

Company number: 2724405  
Charity Number: 1013084

# The Institute for Optimum Nutrition

Report and financial statements  
For the year ended 30 June 2025

# The Institute for Optimum Nutrition

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### For the year ended 30 June 2025

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# The Institute for Optimum Nutrition

## Reference and administrative information

For the year ended 30 June 2025

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**Company number** 2724405 – incorporated in the United Kingdom

**Charity number** 1013084 – registered in England and Wales

**Registered office and operational address**  
Evergreen Studios Lower Ground  
Little Green  
Richmond  
TW9 1NZ

**Trustees** Trustees, who are also directors under company law, who served during the year and up to the date of this report were as follows:

Mrs R Hampson	Chair
Mrs C Bailey	(Joined June 2025)
Ms S Hillman	
Mr L Keogh	
Ms C Pestell	
Mrs D S Mills	
Ms L Ranganathan	
Mrs A Wyles	Treasurer

<b>Key management personnel</b>	Chris Mansi	Chief Executive
	Heather Rosa	Dean
	Charlton Berthoud	Head of Finance

**Bankers**  
CAF Bank Ltd  
25 Kings Hill Avenue  
West Malling  
Kent  
ME19 4JQ

**Solicitors**  
Russell–Cooke  
2 Putney Hill  
London  
SW15 6AB

**Auditor**  
Sayer Vincent LLP  
Chartered Accountants and Statutory Auditor  
110 Golden Lane  
London  
EC1Y 0TG

## The Institute for Optimum Nutrition

### Trustees' annual report

#### For the year ended 30 June 2025

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The Trustees present their report and the audited financial statements for the year ended 30 June 2025.

Reference and administrative information set out on page 1 form part of this report. The financial statements comply with current statutory requirements, the Articles of Association and the Statement of Recommended Practice – Accounting and Reporting by Charities: SORP applicable to charities preparing their accounts in accordance with FRS 102.

## Objectives and activities

The charitable objects as set out in the Articles of Association are;

“To advance education of the public and health professionals in all matters relating to nutrition”.

And

“The preservation and protection of health of the general public by giving advice, assistance and where necessary treatment through nutrition”.

The Institute’s principal aim is to further the knowledge and practice of optimum nutrition. The primary means by which it seeks to meet its objective is through the training of Nutritional Therapists in the principles of optimum nutrition, as complementary to orthodox medicine, as a part of integrated functional medicine training. Trained Nutritional Therapists, through their practice, promote the principles of optimum nutrition both within the medical profession and the public at large, focusing on prevention of disorders through healthy eating and reducing reliance on remedial medicine, in accordance with the guidance set out by the Complementary and Natural Healthcare Council (CNHC regulator), the accrediting body Nutritional Therapy and Education Commission (NTEC) and the professional body the British Association for Nutrition and Lifestyle Medicine (BANT).

The Institute is accredited by the British Accreditation Council for all its courses. The University of Portsmouth validates the BSc (Hons) Nutritional Therapy, Cert HE Diet and Health, Graduate Diploma Integrative Functional Nutrition (aimed at medics and other allied healthcare professionals) and Credit Bearing Short Courses.

Our other activities, such as continuing professional development (CPD), *Optimum Nutrition* eNewsletter, webinars and podcast support our programme to increase awareness and provide evidence-informed information to the public on the benefits of nutrition to health and wellbeing. The Institute’s CPD courses are accredited through BANT (the professional body).

## Public Benefit

The Trustees review the aims, objectives, and activities of the charity at Board meetings and annually when reviewing the strategic plan. The business plan for 2023 – 2028 confirms the work of the charity is to educate people on the benefits of personalised nutrition and lifestyle practice to wellbeing. The increasing incidence of obesity, diabetes and other chronic conditions is putting

## The Institute for Optimum Nutrition

### Trustees' annual report

#### For the year ended 30 June 2025

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significant pressure on the health economy. Through increasing the number of Nutritional Therapy Practitioners, courses, clinics, media communications (e.g. newsletter), and forms of information accessible to the general public (*Food as Fuel* and *Food for Thought* online series, articles and podcasts), we are working to improve the health outcomes of the general population through the promotion of dietary changes in line with evidence-based research, providing a public benefit that is in accordance with ION's charitable aims and objectives. This report also looks at what the charity has achieved and the outcomes of its work within the last twelve months.

The priorities for the financial year 2024/25 were:

- Financial security
- Marketing and student recruitment
- Premises review

The business plan sets out the vision and mission for ION. The ION vision statement is: **Optimum nutrition for all throughout life.**

The ION mission statement is: **To educate and enthuse, instilling personalised nutrition as the foundation of health for all.**

#### **The Institute's core values are:**

To nourish, empower and transform through our education and practice, and to be inclusive and responsible in our approach.

We nourish people, through engaging with learning, empowering confident decision making that can transform self and others.

We are inclusive, highlighting and celebrating diversity in all aspects of our work.

We are responsible through our commitment to quality standards in our message, evidence-informed education, employment practices and corporate citizenship.

The business plan 2023 – 2028 sets out our Key Outcomes, which are to:

- To be a trainer of choice
- To be an employer of choice
- Be financially sound and growing

Trustees have referred to the guidance contained in the Charity Commission's general guidance on public benefit when reviewing the charity's aims and objectives and in planning its future activities. In particular, the Trustees consider how planned activities will contribute to the aims and objectives that have been set.

## Achievements and performance in the delivery of public benefit

### Charitable Aims and Objectives:

ION's charitable work is centred around our vision, **optimum nutrition for all throughout life** and our mission, **educating and inspiring** individuals by promoting personalised nutrition as the foundation of health for all.

ION's charitable activities serve to advance these goals for the public benefit, ensuring that nutrition education and support are accessible to as many people as possible.

### Beneficiaries

#### Students and Aspiring Practitioners

The primary beneficiaries of ION's charitable efforts are individuals who wish to; train as **nutritional therapy practitioners** or **dietary educators**, add **personalised nutrition** to their existing healthcare practices, or continue their professional development.

ION is especially supportive of people who are **returning to education**, particularly those who have not studied science at A-levels or have taken a significant break from education.

Offering **high-quality online courses** in personalised nutrition, ION helps students pursue careers in nutrition and health, whether as **nutritional therapists**, **dietary educators**, or in other related roles.

The **dietary educator award** allows students to start practicing while they continue their studies, enabling them to **earn while they learn** or simply to build their business as dietary educators.

#### General Public and Health-Conscious Individuals:

ION's services and resources also benefit people with **health issues** who want to access guidance from the **Optimum Nutrition Training Clinic**.

Those who are interested in **health and wellbeing**, including those who follow ION's **podcast**, **webinars**, or **eNewsletter**, also benefit from ION's educational content and practical advice.

These initiatives provide the public with **clear, evidence-based information** on nutrition and health, supporting them in their wellbeing journey.

#### Education and Content Delivery:

ION provides **online education** and courses in personalised nutrition that cater to a wide range of individuals, from those pursuing a new career to those looking to integrate nutrition into their existing practices.

**Nutrition Talks** feature **graduates** sharing their expertise on various topics of interest within the nutrition field, enabling them to pass on knowledge and inspire others.

## The Institute for Optimum Nutrition

### Trustees' annual report

For the year ended 30 June 2025

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**Optimum Nutrition eNewsletter** and **podcasts** serve as platforms for showcasing expert interviews, touching on **common health conditions**, and providing insights into nutrition practices, all of which aim to inspire and guide individuals on their health journey.

#### **Clinical Support and Personalised Nutrition:**

ION's **training clinics** are a key part of our charitable activities, where **trainee clinicians**—supported by **clinical supervisors**—provide **personalised nutrition** and lifestyle advice to clients.

These clinics offer guidance on food choices and lifestyle adjustments, helping clients improve their health and wellbeing outcomes.

The therapeutic process at these clinics is designed to help clients **re-engage positively with food**, which is a cornerstone of the healing process.

#### **Public Engagement:**

ION's outreach extends beyond formal educational programs, reaching out to the general public through their **website** and **social media** platforms. By providing **clear, evidence-based information**, ION actively promotes the importance of personalised nutrition in achieving optimal health and wellbeing for all.

Through its charitable work, ION aims to **educate, empower**, and support individuals at various stages of their health and career journeys, while fostering a community that values the transformative power of personalised nutrition. Whether through **professional training programs, clinical services**, or public outreach efforts like podcasts and newsletters, ION works to make **optimum nutrition** accessible to all.

#### **Highlights of the year include:**

- Total number of active students increased by 7% from the previous year
- First full degree (full & part-time) students have graduated.
- BSc (Hons) Nutritional therapy:
  - Part-Time - 46% achieved a First and 54% achieved 2:1
  - Full-time - 58% achieved a First, 33% achieved 2:1
  - Top-Up - 20% achieved a First, 60% achieved 2:1
- Cert HE Personalised Diet and Health 27% achieved a distinction, 18% achieved a merit and 55% a pass
- Graduate Diploma Integrative Functional Nutrition 68% of graduates completed the clinical practice module enabling them to register with the professional body and practice as nutritional therapists
- 16% of Graduate Diploma graduates achieved a distinction, 63% a merit and 21% a pass
- Credit stacking Graduate Diploma students 100% achieved a pass and 50% completed the additional clinical practice module

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### Trustees' annual report

#### For the year ended 30 June 2025

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- Of students completing the Nutritional Therapy DiplON course (currently running out), 17% achieved distinction, 66% merit and 17% pass
- Of students completing the Nutritional Therapy CertION (currently running out) 100% achieved a pass
- 479 days of live and on-demand CPD courses were delivered

## Key Priorities

### Financial security

Students enrolled on the BSc (Hons) Nutritional Therapy course increased on the previous year (2023/24 total across all years and modes = 245, 2024/25 total across all years and modes = 249). The addition of exit points for those enrolled on the Cert HE Personalised Diet and Health and BSc (Hons) Nutritional Therapy has enabled students to commence practice and earn whilst they learn. Students enrolled on the Cert HE Personalised Diet and Health increased on the previous year from 11 to 29.

We have also seen a slight increase in the number of students enrolled on the Graduate Diploma Integrative Function Nutrition from 37 to 41. This course is a fast-track professional qualification for medics and other allied health care professionals who want to add personalised nutrition and lifestyle into their practice.

In the previous year, ION commenced the application process to register with the Office for Students which would provide access to student finance if successful. Due to OfS needing to refocus their resources on UK Universities in financial difficulty, our application (along with many other training providers who applied from April 2024) was paused. OfS recommenced the review of paused applications in August 2025. Therefore, an outcome is expected in the financial year 2025/26. To maintain momentum, we commenced an application to Medr Wales to enable Welsh students to access student finance, which has been successful, enabling qualifying Welsh students to obtain student finance in 2025/26.

A further review of costs was undertaken and cost savings made.

Our 40<sup>th</sup> Birthday celebrations culminated in November 2024, with a very successful conference and networking event where ION's Colourful Kitchen Cookbook was launched. The book contains over 65 recipes from ION Alumni. Revenue for the cookbook, network event, raffle and 40K in 40 days challenge reached £27k. Profit from book sales and fundraising activities will support ION in delivering and developing courses on personalised, functional nutrition and offering bursaries to our students.

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### Trustees' annual report

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#### Marketing and student recruitment

A key aspect of our marketing activity is the ION website. During the year we transitioned to a new site with improved responsiveness for mobile devices and overall experience for visitors to the site. This is a significant undertaking, and the development of the site continues into the coming financial year. The change in platform and the rise in AI generated content on web browsers will have affected traffic to the website in the short term. We will be working to improve traffic through ensuring our content is picked up by AI platforms.

Whilst traffic to the website has decreased in the period, we have seen an increase in prospectus downloads of 23% and a 16% increase in enquiries. Followers on our social media channels have also increased by 19%.

Our 40<sup>th</sup> Birthday celebrations provided ION the opportunity to show case the success of our graduates through The Colourful Kitchen Collection Cookbook and the Nutrition Talks webinars.

We continued during the year to attend external events targeted at audiences that are interested in health, wellbeing and lifestyle practices. Attendance at these events has helped us to increase our reach and raise awareness of our courses.

During the year we successfully applied for our courses to be recognised with the Ministry of Defence. We also achieved accreditation as an ELCAS approved training provider. In the coming year we will be attending training and development events across all Ministry of Defence services.

#### Premises review

The lease on Ambassador House expired in November 2025. As the majority of staff continue to work from home or have a hybrid pattern of work, our space needs have reduced. Therefore, we moved in November 2025 within Richmond to smaller premises that accommodates the corporate services team, on a two-year lease.

#### Plans for the future

The priorities for the financial year 2025/26 were agreed:

- Financial security
- Marketing and student recruitment
- Premises move

The Institute has used reserves during the year to invest in new course developments and manage resources during challenging economic environment. It is expected that the return on investment will be seen in the next couple of years and beyond. The Institute has faced some significant challenges during the year as well as positive changes and exciting new developments. The

## The Institute for Optimum Nutrition

### Trustees' annual report

#### For the year ended 30 June 2025

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Trustees would like to extend their thanks to the management team for their leadership and to all staff for their hard work, dedication and commitment to ION and its charitable aims and objectives, during what has been an exceptional year.

### Financial review

ION's results for the year improved compared to 2023/24, the second year of improved results, as various initiatives come to fruition. Marketing initiatives are driving the top line, which has led to a 7% increase in student numbers compared to the prior year. Careful cost management continues to be a priority with total expenditure for the year reducing again. Management accounts, budgets and forecasts continue to be thoroughly considered by both Senior Management and the Trustees, and swift action is taken on costs where appropriate.

Overall student numbers were 7% up on the prior year, resulting in a 4% year on year increase in total income. Our main courses, BSc (Hons) Nutritional Therapy, Graduate Diploma and Certificate of Higher Education, all showed increased student numbers. ION still has some students completing the nutritional therapy diploma course, for which we stopped accepting new students in 2020; there were 7 students in 2024/25, down from 15 students in 2023/24, and there will be no further students completing this award going forward.

During the year, the fifth year of the part-time nutritional therapy BSc course was rolled out and the third year of the BSc full-time course, which helped to increase overall numbers for the BSc courses by 2%. Student numbers on our Graduate Diploma courses increased by 11% to 41 students. Student numbers on our Cert HE courses increased by 18 to 29 students

Total expenditure reduced marginally year on year. The average number of employees reduced from 40.3 in 2023/24 to 39.0 in 2024/25, with a corresponding £52k reduction in staff costs, as a result of ION seeking further cost savings in order to replenish reserves that were used to fund course developments and lower student numbers. Marketing and promotion costs also reduced by £58k as a result of the external marketing strategic review carried out in 2023/24 not being repeated in 2024/25, as well as targeting fewer trade shows in the year.

With increased income and reduced costs, the result for 2024/25 was significantly better than the prior year, with a net surplus of £33k for 2024/25 compared to a £55k deficit for 2023/24. The surplus for the year has brought the total unrestricted funds up to £63k at year end.

The cash position at year end was £463k, £222k lower than 30 June 2024. The reduction is largely due to the final fee payment to University of Portsmouth relating to 2023/24 being paid later than usual in the current year, while the final payment for 2024/25 was also paid in 2024/25. Additionally, various changes in software use necessitated higher levels of prepayments at the end of 2024/25 compared to the prior year. Finally, bank loan capital repayments of £59k were paid during the year.

## Going concern

The Trustees have considered detailed cash projections for the sixteen months from the date of this report. General cost of living pressures are seen as the largest driver on student numbers, from who nearly all our income is received. The Trustees have therefore modelled the impact of continuing relatively low student numbers on income and our ability to maintain sufficient cash levels. There are inherent uncertainties regarding the forecasts, particularly the level of student intake, which, to a certain extent, is beyond the Institute's control in as much as it is driven by the economic climate and general cost of living pressures. We anticipate that the current and next financial years (2025/26 and 2026/27) will continue to be challenging, though in the current financial year, several factors have combined to hugely reduce the Institute's cost base, including the end of the lease on its previous premises and the move to much smaller premises more appropriate to an online higher education provider. This will help to improve the Institute's reserves levels for future years.

In the forecasts, in all except the pessimistic scenarios modelled, cash levels were shown to be sufficient throughout the sixteen months forecast. If these most pessimistic scenarios were to come about, the Institute could have insufficient cash funds, meaning there is material uncertainty on the Institute's ability to continue as a going concern. Despite this, based on the Institute's 40 years of being at the forefront of nutritional therapy training, providing high quality courses that our students value, along with the careful cost management that is in place, the Trustees have every expectation that there will be sufficient income to cover projected expenditure.

The Institute therefore continues to adopt the going concern basis in preparing its financial statements. Further details regarding the adoption of the going concern basis can be found in the Accounting policies note to the accounts.

## Reserves Policy

The Trustees regularly monitor the charity's reserves to ensure that an adequate level is maintained to meet its stated objectives for the development of educational courses, and the furtherance of knowledge and acceptance of the principles of optimum nutrition.

Reserves are needed to cover any potential shortfall in income, allowing time for Trustees to make appropriate cost adjustments, and to develop and maintain the Institute's educational programmes. The Trustees consider the minimum desirable level of reserves should be £550k, sufficient to cover approximately three months of operating expenditure, as a medium to long-term target. We aim to achieve it over time through careful control of costs and an increase in course income during the life of the Institute's strategic five-year plan. As explained in the going concern section above, course development and student numbers continuing to be below optimal levels, resulted in the need for reserves to be used to manage the impact of the consequential lower income.

## The Institute for Optimum Nutrition

### Trustees' annual report

#### For the year ended 30 June 2025

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Reserves at 30 June 2025 were £62,821 of which £50,778 is designated for fixed assets and £4,021 for the Bursary Fund, leaving free reserves of £8,022. In the prior year we used reserves to grow revenue through focusing on our flagship degree course, in order to increase adoption within our primary market segment of mature students, and by innovating on new ways to identify and market to newer audiences within the UK and internationally. This has resulted in the return to a reserves surplus in the current year. Looking forward, several steps that we have taken and are taking should combine to improve the Institute's reserves levels significantly in future years, the most significant being:

- The recognition of our courses with the Ministry of Defence and accreditation as an ELCAS approved training provider;
- The current process to register with the Office for Students, which would provide access to student finance if successful;
- The transition to a new website, with improved responsiveness for mobile devices and overall experience for visitors to the site;
- The hugely reduced cost base as a result of moving premises.

### Remuneration Policy

The HR and Remuneration Committee consider the remuneration of all staff, including Senior Management, benchmarking against market rates for academic and corporate roles at least every three years. The lowest pay point is the London Living Wage.

Annual pay awards are linked to organisation performance and decided by the Board of Trustees.

### Investment policy and objectives

ION's Investment Policy prioritises capital preservation, liquidity, and ethical principles, aligning with Charity Commission CC14 guidelines. Investments are limited to secure UK bank deposit accounts, building society accounts, or Common Deposit Funds for charities, avoiding riskier assets like stocks, bonds, or real estate. Trustees conduct periodic reviews of financial institutions and investment performance to ensure compliance and security. Funds remain accessible for operational needs. The policy is reviewed annually to adapt to regulatory changes and charity needs, supporting prudent, risk-averse financial management.

### Fundraising practice

The Institute is funded mainly through course fees and other charitable trading income. The Institute's fundraising during the year was primarily derived from corporate sponsorship of events, where sponsoring companies paid for a stand. Small additional amounts were raised through a raffle, with prizes donated by sponsors, and through minor unsolicited donations. These amounts were insignificant in the context of the charity's overall income. The Institute has not used any external body to raise funds. There have been no complaints about the Institute's fundraising practices.

## Structure, governance and management

The organisation is a charitable company limited by guarantee, incorporated on 16 June 1992 and registered as a charity on 22 July 1992.

The Articles of Association provide for Members of the Institute to be Fellows and Fellowship is granted only on invitation by the Board of Trustees. Each Fellow commits to contribute £1 in the event of the charity winding up.

The Trustees undertake a skills audit prior to the recruitment of new Trustees and this informs the content of the job description and the essential skills required for the recruitment and selection process. The post is advertised via a range of appropriate job sites and noticeboards, and prospective Trustees are interviewed and references taken up prior to being co-opted to the Board. The nomination is then confirmed to Fellows at the subsequent Annual General Meeting. The Trustees are elected by the Fellows of the Institute at the Annual General Meeting. The maximum number of Trustees is nine and the minimum three. Trustees become Fellows of the Institute upon nomination to the Board. The Chair of the Board is elected by the Board of Trustees. All Trustees give their time voluntarily. Trustees are able, where they provide specialist services to the organisation, to receive compensation for their time. Any expenses reclaimed from the charity are set out in note 5 to the accounts.

Trustees undergo relevant training. All new Trustees undertake in-house induction training covering their roles and responsibilities and an overview of the Institute's activities and governance procedures. Trustees also attend training courses provided by the Institute on aspects or changes to charitable governance or statutory compliance as defined by their own audit. Trustees are provided with best practice reports recommended by the Charity Commission as part of their induction.

Trustees of the charity meet at least four times a year to direct its affairs. Committees review specific areas of the charity's business and report to the Board. The structure and reporting process enables Trustees to plan and monitor the strategic direction of the charity. The Chair of Trustees and the Chief Executive are in contact before each meeting to agree a formal agenda and papers.

The day-to-day operation of the business of the charity is delegated to the Chief Executive, Chris Mansi, and her Senior Management Team. There are functional managers for each of the key areas of the business.

The Board has a number of sub-committees and steering groups, chaired by the different Trustees, which assist the monitoring of the performance of the business. The committees met with varying frequency during the year and oversee the activities and performance of the organisation as detailed below:

## The Institute for Optimum Nutrition

### Trustees' annual report

#### For the year ended 30 June 2025

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##### **The Finance, Audit and Technology Committee** (meets at least four times a year)

The Finance, Audit and Technology Committee monitors financial performance, ensuring resources are used efficiently and effectively in achieving our objectives. It agrees the budget, monitors performance against this during the year and makes recommendations to the Board. The committee ensures appropriate financial systems and processes are in place to support the activities of the organisation. It oversees the audit process; reviews audited accounts and Trustees' report and makes recommendations on these to the Board of Trustees. The committee monitors development activity to ensure it meets our objectives and the Public Benefit requirement. It also monitors the development, implementation and revision of the ICT strategy. The committee reviews and makes recommendations on all financial and ICT policies, including the reserves policy.

The committee is chaired by Anita Wyles (Treasurer), the vice-chair is Laksh Ranganathan. The other member of the committee is Rachel Hampson. The committee is also attended by the Head of Finance, Head of Corporate Services and CEO.

##### **The HR and Remuneration Committee** (meets at least twice a year)

The HR and Remuneration Committee monitors the HR and Remuneration Strategy and ensures appropriate policies relating to staff recruitment, retention and development are in place.

The committee is chaired by Sue Hillman. The other member of the committee is Laksh Ranganathan. The committee is also attended by the CEO, Head of Corporate Services and Dean.

##### **The Joint Staff Consultation Committee** (meets at least twice a year and reports into the HR and Remuneration Committee)

The JSCC allows staff and management to exchange views and discuss issues, and for management to share information and hear the views of all staff groups. The issues for discussion will relate to organisational performance and proposed changes that may affect staff, although this will not be a forum for negotiating pay, terms and conditions.

Views coming to the JSCC will inform management decisions. Representatives elected by each of the staff areas will take on the important roles of gathering views, representing these in the meetings and then feeding back to their staff group.

The committee is chaired by Sue Hillman. The other members of the committee are CEO, Head of Corporate Services, one staff representative from academic services, one staff representative from corporate services and one staff representative to cover all departments.

##### **The Education Committee** (meets at least twice a year)

The Education Committee monitors academic strategy and ensures viability of all courses.

The committee is chaired by Rachel Hampson. The other members of the committee are Dian Shepperson-Mills and Carmai Pestell. The committee is also attended by the CEO, Dean and Head of Undergraduate Courses.

## The Institute for Optimum Nutrition

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#### **The Marketing and Communications Committee** (meets at least four times a year)

The Marketing and Communications Committee ensures appropriate strategies and resources are in place to support ION's activities. The committee met four times during the year to support the development of the strategy and oversee activities.

The committee is chaired by Rachel Hampson. The other members of the committee are Liam Keogh, Sue Hillman and Laksh Ranganathan. The committee is also attended by the CEO and Head of Corporate Services and other members of the staff team as appropriate to the agenda.

## Risk management

The Institute's annual review of the business includes consideration of the major risks to which the charity is exposed and the risk management strategy to contain those exposures and to mitigate significant risks. Low student numbers are seen as the greatest risk to the Institute and the Trustees have modelled how this impacts income and our ability to maintain sufficient cash levels. The current general cost of living pressures are seen as the largest driver, which are outside our control.

Mitigation of risks is managed through review of our cost base on an ongoing basis, with a view to relinquishing unnecessary costs where possible. Trustees have reviewed and redirected investment in marketing activity, in order to continue to recruit sufficient students as far as possible, including updated marketing strategies, supporting the development of current students to aid retention and promotion of payment plan options. Collaborations with third parties and provision of new course options allows students to practice at different levels whilst they continue their studies.

Longer term strategies include applying for registration with OfS in order to provide prospective students with access to student finance and to attract different demographics to ION's courses.

The Trustees believe all the current risks are monitored and have done all that is feasible to address the uncertainty.

## Statement of responsibilities of the Trustees

The Trustees (who are also directors of The Institute for Optimum Nutrition for the purposes of company law) are responsible for preparing the Trustees' annual report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

For each financial year, company law requires the Trustees to prepare financial statements that give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing these financial statements, the Trustees are required to:

- Select suitable accounting policies and then apply them consistently.

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#### For the year ended 30 June 2025

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- Observe the methods and principles in the Charities SORP.
- Make judgements and estimates that are reasonable and prudent.
- State whether applicable UK Accounting Standards and statements of recommended practice have been followed, subject to any material departures disclosed and explained in the financial statements; and
- Prepare the financial statements on the going concern basis, unless it is inappropriate to presume that the charity will continue in operation.

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

In so far as the Trustees are aware:

- There is no relevant audit information of which the charitable company's auditor is unaware; and
- The Trustees have taken all steps that 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.

The Trustees are responsible for the maintenance and integrity of the corporate and financial information included on the charitable company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Members of the charity guarantee to contribute an amount not exceeding £1 to the assets of the charity in the event of winding up. The total number of such guarantees at 30 June 2025 was 20 (2024: 20). The Trustees are directors of the charity, some Trustees are also members which entitles them to voting rights at the AGM. The Trustees have no beneficial interest in the charity.

## Auditor

Sayer Vincent LLP was re-appointed as the charitable company's auditor during the year and has expressed its willingness to continue in that capacity.

The Trustees' annual report has been prepared in accordance with the special provisions applicable to companies' subject to the small companies' regime.

Approved by the Trustees on 24 February 2026 and signed on their behalf by

Rachel Hampson  
Chair of Trustees

## Independent auditor's report

To the members of

The Institute for Optimum Nutrition

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### Opinion

We have audited the financial statements of The Institute for Optimum Nutrition (the 'charitable company') for the year ended 30 June 2025 which comprise the statement of financial activities, balance sheet, statement of cash flows and notes to the financial statements, including significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- Give a true and fair view of the state of the charitable company's affairs as at 30 June 2025 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 requirements of the Companies Act 2006.

### Basis for opinion

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

### Material uncertainty relating to going concern

We draw attention to note 1d in the financial statements, which indicates that the trustees reflect on the current financial position of the charity and the fact that the forecasts for the next 12 months include material levels of future funding that are yet to be secured. As stated in note 1d, these events or conditions, indicate that a material uncertainty exists that may cast significant doubt on the company's ability to continue as a going concern. Our opinion is not modified in respect of this matter.

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate. Our evaluation of the trustees' assessment of the entity's ability to continue to adopt the going concern basis of accounting included reviewing the forecasts and budgets prepared by management and assessing the valuation and impact of potential cost-saving measures.

## Independent auditor's report

To the members of

**The Institute for Optimum Nutrition**

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

## Other Information

The other information comprises the information included in the trustees' annual report, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information contained within the annual report. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the course of 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 this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

## Opinions on other matters prescribed by the Companies Act 2006

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

- The information given in the trustees' annual report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- The trustees' annual report has been prepared in accordance with applicable legal requirements.

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

In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the trustees' annual report. We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- Adequate accounting records have not been kept, 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
- The directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the trustees' annual report and from the requirement to prepare a strategic report.

## Independent auditor's report

To the members of

The Institute for Optimum Nutrition

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### Responsibilities of trustees

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

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

### Auditor's responsibilities for the audit of the financial statements

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

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

### Capability of the audit in detecting irregularities

In identifying and assessing risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations, our procedures included the following:

- We enquired of management and the board of trustees, which included obtaining and reviewing supporting documentation, concerning the charity's policies and procedures relating to:
  - Identifying, evaluating, and complying with laws and regulations and whether they were aware of any instances of non-compliance;
  - Detecting and responding to the risks of fraud and whether they have knowledge of any actual, suspected, or alleged fraud;
  - The internal controls established to mitigate risks related to fraud or non-compliance with laws and regulations.
- We inspected the minutes of meetings of those charged with governance.

## Independent auditor's report

### To the members of

### The Institute for Optimum Nutrition

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- We obtained an understanding of the legal and regulatory framework that the charity operates in, focusing on those laws and regulations that had a material effect on the financial statements or that had a fundamental effect on the operations of the charity from our professional and sector experience.
- We communicated applicable laws and regulations throughout the audit team and remained alert to any indications of non-compliance throughout the audit.
- We reviewed any reports made to regulators.
- We reviewed the financial statement disclosures and tested these to supporting documentation to assess compliance with applicable laws and regulations.
- We performed analytical procedures to identify any unusual or unexpected relationships that may indicate risks of material misstatement due to fraud.
- In addressing the risk of fraud through management override of controls, we tested the appropriateness of journal entries and other adjustments, assessed whether the judgements made in making accounting estimates are indicative of a potential bias and tested significant transactions that are unusual or those outside the normal course of business.

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

A further description of our responsibilities is available 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.

## Use of our report

This report is made solely to the charitable company's members as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. 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.

Noelia Serrano (Senior statutory auditor)

27 February 2026

for and on behalf of Sayer Vincent LLP, Statutory Auditor

110 Golden Lane, LONDON, EC1Y 0TG

**The Institute for Optimum Nutrition**

**Statement of financial activities** (incorporating an income and expenditure account)

**For the year ended 30 June 2025**

	Note	Unrestricted £	Restricted £	2025 Total £	Unrestricted £	Restricted £	2024 Total £
<b>Income from:</b>							
Donations		1,021	-	<b>1,021</b>	314	-	314
Charitable activities	2						
Educational courses		2,083,995	-	<b>2,083,995</b>	2,031,275	-	2,031,275
Information dissemination activities		48,293	-	<b>48,293</b>	22,315	-	22,315
Investments		15,654	-	<b>15,654</b>	15,292	-	15,292
<b>Total income</b>		<b>2,148,963</b>	<b>-</b>	<b>2,148,963</b>	<b>2,069,196</b>	<b>-</b>	<b>2,069,196</b>
<b>Expenditure on:</b>							
Charitable activities							
Educational courses		1,878,082	-	<b>1,878,082</b>	1,805,001	-	1,805,001
Information dissemination activities		238,131	-	<b>238,131</b>	305,017	14,000	319,017
<b>Total expenditure</b>	3a	<b>2,116,213</b>	<b>-</b>	<b>2,116,213</b>	<b>2,110,018</b>	<b>14,000</b>	<b>2,124,018</b>
<b>Net income / (expenditure) for the year and movement in funds</b>		<b>32,750</b>	<b>-</b>	<b>32,750</b>	<b>(40,822)</b>	<b>(14,000)</b>	<b>(54,822)</b>
<b>Reconciliation of funds:</b>							
Total funds brought forward		30,071	-	<b>30,071</b>	70,893	14,000	84,893
<b>Total funds carried forward</b>		<b>62,821</b>	<b>-</b>	<b>62,821</b>	<b>30,071</b>	<b>-</b>	<b>30,071</b>

All of the above results are derived from continuing activities. There were no other recognised gains or losses other than those stated above. Movements in funds are disclosed in Note 15 to the financial statements.

# The Institute for Optimum Nutrition

## Balance sheet

Company no. 2724405

As at 30 June 2025

	Note	£	2025 £	£	2024 £
<b>Fixed assets:</b>					
Intangible assets	9		40,016		-
Tangible assets	9		10,762		11,652
			<u>50,778</u>		<u>11,652</u>
<b>Current assets:</b>					
Debtors	10	459,297		404,816	
Cash at bank and in hand		462,879		684,480	
		<u>922,176</u>		<u>1,089,296</u>	
<b>Liabilities:</b>					
Creditors: amounts falling due within one year	11	(813,355)		(873,358)	
			<u>108,821</u>		<u>215,938</u>
<b>Net current assets</b>					
			<u>159,599</u>		<u>227,590</u>
<b>Total assets less current liabilities</b>					
Creditors: amounts falling due after one year	13		(96,778)		(197,519)
			<u>62,821</u>		<u>30,071</u>
<b>Total net assets</b>					
			<u><u>62,821</u></u>		<u><u>30,071</u></u>
<b>The funds of the charity:</b>					
Restricted income funds	15		-		-
Unrestricted income funds:					
Designated funds		54,799		11,652	
General funds		8,022		18,419	
		<u>62,821</u>		<u>30,071</u>	
<b>Total unrestricted funds</b>					
			<u><u>62,821</u></u>		<u><u>30,071</u></u>
<b>Total charity funds</b>					

Approved by the Trustees on 24 February 2026 and signed on their behalf by

Rachel Hampson  
Chair of the Board of Trustees

The Institute for Optimum Nutrition

Statement of cash flows

For the year ended 30 June 2025

	2025		2024	
	£	£	£	£
<b>Cash flows from operating activities:</b>				
Net income / (expenditure) for the reporting period (as per the statement of financial activities)	32,750		(54,822)	
Depreciation charges	5,749		5,549	
Dividends, interest and rent from investments	(15,654)		(15,292)	
Interest on borrowing	14,984		18,112	
(Increase) in debtors	(54,481)		(22,384)	
(Decrease) / increase in creditors	(131,359)		171,489	
Increase in provisions	34,758		-	
<b>Net cash (used in) / provided by operating activities</b>		<b>(113,253)</b>		<b>102,652</b>
<b>Cash flows from investing activities:</b>				
Dividends, interest and rents from investments	15,654		15,292	
Purchase of tangible fixed assets	(4,859)		(6,299)	
Purchase of intangible fixed assets	(40,016)		-	
<b>Net cash (used in) / provided by investing activities</b>		<b>(29,221)</b>		<b>8,993</b>
<b>Cash flows from financing activities:</b>				
Repayments of borrowing – capital	(58,702)		(53,458)	
Repayments of borrowing – interest	(20,425)		(10,914)	
<b>Net cash (used in) financing activities</b>		<b>(79,127)</b>		<b>(64,372)</b>
<b>Change in cash and cash equivalents in the year</b>		<b>(221,601)</b>		<b>47,273</b>
Cash and cash equivalents at the beginning of the year	684,480		637,207	
<b>Cash and cash equivalents at the end of the year</b>	<b>462,879</b>		<b>684,480</b>	

Analysis of cash and cash equivalents and of net debt

	At 1 July 2024 £	Cash flows £	Other non- cash changes £	At 30 June 2025 £
Cash at bank and in hand	684,480	(221,601)	-	462,879
<b>Total cash and cash equivalents</b>	<b>684,480</b>	<b>(221,601)</b>	<b>-</b>	<b>462,879</b>
Loans falling due within one year	(70,666)	(30,979)	-	(101,645)
Loans falling due after more than one year	(191,900)	95,122	-	(96,778)
<b>Total</b>	<b>421,914</b>	<b>(157,458)</b>	<b>-</b>	<b>264,456</b>

**1 Accounting policies**

**a) Statutory information**

The Institute for Optimum Nutrition is a charitable company limited by guarantee and is incorporated in the United Kingdom.

The registered office address and principal place of business is Evergreen Studios Lower Ground, Little Green, Richmond, TW9 1NZ.

**b) Basis of preparation**

The financial statements 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 UK and Republic of Ireland (FRS 102) – (Charities SORP FRS 102), The Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006.

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

In applying the financial reporting framework, the trustees have made a number of subjective judgements, for example in respect of significant accounting estimates. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The nature of the estimation means the actual outcomes could differ from those estimates. Any significant estimates and judgements affecting these financial statements are detailed within the relevant accounting policy below.

**c) Public benefit entity**

The charitable company meets the definition of a public benefit entity under FRS 102.

**d) Going concern**

As disclosed in the Trustee's Report, the general cost of living pressures in the UK have had a significant impact on the Institute. In assessing its going concern status, the Trustees have prepared detailed cash flow forecasts and projections and applied stress test scenarios to those forecasts. The Trustees have also taken into consideration further potential funding and how the Charity has adapted positively to the effect of reduced student numbers by improving marketing activity and reducing the cost base.

Trustees consider that, given the current financial position of the charity and the fact that material levels of future funding are yet to be secured, there are material uncertainties about the Institute's ability to continue as a going concern. However, through a combination of increased student numbers, a reduced cost base and the potential for an additional bank loan if needed, the Trustees have every expectation that there will be sufficient income to cover projected expenditure and consider that these factors support the conclusion that the charity remains a going concern.

The Charity therefore continues to adopt the going concern basis in preparing its financial statements.

**e) Income**

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

Course fees are recognised within the financial statements when receivable by way of performance of services. Course fees that are unpaid at the year-end are included within trade debtors. Course fees received in advance of course commencement after the year-end date are carried forward within creditors as deferred income.

Non-refundable student registration fees are recognised on receipt.

Income received in advance of the provision of a specified service is deferred until the criteria for income recognition are met.

**f) Interest receivable**

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.

**1 Accounting policies (continued)**

**g) Fund accounting**

Restricted funds are to be used for specific purposes as laid down by the donor. Expenditure which meets these criteria is charged to the fund.

Unrestricted funds are donations and other incoming resources received or generated for the charitable purposes.

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

**h) Expenditure and irrecoverable VAT**

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

Expenditure on charitable activities includes the costs of delivering courses and other educational activities and of producing our magazine and running our clinics to further the purposes of the charity and their associated support costs.

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

**i) Allocation of support costs**

Resources expended are allocated to the particular activity where the cost relates directly to that activity. However, the cost of overall direction and administration of each activity, comprising the salary and overhead costs of the central function, is apportioned on the following basis which are an estimate, based on income, of the amount attributable to each activity.

Where information about the aims, objectives and projects of the charity is provided to potential beneficiaries, the costs associated with this publicity are allocated to charitable expenditure.

Support and governance costs are re-allocated to each of the activities on the following basis which is an estimate, based on income, of the amount attributable to each activity

- |  |                 |
|--|-----------------|
| ● Educational courses                  | 98% (2024: 99%) |
| ● Information dissemination activities | 2% (2024: 1%)   |

Governance costs are the costs associated with the governance arrangements of the charity. These costs are associated with constitutional and statutory requirements and include any costs associated with the strategic management of the charity's activities.

**j) Operating leases**

Rental charges are charged on a straight line basis over the term of the lease.

**k) Tangible fixed assets**

Items of equipment are capitalised where the purchase price exceeds £1,000. Depreciation costs are allocated to activities on the basis of the use of the related assets in those activities. Assets are reviewed for impairment if circumstances indicate their carrying value may exceed their net realisable value and value in use.

Depreciation is provided at rates calculated to write down the cost of each asset to its estimated residual value over its expected useful life. The useful lives are as follows:

- |                                |                            |
|--------------------------------|----------------------------|
| ● Short leasehold improvements | Over the life of the lease |
| ● Fixtures and fittings        | 3 years                    |
| ● Computer equipment           | 4 years                    |

**l) Intangible fixed assets**

Software costs, including development costs relating to internally generated intangible assets, are capitalised where they are deemed necessary to create, produce and prepare the asset to be capable of operating in the manner intended.

Capitalised intangible assets are stated at cost and, once in service, amortised over their useful economic lives using the straight-line method. Where a reliable estimate of the expected useful life of an asset cannot be made, it is assumed to be six years.

**1 Accounting policies (continued)**

**m) Debtors**

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

**n) Cash at bank and in hand**

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

**o) Creditors and provisions**

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

**p) Financial instruments**

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

**q) Pensions**

The charitable company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the charitable company in an independently administered fund. The pension cost charge represents contributions payable under the scheme by the charitable company to the fund. The charitable company has no liability under the scheme other than for the payment of those contributions.

**r) Finance Leases**

Assets purchased under finance leases are capitalised as fixed assets. Obligations under such agreements are included in creditors. The difference between the capitalised cost and the total obligation under the lease represents the finance charge. Finance charges are written off to the statement of financial activities over the period of the lease so as to produce a constant periodic rate of charge.

2 Income from charitable activities

	2025			2024		
	Unrestricted £	Restricted £	Total £	Unrestricted £	Restricted £	Total £
Diploma and Degree courses	1,854,933	-	<b>1,854,933</b>	1,742,216	-	1,742,216
Science Access courses	105,154	-	<b>105,154</b>	162,030	-	162,030
CPD Short courses	50,888	-	<b>50,888</b>	59,899	-	59,899
Enrolment fees	73,020	-	<b>73,020</b>	67,130	-	67,130
Sub-total for educational courses	2,083,995	-	<b>2,083,995</b>	2,031,275	-	2,031,275
Magazine and marketing	46,997	-	<b>46,997</b>	20,909	-	20,909
Clinical income	1,296	-	<b>1,296</b>	1,406	-	1,406
Sub-total for information dissemination	48,293	-	<b>48,293</b>	22,315	-	22,315
Total income from charitable activities	2,132,288	-	<b>2,132,288</b>	2,053,590	-	2,053,590

The Institute for Optimum Nutrition

Notes to the financial statements

For the year ended 30 June 2025

3a Analysis of expenditure (current year)

	Charitable activities				2025 Total £	2024 Total £
	Educational Courses £	Information Dissemination Activities £	Governance costs £	Support costs £		
Staff costs (Note 5)	554,452	144,638	37,979	331,522	<b>1,068,591</b>	1,120,552
Lecturers' and tutors' fees	74,071	-	-	-	<b>74,071</b>	62,688
Clinical costs	-	21,777	-	-	<b>21,777</b>	27,069
Magazine and book costs	-	11,909	-	-	<b>11,909</b>	11,885
Marketing and promotion costs	-	26,710	-	-	<b>26,710</b>	84,859
Room and equipment hire	14,826	-	-	-	<b>14,826</b>	5,177
Course costs	272,157	-	-	-	<b>272,157</b>	269,029
Trustee training and expenses	-	-	893	-	<b>893</b>	81
Auditor's remuneration	-	-	11,462	-	<b>11,462</b>	11,042
Premises Costs	-	-	-	254,502	<b>254,502</b>	211,411
Office and IT costs	24,423	13,951	-	305,621	<b>343,995</b>	311,198
Legal and professional fees	-	-	-	15,320	<b>15,320</b>	9,027
	<b>939,929</b>	<b>218,985</b>	<b>50,334</b>	<b>906,965</b>	<b>2,116,213</b>	<b>2,124,018</b>
Support costs	888,826	18,139	-	(906,965)	-	-
Governance costs	49,327	1,007	(50,334)	-	-	-
<b>Total expenditure 2025</b>	<b>1,878,082</b>	<b>238,131</b>	<b>-</b>	<b>-</b>	<b>2,116,213</b>	<b>2,124,018</b>
Total expenditure 2024	1,805,001	319,017	-	-	-	<b>2,124,018</b>

The Institute for Optimum Nutrition

Notes to the financial statements

For the year ended 30 June 2025

3b Analysis of expenditure (prior year)

	Charitable activities				2024 Total £
	Educational Courses £	Information Dissemination Activities £	Governance costs £	Support costs £	
Staff costs (Note 5)	566,365	175,273	37,822	341,092	1,120,552
Lecturers' and tutors' fees	62,688	-	-	-	62,688
Clinical costs	-	27,069	-	-	27,069
Magazine and membership costs	-	11,885	-	-	11,885
Marketing and promotion costs	-	84,859	-	-	84,859
Room and equipment hire	5,177	-	-	-	5,177
Course costs	269,029	-	-	-	269,029
Trustee training and expenses	-	-	81	-	81
Auditor's remuneration	-	-	11,042	-	11,042
Premises Costs	-	-	-	211,411	211,411
Office and IT costs	12,496	10,949	-	287,753	311,198
Legal and professional fees	-	-	-	9,027	9,027
	915,755	310,035	48,945	849,283	2,124,018
Support costs	840,790	8,493	-	(849,283)	-
Governance costs	48,456	489	(48,945)	-	-
<b>Total expenditure 2024</b>	<b>1,805,001</b>	<b>319,017</b>	<b>-</b>	<b>-</b>	<b>2,124,018</b>

**4 Net expenditure for the year**

This is stated after charging:

	2025 £	2024 £
Depreciation	5,749	5,549
Interest payable on bank loans and finance leases	14,984	18,112
Operating lease rentals:		
Property	153,390	148,527
Other	38,802	35,690
Auditor's remuneration (excluding VAT):		
Audit	9,500	9,000
	<u>9,500</u>	<u>9,000</u>

**5 Analysis of staff costs, trustee remuneration and expenses, and the cost of key management personnel**

Staff costs were as follows:

	2025 £	2024 £
Salaries and wages	966,511	1,013,394
Social security costs	84,068	87,201
Employer's contribution to defined contribution pension schemes	18,012	19,957
	<u>1,068,591</u>	<u>1,120,552</u>

The following number of employees received employee benefits (excluding employer pension costs and employer national insurance) during the year between:

	2025 No.	2024 No.
£60,000 – £69,999	1	2
£70,000 – £79,999	1	–
£80,000 – £89,999	1	1
	<u>1</u>	<u>1</u>

The total employee benefits (including employer pension contributions and employer national insurance) of the key management personnel were £250,124 (2024: £249,090).

No members of staff were made redundant during the year (2024: none).

The charity Trustees were not paid or received any other benefits from their role as Trustees of the charity in the year (2024: £nil).

Trustees' expenses represent the payment or reimbursement of travel and subsistence costs totalling £117 (2024: £81) incurred by 1 (2024: 1) member relating to attendance at meetings of the Trustees.

**6 Staff numbers**

The average number of employees (head count based on number of staff employed) during the year was as follows:

	2025 No.	2024 No.
Information Dissemination	6.5	6.6
Educational courses	30.5	31.7
Support	2.0	2.0
	<u>39.0</u>	<u>40.3</u>

**7 Related party transactions**

No Trustees were paid fees during the year (2024: £nil).

There are no donations from related parties which are outside the normal course of business and no restricted donations from related parties.

**8 Taxation**

The charitable company is exempt from corporation tax as all its income is charitable and is applied for charitable purposes.

9 Fixed assets

Intangible fixed assets

	Website £
<b>Cost</b>	
At the start of the year	-
Additions in year	40,016
At the end of the year	<u>40,016</u>
<b>Depreciation</b>	
At the start of the year	-
Charge for the year	-
At the end of the year	<u>-</u>
<b>Net book value</b>	
At the end of the year	<u><u>40,016</u></u>
At the start of the year	<u><u>-</u></u>

Tangible fixed assets

	Fixtures and fittings £	Computer equipment £	Short leasehold improvements £	Total £
<b>Cost</b>				
At the start of the year	25,807	36,281	144,580	206,668
Additions in year	-	4,859	-	4,859
At the end of the year	<u>25,807</u>	<u>41,140</u>	<u>144,580</u>	<u>211,527</u>
<b>Depreciation</b>				
At the start of the year	25,807	24,629	144,580	195,016
Charge for the year	-	5,749	-	5,749
At the end of the year	<u>25,807</u>	<u>30,378</u>	<u>144,580</u>	<u>200,765</u>
<b>Net book value</b>				
At the end of the year	<u><u>-</u></u>	<u><u>10,762</u></u>	<u><u>-</u></u>	<u><u>10,762</u></u>
At the start of the year	<u><u>-</u></u>	<u><u>11,652</u></u>	<u><u>-</u></u>	<u><u>11,652</u></u>

All of the above assets are used for charitable purposes.

The Institute for Optimum Nutrition

Notes to the financial statements

For the year ended 30 June 2025

10 Debtors

	2025 £	2024 £
Trade debtors	198,850	228,494
Other debtors	82,992	82,992
Prepayments	177,455	93,330
	<u>459,297</u>	<u>404,816</u>

Other debtors includes £82,992 deposit on the lease at Ambassador House, which is due within one year.

11 Creditors: amounts falling due within one year

	2025 £	2024 £
Bank Loans	101,644	70,665
Trade creditors	113,864	53,965
Taxation and social security	31,502	30,029
Other creditors	8,183	7,730
Accruals	44,108	165,658
Provisions	34,758	-
Deferred income (note 12)	479,296	545,311
	<u>813,355</u>	<u>873,358</u>

A provision for dilapidations on the Institute's vacated premises has been included.

12 Deferred income

Deferred income comprises course fees received in advance, net of early payment discounts, for courses commencing after the year-end.

	2025 £	2024 £
Balance at the beginning of the year	545,311	491,394
Amount released to income in the year	(545,311)	(491,394)
Amount deferred in the year	479,296	545,311
Balance at the end of the year	<u>479,296</u>	<u>545,311</u>

13 Creditors: amounts falling due after one year

	2025 £	2024 £
One to five years	96,778	197,519
	<u>96,778</u>	<u>197,519</u>

Amounts falling due after one year comprise accruals of **£nil** (2024: £5,619) and bank loans of **£96,778** (2024: £191,900)

Bank loans are secured by a first ranking debenture over all the assets.

14a Analysis of net assets between funds (current year)

	General unrestricted £	Designated £	Restricted £	Total funds £
Tangible and intangible fixed assets	-	50,778	-	50,778
Bursary fund	-	4,021	-	4,021
Net current assets	104,800	-	-	104,800
Long term liabilities	(96,778)	-	-	(96,778)
<b>Net assets at the end of the year</b>	<b>8,022</b>	<b>54,799</b>	<b>-</b>	<b>62,821</b>

14b Analysis of net assets between funds (prior year)

	General unrestricted £	Designated £	Restricted £	Total funds £
Tangible fixed assets	-	11,652	-	11,652
Net current assets	215,938	-	-	215,938
Long term liabilities	(197,519)	-	-	(197,519)
<b>Net assets at the end of the year</b>	<b>18,419</b>	<b>11,652</b>	<b>-</b>	<b>30,071</b>

15a Movements in funds (current year)

	At 1 July 2024 £	Income & gains £	Expenditure & losses £	Transfers £	At 30 June 2025 £
<b>Restricted funds:</b>					
Research	-	-	-	-	-
<b>Total restricted funds</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Unrestricted funds:</b>					
Designated funds:					
Fixed Asset Reserve Fund	11,652	-	-	39,126	50,778
Bursary Fund	-	-	-	4,021	4,021
Total designated funds	11,652	-	-	43,147	54,799
<b>General funds</b>	<b>18,419</b>	<b>2,148,963</b>	<b>(2,116,213)</b>	<b>(43,147)</b>	<b>8,022</b>
<b>Total unrestricted funds</b>	<b>30,071</b>	<b>2,148,963</b>	<b>(2,116,213)</b>	<b>-</b>	<b>62,821</b>
<b>Total funds</b>	<b>30,071</b>	<b>2,148,963</b>	<b>(2,116,213)</b>	<b>-</b>	<b>62,821</b>

15b Movements in funds (prior year)

	At 1 July 2023 £	Income & gains £	Expenditure & losses £	Transfers £	At 30 June 2024 £
<b>Restricted funds:</b>					
Research	14,000	-	(14,000)	-	-
<b>Total restricted funds</b>	<b>14,000</b>	<b>-</b>	<b>(14,000)</b>	<b>-</b>	<b>-</b>
<b>Unrestricted funds:</b>					
Designated funds:					
Fixed Asset Reserve Fund	10,902	-	-	750	11,652
Total designated funds	10,902	-	-	750	11,652
<b>General funds</b>	<b>59,991</b>	<b>2,069,196</b>	<b>(2,110,018)</b>	<b>(750)</b>	<b>18,419</b>
<b>Total unrestricted funds</b>	<b>70,893</b>	<b>2,069,196</b>	<b>(2,110,018)</b>	<b>-</b>	<b>30,071</b>
<b>Total funds</b>	<b>84,893</b>	<b>2,069,196</b>	<b>(2,124,018)</b>	<b>-</b>	<b>30,071</b>

15c Movements in funds – purposes of funds

Purposes of restricted funds

**Research:** The Institute held a donation of £14k at the beginning of the year, which was spent on research during the year.

Purposes of designated funds

**Fixed Asset Reserve:** This has been established to represent the net book value of fixed assets, net of finance lease creditors.

**Bursary Fund:** This has been established primarily to provide financial support for students who face barriers to attending education.

16 Operating lease commitments

The charity's total future minimum lease payments under non-cancellable operating leases is as follows for each of the following periods

	Property 2025 £	2024 £	Other 2025 £	2024 £
Less than one year	46,251	123,335	16,398	36,360
One to five years	-	46,251	8,489	37,379
Over five years	-	-	-	1,212
	<b>46,251</b>	<b>169,586</b>	<b>24,887</b>	<b>74,951</b>

17 Legal status of the charity

The charity is a company limited by guarantee and has no share capital. The liability of each member in the event of winding up is limited to £1.