

**Sunsail Limited**

Directors' report and financial statements

For the 11-month period ended 30 September 2007

Company Registration Number 1239190

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## **SUNSAIL LIMITED**

### **Report of the directors for the 11-month period ended 30 September 2007**

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The Directors present their report and financial statements of Sunsail Limited for the 11-month period ended 30 September 2007

On 3 September 2007, First Choice Holidays PLC (now First Choice Holidays Limited) merged with the Tourism Division of TUI AG to form TUI Travel PLC. During the period, the Company changed its accounting reference date from 31 October to 30 September to coincide with the accounting reference date of the other companies in the TUI Travel PLC Group of Companies

#### **Principal activity**

The Company is principally engaged in the promotion and provision of sailing and sailing club holidays

#### **Business review**

The loss on ordinary activities before taxation for the 11-month period ended 30 September 2007 amounted to £11,060,000 (2006 loss £4,268,000 (restated)). The Directors do not recommend the payment of a dividend (2006 £nil)

In the 11-month period to 30 September 2007, the Company operating sailing clubs resorts in Turkish and Greek Mediterranean locations and one further club based in the Caribbean

The market for sailing and sailing club holidays was competitive during 2006/7 and the Company also undertook significant restructuring. These factors contributed to a gross loss for the 11-month period of £4,027,000 (2006 12 months gross profit £3,605,000) on turnover of £36,177,000 (2006 12 months £43,310,000)

The restructuring during the period involved reviewing the operation of each sailing club. This has resulted in certain clubs being closed or restructured, giving rise to an exceptional charge of £6,833,000 (2006 £nil) which has been included within the loss for the period. Further details are given in note 3

With the help of careful capacity management and control of overheads, the new structure put in place will provide a better platform for improvements in cost management, revenue maximisation and occupancy levels. The Directors believe that the Company is now well equipped to face the fast-changing environment of 2008 and beyond

The Directors manage risks and uncertainties of the Company in co-ordination with its fellow subsidiaries in the First Choice Holidays Limited ("First Choice") group of companies and, since 3 September 2007, the TUI Travel group of companies. The Directors of TUI Travel review the Company's risks and uncertainties in the context of the whole Group. The Directors of the Company believe that this review process is appropriate given that the Company's operations are managed in co-ordination with those of the TUI Travel Activity Sector. The principal risks and uncertainties which are common to TUI Travel and the Company are

**Geo-political events and natural disasters** The nature of our business means that we continually face the risk of geo-political events or natural disasters. It is for this reason that we ensure we operate with a flexible and efficient business model and minimise the reliance on any one destination

**Commercial relationships** We have well established and close relationships with our suppliers and spread our risk by not placing over-reliance on any one supplier in any particular area. However, if a relationship was lost or damaged with a major supplier this could have a detrimental effect on our business. The management team meets regularly with suppliers to maintain good working relationships

**Information technology** The Company is heavily reliant upon information technology. Investment is being made to ensure that we have advanced and efficient systems in place but there is a risk if there were a major failure – particularly if it were to affect selling systems. Procedures are in place to minimise the time a selling system is unavailable in the event of such a failure

## **SUNSAIL LIMITED**

### **Report of the directors for the 11-month period ended 30 September 2007**

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#### **Business review (continued)**

**Environmental risk** As a tour operator we use aircraft to take people on holidays sometimes to countries where tourism is just developing. This does have an impact on the environment and we take our corporate and social responsibilities seriously at every level. We work with the authorities and suppliers in the destinations we serve to ensure that any local environmental impact is minimised in the best interest of the indigenous population.

As the Directors manage the Company in co-ordination with the management of the TUI Travel Activity Sector, they take the view that analysis using key performance indicators ("KPIs") for the Company on a stand-alone basis is not necessary or appropriate for an understanding of the development, performance and positioning of its businesses. The KPIs which relate to both the Company and TUI Travel are:

- Emphasis on product differentiation
- Increasing control of the distribution of our products
- Expansion of online sales to assist the drive to becoming a primarily direct-sale business

#### **Directors**

The Directors who served during the period and at the date of this report are:

P V Y Cochran  
D Mee  
M R Prior  
J Wimbleton  
C Powell (appointed 3 December 2007)

#### **Employees**

TUI Travel PLC ("TUI Travel"), the ultimate parent company, employs approximately 48,000 people across the Group, based in the UK and throughout the USA, Canada, Africa, Asia, Australia and Continental Europe. Although businesses within the portfolio are at various stages of development and maturity, together we all share common values. The aim is to reward, develop and promote our people in a way that is right for them, taking into account the environment in which they operate.

Our commitment is to:

- Engage employees in our aims and success – and in issues that affect them
- Promote a positive workplace
- Reward them in a way that is relevant to them and reflects their contribution to the Group's success

#### **Rewarding people and valuing their contribution**

TUI Travel's goal is to have a reward strategy that underpins business objectives within Group-wide principles which provide a framework for local environments. Recognising and rewarding our employees in ways that are effective for them is a key driver for engagement and high performance. Our reward strategy takes into account base pay, competency pay, incentives, benefits and non-cash based rewards. We make every effort to measure the input and results of both individuals and teams. Many UK employees participate in the Share Incentive Plan, giving them an interest in the financial performance of their Company.

**Rewarding people and valuing their contribution (continued)**

Ensuring our employees share our aims and are involved in matters which affect them is a key challenge for us. TUI Travel employs people in many countries around the world – a significant number of whom are engaged on a seasonal basis. We start by employing people we believe share our passion for our customers and products and build engagement through consultation and by providing local and global updates in ways that suit the employees' working environment and culture.

We encourage the participation of employees through frequent 'Work in Partnership' meetings led by senior management. Regular meetings take place with recognised trade unions.

TUI Travel has an extranet website to enhance communications across the whole Group and this now provides a central source where all employees can find both external and internal information about the Sectors and various businesses in the Group. Additionally each Sector has its own tailored approach to communication which reflects its own particular needs.

As a Group we operate in diverse cultures and understand the need to rule out discrimination on any grounds including ethnicity, gender, disability and age. If applicable and possible, alternative suitable employment would be found for any employee who becomes disabled during the course of employment provided that they can be employed in a safe working environment. We continue to develop policies on non-discrimination and inclusiveness in line with best practice and these are incorporated into training for line managers as a key part of induction programmes. Unfair treatment of any employee is not tolerated and a confidential employee hotline is available for all employees worldwide – there is a translation service in place for non-English speaking employees.

**Attracting, developing and retaining talent**

We continue to be proud of the commitment and dedication of our employees in achieving the levels of service and efficiency which make TUI Travel stand out from its competitors. Every effort is made to encourage and develop employees to realise their maximum potential. We are committed to using the most effective recruitment methods in all countries in which we operate and to build skills and knowledge in ways that suit both the business and our employees.

Retaining key employees is critical to our continued business success. Group-wide talent is reviewed on a regular basis at Board level and our focus is to retain and develop those individuals who will carry our business forward. We actively move people to career opportunities across the Group to enhance the mix of innovative, entrepreneurial and general management skills. In order to meet seasonal demands we continue to move our best front-line staff between retail, overseas representation and airline cabin crew roles. This develops a multi-skilled work force that has year-round experience of working with our customers.

**Policy and practice on payment of suppliers**

It is the Company's policy wherever possible to agree terms of payment with suppliers in advance to ensure that suppliers are made aware of the terms of payment and both parties abide by those terms. At the period end the Company's average creditor payment days was 23 (2006: 16).

**Directors' insurance**

The intermediate parent company, First Choice Holidays Limited, maintained Directors' & Officers' Liability insurance policies on behalf of the Directors of the Company for all wrongful acts up to 3 September 2007. A policy in the name of TUI Travel PLC, the new parent company, covers any wrongful acts occurring after that date.

# **SUNSAIL LIMITED**

## **Report of the directors for the 11-month period ended 30 September 2007**

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### **Statement as to disclosure of information to auditors**

The Directors confirm that, so far as they are each aware, there is no relevant audit information of which the Company's auditors are unaware, and each director has taken all the steps that they ought to have taken as a director to make themselves aware of any relevant audit information and to establish that the Company's auditors are aware of that information

### **Auditors**

KPMG Audit Plc will continue in office as auditors

### **By order of the Board**



**J Wimbleton**  
**Director**

**Dated:** 30 July 2008

## **SUNSAIL LIMITED**

### **Statement of Directors' Responsibilities in respect of the Directors' report and the financial statements**

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The Directors are responsible for preparing 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 they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice)

The financial statements are required by law to 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 those financial statements, the Directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and estimates that are reasonable and prudent,
- state whether applicable accounting standards have been followed, subject to any material departure disclosed and explained in the financial statements, and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business

The Directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that its financial statements comply with the Companies Act 1985. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities

## SUNSAIL LIMITED

### Independent auditor's report to the members of Sunsail Limited

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We have audited the financial statements of Sunsail Limited for the 11-month period ended 30 September 2007 which comprise the profit and loss account, the balance sheet and the related notes. These financial statements have been prepared under the accounting policies set out therein.

This report is made solely to the Company's members as a body, in accordance with section 235 of the Companies Act 1985. 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 auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the 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

The directors' responsibilities for preparing the financial statements in accordance with applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities on page 5. Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you whether, in our opinion, the information given in the Directors' Report is consistent with the financial statements. In addition, we report to you if, in our opinion, the Company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and other transactions is not disclosed. We read the Directors' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

#### Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgments made by the directors in the preparation of the financial statements 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 financial statements 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 financial statements.

#### Opinion

In our opinion:

- the financial statements give a true and fair view, in accordance with UK Generally Accepted Accounting Practice, of the state of the Company's affairs as at 30 September 2007 and of its loss for the 11-month period then ended,
- the financial statements have been properly prepared in accordance with the Companies Act 1985 and
- the information given in the Directors' Report is consistent with the financial statements.

**KPMG Audit PLC**

**KPMG Audit Plc**

*Chartered Accountants*

*Registered Auditors*

8 Salisbury Square, London EC4Y 8BB

Dated **30** July 2008

**SUNSAIL LIMITED****Profit and loss account for the 11-month period ended 30 September 2007**

	Note	2007 £'000	Restated 2006 £'000
<b>Turnover</b>	2	36,177	43,310
Cost of sales – on-going		(33,371)	(39,705)
Cost of sales – exceptional restructuring charge	3	(6,833)	-
Cost of sales		<u>(40,204)</u>	<u>(39,705)</u>
<b>Gross (loss)/profit</b>		(4,027)	3,605
Distribution costs		(1,376)	(1,594)
Administrative expenses		<u>(2,438)</u>	<u>(4,359)</u>
<b>Operating loss</b>		(7,841)	(2,348)
Interest payable and similar charges	6	<u>(3,219)</u>	<u>(1,920)</u>
<b>Loss on ordinary activities before taxation</b>	3	(11,060)	(4,268)
Tax credit on loss on ordinary activities	7	<u>2,097</u>	<u>1,709</u>
<b>Loss for the financial period/year</b>	15	<u>(8,963)</u>	<u>(2,559)</u>

A note on historical cost profits and losses has not been included as part of these financial statements as the results as disclosed in the profit and loss account are prepared on an unmodified historical cost basis

The company has no recognised gains or losses other than those included in the profit and loss account  
Accordingly, no statement of total recognised gains and losses is presented

The results stated above are all derived from continuing operations

The notes on pages 9 to 18 form part of these financial statements



**SUNSAIL LIMITED****Balance Sheet at 30 September 2007**

	Note	30 September 2007 £'000	31 October 2006 £'000
<b>Fixed assets</b>			
Tangible assets	8	<u>2,383</u>	<u>5,785</u>
<b>Current assets</b>			
Stocks	10	449	318
Debtors	11	82,266	84,065
Cash at bank and in hand		<u>8,806</u>	<u>5,199</u>
		91,521	89,582
<b>Creditors: amounts falling due within one year</b>	12	<u>(98,121)</u>	<u>(90,505)</u>
<b>Net current liabilities</b>		<u>(6,600)</u>	<u>(923)</u>
<b>Total assets less current liabilities</b>		(4,217)	4,862
<b>Provision for liabilities and charges</b>	13	<u>-</u>	<u>(163)</u>
<b>Net (liabilities)/assets</b>		<u>(4,217)</u>	<u>4,699</u>
<b>Capital and reserves</b>			
Called up share capital	14	66	66
Profit and loss account	15	<u>(4,283)</u>	<u>4,633</u>
<b>Equity shareholders' (deficit)/funds</b>	15	<u>(4,217)</u>	<u>4,699</u>

The notes on pages 9 to 18 form part of these financial statements

The financial statements were approved by the Board on **30** July 2008 and signed on their behalf by

**J Wimbleton**  
Director

## SUNSAIL LIMITED

### Notes forming part of the financial statements for the 11-month period ended 30 September 2007 (continued)

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#### 1. Accounting policies

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the Company's financial statements, except as noted below

##### **Basis of preparation**

The financial statements have been prepared in accordance with applicable United Kingdom accounting standards and under the historical cost convention

The Company is exempt by virtue of s228 of the Companies Act 1985 from the requirement to prepare group accounts. These financial statements present information about the Company as an individual undertaking and not about its group. Under Financial Reporting Standard 1 "Cash Flow Statements" (revised 1996) the Company is exempt from the requirement to prepare a cash flow statement on the grounds that a parent undertaking includes the Company in its own published consolidated financial statements.

At 30 September 2007, the company recorded losses and had net current liabilities and net liabilities. These financial statements have been prepared on a going concern basis on the basis that the ultimate parent company, First Choice Holidays Limited, has confirmed its intention to provide financial support to the Company as may be required in order that it can continue to trade and meet its liabilities as they fall due for the next 12 months.

##### **Prior year adjustments and change in accounting policy**

For the 11-month period ended 30 September 2007, the Company has applied the requirements of FRS 20 Share-based payment. FRS 20 requires the Company to recognise the cost of share-based remuneration of its employees, notwithstanding that the liability for settlement rests with the Company's intermediate parent entity, First Choice Holidays Limited (formerly First Choice Holidays PLC) up to 3 September 2007 and TUI Travel PLC from 3 September 2007 onwards.

Recognition of the cost of share-based payment creates a charge in the profit and loss account and a credit to the profit and loss reserve. Applying the requirements of FRS 20 has therefore required restatement of the profit and loss account for the year ended 31 October 2006, but not a restatement of the balance sheet at that date. The value of share-based payment charges recognised in the restated 2006 profit and loss account was £64,000. Taxation has not required restatement. Further details are given in note 4.

##### **Tangible fixed assets**

Depreciation is calculated on a straight-line basis to write off the cost, less estimated residual values, of tangible fixed assets over their estimated useful lives to the business. Estimated useful lives are as follows:

Yacht and dinghy fleet	4 – 15 years
Motor vehicles	4 years
Club leasehold improvements	Over term of lease
Office furniture and equipment	4 – 10 years

##### **Leases**

Operating rentals are charged to profit and loss on a straight line basis over the period of the lease.

##### **Stock**

Stock is valued at the lower of cost and net realisable value. Cost is determined on a first-in, first-out basis. Net realisable value is based on estimated selling price, less any further costs of realisation.

##### **Marketing and other direct sales costs**

Marketing, advertising and other promotional costs, including those related to the production of brochures, are expensed as expenditure is incurred.

## SUNSAIL LIMITED

### Notes forming part of the financial statements for the 11-month period ended 30 September 2007 (continued)

#### 1. Accounting policies (continued)

##### Deferred taxation

Except as otherwise required by accounting standards, full provision without discounting is made for all deferred taxation timing differences which have arisen but not reversed at the balance sheet date. Timing differences arise when items of income and expenditure are included in tax computations in periods different from their inclusion in the financial statements.

##### Client monies received in advance

Client monies received at the balance sheet date relating to holidays commencing and flights departing after the year end are included in creditors.

##### Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rate of exchange ruling on the balance sheet date. Transactions in foreign currencies are recorded at the exchange rate prevailing in the month in which they arise. Differences arising due to exchange fluctuations have been reflected in the profit and loss account.

#### 2. Turnover

Turnover represents the total amount, excluding value added tax, invoiced by the Company in respect of services provided in the ordinary course of business and arises primarily in the United Kingdom. Revenue is recognised on the date of departure and the related costs of distribution and of providing the holidays and flights are charged to the profit and loss account on the same basis.

#### 3. Loss on ordinary activities before taxation

<i>The loss on ordinary activities before taxation is stated after charging/(crediting)</i>	<b>11-month period ended 30 September 2007 £'000</b>	<b>Year ended 31 October 2006 £'000</b>
Depreciation of tangible fixed assets	832	765
(Profit)/loss on disposal of fixed assets (excluding exceptional items)	(17)	122
Operating leases – yachts	20	170
Operating leases – land and buildings	1,918	2,966
Exceptional restructuring charge	<u>6,833</u>	<u>-</u>

##### *Exceptional cost of sales*

During the period, the Directors undertook a strategic review of the Company's sailing club operations in Europe and the Americas. The costs of restructure incurred during the period were £6,833,000 and are included within cost of sales.

The exceptional restructuring charge principally arises from the full or partial closure of two clubs, including a loss on disposal of tangible fixed assets of £2,834,000 (note 8). Other costs include provisions against lease rental prepayments, redundancies and other termination expenses. A proportion of the restructuring costs have been accounted for as non-deductible expenses for tax purposes (note 7).

## SUNSAIL LIMITED

### Notes forming part of the financial statements for the 11-month period ended 30 September 2007 (continued)

#### 3. Loss on ordinary activities before taxation (continued)

In 2007 and 2006, auditors' remuneration was paid by another Group company. The audit fee relating to the Company was as follows

	<b>11-month period ended 30 September 2007 £'000</b>	<b>Year ended 31 October 2006 £'000</b>
Fees for the audit of the Company	<u>21</u>	<u>21</u>

Fees paid to the Company's auditors, KPMG Audit Plc and its associates, for services other than the statutory audit of the Company are not disclosed in these financial statements. This is on the basis that such non-audit fees are disclosed in the consolidated accounts of the company's intermediate parent company, First Choice Holidays Limited.

#### 4. Staff costs

	<b>11-month period ended 30 September 2007 £'000</b>	<b>Year ended 31 October 2006 £'000</b>
Staff costs consist of		
Wages and salaries	3,445	4,512
Social security costs	550	697
Pension costs	<u>25</u>	<u>25</u>
	<u>4,020</u>	<u>5,234</u>
The average number of monthly employees during the period / year was		
Selling and administration	61	65
Operations	<u>225</u>	<u>296</u>
	<u>286</u>	<u>361</u>

In addition to the above staff costs, £317,000 of redundancy costs were charged in the period (2006 £71,000)

#### Share options – FRS 20 share based payment charge

Certain employees of the Company are eligible to participate in share award/option schemes established by the Company's intermediate parent entity – First Choice Holidays Limited (formerly First Choice Holidays PLC) up to 3 September 2007 and TUI Travel PLC from 3 September 2007. There are two principal share award schemes applying to employees of the Company for the current and prior period which are designed to link remuneration to the future performance of the group: the First Choice Restricted Share Plan (RSP) and the First Choice Performance Share Plan (PSP). The features of the schemes are set out below.

## SUNSAIL LIMITED

### Notes forming part of the financial statements for the period ended 30 September 2007 (continued)

#### 4. Staff costs (continued)

##### *Performance Share Plan (PSP)*

Under the First Choice PSP, scheme members are eligible to receive conditional awards of shares annually, which vest after a three-year period subject to the achievement of performance conditions, as determined by the Committee. No shares will vest unless the annual average of the ratio of the parent company's consolidated return on invested capital (ROIC) to the weighted average cost of capital (WACC) exceeds 100% over the 3-year period. A hurdle of ROIC, being at least equal to WACC, is used to ensure that the relevant long-term incentive schemes pay out only when shareholder value is being created over the performance periods.

If the ROIC/WACC hurdle is met, shares will only vest to the extent to which a performance condition based on growth in the parent company's consolidated earnings per share (EPS), before goodwill amortisation and exceptional items, in relation to the growth in the UK Retail Prices Index (RPI) over the three-year period is met, as shown in the table below.

Average annual EPS growth in excess of RPI growth	Proportion of shares vesting
Below 4%	0%
Between 4% and 13%	On a straight-line basis between 10% and 100%
13% or above	100%

There will be no re-testing of the performance conditions after the three-year performance period. The first award under the PSP was made in December 2005.

##### *Restricted Share Plan (RSP)*

The final award of restricted shares under the RSP was made in December 2004. Awards were made on an annual basis to most participants.

Scheme members received annual grants with an original value equivalent to 50% to 100% of salary. Awards made under the RSP are subject to the same ROIC/WACC hurdle and the EPS performance condition described in relation to the PSP above. The performance period for these awards was 1 November 2003 to 31 October 2006 and there will be no opportunity to retest the performance conditions attached to these awards.

The awards made from 14 December 1999 to 31 October 2003 will mature on 31 October 2006 and, if the performance condition is satisfied, will vest in December 2006. The number of shares maturing will reflect the extent to which the performance conditions are met. The awards granted after 1 November 2003 will not mature until the third anniversary of the date of each award.

Options granted and outstanding as well as shares awarded and outstanding in respect of unissued ordinary shares, are as follows:

	No of shares	Option exercise price (p)	Date first exercisable
Performance Share Plan	20,362	N/A	14 December 2008
	8,308	N/A	13 February 2010
	<b>28,670</b>		

# SUNSAIL LIMITED

## Notes forming part of the financial statements for the period ended 30 September 2007 (continued)

### 4. Staff costs (continued)

The number of share options is as follows

	Number of awards/options 2007	Number of awards/options 2006
Outstanding at beginning of the period/year	153,163	92,081
Forfeited during the period	-	-
Exercised during the period	(136,955)	-
Granted during the period	12,462	61,082
<b>Outstanding at the end of the period/year</b>	<b>28,670</b>	<b>153,163</b>

No awards or options were exercisable at the end of the current period (2006 nil) 136,955 shares awards and options were exercised in the period, triggered by the business combination of First Choice Holidays Limited with TUI AG to form TUI Travel PLC

The fair value of services received in return for share options granted is measured by reference to the fair value of share options granted. The estimate of fair value of services received is measured using binomial or simulation valuation models, depending on the vesting criteria. The following variables are built into these models at the date of granting of the options

	2007	2006	2005	2004
<b>Information relating to fair values of share option and awards granted</b>				
Fair value at measurement date	<b>£2.31</b>	£1.35 - £2.02	£0.92 - £1.32	£1.05 - £1.19
Share price	<b>£2.60</b>	£2.17 - £2.29	£1.52 - £1.53	£1.21 - £1.37
Exercise price	0	0	0	0
Expected volatility	<b>25.7%</b>	23.4% - 27.8%	32.1% - 32.7%	34.3% - 39.4%
Option life	<b>3 years</b>	3 years	3 - 4 years	3 - 5 years
Expected dividends	<b>3.8%</b>	4.0%	4.0%	4.0%
Risk free interest rate	<b>5.64%</b>	4.29% - 4.32%	4.4% - 4.5%	4.6% - 5.2%

Expected volatility is based on historic volatility adjusted for changes to future volatility indicated by publicly available information. Share options are granted under a service condition.

Employee expenses for the year relating to share based schemes are

	11 month period ended 30 September 2007 £000	Year ended 31 October 2006 £000
Share options granted in 2004	3	42
Share options granted in 2006	34	22
Share options granted in 2007	10	-
	<b>47</b>	<b>64</b>

**SUNSAIL LIMITED****Notes forming part of the financial statements for the period ended 30 September 2007 (continued)****4. Staff costs (continued)**

The future estimated expense for share option schemes outstanding at the balance sheet date is

	<b>11 month period ended 30 September 2007 £m</b>	<b>Year ended 31 October 2006 £m</b>
To be incurred within one year	20	37
To be incurred after more than one year	12	16
	<b>32</b>	<b>53</b>

**5. Directors' remuneration**

The remuneration of the Directors of the Company was paid by fellow group companies in the current period and prior year

**6. Interest payable and similar charges**

	<b>11-month period ended 30 September 2007 £'000</b>	<b>Year ended 31 October 2006 £'000</b>
Interest payable – Group company	2,297	1,830
Exchange loss	922	90
	<b>3,219</b>	<b>1,920</b>

**7. Taxation**

	<b>11-month period ended 30 September 2007 £'000</b>	<b>Year ended 31 October 2006 £'000</b>
<b>Tax on loss on ordinary activities:</b>		
<i>(i) Analysis of credit in the period / year</i>		
Current tax		
UK corporation tax on loss for the period / year	(1,430)	(1,957)
Overseas tax paid	86	22
Adjustments in respect of previous periods	84	(455)
Total current tax	<b>(1,260)</b>	<b>(2,390)</b>

# SUNSAIL LIMITED

## Notes forming part of the financial statements for the period ended 30 September 2007 (continued)

### 7. Taxation (continued)

	11-month period ended 30 September 2007 £'000	Restated Year ended 31 October 2006 £'000
Deferred tax		
Origination and reversal of timing differences		
- Current year UK	(750)	699
- Adjustments in respect of previous periods	(82)	(18)
- Effect of reduction in UK Corporate tax rate from 30% to 28%	(5)	-
Total deferred tax	(837)	681
Tax on loss on ordinary activities	(2,097)	(1,709)

#### (ii) Factors affecting tax credit for the period/year

The current tax credit (2006 credit) for the period/year is lower (2006 higher) than the standard rate of corporation tax in the UK (30%)

	11-month period ended 30 September 2007 £'000	Restated Year ended 31 October 2006 £'000
The differences are explained below		
Loss on ordinary activities before tax	(11,060)	(4,268)
Loss on ordinary activities at the standard rate of UK corporation tax of 30% (2006 30%)	(3,318)	(1,280)
Effects of		
- Expenses not deductible for tax purposes	1,123	22
- Depreciation in excess of/lower than capital allowances	804	(42)
- Other timing differences	-	(657)
- Overseas tax expensed under TA 1988 s805	(39)	-
- Foreign tax suffered	86	22
- Adjustment to tax charge in respect of previous periods	84	(455)
Current tax credit for the period/year	(1,260)	(2,390)

Expenses not deductible for tax purposes in the current period principally include restructuring costs (note 3)

#### (iii) Factors affecting the future tax charge

The future total tax charge is expected to follow the UK statutory rate of corporation tax. The statutory rate of UK corporation tax reduced to 28% with effect from 1 April 2008



# SUNSAIL LIMITED

Notes forming part of the financial statements for the period ended 30 September 2007 (continued)

## 8. Tangible fixed assets

	Yacht and dinghy fleet	Motor vehicles	Club leasehold improve- ments	Office furniture and equipment	Total
	£'000	£'000	£'000	£'000	£'000
<i>Costs</i>					
1 November 2006	4,481	206	4,349	517	9,553
Additions	122	8	121	35	286
Disposals	(2,946)	(23)	(2,855)	(45)	(5,869)
<b>At 30 September 2007</b>	<b>1,657</b>	<b>191</b>	<b>1,615</b>	<b>507</b>	<b>3,970</b>
<i>Depreciation</i>					
1 November 2006	1,899	160	1,463	246	3,768
Charge for the period	278	13	442	99	832
Disposals	(1,814)	(12)	(1,153)	(34)	(3,013)
<b>At 30 September 2007</b>	<b>363</b>	<b>161</b>	<b>752</b>	<b>311</b>	<b>1,587</b>
<i>Net book value</i>					
<b>At 30 September 2007</b>	<b>1,294</b>	<b>30</b>	<b>863</b>	<b>196</b>	<b>2,383</b>
At 31 October 2006	2,582	46	2,886	271	5,785

## 9. Investments

Subsidiary undertakings are all dormant and therefore have not been listed

## 10. Stocks

	30 September 2007 £'000	31 October 2006 £'000
Raw materials and consumables	449	318

## 11. Debtors

	30 September 2007 £'000	31 October 2006 £'000
Amounts owed by Group undertakings	73,907	80,009
Amounts owed by ultimate parent undertaking and fellow subsidiaries	1,205	-
Group relief receivable	4,188	2,842
Other debtors	21	278
Deferred tax asset	674	-
Prepayments and accrued income	2,271	936
	<b>82,266</b>	<b>84,065</b>

## SUNSAIL LIMITED

### Notes forming part of the financial statements for the period ended 30 September 2007 (continued)

#### 12. Creditors: amounts falling due within one year

	30 September 2007 £'000	31 October 2006 £'000
Trade creditors	586	624
Amounts owed to Group undertakings	35,049	22,807
Amounts owed to ultimate parent undertaking and fellow subsidiaries	55,282	61,782
Other creditors including taxation and social security	208	17
Client monies received in advance	4,116	3,629
Accruals and deferred income	2,880	1,646
	<u>98,121</u>	<u>90,505</u>

#### 13. Provision for liabilities and charges

	Deferred Taxation £'000
At 1 November 2006	163
Credited in the period	(837)
Transferred to debtors	674
	<u>-</u>
At 30 September 2007	<u>-</u>

The net deferred tax asset/(provision) as at 30 September 2007 is analysed as follows

	30 September 2007 £'000	31 October 2006 £'000
Accelerated capital allowances	<u>674</u>	<u>(163)</u>

There is no unprovided deferred taxation or unrecognised deferred tax assets at either 30 September 2007 or 31 October 2006

#### 14. Share capital

	30 September 2007 £'000	31 October 2006 £'000
<i>Authorised</i>		
1,600,000 Ordinary shares of 5p each	<u>80</u>	<u>80</u>
<i>Allotted, issued and fully paid</i>		
1,327,956 Ordinary shares of 5p each	<u>66</u>	<u>66</u>

## SUNSAIL LIMITED

### Notes forming part of the financial statements for the period ended 30 September 2007 (continued)

#### 15. Capital and reserves

	Share capital £'000	Profit and loss account £'000	2007 Total £'000	Restated 2006 Total £'000
At 1 November 2006	66	4,633	4,699	7,194
Loss for the financial period / year	-	(8,963)	(8,963)	(2,559)
Share-based payment	-	47	47	64
<b>At 30 September 2007</b>	<b>66</b>	<b>(4,283)</b>	<b>(4,217)</b>	<b>4,699</b>

#### 16. Capital and other commitments

There are no unprovided capital commitments at the current period end or prior year end Annual commitments under non-cancellable operating leases are as follows

	2007 £'000	2006 £'000
Land and buildings		
Operating leases expiring		
Within one year	10	437
Between two and five years	1,611	1,209
More than five years	1,077	1,544
	<b>2,698</b>	<b>3,190</b>

#### 17. Related party transactions

The Company has taken advantage of the exemption contained in Financial Reporting Standard No 8 "Related Party Disclosure" as it is a wholly-owned subsidiary of First Choice Holidays Limited (to 3 September 2007) and of TUI Travel PLC (from 3 September 2007) Therefore the Company has not disclosed related party transactions or balances with entities that form part of the Group headed by First Choice Holidays Limited or TUI Travel PLC

#### 18. Ultimate parent company

Until 3 September 2007, First Choice Holidays PLC (now First Choice Holidays Limited), a company registered in England and Wales was the ultimate parent company With effect from 3 September 2007, the ultimate parent company is TUI AG – a company registered in Berlin and Hanover (Federal Republic of Germany)

For the 11-month period ended 30 September 2007, First Choice Holidays Limited was the parent undertaking of the largest and smallest group of which the Company is a member and for which consolidated financial statements are drawn up For future accounting periods, the parent undertaking of the largest group of which the Company is a member and for which consolidated financial statements are drawn up will be TUI AG The smallest such group will be TUI Travel PLC

Copies of the First Choice Holidays Limited and TUI Travel PLC financial statements are available from the Company Secretary, TUI Travel House, Crawley Business Quarter, Fleming Way, Crawley, West Sussex, RH10 9QL