

# **The Segelman Trust**

Charity Registration No. 1079151

## **Trustees' report and accounts**

**For the year ended 31 December 2017**

# The Segelman Trust

## Legal and administrative information

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<b>Trustees</b>	Wilson Cotton Rebecca Eastmond Christopher Graves Timothy White
<b>Charity number</b>	1079151
<b>Principal address</b>	25 Moorgate London EC2R 6AY
<b>Accountants</b>	Smith & Williamson LLP 25 Moorgate London EC2R 6AY
<b>Bankers</b>	National Westminster Bank plc 125 Great Portland Street London W1A 1GA
<b>Solicitors</b>	White & Co 190 Clarence Gate Gardens Glentworth Street London NW1 6AD
<b>Investment advisers</b>	Walker Crips Stockbrokers Limited Finsbury Tower London EC1Y 8LZ
<b>Auditor</b>	Buzzacott LLP 130 Wood Street London EC2V 6DL

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# The Segelman Trust

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# The Segelman Trust

## Trustees' report for the year ended 31 December 2017

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The trustees present their annual report together with the accounts of The Segelman Trust (the Trust) for the year ended 31 December 2017.

The accounts have been prepared in accordance with the accounting policies set out on pages 15 to 18 of the attached accounts and comply with the charity's governing document, applicable laws and Accounting and Reporting by Charities: Statement of Recommended Practice, applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), effective for accounting periods commencing 1 January 2015 or later.

### Introduction

During 2017, the Segelman Trust continued to make and manage grants to charitable organisations with two key objectives: to support people from all parts of UK society who are vulnerable or marginalised and to enable less advantaged young people to develop their talents and aspirations.

Alongside this activity, significant time was dedicated to reviewing and refining our grant-making strategy and administrative processes in order to develop an approach that is informed and resilient and which makes best use of the Trust's resources. In the latter part of the year, we conducted a strategic review of grant-making performance to date and considered whether we were maximising the Trust's unique assets. The review resulted in a set of values and priorities that will guide our decision-making and which we are embedding into our grant-making processes.

The focus of the Trust's grant-making has not radically altered since this review, but the trustees decided that particular emphasis should be given to addressing unmet need and overlooked areas where funding may be difficult to find. The trustees are also committed to make use of the Trust's independence and freedom to fund new thinking and experimentation, which have the potential to improve frontline services and influence policy. A key aim for the Trust is to be as useful as possible to the organisations we fund and to provide flexible and timely support to enable them to carry out their objectives effectively.

We are continuing to develop a relational style of grant-making, which supports learning and knowledge exchange with our grant-holders and encourages openness and transparency with the goal of becoming more useful and impactful grant-makers. In order to support this approach, the trustees contracted the services of an independent consultant with grant-making experience to work with them, providing extra capacity to the trustees for research, face-to-face meetings, site visits and relationship management. For the time being, we will maintain a limited portfolio of multi-year grants and continue to take a proactive approach to identifying projects.

Our strategic priorities and practices will remain under review. By learning from our grant-holders and our own grant-making experiences, we will continue to assess how we can operate most effectively as a Trust to support positive outcomes.

### Structure, Governance and Management

The Trust was established by Gerald Segelman's Will ("the Will") dated 6 May 1992. Gerald Segelman died on 5 July 1992 and probate was granted to his executors on 9 November 1992. The Trust was registered with the Charity Commission on 28 January 2000, Charity Registration Number 1079151.

Previously known as the Will of Gerald Segelman Deceased, the trustees agreed to change the name of the charity to The Segelman Trust with effect from 17 March 2016.

# The Segelman Trust

## Trustees' report for the year ended 31 December 2017

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### Trustees

The trustees who served during the period were:

Wilson Cotton  
Rebecca Eastmond  
Christopher Graves  
Timothy White

The trustees held a full board meeting five times during the year with an additional strategy day in October.

Trustees are required to disclose all relevant interests and withdraw from decisions where a conflict of interest arises.

The power of appointing new trustees is vested in the trustees.

### Decision-making

The trustees hold ultimate responsibility for the policies, activities and assets of the charity. The trustees agree the broad strategy of the Trust, review and confirm policy decisions, review proposals, approve grants, assess and discuss grant-holder performance reports and discuss financial and investment issues and performance. When necessary, the trustees seek advice and support from professional advisers, including investment managers and auditors. The investment managers are invited to attend an annual meeting to provide a detailed update on the portfolio.

### Management

Since July 2017, the day-to-day management and operation of the Trust has been supported by an independent consultant with experience in grant-making and administration and a freelance book-keeper.

The consultant has worked closely with the trustees in order to implement the Trust's strategic priorities and has managed the grant-making process, the grants portfolio and relationships with grant holders. So far, this arrangement has been successful and will inform the trustees' thinking as they consider the long-term operational management of the Trust.

The trustees have also brought the day-to-day financial management in-house, appointing a freelance accountant to produce financial reports for trustees' meetings, prepare annual financial accounts and assist in reviewing and updating trustees' policy statements and risk management procedures. This has increased efficiency and saved costs. Where appropriate, advice is also taken from the charity's auditor, legal and other professional advisers.

### Objectives and Activities

#### Background

The Will of Gerald Segelman Deceased directed that the estate residue should be held by the trustees upon Trust for 21 years from the date of death, or earlier if the trustees specify by deed. The trustees had unfettered discretion to give assistance to the poor and needy members of a beneficial class of person specified in Mr Segelman's Will. The primary trust came to an end on 5 July 2013 and the objective of the trust is now to pursue general charitable purposes.

# The Segelman Trust

## Trustees' report for the year ended 31 December 2017

Since 2013, the Trust's main activity is the award of grants to charities registered in England and Wales. The Trust also makes loans of instruments in its possession, as described below.

The trustees confirm that they have referred to the guidance contained in the Charity Commission's general guidance on public benefit when reviewing the Trust's aims and objectives, managing the Trust's assets and considering applications for financial assistance.

### **Grant-making Policy and Aims**

The Trust's primary area of focus is the United Kingdom; however, grants may also be made to support organisations with charitable status in the UK, but are addressing issues of poverty and marginalisation elsewhere in the world.

Given its limited administrative capacity, the Trust takes a proactive approach to identifying projects and is unable to consider unsolicited applications. The Trust does not make grants to individuals.

The Trust does not have a narrow definition of the causes it wishes to fund, but uses its resources to support organisations and projects that help people from all spheres of society who are particularly vulnerable and disadvantaged through poverty or marginalisation. We look for programmes that offer people access to opportunities and support to lead fulfilling lives and initiatives that focus on wellbeing and positive relationships.

The Trust seeks to use its freedom and independence to fund new thinking and experimentation, even when outcomes are uncertain. Our experience from grants made to date tells us that we can be particularly helpful in funding organisations and projects at an early stage of development or at a point of transition.

We also look for a set of key characteristics in the groups we fund. The Trust is keen to partner with organisations that listen to their beneficiaries, are rooted in the communities they serve and that demonstrate transparency, adaptability and willingness to exchange learning with others. We look for groups that can articulate clear objectives, have a framework for measuring their own effectiveness and that show strong leadership and well-targeted use of their resources.

As funders, we aim to provide flexible and timely support and try to balance long-term support for organisations undertaking complex work and using our resources to support innovation. We seek to build a relationship of mutual trust with grant-holders by acting with openness, transparency and respect for their expertise and time. This enables us to provide ongoing support to our grantees as they seek to achieve the impact they want for the individuals they serve.

### **Achievements and Performance**

The Trust made payments to charitable organisations totalling £557,000 (2016 - £513,043) and had outstanding commitments at the year end for future payments of £560,000 (2016 - £497,000). It is anticipated that such payments will be made in 2018 (£375,000) and 2019 (£185,000).

Over the year, the Trust funded charitable organisations working in different parts of the UK - a full list of commitments is set out in note 6. Grant recipients have come from a wide spectrum, but are all aligned with the Trust's strategic objectives of supporting people from all parts of society experiencing disadvantage or marginalisation, enabling them to realise their potential and lead fulfilling lives.

Most of the current grants are multi-year, with total grant size ranging from £30,000-£170,000, with the average being £100,000. All grant holders were asked to provide an annual report on the progress of their work, with future payments dependent on the report being satisfactory.

# The Segelman Trust

## Trustees' report for the year ended 31 December 2017

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In 2017, new grants were made to the following organisations:

The Tutor Trust - £120,000 over two years to support the charity's core costs in Leeds and Greater Manchester and to launch a pilot programme in Liverpool

The Tutor Trust helps tackle educational inequality by providing a not-for profit tuition service for state schools serving low-income communities in the North of England. The Trust supplies targeted schools with first class academic tutors (mostly local university students) recruited and trained by the Trust.

During 2017, as well as continuing to grow the depth and quality of its programme and the resilience of its operations in Greater Manchester and Leeds, the Tutor Trust established its Liverpool operation. Critical steps included building key local partnerships and running a small pilot of tuition supporting around 100 pupils in maths and science. It also began the recruitment process for its first Liverpool cohort of 50 tutors, who would go on to provide maths and science tuition in six secondary schools for around 125 pupils in the Spring and Summer terms.

Action for Happiness - £30,000 over three years to support core costs

Action for Happiness is a growing movement of people committed to building a happier and more caring society. The charity brings together people from all walks of life and helps them take practical action towards this aim, drawing on the latest scientific research and backed by leading experts from diverse fields including psychology, education, economics and social innovation. The charity also provides ideas and resources to enable people to take action at home, at work or in their community. Resources include the Keys to Happier Living Toolkit for schools - an accessible and evidence-based programme to promote the emotional wellbeing and resilience of children aged 7-11.

In 2017 the Segelman Trust awarded Action for Happiness a three-year grant to support the scale-up of the flagship, eight-week Exploring What Matters course which volunteers run in their local communities. We encouraged Action for Happiness to target areas where wellbeing has been identified as particularly low. Over the year, 1,660 new people participated in the course and the charity succeeded in running over 30 courses specifically in low-wellbeing locations, including communities in Belfast, Bristol, City of London, Derby, Ealing, Glasgow, Haringey, Hartlepool, Hastings, Islington, Kingston, Liverpool, Manchester, Medway, Northampton, Portsmouth, Sheffield, Slough, Southampton, Torbay, Wandsworth, Wolverhampton and Worcester.

During the course of our grant, Action for Happiness is focusing on developing its organisation's priorities and capacity and the evidence base for the impact of its activities. A Randomised Controlled Trial led by academic experts at LSE and Oxford has assessed the benefits of the course in terms of increasing wellbeing, reducing mental health issues and boosting levels of pro-social behaviour and social trust - results are expected in late 2018.

Refugee Action - £170,000 over three years to support direct services in Bradford and to support the capacity building of Rethink Rebuild Society

Refugee Action works to overcome the challenges faced by refugees and asylum seekers in the UK. Its charitable activities fall into four main areas – direct services for asylum seekers and refugees, refugee resettlement, capacity building for others in the sector, and campaigning for systems change.

In 2017, Segelman Trust funding was used to sustain and develop Refugee Action's justice and poverty services for vulnerable asylum seekers and refugees in Bradford. Activity during the year focused on remodelling and developing services to ensure they meet beneficiary needs and are effective in enabling families to access vital services and integrate. The team of staff and volunteers provide targeted advice and support to over 2,000 adults and families on a range of complex issues, including housing, financial support, health services, education, and volunteering opportunities. The team assisted people with mental health conditions arising from their

# The Segelman Trust

## Trustees' report for the year ended 31 December 2017

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experiences of exile and helped families to access vital integration support through group activity sessions designed to form local support networks to reduce the effects of social isolation.

Rethink Rebuild Society (RRS), based in Manchester, delivers direct services to support resettlement and integration by Syrian refugees and asylum seekers as well as advocacy and campaign work.

£30,000 of the total grant to Refugee Action was dedicated to supporting RRS to strengthen its capacity to support Syrians living in the UK. In 2017, £10,000 was re-granted by Refugee Action to RRS and £10,000 was used to fund Refugee Action staff time to provide RRS with development support. RRS will receive a further £10,000 in 2018 to help embed the development work undertaken in 2017.

During 2017, RRS was supported by Refugee Action to 1) improve the efficiency of its advice service and its tools for engagement with beneficiaries 2) improve its fundraising capability and impact measurement and 3) strengthen its governance and administration. RRS was successful in securing charitable status and increased its capacity by recruiting skilled, long-term volunteers. The charity identified foundations and trusts to approach for funding and strengthened its ability to complete funding applications.

### West London Zone (WLZ) - £150,000 over three years to support the start-up of the early years programme

WLZ is a partnership of local organisations working together to ensure that all the children and young people in its community (three square miles of inner West London) reach their full potential. It does this by helping charities, local authorities, schools and children's centres deliver the best possible opportunities and long-term, preventative support tailored to the needs of individual children and young people in their community.

In 2017, the Segelman Trust provided funding for the development of WLZ's model in an early years setting. WLZ's goals were to identify and begin supporting a cohort of 40 local children and their families and to refine the early years programme and impact measurement with a view to gradually rolling it out in settings across the zone.

During the first year of the grant, WLZ undertook community scoping, identifying nurseries which would be a good fit for the programme and local charities which could deliver support. The organisation also developed its monitoring and evaluation framework, built relationships with its partners to ensure a strong foundation for the work and refined the role of its community link workers.

Working in two nursery settings, WLZ proactively identified the children who could benefit from additional support and commissioned Urbanwise London to pilot outdoor discovery sessions for children and their parents and Launchpad for Language to provide speech and language therapy support.

### Long term instrument loans

#### **Ashmolean Museum**

On 13 July 2015 the trustees entered into an agreement to lend the charity's most valuable instrument, the 1722 Stradivarius violin "Rode", to the Ashmolean Museum. It has been lent for an initial period of 5 years (renewable) and is on show in the newly refurbished musical instrument galleries, where it is a key element of the most important permanent exhibition of stringed instruments in the United Kingdom.

The trustees have agreed that it may be made available to be played, on condition that their approval is obtained.

#### **Royal College of Music (2016 loan)**

In March 2016, a 1758 violin in its original set-up by Gagliano was lent to the Royal College of Music for an initial period of 5 years, where it is made available to students of baroque performance.



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## Trustees' report for the year ended 31 December 2017

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### Looking Ahead

During 2018 the Trust will focus on embedding the principles and practices defined in its 2017 strategic review and assessing our success and challenges in doing so.

The trustees wish to increase grant expenditure in 2018 and have set a target of approximately £1m before on-costs, which should be close to annual income. This represents a significant increase in expenditure from 2017 and we will make an assessment at the end of the year about the level of activity (number and size of our grants), the quality of our engagement (relationships and learning from our grant-holders and network) and whether our administrative and management capacity and processes are right-sized for our ambitions.

We will continue to consider how we build a learning agenda into our processes and how we share our learning with others to improve practices. We will endeavour to strengthen relationships with wider networks across the voluntary sector and will focus on finding a balance of proportionate engagement, reporting and grant monitoring processes that enable us to learn from our grant-holders while respecting the limitations of their time.

While we are not open to applications and do not have detailed funding criteria, we endeavour to be as transparent as possible about our plans and priorities with existing and prospective grant-holders in order to support a relationship of mutual trust and respect. Our progress against this and all of our key objectives will rely on feedback from our grant-holders.

### **Financial Review**

#### Results for the year

The financial activities are summarised on page 12 of the accounts. During the year, the Trust received total income of £1,159,723 and expended £1,156,263 of which £697,608 was expended on charitable activities. The net income for the period before realised and unrealised gains on the investments was £3,460 (2016 - net income of £324,029).

#### Investments

The Trust has a portfolio of listed investments (including cash awaiting investment), that had a market value of £26,592,095 at 31 December 2017 (2016 - £24,523,391). The trustees receive advice from Walker Crips Stockbrokers Limited. The investment criteria are regularly discussed by the trustees with the investment advisers. Their objective is to maximise total return through a diversified portfolio.

Whilst the trustees do not currently have a formal ethical policy investment policy, they seek to invest in assets that do not conflict with the Trust's general objects. Although the trustees are able to expend capital, investments are managed with an emphasis on capital preservation.

During the year, the value of the trustees' investment portfolio increased in line with market movements. The trustees continue to be optimistic of the long-term outlook for the charity's portfolio and continue to monitor this situation closely in conjunction with its investment managers.

In addition, at 31 December 2017, the Trust had four investment properties, three of which were assented, two during 2002 and the third during 2004. The fourth property, Potters Way, was purchased during 2006 at market value from Philip and Penny Segelman. All of the properties are rented out to tenants at a market rent. The investment properties were revalued during 2014 and the trustees do not believe there has been any material change to those values during 2017.

#### Programme Related Investments

The Trust rents out musical instruments, which the trustees are retaining for investment purposes. There was a sterling equivalent net reduction in value of £422,642, which is comprised of currency losses and revisions to some of the values of the musical instruments during the year. In addition, the Trust's most valuable instrument, the

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# The Segelman Trust

## Trustees' report for the year ended 31 December 2017

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1722 Stradivarius "Rode", is on loan to the Ashmolean Museum (as referred to above) and reclassified in the accounts as a programme related investment. In 2016 the trustees made a loan of the 1758 Gagliano to the Royal College of Music and it is also classified in the accounts as a programme related investment.

### Reserves Policy

The balance sheet shows total reserves of £51,170,524 (2016 - £50,277,065). They are sufficient to meet all known or anticipated commitments. They are not subject to any restrictions and are all free reserves available to be spent on the charity's activities. The trustees deem that the charity should have sufficient assets to sustain the current level of grant making to beneficiaries and are in the process of approving a formal reserves policy.

### Risk Management

The trustee body is made up of a balanced mix of professional advisers and experienced charity trustees. Effective internal control is maintained by delegating responsibilities and performance measurement. Procedures are kept under regular review.

The trustees regularly assess the major risks to which the charity is exposed, in particular those relating to the specific operational areas of the charity, its investments and its finances. The trustees believe that by monitoring reserve levels, by ensuring controls exist over key financial systems, and by examining the operational and business risks faced by the charity, they have established effective systems to mitigate those risks. The trustees' work on risk assessment has been formally documented and is subject to regular ongoing review.

Risks are categorised as either financial, conduct or reputational and responsibility or ownership is ascribed to each. Taking existing management controls into account, probability and potential impact are assessed to determine their status from insignificant to critical. Consideration is also given as to whether risks are regarded as static, diminishing or increasing. This enables the trustees to judge whether and where additional controls need to be implemented.

Key principal risks and the steps taken to mitigate these risks include the following:

The trust operates a grant-making policy and procedures aimed at ensuring that all grants made are both appropriate and effective. This is formally re-adopted annually. The grant-making consultant undertakes research and due diligence on potential grant recipients, which includes a review of the organisation's finances and operations and an in-person or telephone meeting with the leader of the organisation to discuss the aims and objectives of the grant. Trustees review and approve all funding proposals and a grant agreement is drawn up containing the organisation's key milestones for the grant period. All grant recipients are required to report annually on their progress, including both successes and challenges, and informal discussions take place as necessary with the consultant or trustees throughout the year. Any requests made by grant-holders to amend the grant terms mid-course are discussed and approved by the Trustees.

The charity has a formal investment policy to ensure that it is not exposed to inappropriate investments that would cause reputational damage or financial losses that would adversely affect its grant-making potential. This policy is formally re-adopted annually. Investment managers are made aware of the policy and performance is monitored to ensure compliance with it.

### **Auditor**

The charity's auditor, Buzzacott LLP, will be proposed for re-appointment.

On behalf of the board of trustees

WILSON COTTON  
Trustee

3 October 2018  
Date

# The Segelman Trust

## Statement of trustees' responsibilities

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The trustees are responsible for preparing the trustees' report and accounts in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Law applicable to charities in England and Wales requires the trustees to prepare accounts for each financial year which give a true and fair view of the state of affairs of the charity and of the income and expenditure of the charity for that period.

In preparing these accounts, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable to the United Kingdom and Republic of Ireland (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable United Kingdom Accounting Standards have been followed, subject to any departures disclosed and explained in the accounts;
- prepare the accounts on the going concern basis unless it is inappropriate to presume that the charity will continue in operation.

The trustees are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charity and which enable them to ensure that the accounts comply with the Charities Act 2011, the relevant Charity (Accounts and Reports) Regulations and the provisions of the charity's governing document. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

# The Segelman Trust

## Independent auditor's report to the trustees of The Segelman Trust

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### Opinion

We have audited the accounts of The Segelman Trust (the 'charity') for the year ended 31 December 2017 which comprise the statement of financial activities, the balance sheet, the statement of cash flows, the principal accounting policies and the notes to the accounts. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the accounts:

give a true and fair view of the state of the charity's affairs as at 31 December 2017 and of 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 Charities Act 2011.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the auditor's responsibilities for the audit of the accounts section of our report. We are independent of the charity in accordance with the ethical requirements that are relevant to our audit of the accounts in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Conclusions relating to going concern

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

the trustees' use of the going concern basis of accounting in the preparation of the accounts is not appropriate; or

the trustees have not disclosed in the accounts any identified material uncertainties that may cast significant doubt about the charity's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the accounts are authorised for issue.

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## Independent auditor's report to the trustees of The Segelman Trust

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### Other information

The trustees are responsible for the other information. The other information comprises the information included in the annual report and accounts other than the accounts and our auditor's report thereon. Our opinion on the accounts does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the accounts, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the accounts or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the accounts or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

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

We have nothing to report in respect of the following matters in relation to which the Charities Act 2011 requires us to report to you if, in our opinion:

the information given in the trustees' annual report is inconsistent in any material respect with the accounts; or

sufficient accounting records have not been kept; or

the accounts are not in agreement with the accounting records and returns; or

we have not received all the information and explanations we require for our audit.

### Responsibilities of trustees

As explained more fully in the trustees' responsibilities statement, the trustees are responsible for the preparation of the accounts and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of accounts that are free from material misstatement, whether due to fraud or error.

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

### Auditor's responsibilities for the audit of the accounts

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

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

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## Independent auditor's report to the trustees of The Segelman Trust

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### Use of our report

This report is made solely to the charity's trustees, as a body, in accordance with section 144 of the Charities Act 2011 and with regulations made under section 154 of that Act. Our audit work has been undertaken so that we might state to the charity's trustees 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 charity and the charity's trustees as a body, for our audit work, for this report, or for the opinions we have formed.

Buzzacott LLP

Statutory Auditor

130 Wood Street

London

EC2V 6DL

17 October 2018

Buzzacott LLP is eligible to act as an auditor in terms of section 1212 of the Companies Act 2006

# The Segelman Trust

## Statement of financial activities for the year ended 31 December 2017

		Unrestricted Funds	
		Total	Total
		2017	2016
	Notes	£	£
<b><u>Income from</u></b>			
Tax recoverable on income received	2	-	1,932
Other trading activities	3	1,218	798
Investments	4	1,158,505	1,102,674
Net gain on remeasurement of foreign currency monetary assets		-	209,924
Net gain on remeasurement of foreign currency Segelman Trust GmbH debt		-	14,138
<b>Total income</b>		<b>1,159,723</b>	<b>1,329,466</b>
<b><u>Expenditure on</u></b>			
Raising funds	5	342,522	288,395
Charitable activities	6	697,608	717,042
Net loss on remeasurement of foreign currency monetary assets		107,489	-
Net loss on remeasurement of foreign currency Segelman Trust GmbH debt		8,644	-
<b>Total expenditure</b>		<b>1,156,263</b>	<b>1,005,437</b>
<b>Net income before net gains on investments</b>		<b>3,460</b>	<b>324,029</b>
Net gains on investments		889,999	4,877,107
<b>Net income and net movement in funds</b>		<b>893,459</b>	<b>5,201,136</b>
Fund balances brought forward at 1 January 2017		50,277,065	45,075,929
<b>Fund balances carried forward 31 December 2017</b>		<b>51,170,524</b>	<b>50,277,065</b>

All of the charity's results were derived from continuing operations during the above two financial periods.

The charity has no recognised gains or losses other than those shown above.

# The Segelman Trust

## Balance sheet as at 31 December 2017

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	Notes	£	2017 £	£	2016 £
<b>Fixed assets</b>					
Investments	9	39,730,984		38,084,992	
Programme related investments	10	9,376,661		9,862,641	
			<u>49,107,645</u>		<u>47,947,633</u>
<b>Current assets</b>					
Debtors	12	396,726		349,981	
Cash at bank and in hand		2,334,719		2,606,068	
		<u>2,731,445</u>		<u>2,956,049</u>	
<b>Current liabilities</b>					
Creditors: amounts falling due within one year	13	(483,566)		(396,617)	
<b>Net current assets</b>			<u>2,247,879</u>		<u>2,559,432</u>
<b>Total assets less current liabilities</b>			<u>51,355,524</u>		<u>50,507,065</u>
<b>Creditors: amounts falling due after more than one year</b>	14		<u>(185,000)</u>		<u>(230,000)</u>
<b>Net assets</b>			<u>51,170,524</u>		<u>50,277,065</u>
<b>Income funds</b>					
Unrestricted funds			<u>51,170,524</u>		<u>50,277,065</u>

The accounts were approved by the trustees on

WILSON COTTON  
Trustee

3 October 2018  
Date



# The Segelman Trust

## Statement of cash flows for the year ended 31 December 2017

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	Notes	£	2017 £	£	2016 £
Cash flows used in operating activities	15		(1,052,352)		(1,042,902)
Cash flows provided by (used in) investing activities	16	1,158,505		1,102,674	
Payments to acquire investments		(3,303,829)		(4,641,390)	
Receipts from disposal of investments		3,144,125		4,450,503	
Receipts from disposal of instruments		70		62,557	
			<u>998,871</u>	<u>974,344</u>	
Decrease in cash and cash equivalents			(53,481)		(68,558)
Cash and cash equivalents at 1 January 2017			4,237,251		4,095,885
Change in cash and cash equivalents due to exchange rate movements			(107,489)		209,924
Cash and cash equivalents at 31 December 2017			<u>4,076,281</u>		<u>4,237,251</u>

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# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

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### 1 Principal accounting policies

The principal accounting policies adopted, judgements and key sources of estimation uncertainty in the preparation of the accounts are laid out below.

#### 1.1 Basis of preparation

These accounts have been prepared for the year to 31 December 2017 with comparative information given in respect to the year to 31 December 2016.

The accounts have been prepared under the historical cost convention with items recognised at cost or transaction value unless otherwise stated in the relevant accounting policies below or the notes to these accounts.

The accounts have been prepared in accordance 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 United Kingdom and Republic of Ireland (Charities SORP FRS 102) issued on 16 July 2014, the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Charities Act 2011.

The charity constitutes a public benefit entity as defined by FRS 102.

The accounts are presented in sterling and are rounded to the nearest pound.

#### 1.2 Critical accounting estimates and areas of judgement

Preparation of the accounts requires the trustees and management to make significant judgements and estimates.

The items in the accounts where these judgements and estimates have been made include:

- the valuation of the charity's investment properties which has been estimated by the trustees based on advice received and their knowledge of property values in the local area;
- the valuation of the charity's violins which has been estimated by the trustees based on insurance valuations;
- the provision against doubtful and bad debts in respect to beneficiary debtors;
- the allocation of general overheads and governance costs between charitable expenditure categories and the cost of raising funds; and
- estimates in respect to accrued expenditure.

#### 1.3 Assessment of going concern

The trustees have assessed whether the use of the going concern assumption is appropriate in preparing these accounts. The trustees have made this assessment in respect to a period of one year from the date of approval of these accounts.

The trustees of the charity have concluded that there are no material uncertainties related to events or conditions that may cast significant doubt on the ability of the charity to continue as a going concern. The trustees are of the opinion that the charity will have sufficient resources to meet its liabilities as they fall due. The most significant areas of judgement that affect items in the accounts are detailed above. With regard to the next accounting period, the year ending 31 December 2018, the most significant areas that may affect the carrying value of the assets held by the charity are the level of investment return, the performance of the investment markets (see the investment policy and the risk management sections of the trustees' report for more information) and the performance of property markets.

# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

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### 1.4 Income recognition

Income is recognised in the period in which the charity has entitlement to the income, the amount of income can be measured reliably and it is probable that the income will be received.

Income comprises investment income from trading activities, income from listed investments, rental income in respect of musical instruments and rental income from investment properties, bank interest and gains on foreign currency transactions.

Income from other trading activities comprises receipts from the sale of books. Such income is recognised when a book is sold and is accounted for at fair value, being the retail price for the book net of any discounts.

Income from listed investments comprises dividends and interest receivable. Dividends are recognised as at the date of settlement. Interest payable on investment assets is recognised on an accruals basis.

Rental income from musical instruments is recognised at the point when the charity becomes entitled to the income under the relevant hire/rental agreement.

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.

Gains on foreign currency translation arise as explained in 1.12 below.

### 1.5 Expenditure recognition

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to make a payment to a third party, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure includes any attributable VAT that cannot be recovered.

All expenditure is accounted for on an accruals basis. Expenditure comprises direct costs and support costs. All expenses, including support costs and governance costs, are allocated or apportioned to the applicable expenditure headings. The classification between activities is as follows:

a. The cost of raising funds includes the fees paid to investment managers in connection with the management of the charity's listed investments, costs relating to the maintenance and retention of other investments, and the legal and professional expenses incurred by the trustees in respect of investment assets.

b. The cost of charitable activities includes grants payable together with related support and governance costs. Grants payable are included in the statement of financial activities when approved and when the intended recipient has either received the funds or been informed of the decision to make the grant and has satisfied all related conditions.

Losses on foreign currency translation are as explained in 1.12 below.

### 1.6 Support costs and governance costs

Support costs represent indirect charitable expenditure. In order to carry out the primary purposes of the charity it is necessary to provide support in the form of administrative procedures and accounting.

# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

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### 1 Principal accounting policies (continued)

Governance costs are costs associated with the governance arrangements of the charity that relate to the general running of the charity as opposed to those costs associated with charitable activities. These governance costs include the audit and legal advice provided to the trustees during the year and accountancy fees for the preparation of the accounts. Also included in this category are the costs that are associated with the strategic management of the charity as opposed to the day to day management. Support costs including governance costs are allocated to the activities they are supporting on the basis described in note 6.

### 1.7 Investments

Listed investments are included on the balance sheet at their mid-market value at the end of the financial year.

The charity does not acquire put options, derivatives or other complex financial instruments.

Investment properties are included on the balance sheet at open market value, as estimated by the trustees with professional assistance.

Musical instrument investments are included on the balance sheet at insurance value as a best estimate of the open market value.

Realised and unrealised gains and losses on investments are credited, or debited, to the statement of financial activities in the year in which they arise.

### 1.8 Programme related investments

Musical instruments that are on public display or on loan to educational institutions provide both a public benefit and an investment return and are classified as programme related investments. Where programme related investments have been classified previously as investment assets, they are included in the accounts at their value immediately prior to reclassification adjusted subsequently only for any gains or losses arising on currency translation.

### 1.9 Debtors

Debtors are recognised at their settlement amount, less any provision for non-recoverability. Prepayments are valued at the amount prepaid. They have been discounted to the present value of the future cash receipt where such discounting is material.

### 1.10 Cash at bank and in hand

Cash at bank and in hand represents such accounts and instruments that are available on demand or have a maturity of less than three months from the date of acquisition. Deposits for more than three months but less than one year have been disclosed as short-term deposits. Cash placed on deposit for more than one year is disclosed as a fixed asset investment.

### 1.11 Creditors and provisions

Creditors and provisions are recognised when there is an obligation at the balance sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably. Creditors and provisions are recognised at the amount the charity anticipates it will pay to settle the debt. They have been discounted to the present value of the future cash payment where such discounting is material.

# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

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### 1 Principal accounting policies (continued)

#### 1.12 Foreign currency translation

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of the transaction. Exchange differences are taken into account in arriving at the net movement in funds.

#### 1.13 Fund accounting

The unrestricted funds comprise monies which may be utilised at the trustees' discretion towards the charitable objectives of the Trust.

### 2 Tax recoverable on income received

	2016	2015
	£	£
Tax recoverable on net interest received	-	1,932

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### 3 Other trading activities

	2016	2015
	£	£
Income received from book sales	1,218	798

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### 4 Income from investments

	2016	2015
	£	£
<b>Investment income</b>		
Income from listed investments	917,468	862,550
Rental income from investment properties	140,512	127,761
Compensation received due to building work to property adjacent to investment property	20,000	20,000
Property insurance reimbursement	1,402	-
Rental income from musical instruments	78,413	84,048
<b>Bank and other interest</b>		
Bank interest	389	6,358
Interest on cash held by investment managers for re-investment	321	1,957
	<b>1,158,505</b>	<b>1,102,674</b>

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# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

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5 Raising funds	2017	2016
	£	£
Instrument import agents fees	-	692
Instrument insurance	34,061	34,598
Instrument maintenance	4,504	17,351
Investment management fees	182,269	168,874
Property rental expenses	108,851	52,895
Support and governance costs		
Accountancy fees	540	2,987
Bank charges	218	198
Legal fees	12,079	10,800
	<u>12,837</u>	<u>13,985</u>
	<u>342,522</u>	<u>288,395</u>
	<u>342,522</u>	<u>288,395</u>
	<u>342,522</u>	<u>288,395</u>
6 Charitable activities	2017	2016
	£	£
Grants payable to institutions (see below)	620,000	594,144
Support and governance costs		
Accountancy fees	50,548	76,209
Auditor's fees	6,780	14,460
Legal fees	12,600	32,400
Segelman Trust GmbH	1,697	834
Grants administration costs	6,698	-
IT equipment	1,812	-
Sundry	1,116	-
Adjustment in respect of prior year	(3,643)	(1,005)
	<u>77,608</u>	<u>122,898</u>
	<u>697,608</u>	<u>717,042</u>
	<u>697,608</u>	<u>717,042</u>

# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

### 6 Charitable activities (continued)

	2017 £	2016 £
Grants to institutions comprise:		
House of Illustration	-	125,000
London Music Masters	150,000	-
The Geffrye Museum	-	42,000
The Voices Foundation	-	90,000
Tutor Trust	120,000	-
Acumen	-	144
Action for Happiness	30,000	-
Chatham House	-	12,000
Helen Bamber Foundation	-	60,000
Music as Therapy	-	10,000
Refugee Action	170,000	-
Safelives	-	125,000
Smart Works	-	90,000
West London Zone	150,000	-
The Institute of Imagination	-	40,000
	<u>620,000</u>	<u>594,144</u>
Commitments made in the period	620,000	594,144
Grants paid during the period	(557,000)	(513,043)
Commitments at 1 January 2017	497,000	415,899
Commitments at 31 December 2017	<u>560,000</u>	<u>497,000</u>
Commitments at 31 December 2017 are payable as follows:		
Within one year (note 13)	375,000	267,000
After more than one year (note 14)	185,000	230,000
	<u>560,000</u>	<u>497,000</u>

# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

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### 7 Key management personnel

The trustees are in charge of directing and controlling the charity's resources, policies and strategic direction.

In July 2017, the Trustees contracted a part-time grants administrator to take on the administration of the charity and to support the trustees in their grant-making by conducting research, due diligence and grant monitoring and evaluation. In October 2017 the Trustees also contracted a part-time bookkeeper.

Apart from the reimbursement of travel costs of £149 in connection with a visit to the Tutor Trust by R Eastmond, none of the trustees received any remuneration or reimbursement of expenses in connection with their duties as trustees or their work as key management. Two of the trustees are partners within professional services firms that provide services to the charity. These include services relating to the administration of the charity and its assets as well as key management functions. One of the other trustees is a director of a company which supplied office facilities for the part-time grants administrator. The charity was recharged for the use of telephone and IT facilities by this company. All fees payable to these three firms are approved by the other trustees.

T D White was a partner with the solicitors firm of White & Co during the year. This firm provided legal advice and services to the charity during the year. Total fees payable to the firm during the year were £24,679 (2016 - £43,200). At the year-end there were £24,000 fees outstanding.

W P Cotton was a partner with the accountancy firm of Smith & Williamson LLP during the year. This firm provided bookkeeping, taxation and financial advice and services to the charity during the year. The total fees payable to the firm during the year were £47,088 (2016 - £79,196). At the year end there were fees of £8,049 outstanding.

R Eastmond was a director with the firm Greenwood Place during the year. This firm provided office facilities for the part-time grants administrator. The total fees payable to the firm during the year were £260 (2016 - nil). At the year end there were no fees outstanding.

### 8 Employees

#### Number of employees

There were no employees during the period (2016 - none).



# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

### 9 Fixed asset investments

	2017	2016
	£	£
At 31 December 2017 fixed asset investments comprised		
Freehold investment properties	3,345,000	3,345,000
Leasehold investment properties	962,500	962,500
Musical instruments held for investment purposes	8,822,402	9,245,114
Listed investments and cash held for re-investment	26,592,095	24,523,391
Unquoted shares	8,987	8,987
	<u>39,730,984</u>	<u>38,084,992</u>

Movements on each category of investment are summarised below.

#### 9.1 Freehold investment properties

	2017	2016
	£	£
Market value at 1 January 2017	3,345,000	3,345,000
Unrealised gains	-	-
	<u>3,345,000</u>	<u>3,345,000</u>
Market value at 31 December 2017	<u>3,345,000</u>	<u>3,345,000</u>
Cost at 31 December 2017	<u>978,792</u>	<u>978,792</u>

The investment properties are included in the accounts at their open market valuation as at 31 December 2014 as estimated by the trustees based on advice received from the agents responsible for managing the properties. The trustees are of the opinion that there has been no material change in these valuations since 31 December 2014. All properties are situated in the United Kingdom.

#### 9.2 Leasehold investment properties

	2017	2016
	£	£
Market value at 1 January 2017	962,500	962,500
Unrealised gains	<u>-</u>	<u>-</u>
	<u>962,500</u>	<u>962,500</u>
Market value at 31 December 2017	<u>962,500</u>	<u>962,500</u>
Cost at 31 December 2017	<u>358,663</u>	<u>358,663</u>

The investment properties are included in the accounts at their open market valuation as at 31 December 2014 as estimated by the trustees based on advice received from the agents responsible for managing the properties. The trustees are of the opinion that there has been no material change in these valuations since 31 December 2014. All properties are situated in the United Kingdom.

# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

### 9 Fixed asset investments (continued)

#### 9.3 Musical instruments held for investment purposes

	2017	2016
	£	£
Market value at 1 January 2017	9,245,114	8,044,083
Net disposal proceeds	(70)	(62,557)
Transfer to programme related investments (note 10)	-	(237,739)
Net investment (losses)/gains	<b>(422,642)</b>	1,501,327
Market value at 31 December 2017	<b>8,822,402</b>	9,245,114
Cost at 31 December 2017	<b>5,714,970</b>	5,715,013

The above market value of the musical instruments held for investment purposes are based on insurance values at 31 December 2017. The trustees are of the opinion that such values are not materially different from open market values. The instruments are situated in Switzerland and the UK.

#### 9.4 Listed assets and cash held for reinvestment

	2017	2016
	£	£
Market value at 1 January 2017	22,892,208	20,799,377
Disposal proceeds	<b>(3,144,125)</b>	(4,450,503)
Additions	3,303,829	4,641,390
Net investment gains	<b>1,798,621</b>	1,901,944
Market value at 31 December 2017	<b>24,850,533</b>	22,892,208
Cash held by investment managers for re-investment	<b>1,741,562</b>	1,631,183
	<b>26,592,095</b>	24,523,391
Cost of listed investments at 31 December 2017	<b>18,935,414</b>	18,039,490

All listed investments were dealt on a recognised stock exchange and comprised the following:

	2017	2016
	£	£
OEICs	3,341,129	3,044,020
UK interest bearing securities	908,057	852,313
UK equities	15,619,807	13,682,943
Overseas equities	4,981,540	5,312,932
	<b>24,850,533</b>	22,892,208

# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

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### 9 Fixed asset investments (continued)

#### 9.5 Unquoted shares

	2017	2016
	£	£
Market value at 1 January and 31 December 2017	<u>8,987</u>	<u>8,987</u>

The unquoted shares represent the charity's holding in Segelman Trust GmbH, a company incorporated and registered in Switzerland. The company was incorporated on 29 June 2005 and the first set of accounts were produced for the period ended 31 December 2006 and annually thereafter. A summary of the company's profit and loss account for the year ended 31 December 2017 is detailed in note 18. At 31 December 2017 the called up share capital and reserves were £55,308 (2016 - £49,310).

The company is related to the charity by virtue of the fact that it is controlled by the trustees of the charity. As at 31 December 2017, the company owed the charity £239,002 (2016 - £175,435). There were no transactions between the charity and the company in the year. Consolidated accounts have not been prepared as the company is deemed immaterial to the results of the group.

### 10 Programme related investments

	2017	2016
	£	£
Market value at 1 January 2017	9,862,641	8,151,066
Transfer from fixed asset investments (note 9.3)	-	237,739
Net (losses)/gains arising on foreign currency translation	<u>(485,980)</u>	1,473,836
Market value at 31 December 2017	<u>9,376,661</u>	9,862,641
Cost at 31 December 2017	<u>2,637,000</u>	<u>2,637,000</u>

On 14 July 2015 the trustees completed the loan of the Trust's most valuable musical instrument, the 1722 Stradivarius "Rode", to the Ashmolean Museum, where it is now on public display.

The trustees have also made a loan of the 1758 Gagliano to the Royal College of Music, where it is available to students of baroque performance.

# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

### 11 Revaluation reserve

Included within the charity's unrestricted funds of £51,170,524 (2016 - £50,277,065) are unrealised gains of £20,264,836 (2016 - £19,240,267).

The total unrealised gains as at 31 December 2017 constitutes movements on revaluation and are as follows:

	2017	2016
	£	£
<b>Unrealised gains included above:</b>		
On listed investments	7,437,022	5,503,830
On investment properties	2,970,045	2,970,045
On musical instrument investments	3,355,847	3,778,489
On programme related investments	6,501,922	6,987,903
<b>Total unrealised gains at 31 December 2017</b>	<b>20,264,836</b>	<b>19,240,267</b>
	£	£
<b>Reconciliation of movements in unrealised gains</b>		
Unrealised gains at 1 January 2017	19,240,267	14,284,888
Unrealised gains on listed investments arising in the year	1,933,192	1,980,216
Unrealised (losses)/gains on musical instrument investments arising in the year	(422,642)	1,501,327
Unrealised (losses)/gains on programme related investments arising in the year	(485,981)	1,473,836
<b>Total unrealised gains at 31 December 2017</b>	<b>20,264,836</b>	<b>19,240,267</b>

Gains/(losses) arising on the revaluation of musical instrument and programme related investments are related to the gain/(loss) on the sale of bows and foreign exchange fluctuations.

### 12 Debtors

	2017	2016
	£	£
Loans receivable from beneficiaries	374,108	376,207
Provision for bad debts	(275,282)	(275,282)
	<b>98,826</b>	100,925
Income tax recoverable	1,932	8,792
Rental income due	8,615	35,696
Interest receivable	12	503
Amount due from Segelman Trust GmbH	239,002	175,435
Investment income not received at year end	28,454	17,275
Prepayments and accrued income	19,885	8,067
Due from instrument sales	-	3,288
	<b>396,726</b>	<b>349,981</b>

# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

### 13 Creditors: amounts falling due within one year

	2017	2016
	£	£
Accountancy fees		
Smith & Williamson LLP	8,049	9,260
Auditor's fees		
Buzzacott LLP	11,580	13,800
Investment management fees		
Walker Crips Stockbrokers Limited	43,940	42,056
Legal fees		
White & Co	24,000	43,200
Grants payable (note 6)	375,000	267,000
Accrued property expenses	3,297	21,301
Deferred income	12,500	-
Freelance creditors	5,200	-
	<u>483,566</u>	<u>396,617</u>

### 14 Creditors: amounts falling due after more than one year

	2017	2016
	£	£
Grants payable (note 6)	185,000	230,000
	<u>185,000</u>	<u>230,000</u>

### 15 Net cash flows used in operating activities

	2017	2016
	£	£
Reconciliation to changes in resources		
Net movement in funds per statement of financial activities (page 12 )	893,459	5,201,136
Net investment gains	(889,999)	(4,877,107)
Interest receivable	(710)	(8,315)
Investment income	(1,157,795)	(1,094,359)
Exchange rate movements on cash and cash equivalents	107,489	(209,924)
Exchange rate movements on Segelman Trust GmbH	8,644	(14,138)
Increase in debtors	(55,389)	(113,935)
Increase in creditors	41,949	73,740
	<u>(1,052,352)</u>	<u>(1,042,902)</u>

# The Segelman Trust

## Notes to the accounts for the year ended 31 December 2017

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### 16 Cash flows from investing activities: investment income and interest received

	2017	2016
	£	£
Interest received	710	8,315
Investment income received	1,157,795	1,094,359
	<u>1,158,505</u>	<u>1,102,674</u>

### 17 Analysis of net cash and cash equivalents

	At 1 January 2017	Cash flows	Non-cash movements	At 31 December 2017
	£	£	£	£
Cash at bank and in hand	2,606,068	(215,410)	(55,939)	2,334,719
Cash held by investment managers	1,631,183	161,929	(51,550)	1,741,562
	<u>4,237,251</u>	<u>(53,481)</u>	<u>(107,489)</u>	<u>4,076,281</u>

### 18 Segelman Trust GmbH

- financial statements for the year ended 31 December 2017

#### 18.1 Profit & Loss for the year ended 31 December 2017

	2017	2016
	£	£
Income	121,499	125,570
Less: expenses	(111,757)	(118,259)
<b>Net profit before taxes</b>	<u>9,742</u>	<u>7,311</u>

The net equity of the company at 31 December 2017 totalled £55,308 (2016 - £49,310).