

Charity registration number SC045749 (Scotland)

Company registration number SC510917 (Scotland)

POSTCODE EARTH TRUST
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2023

POSTCODE EARTH TRUST

LEGAL AND ADMINISTRATIVE INFORMATION

Directors	Belinda Bramley Jonathan Hughes Elizabeth Thomas Ian Edwards Andrew Fairbairn
Executive Manager	Laura Chow
Charity number (Scotland)	SC045749
Company number	SC510917
Gambling Licence numbers	Non remote:000-043064-N-322116 Remote: 000-043064-R-322115
Registered office	28 Charlotte Square Edinburgh Scotland EH2 4ET
Independent auditors	PricewaterhouseCoopers LLP Atria One 144 Morrison Street Edinburgh United Kingdom EH3 8EX
Bankers	Lloyds PLC 39 Threadneedle Street London UK EC2R 8AU Santander 301 St Vincent Street Glasgow UK G2 5HN
Solicitors	MacRoberts LLP 10 George Street Edinburgh UK EH2 2PF

POSTCODE EARTH TRUST

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POSTCODE EARTH TRUST

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

The Directors present their annual report and audited financial statements for the year ended 31 December 2023.

The financial statements have been prepared in accordance with the accounting policies set out in note 1 to the financial statements and comply with the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 (as amended) and "Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102)" (effective 1 January 2019).

Objectives and activities

Postcode Earth Trust has a vision of a world where the vital connections between people, place and planet are part of everyday life and accessible to all. People and communities will experience the full richness and life enhancing connections with nature through land, place and space by positive engagement with cultural, historic and biodiverse assets.

Postcode Earth Trust has a mission to support appreciation of the natural, creative and built environment through activities that promote awareness and understanding.

The Trust supports charities and good causes with those purposes through grant funding for charitable activities across Great Britain and internationally. The Trust was established to promote:

- the advancement of education;
- the advancement of citizenship or community development;
- the advancement of the arts, heritage, culture or science.

Postcode Earth Trust is solely funded by the proceeds of its society lottery and awards grants to good causes and charities that connect people to nature and seek to protect and restore the environment.

Postcode Earth Trust operates its own society lottery which is regulated by the Gambling Commission under certificate 043064-N-322116-009 and 043064-R-322115-008. The Trust engages Postcode Lottery Limited (PLL), trading as People's Postcode Lottery, as its External Lottery Manager.

Grant making policy

The Trust team research a selection of potential grant beneficiaries with aims in line with the objects of the Trust, the current funding strategy and budget. This selection is presented to the Directors, who make recommendations to invite charities to apply. Once applications are received, the Directors make a final decision of who to support.

Funds are awarded in order to support sustainable long-term partnerships. At the point of application an indicative award amount is communicated. The final award is decided by the Directors on approval of the application.

The Trust awards unrestricted, flexible funding on an annual basis to each regular, supported charity. Funds are awarded to support sustainable, long-term partnerships, with a formal review after three years. Where our long-term partners are able to demonstrate impact aligned to our values and subject to the availability of funding, we will seek to provide uplifts over time where possible to enable them to do even more to create a better world.

Where funding allows, at the discretion of the trust, one-off awards may be offered for:

- a special project which meets the thematic and geographic priorities of the Trust;
- building capacity for long-term growth or organisation strengthening and sustainability
- additional support in emergency situations or to tackle specific needs;
- working in partnership with other funders on collaborative approaches to maximise impact

POSTCODE EARTH TRUST

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

Achievements and performance

Significant activities and achievements against objectives

In 2023, we were able to fund 12 charities working in Great Britain and internationally through environmental issues. These were:

- National Trust - Environmental, conservation & protection
- National Trust for Scotland - Environmental, conservation & protection
- Yorkshire Dales Millennium Trust - Environmental, conservation & protection
- Friends of the Earth - Environmental, conservation & protection
- Canal & River Trust - Environmental, conservation & protection
- Client Earth - Environmental, conservation & protection
- Ellen MacArthur Foundation - Environmental, conservation & protection
- Greenpeace - Environmental, conservation & protection
- Keep Britain Tidy - Environmental, conservation & protection
- The Conservation Volunteers - Environmental, conservation & protection
- Surfers against Sewage - Environmental, conservation & protection
- Maggie's - Health & Wellbeing

Case study: Keep Britain Tidy

Postcode Earth Trust's flexible funding has been significant in helping Keep Britain Tidy to develop new projects and underpinned their research and innovation work in several key areas, including waste prevention, sustainable living and carbon reduction. Their research identified the public's misunderstanding of the waste hierarchy, where waste is seen as something to be managed, rather than something to be prevented. This knowledge helped inform their new campaign; Buy Nothing New Month. Buy Nothing New Month encourages the public to cherish the things they already have by repairing and finding new homes for belongings, rather than binning them. 65% of those who took part bought nothing new for the whole month and an additional 31% bought less than they usually would.

Research also supported the development of litter-related behaviour change interventions. The Our Volunteers Have Cleaned Here initiative. The charity monitored waste and litter dropped on the ground for four weeks at pilot sites in Somerset and Yorkshire, then monitored the sites for a further four weeks after erecting colourful signs telling the public about volunteer's clean-up efforts. The intervention was found to reduce littering by 40% in the pilot areas and was found to be most effective in areas where people had time to reflect on the message, such as parks, walking routes etc. Funding also enabled Keep Britain Tidy to accelerate the growth of their most successful campaigns, such as the Great British Spring Clean. In 2022 the funding from players of People's Postcode Lottery went towards recruiting 400,000 litter heroes to clean up all across the country in the first weekend of March. Volunteers included school children, faith groups, businesses and community groups, who collected 449,406 bags of rubbish across the country.

Keep Britain Tidy's chief executive Allison Ogden-Newton said "Caring for the environment on our own doorsteps means so much to us all and that's why we are celebrating this partnership by cleaning up around our own office. Whatever your postcode, having great public spaces to work, live and play in is so important.

"We want a cleaner, greener and happier country to pass on to our children, and we are so delighted that funding from Postcode Earth Trust is supporting us in reaching this goal."

POSTCODE EARTH TRUST

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

Financial review

The Directors are closely monitoring performance and remain confident in the resilience of the subscription model to protect the Trust's revenues and amounts raised for good causes in 2023 and beyond.

All funds received from proceeds of People's Postcode Lottery relating to Postcode Earth Trust have been included in the financial statements. This amounted to £46,551,606 (2022: £44,399,134). Of this, and included in expenditure on raising funds, 40%: £18,620,642 (2022: 40%: £17,759,654) is given out as prizes and 27%: £12,568,934 (2022: 27%: £11,987,766) is retained by our External Lottery Manager which is Postcode Lottery Limited. The remaining 33%: £15,362,030 (2022: 33%: £14,651,714) is managed by Postcode Earth Trust. Postcode Earth Trust promoted twelve draws during 2023 (2022: twelve draws).

£15,900,000 (2022: £14,550,000) was given out in grants for charitable activities in the year with £70,381 (2022: £65,077) of costs to support these activities. Of this, £6,443 (2022: £6,540) was included in Governance Costs.

Directors consider new beneficiaries of funds regularly, depending on the level of funds forecast to be received in the year.

Going concern

These financial statements have been prepared on the going concern basis which assumes that the charity will continue its operations. With having a single source of income, the Directors remain confident in the resilience of the subscription model of People's Postcode Lottery to protect the Trust income. In the event of a substantial change in circumstances significantly reducing revenue, the Trust holds sufficient cash reserves to ensure it can continue operations for the foreseeable future.

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

The Directors consider it appropriate to prepare financial statements on a going concern basis.

Reserves policy

As a company limited by guarantee with no fixed assets, reserves are set according to budgeted income and against obligations for continuous funding for supported charities. It is intended to mitigate against uncertainty relating to cash flow, to ensure that there are sufficient reserves to cover any financial shortfalls, to react to unexpected situations, to protect the Trust's activities if expected income is not received and to retain continuity in relation to expected grant awards.

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

We aim to hold financial reserves at a minimum of 25% of the annual provisional funding commitments, and a maximum of £500,000 above the minimum level within general funds. We acknowledge that from time to time the Trust's funding strategies and activities may require the Trust's reserves to exceed the maximum level or fall below the minimum level noted.

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

At 31 December 2023, reserves were at £3,619,934 of which £3,619,934 related to general reserves. This is an increase in general reserves of £112,237 from the prior year. This level is within the reserves policy.

POSTCODE EARTH TRUST

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

Major risks

The Directors have a risk management strategy which comprises:

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

This strategy has identified the following key risks:

- Risk of the Government changing the law in relation to Society Lotteries. A review of the law relating to Society Lotteries is on-going, and both Directors and the Trust executive management team keep up to date with any information in relation to this.
- Risk of losing Gambling Licence due to non-compliance with the Gambling Commission Licence Conditions and Code of Practice (LCCP). Again, this is managed by adhering closely to the LCCP and being aware of anticipated changes to guidance and keeping abreast of industry best practice.
- Risk of dependence on one source of income and this income being lost. If the income were to reduce, this would be on a gradual basis. The Trust executive management team receive daily reports regarding ticket sales, so would be aware of any issues very quickly and these would be communicated to Directors.

Plans for future periods

With having a single source of income, the Directors remain confident in the resilience of the subscription model of People's Postcode Lottery to protect the Trust income. In the event of a substantial change in circumstances significantly reducing revenue, the Trust holds sufficient cash reserves to ensure it can continue operations for the foreseeable future.

In order for the Trust to fulfil its vision of a world where the vital connections between people, place and planet are part of everyday life and accessible to all, in the next three years prioritisation will be given to charities that seek to protect land from habitat loss, restore biodiversity and connect people to nature.

We explore how the work of our partner charities is aligned to the Sustainable Development Goals and continuously review how we can complement support from government, corporate and other funders to create change. We include support for advocacy in our work.

The Trust intends to fund supported charities during 2024, increasing the award levels many of them will receive and potentially funding a few one-off awards.

Structure, governance and management

Governance

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

POSTCODE EARTH TRUST

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

Recruitment and appointment of directors

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

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

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

Organisational structure

The business of Postcode Earth Trust is managed by the Directors who exercise all the powers of the Company. No alteration of the memorandum or articles and no such direction shall invalidate any prior act of the Directors. The Directors ultimately decide the procedures for selection of projects and the amounts of grants involved. Directors meet formally twice a year. These are chaired and fully minuted to discuss and decide the following:

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

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

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

Induction and training of directors

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

POSTCODE EARTH TRUST

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

Staff Structure

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

- Screening of all funding proposals;
- Assessing complete applications and providing short summaries for the Directors to make decisions;
- Management of Director meetings including consultation of Directors where desirable or needed;
- Management of marketing/communication on behalf of the Trust including websites, newsletters, publicity etc.

The Trust finance team provide financial management services for Postcode Earth Trust including the following:

- Management of the bank account which will receive payments direct from Postcode Lottery Limited;
- Monthly financial updates including income position, breakdown of costs, and awards made;
- Making payments to recipient projects;
- Reporting of lottery proceeds to Gambling Commission.

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

Statement of Directors' responsibilities

The Directors (who are also Trustees of Postcode Earth Trust for the purposes of company law, and references to the Directors' hereafter also refer to Trustees) are responsible for preparing the Directors' Annual Report and the financial statements in accordance with applicable law and regulation.

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

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Statement of Recommended Practice: Accounting and Reporting by Charities (2019);
- make judgments and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards, comprising FRS 102, have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the charitable company's transactions and disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities

Directors' Confirmations

In the case of each director in office at the date the directors' report is approved so far as the Director is aware, there is no relevant audit information of which the company's auditors are unaware; and they have taken all the steps that they ought to have taken as a director in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

POSTCODE EARTH TRUST

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

The Directors' report was approved by the Board of Directors.

Jonathan Hughes
Chair

12 September 2024

POSTCODE EARTH TRUST

INDEPENDENT AUDITORS' REPORT

TO THE MEMBERS AND TRUSTEES OF POSTCODE EARTH TRUST

Report on the audit of the financial statements

Opinion

In our opinion, Postcode Earth Trust financial statements (the financial statements):

- give a true and fair view of the state of the charitable company's affairs as at 31 December 2023 and of its incoming resources and application of resources, including its income and expenditure, and cash flows for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law); and
- have been prepared in accordance with the requirements of the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of The Charities Accounts (Scotland) Regulations 2006 (as amended).

We have audited the financial statements, included within the Annual Report and Financial Statements for the year ended 31 December 2023 (the "Annual Report"), which comprise: the Balance sheet as at 31 December 2023; the Statement of financial activities including income and expenditure account and the Statement of cash flows for the year then ended and the notes to the financial statements.

Basis for opinion

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

Independence

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

Conclusions relating to going concern

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

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

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

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

POSTCODE EARTH TRUST

INDEPENDENT AUDITORS' REPORT (CONTINUED)

TO THE MEMBERS AND TRUSTEES OF POSTCODE EARTH TRUST

Reporting on other information

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

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

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

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

Directors' Report

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

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

Responsibilities for the financial statements and the audit

Responsibilities of the directors for the financial statements

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

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

Auditors' responsibilities for the audit of the financial statements

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

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

POSTCODE EARTH TRUST

INDEPENDENT AUDITORS' REPORT (CONTINUED)

TO THE MEMBERS AND TRUSTEES OF POSTCODE EARTH TRUST

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

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

- enquiring of management and the directors to identify any instances of non-compliance with laws and regulations, fraud or inappropriate use of charitable funds;
- understanding the approach taken by management and the directors to monitor compliance with laws and regulations, and to prevent fraud or inappropriate use of charitable funds;
- validating, for a sample of charitable payees that appropriate and sufficient evidence over bank details was obtained by management, and that proper controls are in place over payee details;
- testing that payments recorded within the financial statements can be traced to appropriate supporting documentation.

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

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

Use of this report

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

POSTCODE EARTH TRUST

INDEPENDENT AUDITORS' REPORT (CONTINUED)

TO THE MEMBERS AND TRUSTEES OF POSTCODE EARTH TRUST

Other required reporting

Matters on which we are required to report by exception

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

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

We have no exceptions to report arising from this responsibility.

Entitlement to exemptions

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

Thomas Kendall (Senior Statutory Auditor)
for and on behalf of PricewaterhouseCoopers LLP
Chartered Accountants and Statutory Auditors
Edinburgh
12 September 2024

POSTCODE EARTH TRUST

STATEMENT OF FINANCIAL ACTIVITIES INCLUDING INCOME AND EXPENDITURE ACCOUNT

FOR THE YEAR ENDED 31 DECEMBER 2023

		Unrestricted funds general 2023 £	Unrestricted funds designated 2023 £	Total 2023 £	Unrestricted funds general 2022 £	Unrestricted funds designated 2022 £	Total 2022 £
	Notes						
Income from:							
Other trading activities	3	46,551,606	-	46,551,606	44,399,134	-	44,399,134
Investments	4	129,857	-	129,857	29,816	-	29,816
Total income		46,681,463	-	46,681,463	44,428,950	-	44,428,950
Expenditure on:							
Raising funds	5	(31,198,845)	-	(31,198,845)	(29,751,755)	-	(29,751,755)
Charitable activities	6	(15,670,381)	(300,000)	(15,970,381)	(14,615,077)	-	(14,615,077)
Total expenditure		(46,869,226)	(300,000)	(47,169,226)	(44,366,832)	-	(44,366,832)
Net income/(expenditure)		(187,763)	(300,000)	(487,763)	62,118	-	62,118
Transfers between funds		300,000	(300,000)	-	(600,000)	600,000	-
Net movement in funds		112,237	(600,000)	(487,763)	(537,882)	600,000	62,118
Reconciliation of funds:							
Fund balances at 1 January		3,507,697	600,000	4,107,697	4,045,579	-	4,045,579
Fund balances at 31 December		3,619,934	-	3,619,934	3,507,697	600,000	4,107,697

The statement of financial activities includes all gains and losses recognised in the year. All income and expenditure derive from continuing activities.

POSTCODE EARTH TRUST

BALANCE SHEET

AS AT 31 DECEMBER 2023

	Notes	2023 £	£	2022 £	£
Current assets					
Debtors	10	6,229,662		2,661,522	
Cash at bank and in hand		3,614,765		4,095,864	
		<u>9,844,427</u>		<u>6,757,386</u>	
Creditors: amounts falling due within one year	11	<u>(6,224,493)</u>		<u>(2,649,689)</u>	
Net current assets			3,619,934		4,107,697
			<u><u>3,619,934</u></u>		<u><u>4,107,697</u></u>
The funds of the Company					
Unrestricted funds - general	13	3,619,934		3,507,697	
Unrestricted funds - designated	12		-	600,000	
			<u>3,619,934</u>		<u>4,107,697</u>
			<u><u>3,619,934</u></u>		<u><u>4,107,697</u></u>

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime.

The financial statements were approved by the Directors on 12 September 2024

Jonathan Hughes
Chair

Company registration number SC510917 (Scotland)

POSTCODE EARTH TRUST

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 DECEMBER 2023

	Notes	2023 £	£	2022 £	£
Cash flows from operating activities					
Cash (absorbed by)/generated from operations	16		(610,956)		31,166
Investing activities					
Bank interest		129,857		29,816	
		<hr/>		<hr/>	
Net cash generated from investing activities			129,857		29,816
			<hr/>		<hr/>
Net (decrease)/increase in cash and cash equivalents			(481,099)		60,982
Cash and cash equivalents at beginning of year			4,095,864		4,034,882
			<hr/>		<hr/>
Cash and cash equivalents at end of year			3,614,765		4,095,864
			<hr/> <hr/>		<hr/> <hr/>

POSTCODE EARTH TRUST

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023

1 Accounting policies

Charity information

Postcode Earth Trust is a private company limited by guarantee incorporated in Scotland. The registered office is 28 Charlotte Square, Edinburgh, EH2 4ET, Scotland.

1.1 Accounting convention

The financial statements have been prepared in accordance with the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 (as amended), FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the Charities SORP "Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102)" (effective 1 January 2019). The Company is a Public Benefit Entity as defined by FRS 102.

The financial statements have been prepared in accordance with the small companies regime under the Companies Act 2006. As such the Company has taken advantage of the following exemptions:

- Exemption from preparing a strategic report within the Directors' Report

The financial statements have been prepared under the historical cost convention. The principal accounting policies adopted are set out below.

1.2 Going concern

These financial statements have been prepared on the going concern basis which assumes that the charity will continue its operations. With having a single source of income, the Directors remain confident in the resilience of the subscription model of People's Postcode Lottery to protect the Trust income. In the event of a substantial change in circumstances significantly reducing revenue, the Trust holds sufficient cash reserves to ensure it can continue operations for the foreseeable future.

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

The Directors consider it appropriate to prepare financial statements on a going concern basis.

1.3 Charitable funds

Unrestricted funds are available for use at the discretion of the Directors in furtherance of their charitable objectives.

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

1.4 Income

Income is recognised when the charity has entitlement to the funds, when it is probable that the income will be received, and the amount can be measured reliably. Income from other trading activities include gross proceeds from the sale of Lottery tickets before deduction of up to 40% of proceeds for prizes and up to 27% for operations costs.

POSTCODE EARTH TRUST

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2023

1 Accounting policies

(Continued)

1.5 Expenditure

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

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

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

1.6 Cash and cash equivalents

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

1.7 Financial instruments

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

Basic financial assets

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

Basic financial liabilities

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

2 Critical accounting estimates and judgements

The preparation of the financial statements requires judgement, estimates and assumptions to be made that affect the reported values of assets, liabilities revenues and expenses. The charity has not identified any area where critical estimates are required.

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

POSTCODE EARTH TRUST

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2023

3 Income from other trading activities

	Unrestricted funds 2023 £	2023 %	Unrestricted funds 2022 £	2022 %
Total proceeds	46,551,606	100.00%	44,399,134	100.00%
Prizes	(18,620,642)	(40.00)%	(17,759,654)	(40.00)%
Operational costs	(12,568,934)	(27.00)%	(11,987,766)	(27.00)%
Lottery fund allocation	15,362,030	33.00%	14,651,714	33.00%

4 Income from investments

	Unrestricted funds 2023 £	Unrestricted funds 2022 £
Bank interest	129,857	29,816

5 Expenditure on raising funds

	Unrestricted funds 2023 £	Unrestricted funds 2022 £
Fundraising and publicity		
Prizes	18,620,642	17,759,653
Operational costs	12,568,934	11,987,766
Gambling Commission	9,269	4,336
	31,198,845	29,751,755

POSTCODE EARTH TRUST

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2023

6 Expenditure on charitable activities

	Expenditure on charitable activities 2023 £	Expenditure on charitable activities 2022 £
Direct costs		
Grant funding of activities (see note 7)	15,900,000	14,550,000
Share of support and governance costs (see note 8)		
Support	63,938	58,537
Governance	6,443	6,540
	<u>15,970,381</u>	<u>14,615,077</u>
Analysis by fund		
Unrestricted funds - general	15,670,381	14,615,077
Unrestricted funds - designated	300,000	-
	<u>15,970,381</u>	<u>14,615,077</u>

7 Grants payable

		Expenditure on charitable activities 2023 £	Expenditure on charitable activities 2022 £
Grants to institutions (12 grants):	Type of project		
National Trust	Environmental, conservation & protection	1,100,000	1,000,000
National Trust for Scotland	Environmental, conservation & protection	900,000	800,000
Yorkshire Dales Millennium Trust	Environmental, conservation & protection	600,000	500,000
Friends of the Earth	Environmental, conservation & protection	3,100,000	3,000,000
Canal & River Trust	Environmental, conservation & protection	2,600,000	2,500,000
Client Earth	Environmental, conservation & protection	1,600,000	1,500,000
Ellen MacArthur Foundation	Environmental, conservation & protection	1,600,000	1,500,000
Greenpeace	Environmental, conservation & protection	1,600,000	1,500,000
Keep Britain Tidy	Environmental, conservation & protection	1,100,000	1,000,000
The Conservation Volunteers	Environmental, conservation & protection	900,000	800,000
The Big Give	Environmental, conservation & protection	-	150,000
Surfers against Sewage	Environmental, conservation & protection	300,000	300,000
Maggie's	Health & Wellbeing	500,000	-
		<u>15,900,000</u>	<u>14,550,000</u>

POSTCODE EARTH TRUST

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2023

8 Support costs allocated to activities

	2023 £	2022 £
Cost recharges	58,882	53,635
Travel	276	724
Consultancy	-	889
Bank charges	113	125
Events	-	179
Subscriptions	3,248	1,566
Insurance	1,419	1,419
Governance costs	6,443	6,540
	<u>70,381</u>	<u>65,077</u>
Analysed between:		
Expenditure on charitable activities	<u>70,381</u>	<u>65,077</u>
Governance costs comprise:	2023 £	2022 £
Audit fees	5,460	5,030
Legal and professional	983	1,510
	<u>6,443</u>	<u>6,540</u>

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

9 Staff Costs

No Directors received remuneration during the year (2022: £nil).

Two Directors received reimbursement of travel expenses totalling £156 during the year (2022: £488). One director received reimbursement of Gambling Commission PML fees totalling £123. (2022: £0). Directors' indemnity insurance costing £1,419 (2022: £1,419) was purchased in the year.

The charity has no employees (2022: none). All services of individuals were obtained from Postcode Lottery Limited and invoiced to the charity. The amount attributable to key management personnel and recharged through the Services Agreement during the year was £2,720 (2022: £2,543).

10 Debtors

	2023 £	2022 £
Amounts falling due within one year:		
Other debtors	<u>6,229,662</u>	<u>2,661,522</u>

POSTCODE EARTH TRUST

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2023

11 Creditors: amounts falling due within one year

	2023 £	2022 £
Trade creditors	5,053	300
Other creditors	6,216,080	2,641,884
Accruals and deferred income	3,360	7,505
	<u>6,224,493</u>	<u>2,649,689</u>

12 Unrestricted funds - designated

These are unrestricted funds which are material to the Company's activities.

	At 1 January 2023 £	Resources expended £	Transfers £	At 31 December 2023 £
Designated	<u>600,000</u>	<u>(300,000)</u>	<u>(300,000)</u>	<u>-</u>
Previous year:	At 1 January 2022 £	Resources expended £	Transfers £	At 31 December 2022 £
Designated	<u>-</u>	<u>-</u>	<u>600,000</u>	<u>600,000</u>

Opening designated funds comprise £600,000 for Surfers Against Sewage. £300,000 of these funds were awarded in 2023. The remaining £300,000 was written back to unrestricted funds during 2023.

13 Unrestricted funds - general

	At 1 January 2023 £	Incoming resources £	Resources expended £	Transfers £	At 31 December 2023 £
General funds	<u>3,507,697</u>	<u>46,681,463</u>	<u>(46,869,226)</u>	<u>300,000</u>	<u>3,619,934</u>
Previous year:	At 1 January 2022 £	Incoming resources £	Resources expended £	Transfers £	At 31 December 2022 £
General funds	<u>4,045,579</u>	<u>44,428,950</u>	<u>(44,366,832)</u>	<u>(600,000)</u>	<u>3,507,697</u>

POSTCODE EARTH TRUST

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2023

14 Analysis of net assets between funds

	Unrestricted funds general 2023 £	Unrestricted funds designated 2023 £	Total 2023 £
Fund balances at 31 December 2023 are represented by:			
Current assets	3,619,934	-	3,619,934
	<u>3,619,934</u>	<u>-</u>	<u>3,619,934</u>
	<u>3,619,934</u>	<u>-</u>	<u>3,619,934</u>
	Unrestricted funds general 2022 £	Unrestricted funds designated 2022 £	Total 2022 £
Fund balances at 31 December 2022 are represented by:			
Current assets	3,507,697	600,000	4,107,697
	<u>3,507,697</u>	<u>600,000</u>	<u>4,107,697</u>
	<u>3,507,697</u>	<u>600,000</u>	<u>4,107,697</u>

15 Related party transactions

Postcode Lottery Limited is considered to be a related party.

During 2023 £12,568,934 (2022: £11,987,766) was retained by Postcode Lottery Limited as their external lottery management fee.

A Services Agreement also exists between Postcode Earth Trust and Postcode Lottery Limited, whereby staff costs and running expenses of the Trusts are paid by Postcode Lottery Limited. All staff are employed by Postcode Lottery Limited, and the total of these costs are recharged on a monthly basis. In the year to 31 December 2023 £58,882 (2022: £53,635) was due to Postcode Lottery Limited, with £4,880 (2022: £4,505) being outstanding at the year end.

16 Cash generated from operations	2023 £	2022 £
(Deficit)/surplus for the year	(487,763)	62,118
Adjustments for:		
Bank interest	(129,857)	(29,816)
Movements in working capital:		
(Increase)/decrease in debtors	(3,568,140)	3,758,417
Increase/(decrease) in creditors	3,574,804	(3,759,553)
Cash (absorbed by)/generated from operations	<u>(610,956)</u>	<u>31,166</u>