# ANNUAL REPORT AND ACCOUNTS

**31 JANUARY 2001** 

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COMPANIES HOUSE 25/08/01

Company Registration Number: 638891

# SAGA GROUP LIMITED Directors' report

Directors:

R M De Haan (Chairman)

T B Bull A R Deacon J A Goodsell M E Hatch

S M Howard

(appointed 1 April 2000)

P Phillipson

(appointed 18 December 2000)

TCKK Wright

Secretary:

R J Fraser

Registered Office:

The Saga Building, Enbrook Park, Folkestone, Kent, CT20 3SE

The directors submit their report together with the audited accounts of the Group for the year ended 31 January 2001.

# 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, radio broadcasting 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 2002.

#### Subsequent events and future developments

The directors anticipate that 2001/2002 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 £33,869,000 A dividend totalling £22,000,000 has been paid to Saga Leisure Limited. After taxation and dividend the retained profit of £4,805,000 has been added to reserves.

## **Directors**

The directors of the company during the year ended 31 January 2001 were those listed above and H F Anthony who retired on 14 March 2001. P Phillipson was appointed on 18 December 2000. He retires and, being eligible, offers himself for re-election. R M De Haan, J A Goodsell and M E Hatch retire by rotation and, being eligible, offer themselves for re-election.

### Directors' report continued

#### Directors' interests

R M De Haan is a director of the ultimate parent undertaking, Saga Leisure Limited, and his interest in shares are set out in the accounts of that company. No other director has an 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 and other payments

During the year the Group made payments to various charitable and non-profit making organisations totalling £560,000. This included £302,000 of donations and £50,000 of payments in kind to UK charitable organisations. In addition, the Group has made payments sponsoring charitable and other non-profit making organisations and events totalling £208,000. 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 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. Ernst & Young has stated that, subject to the approval of its partners, it is intending to transfer its business to a limited liability partnership during the forthcoming year. If this happens, it is the current intention of the Directors to use their statutory powers to treat the appointment of Ernst & Young as extending to Ernst & Young LLP.

# Directors' report continued

# 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.

By order of the Board

R J Fraser Secretary 17 May 2001

The Saga Building Enbrook Park Folkestone Kent CT20 3SE

# Consolidated profit and loss account for the year ended 31 January 2001

	Note	2001 £'000	2000 £'000
Turnover	3	311,860	284,905
Cost of sales		(177,720)	(166,138)
Gross profit		134,140	118,767
Administrative and marketing expenses		(105,172)	(94,268)
Investment income	4	6,060	4,950
Operating profit		35,028	29,449
Share of operating loss in joint venture		(222)	
Profit before finance costs		34,806	29,449
Finance costs	5	(937)	(1,262)
Profit on ordinary activities before taxation	6	33,869	28,187
Taxation	10	(7,064)	(9,027)
Profit on ordinary activities after taxation		26,805	19,160
Dividend		(22,000)	(14,500)
Retained profit for the year	24	4,805	4,660

# SAGA GROUP LIMITED Year ended 31 January 2001

Dividends

Shareholders' funds brought forward

Shareholders' funds carried forward

Statement of total recognised gains and losses

#### 2001 2000 £'000 £'000 Profit for the year after taxation 26,805 19,160 Exchange differences arising on foreign currency net investments in overseas subsidiaries (273)6 26,532 19,166 Total gains recognised since last report Reconciliation of movement in shareholders' funds 2001 2000 £'000 £'000 Profit for the year after taxation 26,805 19,160 Exchange differences arising on foreign currency net investments in overseas subsidiaries (273)

(22,000)

4,532

24,699

29,231

(14,500)

4,666

20,033

24,699

Consolidated balance sheet as at 31 January 2001			
·		2001	2000
No	ote	£'000	£'000
Fixed assets			
Tangible assets	2	63,720	65,047
		03,720	
Investment in joint venture: Share of gross assets		159	_
Share of gross liabilities		(314)	_
Similar of Bross Hachines			
		(155)	_
		63,565	65,047
Current assets	•	74.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.	
Investments 1	4	138,027	125,504
Stock 1		889	617
Debtors – including amounts due after more than one year		61,196	48,398
Cash at bank and in hand		7,815	4,029
		207,927	178,548
Creditors		201,921	170,540
- amounts falling due within one year 1	8	(216,260)	(197,137)
Net current liabilities	,	(8,333)	(18,589)
		<del></del>	
Total assets less current liabilities		55,232	46,458
		•	
Creditors			
- amounts falling due after more than one year 1	9	(26,001)	(18,393)
Provisions for liabilities and charges 2	1		(3,366)
		29,231	24,699
			<del></del>
Capital and reserves			
Called up share capital 2	:3	3,617	3,617
Share premium account 2	24	84	84
- 3 1	.4	311	584
Profit and loss account 2	4	25,219	20,414
Equity shareholders' funds		29,231	24,699

R M De Haan

S M Howard

17 May 2001

# Company balance sheet as at 31 January 2001

		2001	2000
	Note	£'000	£'000
Fixed assets			
Tangible assets	12	36,327	37,898
Investments	13	23,931	23,930
		60,258	61,828
Current assets			
Debtors – including amounts due after more than one year	17	9,114	9,135
Cash at bank and in hand	15	2	6
	•	9,116	9,141
Creditors			
- amounts falling due within one year	18	37,450	43,457
Net current liabilities		(28,334)	(34,316)
Total assets less current liabilities		31,924	27,512
Creditors			
- amounts falling due after more than one year	19	(8,956)	(9,060)
Provisions for liabilities and charges	21	(1,383)	(1,429)
		21,585	17,023
Capital and reserves	:		
Called up share capital	23	3,617	3,617
Share premium account	24	84	84
Profit and loss account	24	17,884	13,322
Equity shareholders' funds		21,585	17,023

R M De Haan

S M Howard

17 May 2001

#### Notes to 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 2001. Entities in which the group holds an interest on a long term basis and are jointly controlled by the group and one or more other venturers under a contractual arrangement are treated as joint ventures. In the group accounts, joint ventures are accounted for using the gross equity method.

#### 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. This income is recognised when the results of this business can be determined reasonably. Income received in advance relating to long term commercial agreements is recognised over the period of the agreement. 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

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

Costs relating to cruise-ship dry-dockings are capitalised and depreciated over the period up to the next dry-dock.

#### 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 to 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 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.

#### l Government grants

Government grants received in respect of capital expenditure are released into the profit and loss account 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

	2001	2000
	£'000	£'000
United Kingdom	274,541	245,609
United States	37,319	39,296
	311,860	284,905

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	Investment income	2001	2000
		£'000	£'000
	Interest on deposits	8,171	7,083
	Intercompany interest	(2,141)	(2,183)
	Other interest receivable	30	50
		6,060	4,950
5	Finance costs	2001	2000
		£'000	£'000
	Loan interest	890	1,190
	Finance lease interest	42	61
	Other interest payable	5	11
		937	1,262
6	Profit before taxation is stated after charging/(crediting):	2001	2000
		£'000	£'000
	Depreciation of tangible fixed assets	5,684	5,390
	Deferred government grant release	(52)	(43)
	Auditors' remuneration - for audit services	139	133
	- for non-audit services	83	104
	Property lease charges	1,172	806
	Hire of plant and machinery	1,563	1,859

7	Directors' emoluments	2001	2000
		£'000	£'000
	Employments	1 500	2.060
	Emoluments Compensation for loss of office	1,588	2,960 250
	Pensions to former directors	- 81	230 79
	Tonsions to formor directors		<del></del>
		1,669	3,289
		2001	2000
	Members of defined benefit pension scheme	5	4
		<del></del> -	
		0.11	
	The amounts in respect of the highest paid director are a	is follows:	
		2001	2000
		£'000	£'000
	Emoluments	534	2,026
			_
		2001	2000
	Defined benefit pension scheme:	£'000	£'000
	Accrued pension at end of year	286	226
	The state of the s	280	236
8	Staff costs	2001	2000
		£'000	£'000
	Wages and salaries	40,115	36,064
	Social security costs	3,017	2,765
	Other pension costs	2,439	2,006
		45,571	40,835
	Average number of persons employed	2.240	1.074
	reverage number of persons employed	2,249	1,974

#### 9 Pension costs

The Group operates a defined benefit and defined contribution pension scheme in the UK and a defined contribution scheme overseas. The pension cost in the UK was £2,166,000 (2000 - £1,736,000) and £273,000 (2000 - £270,000) overseas. Included in debtors is a pension contribution prepayment of £1,854,000 (2000 - £2,020,000).

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 1998 at which date the actuarial valuation of the Scheme assets was £15.7m. This valuation was prepared using the projected unit funding method and showed that the level of funding was 87% allowing for salaries projected to retirement or earlier withdrawal. Pension benefits accruing after 1 July 2000 were affected by an amendment to the Scheme rules which restricts the increases in pensions in payment to Limited Price Indexation (LPI). This means that annual increases will be made equal to the Retail Price Index (RPI), limited to a maximum increase of 5%. The main financial assumptions used in the valuation were that the rate of return on investments is 8% per annum, the rate of salary growth is 6.5% per annum and the rate of price inflation is 4% per annum. A Minimum Funding Requirement (MFR) valuation was also undertaken at 1 December 1998, as required by the Pensions Act 1995, using a prescribed method and set of assumptions. The MFR Funding Level was found to be 88% representing a shortfall of assets against liabilities of £2,563,000. The group made special payments to the Scheme equal to the MFR shortfall identified. In response to a recent interim MFR valuation the contribution rate has been increased from 15% to 15.5% on the advice of the scheme actuary. The next full actuarial valuation will be conducted on 1st December 2001.

10	Tax on profit on ordinary activities	2001	2000
		£'000	£'000
	The charge based on the profit for the year comprises:		
	UK corporation tax @ 30% (2000 - 30.2%)	8,968	6,985
	Group relief @ 30% (2000 - 30.2%)	1,484	1,413
	Overseas taxes	11	33
	Adjustments relating to prior years	(33)	(730)
		10,430	7,701
	Deferred tax - current year	(3,366)	810
	- prior years	-	516
		7,064	9,027

The effective tax rate in 2001 is low as a consequence of the group's cruising subsidiary benefiting from the new Tonnage Tax regime.

# 11 Profit for the financial year

Of the profit after taxation for the financial year, £4,700,000 (2000 – £16,819,000) 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.

12	Tangible fixed assets	Freehold			•
		Land and	Cruise	Other	
		Buildings	Ship	Assets	Total
	Group	£'000	£'000	£'000	£'000
	Cost or valuation				
	At 1 February 2000	37,737	33,414	19,820	90,971
	Exchange adjustments	<u>-</u>		158	158
	Additions	335	22	3,991	4,348
	Disposals	-	(2,049)	(1,572)	(3,621)
	At 31 January 2001	38,072	31,387	22,397	91,856
	Depreciation				
	At 1 February 2000	2,370	7,394	16,160	25,924
	Exchange adjustments	-	-	149	149
	Charge for year	1,232	3,254	1,198	5,684
	Disposals	-	(2,049)	(1,572)	(3,621)
	At 31 January 2001	3,602	8,599	15,935	28,136
	Net book amounts				
	At 31 January 2001	34,470	22,788	6,462	63,720
	Net book amounts				
	At 1 February 2000	35,367	26,020	3,660	65,047
	Company				
	Cost or valuation				
	At 1 February 2000	37,737		13,099	50,836
	Additions	335		90	425
	Disposals	•		-	-
	At 31 January 2001	38,072	=	13,189	51,261
	Depreciation				
	At 1 February 2000	2,370		10,568	12,938
	Charge for year	1,231		765	1,996
	Disposals	-		-	-
	At 31 January 2001	3,601	-	11,333	14,934
	Net book amounts				
	At 31 January 2001	34,471	·	1,856	36,327
	At 1 February 2000	35,367	=	2,531	37,898

## Notes to the accounts continued

#### 12 Tangible fixed assets continued.

As at 31 January 2001 the directors had contracted for £nil (2000 - £134,000) 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 £3,110,000 (2000 - £410,000) for the Group and £290,000 (2000 - £410,000) for the Company in respect of assets held under finance leases. Depreciation for the year on these assets was £311,000 (2000 - £298,000) for the Group and £119,000 (2000 - £281,000) for the Company.

13	Investments	2001 £'000	2000 £'000
	Cost Provision	24,791 (860)	24,790 (860)
		23,931	23,930

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

The main operating subsidiary undertakings of Saga Group Limited, all of which are wholly owned, are listed below:

	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 Digital Radio Limited	England	Radio broadcasting
Saga International Holidays Limited	USA	Tour operating

Saga Group Limited holds a 50% interest in a joint venture company, Saga Flights.com Limited, a company registered in England. The company sells flights and other services via the Internet.

#### Notes to the accounts continued

#### 14 Current asset investments

Deposits with financial institutions and local authorities -

	2001	2000
	Group	Group
	£'000	£'000
Held in trust	59,421	55,252
Other	78,606	70,252
	138,027	125,504

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 18).

Group deposits amounting to £23,588,000 (2000 - £26,088,000) 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.

15	Cash at bank and in hand  Held in trust (see note 14)	2001 Group £'000 1,854	2000 Group £'000 1,656	2001 Company £'000	2000 Company £'000
	Other	5,961	$\frac{2,373}{4,029}$	2	6
16	Stock	2001 Group £'000	2000 Group £'000		
	Stock	889	617		
17	Debtors	2001 Group £'000	2000 Group £'000	2001 Company £'000	2000 Company £'000
	Trade debtors	33,936	23,151	21	11
	Amounts due from joint venture company	252	-	252	-
	Other debtors	3,350	3,774	380	644
	Prepayments and deferred expenditure	23,150	20,957	1,961	1,980
	Amounts owed by group undertakings	-	-	6,500	6,500
	Taxation recoverable	508	516	-	-
		61,196	48,398	9,114	9,135

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

Included within prepayments are amounts paid in respect of pensions by the Group of £1,687,000 (2000 - £1,852,000) and by the Company £1,326,886 (2000 - £1,459,000) which are chargeable to profit and loss account after more than one year.

18	Creditors	2001	2000	2001	2000
	- amounts falling due within one year	Group	Group	Company	Company
		£'000	£'000	£'000	£'000
	Bank loan	2,667	2,667	-	-
	Bank overdraft	1,454	914	677	262
	Advance receipts (see footnote below)	60,340	55,225	-	-
	Trade creditors	85,993	62,878	61	86
	Due to group undertakings	26,576	41,394	28,876	34,345
	Due to joint venture company	67	-	67	-
	Corporate taxation	5,724	5,081	350	250
	Other taxation and social security	3,552	2,781	774	1,487
	Deferred government grants	52	-	52	-
	Other creditors	2,878	2,108	646	528
	Accruals and deferred income	26,021	23,836	5,947	6,358
	Leasing (see note 20)	936	253		141
		216,260	197,137	37,450	43,457

Of the amount included in advance receipts, £47,618,000 (2000 - £45,142,000) relates to advance customer holiday deposits which are held in trust, as explained in note 14.

19	Creditors	2001	2000	2001	2000
	- amounts falling due after more than one year	Group	Group	Company	Company
		£'000	£'000	£'000	£'000
	Bank loan	6,666	9,333	-	-
	Due to group undertaking	6,500	6,500	6,500	6,500
	Deferred income	9,687	-	-	-
	Deferred government grants	2,456	2,560	2,456	2,560
	Leasing (note 20)	692	-	-	-
		26,001	18,393	8,956	9,060
	The bank loan falls due for repayment:	<del></del>		<del></del>	<u> </u>
	Between one and two years	2,666	2,667		
	Between two and five years	4,000	6,666		
	After five years				
		6,666	9,333		

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

## Notes to the accounts continued

# 20 Obligations under finance leases

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

		2001	2000	2001	2000
		Group	Group	Company	Company
		£'000	£'000	£'000	£'000
	Within one year	936	253	~	141
	Within two to five years	692	-	~	-
		1,628	253	-	141
21	Provisions for liabilities and charges  Balance at beginning of year (Credit)/charge for the year  Balance at end of year	2001 Group £'000 3,366 (3,366)	2000 Group £'000 2,040 1,326	2001 Company £'000 1,429 (46)	2000 Company £'000 200 1,229
	is married and value of a family	<del></del>	5,500		1,127

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

At 31 January 2001 the full potential liability for deferred tax of the Group was £nil (2000 - £3,366,000) and of the Company £1,383,000 (2000 - £1,429,000).

#### 22 Lease commitments

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

	2001	2000	2001	2000
	Group	Group	Company	Company
Land and buildings	£'000	£'000	£'000	£'000
Leases expiring:				
Within one year	27	44	27	44
Within two to five years	1,049	877	60	27
After five years	450	-	25	-
	1,526	921	112	71
Plant & machinery				
Leases expiring:-				
Within one year	312	359	312	359
Within two to five years	1,230	1,082	1,191	1,048
After five years	33			
	1,575	1,441	1,503	1,407

#### Notes to the accounts continued

## 23 Called up share capital

	2001	2000
Authorised	£'000	£'000
27,000,000 ordinary shares of 20p each	5,400	5,400
Allotted and fully paid		
18,086,076 ordinary shares of 20p each	3,617	3 <u>,6</u> 17

#### 24 Reserves

	Share	Currency	Profit	
Group	Premium Equalisation			
	Account	Account	Account	
	£'000	£'000	£'000	
At 1 February 2000	84	584	20,414	
Currency fluctuations		(273)		
Retained profit			4,805	
At 31 January 2001	84	311	25,219	

The cumulative amount of goodwill written off at 31 January 2001 is £271,000 (2000 - £271,000)

#### Company

At 1 February 2000	84	-	13,322
Retained profit			4,562
At 31 January 2001	84	-	17,884

#### 25 Contingent liabilities

At 31 January 2001 there were contingent liabilities under counter indemnities given to the Company's bankers in respect of financial bonds and other guarantees amounting to £3,227,000 (2000 - £3,359,000). The company's cruise subsidiary benefits from a lower tax charge as a result of the new Tonnage Tax regime. If the company were to opt out of Tonnage Tax, a deferred tax liability of £2,700,000 would arise.

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 2001 was £30,150,000 (2000 - £60,000,000). In addition, a bank holds a mortgage over the group's cruise ship, as security against borrowing by Saga Shipping Company Limited in the amount of £9,335,000 (2000 - £12,000,000).

### 26 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 director R M De Haan) as an overseas handling agent. All arrangements were on an "arms-length basis" and amounts paid during the year totalled £1,108,000 (2000 - £1,151,000) 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.

During the year the Group acquired 50% of the issued share capital of Saga Flights.com Limited. The Group has supplied services to Saga Flights.com Limited in the amount of £483,000.

# 27 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 19 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 company's directors are responsible for the preparation of accounts in accordance with applicable United Kingdom law and accounting standards. It is our responsibility to form an independent opinion, based on our audit, on those accounts and to report our opinion to you. Our responsibilities, as independent auditors, are established in the United Kingdom by statute, the Auditing Practices Board and by our profession's ethical guidance.

### 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 2001 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

London

17 May 2001