence Higgins Trust

A SPECIAL THANK YOU ALSO TO:

- Aneurin Bevan University Health Board
- Ayrshire & Arran Health Board
- Brighton & Hove City Council
- Bristol City Council
- Buckinghamshire County Council
- Cambridgeshire Community Services NHS Trust
- Cardiff & Vale University Health Board
- CHIP Centre of Excellence for Health, Immunity and Infections, Rigshospitalet
- Cwm Taf University Health Board
- East Sussex County Council
- Esticom – European AIDS Treatment Group
- European Centre for Disease Prevention and Control
- Gloucestershire County Council
- Hertfordshire County Council
- London Borough of Hackney
- London Borough of Redbridge
- London Luton Airport
- London North West University Healthcare NHS Trust
- Luton Borough Council
- Milton Keynes Council
- NHS Fife
- NHS Lanarkshire
- NHS Tayside
- North Lanarkshire Council
- North Middlesex University Hospital NHS Trust
- Northumbria University
- Oxford University Hospitals NHS Foundation Trust
- Preventx Limited
- Provide CIC (Community Interest Company)
- Public Health England
- Royal Free London NHS Foundation Trust
- Royal Wolverhampton NHS Trust
- Sandwell Metropolitan Borough Council
- Solent NHS Trust
- Southend on Sea Borough Council
- South Gloucestershire Council
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- University Hospitals Birmingham NHS Foundation Trust
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- Virgin Care Services Ltd

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REGISTERED OFFICE

314-320 Gray's Inn Road
London
WC1X 8DP

AUDITORS

haysmacintyre
10 Queen Street Place
London
EC4R 1AG

BANKERS

National Westminster Bank PLC
1-4 Berkeley Square House
Berkeley Square
London
W1J 6BR

FUND MANAGERS

Rathbone Investment Management Ltd
8 Finsbury Circus
London
EC2M 7AZ

SOLICITORS

Bates Wells Braithwaite LLP
10 Queen Street Place
London
EC4R 1BE

Weil, Gotshal & Manges LLP
110 Fetter Lane
London
EC4A 1AY

Russell—Cooke LLP
2 Putney Hill
London
SW15 6AB