# ANNUAL REPORT AND ACCOUNTS

**31 JANUARY 1999** 



**Company Registration Number: 638891** 

# SAGA GROUP LIMITED Directors' Report

Directors:

R M De Haan (Chairman)

H F Anthony T B Bull A R Deacon P C De Haan J A Goodsell 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 1999.

## Principal activities and review of business developments

The Group's principal activity consists of the provision of a wide range of services to people aged fifty and over, including holidays, insurance, financial services and publishing.

The past year has been an excellent one for the Group with profitability achieving record levels. The directors anticipate further growth in profits in the year to 31 January 2000.

As at the date of this report, the Group's new headquarters building in Folkestone was at the final stages of completion. The contracted expenditure commitments in respect of the building as at 31 January 1999 are set out in note 11 to these accounts.

### Subsequent events and future developments

The directors anticipate that 1999/2000 will see a continuation of the Group's long term strategy of developing its core businesses.

#### Results and dividends

The profit for the year before taxation amounts to £20,650,000. A dividend totalling £12,500,000 has been paid to Saga Leisure Limited. After taxation and dividend the retained profit of £494,000 has been added to reserves.

#### **Directors**

The directors of the company during the year to 31 January 1999 were those listed above, K E L Coyne who resigned on 21 January 1999 and Dr O McDonald who resigned on 7 October 1998. R M De Haan and T B Bull retire by rotation and, being eligible, offer themselves for re-election. J A Goodsell was appointed on 7 October 1998; he retires and, being eligible, offers himself for election.

# SAGA GROUP LIMITED Directors' Report continued

#### **Directors' Interests**

As Messrs R M De Haan and P C De Haan are directors of the ultimate parent undertaking, their interests are set out in the accounts of that company. A R Deacon and M E Hatch are directors of the ultimate parent undertaking and have no interest in the shares of the company or the ultimate parent undertaking. T B Bull, J A Goodsell and H F Anthony have no interest in the shares of the company or the ultimate parent undertaking.

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

#### **Donations**

During the year the group made UK charitable donations amounting to £182,000. In addition, a charitable trust controlled by the principal shareholders of the ultimate parent undertaking made UK charitable donations amounting to £257,000 in the year to 31 January 1999. 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. 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 provide 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.

## Directors' Report continued

#### YEAR 2000 COMPLIANCE

Many computer and digital storage systems express dates using only the last two digits of the year and will thus require modification or replacement to accommodate the year 2000 ("Y2K") and beyond in order to avoid malfunctions and resulting widespread commercial disruption.

Whilst the Y2K risk cannot be eliminated entirely, the Group has invested considerable time and resources in ensuring that associated risks are kept to an acceptable minimum. A central database of equipment, hardware, software and applications including non-IT systems was compiled and assessed for compliance. The next stage was to address any cases of non-compliance by replacement, conversion or modification and, as of the date of this report, this process was substantially complete. Similar assurances have been sought from suppliers which are critical to the Group's operations.

We made no separate estimate of the cost of implementing the action plans as much of them are subsumed into the recurring activities of the departments involved.

#### 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 Company and of the Group and of the profit of the Group 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 / Peter De Haan

> Secretary 13 May 1999

By order of the Board

# Consolidated profit and loss account For the year ended 31 January 1999

	Note	1999 £'000	1998 £'000
Turnover	3	276,086	257,696
Cost of sales		(166,638)	(166,755)
Gross profit		109,448	90,941
Administrative and marketing expenses		(93,183)	(77,501)
Net investment income	4	4,385	3,875
Profit on ordinary activities before taxation	5	20,650	17,315
Taxation  Profit on ordinary activities after taxation	9	(7,656) 12,994	(5,697) 11,618
Dividend		(12,500)	(10,750)
Retained profit for the year	23	494	868

# For the year ended 31 January 1999

Statement of total recognised gains and losses		
	1999	1998
	£'000	£'000
Profit for the year after taxation	12,994	11,618
Exchange differences arising on foreign currency		
net investments in overseas subsidiaries	70	43
Total recognised gains relating to the year	13,064	11,661
Prior year adjustment	-	(3,537)
Total gains recognised since last report	13,064	8,124
Reconciliation of movement in shareholders' funds	1999 £'000	1998 £'000
Profit for the year after taxation	12,994	11,618
Exchange differences arising on foreign currency net investment		
in overseas subsidiaries	70	43
Dividends paid	(12,500)	(10,750)
	564	911
Shareholders' funds brought forward	19,469	18,558
Shareholders' funds carried forward	20,033	19,469

# SAGA GROUP LIMITED Consolidated Balance Sheet As at 31 January 1999

	Note	1999 £'000	1998 £'000
Fixed assets			
Tangible assets	11	66,929	52,594
Current assets			
Investments	13	134,787	101,644
Stock	15	752	325
Debtors	16	44,840	40,876
Cash at bank and in hand	14	4,391	2,939
	_	184,770	145,784
Creditors			
- amounts falling due within one year	17 _	208,626	152,883
Net current liabilities		(23,856)	(7,099)
Total assets less current liabilities	_	43,073	45,495
Creditors			
- amounts falling due after more than one year	18	21,000	25,526
Provisions for liabilities	,		
and charges	20	2,040	500
•	_	20,033	19,469
Capital and reserves			
Called up share capital	22	3,617	3,617
Share premium account	23	84	84
Currency equalisation account	23	578	508
Profit and loss account	23 _	15,754	15,260
Equity shareholders' funds	=	20,033	19,469

R M De Haan

P C De Haan 13 May 1999 Directors

# SAGA GROUP LIMITED Company Balance Sheet As at 31 January 1999

Note £	1999 1998 1900 £'000
Fixed assets	
Tangible assets 11 36	,830 19,869
<del>-</del>	,930 23,930
60	,760 43,799
Current assets	
Investments 13 5	,000 -
Debtors - including amounts due after one year 16 10	,271 25,778
Cash at bank and in hand 14	5 3
15	,276 25,781
Creditors	
- amounts falling due within one year 17 52	,261 31,690
Net current liabilities (36,	985) (5,909)
Total assets less current liabilities 23	775 37,890
Creditors	
- amounts falling due after more than one year 18 8.	,849 25,236
Provision for liabilities and charges 20	200
14,	726 12,654
Capital and reserves	
~	617 3,617
Share premium account 23	84 84
Currency equalisation account 23	- 788
Profit and loss account 23 11,	025 8,165
Equity shareholders' funds 14,	726 12,654

R M De Haan

P C De Haan 13 May 1999

7

#### Notes on the Accounts

#### 1 Accounting Policies

#### a Accounting convention

The accounts are prepared under the historical cost convention, and in accordance with applicable accounting standards.

#### b Basis of consolidation

The consolidated accounts incorporate the accounts of the Company and each of its subsidiaries for the year ended 31 January 1999.

#### c Turnover

Turnover from tour operations is recognised upon departure date with the exception of cruises where turnover is recognised on a daily basis if the cruise ship is owned by the group. Commission income from insurers is recognised at the commencement of the period of risk. Additional commissions from insurers may be earned dependent upon the underwriting results of the business insured. The income is recognised when the results of this business can be determined reasonably. All other income is recognised as earned.

### d Tangible fixed assets

Tangible fixed assets are stated at cost less amounts written off. The cost of fixed assets less their expected residual value is depreciated by equal instalments over the following periods:

### Land and buildings

Land nil
Buildings 50 years

Related fittings various up to a maximum of 10 years

Leasehold properties over the period of the lease

Cruise ship various up to a maximum of 13 years

Computers various up to a maximum of 3 years

Plant and other equipment various up to a maximum of 10 years

Computer development costs are capitalised and are depreciated over 3 years from the time that the particular development becomes fully functional.

#### e 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.

#### f Stocks

Stocks are valued at the lower of cost and net realisable value.

#### Notes on the Accounts continued

#### g 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.

#### h 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.

#### i 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.

# j 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 the balance sheet date are translated at year end rates except where covered by forward contracts where the contract rate is used.

The 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 loss 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 foreign 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.

#### k Goodwill

Goodwill previously eliminated against reserves has not been reinstated on implementation of FRS10.

#### l Pension benefits

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 cost of providing these benefits is charged to the profit and loss account on a regular basis. Overseas subsidiaries make provisions for pensions in accordance with local law and practice.

#### m Government grants

Government grants received in respect of capital expenditure are released into the profit and loss accounts in equal instalments over the expected useful life of the relevant assets.

## 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 by geographical area

	1999 £'000	1998 £'000
<del>-</del>	231,792	209,596
United States	44,294	48,100
<u>.</u>	276,086	257,696

The accounts do not contain details of profits and net assets by geographical area as, in the opinion 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 single activity of providing services to people aged fifty and over.

4	Net investment income			1999	1998
				£'000	£'000
	Interest on deposits			8,441	5,858
	Other interest receivable			10	103
				8,451	5,961
	Intercompany interest			(3,055)	(1,865)
	Loan interest			(892)	-
	Other interest payable		-	(18)	(48)
	Finance lease interest			(101)	(173)
			:	4,385	3,875
5	Profit before taxation is sta	ated after charging		1999	1998
				£'000	£'000
	Depreciation of tangible fix	ed assets		4,746	2,776
	Auditors' remuneration	- for audit services		128	120
		- for non-audit services		115	51
	Property lease charges			864	890
	Hire of plant and machinery		_	1,101	1,117

6	Directors' emoluments	1999	1998
		£'000	£'000
	Emoluments	1,401	1,240
	Compensation for loss of office	157	-
	Paid under long term incentive plan	-	125
	Pensions to former directors	70_	65
		1,628	1,430
		1999	1998
	Members of defined benefit pension scheme	5	4
	The amounts in respect of the highest paid director are as follows:		
		1999	1998
		£'000	£'000
	Emoluments	519	512
		1999	1998
	Defined benefit pension scheme:	£'000	£'000
	Accrued pension at end of year	229	175
7	Staff costs (excluding directors'emoluments)	1999	1998
,	Stan costs (excituing directors emoidments)	£'000	£'000
	Wages and salaries	29,975	25,432
	Social security costs	2,398	1,930
	Other pension costs	2,561	1,662
	•	34,934	29,024
	Average number of persons employed	1,777	1,638

#### Notes on the Accounts continued

#### 8 Pension costs

The Group operates a defined benefit pension scheme in the UK and a defined contribution scheme overseas. The pension cost in the UK was £2,416,000 (1998 - £1,609,000) and £203,000 (1998 - £116,000) overseas.

The increased pension cost in the year ended 31 January 1999 arose from increases in the number, and the average pensionable salaries, of scheme members. Included in debtors is a pension contribution prepayment of £1.96m (1998 - nil).

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 scheme's funds are held independently of the Group's assets.

The most recent full valuation was conducted as at 1 December 1995 at which date the market value of the scheme assets was £8,058,000. This valuation was prepared using the projected unit method and showed that the level of funding was 89% allowing for salaries projected to retirement or earlier withdrawal. The actuaries recommended future contributions of 15% of pensionable salary of which 1.1% represents the amount expected to be necessary to achieve a funding level of 100% over the average future working lifetime of the membership. The main financial assumptions used in the valuation were that the rate of return on the investments is 9% per annum, the rate of salary growth is 7.5% per annum, the rate of price inflation is 5% per annum and the guaranteed rate of pension increase is 5% per annum.

Preliminary results of the full valuation of the scheme at 1 December 1998 indicate that, using the basis underlying the Minimum Funding Requirement, there was a provisional deficit of £2,563,000. This shortfall has since been eliminated though additional payments made to the scheme.

9	Tax on profit on ordinary activities	1999	1998
	,	- £'000	£'000
	The charge based on the profit for the year comprises:		
	UK corporation tax @ 31% (1998 - 31%)	5,856	3,946
	Group relief @ 31% (1998 - 31%)	764	616
	Overseas taxes	(464)	507
	Adjustments relating to prior years	(40)	128
		6,116	5,197
	Deferred tax	1,540	500
		7,656	5,697

#### 10 Profit for the financial year

Of the profit after taxation for the financial year, £14,572,000 (1998 - £15,305,000) has been dealt with in 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.

# 11 Tangible fixed assets

I augible fixed assets			Other	
	Land and	Cruise	fixed	
	buildings	ship	assets	Total
Group	£'000	£'000	£'000	£'000
Cost or valuation	2000	2000	2000	2000
At 1 February 1998	19,340	32,695	17,238	69,273
Exchange adjustments	17,540	52,055	(10)	(10)
Additions	15,952	730	2,396	19,078
Disposals	13,232	-	(762)	(762)
At 31 January 1999	35,292	33,425	18,862	87,579
The ST Samuary 1999				07,575
Depreciation				
At 1 February 1998	1,336	762	14,581	16,679
Exchange adjustments	-	-	(13)	(13)
Charge for year	16	3,415	1,315	4,746
Disposals	<u> </u>		(762)	(762)
At 31 January 1999	1,352	4, <u>177</u>	15,121	20,650
Net book amounts				
At 31 January 1999	33,940	29,248	3,741	66,929
Net book amounts				
At 1 February 1998	18,004	31,933	2,657	52,594
Company				
Cost or valuation		_		
At 1 February 1998	19,340		10,757	30,097
Additions	15,952		1,877	17,829
At 31 January 1999	35,292	_	12,634	47,926
Depreciation				
At 1 February 1998	1,336		8,892	10,228
Charge for year	16		852	868
At 31 January 1999	1,352	_	9,744	11,096
Net book amounts				
At 31 January 1999	33,940		2,890	36,830
Net book amounts				
At 1 February 1998	18,004	_	1,865	19,869

#### Notes on the Accounts continued

# 11 Tangible fixed assets cont'd.

As at 31 January 1999 the directors have contracted for £4,143,000 (1998 - £8,961,000) of future capital expenditure.

Included in land and buildings are amounts in respect of land, with an original cost of £2,547,000 which have not been depreciated.

All tangible fixed assets are stated at historic cost.

The net book amount of tangible fixed assets includes £706,000 (1998 - £1,041,000) for the Group and £691,000 for the Company (1998 - £1,006,000) in respect of assets held under finance leases. Depreciation for the year on these assets was £347,000 (1998 - £850,000) for the Group and £327,000 for the Company (1998 - £329,000).

12 Investment in subsidiary undertakings	1999	1998
	£'000	£'000
Cost		
Balance brought forward	24,790	12,830
Additions	-	13,750
Disposals	-	(1,790)
At 31 January	24,790	24,790
Provision		
Balance brought forward	(860)	(2,492)
Disposals	-	1,632
At 31 January	(860)	(860)
Net book amount at 31 January	23,930	23,930

The shares in all directly owned subsidiaries are subject to a legal charge in favour of the group's principal bankers.

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	England	Tour operating
Inter-Church Travel Limited	England	Tour operating
Saga Publishing Limited	England	Publishing
Saga Services Limited	England	Financial services
Saga Investment Direct Limited	England	Regulated investment products
MetroMail Limited	England	Mail processing
Saga Shipping Company Limited	England	Cruising
Saga International Holidays Limited	USA	Tour operating

#### Notes on the Accounts continued

## 13 Current asset investments

Deposits with financial institutions and					
local authorities -	31st January 1999		31st January 1998		
	Group	Company	Group	Company	
	£'000	£'000	£'000	£'000	
Held in trust	79,550	-	45,366	-	
Other	55,237	5,000	56,278		
	134,787	5,000	101,644	· <u></u>	

Monies received in respect of holiday packages by the group's UK 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. (See also, the footnote to note 17).

Group deposits amounting to £22,588,000 (1998 - £16,500,000) 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 January 1999 Group Company £'000 £'000		31st Jan Group £'000	uary 1998 Company £'000
	Held in trust (see note 13)	1,174	-	1,379	-
	Other	3,217	5	1,560	3
		4,391	5	2,939	3
1.5	G. I	1000		1000	
15	Stock	1999		1998	
		£'000		£'000	
		Group		Group	
	Stock	752		325	
				-	
16	Debtors	31st Jar	31st January 1999		uary 1998
		Group	Company	Group	Company
		£'000	£'000	£'000	£'000
	Trade debtors	20,809	7	20,135	13
	Other debtors	4,053	1,391	4,094	840
	Prepayments and deferred expenditure	19,062	2,225	16,436	2,425
	Amounts owed by group undertaking	_	6,500	_	22,500
	Taxation recoverable	916	148	211	<u>-</u>
		44,840	10,271	40,876	25,778

The amount owed by group undertaking is receivable after more than one year.

Included within prepayments are amounts paid in respect of pensions by the Group of £1,806,000, 1998 - £nil (Company - £1,517,000, 1998 - £nil) which are chargeable to profit and loss account after more than one year.

17	Creditors	31st Jan	uary 1999	31st January 1998	
	- amounts falling due within one year	Group	Group Company		Company
		£,000	£'000	£'000	£'000
	Bank loan	2,667	-	_	-
	Bank overdraft	2,384	770	3,255	832
	Advance receipts (see footnote below)	49,835	-	48,187	_
	Trade creditors	69,870	830	44,646	894
	Due to group undertakings	45,474	41,393	23,143	25,384
	Corporate taxation	4,872	103	3,359	147
	Other taxation and social security	1,772	627	1,830	482
	Other creditors	7,035	256	7,882	205
	Accruals and deferred income	24,131	7,860	19,678	3,165
	Leasing (see note 19)	586	422	903	581
		208,626	52,261	152,883	31,690

Of the amount included in advance receipts, £38,856,000 (1998 - £35,905,000) relates to advance customer holiday deposits which are held in trust, as explained in note 13.

18	Creditors	31st January 1999		31st January 1998		
	- amounts falling due after more than one year	Group	Group Company		Group Company	
		£'000	£'000	£'000	£'000	
	Bank loan	12,000	-	-	-	
	Due to group undertaking	6,500	6,500	22,500	22,500	
	Deferred government grants	2,208	2,208	2,173	2,173	
	Leasing (note 19)	292	141	853	563	
		21,000	8,849	25,526	25,236	
	The bank loan falls due for repayment:					
	Between 1 and 2 years	2,667	-			
	Between 2 and 5 years	8,000				
	After 5 years	1,333				
		12,000				

Interest rates on the bank loans are on a variable basis linked to LIBOR.

# 19 Obligations under finance leases

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

	31st Janu	31st January 1999		iary 1998
	Group	Group Company		Company
	£'000	£'000 £'000		£'000
Within one year	586	422	903	581
Within two to five years	292	141	853	563
	878	563	1,756	1,144

20	Provision for liabilities and charges	31st Ja	muary 1999	31st Jan	31st January 1998	
		Group	Company	Group	Company	
	Deferred taxation	£'000	£'000	£'000	£'000	
	Balance at beginning of year	500	-	-	-	
	Charge for the year	1,540	200	500		
	Balance at end of year	2,040	200	500	-	

All of the above deferred tax liabilities relate to accelerated capital allowances.

At 31 January 1999 the full potential liability for deferred tax of the Group was £2,040,000 (1998 - £500,000) and of the Company £200,000 (1998 - £nil).

# 21 Lease commitments

Operating leases

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

31st January 1999		31st January 1998	
Group	Company	Group	Company
£'000	£'000	£'000	£'000
100	91	46	46
836	71	769	151
		88	<u> </u>
936	162	903	197
546	545	187	176
578	547_	584	536
1,124	1,092	771	712
1999	1998		
£'000	£'000		
5,400	5,400		
3,617	3,617		
	Group £'000  100 836  936  546 578  1,124  1999 £'000  5,400	Group Company £'000  100 91 836 71	Group Company £'000 £'000  100 91 46 836 71 769 - 88  936 162 903  546 545 187 578 547 584  1,124 1,092 771  1999 1998 £'000 £'000  5,400 5,400

#### 23 Reserves

	Share	Currency	Profit
Group	Premium	Equalisation	and Loss
	Account	Account	Account
	£'000	£'000	£'000
At 1 February 1998	84	508	15,260
Currency fluctuations	-	70	-
Retained profit		<u> </u>	494
At 31 January 1999	84	578	15,754

The cumulative amount of goodwill written off at 31 January 1999 is £271,000 (1998 - £271,000)

### Company

At 1 February 1998	84	788	8,165
Other movements	-	(788)	788
Retained profit			2,072
At 31 January 1999	84		11,025

## 24 Contingent liabilities

At 31 January 1999 there were contingent liabilities under counter indemnities given to the Company's bankers in respect of financial bonds and other guarantees amounting to £2,959,000 (1998 - £2,819,000). The company is party to a guarantee in favour of the principal bankers of Saga Leisure Limited, as security for the borrowings of that company. The amount subject to guarantee at 31 January 1999 was £50 million (1998 - £50 million). In addition, a bank holds a mortgage over the group's cruise ship, as security against borrowing by Saga Shipping Limited in the amount of £14,667,000.

## 25 Related party transactions

During the year Saga Holidays Limited used the services of David De Haan Tours Limited (a company resident in New Zealand controlled by a relative of the directors RM De Haan and PC De Haan) as an overseas handling agent. All arrangements were on an "arms-length basis" and amounts paid during the year totalled £1,052,000 in respect of hotel and other direct costs incurred in New Zealand on behalf of the group's tour operating businesses. No material amounts were outstanding at the balance sheet date.

## 26 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 4 to 18 which have been prepared under the historical cost convention and on the basis of the accounting policies set out on pages 8 and 9.

### Respective responsibilities of directors and auditors

As described on page 3, 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 1999 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 Registered Auditor

Ernst & Young

London

**12** May 1999