



COMPANY REGISTRATION NUMBER 2337239

London's Air Ambulance Limited

Company Limited by Guarantee

Consolidated Financial Statements

Charity Number 801013

31 March 2016



LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE
CONSOLIDATED FINANCIAL STATEMENTS
YEAR ENDED 31 MARCH 2016

CONTENTS	PAGES
Members of the board and professional advisers	3
Trustees' annual report	4
Independent auditors' report	33
Consolidated Statement of Financial Activities	35
Company Statement of Financial Activities	36
Consolidated Balance Sheet	37
Company Balance Sheet	38
Consolidated and Company Statement of Cashflows	39
Notes to the financial statements	40

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

**MEMBERS OF THE BOARD AND PROFESSIONAL ADVISERS
YEAR ENDED 31 MARCH 2016**

The Board of Trustees

Mark Vickers (Chairman) LL.B (Hons)
Miss Samantha Walker (Deputy Chairman)
Dr Gareth Davies MB ChB MRCP FCEM
Mrs Maxine Jordan
Mr Paul Lavender FCA, CF, MABRP
Professor David Lockey MB BS FRCA FIMC RCS(Ed) FFICM
Mr William Walden
Mr James Charrington

Chief Executive Officer

Mr Graham Hodgkin (resigned effective 30 September 2016)

Chief Operating Officer

Mr Charles Newitt (Interim Chief Executive effective 22 August 2016)

Director of Development

Mr Mark Davies (Interim Deputy Chief Executive effective 22 August 2016)

Company Secretary

Mrs Maxine Jordan

Registered Office

10 Orange Street
Haymarket
London
WC2H 7DQ

Principal Office

5th Floor
77 Mansell Street
London
E1 8AN

Auditors

Shipleys LLP
Chartered Accountants & Statutory Auditors
10 Orange Street
Haymarket
London
WC2H 7DQ

Bankers

Santander UK plc
Santander Corporate Banking
2 Triton Square
Regent's Place
London
NW1 3AN

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT YEAR ENDED 31 MARCH 2016

The Trustees, who are also Directors for the purposes of the Companies Act, have pleasure in presenting their report and the consolidated financial statements of London's Air Ambulance Limited ("the Charity", "the Company" or "LAA") for the year ended 31 March 2016.

REFERENCE & ADMINISTRATIVE DETAILS

Details regarding the registered office and auditors can be found on page 3.

The Trustees may also be referred to as the Board of Trustees or Directors (where relevant) in this Trustee Report.

Board of Trustees

The Trustees who served the Charity during the year were as follows:

Mr Mark Vickers (Chairman)

Miss Samantha Walker (Deputy Chairman)

Dr Gareth Davies

Mrs Maxine Jordan

Mr Paul Lavender

Professor David Lockey

Mr William Walden, was appointed as a Trustee on 27 April 2016

Mr Michael Weiss resigned as a Trustee on 29 April 2015

Mr James Charrington was appointed as a Trustee on 5 September 2016

STRUCTURE, GOVERNANCE & MANAGEMENT

Legal Status

London's Air Ambulance Limited is a registered charity, no 801013. It is governed by the rules and regulations of the Charities Commission as stated in the Compact on Relations between Government and the Voluntary and Community Sector in England. These regulations include provisions relating to full disclosure of annual accounts, and safeguards to ensure the integrity of charitable organisations.

It is incorporated under the Companies Act 2006 and is a company limited by guarantee. The company registration number is 2337239. Its constitution is constituted by Memorandum and Articles of Association dated 1 January 1989. During January 2016, the Company received approval from the Charity Commission to amend its charitable objectives to include the provision of training, research and education in pre-hospital medicine. Subsequent to obtaining this approval the Company filed a new set of Articles and Memorandum with Companies House to ensure compliance with the Companies Act 2006. As at 31 March 2016 there were six members each of whom guarantees liability in the event of a winding up of the Charity, such liability being limited to an amount of £10 each.

The Trustees are satisfied that these accounts comply with the current statutory requirements of the Charity's Governing Document and the Charity Statement of Recommended Practice (SORP 2015).

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT YEAR ENDED 31 MARCH 2016

Organisation and Related Parties

The Board of Trustees of the Charity during the year are detailed above under the heading 'Board of Trustees'.

The Chief Executive Officer (CEO), Graham Hodgkin, leads and organises the day-to-day operations of the Charity. The CEO's decisions are made within guidelines established by the Board of Trustees and its delegation of authority; any major decisions taken by the CEO are reported to and reviewed by the Board at its monthly meetings, at which the CEO is an attendee. All Board meetings are minuted and action items are identified with responsibilities assigned for follow-up.

Financial matters are further overseen on a daily basis by the Chief Operating Officer (COO), Charles Newitt, supported by a Finance Manager, Assistant Finance Manager and wider finance team. The COO reports directly to the CEO.

The Board is advised on clinical matters by a Charity appointed Medical Director, Dr Gareth Davies, and he is supported by six further Medical Consultants (five funded by the NHS and a MoD military secondment) and a Lead Paramedic (funded jointly by Barts Health NHS Trust and London Ambulance Service NHS Trust).

Aviation matters are overseen by the Chief Pilot, Captain Neil Jeffers, and the AOC¹ Accountable Manager, Charles Newitt.

Income generation and fundraising is the direct responsibility of the Director of Development, Mark Davies (who reports to the CEO), and the Development team.

The CEO has an Executive Committee (ExCo), comprising the CEO, COO and Director of Development, with periodic contributions from the HR Business Partner as and when appropriate. An expanded Leadership Team has also been established consisting of senior staff members responsible for key organisational functions. The Leadership Team meet on a weekly basis to discuss key issues. The governance structure is further supplemented by weekly Operations meetings and quarterly Safety Review Board (SRB) meetings chaired by the COO, and include the key operational and functional heads, including representatives from the clinical teams. Both the Operations and SRB meetings are fully minuted and these minutes are circulated within the entire organisation. The CEO also holds bi-weekly ExCo meetings and one to one meetings with the COO and the Director of Development.

The Charity owns the whole of the issued ordinary share capital in London's Air Ambulance Trading Limited, a company registered in England and Wales with company registration number 4836606. The subsidiary is used for trading activities, namely a society lottery, the sale of charity merchandise and generation of commercial sponsorship income. The financial results of the trading subsidiary are included in note 15 of the Charity's accounts.

The Charity also owns the whole of the issued ordinary share capital in The Institute of Pre-Hospital Care Limited ("the Institute"), a company registered in England and Wales with company registration number 06777277. The principal purpose of the subsidiary is to further promote the objectives of the Charity through its research, innovation and education activities. The financial results of the Institute subsidiary are included in note 15 of the Charity's accounts.

The Group ("the Group") is made up of London's Air Ambulance Limited, London's Air Ambulance Trading Limited and The Institute of Pre-Hospital Care Limited.

On 30 September 2016, Graham Hodgkin will retire from his position as CEO for the Charity. Effective 22 August 2016 and in addition to their current areas of responsibility, Charles Newitt, the current COO and Mark Davies, the Director of Development, have been appointed as Interim CEO and Interim Deputy CEO respectively. These interim positions will exist until a new CEO has been appointed. An executive search firm has been mandated to undertake the recruitment process of the new CEO.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

Trustee Appointment, Induction and Training

The Board of Trustees appoints members following public advertisement including via specialist recruitment agencies and following a rigorous interview process.

Trustees have full access to any information they need to be able to satisfy themselves that the funds and assets of the Charity are being properly administered in accordance with the Charity's constitution and all applicable laws and regulations. Trustee meetings are held monthly and an Executive Summary Report is written by the CEO covering all aspects of the Charity and is distributed to the Trustees in advance of a meeting. The CEO's report is supplemented by a detailed Management Information Pack, prepared by the Finance Manager and reviewed by the COO and CEO prior to distribution to the Trustees, again in advance of the meeting. The pack contains detailed commentary on financial performance (including unaudited consolidated monthly and cumulative profit and loss accounts and consolidated balance sheet), fundraising and business development, public relations (PR) and communications, human resources (HR), operations and risks, and a performance dashboard. The pack is also distributed to the Charity's bankers (Santander UK plc) and to the Charity's auditors (Shipleys LLP) on a monthly basis. Each Trustee meeting is duly recorded, and minutes and action items are distributed and approved for accuracy at the subsequent meeting.

New trustees, as part of their induction, are directed to the Charity Commission's comprehensive website with particular reference to the sections describing trustee responsibilities.

They are also given a presentation of the operation of the air ambulance service and are given an induction pack containing a copy of the Charity's key documents, including the Charity's constitutional documents, the latest set of annual accounts and copies of minutes from previous meetings accompanied, where appropriate, by an explanation of their purpose and effect.

Profiles of the Trustees and the details of the management structure and employees are also issued alongside the Charity's mission statement and strategic plans. Should training be required it is available for all Trustees in accordance with Charity Commission best practice.

Apart from limited reimbursed expenses (refer Notes 13 and 26), all Trustees provide their time without charge and none of the Trustees receive any remuneration, reimbursed expenses or other benefits from the Charity, in their capacity as a Trustee. The Management Board has produced a Board Charter, a Code of Conduct for Trustees and Conflicts of Interests Policy for all Trustees. A Trustee Nomination and Selection sub-committee has also been created recently under the leadership of the Deputy Chairman.

Remuneration Arrangements

The success of London's Air Ambulance is largely dependent on our ability to attract the best possible talent across the organisation. Consequently, we are committed to investing in our people, both from a remuneration perspective and in terms of their professional and personal development. This relentless focus on talent, underpinned by our core values and a clear passion for our cause, is at the heart of our high performance model and drives our quest for a sustainable future to ensure we deliver the best possible outcomes for our patients. While the Board of Trustees ensure that Charity salaries are not excessive, they recognise the professionalism of our employees and that pay levels are consistently benchmarked against the social sector to ensure we receive value for money on our investment in our people and that we are able to attract, retain and develop top talent. We believe our approach to talent and associated compensation is transparent, and that this represents value for money for our supporters.

In setting appropriate levels of reward for our people, we make judgements that balance a number of factors. In order to facilitate this, we have developed guidelines and a framework to set, monitor and evaluate our remuneration policies.

To deliver a fair remuneration policy and process, London's Air Ambulance follows the Good Pay Guidelines set by ACEVO², the charity leaders network, and we embrace its ethos that good pay, transparently set and communicated, means value for money.

The Board of Trustees is responsible for charity pay at director level and above; this is supported by an annually reviewed remuneration policy for setting the pay of the Chief Executive and other senior executives, as well as external benchmarking and good practice to ensure that the remuneration policy is appropriate. The Board also reviews the terms for setting other employees pay on an annual basis as part of the budgeting process. Responsibility for the review is delegated to the CEO and Executive Committee and ratified by the Board.

²ACEVO stands for the Association of Chief Executives of Voluntary Organisations

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

The Charity's remuneration policy and process complies with the following good practice principles:

Transparency - Being open about how pay is set. Our salary benchmarking policy is provided to all employees and available on request; it is reviewed annually by the Executive Committee and Board of Trustees.

Consolidated executive salaries are published in our Annual Report and Accounts in accordance with the guidelines set by the Charities Commission. The Charity's outputs and impact are reviewed and published to demonstrate value for money, and to showcase our collaborative working with our partners and our impact for the people of London. We constantly review our service delivery and have regular open dialogue with our partners and patients to ensure we continue to provide an excellent service.

Proportionality - Being fair and consistent and ensuring that the salaries being paid are proportionate to their value to the organisation. Our remuneration package is fair, objective and responsible in line with our aim to attract, develop and retain exceptional people who drive the organisation to deliver on our mission. We benchmark internally and within the sector and also with other comparable sectors to ensure we are competitive and proportional. We remain mindful of relative equality across all levels of the organisation. Our package is competitive but we remain conscious that our income derives largely from public and charitable sources.

Performance - Individual performance is measured via an annual performance appraisal and aligned to individual objectives and the organisation's strategic objectives. The Executive Committee take performance into consideration as part of the annual high performance framework review, which informs the annual budgeting process. The overall financial performance of the organisation dictates the annual salary budget. This framework ensures that pay levels are fair and proportionate to individual and organisational performance.

Recruitment and Retention - Keeping valued employees within the organisation. Although we consider the opportunity to contribute to our organisational mission a reward in itself and strive to align our values with the organisational culture, our strategy is to recruit people who embody those values. We believe this is the most effective route towards sustainable delivery on our mission and objectives. We measure individual performance in terms of success in meeting objectives as well as alignment of behaviour to the organisational culture and values.

To support retention we offer training for skills and personal development and encourage opportunities to contribute to the strategic direction and organisational culture across all levels. We invite feedback on the success of our investment in learning and development through a review of learning, implicit in our appraisal process, and also via an annual people survey.

Volunteers

We greatly appreciate the hard work and dedication of our volunteers in supporting the Charity. Unpaid volunteers assist Charity employees in a range of roles, including fundraising collections, coordinating collection pots, working in our retail shop and selling merchandise at external events. Volunteers also assist with office administration and some, who have been specifically recruited, assist with projects within the Charity, such as campaigns and marketing projects.

A number of our events rely on the assistance of volunteers. Our National Air Ambulance Week activity in 2015 included 121 volunteers taking part in charity collections across London which contributed significantly to the success of the event. We also have 10 volunteers assisting in manning the retail shop located in The Royal London Hospital and six volunteers driving our fundraising cars every week to support pot distribution and collection.

In 2015/16, a total of 154 volunteers supported the Charity, with 65 taking part in volunteering activity on a regular basis (more than once a month).

Volunteers are recruited through a range of channels, including Volunteer Centres, recruitment websites such as doit.org.uk and volunteerteam.london.gov.uk. We also work with universities and volunteer recruitment agencies by attending recruitment fairs. All our volunteers must be over 16 years of age and provide us with two references.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

Canvassers

New lottery members and individual givers are signed up by canvassers across certain areas of London. The canvassers visit the public in their homes (door-to-door fundraising), at shopping malls and at public events where the Charity may have presence. The canvassers are engaged with us in one of two ways:

- Directly contracted with London's Air Ambulance Trading Limited; or
- Through a sub-contract between Tower Lottery Partnership Limited (a company that employs canvassers to fundraise on behalf of multiple charities) and London's Air Ambulance Trading Limited.

All canvassers contracted directly by the Charity are provided with and briefed on the Fundraising Code of Conduct and a guide on Social Responsibility in Gambling, both of which they are required to agree, comply with and sign. Tower Lottery Partnership runs a similar training programme for the canvassers it employs.

Partnerships

London's Air Ambulance Limited works in partnership with two other organisations to deliver clinical care to the seriously ill and injured of London:

Barts Health NHS Trust

- Provides the Care Quality Commission ("CQC") registration and clinical governance framework for the doctors to deliver medical care under the banner of London's Air Ambulance.
- Recruits and employs the doctors who provide clinical care to patients.
- Provides the helipad on the roof of The Royal London Hospital in Whitechapel.
- Provides a monthly grant to support London's Air Ambulance charitable operations.
- Provides a lead clinician for the service – currently Professor Karim Brohi, Professor of Trauma Sciences, Queen Mary University of London.

London Ambulance Service NHS Trust

- Provides the CQC registration and clinical governance framework for the paramedics.
- Recruits and employs the paramedics who alongside the doctors from Barts Health provide clinical care to patients.
- Is responsible for identifying and tasking London's Air Ambulance missions via their Emergency Operations Centre.

Relationships with Other Organisations & Replication

London's Air Ambulance Limited maintains a close relationship with a number of organisations and agencies:

Metropolitan Police

- Informally facilitate aircraft landing and occasionally provide jet fuel free of charge.

Other local air ambulance charities: notably Kent, Surrey & Sussex and Essex & Herts Air Ambulances

- Some of the doctors for these charities are also recruited and employed by Barts Health NHS Trust, and are interviewed by senior London's Air Ambulance personnel.

Intercollegiate Board for training in Pre-hospital Emergency Medicine (ICBTPHEM).

- London's Air Ambulance runs a training programme in Pre-hospital Emergency Medicine recognised by The ICBTPHEM. Professor David Lockey (Charity Trustee) is Chairman of the ICBTPHEM and Dr Tom Hurst (LAA Consultant) is the training programme director.

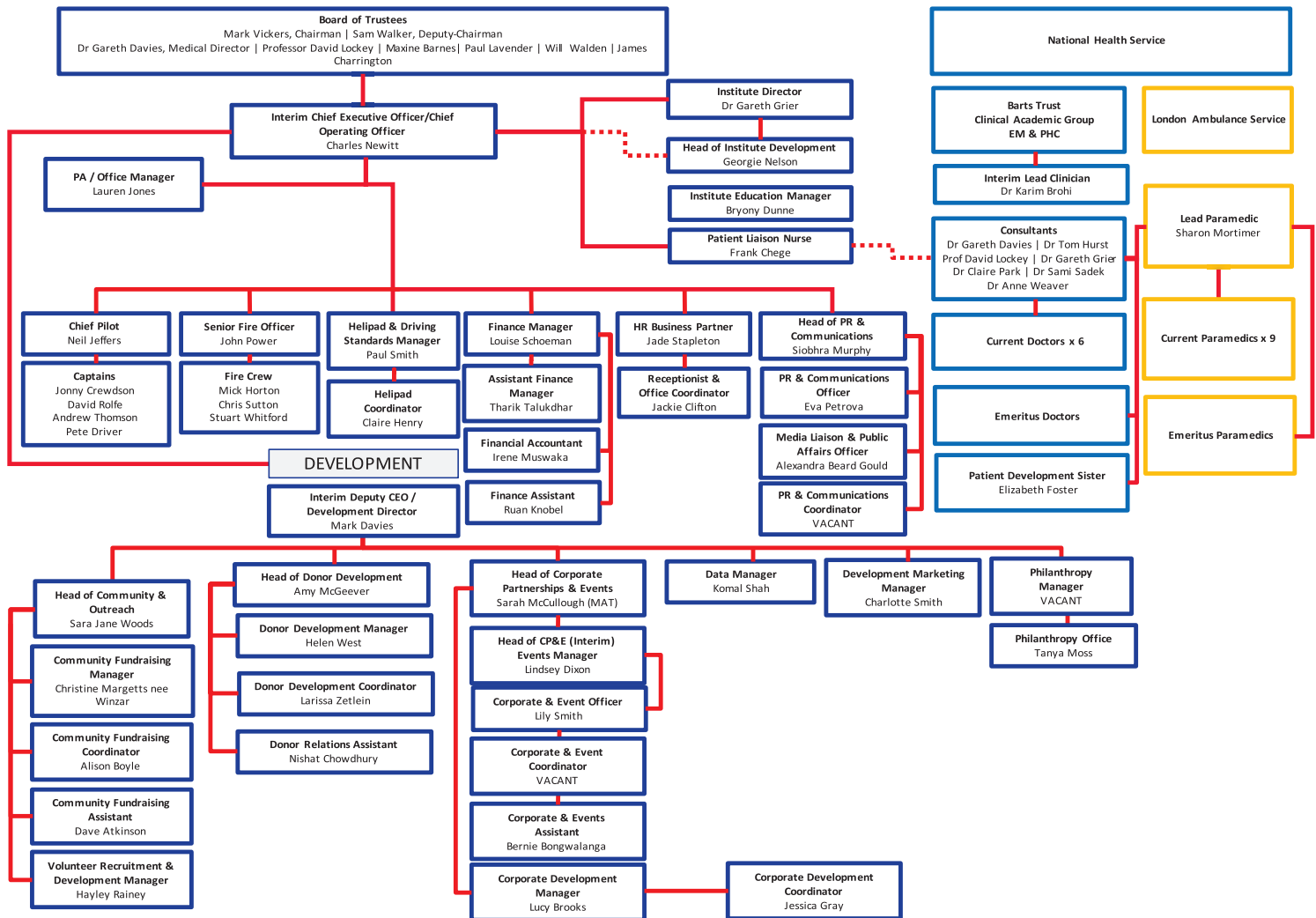
Association of Air Ambulances (AAA)

- London's Air Ambulance Limited is a member of the Association of Air Ambulances. CEO, Graham Hodgkin, is a Director of the AAA and Dr Gareth Davies is Chair of its Clinical Sub-Committee.
- Graham Hodgkin is a trustee of the newly formed Association of Air Ambulance Charity which has been set up to raise funds for air ambulances nationwide and to distribute them to the individual charities.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT YEAR ENDED 31 MARCH 2016

Structure (including seconded employees)



LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT YEAR ENDED 31 MARCH 2016

Equal Opportunities (Employment) Policy

The Charity is committed to eliminating any discrimination and promoting diversity and equality of opportunity in all it does. It is therefore our commitment to provide equal opportunities in employment and we will not unlawfully discriminate against job applicants, employees of the Group, volunteers, workers or contract workers on the grounds of their age, disability, gender reassignment, marriage or civil partnership, pregnancy or maternity, race (which includes colour, nationality and ethnic or national origins), religion or belief, sex or sexual orientation. In the case of pilots and fire crew physical fitness is essential to the performance of their duties.

The Charity complies with all statutory obligations and codes of practice relating to equal opportunities but also believes that it is important to go beyond anti-discrimination laws. We promote diversity by creating an inclusive work environment where everyone has the opportunity to succeed and contribute without unfair obstacles.

It is our policy to provide a working environment free from harassment, bullying and discrimination which we consider unacceptable behaviour.

Environmental Management Policy

The Charity is committed to minimising any harmful impact we have on the environment. Although we believe our environmental impact to be modest relative to many organisations, we recognise that we all have an important part to play in reducing our consumption of energy and natural resources and reducing waste and emissions wherever possible.

Our operations are conducted with due consideration being given to sustainability and the limited use of natural resources. We comply with all legal requirements in areas where we carry out our business to prevent damage to the environment.

We aim to prevent environmental damage, minimise energy and resource usage and ensure that the principles of sustainable development are operated throughout the service ensuring that all employees whose work might create any impact on the environment are provided with adequate and appropriate information and training and are competent in environmental matters.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

OBJECTIVES & ACTIVITIES

The Charitable Company's objectives are:

“(1) The relief of sickness or physical injury by the provision of emergency medical services and equipment and in particular by the provision of a helicopter ambulance service or other emergency transportation; and

(2) The provision of training, research and education in the field of pre-hospital medicine for the treatment and/or prevention of sickness and physical injury.”

London's Air Ambulance Limited is the charity that delivers an advanced trauma team to critically injured people in London. We provide pre-hospital medical care at the scene of the incident, serving the 10 million people who live, work and travel within the M25. Our team, which at all times includes an advanced trauma doctor and paramedic, performs advanced medical interventions, normally only found in the hospital Emergency Department, in time critical, life threatening situations. Our missions commonly involve serious road traffic collisions, falls from height, industrial accidents, assaults and injuries on the rail network.

Based at The Royal London Hospital and founded in 1989, we operate 24/7, using the helicopter in daylight hours and rapid response cars at night and in adverse weather conditions. We have treated over 35,000 critically injured patients since our inception in 1989.

We operate in partnership with both Barts Health NHS Trust (“Barts Health”) and London Ambulance Service NHS Trust (“London Ambulance Service”). Barts Health employs and remunerates the registrars who are attached to us, typically for six months and the consultants who are permanently associated with the service, as well as providing direct financial support in the form of a monthly grant and the helipad facilities required for our operations. London Ambulance Service similarly provides paid paramedics who are attached to us, typically for nine months. As part of their rota, an advanced trauma paramedic operates from the London Ambulance Service Emergency Operations Centre and is responsible for dispatching our team to the most critically injured people in London, 24 hours a day. Patients are treated under the governance of the NHS. The regulatory requirements of the Care Quality Commission are covered by Barts Health and London Ambulance Service for all clinicians attached to the service.

London's Air Ambulance has been involved in the emergency medical response to the majority of major incidents in London over the past 27 years. These incidents include the Paddington, Cannon Street and Southall train crashes, the Bishopsgate and Aldwych terrorist attacks, the Soho nail bombings, and the July 7th terrorist attacks in 2005 when we dispatched 18 medical teams and flew medical supplies to the bomb sites across London, helping to triage and treat over 700 patients.

We believe that we can enhance the quality of outcome by delivering exceptional care and by bringing new concepts and treatments to the field of pre-hospital medicine. We work closely with other industries and high-performing trauma systems to identify potential areas for development and research and are constantly evaluating new equipment and procedures which could benefit patients in the pre-hospital environment. The service is renowned for its innovation, clinical excellence and governance and our innovations in trauma care, medical systems and training have been emulated worldwide.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

Key strategic objectives for the organisation in 2015/16 were:

1. Delivering greater resilience by bringing into service a second helicopter

London's Air Ambulance is a vital part of London's Emergency infrastructure, treating on average five critically injured people in London each day and helping to coordinate London's emergency medical response to major incidents, such as terrorist attacks. Until recently, it had been operating with only one helicopter.

Acquiring a second helicopter was a key strategic objective for the year to ensure greater resilience of our service for the benefit of London, especially during periods when our existing helicopter is offline for maintenance. In 2015, our then single helicopter was unavailable for the equivalent of 62 days for planned and unplanned maintenance reasons, including 25.5 days for its annual maintenance.

In February 2015, the Charity launched its largest ever fundraising drive, the 'Your London, Your Helicopter' campaign with the ambition to raise £6 million needed to acquire and sustain a second helicopter and extend our daylight flying hours for five years. The campaign was planned to run through the year under review.

Measurements of success:

- Achieving fundraising target to acquire second helicopter
- Acquisition and operational deployment of the second helicopter
- Ensuring continued helicopter coverage during G-EHMS scheduled annual maintenance.

2. Delivering greater resilience through extended daylight flying hours service

As part of our strategy to extend our helicopter emergency medical service we planned to utilise our helicopter for longer hours during the summer months ensuring coverage during extended daylight hours (EDH). One objective of the 'Your London, Your Helicopter' campaign was to enable EDH by providing the financial resource to contract the additional pilots and fire crew needed to cover the increased number of shifts required to comply with regulations.

For critically injured patients, every second counts and getting to such patients as soon as possible is vital, so the need for and impact of extended daylight flying hours cannot be understated.

Measurements of success:

- Number of EDH missions
- Number of patients treated as a result of EDH operations
- Additional hours of helicopter coverage.

3. Continuing the successful growth of The Institute of Pre-Hospital Care

The Institute of Pre-Hospital Care at London's Air Ambulance provides a powerful platform for education, innovation and research in pre-hospital care. Following from the successes of the Institute in 2014/15, the strategy for 2015/16 was to continue the successful growth through the delivery of existing courses, development and delivery of new courses, and continue to undertake impactful research.

BSc in Pre-Hospital Medicine

A core component of the Institute's education objective is delivering the Intercalated BSc in Pre-Hospital Medicine, which is delivered in partnership with Barts and The London School of Medicine at Queen Mary University of London. Following completion of the course by the first cohort of students, feedback was sought, comments made and findings incorporated into the course for the next cohort. Our aim was to continue to deliver the course to the highest standard, to ensure that it remains academically and medically relevant, and to provide the strong foundation in the science and practical skills required for a successful career in pre-hospital medicine.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT YEAR ENDED 31 MARCH 2016

Pre-Hospital Care Course

We work with other regional air ambulances to help recruit and train the doctors and paramedics to an appropriate standard through our proprietary Pre-Hospital Care Course under the auspices of the Institute of Pre-Hospital Care at London's Air Ambulance.

This course is of vital importance for the education of doctors and paramedics practicing pre-hospital care in high performing air ambulance systems. It has received international recognition and allows us to share our world-leading skills and expertise with other pre-hospital care providers. We planned to deliver this course three times over the course of the year with the aim of training a minimum of 12 new doctors and paramedics per course.

Measurements of success:

- Number of courses delivered
- Number of doctors/paramedics trained
- Growth in BSc student numbers
- Number of presentations delivered by BSc students.

4. Continuing Pre-Hospital Care Research

Driving excellence in pre-hospital care standards and practice through research has always been a key part of the Institute's ethos. As such, a strategic objective of the Charity was to continue to utilise London's Air Ambulance's twenty-five years of patient data to study the effectiveness of pre-hospital medical interventions; and to address other topics of pressing concern to the international pre-hospital care community, including:

- Critical success factors in trauma system development;
- Effective management of medical response to major incidents, such as terrorist attacks;
- Standards for data analysis and reporting, which facilitate cross-sector collaboration in research.

London's Air Ambulance has an excellent record of publication in key medical journals. Our research output has been consistently higher than any other UK or European pre-hospital organisations and has influenced international best practice and been used in the production of key international treatment guidelines for trauma and resuscitation care.

Measurements of success:

- Publication of research
- Delivery of presentations and lectures.

5. Developing and Delivering an Outreach Programme

Given the Charity's wealth of experience in trauma and the organisational ethos of excellence and innovation in patient care, we had set an objective to develop an innovative community outreach programme building upon our unique expertise.

At the heart of this programme was our HELIMED app – to educate young people and raise awareness of trauma, especially the critical injuries related to road traffic collisions, falls from height and penetrating injuries. A further aim of this innovative learning resource is to inspire a new generation of enthusiastic, technologically skilled young people with a keen desire to pursue STEM (Science, Technology, Engineering and Mathematics) subjects and later careers.

We aim to explore opportunities for closer working partnerships and joint outreach programmes with charities that are experienced in the fields of outreach and prevention in the future. We plan to take the HELIMED app into schools across London, and encourage more young people to fulfil their potential in school and beyond. We recruited for a new post, Head of Community & Outreach, to deliver on this aspiration. As part of the outreach, we aim to continue to deliver talks in the community both through our employees and volunteers.

Measurements of success:

- Development and launch of HELIMED app
- Number of visits and talks in the community.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

6. Working closely with Barts Health and London Ambulance Service to deliver improved pre-hospital care procedures and pathways

The longstanding partnerships we have with both Barts Health NHS Trust and London Ambulance Service NHS Trust are invaluable to our work. Hence one of our objectives for the year was to continue working as closely as possible with both organisations delivering improved pre-hospital care procedures and pathways. We looked to do this by;

- Continuing to hold monthly Clinical Governance Days (CGDs) dedicated to improving clinical performance through rigorous case reviews ("multidisciplinary longitudinal case audits"), presentations from experts, and review of current published research. The day brings together colleagues from London's Air Ambulance, Barts Health, London Ambulance Service and the wider medical community, promoting knowledge-transfer among the doctors and paramedics, whilst also contributing towards their Continuing Professional Development requirements.
- Maintaining and enhancing our relationships with clinical employees beyond their attachment period and increasing the number of our emeritus doctors and paramedics, whose support is critical to our mission and service.
- Continuing and further enhancing the success of the Physician Response Unit (PRU). The PRU delivers a doctor and paramedic team, carrying specialist drugs and equipment, to treat a range of medical incidents including patients who suffer from cardiac arrest. A high level of diagnostics and treatment can be initiated on-scene via the PRU, giving the optimal outcome for the patient and often avoiding admission to an Emergency Department and use of an ambulance asset with many patients receiving diagnosis or treatment in their home or community.
- To improve outcome for patients suffering severe pelvic haemorrhage. We have taken Resuscitative Endovascular Balloon Occlusion of the Aorta (REBOA), a technique used first in the UK at The Royal London Hospital, to the roadside. This innovative procedure, developed in partnership with Barts Health NHS Trust and London Ambulance Service, allows our teams to control catastrophic haemorrhage in the pre-hospital environment.

Measurements of success:

- Number of CGDs and attendees
- Number of emeritus personnel available to support the service
- Number of patients treated via PRU.

7. Continue to expand on the success of the role of the Patient Liaison Nurse

Through our innovative Patient Liaison role, London's Air Ambulance aims to assist trauma patients with their transition back to independent living, bridging the gap between the rapid on-scene pre-hospital treatment that the Charity is renowned for and the patient's long term recovery.

The role of the Patient Liaison Nurse (PLN) is to help patients and their families through what is likely to be the most challenging time of their lives – the transition from critical injury and disability to recovery and independent life. The work of our PLN has become integral to our service and has revolutionised the involvement of patients with the Charity.

Through working closely with our patients, our PLN identified a demand to further support our patients by developing a supportive and inclusive peer network – running patient forums, events, facilitating sharing of stories and blogs that enable patients to work through recovery together. In the future, we aim to work with Corporates and Trusts to deliver these supportive activities and explore the potential of funding new patient liaison roles within the Charity and the wider air ambulance network in the UK.

Measurements of success:

- Number of patients and bereaved families supported by the PLN
- Establishing patient support network.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

8. Expand and support our volunteer network

We greatly appreciate the support of our dedicated volunteers. Considering the Charity's rapid expansion and consistent with our strategic objective of developing and delivering a community outreach programme, we committed to expanding our pool of volunteers and working in closer partnership with them.

As such, our strategy for the year was to start the process of becoming an Investing in Volunteers (IiV) accredited organisation. Investing in Volunteers is the UK quality standard for all organisations that involve volunteers in their work.

The accreditation has been proven to improve the experience of volunteers and all those who work with them. It enables people to volunteer in a positive and supportive environment with proper management systems in place. It is also designed to help with volunteer recruitment, retention and productivity. The quality standard mark will be used to promote volunteering at the Charity and be displayed on the Charity's website and publicity materials.

Measurements of success:

- Complete self-assessment and development of planning stages of IiV accreditation
- Complete external assessment
- Award of IiV accreditation
- Growth in number of volunteers.

9. Investment in the Charity's infrastructure (new premises)

With the lease on the Charity's headquarter offices expiring in December 2015, a strategic objective for the year was to locate to a new affordable office space in a suitable location. Given the economic climate in London at the time, this was going to be particularly challenging; thus our plan was to look for suitable space early in the year and secure some funding from Her Majesty's Government LIBOR fund to facilitate the move.

Measurements of success:

- Locating and negotiating suitable new office space
- Securing funding to support the cost of office move.

10. Investment in the Development team to help drive fundraising income

We looked to capitalise on investments made to the Development team in 2014/15 in order to drive fundraising income. Our overall aim was to generate long-term sustainable, stable and diverse income streams.

We further looked to continue our wider support for the community whilst continuing to enhance the Development team by recruiting suitably skilled graduates following the success of our first East London Business Alliance (ELBA) graduate in 2014/15. ELBA is a leading social regeneration charity in East London.

Measurements of success:

- Existing income stream growth and expanding fundraising methods
- Profitable fundraising campaigns
- Recruitment of graduate trainees.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT YEAR ENDED 31 MARCH 2016

Public Benefit

The Trustees have given due regard to the Charity Commission's guidance on public benefit when reviewing the aims and objectives and in planning the future activities of the Charity.

The benefit to the general public is the provision of a free of charge, pre-hospital emergency clinical service. This service is delivered by our advanced trauma team via our air ambulance helicopters or rapid response cars assisting those individuals in our geographic area with critical illness or injuries. Figure 1 illustrates the geographic distribution of our missions in the calendar year 2015. Occasionally, we are also tasked to provide mutual aid at incidents outside of our geographical area.

Furthermore through our education, innovation and research activities we are positively influencing clinical guidelines, governance standards, and the practice of air ambulances in the UK and internationally to improve the outcomes of people afflicted by critical injury and illness.

Figure 1: 2015 Calendar Year - Mission Map



LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

ACHIEVEMENTS & PERFORMANCE

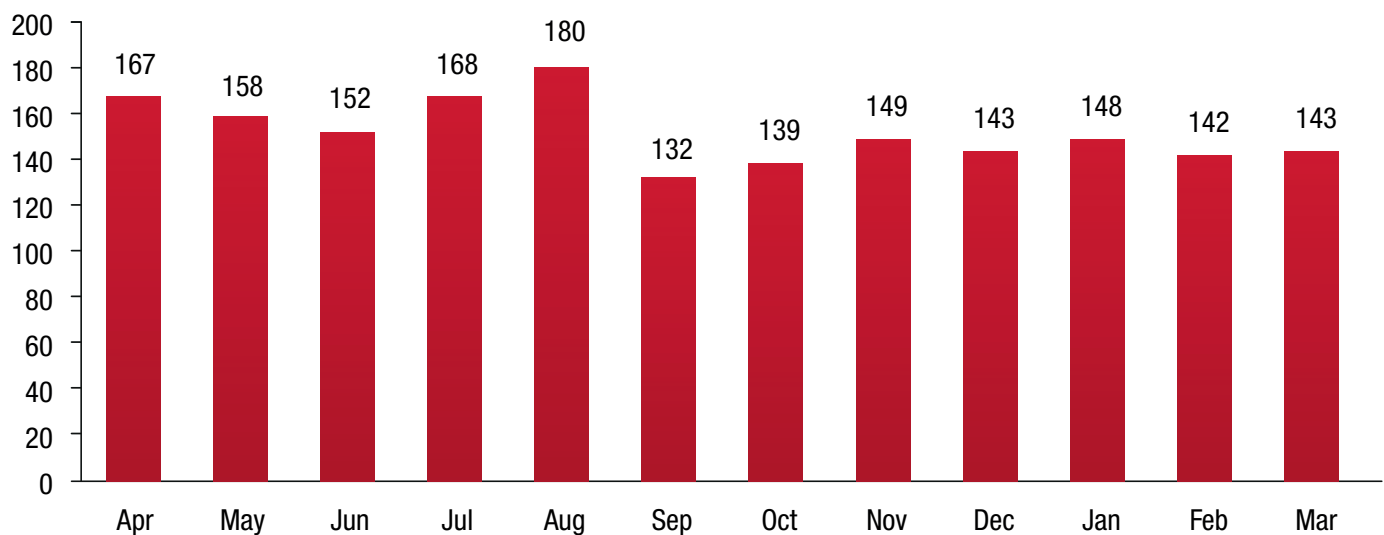
Our primary purpose is to provide critically injured patients with the world's most innovative and effective pre-hospital care delivered by our advanced trauma team using a helicopter by day and rapid response cars by night and in adverse weather conditions.

The service treated 1,821 patients suffering from critical injury (trauma), and some other medical emergencies in the financial year ended 31 March 2016. This number excludes patients that were treated by our Physician Response Unit (PRU), see page 25.

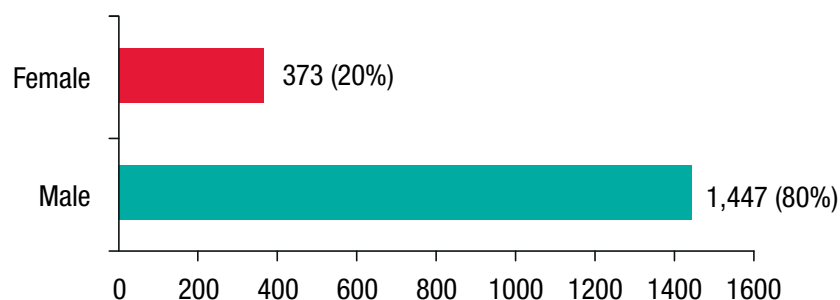
Figure 2 displays the headline numbers of patients treated by the service. By the very nature of our work, every one of our missions has the potential to have an enormous impact on the future of the patient, their family, and the wider community as well as having positive economic consequences.

Figure 2: 2015/16 Missions Summary³

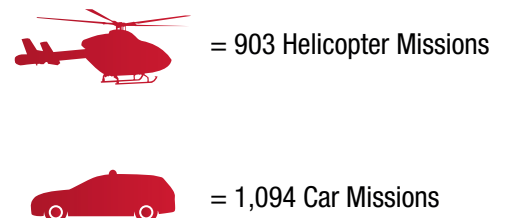
Patients treated by month



Patients treated by gender⁴



Mission Breakdown⁵



³Data taken from 1 April 2015 to 31 March 2016, with 1,821 patients treated in total.

⁴The gender of one patient was not recorded.

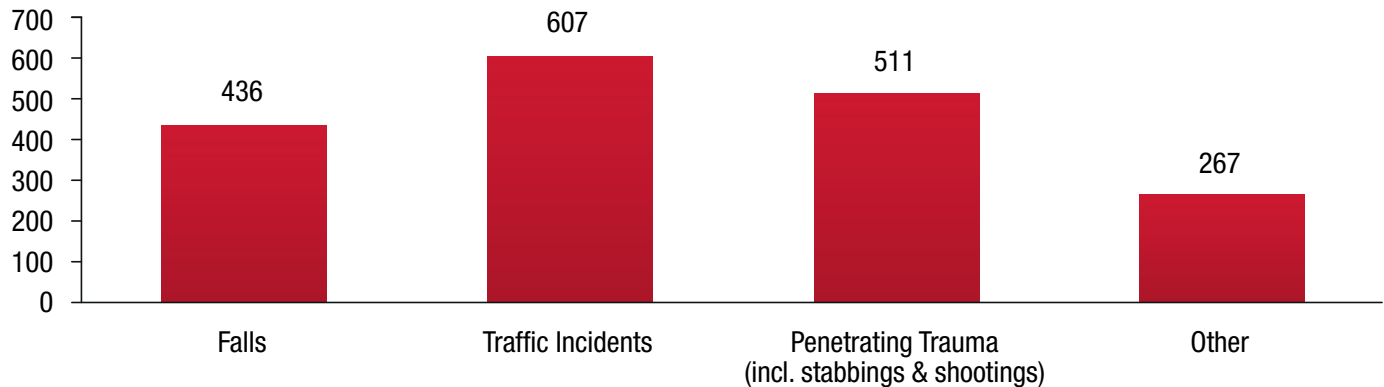
⁵Helicopter missions include launched but cancelled missions. A cancelled mission is when the helicopter and medical team are stood down after launch but prior to arriving on scene.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

Patients treated by mechanism of injury



As a result of strict data and patient confidentiality restrictions, it is difficult to quantify the exact impact and contribution we make to the outcome of our patients. The pre-hospital care of trauma patients has been recognised as a vital component of the trauma patient pathway from incident to rehabilitation. Excellent pre-hospital care is recognised as an important contributor to the documented significant improvements in trauma mortality in the UK in the last five years. The process for mapping out and measuring patient outcomes is inherently complex. Often, following our handover to the receiving hospital, our patients undergo complex treatment and rehabilitation via a number of care providers before discharge to their home. This is due to the severity of their injuries.

However, thanks to the recently created position of Patient Liaison Nurse, there is now an interface between our service and our patients during their long and often difficult recoveries. Through this interface we receive unprecedented anecdotal evidence of the impact our Charity has had, not only on the patients themselves but also their families, friends, colleagues, employers and wider communities. Helping a patient is an extraordinary combined effort of many including the patient's family, the public, Metropolitan Police, London's Fire Brigade and NHS staff. Below are a few patient stories that demonstrate the impact our service.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016



PATIENT STORY Molly

A road traffic collision in North London left Molly trapped in her car for a significant amount of time under a truck. With support from a variety of emergency services that were on scene that day to help her, including London's Air Ambulance, Molly is making an excellent recovery.

Six months later, she reflects on a surprise December afternoon, where she got to meet and thank the very same teams in person.

"Everything is really blurry from the incident, but one thing that really sticks in my mind is a voice from the London Fire Brigade saying to me while I was stuck: 'everything is OK, we are going to get you out.' I instantly had so much trust in them, and felt calmer knowing that people were working their hardest to do what they could for me."

On 23 December 2015, Molly visited our helipad at The Royal London Hospital in Whitechapel, to meet its advanced trauma team and see the aircraft in which she was airlifted back to the same hospital in. What she didn't know, is that the teams from Enfield London Fire Brigade and Enfield Metropolitan Police that also helped her that day, would be there too.

"It was so emotional. I have always wanted to say a massive thank you to everyone for their support, their sheer determination, and for going out of their way to do everything they possibly could for me. It was amazing to be able to say it in person, as I never dreamed I would actually see them again."

The Enfield London Fire Brigade presented Molly with a letter from its Borough Commander, Les Bowman, congratulating her for her bravery during the extrication.

Molly says: "London can be an unfriendly place, where people are always too busy to interact and care for the people that they cross paths with daily. Equally, my incident has taught me that complete strangers can and will collaborate, and come to the aid of those who are in need. You hear stories of unlucky things happening to people a lot, but I never thought something like this would happen to me. It's taught me to truly appreciate the people that are there for me every day."

The injuries that Molly sustained included a displaced pelvis and a broken left leg in two places. Our advanced trauma team attended to her by aircraft and administered pain relief on scene. She stayed in hospital for ten days and has since had 24 follow up out-patient appointments. She is currently going through physiotherapy to gain more mobility back in her leg and is slowly starting to build up strength again.

"Before my incident, I remember once seeing the London's Air Ambulance helicopter land and I thought it was cool, but I didn't really think much about why it might be there. Now when I see it I have a completely different feeling – a sense of pride and admiration for everything that the charity and the wider emergency services do every day."

Molly's admiration is evident by the fact that she has decided to enrol on a Paramedic Science degree, which she starts this September at Anglia Ruskin University. That same month, she will also be taking part in our Annual Abseil to raise funds for the Charity.

"My original plan was to go to university last autumn, but I had to defer my place so that I could recover properly. Before my incident I was interested in becoming a paramedic, but it was this and everything that has since entailed which has really spurred me on to apply. I wish no one ever goes through what I did, but I hope one day I can help someone, like how I was helped too."



"Before my incident, I remember once seeing the London's Air Ambulance helicopter land and I thought it was cool, but I didn't really think much about why it might be there. Now when I see it I have a completely different feeling - a sense of pride and admiration for everything that the charity and the wider emergency services do every day."

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016



PATIENT STORY Sacha

Sacha was crushed by a 300kg tree branch on a school trip to Richmond Park. Having been hit on the head by the equivalent of a large motorcycle, the seven-year-old suffered severe head injuries.

The falling branch also broke his leg, both arms, his pelvis, back and five of his ribs. With every passing second, Sacha's chances of survival and recovery faded.

Our team was by his side in minutes. The team anaesthetised Sacha directly in the park to protect his brain from further damage and airlifted him to The Royal London Hospital. The doctors did not believe he would ever walk, talk or write again. Three months later, Sacha defied all their expectations.

Sacha's mother Jo was ten minutes away when she received the call every parent dreads. She rushed to the spot, arriving in the park with two-year-old daughter Stella under her arm: "I was standing there looking at the doctor and paramedic from London's Air Ambulance anaesthetising Sacha. I knew about the Charity from the documentary series on TV. Of course I never thought we would one day need their help. Now tubes were going into my son's body and he was possibly about to die."

The distraught mum added: "Our life was about to be perfect. We had just bought a house outside London and were two weeks away from moving in. We had been struggling in London for ages wanting what everyone wants – space and quality of life. The house had a garden and Sacha and his brother Luka could walk to school."



Her worst fears about the severity of Sacha's condition were confirmed in The Royal London Hospital, where doctors talked about severe brain damage and permanent disability. He was sent to The Great Ormond Street Hospital to have a bone fragment removed from his brain. He was kept in a coma to reduce swelling after surgery and prevent seizures. When he was moved from intensive care to the high dependency unit in Oxford University Hospital, he still wasn't conscious.

"It was awful. We were told that our son will always be disabled. Sacha spent his eighth birthday in a coma. The family couldn't fit into his hospital room and even getting down to Oxford with two little kids was a struggle. We felt that our life had changed forever."

Jo believes that it was thanks to his eleven-year-old brother Luka that Sacha started talking and walking again. "Luka refused to leave Sacha's bedside and, as distraught as he must have been by seeing his little brother unconscious and with tubes coming out of his body, he talked to him as if none of that was happening. He made jokes, spoke to him in silly voices and showed him videos on You Tube, until finally one day Sacha laughed. We were overjoyed. It was the first reaction he had had since the accident, the first sign that his brain still worked."

Sacha started to make more sounds and in less than three months was ready to start learning how to walk again. "Luka would always be at Sacha's physiotherapy sessions motivating and encouraging him: 'Try to reach higher!' and 'Well done!' he would say. When Sacha had to wear a nappy because he couldn't walk to the loo, Luka would put a nappy on over his trousers to make the situation light hearted for Sacha. He asked Sacha's doctors so many questions that they gave him their mobile numbers."

"Sacha improved rapidly in The Oxford High Dependency Unit. He then spent 2 months at The Children's Trust in Tadworth, for children with brain injury, where his ambition was to be able to run when he was leaving. He achieved it! He has been very brave and is now back at school with support, part time. It's just incredible."

"What would I say to people? If you are thinking of supporting any charity, it should be London's Air Ambulance. They save lives. The difference you will be making is between life and death, recovery and life-long disability."



**"What would I say to people?
If you are thinking of supporting
any charity, it should be London's
Air Ambulance. They save lives.
The difference you will be making
is between life and death, recovery
and life-long disability."**

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

Progress against Strategic Objectives

In respect of the key strategic objectives for the financial year 2015/16, the Board of Trustees is able to report on the progress and outcomes as follows:

1. Delivering greater resilience by bringing into service a second helicopter

Following our 'Your London, Your Helicopter' fundraising campaign last year to acquire and sustain a second helicopter and extend our summer daylight flying hours for five years, we raised sufficient funds allowing us to achieve both objectives. We acquired the second helicopter, an MD902 Explorer registered as G-LNDN towards the end of 2015. This was a momentous milestone for the Charity which could not have been achieved without the dedication, determination and generosity of our supporters, employees and countless individuals and organisations across London.

To date over £4.2 million has successfully been raised or committed, including a generous pledge of £2 million from London Freemasons, of which over £1.5 million has been donated already, a donation of £1 million from the LIBOR fund through HM Treasury, a Charity of the Year partnership with BlackRock, and donations from the Tompkins Foundation and the Khoo Tech Puat UK Foundation.

Subsequent to the purchase, work was undertaken on the helicopter to meet European (EASA) and UK (CAA) aviation regulation and to provide the same medical interior to the aircraft as the existing helicopter.

G-LNDN became operational on 25 January 2016, in time to replace our, until then only helicopter (registered as G-EHMS) during its scheduled annual maintenance commencing on 28 January 2016. The annual maintenance left G-EHMS unavailable for 30 days. Previously, this would have left the people of London without a dedicated emergency medical helicopter during this period. Thanks to the second helicopter, our advanced trauma team reached and treated 49 patients by air during this period, clearly the most effective way of delivering our service to our patients when minutes are vital for survival and outcome. The resilience the second helicopter provides to our service and London is invaluable with operational availability of one helicopter rising from 83.4% to 97.9% with two helicopters for the first eight months of 2016.

2. Delivering greater resilience through extension of our daylight flying hours

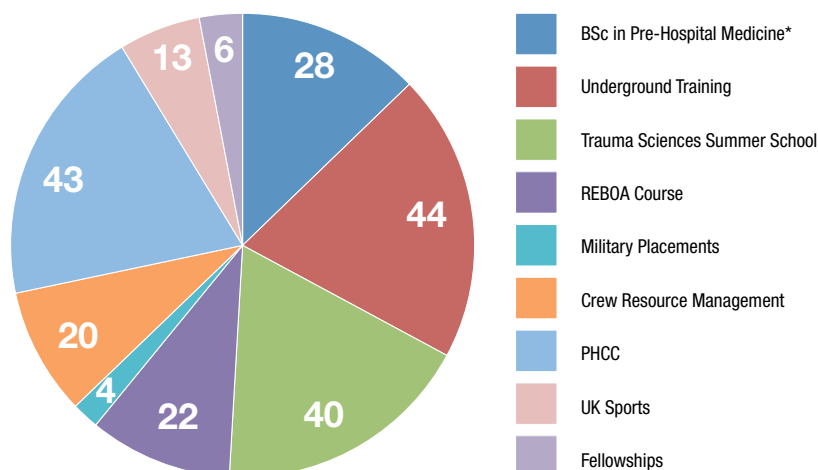
For the first time in our history, we flew longer during the summer months. From 29 March to 2 September 2015 (156 days) we operated extended daylight flying hours, delivering our advanced trauma team to critically injured people in London via our helicopter every day until sunset.

The extended hours of operation resulted in a total of 314 additional hours of helicopter coverage, translating in 90 additional dispatches (of which 23 were cancelled after launch) and 67 patients treated by our teams.

3. Continuing the successful growth of The Institute of Pre-Hospital Care

It has been another exceptional year for the Institute having trained a total of 214 doctors and paramedics through existing and new courses, and producing insightful and innovative research. Figure 3 provides a breakdown of courses and numbers trained, and is followed by a brief summary of some of the key achievements.

Figure 3: Courses delivered and numbers trained



*Academic year runs from 1 August to 31 July, therefore BSc course numbers includes Academic Year 14/15 and 15/16

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

BSc in Pre-Hospital Medicine

For the academic year 2015/16, 17 students studied towards the BSc qualification an increase of six from our first year of delivery. We are confident that this cohort of students will progress well and follow the success of last year's students, success we continue to see following the completion of their course, which includes;

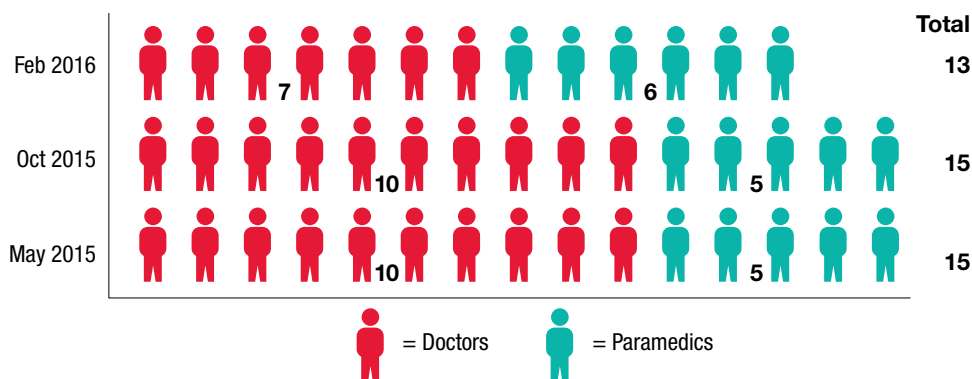
- Presentations at the conference of the European Society of Emergency Medicine conference (EUSEM) in Vienna.
- Presentations at the European Resuscitation Council conference in Prague.
- Presentation at the Mediterranean emergency medicine conference in Rome.
- Presentations at the London Trauma Conference.
- Conference presentations at Queen University in Belfast.
- Abstract titled 'Emergency preservation and resuscitation - Science fiction or the answer for the exsanguinating patient?' published in the Resuscitation Journal.

Our efforts in education are not only producing the next generation of pre-hospital care experts but are also leading to insightful and innovative research helping to progress pre-hospital medicine.

Pre-Hospital Care Course (PHCC)

We successfully delivered three courses over the year. The courses were well attended, having reached our target of training at least 12 doctors and paramedics on each course.

Figure 4: PHCC course attendance



The impact of delivering the course, including key innovations and best practice that is taught, ensures we have highly trained doctors and paramedics helping to deliver a high quality of care. Furthermore, we have international doctors, who take learning from the PHCC to enhance service delivery in health systems internationally. The impact of this course is wide-reaching and with our mission to drive excellence in pre-hospital care standards, we shall endeavour that this continues.

High Performance Workshop in collaboration with UK Sport

In February 2016 the Institute launched a new course, the 'High Performance Workshop' in collaboration with UK Sport, with 13 delegates from the 'Road to Rio' programme taking part.

The purpose of the course was to share the learnings that have come from the evolution of London's Air Ambulance as a service, the governance structure, culture that has been created, the way our training has developed over the years and with that the many parallels between the work that our operational team do and high performance coaching, psychology and behaviours.

The course allowed us to share our experiences with some of the leaders in the sporting world and also allowed us to forge relationships in the area of performance that are fundamental to the future of the work that our teams carry out on scene. Following positive feedback, and given the success of the course, we plan to deliver this course at least once a year going forward. This is another example of the wider impact our work is having.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

4. Continuing Pre-Hospital Care Research

We continue to have the most productive pre-hospital research output in pre-hospital care in the UK. A number of research projects were completed with a range of publications in various scientific journals. We have contributed to a number of international guidelines on trauma and resuscitation care. There were a total of 10 publications during the year.

A previous registrar (Dr Kate Crewdson) is completing a higher research degree on the vital contribution of good airway management in pre-hospital trauma care and a number of important publications will arise from this project. Our relationship with the Norwegian air ambulance has continued and we have had a post PhD registrar (Dr Marius Rehn) seconded to us under the supervision of Professor David Lockey. He has completed a number of relevant studies and more will be published in the coming year. Other outputs have been from individuals seconded to the service and supervised by a London's Air Ambulance consultant, in co-operation with individuals from other services, and smaller projects completed by students seconded for electives or completing a BSc.

A large number of lectures have been delivered by physicians from London's Air Ambulance at local, national and international conferences in the last year.

There are 14 ongoing research projects and a number of further potential projects being explored. These all have the potential to change practice and improve outcomes for patients.

5. Developing and Delivering an Outreach Programme

HELIMED: an interactive educational STEM app

The Charity's Outreach Programme reached a new milestone during the year reaching the final development stages of creating the HELIMED app, readying for launch in June 2016. The development of this innovative educational resource was made possible through funding gratefully received from our Trust, Foundation and Corporate supporters.

The HELIMED app – developed by Milo Creative in partnership with science education centre, Centre of the Cell gives participants the opportunity to assume the roles of a doctor, paramedic and pilot to complete four life-saving missions, all in a race against time, with decision-making activities linked to STEM curriculum materials.

During the development process we engaged students from three pilot schools in Tower Hamlets and Newham and used teacher and student feedback to inform iterations of the app. The app officially launched in June 2016 and the Charity will be partnering with schools to roll out the app across the capital. This stimulating and truly unique learning resource will create value and opportunity for up to 2,000 young people expected to participate in the initial stages. We are confident this innovative app will encourage young people to get excited about STEM (Science, Technology, Engineering and Mathematics) subjects to aid their studies and raise their awareness of the Charity.

Talks in the community

Our employees, including frontline, and volunteers continued to deliver talks in the community. We delivered 27 talks in 2015/16. Engaging with a wide and varied audience, these talks play an important role in raising the communities' awareness of our Charity in addition to increasing general safety awareness.

'Name Your Helicopters' competition

As part of our 'Your London, Your Helicopter' campaign, we launched a competition for children under the age of 16 to have the chance to name both of our helicopters. It was a great way to engage this demographic and raise awareness among their parents.

We received 70 submissions and the names were chosen based on the relevance and strength of reasons that were submitted. Assessed by an internal panel, the winning names were:

- **Walter** (G-LNDN) – "My grandad named wally lives in the moon and stars with the angels so he would help keep the helicopter safe in the sky's when it's helping people. He is my hero and angel in the sky and I will share him to help the other people"
- **Rowan** (G-EHMS) – "Rowan is my sister's name and the ancient meaning of Rowan is "little red one" so assuming the new helicopter will be red... It's an ideal name... Plus my Daddy raises money for you..."

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

6. Working closely with Barts Health and London Ambulance Service to deliver improved pre-hospital care procedures and pathways

Dispatch App

A revolutionary new app (Dispatch App) has been helping reduce the time it takes to dispatch our advanced trauma teams by up to two minutes. Using EE's 4G network, the app automatically provides our team with incident information directly to iPads, helping us reach our patients quicker and ultimately saving lives. We introduced the app in October 2014 and working closely with the London Ambulance Service, we continue to benefit from the enhanced emergency dispatch efficiency.



PATIENT STORY Dave

"When London's Air Ambulance arrived, one of them pointed out that my chest was the most imminent problem. And he was right – it would have been my chest that would have killed me first."

The moment Dave came off his motorcycle landing on the concrete, his chest started filling with blood. He had minutes before his left lung would collapse and he would have suffocated. He fractured 90% of his ribs and injured his head.

Dave has been riding motorcycles for 39 years but this was the most severe accident he has ever had. "The first person I saw when I woke up in the hospital was a guy in London's Air Ambulance uniform. We made eye contact and he said: 'You'll have to excuse me for saying this – I can't believe I'm talking to you.' He obviously didn't think I was going to live," says Dave

When Dave contacted the police officers who were the first at the scene of his injury, they were amazed to see him as well. "The Police found me on the floor face down, dripping with blood only a few weeks earlier. They told me that they thought my chances of surviving were 50:50 that day and could not believe I was standing in front of them - walking and talking."

"I was very lucky. London's Air Ambulance was by my side in minutes delivering what is essentially a mobile emergency unit with a doctor on board. Apparently, the pilot landed on a very narrow road on a windy day. And that must have been tricky. I later found out that a paramedic listens to 999 calls 24/7 in the London Ambulance Service control room and decides on London's Air Ambulance's dispatch. I was lucky that the person recognised the severity of my injuries and made a decision on my behalf. And finally, I was lucky that London's Air Ambulance and their helicopter were available at all. It's crazy to consider that until recently London only had one helicopter. The millions of people relying on it..."

There is another reason why Dave considers himself lucky. Stuck in the traffic jam his accident caused on the A316, Richmond were two off-duty doctors who rushed to the site. "The police told me that these two doctors probably saved London's Air Ambulance some precious time by assessing my injuries. When London's Air Ambulance arrived, one of them pointed out that my chest was the most imminent problem. And he was right – it would have been my chest that would have killed me first."

"I have personally thanked everyone who helped save my life, apart from those two doctors. I have no idea who they are or how to find them, but I hope to have the chance to say thank you some day," says Dave.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

REBOA

The pioneering work on REBOA achieved through the partnership working between the Charity, Barts Health and London Ambulance Service was acknowledged at the latest Charity Times Awards where REBOA won the 'cross-sector partnership' category in October 2015.

This new technique allows us to prevent a patient from bleeding to death before they reach hospital, giving the patient the best opportunity to not only survive but to have the best possible outcome following survival. This is a ground breaking initiative and one of the most notable developments in pre-hospital care since we pioneered pre-hospital thoracotomy (open heart surgery) at the roadside. REBOA has already saved the lives of people in London and will go on to benefit many others through the UK and beyond as the procedure is taken up by other services.

Emeritus staff

The continuous support from the medical employees attached to us from Barts Health and London Ambulance Service and our emeritus team is invaluable to our Charity. We are very fortunate to benefit from the dedication of all these individuals. Following a number of secondments and delivery of courses over the years, we have a total number of 54 on the emeritus team. Furthermore, we delivered five training nights for emeritus staff with an average attendance of 20 attendees per night. These training nights help to refresh clinical knowledge as well as reinforcing our relationship with them.

Emeritus staff cover shifts on the helicopter and response cars. We deploy an additional response car on Fridays (two in total) staffed by our emeritus team and during New Year's Eve/Day which is one of our busiest days in the year, we draw on our emeritus team to provide the extra coverage.

Clinical Governance Days

Clinical Governance Days centre on an ethos of delivering care of the highest possible standard for all of our patients, at all times; which both enables and demands a high level of reflection, self-critique, learning from others, and collective memory. As a result of a relentless focus on excellence we continue to drive knowledge-sharing via this platform. We delivered in conjunction with our partners 12 Clinical Governance Days over the past year, each attracting an average of 77 attendees from London's Air Ambulance, Barts Health, London Ambulance Service and the wider clinical community, including pre-hospital care professionals from around the world.

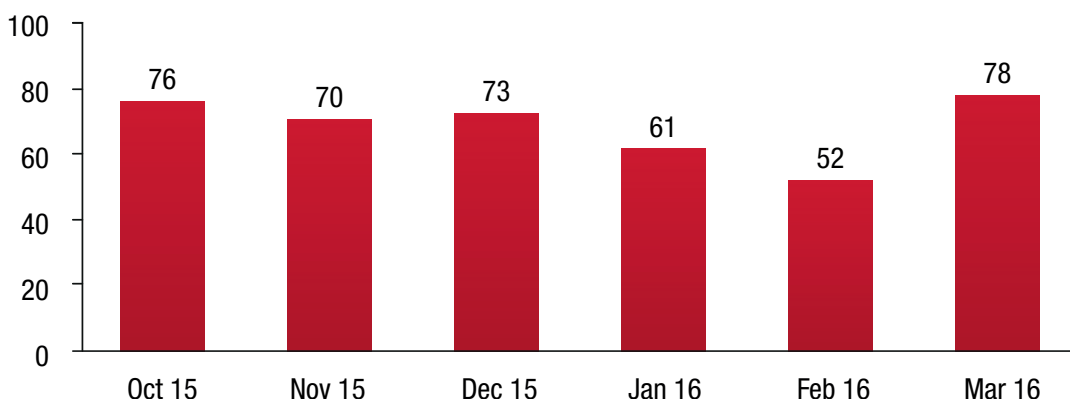
It is incredibly encouraging to have such numbers attending and knowing the potential impact that such an event can have. We are fostering collaboration across medical disciplines and institutions dedicated to improving outcomes for people afflicted by trauma.

Physician Response Unit

Operating separately to our rapid response cars, the Charity's Physician Response Unit (PRU) treated 410 patients in the community during the period October 2015 to the end of the financial year 2015/16. Although the PRU was operational prior to October 2015, the data for a short period during 2015 was not validated. A monthly breakdown of the number of patients treated by the PRU is shown in figure 5.

Patients are treated for a range of emergencies thanks to the specialist drugs and equipment carried in the PRU car. Delivering such services in the community helps alleviate some of the pressure on the NHS Emergency Department by reducing the number of ambulance call-outs and number of Emergency Department visits. Approximately 50% of the patients treated during the period 1 October 2015 to 31 March 2016 by the PRU were left in the community thus avoiding ambulance use and an admission to the Emergency Department.

Figure 5: Patients treated by PRU by month



LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

7. Continue to expand on the success of the role of the Patient Liaison Nurse

Funded by the City of London Corporation's charity, City Bridge Trust, the PLN role has continued to provide an unprecedented level of care to vulnerable patients and their families.

The most successful aspect of the PLN initiative has been the high quality of aftercare that our service has been able to provide for our patients post-injury. To date, this has been achieved by the PLN in the following ways:

- Followed up directly with patients to provide vital post trauma support and guidance. This included a total of 360 bedside visits during the reporting period.
- Established support networks by acting as a patient advocate to identify and create working relationships with a number of charitable organisations, including Samaritans and Limbless Association, and established health care providers that are equipped to support patients and their families through the rehabilitation process. During the year 101 patients were sign-posted to other charitable organisations.
- Developed a bereavement consultation service and a bereavement leaflet, in conjunction with road safety charity Brake, to provide essential guidance and support to bereaved families. There were seven consultations services delivered in the year.

Following the successful outcomes of the role, the Charity secured additional funding from The City of London Corporation's charity, City Bridge Trust, to continue the initiative for a further two years.

8. Expand and support our volunteer network

We completed the self-assessment and development planning element stages of the Investing in Volunteers accreditation process during the year. The process is rigorous with a number of stages in which our Volunteer Recruitment and Development Manager has done a fantastic job in leading for the Charity and achieving this milestone. The final assessment is due to take place in July 2016 and if the accreditation is achieved, it will be valid for three years. The impact of the volunteer programme is wide-ranging, enabling our volunteers to develop new and pre-existing skills whilst providing an environment of sharing and learning; this will go a long way in helping our volunteers achieve their longer-term ambitions.

The number of volunteers supporting the Charity increased to 154 this year from 120 in the prior year.

9. Investment in the Charity's infrastructure (new premises)

Our Charity office moved to the 5th Floor of 77 Mansell Street in November 2015 following the expiry of our lease at Philpot Lane. Planning for the move started in early 2015 with a charity office move project team helping to ensure the move and transition was completed with little disruption.

We were fortunate to have received a £241,000 grant via the Association of Air Ambulances from Her Majesty's Government LIBOR award to help finance the lease and fit out of the new premises. We successfully moved offices within budget and timeframe. The new office provides us with a stable headquarters and infrastructure for the next five years that will allow us to continue to operate effectively to deliver of our charitable objectives.

10. Investment in Development team to help drive fundraising income

Fundraising Income

It was a strong year with a number of income streams exceeding the targets set at the start of the financial year. One of the main achievements during the year was running our largest ever fundraising campaign 'Your London, Your Helicopter' to raise funds for the second helicopter and extended daylight flying hours whilst also raising funds to maintain our life-saving service on a daily basis. The growth in our income streams is illustrated in figure 6.

Trusts, Foundations and Livery Companies

We are supported by a growing range of Trusts, Foundations and Livery Companies with income for the year from these sources increasing the most significantly. Our strategy was to nurture existing relationships and to cultivate new supporters with a strong focus on securing funds for the second helicopter. Cultivation and engagement activities included; helipad visits, timely and informative reporting, relevant event invitations and all-round stewardship.

Donations and grants are awarded to support our core services; specific innovative projects; life-saving medical equipment; or for educational outreach projects. The growth seen during the year is particularly attributable to our campaign to acquire a second helicopter which included a pledge of £2 million from the London Freemasons to support the acquisition and running costs.

An internal structure change during the year resulted in Trusts, Foundations and Livery Companies activities moving from the Donor Development team into the newly formed Philanthropy Team consisting of the Philanthropy Officer and Philanthropy Manager to ensure this receives continued and dedicated focus.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

Corporate & Events

The strategy was to develop long-term mutually beneficial corporate partnerships that deliver sustainable income and in-kind and pro-bono support with a strong focus on acknowledgment and recognition. As such, support from our corporate partners has continued to grow.

Staff from a multitude of companies have committed time and energy to challenges and events, raising thousands of pounds for the Charity. These partnerships have raised awareness of the Charity and has enabled us to work strategically with companies across a range of different platforms to further enhance our service.

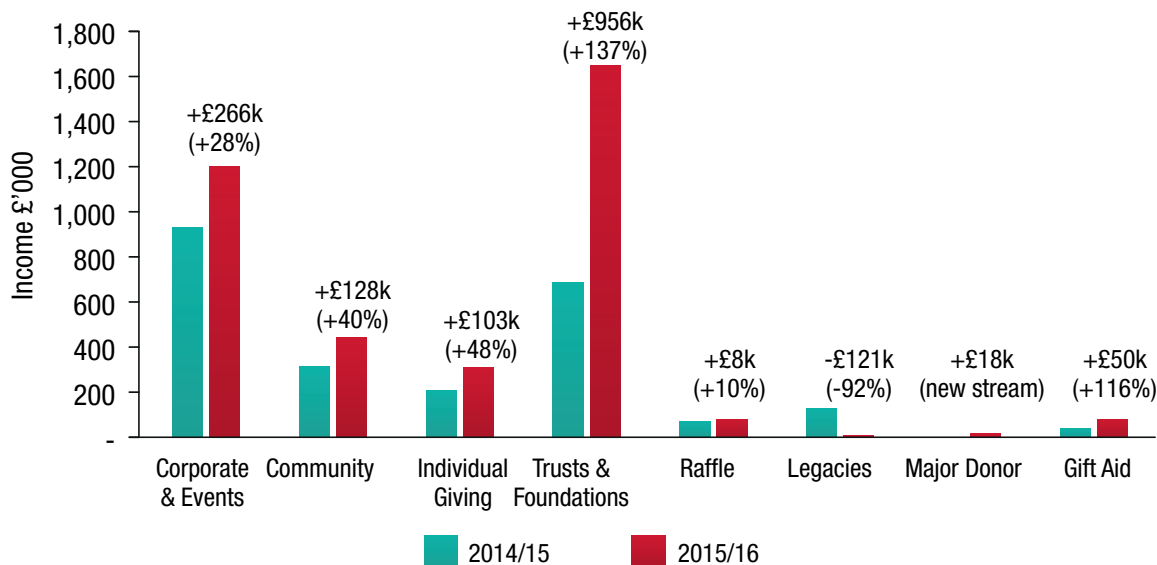
A significant three year partnership was formed with Foxtons, London's leading estate agents. We became Foxtons' first long-term official partner in 2015. The partnership includes sponsorship, employee fundraising activities, Payroll Giving, as well as an extensive joint branding and marketing campaign aimed at increasing public awareness for London's Air Ambulance.

Community

We have a strong community fundraising programme, raising funds through collections pots and buckets, at local events and from local clubs, societies and businesses.

Our aim was to maintain and expand income from local communities and businesses throughout London, ensuring that long-standing support is acknowledged and that community supporters remain engaged, informed and inspired. We delivered on this, with an increasing network of businesses holding pots at their premises and a successful 'Big Lift' mass bucket collection, part of the 'Your London, Your Helicopter' campaign, all of which contributed to the 40% increase in community income.

Figure 6: Growth in income by income stream



Graduate Programmes

We are proud to report that we recruited two graduate trainees in the Charity last year. One of our graduates is through CharityWorks - an organisation that works with non-profit organisations to run its graduate placement service - whilst the other is through our continued relationship with East London Business Alliance (ELBA) for which we were fortunate to have received restricted funding to cover the cost.

The commitment, support and enthusiasm of our graduates is highly valuable and recognised by the Charity. It also reinforces the wider social impact we strive to have on the community of London.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

Material Fundraising Activities

Our performance and successes throughout the year would not have been possible without the generosity of our supporters. Some of the material fundraising activities that took place included;

Lottery

The London's Air Ambulance lottery continues to grow and is a significant part of our income. At the end of March 2016 the number of chances in our Lottery had increased to 67,080. This growth of 25% over the year is attributable to our continuing strategy of signing up members via lottery canvassers.

The regular and growing income from this fundraising activity is the result of our investment into the recruitment campaign for new members and greater awareness of the Charity. We have a strategic aim to diversify our income streams but also greatly appreciate the loyalty and generosity of our lottery players. We will continue to grow and sustain our lottery, engage our lottery supporters and recruit new players. A significant development for the next financial year is to introduce tablets for canvassers to facilitate sign-up of new supporters and deliver a digital marketing campaign.

'Your London, Your Helicopter'

As already mentioned in this report, our campaign to raise £6 million needed to acquire and sustain a second helicopter and extend our daylight flying hours for five years was our biggest ever fundraising campaign. The campaign comprised of a number of activities, those not discussed already include 'The Big Lift' street collection during National Air Ambulance Week in September 2015 and our first ever direct mail campaign reaching out to our lottery members for support. To date over £4.2 million has successfully been raised or committed.

Autumn Reception

Following the success of the Charity's 2014 inaugural Autumn Reception, we hosted another comparable event this year with the view to make this an annual occurrence. The event was targeted at current and prospective Livery Company, Trust and Foundation supporters and other stakeholders.

Hosted this year, with special thanks to Master Plaisterer Mr Bill Mahony, who made the prestigious Plaisterers' Hall available to us, the evening provided us the opportunity to share the clinical and operational work undertaken by London's Air Ambulance over the previous year with our guests. In the tenth anniversary year of the 7/7 terrorist attacks on London, one of London's Air Ambulance founders, Dr Alistair Wilson, gave an address on the key role the service played in supporting patients on that fatal day.

The event was again hugely successful. It was attended by 152 individuals from Trusts, Foundations, Livery companies and Corporates (70% increase on previous year's event). It further raised the profile of the Charity and enabled us to build a rapport with prospective (40% of attendees) and pre-existing supporters (54% of attendees) including representatives from 31 Livery Companies. The event directly generated £18,075 (21% donations from new supporters) and expedited donations from eight new supporters, to the value of £36,250.

Events - Abseil

The abseil is an annual London's Air Ambulance event where fundraisers drop off the side of The Royal London Hospital – the highest rooftop helipad in Europe at 284ft high. It was another fantastic year for the three day event with 190 participants, including a number of celebrities, raising in excess of £50,000 for the Charity. This was a highlight of the events portfolio in this year.

Summer Gala Ball

After the resounding success of the Charity's Silver Gala in December 2014, the Summer Gala 2016 to be held at the Guildhall in the City of London on 30 June 2016 is a highlight of the events portfolio in the coming year. Planning and activity for organising the event commenced in this reporting period with costs of approximately £5k incurred. This included a deposit payment for hire of the venue and printing costs for invitation cards.

Guests at the gala will comprise of over 400 Charity supporters; a combination of high net worth individuals, London's Air Ambulance corporate partners and their clients, and prominent business people. It is an ideal opportunity to raise vital funds for the Charity and raise awareness of our work to existing and new corporate supporters and individuals with the aim of securing long-term support. Donations and table bookings for the gala started to be received from March 2016, with a total of £16k received in the reporting period.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

CONSOLIDATED FINANCIAL REVIEW

The Board of Trustees is pleased to report that the total incoming resources for the year amounted to £10,731,732 (2015: £9,549,762), a growth of 12.4% year on year. Staff costs associated with raising funds amounted to 5.5% of total income.

Principal sources of restricted and unrestricted income included: Lottery sales of £3,096,695; donations from trusts and foundations of £1,654,851; funding from the NHS of £1,147,170 through a service level arrangement with the Barts Health NHS Trust and donations from corporates and individuals (including £482,683 from events and £2,072,296 gifts in kind) totalled £4,283,283.

Costs in the same period totalled £8,702,209 (2015: £7,396,156) an increase of 17.7%.

The cost of charitable activities was £5,950,224 (2015: £4,590,671). The Charity incurred significant expenditure to conduct the initial maintenance and necessary repairs to G-LNDN to meet UK regulatory requirements. The remainder of the year on year increase in charitable activity costs is associated with increased maintenance on the G-EHMS helicopter due to its age, flying extended daylight hours during the summer period (April to September) and additional helicopter running costs starting December 2015 when G-LNDN obtained its certificate of airworthiness.

Governance costs were £76,533 (2015: £145,526) or 0.9% of total costs.

London's Air Ambulance Trading Limited shows total income of £3,222,398, an increase in operating income of £482,971 versus 2015. The lottery continues to grow and at year end there were 67,080 active chances, a year on year growth of 25%.

All profits from London's Air Ambulance Trading Limited, including merchandise sales, corporate sponsorship income and lottery are passed up to the Charity as donations from time to time during the year leaving a sufficient margin for the company to operate efficiently in terms of periodic stock purchase and lottery running costs. In 2016, profits of £2,421,532 were gifted to the Charity (2015: £1,694,619).

The Institute of Pre-Hospital Care Limited completed its second full year of trading and made an income of £159,594 (2015: £174,522). All profits from the company are passed up to the Charity as donations at the year end. In 2016, a profit of £15,784 was gifted to the Charity (2015: £25,365).

RESERVES POLICY

The trustees monitor and review the Charity's Reserve Policy as part of the annual budget cycle, but a key event, for example, the cessation of a material source of funding, may trigger an adhoc review. During April 2016, the trustees agreed a strategy where sufficient unrestricted cash is held to meet the cost of nine months of operation (previously 6 months coverage). The Charity is working towards this goal whilst balancing day to day running of the Charity, including running of the helicopters and at year end it has achieved a coverage of 4.1 months. Based on expenditure levels at year end, it is estimated the unrestricted cash across the Group would need to be £5.3 million to achieve the current 9 month target.

The unrestricted funds increased to £3,412,256 from £1,901,332. During April 2016, the Trustees agreed to set aside a further £200,000 from the 2016 results as a designated reserve towards paying the balloon payment on the financing of the first helicopter. A total payment of £400,000 is due to Santander in December 2017 in this regard. At the same meeting the trustees also agreed to set aside £43,237 in a separate designated reserve which will be used to fund G-LNDN's annual maintenance. It is expected that this reserve will be utilised during November 2016.

At year end the Charity has £1,405,854 (2015: £1,247,364) in free reserves available. This represents the value of reserves available for Charity use after removing the book value and financing of tangible assets from unrestricted funds.

The restricted funds increased from £2,025,567 to £2,544,262 largely in relation to the acquisition and running costs associated with the second helicopter (G-LNDN). Refer to note 24 for more details on the restricted reserves.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

Risk management covering both Charity and subsidiaries

The Board of Trustees conducts a regular review of the major risks to which the Charity is exposed and systems are in place to identify and minimise those risks. This process is managed by the COO and the Charity Risk Register contains the risks and mitigations identified covering:

- Strategic and Governance Risks
- Financial Risks
- Operational Risks
- HR/Employee Risks
- Real Estate Risks
- IT Risks
- Reputational Risks
- Institute and Educational Risks
- External Threats and Competition

Each risk is evaluated and a pre-mitigation risk score is assigned based on Impact and Probability. Mitigation strategies are implemented, documented and the residual risk assessed and scored. The risk being carried is regularly reviewed by the risk owner. Risk management has been incorporated into the Safety Management Systems approach adopted across the Charity.

There are 4 principle risk areas that are currently identified:

- **Risk:** Damage/catastrophic loss of a helicopter due to collision with a static object and damage/catastrophic loss through a single point of mechanical/electrical failure.

Mitigations: On HEMS missions we always operate with two pilots to improve crew awareness. We are engaged with local planning to ensure we are aware of new buildings and have daily briefings concerning new obstacles (cranes etc.) that will affect us. In accordance with the weather we always fly above the legal minimum height, regulated by the CAA. The aircraft are maintained in accordance with an approved maintenance schedule and any issues identified by the pilots are addressed by an appropriately qualified engineer.

- **Risk:** Finance / Lottery – Failure to comply with the lottery criteria set by the Gambling Commission will risk loss of Trading Co's gambling licence and subsequent income source.

Mitigations: All required licence approval posts are trained and qualified with additional resilience if required. They are very aware of the commitment required to maintain our Gambling Commission Lottery licence and ensure the necessary checks and measures are in place. Monthly reports are maintained together with a complaints log; in 2015 there were two minor complaints from a weekly average of 41,000 players. We had a successful audit in July 2015 and Gambling Commission inspection in August 2015

- **Risk:** A breach of the Data Protection Act through a security breach of our IT and data storage, inappropriate handling and mismanagement of data by either LAA members, volunteers or third party agents. LAA is the Data owner in all circumstances.

Mitigations: Data policy is in place and IT security reviewed on a regular basis. We are also in the process of reviewing and upgrading our IT access policies and security. We have documented protocols with external agencies who support our data and monitor the contracts and training of third party data handlers. We have recently upgraded lottery canvassers to electronic forms to improve security and reduce risk of data breaches.

- **Risk:** Lottery canvassers (including those employed through a 3rd party agency), volunteers miss-sell and / or behave in an inappropriate way and are subject of a local or official complaint in breach of the Code of Fundraising.

Mitigations: London's Air Ambulance canvassers are interviewed and their performance is monitored regularly with regular update and training sessions. Third party provided canvassers are monitored and reviewed along with the agency, including a review of and input to their training programme. We retain a complaints register and any complaints are managed swiftly.

In addition the Trustees have delegated certain powers in relation to the signing of particular contracts and payment procedures to the Executive Committee and Finance Manager. These delegated powers are reviewed and refined on an ongoing basis as the Charity grows and evolves. An audit committee has been proposed to review the financial controls and procedures and is under consideration by the Trustees.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

Health and safety

London's Air Ambulance Limited is committed to maintaining a safe and healthy working environment wherever it operates; it does this through adopting safe working practises and procedures which are regularly reviewed and updated. Each individual who is engaged by or on behalf of London's Air Ambulance Limited either as an employee or as a volunteer is aware of their responsibility for meeting these requirements.

The Charity's health and safety policy is a key part of our overall strategy and provides the framework for managers to implement necessary action points such as hazard prevention, control procedures and employee training.

We have overhauled our approach to Health & Safety, and introduced a Safety Management System (SMS) which has been approved and audited by the Civil Aviation Authority (CAA). SMS represents an organisational approach to Health & Safety and Risk Management, and is further supplemented at the helipad by quarterly Safety Review Board meetings. These meetings are minuted, the reports are retained on a database and hardcopies available in an incident book that is kept on site.

PLANS FOR FUTURE PERIODS

Future plans for the Charity include:

- The overall strategic aim is to secure long-term diverse sustainable income streams to enable the Charity to achieve its goals. This includes:
 - Increasing the number of corporate partnerships and sponsorships
 - Growing community fundraising
 - Securing long-term grants and donations from charitable trusts, foundations and livery companies and statutory sources
 - Launching a legacy campaign
 - Delivering major donor initiatives
 - Operating a summer raffle in addition to our regular Christmas raffle
 - Growing and developing individual donors to drive regular giving through our lottery and individual giving portfolio, facilitated by digital marketing and launching new campaigns.
- In partnership with Barts NHS Trust and London Ambulance Service, continuing the provision of a 24 hours per day, 7 days a week service using our helicopters and fleet of rapid response cars.
- To upgrade our rapid response car fleet with minimal disruption to the continuity and resilience of our operational service.
- Review the Charity's IT and communication systems as the current infrastructure is not sufficient to meet the Charity's future requirements. The aim is to update a number of systems including the Customer Relationship Management and Finance accounting software. 'Project Tempest' has been initiated to deliver this strategy.
- Working with emergency services across London to undertake exercises to plan how London responds to major incidents.
- Continue to support patients and their families on their road to recovery through our Patient Liaison Nurse whilst also looking to increase the capacity of this crucial function.
- Further development of our education capability via the Institute of Pre-Hospital Care in helping prepare doctors and paramedics to deliver the highest possible standards of clinical care.
- Continue to undertake Pre-Hospital Care research and produce publications driving world-class innovation and research.
- Create community fundraising groups in every borough and continue delivery of the community outreach programme.
- Explore opportunities for closer working partnerships and joint outreach programmes with charities and schools, including taking the HELIMED app into schools across London.
- Achieve Investing in Volunteers accreditation as part of our volunteer programme.
- Continue reconstituting the Board and developing the governance framework to ensure the Board can continue to provide the leadership and guidance the organisation needs as it moves into a new phase of growth.
- Review and enhance the Charity's culture and working environment with ambition to be recognised as an employer of choice within the charity sector.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

TRUSTEES ANNUAL REPORT

YEAR ENDED 31 MARCH 2016

TRUSTEES' RESPONSIBILITIES

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

Company law requires the Trustees to prepare financial statements for each financial year, which give a true and fair view of the state of affairs of the Charitable Company and the Group and of the incoming resources and application of resources, including the income and expenditure, of the charitable group for that period. In preparing those financial statements, the trustees are required to:

- Select suitable accounting policies and then apply them consistently;
- Observe the methods and principles in the Charities SORP;
- Make judgements and estimates that are reasonable and prudent;
- State whether applicable 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 Charity will continue its activities.

The Trustees are responsible for keeping proper accounting records, which disclose with reasonable accuracy at any time the financial position of the Charitable Company and the Group, and enables them to ensure that the financial statements comply with the Companies Act 2006. The trustees are also responsible for safeguarding the assets of the charitable company and group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the Trustees are aware:

- There is no relevant audit information of which the Charitable Company's auditors are unaware; and
- The Trustees have taken all the steps that they ought to have taken in order to make them aware of any relevant audit information and to establish that the Charity's auditors are aware of that information.

SMALL COMPANY PROVISIONS

This report has been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act 2006.

Signed on behalf of the trustees



Paul Lavender

Member of the Board of Trustees

Registered office:
10 Orange Street
Haymarket
London
WC2H 7DQ

Approved by the trustees on 4th October 2016

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS AND TRUSTEES OF
LONDON'S AIR AMBULANCE LIMITED
YEAR ENDED 31 MARCH 2016**

We have audited the financial statements of London's Air Ambulance Limited for the year ended 31 March 2016, which comprise the consolidated and parent Statement of Financial Activities, Income and Expenditure Accounts, Balance Sheets, Statement of Cash flows and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including "Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102)" (Charities SORP FRS 102) and the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

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. 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.

RESPECTIVE RESPONSIBILITIES OF THE TRUSTEES AND THE AUDITOR

As explained more fully in the Trustees' Responsibilities Statement on page 30, 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.

We have been appointed auditor under the Companies Act 2006 and section 151 of the Charities Act 2011 and report to you in accordance with those Acts. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

SCOPE OF THE AUDIT OF THE FINANCIAL STATEMENTS

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the charitable company and group's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the Trustees; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Trustees' Annual Report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

OPINION ON FINANCIAL STATEMENTS

In our opinion the financial statements:

- give a true and fair view of the state of the group's and the parent charitable company's affairs as at 31 March 2016, and of the group's incoming resources and application of resources, including its 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 Act 2011.

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS AND TRUSTEES OF
LONDON'S AIR AMBULANCE LIMITED (Continued)
YEAR ENDED 31 MARCH 2016**

OPINION ON OTHER MATTER PRESCRIBED BY THE COMPANIES ACT 2006

In our opinion the information given in the Trustees' Annual Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

We have nothing to report in respect of the following matters where the Companies Act 2006 and the Charities Act 2011 requires us to report to you if, in our opinion:

- the parent charitable company has not kept adequate and sufficient accounting records, 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; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies exemption in preparing the Trustees' Annual Report and take advantage of the small companies exemption from the requirement to prepare a strategic report.



SIMON ROBINSON

(Senior Statutory Auditor)

For and on behalf of

SHIPLEYS LLP

Chartered Accountants & Statutory Auditors

10 Orange Street

Haymarket

London

WC2H 7DQ

4th October 2016

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

**CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES
(INCORPORATING THE INCOME AND EXPENDITURE ACCOUNT)**

YEAR ENDED 31 MARCH 2016

	Note	Restricted Funds 2016 £	Unrestricted Funds 2016 2016 £	Total Funds 2016 £	Total Funds 2015 £
INCOME					
Donations and legacies	2	2,055,124	3,641,329	5,696,453	3,977,226
Income from trading activities	3	55,319	3,651,550	3,706,869	3,243,407
Income from Charitable activities	4	3,204	1,307,370	1,310,574	2,322,047
Investment income		-	17,836	17,836	7,082
TOTAL INCOME		2,113,647	8,618,085	10,731,732	9,549,762
EXPENDITURE					
Costs of raising funds	5	29,564	2,722,421	2,751,985	2,805,485
Costs of Charitable activities	6	1,565,388	4,384,836	5,950,224	4,590,671
TOTAL EXPENDITURE	9	1,594,952	7,107,257	8,702,209	7,396,156
NET INCOME BEFORE NET GAIN ON INVESTMENTS					
		518,695	1,510,828	2,029,523	2,153,606
Net gain on investments	15	-	96	96	-
NET INCOME FOR THE YEAR	11	518,695	1,510,924	2,029,619	2,153,606
Balances brought forward		2,025,567	1,901,332	3,926,899	1,773,293
Balances carried forward		2,544,262	3,412,256	5,956,518	3,926,899

The Statement of Financial Activities includes all gains and losses in the year and therefore a statement of total recognised gains and losses has not been prepared.

All of the above amounts relate to continuing activities.

LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE
COMPANY STATEMENT OF FINANCIAL ACTIVITIES
(INCORPORATING THE INCOME AND EXPENDITURE ACCOUNT)
YEAR ENDED 31 MARCH 2016

	Note	Restricted Funds 2016 £	Unrestricted Funds 2016 £	Total Funds 2016 £	Total Funds 2015 £
INCOME					
Donations and legacies	2	2,055,124	6,078,646	8,133,770	5,696,979
Income from trading activities	3	55,319	427,364	482,683	502,797
Income from Charitable activities	4	3,204	1,147,710	1,150,914	2,147,710
Investment income		-	17,836	17,836	7,082
TOTAL INCOME		2,113,647	7,671,556	9,785,203	8,354,568
EXPENDITURE					
Cost of raising funds	5	29,564	1,919,767	1,949,331	1,759,471
Costs of Charitable activities	6	1,565,388	4,240,961	5,806,349	4,441,471
TOTAL EXPENDITURE	9	1,594,952	6,160,728	7,755,680	6,200,942
NET INCOME BEFORE NET GAIN ON INVESTMENTS					
		518,695	1,510,828	2,029,523	2,153,626
Net gain on investments	15	-	96	96	-
NET INCOME FOR THE YEAR	11	518,695	1,510,924	2,029,619	2,153,626
Balances brought forward		2,025,567	1,901,332	3,926,899	1,773,273
Balances carried forward		2,544,262	3,412,256	5,956,518	3,926,899

The Statement of Financial Activities includes all gains and losses in the year and therefore a statement of total recognised gains and losses has not been prepared.

All of the above amounts relate to continuing activities.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

CONSOLIDATED BALANCE SHEET

AT 31 MARCH 2016

	Note	£	2016 £	2015 £
FIXED ASSETS				
Tangible assets	14		3,960,548	1,471,260
Investments	15		2,443	-
			3,962,991	1,471,260
CURRENT ASSETS				
Stock		17,625		21,602
Debtors	16	970,934		578,997
Cash held in security deposit fund	17	75,000		75,000
Cash at bank		4,604,206		3,661,526
		5,667,765		4,337,125
CREDITORS: Amounts falling due within one year	18	(1,724,725)		(1,077,736)
NET CURRENT ASSETS			3,943,040	3,259,389
TOTAL ASSETS LESS CURRENT LIABILITIES			7,906,031	4,730,649
CREDITORS: Amounts falling due after more than one year	19		(1,949,513)	(803,750)
NET ASSETS			5,956,518	3,926,899
FUNDS				
Restricted	23		2,544,262	2,025,567
Unrestricted:				
General Funds	23		2,969,019	1,701,332
Designated Funds	23		443,237	200,000
TOTAL FUNDS			5,956,518	3,926,899

These financial statements have been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act 2006.

These financial statements were approved by the trustees on 4th October 2016 and are signed on their behalf by:



Paul Lavender

Member of the Board of Trustees

Company registration number: 2337239

The notes on pages 40 to 67 form part of these financial statements

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

COMPANY BALANCE SHEET

AT 31 MARCH 2016

	Note	£	2016 £	2015 £
FIXED ASSETS				
Tangible assets	14		3,946,622	1,456,173
Investments	15		2,545	102
			3,949,167	1,456,275
CURRENT ASSETS				
Debtors	16	1,060,775		571,856
Cash held in security deposit fund	17	75,000		75,000
Cash at bank		3,935,012		3,107,323
		5,070,787		3,754,179
CREDITORS: Amounts falling due within one year	18	(1,113,923)		(479,805)
NET CURRENT ASSETS			3,956,864	3,274,374
TOTAL ASSETS LESS CURRENT LIABILITIES			7,906,031	4,730,649
CREDITORS: Amounts falling due after more than one year	19		(1,949,513)	(803,750)
NET ASSETS			5,956,518	3,926,899
FUNDS				
Restricted			2,544,262	2,025,567
Unrestricted				
General Funds			2,969,019	1,701,332
Designated Funds			443,237	200,000
TOTAL FUNDS			5,956,518	3,926,899

These financial statements have been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act 2006.

These financial statements were approved by the trustees on 4th October 2016 and are signed on their behalf by:



Paul Lavender

Member of the Board of Trustees

Company registration number: 2337239

The notes on pages 40 to 67 form part of these financial statements

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

CONSOLIDATED AND COMPANY STATEMENT OF CASHFLOWS

AT 31 MARCH 2016

	Group 2016 £	Group 2015 £	Charity 2016 £	Charity 2015 £
Cash flows from operating activities				
Net income	2,029,619	2,153,606	2,029,619	2,153,626
<i>Adjustments for:</i>				
Depreciation charge	608,764	284,430	603,953	281,701
(Gains) / losses on investments	(96)	-	(96)	-
Dividends and interest from investments	(17,836)	(7,082)	(17,836)	(7,082)
Finance charges	93,830	67,413	93,830	67,413
Decrease / (increase) in stock	3,977	(14,187)	-	-
(Increase) / decrease in debtors	(391,937)	(52,496)	(488,919)	(182,071)
Increase / (decrease) in creditors	448,851	(54,673)	435,980	(264,172)
Net cash provided by / (used in) operating activities	2,775,172	2,377,011	2,656,531	2,049,415
Cash flows from investing activities				
Dividends and interest from investments	17,836	7,082	17,836	7082
Purchase of property, plant & equipment	(3,098,052)	(76,708)	(3,094,402)	(58,892)
Purchase of investments	(2,347)	-	(2,347)	-
Net cash provided by / (used in) investing activities	(3,082,563)	(69,626)	(3,078,913)	(51,810)
Cash flows from financing activities				
Cash inflow from/repayment of borrowings	1,343,901	(240,349)	1,343,901	(240,349)
Finance charges	(93,830)	(67,413)	(93,830)	(67,413)
Net cash provided by / (used in) financing activities	1,250,071	(307,762)	1,250,071	(307,762)
Change in cash and cash equivalents in the year	942,680	1,999,623	827,689	1,689,843
Cash and cash equivalents at the beginning of the year	3,736,526	1,736,903	3,182,323	1,492,480
Cash and cash equivalents at the end of the year	4,679,206	3,736,526	4,010,012	3,182,323

The notes on pages 40 to 67 form part of these financial statements

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

1. ACCOUNTING POLICIES

General information

London's Air Ambulance Limited is a company limited by guarantee incorporated in the United Kingdom under the Companies Act. The address of the registered office is 10 Orange Street, Haymarket, London, WC2H 7DQ. The objectives of the Charity are set out on page 11.

Basis of accounting

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

London's Air Ambulance Limited 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 directors have opted to adopt early the qualifying conditions for a small company as introduced by Companies, Partnerships and Groups (Accounts and Reports) Regulations 2015.

The functional currency of the Charity is considered to be pounds sterling because that is the currency of the primary economic environment in which the Charity operates. The financial statements are also presented in pounds sterling.

Basis of consolidation

These financial statements consolidate the results of the Charity and its wholly owned trading subsidiaries, London's Air Ambulance Trading Limited and The Institute of Pre-Hospital Care Limited, on a line-by-line basis.

Transition to FRS 102

In preparing the accounts, the trustees have considered whether in applying the accounting policies required by FRS 102 and the Charities SORP FRS 102 the reinstatement of comparatives was required.

The transition date was 1 April 2014. The adjustments required on transition to FRS 102 and the Charities SORP FRS 102 are explained in note 30.

Preparation of the accounts on a going concern basis

The accounts of the Charity have been prepared on a going concern basis. The directors confirm that going concern basis remains appropriate for the preparation of these accounts as:

- The Trustees have considered a period of at least twelve months from approval of the accounts and have prepared budgets and cash flow forecasts for that period supporting the going concern assumption.
- Sufficient unrestricted cash is available to pay the Charity's debts as they fall due in the foreseeable future; and
- The value of the Charity's assets is higher than its liabilities.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

1. ACCOUNTING POLICIES (Continued)

Fund accounting

Unrestricted funds are available to spend on activities that further any of the purposes of the Charity.

Designated funds are unrestricted funds of the Charity which the trustees have decided at their discretion to set aside to use for a specific purpose.

Restricted funds are funds that can only be used for particular restricted purposes within the objects of the Charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Income

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

Income from donations and gifts are recognised when the Charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably.

Income from government and other grants, whether 'capital' grants or 'revenue' grants, is recognised when the Charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received and the amount can be measured reliably and is not deferred.

For legacies, entitlement is taken as the earlier of the date on which either: the Charity is aware that probate has been granted, the estate has been finalised and notification has been made by the executors to the Trust that a distribution will be made, or when a distribution is received from the estate. Receipt of a legacy, in whole or in part, is only considered probable when the amount can be measured reliably and the Charity has been notified of the executor's intention to make a distribution. Where legacies have been notified to the Charity, or the Charity is aware of the granting of probate, and the criteria for income recognition have not been met, then the legacy is treated as a contingent asset and disclosed if material.

Donated professional services and donated facilities are recognised as income when the Charity has control over the item, any conditions associated with the donated item have been met, the receipt of economic benefit from the use by the Charity of the item is probable and that economic benefit can be measured reliably. On receipt, donated professional services and donated facilities are recognised on the basis of the value of the gift to the Charity which is the amount the Charity would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market; a corresponding amount is then recognised in expenditure in the period of receipt.

In accordance with the Charities SORP (FRS 102), the contribution of volunteers is not recognised in the accounts.

Income for the provision of training, research and education in pre-hospital medical care is measured at the fair value of the consideration received or receivable and represents amounts receivable for services rendered, stated net of discounts and of Value Added Tax. Revenue from the rendering of services is measured by reference to the stage of completion of the service transaction at the end of the reporting period provided that outcome can be reliably estimated. When the outcome cannot be reliably estimated, revenue is recognised only to the extent that expenses recognised are recoverable.

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have transferred to the buyer, usually on despatch of the goods, the amount of revenue can be measured reliably, it is probable that the associated economic benefits will flow to the entity, and the costs incurred or to be incurred in respect of the transactions can be measured reliably.

Revenue from the weekly lottery is recognised when the significant risks and rewards of ownership of the goods have transferred to the member, the amount of revenue can be measured reliably, it is probable that the associated economic benefits will flow to the entity, and the costs incurred or to be incurred in respect of the transactions can be measured reliably. Income received in advance of a lottery draw is recognised as deferred income on the balance sheet.

Revenue from commercial sponsorship is recognised based over the period the service is provided.

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

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

1. ACCOUNTING POLICIES (Continued)

Expenditure and irrecoverable VAT

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

Expenditure is classified under the following activity headings:

- Costs of raising funds comprise the costs associated with attracting donations and the costs of commercial trading including the retail shop and weekly lottery.
- Expenditure on charitable activities comprises those costs incurred by the Charity in the delivery of its activities and service for its beneficiaries. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.

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

Allocation of support costs

Support costs are those functions that assist the work of the charity but do not directly undertake charitable activities. Support costs include back office costs, finance, staff costs, IT costs and governance costs. These costs have been allocated between cost of raising funds and expenditure on charitable activities. The bases on which support costs have been allocated are set out in note 10.

Operating lease agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against profits on a straight-line basis over the period of the lease.

Fixed assets and depreciation

Tangible fixed assets are initially recorded at cost.

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows:

Helicopters	- over the life of the relevant lease
Medical Equipment	- 33% reducing balance basis
Office Improvements	- over the life of the lease
Plant and Equipment	- over 3 years straight line basis
Computer Equipment	- 33% reducing balance basis
Office Equipment	- over 3 years straight line basis
Motor Vehicle Equipment	- over the period of the vehicle lease

Investments

Investments are a form of basic financial instrument and are initially recognised at their transaction value and subsequently measured at their fair value as at the balance sheet date using the closing quoted market price.

Realised gains and losses

All gains and losses are taken to the Statement of Financial Activities as they arise. Realised gains and losses on investments are calculated as the difference between sales proceeds and their opening carrying value or their purchase value if acquired subsequent to the first day of the financial year. Unrealised gains and losses are calculated as the difference between the fair value at the year end and their carrying value. Realised and unrealised investment gains and losses are combined in the Statement of Financial Activities.

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

1. ACCOUNTING POLICIES (Continued)

Subsidiary undertakings

The subsidiary undertakings have been included at cost.

Stocks

Stocks are stated at the lower of cost and estimated selling price less costs to sell, which is equivalent to the net realisable value. Cost is calculated using the FIFO (first-in, first-out) method. Provision is made for obsolete, slow-moving or defective items where appropriate.

Debtors

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

Cash at bank and in hand

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

Creditors and provisions

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

Hire purchase agreements

Assets held under hire purchase agreements are capitalised as tangible fixed assets at the lower of fair value of the leased asset, or the present value of the minimum lease payments as determined at the inception of the lease, and are depreciated over the shorter of the lease terms and their useful lives. The capital elements of future lease obligations are recorded as liabilities, while the interest elements are charged to the Statement of Financial Activities over the period of the leases using the effective interest rate method.

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.

Pension costs

Contributions to defined contribution plans are recognised as an expense in the period in which the related service is provided. Differences between contributions payable in the year and the contributions actually paid are shown as either accruals or prepayments on the balance sheet.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

2. INCOME FROM DONATIONS & LEGACIES

GROUP	Restricted Funds 2016 £	Unrestricted Funds 2016 £	Total Funds 2016 £	Total Funds 2015 £
Donations:				
Grant income from Association of Air Ambulances	241,000	-	241,000	-
Corporate and Individuals	269,935	1,343,105	1,613,040	1,002,791
Foundations	1,461,662	193,189	1,654,851	626,989
Collections - pots and buckets	9,831	105,435	115,266	101,680
Gifts in kind	72,696	1,999,600	2,072,296	2,245,766
	2,055,124	3,641,329	5,696,453	3,977,226

CHARITY

Grant income from Association of Air Ambulances	241,000	-	241,000	-
Corporate and Individuals	269,935	1,343,105	1,613,040	1,002,791
Foundations	1,461,662	193,189	1,654,851	626,989
Collections - pots and buckets	9,831	105,435	115,266	101,680
Gifts in kind	72,696	1,999,600	2,072,296	2,245,766
Gift Aid from subsidiary undertakings	-	2,437,317	2,437,317	1,719,753
	2,055,124	6,078,646	8,133,770	5,696,979

During the year, the company received gifts in kind in the form of office rental at a value of £74,045 (2015: £111,068), legal services of £157,701 (2015: £119,794), helicopter landing fees of £144,150 (2015: £94,900), fundraising costs of £45,849 (2015: £35,018), IT equipment of £35,497 (2015: £378,000), training costs of £nil (2015: £2,500), helicopter related costs of £15,764 (2015: £4,237), room hire of £2,250 (2015: £nil) marketing of £262,600 (2015: £165,809) and medical staff including paramedics, consultants, registrars and an emeritus consultant of £1,334,440 (2015: £1,334,440).

The Trust benefits greatly from the involvement and enthusiastic support of its many volunteers, details of which are given in the trustees report. In accordance with FRS 102 and the Charities SORP (FRS 102), the economic contribution of general volunteers is not recognised in the accounts.

LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
YEAR ENDED 31 MARCH 2016

3. INCOME FROM TRADING ACTIVITIES

	Restricted Funds 2016	Unrestricted Funds 2016	Total Funds 2016	Total Funds 2015
GROUP	£	£	£	£
Lottery, corporate sponsorships & retail shop	-	3,224,186	3,224,186	2,740,610
Events	55,319	427,364	482,683	502,797
	55,319	3,651,550	3,706,869	3,243,407
CHARITY				
Events	55,319	427,364	482,683	502,797

4. INCOME FROM CHARITABLE ACTIVITIES

	Restricted Funds 2016	Unrestricted Funds 2016	Total Funds 2016	Total Funds 2015
GROUP	£	£	£	£
Institute of Pre-Hospital Care	-	159,660	159,660	174,337
Grant income from Office for Civil Society	-	-	-	1,000,000
Grant income from Barts Health NHS Trust	-	1,147,710	1,147,710	1,147,710
Grant income from Department of Health	3,204	-	3,204	-
	3,204	1,307,370	1,310,574	2,322,047
CHARITY				
Grant income from Office for Civil Society	-	-	-	1,000,000
Grant income from Barts Health NHS Trust	-	1,147,710	1,147,710	1,147,710
Grant income from Department of Health	3,204	-	3,204	-
	3,204	1,147,710	1,150,914	2,147,710

LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
YEAR ENDED 31 MARCH 2016

5. COSTS OF RAISING FUNDS

	Restricted Funds 2016	Unrestricted Funds 2016	Total Funds 2016	Total Funds 2015
GROUP	£	£	£	£
Direct Staff costs	-	588,761	588,761	396,006
Appeals costs	29,564	405,479	435,043	300,188
Support costs	-	925,527	925,527	1,063,277
Total fundraising activities	29,564	1,919,767	1,949,331	1,759,471
Lottery, corporate sponsorships & retail shop	-	802,654	802,654	1,046,014
Total fundraising activities	29,564	2,722,421	2,751,985	2,805,485
CHARITY				
Direct Staff costs	-	588,761	588,761	396,006
Appeals costs	29,564	405,479	435,043	300,188
Support costs	-	925,527	925,527	1,063,277
	29,564	1,919,767	1,949,331	1,759,471

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

6. CHARITABLE ACTIVITIES

	Restricted Funds 2016 £	Unrestricted Funds 2016 £	Total Funds 2016 £	Total Funds 2015 £
Charitable Activities: GROUP				
Helicopter hire purchase interest	38,150	53,337	91,487	65,159
Helicopter maintenance	816,413	772,927	1,589,340	754,632
Direct helicopter costs	453,259	887,375	1,340,634	868,802
Fire-fighters costs	20,593	188,896	209,489	182,874
Medical staff costs	-	1,334,440	1,334,440	1,334,440
Vehicle leasing	8,170	35,678	43,848	49,482
Direct vehicle costs	800	84,785	85,585	126,448
Consultancy fees	24,643	65,340	89,983	101,882
Institute costs	36,123	143,876	179,999	149,199
Other related costs	167,237	192,515	359,752	141,896
Support costs	-	625,667	625,667	815,857
	1,565,388	4,384,836	5,950,224	4,590,671

Analysis of charitable activities: GROUP	Staff costs £	Finance costs £	Depreciation £	Other costs £	Total 2016 £
Helicopter hire purchase interest	-	91,487	-	-	91,487
Helicopter maintenance	-	-	-	1,589,340	1,589,340
Direct helicopter costs	601,432	-	459,081	280,121	1,340,634
Fire-fighters costs	209,489	-	-	-	209,489
Medical staff costs	1,334,440	-	-	-	1,334,440
Vehicle leasing	-	-	-	43,848	43,848
Direct vehicle costs	59,406	-	-	26,179	85,585
Consultancy fees	-	-	-	89,983	89,983
Institute costs	91,474	554	1,206	86,765	179,999
Other related costs	89,528	-	25,929	244,295	359,752
Support costs	214,926	3,369	43,672	363,700	625,667
	2,600,695	95,410	529,888	2,724,231	5,950,224

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

6. CHARITABLE ACTIVITIES (Continued)

	Restricted Funds 2016 £	Unrestricted Funds 2016 £	Total Funds 2016 £	Total Funds 2015 £
Charitable Activities:				
CHARITY				
Helicopter hire purchase interest	38,150	53,337	91,487	65,159
Helicopter maintenance	816,413	772,927	1,589,340	754,632
Direct helicopter costs	453,259	887,375	1,340,634	868,802
Fire-fighters costs	20,593	188,896	209,489	182,874
Medical staff costs	-	1,334,440	1,334,440	1,334,440
Vehicle leasing	8,170	35,678	43,848	49,482
Direct vehicle costs	800	84,785	85,585	126,448
Consultancy fees	24,643	65,340	89,983	101,882
Institute costs	36,123	-	36,123	-
Other related costs	167,237	192,516	359,753	141,895
Support costs	-	625,667	625,667	815,857
	1,565,388	4,240,961	5,806,349	4,441,471

Analysis of charitable activities:

CHARITY	Staff costs £	Finance costs £	Depreciation £	Other costs £	Total 2016 £
Helicopter hire purchase interest	-	91,487	-	-	91,487
Helicopter maintenance	-	-	-	1,589,340	1,589,340
Direct helicopter costs	601,432	-	459,081	280,121	1,340,634
Fire-fighters costs	209,489	-	-	-	209,489
Medical staff costs	1,334,440	-	-	-	1,334,440
Vehicle leasing	-	-	-	43,848	43,848
Direct vehicle costs	59,406	-	-	26,179	85,585
Consultancy fees	-	-	-	89,983	89,983
Institute costs	-	-	-	36,123	36,123
Other related costs	89,528	-	25,929	244,296	359,753
Support costs	214,926	3,369	43,672	363,700	625,667
	2,509,221	94,856	528,682	2,673,590	5,806,349

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

7. SUMMARY ANALYSIS OF EXPENDITURE AND RELATED INCOME FOR CHARITABLE ACTIVITIES

The cost of the two main charitable activities and the sources of income directly to support those activities is summarised below:

	Emergency Medical £	Educational Activities £	Total £
Grant income	1,150,914	-	1,150,914
Institute income	-	159,660	159,660
Total charitable income	1,150,914	159,660	1,310,574
Costs	(5,770,225)	(179,999)	(5,950,224)
Net cost funded from other income	(4,619,311)	(20,339)	(4,639,650)

8. GOVERNANCE COSTS

	Restricted Funds 2016 £	Unrestricted Funds 2016 £	Total Funds 2016 £	Total Funds 2015 £
GROUP & CHARITY				
Salary costs	-	48,048	48,048	43,071
Office costs	-	11,429	11,429	12,913
IT costs	-	794	794	6,506
Audit fees	-	9,720	9,720	9,000
Computer equipment depreciation	-	1,349	1,349	1,752
Legal fees	-	3,098	3,098	69,769
Recruitment costs	-	1,695	1,695	2,312
Interest payable and similar charges	-	400	400	203
	-	76,533	76,533	145,526

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

9. TOTAL RESOURCES EXPENDED

GROUP	Staff costs £	Finance costs £	Depreciation £	Other costs £	Total Funds 2016 £
Costs of raising funds					
Fundraising activities	967,520	6,337	75,272	900,202	1,949,331
Lottery and retail shop	69,861	917	3,604	728,272	802,654
Charitable Activities	2,600,695	95,410	529,888	2,724,231	5,950,224
	3,638,076	102,664	608,764	4,342,705	8,702,209

CHARITY	Staff costs £	Finance costs £	Depreciation £	Other costs £	Total Funds 2016 £
Costs of raising funds	967,520	6,337	75,272	900,202	1,949,331
Charitable Activities	2,509,221	94,856	528,682	2,673,590	5,806,349
	3,476,741	101,193	603,954	3,573,792	7,755,860

10. SUPPORT COSTS

When allocating support costs the Charity follows the below process;

- The costs of all support functions are identified and allocated;
- The costs directly associated with the governance function, e.g. audit fees, are allocated;
- The remaining support costs together with the governance costs are apportioned between Charitable Activities and Fundraising Activities using the below apportionment bases.

	Raising funds £	Charitable activities £	Total 2016 £	Basis of apportionment
Staff costs	378,759	166,878	545,637	Estimated time spent
Finance costs	6,337	2,969	9,306	Average capita
Information technology	35,576	49,894	85,470	Average capita
Office costs	504,855	329,392	834,247	Average capita
Governance costs	-	76,534	76,534	Estimated time spent
	925,527	625,667	1,551,194	

LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
YEAR ENDED 31 MARCH 2016

11. NET INCOME

Net income is stated after charging:	2016	2015
	£	£
Staff pension contributions	91,120	65,482
Finance charges on Hire Purchase Agreements	93,830	67,413
Operating lease costs - other	43,848	49,482
Depreciation		
- on owned assets	381,825	109,013
- on hire purchase assets	226,939	175,417
Auditors' remuneration		
- as auditors	20,520	20,200
- for other services	6,150	13,900

12. TAXATION

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

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

13. STAFF COSTS

The aggregate payroll costs were:

	2016	2015
	£	£
Wages and salaries	1,983,388	1,614,716
Social security costs	199,074	172,908
Pension costs	91,120	65,482
	2,273,582	1,853,106

Pension costs are allocated to activities in proportion to the related staffing costs.

The number of employees whose emoluments for the financial year fell within the following range was:

	Number of employees 2016	Number of employees 2015
£60,000 to £69,999	-	3
£70,000 to £79,999	5	1
£80,000 to £89,999	1	1
£90,000 to £99,999	1	-
£120,000 to £120,999	-	1
£140,000 to £140,999	1	-

There were pension contributions of £37,606 paid to higher paid staff during the year. (2015: £26,825). The number of higher paid employees accruing benefits under defined contribution pension schemes were 7 (2014: 4).

The trustees have not received any remuneration during the year (2015: £nil). Out of pocket expenses of £34 were reimbursed to one Trustee during the year in respect of postage (2015: £nil). In addition, one of the Trustees, made his private vehicle available for Charity use as a rapid response vehicle during the year, and, therefore the Charity paid for the insurance of £687.50 on this car (2015: £1,375). No Charity Trustee received payment for professional or other services supplied to the Charity (2015: £nil).

The key management personnel of the parent Charity and Group comprise the trustees, the chief executive officer, the chief operating officer and the director of development. The total employee benefits of the key management personnel of the parent Charity and Group were £312,600 (2015: £259,423).

The aggregate ex-gratia redundancy payments during the year totalled £10,567 (2015: £13,123).

Particulars of employees:

The average number of staff employed by the Group during the financial year amounted to:

	2016 No	2015 No
Fire fighters	4	4
Pilots	5	5
Operational	13	12
Fundraising	15	18
	37	39

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

14. TANGIBLE FIXED ASSETS

GROUP

	Helicopters	Medical Equipment	Office Improvements	Plant, Office & Computer Improvements	Motor Vehicle Equipment	Total
COST	£	£	£	£	£	£
At 1 April 2015	1,848,550	112,089	85,213	353,003	1,114	2,399,969
Additions	2,807,063	5,367	234,122	51,500	-	3,098,052
At 31 March 2016	4,655,613	117,456	319,335	404,503	1,114	5,498,021
DEPRECIATION						
At 1 April 2015	629,102	51,327	63,450	183,716	1,114	928,709
Charge for the year	459,081	21,711	36,177	91,795	-	608,764
At 31 March 2016	1,088,183	73,038	99,627	275,511	1,114	1,537,473
NET BOOK VALUE						
At 31 March 2016	3,567,430	44,418	219,708	128,992	-	3,960,548
At 31 March 2015	1,219,448	60,762	21,763	169,287	-	1,471,260

Both the helicopters with carrying amounts totalling £3,549,700 (2015: £1,192,560) have been pledged to secure borrowings of the Charity. The Charity is not allowed to pledge these assets as security for other borrowings or to sell them to another entity.

Hire purchase agreements

Included within the net book value of the Helicopters of £3,567,430 is £1,049,700 (2015: £1,192,560) relating to G-EHMS which is held under a hire purchase agreement. The depreciation charged to the accounts in the period in respect of this asset amounted to £142,860 (2015: £142,860). The accumulated depreciation at 31 March 2016 in respect of this asset amounted to £750,300 (2015: £607,440).

Included within the net book value of the Helicopters of £3,567,430 is £2,500,000 (2015: £Nil) relating to G-LNDN which is held under a hire purchase agreement. The depreciation charged to the accounts in the period in respect of this asset amounted to £316,221 (2015: £nil). The accumulated depreciation at 31 March 2016 in respect of this asset amounted to £316,221 (2015: £Nil).

Included within the net book value of the Plant, Office & Computer Equipment of £117,455 is £18,695 (2015: £46,035) relating to assets held under hire purchase agreements. The depreciation charged to the accounts in the period in respect of such assets amounted to £29,079 (2015: £32,557). The accumulated depreciation at 31 March 2016 in respect of such assets amounted to £98,898 (2015: £71,558).

The Charity has the option to purchase these assets at the end of the hire purchase agreement.

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

14. TANGIBLE FIXED ASSETS (Continued)

CHARITY

	Helicopters	Medical Equipment	Office Improvements	Plant, Office & Computer Improvements	Motor Vehicle Equipment	Total
COST	£	£	£	£	£	£
At 1 April 2015	1,848,550	110,226	85,213	337,050	1,114	2,382,153
Additions	2,807,063	3,590	234,122	49,627	-	3,094,402
At 31 March 2016	4,655,613	113,816	319,335	386,677	1,114	5,476,555

DEPRECIATION

At 1 April 2015	629,102	50,997	63,450	181,317	1,114	925,980
Charge for the year	459,081	20,790	36,177	87,905	-	603,953
At 31 March 2016	1,088,183	71,787	99,627	269,222	1,114	1,529,933

NET BOOK VALUE

At 31 March 2016	3,567,430	42,029	219,708	117,455	-	3,946,622
At 31 March 2015	1,219,448	59,229	21,763	155,733	-	1,456,173

Both the helicopters with carrying amounts totalling £3,549,700 (2015: £1,192,560) have been pledged to secure borrowings of the Charity. The Charity is not allowed to pledge these assets as security for other borrowings or to sell them to another entity.

Hire purchase agreements

Included within the net book value of the Helicopters of £3,567,430 is £1,049,700 (2015: £1,192,560) relating to G-EHMS which is held under a hire purchase agreement. The depreciation charged to the accounts in the period in respect of this asset amounted to £142,860 (2015: £142,860). The accumulated depreciation at 31 March 2016 in respect of this asset amounted to £750,300 (2015: £607,440).

Included within the net book value of the Helicopters of £3,567,430 is £2,500,000 (2015: £Nil) relating to G-LNDN which is held under a hire purchase agreement. The depreciation charged to the accounts in the period in respect of this asset amounted to £316,221 (2015: £nil). The accumulated depreciation at 31 March 2016 in respect of this asset amounted to £316,221 (2015: £Nil).

Included within the net book value of the Plant, Office & Computer Equipment of £117,455 is £18,695 (2015: £46,035) relating to assets held under hire purchase agreements. The depreciation charged to the accounts in the period in respect of such assets amounted to £29,079 (2015: £32,557). The accumulated depreciation at 31 March 2016 in respect of such assets amounted to £98,898 (2015: £71,558).

The Charity has the option to purchase these assets at the end of the hire purchase agreement.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

15. INVESTMENTS

	Unrestricted		Unrestricted	
	Group	Group	Charity	Charity
	2016	2015	2016	2015
	£	£	£	£
Market value at 1 April 2015	-	-	102	102
Additions at cost	2,347	-	2,347	-
Net gain on revaluation	96	-	96	-
Market value at 31 March 2016	2,443	-	2,545	102

Analysis of investments at 31 March 2016:

	£	£	£	£
Unlisted UK subsidiary undertakings	-	-	102	102
Listed UK Equities	2,443	-	2,443	-
	2,443	-	2,545	102

All investments are carried at their fair value. Investment in equities are all traded in quoted public markets, primarily the London Stock Exchange. The basis of fair value for quoted investments is equivalent to the market value, using the bid price. Asset sales and purchases are recognised at the date of trade at cost.

The following investments were material in the context of the investment portfolio:

National Grid - £1,441 (2015: £nil)

London's Air Ambulance Trading Limited

At 31 March 2016, the Charity owned all of the ordinary share capital in London's Air Ambulance Trading Limited (registered number 4836606), a company registered in the UK. The registered office is 10 Orange Street, Haymarket, London, WC2H 7DQ. The subsidiary, which is not itself a charity, is used for the purpose of trading, which in the year was the selling of charity merchandise, sourcing of corporate sponsorships and the running of a weekly lottery. All profits of London's Air Ambulance Trading Limited are gifted to the Charity.

The summary financial performance of the subsidiary alone is:

	2016	2015
	£	£
Turnover	3,222,398	2,739,427
Cost of sales	(710,780)	(893,395)
Administrative expenses	(91,875)	(152,614)
Interest receivable	1,789	1,183
Net profit	2,421,532	1,694,601
Amount gift aided to the Charity	(2,421,532)	(1,694,619)
Retained in subsidiary	-	(18)

LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
YEAR ENDED 31 MARCH 2016

15. INVESTMENTS (Continued)

The assets and liabilities of the subsidiary were:

	2016	2015
	£	£
Fixed assets	10,855	13,554
Current assets	636,925	552,296
Current liabilities	(647,778)	(565,848)
Total net assets	2	2
Aggregate share capital and reserves	2	2

The Institute of Pre-Hospital Care Limited

At 31 March 2016, the Charity owned all of the ordinary share capital of The Institute of Pre-Hospital Care Limited (registered number 06777277), a company registered in the UK. The registered office is 10 Orange Street, Haymarket, London, WC2H 7DQ. The subsidiary, which is not itself a charity, is used for the provision of training, research and education in pre-hospital medical care. All profits of The Institute of Pre-Hospital Care Limited are gifted to the Charity.

The summary financial performance of the subsidiary alone is:

	2016	2015
	£	£
Turnover	159,594	174,522
Cost of sales	(38,308)	(21,434)
Administrative expenses	(105,049)	(127,765)
Interest receivable	66	42
Interest payable	(519)	-
Net profit	15,784	25,365
Amount gift aided to the Charity	(15,784)	(25,365)
Retained in subsidiary	-	-

The assets and liabilities of the subsidiary were:

	2016	2015
	£	£
Fixed assets	3,071	1,533
Current assets	119,659	116,803
Current liabilities	(122,630)	(118,236)
Total net assets	100	100
Aggregate share capital and reserves	100	100

LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
YEAR ENDED 31 MARCH 2016

16. DEBTORS

	Group	Group	Charity	Charity
	2016	2015	2016	2015
	£	£	£	£
Trade debtors	50,439	11,973	34,025	325
Other debtors	73,647	63,233	32,633	19,000
Prepayments and accrued income	846,848	503,791	844,372	466,377
Amounts owed by Group undertakings	-	-	149,745	86,154
	970,934	578,997	1,060,775	571,856

17. CASH AT BANK – ASSIGNED

	2016	2015
	£	£
Group and Charity		
Cash held in security deposit fund	75,000	75,000

London's Air Ambulance Limited has assigned all monies held in the maintenance reserve bank account to Santander Asset Finance Plc.

18. CREDITORS: Amounts falling due within one year

	Group	Group	Charity	Charity
	2016	2015	2016	2015
	£	£	£	£
Hire purchase creditor	450,313	252,175	450,313	252,175
Trade creditors	474,033	151,027	455,814	76,197
Taxation and social security	58,713	56,227	54,241	51,053
Sundry Creditors	104,437	63,896	101,690	58,620
Accruals and deferred income	637,229	554,411	51,865	41,760
	1,724,725	1,077,736	1,113,923	479,805

19. CREDITORS: Amounts falling due after more than one year

	Group	Group	Charity	Charity
	2016	2015	2016	2015
	£	£	£	£
Hire purchase creditor	1,949,513	803,750	1,949,513	803,750

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

20. COMMITMENTS UNDER HIRE PURCHASE AGREEMENTS

Future commitments under hire purchase agreements are as follows:

	Group 2016 £	Group 2015 £	Charity 2016 £	Charity 2015 £
Amounts payable within 1 year	548,607	307,767	548,607	307,767
Amounts payable within 2 to 5 years	2,106,374	866,040	2,106,374	866,040
Less: future finance charges	(255,155)	(117,882)	(255,155)	(117,882)
	2,399,826	1,055,925	2,399,826	1,055,925

Hire purchase contracts are analysed as follows:

	Group 2016 £	Group 2015 £	Charity 2016 £	Charity 2015 £
Current Obligations	450,313	252,175	450,313	252,175
Non-current Obligations	1,949,513	803,750	1,949,513	803,750
	2,399,826	1,055,925	2,399,826	1,055,925

The hire purchase creditor is secured on helicopters with a carrying value of £2,644,700 (2015: £1,192,560).

21. DEFERRED INCOME

	Group £	Charity £
Balance at 1 April 2015	499,180	8,128
Amount released to incoming resources	(499,180)	(8,128)
Amount deferred in the year	570,739	9,097
Balance at 31 March 2016	570,739	9,097

Deferred income comprises lottery receipts received in advance and funding received in advance.

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

22. COMMITMENTS UNDER OPERATING LEASES

At 31 March 2016 the Charity had total minimum lease payments under non-cancellable operating leases as set out below.

Group and Charity

Operating leases which expire:

	2016		2015	
	Land & buildings	Other	Land & buildings	Other
Within 1 year	165,310	47,115	-	45,858
Between 1 and 5 years	646,213	10,308	-	54,071
	811,523	57,423	-	99,929

23. ANALYSIS OF NET ASSETS IN FUNDS

	Tangible fixed assets & Investments £	Cash at bank £	Other net liabilities £	Long term liabilities £	Total £
Restricted funds	2,765,941	1,171,509	(21,101)	(1,372,087)	2,544,262
Unrestricted funds					
General funds	1,197,050	2,989,460	(640,065)	(577,426)	2,969,109
Designated funds	-	443,237	-	-	443,237
	3,962,991	4,604,206	(661,166)	(1,949,513)	5,956,518

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

24. RESTRICTED INCOME FUNDS

	Balance at 1 April 2015	Income	Expenditure	Balance at 31 Mar 2016
	£	£	£	£
Helicopter fund	1,882,682	1,760,281	(1,432,130)	2,210,833
Manikins fund	8,599	3,000	(3,100)	8,499
Response car fund	11,812	5,890	(8,170)	9,532
Patient liaison nurse fund	93,000	-	(61,500)	31,500
Ultra sounds	28,174	-	(9,560)	18,614
Thomas packs	1,300	-	-	1,300
EAGLE Trainee Fund	-	17,720	(14,767)	2,953
BSc scholarships	-	20,000	(1,820)	18,180
Office move	-	241,000	(14,797)	226,203
Helicopter fuel	-	14,004	(14,004)	-
HELMED app	-	44,752	(34,304)	10,448
Car trackers	-	3,000	(800)	2,200
Presentation & Outreach equipment	-	4,000	-	4,000
Restricted funds	2,025,567	2,113,647	(1,594,952)	2,544,262

Name of fund	Description, nature & purpose of fund
Helicopter fund	To purchase an additional helicopter and fund its ongoing operations as well as extended daylight hours for 5 years.
Manikins fund	To purchase medical manikins for training purposes.
Response car fund	To fund the lease of a Patient Response Unit vehicle.
Patient liaison nurse fund	To fund the patient liaison nurse.
Ultra sounds	To purchase portable ultrasound equipment used in roadside medical interventions.
Thomas packs	To purchase portable medical equipment bags.
EAGLE Trainee Fund	To fund an East London Business Alliance EAGLE for a 6 month work placement at the Charity
BSc Scholarships	To fund the student fees and medical conference fees for two students a year studying towards the Intercolated BSc in Pre-Hospital Care provided by Queen Mary University and The Institute of Pre-Hospital Care Ltd.
Office move	To fund the Charity office move from 7/8 Philpot Lane to 77 Mansell Street.
Helicopter fuel	To fund the purchase of jet fuel
HELMED app	To fund the development of a free app available on Android and Apple devices which incorporates key parts of the Science, Technology, Engineering and Mathematics school curriculum for 11-14 year olds.
Car trackers	To fund the purchase of an advanced vehicle tracking system for the Charity's repaid response cars.
Presentation & Outreach equipment	To fund the purchase of laptops, tablets and other equipment to support our educational and outreach programmes.

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

25. UNRESTRICTED INCOME FUNDS

	Balance at 1 April 2015 £	Income £	Expenditure £	Net gain on investment £	Transfers £	Balance at 31 March 2016 £
General funds	1,701,332	8,618,085	(7,107,257)	96	(243,237)	2,969,019
Designated – G-EHMS	200,000	-	-	-	200,000	400,000
Designated – G-LNDN	-	-	-	-	43,237	43,237
	1,901,332	8,618,085	(7,107,257)	96	-	3,412,256

The trustees have designated a further £200,000 to cover the balloon payment due on the finance of one of the helicopters (registration number G-EHMS). The total balloon payment is £400,000 and is due in December 2017. The trustees have also designated £43,237 towards the annual maintenance of the newer helicopter (registration number G-LNDN). These funds will be spent by November 2016.

26. RELATED PARTY TRANSACTIONS

London's Air Ambulance Trading Limited, a wholly owned trading subsidiary, made a payment of £2,421,532 to the Charity during the year under the Gift Aid Scheme (2015: £1,694,619). At the balance sheet date, the amount owing was £98,960 to the Charity, which is included within debtors (2015: £20,786). This is an inter-company account between the Charity and its wholly owned subsidiary. No interest is charged on the amount and regular repayments are made by the subsidiary.

The Institute of Pre-hospital Care Limited, a wholly owned trading subsidiary, made a payment of £15,784 under the Gift Aid Scheme (2015: £25,365). At the balance sheet date, the amount owing was £50,784, which is included within debtors (2015: £65,368). This is an inter-company account between the Charity and its wholly owned subsidiary. No interest is charged on the amount and regular repayments are made by the subsidiary.

During the year, one of the Trustees, Gareth Davies, made his personal car available for use as a rapid response vehicle, and, therefore, the Charity paid £687.50 (2015: £1,375) towards the insurance on the car. This arrangement ceased on 31 August 2015.

Out of pocket expenses of £34 were refunded to another trustee, Maxine Barnes in respect of postage (2015: £nil).

27. COMPANY LIMITED BY GUARANTEE

The Charitable Company is limited by guarantee and, as such, has no share capital. In the event of the company being wound up, the liability in respect of the guarantee is limited to £10 per member of the company.

LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
YEAR ENDED 31 MARCH 2016

28. FINANCIAL INSTRUMENTS

	Group 2016 £	Group 2015 £	Charity 2016 £	Charity 2015 £
Financial assets measured at fair value through statement of financial activities:				
Investments	2,443	2,443	-	-
Financial assets that are debt instruments measured at amortised cost:				
Trade debtors	50,439	11,973	34,025	325
Amounts due from Group undertakings	-	-	149,745	86,154
Cash at bank	4,604,206	3,661,526	3,935,012	3,107,323
Financial liabilities measured at amortised cost:				
Trade creditors	(474,033)	(151,027)	(455,814)	(76,197)
Hire purchase creditor	(2,399,826)	(1,055,925)	(2,399,826)	(1,055,925)

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

29. COMPARATIVE STATEMENT OF FINANCIAL ACTIVITIES

CONSOLIDATED	Restricted Funds 2015 £	Unrestricted Funds 2015 £	Total Funds 2015 £
INCOME			
Donations and legacies	681,338	3,295,888	3,977,226
Income from trading activities	-	3,243,407	3,243,407
Income from charitable activities	1,000,000	1,322,047	2,322,047
Investment income	-	7,082	7,082
TOTAL INCOME	1,681,338	7,868,424	9,549,762
EXPENDITURE			
Costs of raising funds	12,891	2,792,594	2,805,485
Costs of Charitable activities	80,912	4,509,759	4,590,671
TOTAL EXPENDITURE	93,803	7,302,353	7,396,156
NET INCOME	1,587,535	566,071	2,153,606
Total funds brought forward	438,032	1,335,261	1,773,293
TOTAL FUNDS CARRIED FORWARD	2,025,567	1,901,332	3,626,899

CHARITY	Restricted Funds 2015 £	Unrestricted Funds 2015 £	Total Funds 2015 £
INCOME			
Donations and legacies	681,338	5,015,641	5,696,979
Income from trading activities	-	502,797	502,797
Income from charitable activities	1,000,000	1,147,710	2,147,710
Investment income	-	7,082	7,082
TOTAL INCOME	1,681,338	6,673,230	8,354,568
EXPENDITURE			
Costs of raising funds	12,891	1,746,580	1,759,471
Costs of Charitable activities	80,912	4,360,559	4,441,471
TOTAL EXPENDITURE	93,803	6,107,139	6,200,942
NET INCOME	1,587,535	566,091	2,153,626
Total funds brought forward	438,032	1,335,241	1,773,273
TOTAL FUNDS CARRIED FORWARD	2,025,567	1,901,332	3,926,899

LONDON'S AIR AMBULANCE LIMITED COMPANY LIMITED BY GUARANTEE

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

30. TRANSITION TO FRS 102

This is the first year that the Charity has presented its financial statements under Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015) - (Charities SORP (FRS 102)) and the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

The last financial statements under previous UK GAAP were for the year ended 31 March 2015 and the date of transition to FRS 102 and Charities SORP (FRS 102) was therefore 1 April 2014.

In preparing the accounts, the trustees have considered whether in applying the accounting policies required by FRS 102 and the Charities SORP FRS 102 the restatement of comparative items was required. Set out below are the changes in accounting policies which reconcile the net movement in funds for the financial year ended 31 March 2015 and the total net assets as at 1 April 2014 and 31 March 2015 between UK GAAP as previously reported and under FRS 102 and the Charities SORP (FRS 102) in these financial statements.

GROUP

Reconciliation of equity

	1 April 2014			31 March 2015		
	As previously stated	Effect of transition	FRS 102 (as restated)	As previously stated	Effect of transition	FRS 102 (as restated)
	£	£	£	£	£	£
Fixed Assets	1,678,982	-	1,678,982	1,471,260	-	1,471,260
Current Assets	2,041,587	229,232	2,270,819	3,974,634	362,491	4,337,125
Creditors falling due within one year	(1,120,587)	-	(1,120,587)	(1,066,391)	(11,345)	(1,077,736)
Net current assets	921,000	229,232	1,150,232	2,908,243	351,146	3,259,389
Total assets less current liabilities	2,599,982	229,232	2,829,214	4,379,503	351,146	4,730,649
Creditors falling due after more than 1 year	(1,055,921)	-	(1,055,921)	(803,750)	-	(803,750)
Net assets	1,544,061	229,232	1,773,293	3,575,753	351,146	3,926,899
Restricted funds	268,515	169,517	438,032	1,826,845	198,722	2,025,567
Unrestricted funds	1,275,546	59,715	1,335,261	1,748,908	152,424	1,901,332
	1,544,061	229,232	1,773,293	3,575,753	351,146	3,926,899

LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
YEAR ENDED 31 MARCH 2016

30. TRANSITION TO FRS 102 (continued)

Reconconciliation of net income for the year	Year ended 31 March 2015		
	As previously stated	Effect of transition	FRS 102 (as restated)
	£	£	£
INCOME			
Donations and legacies	4,550,552	(573,326)	3,977,226
Income from trading activities	3,345,089	(101,682)	3,243,407
Income from charitable activities	179,337	2,142,710	2,322,047
Investment income	7,082	-	7,082
Total income	8,082,060	1,467,702	9,549,762
EXPENDITURE			
Costs of raising funds	2,853,480	(47,995)	2,805,485
Costs of charitable activities	3,033,332	1,557,339	4,590,671
Governance costs	163,556	(163,556)	-
Total expenditure	6,050,368	1,345,788	7,396,156
NET INCOME	2,031,692	121,914	2,153,606

At the date of transition, the Group applied the recognition criteria for revenue and adjusted the opening balances for the requirement to recognise revenue when it is probable that it will be received.

At 1 April 2014, accrued income of £229,232 was recognised.

For the year ended 31 March 2015, income increased by £1,467,702 on adoption of FRS 102. Accrued income of £133,262 was recognised as receipt of this income was probable. Gift in kind income of £1,334,440 was also recognised for medical staff costs, including paramedics, consultants, registrars and an emeritus consultant. Income of £2,147,710 of grants that has previously been included in donations and legacies were reclassified as income from charitable activities.

Expenditure for the year ended 31 March 2015 increased by £1,345,788. A cost of £1,334,440 was included for the seconded paramedics, consultants, registrars and an emeritus consultant. FRS 102 requires a provision to be made for holiday pay which comprises holiday earned but not taken prior to the year end. This resulted in the Group recognising a liability for holiday pay of £11,344 at 31 March 2015, which led to an expense of £11,344 for the year. The holiday pay accrual at 31 March 2014 was immaterial. Governance costs have been reallocated in accordance with the SORP.

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

30. TRANSITION TO FRS 102 (continued)

CHARITY

Reconciliation of equity

	1 April 2014			31 March 2015		
	As previously stated	Effect of transition	FRS 102 (as restated)	As previously stated	Effect of transition	FRS 102 (as restated)
	£	£	£	£	£	£
Fixed Assets	1,679,084	-	1,679,084	1,456,275		1,456,275
Current Assets	1,653,050	229,232	1,882,282	3,391,688	362,491	3,754,179
Creditors falling due within one year	(732,172)	-	(732,172)	(468,460)	(11,345)	(479,805)
Net current assets	920,878	229,232	1,150,110	2,923,228	351,146	3,274,374
Total assets less current liabilities	2,599,962	229,232	2,829,194	4,379,503	351,146	4,730,649
Creditors falling due after more than 1 year	(1,055,921)	-	(1,055,921)	(803,750)	-	(803,750)
Net assets	1,544,041	229,232	1,773,273	3,575,753	351,146	3,926,899
Restricted funds	268,515	169,517	438,032	1,826,845	198,722	2,025,567
Unrestricted funds	1,275,526	59,715	1,335,241	1,748,908	152,424	1,901,332
	1,544,041	229,232	1,773,273	3,575,753	351,146	3,926,899

Reconciliation of net income for the year

	Year ended 31 March 2015		
	As previously stated	Effect of transition	FRS 102 (as restated)
	£	£	£
INCOME			
Donations and legacies	6,275,310	(578,331)	5,696,979
Income from trading activities	604,479	(101,682)	502,797
Income from charitable activities	-	2,147,710	2,147,710
Investment income	7,082	-	7,082
TOTAL INCOME	6,886,871	1,467,697	8,354,568
EXPENDITURE			
Costs of raising funds	1,807,470	(47,999)	1,759,471
Costs of charitable activities	2,884,133	1,557,338	4,441,471
Governance costs	163,556	(163,556)	-
TOTAL EXPENDITURE	4,855,159	1,345,783	6,200,942
NET INCOME	2,031,712	121,914	2,153,626

**LONDON'S AIR AMBULANCE LIMITED
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 2016

30. TRANSITION TO FRS 102 (continued)

At the date of transition, the Group applied the recognition criteria for revenue and adjusted the opening balances for the requirement to recognise revenue when it is probable that it will be received.

At 1 April 2014, accrued income of £229,232 was recognised, including an additional gift aid payment of £40,000 from the Institute of Pre-Hospital Care Limited as a result of the transitional journals of that company.

For the year ended 31 March 2015, income increased by £1,467,697 on adoption of FRS 102. Accrued income of £138,257 was recognised as receipt of this income was probable. Gift in kind income of £1,334,440 was also recognised for medical staff costs, including paramedics, consultants, registrars and an emeritus consultant. Income of £2,147,710 of grants that has previously been included in donations and legacies were reclassified as income from charitable activities. There was a reduction of £5,000 in the gift aid payment from the Institute of Pre-Hospital Care Limited as a result of the transitional journals of that company, which also reduced the amount due from Group undertakings.

Expenditure for the year ended 31 March 2015 increased by £1,345,783. A cost of £1,334,440 was included for the seconded paramedics, consultants, registrars and an emeritus consultant. FRS 102 requires a provision to be made for holiday pay which comprises holiday earned but not taken prior to the year end. This resulted in the Group recognising a liability for holiday pay of £11,343 at 31 March 2015, which led to an expense of £11,343 for the year. The holiday pay accrual at 31 March 2014 was immaterial. Governance costs have been reallocated in accordance with the SORP.

31. POST BALANCE SHEET EVENTS

On 26 July 2016, the Charity repaid £750,000 on the hire purchase facility provided by Santander Asset Finance plc to finance the acquisition and conversion of the second helicopter, G-LNDN. This early settlement was made possible by generous restricted donations from our supporters.

On 12 September 2016, the Charity provided notice to Santander Asset Finance plc that it will terminate the hire purchase facility for the first helicopter, G-EHMS, on 12 October 2016 and settle all outstanding balances after which it will take full ownership of this helicopter. The Charity is using its existing designated reserves to fund the balloon payment due on this loan as well as unrestricted reserves to fund the early repayment.



@LDNairamb



London's Air Ambulance

visit londonsairambulance.co.uk

Registered Charity London's Air Ambulance is the registered charity that delivers an advanced trauma team to critically injured people in London. Registered Charity (801013).

Design by Proworx : www.proworx.co.uk