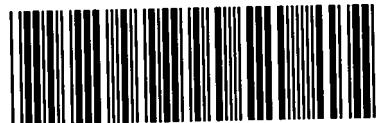


TRAILFINDERS LIMITED

**DIRECTORS' REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 28 FEBRUARY 2014**

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TRAILFINDERS LIMITED

COMPANY INFORMATION

DIRECTORS

M D W Gooley, C.B.E (Chairman)
A M Russell
M Bannister
G Dyer
M B Atkins (resigned 28 February 2014)
M C Raymond
E R Lee
L Breton
J D Nye
M L West
N Davies
F K Gooley
T P Gooley
T M Kelly
S R Gadd
N Orlans (appointed 1 June 2014)
R McHardy (appointed 1 June 2014)

COMPANY SECRETARY

M Bannister

REGISTERED NUMBER

01004502

REGISTERED OFFICE

48 Earls Court Road
London
W8 6FT

INDEPENDENT AUDITORS

Elman Wall Limited
5-7 John Prince's Street
London
W1G 0JN

TRAILFINDERS LIMITED

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TRAILFINDERS LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 28 FEBRUARY 2014

The directors present their report and the financial statements for the year ended 28 February 2014.

DIRECTORS' RESPONSIBILITIES STATEMENT

The directors are responsible for preparing the Strategic report, the Directors' report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the 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 company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

PRINCIPAL ACTIVITIES

The principal activities of the company continue to be those of travel organisers and suppliers of related services.

RESULTS AND DIVIDENDS

The profit for the year, after taxation, amounted to £23,699 thousand (2013 - £15,032 thousand).

Dividends paid during the year were £2,500,000.

MARKET VALUE OF LAND AND BUILDINGS

In the opinion of the Directors the market value of the land and buildings exceeds the current net book value.

TRAILFINDERS LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 28 FEBRUARY 2014

DIRECTORS

The directors who served during the year were:

M D W Gooley, C.B.E (Chairman)
A M Russell
M Bannister
G Dyer
M B Atkins (resigned 28 February 2014)
M C Raymond
E R Lee
L Breton
J D Nye
M L West
N Davies
F K Gooley
T P Gooley
T M Kelly
S R Gadd

No directors had any interest in the shares of the company.

M D W Gooley, M Bannister, A M Russell and E R Lee are directors of the parent company, Trailfinders Group Limited. M D W Gooley owns 100% of the share capital of the parent company.

CHARITABLE DONATIONS

Charitable donations amounting to £750,000 (2013: £875,000) were made to The Mike Gooley Trailfinders Charity, which is an organisation, favouring support of Medical Research, Community projects which encourage young people in outdoor activities and Armed Forces veteran organisations. A further £nil (2013: £23,150) in donations were made to Cancer Research UK.

TRUST ACCOUNT

The company created a trust account in June 1993. This separate legal entity continues to hold all clients' money received for travel arrangements until such time as payment is due to the suppliers. The company receives commission due only after the settlement of supplier accounts.

This method of safeguarding clients' funds is all too rare in the travel industry but, in the opinion of the directors, is by far the soundest and our action puts down a benchmark for others to follow.

EMPLOYEE INVOLVEMENT

Regular meetings with employees' representatives are held to inform them of the development of the business, together with a confidential internal newsletter published monthly and comprehensive company information available on the private internal Knowledgebase intranet which totals some 90,000 pages of information.

DISABLED EMPLOYEES

The directors endeavour to ensure that as far as possible the training, career development and promotion of disabled persons is the same as other employees. Should employees become disabled, every effort is made to ensure that their employment continues and appropriate retraining is received. There was one registered disabled person employed by the company during the year.

TRAILFINDERS LIMITED

**DIRECTORS' REPORT
FOR THE YEAR ENDED 28 FEBRUARY 2014**

DISCLOSURE OF INFORMATION TO AUDITORS


Each of the persons who are directors at the time when this Directors' report is approved has confirmed that:

- so far as that director is aware, there is no relevant audit information of which the company's auditors are unaware, and
- that director has taken all the steps that ought to have been taken as a director in order to be aware of any relevant audit information and to establish that the company's auditors are aware of that information.

AUDITORS

The auditors, Elman Wall Limited, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

This report was approved by the board and signed on its behalf.



M Bannister
Secretary

Date: 18th June 2014.

TRAILFINDERS LIMITED

STRATEGIC REPORT FOR THE YEAR ENDED 28 FEBRUARY 2014

INTRODUCTION

During the year the company operated 25 travel centres in the United Kingdom, 5 in London and one each in the following: Aberdeen, Belfast, Birmingham, Bournemouth, Brighton, Bristol, Cambridge, Canterbury, Cardiff, Chester, Edinburgh, Exeter, Glasgow, Leeds, Liverpool, Manchester, Newcastle, Norwich, Nottingham and Oxford.

BUSINESS REVIEW

Gross sales turnover was at a figure of £566.2m (2013 - £530.5m). The operating profit for the year before taxation was at a figure of £20.474m (2013 - £11.794m) and the profit on Ordinary activities before taxation £30m (2013 - £19.3m). All three representing financial records.

These robust figures indicate that the effects of the 2008 Global Financial Crisis have now passed, however the recovery continues to be volatile with the market requiring constant stimulus by way of keen tactical pricing which continues to pressurise margins. The Directors maintain a sense of guarded optimism for future trading conditions.

PRINCIPAL RISKS AND UNCERTAINTIES

The company's operations are subject to numerous risks such as currency movements, terrorism, disease, adverse weather conditions and other natural phenomena. In addition to managing these risks the legislative burden on the travel industry and in particular the EU Directive on Package Travel places a high cost in meeting the demands and obligations of this regulatory framework.

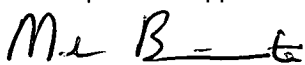
We hold an Air Travel Organisers License granted by the Civil Aviation Authority which ensures that in the very unlikely event of our insolvency our clients would be able to continue with their holiday as planned (if already abroad) or refunded in full if travel has not already commenced. As a double indemnity all client funds are held in a Client Trust Account established in 1993 as a market leader and which continues to offer a unique form of financial guarantee. This separate legal entity holds all client monies received for travel arrangements until such time as payment is due to the supplier. Transactional gross profit is then transferred to the general account following settlement.

We are also a member of The Association of Business Travel Agents (ABTA) and as such we are obliged to maintain a high standard of service governed by ABTA's code of conduct.

It should also be noted that the company operates a policy of reimbursing our clients in the event of an airline failing financially. This guarantee is offered by a method of self insurance and unlike many other travel organisers, Trailfinders does not charge for this protection.

The Directors consider cautious management of our cash reserves to be of paramount importance and this continues to be reflected in the balance sheet. This allows the company to manage all of the aforementioned risks and weather any prolonged down turn in business. It also allows the company to acquire other business opportunities at speed.

This report was approved by the board and signed on its behalf.



M Bannister
Director

Date: 18th Jan 2014

TRAILFINDERS LIMITED

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF TRAILFINDERS LIMITED

We have audited the financial statements of Trailfinders Limited for the year ended 28 February 2014, set out on pages 7 to 22. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the 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 company's members those matters we are required to state to them in an Auditors' 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 company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As explained more fully in the Directors' responsibilities statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

SCOPE OF THE AUDIT OF THE FINANCIAL STATEMENTS

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Strategic report and the Directors' report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

OPINION ON FINANCIAL STATEMENTS

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 28 February 2014 and of its profit 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.

OPINION ON OTHER MATTER PRESCRIBED BY THE COMPANIES ACT 2006

In our opinion the information given in the Strategic report and the Directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements.

TRAILFINDERS LIMITED

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF TRAILFINDERS LIMITED

MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- 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 directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

Elman Wall Limited

Ian Palmer (Senior statutory auditor)

for and on behalf of
Elman Wall Limited

5-7 John Prince's Street
London
W1G 0JN

Date: *18 June 2014*

TRAILFINDERS LIMITED

**PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 28 FEBRUARY 2014**

	Note	2014 £000	2013 £000
TURNOVER	1,2	566,231	530,548
Cost of sales		(493,881)	(465,517)
GROSS PROFIT		72,350	65,031
Administrative expenses		(62,128)	(59,122)
Other operating income	3	10,252	5,885
OPERATING PROFIT	4	20,474	11,794
Income from other fixed asset investments		3,241	2,769
Profit on disposal of investments		2,239	284
Interest receivable and similar income		4,053	4,491
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		30,007	19,338
Tax on profit on ordinary activities	8	(6,308)	(4,306)
PROFIT FOR THE FINANCIAL YEAR	19	23,699	15,032

All amounts relate to continuing operations.

There were no recognised gains and losses for 2014 or 2013 other than those included in the Profit and loss account.

The notes on pages 10 to 22 form part of these financial statements.

TRAILFINDERS LIMITED
REGISTERED NUMBER: 01004502

BALANCE SHEET
AS AT 28 FEBRUARY 2014

	Note	£000	2014 £000	£000	2013 £000
FIXED ASSETS					
Tangible assets	9		25,542		23,680
Investments	10		60,989		43,249
			<u>86,531</u>		<u>66,929</u>
CURRENT ASSETS					
Stocks	12	64		69	
Debtors	13	4,314		6,294	
Monies held on trust	14	167,132		153,214	
Cash at bank and in hand		82,796		82,791	
		<u>254,306</u>		<u>242,368</u>	
CREDITORS: amounts falling due within one year	15	<u>(155,141)</u>		<u>(144,543)</u>	
NET CURRENT ASSETS			<u>99,165</u>		<u>97,825</u>
TOTAL ASSETS LESS CURRENT LIABILITIES			<u>185,696</u>		<u>164,754</u>
CREDITORS: amounts falling due after more than one year	16		-		(233)
PROVISIONS FOR LIABILITIES					
Deferred tax	17		(11)		(35)
NET ASSETS			<u>185,685</u>		<u>164,486</u>
CAPITAL AND RESERVES					
Called up share capital	18		94		94
Share premium account	19		27		27
Revaluation reserve	19		999		999
Capital redemption reserve	19		12		12
Other reserves	19		4		4
Profit and loss account	19		184,549		163,350
SHAREHOLDERS' FUNDS	20		<u>185,685</u>		<u>164,486</u>

TRAILFINDERS LIMITED

BALANCE SHEET (continued)
AS AT 28 FEBRUARY 2014

The financial statements were approved and authorised for issue by the board and were signed on its behalf on



M D W Gooley, C.B.E (Chairman)
Director



M Bannister
Director

18th June 2014

The notes on pages 10 to 22 form part of these financial statements.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 28 FEBRUARY 2014**

1. ACCOUNTING POLICIES

1.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention as modified by the revaluation of freehold land and buildings and in accordance with applicable accounting standards.

The company is itself a subsidiary company and is exempt from the requirement to prepare group accounts by virtue of section 400 of the Companies Act 2006. These financial statements therefore present information about the company as an individual undertaking and not about its group.

1.2 Cash flow

The company, being a subsidiary undertaking where 90% or more of the voting rights are controlled within the group whose consolidated financial statements are publicly available, is exempt from the requirement to draw up a cash flow statement in accordance with FRS 1.

1.3 Turnover

Transactions relating to customers travel bookings are recognised in the financial statements at such times as payments are received from customers and deposited to the trust accounts. This treatment reflects the fact that customers retain the right to change or cancel their travel bookings at any time up to the date of payment. In accordance with the terms of the trust, transactions relating to customers' bookings are reflected in turnover when there is reasonable certainty that such transactions will be completed.

Turnover represents gross sales value to customers of air tickets, travel insurance, hotel bookings and other related services.

1.4 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost or valuation less depreciation. Depreciation is provided at rates calculated to write off the cost or valuation of fixed assets, less their estimated residual value, over their expected useful lives on the following bases:

Freehold property	-	2% - 2.5% straight line
Leasehold buildings	-	Over period of lease
Plant and machinery	-	6.67% - 20% straight line
Motor vehicles	-	6.67% - 20% straight line
Fixtures, fittings & equipment	-	10% straight line
Computer equipment	-	10% - 33.33% straight line

1.5 Revaluation of properties

Individual freehold and leasehold properties are carried at current year value at the balance sheet date. A full valuation was last obtained in 1987 and 1999 and frozen under FRS15.

Revaluation gains and losses are recognised in the statement of total recognised gains and losses unless losses exceed the previously recognised gains or reflect a clear consumption of economic benefits, in which case the losses are recognised in the Profit and loss account.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 28 FEBRUARY 2014**

1. ACCOUNTING POLICIES (continued)

1.6 Investments

Fixed asset investments are stated at cost less provision for impairment.

Long term investments in which the company has participating interests are stated at cost less provision for impairment. Listed investments and unlisted investments are stated at cost less provision for impairment.

1.7 Leasing

Assets obtained under finance leases are capitalised as tangible assets and depreciated over the shorter of the lease term and their useful lives. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods.

Rentals payable under operating leases are charged against income on a straight line basis over the lease term.

1.8 Stocks

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

1.9 Deferred taxation

Deferred taxation is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted.

1.10 Foreign currencies

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to profit and loss account.

1.11 Pensions

The company operates a defined contribution pension scheme and the pension charge represents the amounts payable by the company to the fund in respect of the year.

TRAILFINDERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 28 FEBRUARY 2014**

2. TURNOVER

The whole of the turnover is attributable to its principal activity wholly undertaken in the United Kingdom.

3. OTHER OPERATING INCOME

	2014 £000	2013 £000
Rent receivable	465	404
Exchange gains	9,787	5,481
	<u>10,252</u>	<u>5,885</u>

4. OPERATING PROFIT

The operating profit is stated after charging:

	2014 £000	2013 £000
Depreciation of tangible fixed assets:		
- owned by the company	2,651	2,642
- held under finance leases	116	116
Operating lease rentals:		
- other operating leases	2,041	2,020
Difference on foreign exchange	(9,787)	(5,481)
	<u></u>	<u></u>

5. AUDITORS' REMUNERATION

	2014 £000	2013 £000
Fees payable to the company's auditor and its associates for the audit of the company's annual accounts	55	55
Fees payable to the company's auditor in respect of: All other non-audit services not included above	23	26
	<u></u>	<u></u>

TRAILFINDERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 28 FEBRUARY 2014**

6. STAFF COSTS

Staff costs, including directors' remuneration, were as follows:

	2014 £000	2013 £000
Wages and salaries	35,956	33,896
Other pension costs	239	189
	<u>36,195</u>	<u>34,085</u>

The average monthly number of employees, including the directors, during the year was as follows:

	2014 No.	2013 No.
Travel consultants	543	535
Management and administration	321	320
	<u>864</u>	<u>855</u>

7. DIRECTORS' REMUNERATION

	2014 £000	2013 £000
Remuneration for qualifying services	<u>2,624</u>	<u>1,817</u>
Company pension contributions to defined contribution pension schemes	<u>72</u>	<u>80</u>

During the year retirement benefits were accruing to 8 directors (2013 - 8) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £434 (2013 - £340), and pension contributions of £25 (2013 - £24).

TRAILFINDERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 28 FEBRUARY 2014**

8. TAXATION

	2014 £000	2013 £000
Analysis of tax charge in the year		
Current tax (see note below)		
UK corporation tax charge on profit for the year	6,325	4,260
Adjustments in respect of prior periods	7	11
Total current tax	<u>6,332</u>	<u>4,271</u>
Deferred tax (see note 17)		
Origination and reversal of timing differences	(24)	35
Tax on profit on ordinary activities	<u>6,308</u>	<u>4,306</u>

Factors affecting tax charge for the year

The tax assessed for the year is lower than (2013 - lower than) the standard rate of corporation tax in the UK of 23.08% (2013 - 24.15%). The differences are explained below:

	2014 £000	2013 £000
Profit on ordinary activities before tax	<u>30,007</u>	<u>19,338</u>
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 23.08% (2013 - 24.15%)	6,926	4,670
Effects of:		
Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	38	27
Depreciation in excess of capital allowances	73	100
Capital allowances	139	128
Adjustments to tax charge in respect of prior periods	7	11
Non-taxable income	(537)	(69)
Chargeable gains / (losses)	397	38
Dividends and distributions received	(727)	(643)
Other differences leading to an increase (decrease) in the tax charge	16	9
Current tax charge for the year (see note above)	<u>6,332</u>	<u>4,271</u>

TRAILFINDERS LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 28 FEBRUARY 2014

9. TANGIBLE FIXED ASSETS

	Freehold property £000	Leasehold buildings £000	Plant and machinery £000	Motor vehicles £000	Fixtures and fittings £000	Total £000
Cost or valuation						
At 1 March 2013	19,327	3,228	25,577	183	8,505	56,820
Additions	3,351	4	1,171	-	152	4,678
Disposals	-	-	(665)	-	(134)	(799)
At 28 February 2014	22,678	3,232	26,083	183	8,523	60,699
Depreciation						
At 1 March 2013	3,751	2,095	20,784	162	6,348	33,140
Charge for the year	454	148	1,606	12	547	2,767
On disposals	-	-	(621)	-	(129)	(750)
At 28 February 2014	4,205	2,243	21,769	174	6,766	35,157
Net book value						
At 28 February 2014	18,473	989	4,314	9	1,757	25,542
At 28 February 2013	15,576	1,133	4,793	21	2,157	23,680

The net book value of assets held under finance leases or hire purchase contracts, included above, are as follows:

	2014 £000	2013 £000
Plant and machinery	465	581

Cost or valuation at 28 February 2014 includes £548,000 derived from professional valuations made in 1987 on the basis of open market value for continuing use in accordance with the Statement of Assets Valuation Practice No. 4 and the Guidance Notes of the Royal Institution of Chartered Surveyors and £836,000 derived from professional valuations made on 26 February 1999. Valuations were made on the basis of open market value for continuing use by two firms of chartered surveyors, Lewis Craig and Harpers. These valuations have been frozen, as the company has taken advantage of the transitional provisions on adoption of FRS 15.

At the year end the cost and depreciation carried forward for long leasehold properties was £423,195 (2013: £401,320) and £81,543 (2013: £71,326) respectively.

TRAILFINDERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 28 FEBRUARY 2014**

9. TANGIBLE FIXED ASSETS (continued)

If the land and buildings had not been included at valuation they would have been included under the historical cost convention as follows:

	2014 £000	2013 £000
Cost	25,109	21,411
Accumulated depreciation	(6,175)	(5,587)
Net book value	18,934	15,824

10. FIXED ASSET INVESTMENTS

	Investments in subsidiary companies £000	Listed investments £000	Unlisted investments £000	Total £000
Cost or valuation				
At 1 March 2013	21,898	21,156	195	43,249
Additions	-	22,565	-	22,565
Disposals	-	(4,825)	-	(4,825)
At 28 February 2014	21,898	38,896	195	60,989
Net book value				
At 28 February 2014	21,898	38,896	195	60,989
At 28 February 2013	21,898	21,156	195	43,249

Listed investments

The market value of the listed investments at 28 February 2014 was £45,382,309 (2013 - £26,234,261).

11. PRINCIPAL SUBSIDIARIES

The following were subsidiary undertakings of the company:

Company name	Country	Percentage Shareholding	Class
Trailfinders Ireland Limited	Republic of Ireland	100	Ordinary
Bloomfield Wilderness Lodge Pty. Limited*	Australia	100	Ordinary
Hinterland Aero Engineering Pty. Limited*	Australia	100	Ordinary
Trailfinders Pty. Limited	Australia	100	Ordinary
Hinterland Aviation Pty. Limited*	Australia	100	Ordinary
Trailfinders (Australia) Pty. Limited*	Australia	100	Ordinary

TRAILFINDERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 28 FEBRUARY 2014**

11. PRINCIPAL SUBSIDIARIES (continued)

Company name	Country	Percentage Shareholding	Class
Mount Louis Grazing Pty. Limited*	Australia	100	Ordinary

* wholly owned by Trailfinders Pty. Limited

Listed investments are long term investments and have therefore been classified under fixed asset investments.

Unlisted investments include £195,000 in respect of 195,000 ordinary £1 shares in Britannic Group (Holdings) Limited, which represents 48.75% of the share capital of that company. As the company does not exercise significant influence over the financial and operating policy of Britannic Group (Holdings) Limited, the results of that company are not incorporated into these financial statements. Britannic Technologies Limited is a fully owned subsidiary of Britannic Group (Holdings) Limited.

Britannic Group (Holdings) Limited is incorporated in Great Britain and registered in England and Wales. The consolidated capital and reserves of Britannic Group (Holdings) Limited at 31 March 2013, being the latest available audited accounts, amounted to £2,068,632 (2012: £2,014,523) and the profit after taxation for the year ended 31 March 2013 amounted to £154,109 (2012: £208,067).

12. STOCKS

	2014 £000	2013 £000
Finished goods and goods for resale	64	69

13. DEBTORS

	2014 £000	2013 £000
Due after more than one year		
Other debtors	607	622
Due within one year		
Trade debtors	707	1,787
Other debtors	818	871
Prepayments and accrued income	2,182	3,014
	<u>4,314</u>	<u>6,294</u>

TRAILFINDERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 28 FEBRUARY 2014**

14. Monies held on trust

	2014 £000	2013 £000
Cash at bank and in hand	167,132	153,214

The company established a trust on 15 June 1993 to hold and safeguard amounts received from customers. The amounts held on trust are represented by bank balances. Amounts held on trust are only available to settle liabilities arising from the customers' travel arrangements and related services and the company's profit margin thereon. Interest arising from the funds held on trust belongs to the company.

The trust account also holds Irish funds which remain as amounts payable to Trailfinders Ireland Limited.

**15. CREDITORS:
Amounts falling due within one year**

	2014 £000	2013 £000
Net obligations under finance leases and hire purchase contracts	233	233
Trade creditors	112,848	104,166
Amounts owed to group undertakings	28,072	29,294
Corporation tax	2,907	1,677
Other taxation and social security	1,078	1,195
Other creditors	5,015	3,192
Accruals and deferred income	4,988	4,786
	155,141	144,543

Other creditors includes £1,919,219 (2013: £132,883) due to M D W Gooley, a director of the company. The amount is interest free.

**16. CREDITORS:
Amounts falling due after more than one year**

	2014 £000	2013 £000
Net obligations under finance leases and hire purchase contracts	-	233

Obligations under finance leases and hire purchase contracts, included above, are payable as follows:

	2014 £000	2013 £000
Between one and five years	-	233

TRAILFINDERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 28 FEBRUARY 2014**

17. DEFERRED TAXATION

	2014 £000	2013 £000
At beginning of year	35	-
(Released during)/charge for year (P&L)	(24)	35
At end of year	<u>11</u>	<u>35</u>

The provision for deferred taxation is made up as follows:

	2014 £000	2013 £000
Accelerated capital allowances	<u>11</u>	<u>35</u>

The provision is calculated at a corporation tax rate of 23% and relates to other short term timing differences.

18. SHARE CAPITAL

	2014 £000	2013 £000
Allotted, called up and fully paid		
940,800 Ordinary shares of £0.10 each	<u>94</u>	<u>94</u>

TRAILFINDERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 28 FEBRUARY 2014**

19. RESERVES

	Share premium account £000	Capital redempt'n reserve £000	Revaluation reserve £000	Other reserves £000	Profit and loss account £000
At 1 March 2013	27	12	999	4	163,350
Profit for the financial year	-	-	-	-	23,699
Dividends: Equity capital	-	-	-	-	(2,500)
At 28 February 2014	<u>27</u>	<u>12</u>	<u>999</u>	<u>4</u>	<u>184,549</u>

OTHER RESERVES**Capital redemption reserve**

Balance at 1 March 2013 & at 28 February 2014	<u>12</u>
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Capital reserve

Balance at 1 March 2013 & at 28 February 2014	<u>4</u>
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20. RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS

	2014 £000	2013 £000
Opening shareholders' funds	164,486	149,454
Profit for the financial year	23,699	15,032
Dividends (Note 21)	(2,500)	-
Closing shareholders' funds	<u>185,685</u>	<u>164,486</u>

21. DIVIDENDS

	2014 £000	2013 £000
Dividends paid on equity capital	<u>2,500</u>	<u>-</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 28 FEBRUARY 2014**

22. CONTINGENT LIABILITIES

The company has given guarantees and indemnities at 28 February 2014 amounting to £940,184 (2013: £2,951,230) to travel suppliers and in respect of travel agency bonds. Barclays Bank plc holds a charge over £1.265 million of cash deposits in relation to these indemnities and guarantees and also in respect of travel suppliers and travel agency bonds. Barclays Bank plc also hold a charge over £3.25 million in relation to indemnities and guarantees provided on behalf of Trailfinders Ireland Limited in respect of travel suppliers and agency bonds within Ireland.

At the year end Allied Irish Bank held Inter company cross guarantees between the company and Trailfinders Ireland Limited, a wholly owned subsidiary undertalking.

23. PENSION AND OTHER POST-RETIREMENT BENEFIT COMMITMENTS

The company operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund and amounted to £239,453 (2013 - £188,745). Contributions totalling £61,979 (2013 - £0) were payable to the fund at the balance sheet date and are included in creditors.

24. OPERATING LEASE COMMITMENTS

At 28 February 2014 the company had annual commitments under non-cancellable operating leases as follows:

	Land and buildings	
	2014	2013
	£000	£000
Expiry date:		
Within 1 year	46	46
Between 2 and 5 years	715	535
After more than 5 years	1,198	1,409
	<u> </u>	<u> </u>

TRAILFINDERS LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 28 FEBRUARY 2014

25. RELATED PARTY TRANSACTIONS

Mr E R Lee, a director of the company, is a partner with William Heath & Co. solicitors, whose firm is one of those instructed by the company in the ordinary course of business on legal matters. During the year the company has been charged £24,209 (2013: £15,100) by William Heath & Co for legal services.

During the year the company purchased goods and services to the value of £798,342 (2013: £788,714) from Britannic Technologies Limited (see note 8). The balance owed to Britannic Technologies Limited at the year end was £28,806 (2013: £22,371).

During the year the company made donations of £750,000 (2013: £875,000) to the Mike Gooley Trailfinders Charity, a registered charity. Mr M D W Gooley, Mr T P Gooley, Mrs F Gooley, Mrs L Breton and Mr M Bannister, directors of the company, are trustees of the charity.

An amount of £271,560 (2013: £271,559) is due from Trailfinders Sports Club Limited, a company owned by two of the company's directors, Mr A M Russell and Mr E Lee. During the year, the company was charged £202,696 (2013: £122,243) by Trailfinders Sports Club Limited for sponsorship and various other services.

At the year end the company owed M D W Gooley £1,919,219 (2013: £132,883) after a net movement of £1,786,336 during the year.

The company has taken advantage of the exemption in Financial Reporting Standard Number 8 from the requirement to disclose transactions with group companies on the grounds that consolidated financial statements are prepared by the ultimate parent company.

26. ULTIMATE PARENT UNDERTAKING AND CONTROLLING PARTY

The ultimate parent company is Trailfinders Group Limited, a company registered in England and Wales.

Trailfinders Group Limited prepares group financial statements and copies can be obtained from 23 Abingdon Road, London W8 6AL. The ultimate control of the company and the Group rests with M D W Gooley, the Group Chairman.