COMPANY REGISTRATION No: 3285009 CHARITY REGISTRATION No: 1059475

ANNUAL REPORT AND FINANCIAL STATEMENTS

Year ended 31 December 2013

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Year ended 31 December 2013

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Year ended 31 December 2013

GENERAL INFORMATION

Directors Dr E B Farmer Chairman
Dr B A Rickinson Chief Executive

Mr N E Riley Dr A T Cole

Prof J G P Binner (resigned in May 2013)

Dr M J May Mr K Shankland

Prof L Greer (appointed in November 2013)
Dr S Garwood (appointed in November 2013)

Company secretary Ms J Bugajeva (appointed in February 2014)

Registered office 1 Carlton House Terrace

London SW1Y 5AF

Charity registration number 1059475

Company registration number 3285009

Bankers Lloyds Bank plc

8-10 Waterloo Place

London SW1Y 4BE

Solicitors Allen & Overy

1 Bishop's Square

London E1 6AD

Auditors Baker Tilly UK Audit LLP

25 High Street Crawley West Sussex RH10 1BG

DIRECTORS' REPORT AND TRUSTEES' REPORT

INTRODUCTION

The directors hereby submit the annual report and financial statements of the company for the year ended 31 December 2013. This report represents the trustees' report for the purposes of the Charities Act 2011 and the directors' report for the purposes of section 415 of the Companies Act 2006. The provisions of 'Accounting and Reporting by Charities: Statement of Recommended Practice' (revised 2005) have been adopted in preparing the annual report and financial statements of the company.

This report contains the following information:

- Reference and administrative details of the charity, its trustees and advisers
- Structure, governance and management
- Public benefit, objectives and activities
- Achievements and performance
- Financial review
- Plans for future periods
- Auditors
- Disclosure of information to auditors

loM Communications Limited is a charitable trading company limited by shares. Names of the directors who served throughout the year are stated on page 1. The directors of the company are also charity trustees for the purpose of Charity Law.

According to the register maintained as required under the Companies Act 2006, none of the directors had any interest in the share capital of the company.

STRUCTURE, GOVERNANCE AND MANAGEMENT

The company was incorporated on 22 November 1996 and commenced trading on 1 January 1999. It operates in accordance with its memorandum and articles of association and is a wholly owned subsidiary of the Institute of Materials, Minerals and Mining.

The governance of the company is vested in the directors who are also trustees. The directors are appointed by either the Council of the Institute of Materials, Minerals and Mining or the current directors of the company. Not more than three of the eight directors can be members of the Council or members of the Institute's staff. The day to day management of the company is delegated to staff employed by the Institute who report to the chief executive.

Induction meetings are held for new directors to ensure that they understand their responsibilities as trustees of the charity. The induction process provides trustees with information about the role of the board, the organisational structure of the company and its relationship with the Institute. The objects of the company together with the mission statement and corporate strategies are explained. Each trustee is provided with an information pack and points of access to further details. Ongoing training is made available to trustees in relation to the individual responsibilities undertaken by them.

The board meets at least three times during the year to review strategy and approve operating plans and budgets. In addition, the directors have ad hoc meetings to deal with other matters as they arise. During 2013, the board met four times.

The directors have overall responsibility for ensuring that the company has appropriate systems of control, financial and otherwise. They are responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities. The directors have introduced a formal risk management process to enable it to assess business risks and implement risk management strategies on a regular basis.

DIRECTORS' REPORT AND TRUSTEES' REPORT (continued)

It involves identifying the types of risks the company faces, prioritising them in terms of potential impact and likelihood of occurrence, and identifying means of mitigating the risks. As part of this process the directors review the adequacy of the company's current internal controls. The systems of internal control are designed to provide reasonable, but not absolute, assurance against material misstatement or loss. They include:

- a strategic plan and an annual budget approved by the directors;
- regular consideration by the directors of financial results, variance from budgets, non-financial performance indicators and benchmarking reviews;
- delegation of authority and segregation of duties.

Company law requires the directors 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 of the incoming resources and application of resources of the charity for that period. In preparing those financial statements, the directors are required to:

- select suitable accounting policies and apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue to operate.

The directors are responsible for:

- preparing the trustees' report and the financial statements in accordance with applicable law and United Kingdom accounting standards (Generally Accepted Accounting Practice);
- for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that annual financial statements comply with the Companies Act 2006;
- The maintenance and integrity of the corporate and financial information included on the company's website.
 Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

PUBLIC BENEFIT, OBJECTIVES AND ACTIVITIES

Materials form an integral and important part of all our lives. The materials cycle covers the exploration and extraction of raw materials from the earth, processing them into industrial/engineered materials, application of these materials, recycling of waste and the ultimate disposal of waste in an environmentally friendly way. It is more important than ever that the scientists, engineers and technologists involved in the materials cycle are qualified and experienced to make the best use of materials in terms of economics, efficiency and sustainability for the benefit of the public. The company makes a major contribution to this through its objectives and activities.

The Institute has referred to the guidance contained in the Charity Commission's guidance on public benefit when reviewing its aims and objectives and in planning future activities. In particular the directors consider how planned activities will contribute to the aims and objectives it has set.

The objectives of the company are to:-

- Promote and develop all aspects of the "materials cycle".
- Generate funds to enable the company's parent organisation to carry out its objects, which are of a similar nature to those of the company.

DIRECTORS' REPORT AND TRUSTEES' REPORT (continued)

These objectives are achieved by the following activities that provide information and generate income:-

- The publication of learned journals and books through an outsourcing arrangement. Income is generated from royalties based on any sales revenue received on publishing in paper and electronically.
- The publication of various magazines for members of the Institute. Income is generated from subscriptions, advertising revenue and a contribution from the Institute for supplying copies to its members.
- The organisation of conferences on behalf of the Institute, exhibitions, training services and technology award competitions. Income is generated from registration fees and sponsorship.
- The provision of information, library and consulting services, through the Materials Information Service (MIS), on a wide range of materials, minerals and mining activities. Income is generated from subscriptions, consultancy work and project income from a number of government agencies.

Strategic plan

In the company's strategic plan are listed the vision, mission and corporate aims.

Vision

To be recognised as the global information provider for everyone involved in the materials cycle.

Mission

To continue to be a major income provider to the Institute of Materials, Minerals and Mining (IOM3) by

- Maintaining and developing existing revenue streams.
- Developing new revenue streams consistent with the aims and mission of IOM3.

Corporate aims

- Create the necessary internal organisation to manage, develop and increase income from government funded projects.
- Generate income from new areas of the materials cycle.
- Improve profitability through the use of e-deliverables.
- Develop more creative approaches to commercial sponsorship.
- Improve performance of existing activities.

ACHIEVEMENTS AND PERFORMANCE

The directors are pleased to report an operating surplus before donations of £510k for the year compared to £702k in 2012. This enabled the company to donate £505k (2012: £700k) to the Institute of Materials Minerals & Mining.

Our plans for the year were to develop digital strategy for member magazines, maximise advertising revenue, develop a viable conference programme, launch new courses at IOM3 Training Academy and ensure that all activities are operated at a surplus.

2013 has been a difficult year for the company with income generated from most of the activities falling below 2012 levels and costs exceeding the budget with net contribution falling to £510k as a result.

DIRECTORS' REPORT AND TRUSTEES' REPORT (continued)

Publishing activities continue to contribute the greatest proportion of the operating surplus before donations. In 2013 publishing activities achieved the surplus of £720k (2012 - £702k) whilst turnover increased by 2.9% to £1,443k. The trend of falling advertising revenue was largely halted in 2012 and 2013 saw a small increase in income.

The conference development programme was revised during the year and a number of successful events, such as ClayTech, 35th International Safety in Mines Research Exchange and Adhesion, were delivered during the second half of the year. Highlights of 2014 conference calendar include PVC, our largest triennial event, and RubberCon. The conference development programme is being continuously reviewed to ensure there is a viable rolling line-up of events going forward.

Turnover from information services activities fell by 19% to £1,918k compared to 2012 due to the lower involvement in the European and UK Government projects. The company continued to play a significant part in Government programmes to develop materials technologies and promote better use of materials. It has now been announced that IOM3 will lose the management and delivery of Materials KTN contract from 1 April 2014 which will have significant financial impact on the company's activities.

2013 was the first full operational year of the company's Signature Materials programme, which generated £193k revenue through its unique metal marking technology aimed to prevent metal theft.

Training activities continued to expand during the year with wider range of courses being offered. As a result turnover increased by 15% to £283k. Increase in the associated costs has however led to the fall in net contribution from £30k in 2012 to £14k in 2013. The aim for technology improvement awards (Starpack) in 2013 was to break-even. This was not achieved and the deficit rose from £17k in 2012 to £19k in 2013.

FINANCIAL REVIEW

As reported above, the operating surplus before donations amounted to £510k and although this was less than the 2012 result and the budget for the year, it was a commendable result in difficult circumstances. The company faces a number of challenges if it is to maintain or increase donations to the Institute and the board has identified the following risks:

- Inability to mitigate the loss of Materials KTN contract by developing new activity or engaging in a similar Government project.
- The cyclical timing of conference events causing fluctuating annual results;
- The impact of the economy on industry and the consequent attendance at conferences, training courses and other events;
- Advertising revenue from traditional sources will not recover, and
- The impact of activities carried out a loss.

The board's policy is to retain sufficient reserves to cover the working capital requirements of the company and develop new income generating opportunities when they arise. Surplus funds are distributed to the Institute of Materials, Minerals and Mining (IOM3). After donating £505k (2012 - £700k) to IOM3, £5k was added to reserves and the company ended the financial year with net assets of £340k.

Year ended 31 December 2013

DIRECTORS' REPORT AND TRUSTEES' REPORT (continued)

Having reviewed the company's operating plans and budgets, the directors consider the reserves at 31 December 2013 of £340k (2012 - £335k) to be adequate for the forthcoming year.

PLANS FOR FUTURE PERIODS

The plans of our operational teams over the next year are:

- The information services group will be looking to develop new activities to mitigate the loss of Materials KTN contract and expand Signature Materials programme.
- The publishing group will be looking at new journal opportunities and developing member magazines' app.
- The marketing group will focus on maximising opportunities outside of magazine advertising.
- The conference group will be reviewing the strategy to ensure viable rolling programmes for the future.
- The Starpack team will continue to work for a breakeven result and to enhance the Worldstar competition.
- The IOM3 Academy team will be launching a number of new courses.

AUDITOR

Baker Tilly UK Audit LLP has indicated its willingness to continue in office.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

In so far as the directors who were in office on the date of approval of these financial statements are aware:

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

SMALL COMPANY PROVISIONS

This report has been prepared in accordance with the special provisions applicable to companies entitled to the small companies' exemption.

This report was approved by the board on 7 May 2014.

Chief Executive

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF IOM COMMUNICATIONS LIMITED

We have audited the financial statements of IOM Communications Limited for the year ended 31 December 2013 on pages 8 to 13. 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).

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 trustees and auditor

As explained more fully in the statement of directors' responsibilities set out on pages 2 and 3, 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.

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

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at <a href="http://www.frc.org.uk/Our-Work/Codes-Standards/Audit-and-assurance/Standards-and-guidance-for-auditors/Scope-of-audit/UK-Private-Sector-Entity-(issued-1-December-2010).aspx

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs as at 31 December 2013 and of its 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 Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors Report and Trustees' 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 requires us to report to you if, in our opinion:

- the charitable company has not kept adequate accounting records, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- if small the Directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies exemption from the requirement to prepare a strategic report or in preparing the Directors Report and Trustees' Report.)

KEITH LICKORISH (Senior Statutory-Auditor)

For and on behalf of BAKER TILLY UK AUDIT LLP, Statutory Auditor

Chartered Accountants

Portland, 25 High Street, Crawley, West Sussex, RH10 1BG

Date 215 - MAY 2014

STATEMENT OF FINANCIAL ACTIVITIES (INCLUDING INCOME AND EXPENDITURE ACCOUNT)

	Notes	2013 £	2012 £
Incoming resources from charitable activities		a.	æ
Charitable trading activities	3	3,910,059	4,355,113
Total incoming resources		3,910,059	4,355,113
Resources expended			
Charitable activities			
Charitable trading activities	3	3,399,906	3,653,035
Donation to The Institute of Materials, Minerals and Mining Governance costs		505,000	700,000
Total resources expended	4	3,904,906	4,353,035
Net incoming resources and operating surplus for the year		5,153	2,078
Reconciliation of funds			
Balances brought forward at 1 January 2013		334,596	332,518
Balances carried forward at 31 December 2013	3	339,749	334,596

The Statement of Financial Activities includes all gains and losses recognised in the year.

All incoming and outgoing resources derive from continuing activities.

Year ended 31 December 2013

BALANCE SHEET		BALANCE SHEET Compar		Company number 32	285009
	Notes	2013 £	2012 £		
Current assets					
Work in progress Debtors Cash	9	154,193 920,364 162,662	9,566 1,439,435 121,263		
		1,237,219	1,570,264		
Creditors: Amounts falling due wit year	hin one 11	897,370	1,235,568		
Net current assets		339,849	334,696		
Capital and reserves					
Called up share capital Revenue reserves	12	100 339,749	100 334,596		
Shareholders' funds	13	339,849	334,696		

The financial statements on pages 8 to 13 were approved and authorised for issue by the Board and signed on its behalf on 7 May 2014.

Dr M J May Director

Dr B A Rickinson Chief Executive

NOTES TO THE FINANCIAL STATEMENTS

1. Status

IoM Communications Limited is a charitable trading company limited by shares (Registered Charity number 1059475, Company Registration number 3285009).

2. Accounting policies

a) Basis of financial statements

The financial statements of the company are prepared in accordance with the Charities (Accounts and Reports) Regulations 2008, the Companies Act 2006 and Statement of Recommended Practice "Accounting and Reporting by Charities" revised in March 2005 and in accordance with applicable accounting standards. They are also drawn up on the historical accounting basis. A separate cash flow statement has not been prepared. The company's parent organisation has prepared a consolidated cash flow statement incorporating the company's activities.

b) Income recognition

Income from conferences represents the amount receivable in respect of the current year. Amounts received in respect of conferences to be run in future years are carried forward to the following year.

Incoming resources from grants, where related to performance and specific deliverables, are accounted for as the charity earns the right to consideration by its performance.

Subscription income from magazines, industrial affiliates and information services represents the amount receivable in respect of current and past years. Amounts received in advance are carried forward to the following year and subscriptions in arrears have not been anticipated.

Other income is recognised where there is entitlement, certainty of receipt and the amount can be measured with sufficient reliability.

c) Resource expenditure

All expenditure is accounted for on accruals basis and has been classified under headings that aggregate all costs to the category. Where costs cannot be directly attributed to particular headings, they have been allocated to activities on a basis consistent with the use of resources. Overheads have been allocated on the basis of labour costs.

The company does not directly employ any staff. All personnel working on the company's activities are employed by The Institute of Materials, Minerals and Mining and their salaries are recharged to the company at cost. The company operates from premises owned by the Institute and reimburses the Institute for the use of the premises, services and fixed assets at cost.

d) Work in progress

Work in progress is valued at cost and includes labour and overhead costs.

e) Foreign currencies

Assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at an internal rate of exchange ruling at the date of the transaction. All differences are taken to the income and expenditure account.

f) Reserves policy

The board's policy is to retain sufficient reserves to cover the working capital requirements of the company and develop new income generating opportunities when they arise. Surplus funds are distributed to the Institute of Materials, Minerals and Mining.

g) Related party transactions

The company has taken advantage of the exemptions conferred by Financial Reporting Standard No 8 from the requirement to make disclosure concerning transactions with entities that are wholly owned within the group.

NO	OTES TO THE FINANCIAL STATEMENTS (continued)		
3.	Income from charitable trading activities	2013 £	2012 £
	Publishing	1,442,931	1,401,843
	Conferences	172,355	263,407
	Information services	1,918,052	2,341,357
	Technology improvement awards	94,128	102,628
	Training services	282,593	245,878
		3,910,059	4,355,113
	Cost of charitable trading activities		
	Dublishing	722 582	700 115

			3,910,059	4,355,113
g activities				
			722,582	700,115
			231,010	286,848
				2,330,769
awards				119,244
			268,634	216,059
			3,399,906	3,653,035
ading activities				
			720,349	701,728
			(58,655)	(23,441)
			(146,265)	10,588
awards				(16,616)
			13,959	29,819
			510,153	702,078
tivities				
Direct costs	Selling & distribution	Support	Total	Total
c				2012
t	£	t	£	£
260.269	2 612	459 701	722.692	700 115
· ·		•	•	700,115
	1,518	151,260	231,010	286,848
	awards ading activities awards	awards ading activities Direct costs distribution £ 260,268 78,232 1,518	awards ading activities Direct costs £ £ £ 260,268 78,232 1,518 151,260	722,582 231,010 2,064,317 113,363 268,634 3,399,906 ading activities 720,349 (58,655) (146,265) (146,265) (19,235) 13,959 510,153 tivities Direct costs Selling & Support costs distribution costs £ £ £ £ £ £ 260,268 3,613 458,701 722,582 78,232 1,518 151,260 231,010

Breakdown of costs of activitie	es				
	Direct costs	Selling & distribution	Support costs	Total 2013	Total 2012
	£	£	£	£	£
Charitable activities					
Publishing	260,268	3,613	458,701	722,582	700,115
Conferences	78,232	1,518	151,260	231,010	286,848
Information services	1,013,288	7,125	1,043,904	2,064,317	2,330,769
Technology improvement					
awards	21,773	1,100	90,490	113,363	119,244
Training services	82,391	27,555	158,688	268,634	216,059
Donation to the Institute	505,000	-	-	505,000	700,000
Governance costs	•	-	-	-	-
	1,960,952	40,911	1,903,043	3,904,906	4,353,035

NOTES TO THE FINANCIAL STATEMENTS (continued)

5	Support cost breakdown by activity	Labour costs	Establishment costs	Administration costs	Total 2013	Total 2012
		£	£	£	£	£
	Publishing	354,176	71,911	32,614	458,701	435,455
	Conferences	109,661	31,502	10,097	151,260	187,367
	Information services	786,381	185,112	72,411	1,043,904	725,910
	Technology improvement					
	awards	66,582	1 <i>7,777</i>	6,131	90,490	99,821
	Training services	107,620	41,158	9,910	158,688	134,180
	Governance costs	-	•	•	-	-
		1,424,420	347,460	131,163	1,903,043	1,582,733

Labour costs are allocated to activities based on the cost of the estimated time spent on those activities. Establishment and administration costs are apportioned to activities on the basis of labour costs. Audit fees are borne by the parent charity, the Institute of Materials, Minerals & Mining.

6. Directors' remuneration

During the year three trustees were reimbursed £1,962 for travel, meeting and related expenditure (2012 – £nil).

Other trustees' expenses incurred during 2013 and 2012 for attending directors and other meetings were paid by the Institute.

No trustees have received any remuneration during the years ended 31 December 2012 and 2013.

Dr B A Rickinson is employed by the company's parent, The Institute of Materials, Minerals and Mining.

7. Related party transactions

Dr A T Cole is a director and shareholder of Inspiratech 2000 Ltd, a company that has provided web related services to the Institute and its group companies over a number of years prior to his appointment as a director of IoM Communications Ltd. During the year, Inspiratech carried out services for the company to the value of £6,311 (2012 – £8,349) including VAT.

The company has taken advantage of the exemption granted by FRS8 "Related Party Disclosures" from disclosing transactions with its parent company, The Institute of Materials, Minerals and Mining.

8.	Operating surplus	2013	2012
		£	£
	Publishing	720,349	701,728
	Conferences	(58,655)	(23,441)
	Information services	(146,265)	10,588
	Technology improvement awards	(19,235)	(16,616)
	Training services	13,959	29,819
	Other	(505,000)	(700,000)
		5,153	2,078

NOTES TO THE FINANCIAL STATEMENTS (continued)

0	Weak in an area	2013	2012
9.	Work in progress	£	£
	Publishing	469	160
	Conferences	18,813	2,336
	Information services	127,632	-
	Technology improvement		
	awards	2,962	3,912
	Training services	4,317	3,158
		154,193	9,566
10.	Debtors		
	Trade debtors	240,707	160,208
	The Institute of Materials, Minerals and Mining	218,636	
	Prepayments and other accrued income	461,021	1,279,227
		920,364	1,439,435
11.	Creditors		
	Trade creditors	309,861	566,708
	Subscriptions and orders paid in advance	425,624	321,352
	Other creditors and accruals	161,885	196,193
	The Institute of Materials, Minerals and Mining	-	151,315

12. Share capital

Share capital	Number	Nominal value £
Authorised, allotted, issued and fully paid Ordinary shares of £1 each	100	100

The company's issued share capital is wholly owned by the Institute of Materials, Minerals and Mining.

13.	Reconciliation of movements in shareholders' funds	2013 £	2012 £
	As at 1 January 2013 Surplus for the financial year	334,696 5,153	332,618 2,078
	As at 31 December 2013	339,849	334,696

14. Ultimate controlling party

The Institute of Materials, Minerals and Mining, a charity registered in England, is the ultimate controlling party.

897,370

1,235,568