SAGA GROUP LIMITED

ANNUAL REPORT AND ACCOUNTS

31 JANUARY 1994

Company Registration Number: 638891



SAGA GROUP LIMITED Directors' Report

Directors

R M De Haan (Chairman)

T B Bull A R Deacon P C De Haan M E Hatch

Secretary

P C De Haan

Registered Office: The Saga Building, Middelburg Square, Folkestone, Kent CT20 1AZ

The directors submit their report together with the audited accounts of the Group for the year ended 31 January 1994.

Principal activities and review of business developments

The Group's principal activity consists of the provision of services, to people in or approaching retirement, primarily in the form of inclusive holidays and financial services.

The past year has been an excellent one for the group. The financial services division has performed particularly strongly and has made a significant contribution to the group result.

In January 1994 the United Kingdom tour operating companies introduced a system of Trust Accounting to protect monies received from customers. Under the system all monies are held in trust until the company has fulfilled its obligations to the customer.

The current year is already promising to deliver strong growth in group profitability.

Subsequent events and future developments

The directors anticipate that 1994/95 will see a continuation of the Group's long term strategy of developing its core tour operating and financial services businesses.

Results and dividends

The profit for the year before taxation amounts to £8,680,000. A dividend totalling £3,800,000 been paid to Saga Leisure Limited. After taxation and dividend the retained profit of £2,061,000 has been added to reserves.

Directors

The directors of the company during the year were those listed above. T B Bull and R M De Haan retire by rotation and, being eligible, offer themselves for re-election.

Directors' Interests

As Messrs R M De Haan, A R Deacon, P C De Haan and M E Hatch are directors of the ultimate holding company, their interests are set out in the accounts of that company. T B Bull has no interest in the shares of the company or the ultimate holding company.

It is the company's policy to maintain indemnity insurance for directors and officers.

Donations

During the year charitable donations in the UK amounted to £33,211 No political donations were made.

Employee involvement

During the year the Group has maintained the practice of keeping employees informed about current activities and progress by various methods, including a regular staff newsletter. Employee participation and involvement is encouraged.

Employment of disabled persons

It is the policy of the Group to develop a working environment and to offer terms and conditions of service to enable disabled persons, with the appropriate skills and qualifications, equal opportunities to seek and maintain employment with the Group. We shall retain in employment, whenever practicable, employees who become disabled and in line with our general Group policy we shall give all such employees equal consideration for training and career development to enable them to fulfil their promotion potential within the Group.

Auditors

Ernst & Young have expressed their willingness to continue in office as auditors and a resolution proposing their re-appointment will be submitted at the annual general meeting.

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The Directors are required by law to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Group and of the profit for the year.

The Directors confirm that the accounting policies are appropriate to the Group's business and have been applied consistently. In preparing the accounts for the year, the Directors have made reasonable and prudent judgements, have ensured that applicable accounting standards have been followed and confirm that it is appropriate to prepare the accounts on a going concern basis.

The Directors are responsible for maintaining proper accounting records, for safeguarding the Group's assets and for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Saga Building Middelburg Square Folkestone, Kent CT20 1AZ By Order of the Board
Peter De Haan
Secretary
5th May 1994

Consolidated profit and loss account

For the year ended 31 January 1994

	Note	1994 £'000	1993 £'000
Turnover	2	137,507	130,240
Cost of sales		(98,508)	(98,952)
Gross profit		38,999	31,288
Administrative and marketing expenses		(33,139)	- (29,017)
Net inv. stment income	4	2,820	3,069
Profit on ordinary activities before taxation	5	8,680	5,340
Taxation	9	(2,819)	(1,743)
Profit on ordinary activities after taxation	10	5,861	3,597
Dividend		(3,800)	(4,200)
Retained profit/(loss) for the year	23	2,061	(603)

Consolidated Balance Sheet

As	at	31	January	1994
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As at 31 January 1994		1994	1993
	Note	£000	£%000
Fixed assets			
Tangible assets	11	10,895	8,871
Current assets			
Investments	13	43,276	36,043
Stock	15	1,364	1,987
Debtors	16	11,091	11,966
Deferred expenditure		6,526	5,529
Cash at bank and in hand	14	1,755	504
Creditors		64,012	56,029
- amounts falling due within one year	17	57,764	49,929
Net current assets		6,248	6,100
Total assets less current liabilities		17,143	14,971
Creditors - amounts falling due after more than one year	18	902	686
Provisions for liabilities			,
and charges	20	177	335
		16,064	13,950
Capital and reserves			
Called up share capital	22	3,617	3,617
Share premium account	23	84	84
Revaluation reserve	23	3,783	3,865
Currency equalisation account	23	317	264
Profit and loss account	23	8,263	6,120
	c'i	16,064	13,950

R M De Haan

P C De Haan)

5th May 1994

SAGA GROUP LIMITED Company Balance Sheet As at 31 January 1994

	Note	1994 £000	1993 £0000
Fixed assets			
Tangible assets Investment in subsidiaries	11 12	8,868 11,052	7,180 9,238
		19,920	16,418
Current assets			
Investments Debtors Deferred expenditure	13 16	8,250 366 1,108	7,500 - 3,321 <u>974</u>
		9,724	11,795
Creditors			
- amounts falling due within one year	17	13,124	13,528
Net current liabilities		(3,400)	(1,733)
Total assets less current liabilities		16,520	14,685
Creditors			8
- amounts falling due after more than one year	18	456	607
Provisions for liabilities and			
charges	20	<u>.</u>	128
		16,064	13,950
Capital and reserves			
Called up share capital	22	3,617	3,617
Share premium account	23	84	84
Revaluation reserve	23	11,834	9,895
Currency equalisation account	23	317	264
Profit and loss account	23	212	90
		16,064	13,950

R M De Haar Directors

P C De Haan 5th May 1994

Additional Information

For the year ended 31 January 1994

Statement of total recognised gains and losses	1994 £'000	1993 £600
Profit for the year after taxation Exchange differences arising on foreign currency net investments in overseas subsidiaries Total recognised gains	5,861 <u>53</u> <u>5,914</u>	3,597 204 3,801
Note of historical cost profits and losses Profit for the year before taxation Difference between historical cost depreciation charge and actual charge Historical cost profit on ordinary activities before taxation Historical cost profit/(loss) retained after taxation and divide	8,680 82 8,762 ands 2,143	5,340 82 5,422 (521)
Reconciliation of movement in shareholders' funds Total recognised gains Dividends paid Shareholders' funds brought forward Shareholders' funds carried forward	5,914 3,800 2,114 13,950 16,064	3,801 4,200 (399) 14,349 13,950

Notes on the Accounts

I Accounting Policies

a Accounting convention

The accounts are prepared under the historical cost convention, modified by the revaluation of certain freehold properties and investments in subsidiaries, and in accordance with applicable accounting standards.

b Basis of consulidation

The consolidated accounts incorporate the accounts of the Comyany and each of its subsidiaries for the year ended 31 January 1994.

c Accounting for subsidiary companies

The Company adopts the equity method of accounting for the results of its subsidiaries.

d Turnover

Turnover from tour operations is recognised upon departure date. Commission income from insurers is recognised at the commencement of the period of risk.

e Tangible fixed assets

Tangible fixed assets are stated at cost or valuation less amounts written off. The cost or valuation of fixed assets is depreciated by equal instalments over their expected useful lives. The rates of depreciation are as follows:

Land and buildings

Land

Buildings 2% per annum Related fittings 10% per annum

Leasehold properties over the period of the lease

Computers

Hardware and software 20% to 33 1/3% per annum

Plant and other equipment 10% to 20% per annum

Motor vehicles 20% per annum

Computer development costs are capitalised and are depreciated at between 20% and 33 1/3% per annum from the time that the particular development becomes fully functional

f Leased assets

Assets held under finance lease arrangements are capitalised and depreciated over their useful lives. The capital element of the related rental obligation is included in creditors. The interest element of rental obligations is charged to profit and loss account so as to produce a constant periodic rate of charge. Rentals in respect of operating leases are charged to profit as incurred

g Stocks

Stocks are valued at the lower of cost and net realisable value. Cost comprises land purchases, building costs and a portion of applicable overhead costs and interest on external borrowings.

h Advance receipts

All booking fees and balance payments for holidays with starting dates after the year end and insurance premiums received which relate to insurance policies issued after the year end, are treated as receipts in advance at the balance sheet date and are separately disclosed within creditors.

i Deferred expenditure

Expenditure on brochures, advertising and promotional initiatives, which relates to the following year's trading is carried forward at the balance sheet date so that this expenditure is matched with the relevant year's income.

j Deferred taxation

Provision is made for deferred taxation, using the liability method on all material timing differences which are not expected to continue in the foreseeable future.

k Foreign currencies

Exchange differences arising in respect of revenue transactions for the year are included in the profit and loss account. Assets and liabilities existing at balance sheet date are translated at year end rates except where covered by forward contracts where the contract rate is used.

In accounts of overseas subsidiaries have been translated using the net investment method. Under the net investment method the balance sheets have been translated at year end rates and the profit and less accounts at weighted average rates for the year except where the net results are covered by forward exchange contracts. Resultant translation differences are taken to reserves and are matched with realised profits or losses arising from forward fereign currency contracts entered into to provide a currency hedge against the effect of changes in the rates of exchange on the value of the net investment in the overseas subsidiaries.

1 Goodwill

Goodwill which is established as a result of a purchase of a business is either written off to reserves or amerised in accordance with the directors' best estimate of its useful economic life.

m Pension benefits

Annual contributions are made to the UK defined benefit pension scheme on the advice of actuaries for funding of retirement benefits in order to build up reserves for participating employees during the employee's working life to pay to the employee or dependent a pension after retirement. The costs of providing these benefits are charged to the profit and loss account on a regular basis. Overseas subsidiaries make provisions for pensions in accordance with local law and practice.

2 Turnover

Turnover, which all arises from continuing businesses, comprises sales to third parties net of value added tax and commissions receivable from insurers.

3 Analysis of turnover and

profits			Contr	ibutions
	Tur	nover	to prefit	
	1994	1993	1994	1993
	£'000	£'900	£'000	£'000
Tour operations and other services	137,507	130,240	8,680	5,340
United Kingdom	90,530	84,847		
United States	44,928	42,673		
Australia	2,049	2,720		
	137,507	130,240		
			-	

The accounts do not contain details of profits and net assets by geographical area as, in the opinion of the Directors, disclosure of such information would be seriously prejudicial to the interests of the Group. The Group's turnover and profits are derived from the provision of services, mainly to people aged over sixty.

4	Net investment income	1994	1993
		£'000	£'000
	Interest on deposits	2,887	2 524
	Other investment income		3,574
		6	. 8
	Interest received from holding company	399	620
		3,292	4,202
	Bank and other interest payable - Housing loans	(266)	(401)
	- Other	61	(220)
	Prompt payment discounts allowed to customers	(184)	(396)
	Finance lease interest	`(83)	(116)
	•	2,820	3,069
			5,009
		√ √ √	,
<u>.</u>			
5	Profit before taxation is stated after charging	, 1994	1993
		£'000	£'000
	Depreciation of tangible fixed assets	1,490	1,514
	Loss on disposal of tangible fixed assets	19	63
	Hire of equipment	, 451	267
	Auditors' remuneration - audit	97	98
	- other services (UK)	16	21
	Emoluments of directors of the Company (Note 6)	638	520
	Property lease charges	784	527
	AV		

* 1 -	 -		
6	Employs & S directors	1994 £000 57	1993 £000 57
	Fees	511	396
	Demuneration	70 _	67_
	Pensions to former directors	638	520
		And the second s	. ,
		,	<u>.</u>
	The emoluments, excluding pension contributions,	of directors of the Company were:	••
		1994 £	.1993 £
		199,447	151,819
	Chairman and highest paid director	1225-1-11	
	Chamman and movement	>	
		xyham	Number
	and although in engler	Number	1
	Other directors in scale:	1	ī
	£ 20,001 to £ 25,000	1	1
	£ 30,001 to £ 35,001	•	- -
	£ 90,001 to £ 95,000	1 , (1)	1
	£110,001 to £115,000	-	-
	£115,001 to £120,000 £150,001 to £155,000	1	
	£150,001 to £155,000	,	
		1004	1993
	7 Staff costs (excluding directors emoluments)	1994	£'000
	7 Staff costs (excluding an ectors chief	£'000	
		12,476	11,040
	Wages and salaries	865	∴ 785 *20
	Social security costs	515	429
	Other pension costs		12,254
		13,856	996
		995	990
	Average number of persons employed		

8 Pension costs

The Group operates a fined benefit pension scheme in the UK and a defined contribution scheme overseas. The pension cost in the UK was £503,000 and £56,000 overseas.

In the UK an actuarial valuation of assets and liabilities of the scheme is carried out triennially by external professional actuaries to determine the financial position of the scheme and to enable the Group to determine the contributions to be made to the scheme.

The actuaries have confirmed that, on the basis of the actuarial assumptions and methods used, the scheme's assets at 1 December 1992 fully covered its liabilities based on the covered salary levels and service to the valuation date.

The most recent valuation was conducted as at 1 December 1992 at which date the market value of the scheme assets was £4,005,000. This valuation was prepared using the projected unit credit method and showed that the level of funding was 86%. The actuaries recommended future contributions of 15% of pensionable salary of which 1.5% represents the amount expected to be necessary to achieve a funding level of 100%. The main financial assumptions used in the valuation were that the rate of return on the investments be 9% per annum, that the rate of salary growth be 7.5% per annum and that the guaranteed rate of pension increase be 5% per annum.

9	Tax on profit on ordinary activities	1994 £'000	1993 COO3
	The charge/(credit) based on the profit for the year comprises:		2000
	UK corporation tax @ 33%	1,934	245
	Group relief @33%	813	1,023
	Overseas taxes	351	359
	Adjustments relating to prior years	(123)	47
	Deferred tax	2,975 (156)	1,674 69
		2,819	1,743

10 Profit for the financial year

Of the profit after taxation for the financial year, £3,840,000 (1993 £3,733,000) has been dealt within the accounts of the Company. The directors have taken advantage of the exemption given by the Companies Act 1985 Section 230 in not publishing separately a Company Profit and Loss Account.

II Tangible fixed assets

Group	Land and buildings £000	Computers	Plant and other equipment £'000	Total £000
Cost or valuation: At 31 January 1993	6,876	7,745	2,892	17,423
Exchange adjustments Additions Disposals	1,597	(15) 1,332 (332)	(3) 600 (84)	(18) 3,529 (416)
At 31 January 1994	8,473	8,730	3,315	20,518
Depreciation: At 31 January 1993 Exchange adjustments Charge for year Disposals	956 - 194	5,661 (30) 1,022 (309)	1,935 (4) 274 (76)	8,552 (34) 1,490 (385)
At 31 January 1994	1,150	6,344	2,129	9,623
Net book amounts At 31 January 1994	7,323	2,386	1,186	10,895
Net book amounts At 31 January 1993	5,920	2,084	867	8,871
Company				0,071
Cost or valuation: At 31 January 1993 Additions Disposals	6,877 1,597	4,572 278	1,8 <i>5</i> 2 582	13,301 2,457
At 31 January 1994	8,474	4,850	2,434	15,758
Depreciation: At 31 January 1993 Charge for year Disposals	957 194	3,764 415	1,400 160	6,121 769
At 31 January 1994	1,151	4,179	1,560	6 900
Net book amounts At 31 January 1994	7,323	671	874	6,890 8,868
Net book amounts At 31 January 1993	5,920	808	452	7,180

Land and buildings consists of freehold properties and short leasehold properties. Short leasehold comprises cost of £75,000 and accumulated depreciation of £75,000 at 31 January 1994.

As at 31 January 1994 the directors have contracted for £72,000 (1993 - £60,000) future capital expenditure and have authorised, but not contracted for, future capital expenditure amounting to £258,000 (1993 - £320,000)

On 5 April, 1990 The Saga Building, one of the company's freehold properties, was revalued at £5,300,000 by a firm of Chartered Surveyors on an open market existing use basis. Depreciation on the revaluation uplift amounted to £82,080 during the year. Included in land and buildings are amounts in respect of land, with an original cost of £2,547,000 which have not been depreciated.

With the exception of certain land and buildings, all tangible fixed assets are stated at historic cost. The historic cost of land and buildings is as follows:

	Group £'000	•	Company £'000
Cost	4,369		4,369
Aggregate depreciation	829		829
Net book amount 31 January 1994	3,540		3,540
Net book amount 31 January 1993	2,056		2,056

The net book amount of tangible fixed assets includes £1,198,000 (1993 - £338,000) for the Group and £402,000 for the Company (1993 - £261,000) in respect of assets held under finance leases. Depreciation for the year on these assets was £321,761 (1993 - £353,000) for the Group and £184,608 or the Company (1993 - £313,000).

12 Investment in subsidiary undertakings Cost	1994 £'000	1993 £'000
At 31 January 1993	5,681	5,281
Additions	280	400
	5,961	5,681
Revaluation	'	•
Balance brought forward	3,557	3,404
Adjustments for the year	1,534	153
	5,091	3,557
Net book amount at 31 January 1994	11,052	9,238

The shares in all directly owned subsidiaries are subject to a legal charge in favour of the principal bankers of Saga Leisure Limited, the parent company.

Main operating subsidiary undertakings of Saga Group Limited all of which are wholly owned:

		Country of incorporation or registration		Nature of Business	
	Saga Holidays Limited Inter-Church Travel Limited Saga Publishing Limited Saga Services Limited MetroMail Limited Saga International Holidays Limited	England England England England England USA		Tour opera Tour opera Publishing Financial : Mail proce Tour opera	ating services essing
13	Current asset investments	31st Ja Group £'000	nuary 1994 Company £'000		uary 1993 Company £'000
	Deposits with financial institutions and local authorities -				
	Held in trust Other	7,226 7,276	8,250 8,250	36,043 36,043	7,500 7,500

Holiday monies received by the group's U.K. tour operating businesses from customers in advance of holiday departure dates, are paid directly into independently controlled trusts. The monies remain in trust until the tour operating companies have fulfilled their obligations to the customer.

Group deposits amounting to £9,068,000 (1993 - £9,365,000) have maturity dates in excess of one year. Although these investments could be realised at short notice it is anticipated that they will be held until maturity.

14 Cash at bank and in hand		31st Jar Group £'000			31st January 1993 Group Company £'000 £'000	
	Held in trust (see note 13) Other	727 1,028 1,755		504 504		
15	Stock	1994 £'000	14	1993 £'000		
	Stock	1,364		1,987		

Stock comprises completed housing units held for resale and land held for development.

16	Debters	31sı J	алиагу 1994	31st Jai	mary 1993
		Group	Company	Grown	Company
		£'000	£000	£000	£'000
	Trade debtors	6,449	2	4 220	-
	Due from parent undertaking	0,447	4	4,310	5
	Other debtors	946	68	2,691	2,691
	Prepayments	3,118		1,593	396
	Taxation recoverable	578	155	3,095	199
			141		30
		11,091	366	11,966	3,321
-1	G				
17	Creditors	31st Ja	nuary 1994	31st Jan	uary 1993
	- amounts falling due within one year	Group	Company		Company
		£'000	£'000	£'000	000'£
	Bank overdraft	1,024	324	491	00
	Advance receipts (see footnote below)	20,170	J2 4	19,690	22
	Trade creditors	23,660	1,033	•	
	Due to parent undertaking	378	1,0 <i>33</i> 378	19,709	1,133
	Due to subsidiary undertakings	370		-	-
	Corporate taxation	1 000	9,819	-	10,785
	Other taxation and social security	1,980	226	393	47
	Other creditors	492	9	417	-
	Accruals and deferred income	384	229	190	110
	Leasing	9,008	715	4,696	1,128
	Bank loan	668	391	343	303
		•		4,000	-
		57,764	13,124	49,929	13,528
					

Of the amount included in advance receipts, £12,288,000 relates to advance customer holiday deposits which are held in trust, as explained in note 13.

18 Creditors - amounts falling due after more than one year	31st J Group £'000	anuary 1994 Company £'000		uary 1993 Company £'000
Leasing	902	456	686	607

19 Obligations under finance leases

The capital amounts due under finance lease obligations are as follows:

	31st Ja	31st January 1994		31st January 1993	
	Group £000	Company £000		Company £'000	
Within one year	668	391	343	303	
Within two to five years	902	456	686	607	
	1,570	847	1,029	910	

20	Provision for liabilities and charges	31st Ja	31st January 1994			
	Deferred taxation	Group £'000	Company £'000			
	Balance at 31 January 1993	335	128			
	Charge for the year	(156)	(128)			
	Exchange adjustment	(2)	-			
	Balance at 31 January 1994	177				

The major components of the provision for deferred taxation are:

	31st Ja	31st January 1994		uary 1993
	Group £'000	Company £'000	Group £'000	Company £'000
Accelerated capital allowances	177	-	291	127
Short term timing differences		-	44	1
	177	-	335	128

At 31 January 1994 the full potential liability for deferred tax of the Group was £177,000 (1993 - £689,000) and of the Company £NIL (1993 - £161,000).

The above figures exclude deferred tax on capital gains which would arise if freehold properties or investments in subsidiaries were sold at their revalued amounts as it is the intention that such assets will be retained for use in the business.

21 Lease commitments

Operating leases

The annual commitment under non-cancellable operating leases is as follows:

		31st)	January 1994	31st Jar	uary 1993
		Group	Company	•	Company
	Land and buildings	£'000	£000	£'000	£'000
	Leases expiring:				
	Within 1 year		-	-	-
	Within 2 to 5 years	43	-	133	-
	Thereafter	701	52	625	52
		744	52	758	52
	Plant & machinery		1	•	
	Leases expiring:-				
	Within 1 year	118	118	122	97
	Within 2 to 5 years	300	189	181	135
	Thereafter	5		-	~
		423	307	303	232
22	Called up share capital		1994 £'000		1993 £'000
	Authorised				2000
	27,000,000 Ordinary shares of 20p each	'n	5,400		5,400
	Allotted and fully paid				
	18,086,076 Ordinary shares of 20p each		3,617		3,617
23	Reserves				
	_		Revaluation	Currency	Profit
	Group	Premium	Reserve Ed	qualisation	and Loss
		Account £'000	£'000	Account	Account
				£'000	£'000
	At 31 January 1993	84	3,865	264	6,120
	Currency fluctuations Depreciation transfer	•	(92)	53	- 00
	Retained profit	-	(82)	-	82 2,061
	At 31 January 1994	84	3,783	317	8,263
	Company	0.4	0.00-	,	
	At 31 January 1993	84	9,895	264	90
	Currency fluctuations Depreciation transfer	•	(82)	53	82
	Revaluation of investment in subsidiaries	•	2,021	<u>-</u>	04
	Retained profit			-	40
	At 31 January 1994	84	11,834	317	212

24 Contingent liabilities

At 31 January 1994 there were contingent liabilities under counter indemnities given to the Company's bankers in respect of financial bonds and other guarantees amounting to £4,500,750 (1993 - £9,003,000);

25 Ultimate parent undertaking

The ultimate parent undertaking is Saga Leisure Limited which is incorporated in England. The accounts of the company have been included in the consolidated accounts of Saga Leisure Limited.

Report of the Auditors to the Members of Saga Group Limited

We have audited the accounts on pages 3 to 18 which have been prepared under the historical cost convention, modified by the revaluation of certain freehold propenties and investments in subsidiaries, and on the basis of the accounting policies set out on pages 7 and 8.

Respective responsibilities of directors and auditors

As described on page 2, the group's directors are responsible for the preparation of the accounts. It is our responsibility to form an independent opinion, based on our audit, on those accounts and to report our opinion to you.

Basis of opinion

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the accounts, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the accounts are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the accounts.

Opinion

In our opinion the accounts give a true and fair view of the state of affairs of the company and of the group as at 31 January 1994 and of the profit for the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Ernst & Young

Chartered Accountants Registered Auditor

London

5th May 1994

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