# AUDLEY TRAVEL GROUP LIMITED DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2006

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### **COMPANY INFORMATION**

**Directors** C Burkınshaw

J E Brewer

Secretary J E Brewer

Company number 3190720

Registered office The New Mill

New Mill Lane Witney Oxfordshire OX29 9SX

Auditors HLB Vantis Audit plc

66 Wigmore Street

London W1U 2SB

Bankers Bardays Bank Plc

United Kingdom House

7th Floor

180 Oxford Street

London W1D 1EA

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#### **DIRECTORS' REPORT**

### FOR THE YEAR ENDED 31 DECEMBER 2006

The directors present their report and financial statements for the year ended 31 December 2006

#### Principal activities and review of the business

The principal activity of the company continued to be that of holiday tour operator

On 31 December 2006 all of the issued share capital of the company was gifted to Brecon LLP via a pooling agreement. Brecon LLP thus acquired a 100% interest in Audley Travel Group Limited for nil consideration. The directors of Audley Travel Group Limited, C Burkinshaw and J E Brewer are the designated members of Brecon LLP.

The company has enjoyed a successful year with turnover and profits up on the previous year. The directors are satisfied with these results and look forward to the next year with optimism.

#### Principal risks and uncertainties

The company is reliant on the increasing propensity of the UK population to take long hauf tailor made holidays. This market is growing and further growth can be achieved by increasing the choice of geographical destinations and by increasing market share at the expense of competitors. The directors continue to monitor cost levels to ensure an adequate return is received.

#### Financial instruments

The company's principal financial instruments comprise of forward foreign exchange contracts, bank balances, trade creditors, trade debtors and loans to the company. The main purpose of these financial instruments is to raise funds for the company's operations and to finance the company's operations.

Due to the nature of the financial instruments used by the company, there is no exposure to price risk. The company's approach to managing other risks applicable to the financial instruments is shown below

In respect of bank balances the liquidity risk is managed by maintaining a balance between the continuity of funding and flexibility through the use of current, deposit accounts and money market facilities

In respect of loans these comprise of loans from directors and associated companies. These loans are interest free. The loans from directors can only be repaid with the consent of the Civil Aviation Authority.

In respect of foreign exchange payments, the company buys forward exchange contacts to match against future foreign exchange liabilities to mitigate the effects of unplanned exchange rate fluctuations

Trade debtors are managed by the regular monitoring of amounts outstanding, credit is not given to customers. Trade creditors liquidity risk is managed by ensuring sufficient funds are available to meet amounts due.

#### Analysis based on key performance indicators

The key performance indicators are as follows Turnover £36,340,835 [2005 £26,200,153], [2004 £14,891,980] Gross profit margin 19 9% [2005 17 6%], [2004 18 2%] Current ratio 1 13 [2005 1 15], [2004 1 20]

The company continues to provide a quality service and is continually reviewing the range of destinations it has available to offer to meet the changing market demands

The ratios show that company has improved its gross profit by 2.3% compared to the prior year whilst increasing turnover by 38.7%

### **DIRECTORS' REPORT (CONTINUED)**

#### FOR THE YEAR ENDED 31 DECEMBER 2006

#### Results and dividends

The results for the year are set out on page 6

No dividends were paid during the year

#### **Directors**

The following directors have held office since 1 January 2006

C Burkinshaw

J E Brewer

#### **Directors' interests**

The directors' interests in the shares of the company were as stated below

	Ordinary shares of 1p each		
	31 December 2006	1 January 2006	
C Burkinshaw	-	2,500,000	
J E Brewer	-	2,500,000	
	"E group" Ordinary s	hares of 10p each	
	31 December 2006	1 January 2006	
C Burkinshaw	-	-	
J E Brewer	-	-	

At the year end, the directors hold no direct interest in the shares of the company. The interests of directors in the parent undertaking are dislosed in the financial statements of that entity

Charitable donations	2006	2005
	£	£
During the year the company made the following payments		
Charitable donations	2,635	10,085

#### **Auditors**

On 1 April 2006, HLB AV Audit plc changed its name to HLB Vantis Audit plc In accordance with section 385 of the Companies Act 1985, a resolution proposing that HLB Vantis Audit plc be reappointed as auditors of the company will be put to the Annual General Meeting

### **DIRECTORS' REPORT (CONTINUED)**

#### FOR THE YEAR ENDED 31 DECEMBER 2006

#### Directors' responsibilities

The directors are responsible for preparing 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). 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,
- 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 that 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 1985. 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.

#### Statement of disclosure to auditor

- (a) so far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware, and
- (b) they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information

On behalf of the board

プE Brewer **Director** 

9 March 2007

#### INDEPENDENT AUDITORS' REPORT

#### TO THE SHAREHOLDERS OF AUDLEY TRAVEL GROUP LIMITED

We have audited the financial statements of Audley Travel Group Limited for the year ended 31 December 2006 set out on pages 6 to 19 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 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 the directors and auditors

The directors' responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities

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 judgements 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.

# INDEPENDENT AUDITORS' REPORT (CONTINUED) TO THE SHAREHOLDERS OF AUDLEY TRAVEL GROUP LIMITED

#### Opinion

In our opinion

- the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the company's affairs as at 31 December 2006 and of its profit for the year 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

**HLB Vantis Audit plc** 

Chartered Accountants
Registered Auditor



66 Wigmore Street London W1U 2SB

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# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2006

	Notes	2006 £	2005 £
Turnover	2	36,340,835	26,200,153
Cost of sales		(29,095,215)	(21,583,962)
Gross profit		7,245,620	4,616,191
Distribution costs		(917,607)	(674,625)
Administrative expenses		(5,368,451)	(3,222,303)
Operating profit	3	959,562	719,263
Other interest receivable and similar			
income	4	151,510	93,306
Interest payable and similar charges	5	(1,579)	
Profit on ordinary activities before		<del></del>	
taxation		1,109,493	812,569
Tax on profit on ordinary activities	6	(343,724)	(212,785)
Profit on ordinary activities after			
taxation and for the financial year	13	765,769 ————	599,784 ———

The profit and loss account has been prepared on the basis that all operations are continuing operations

There are no recognised gains and losses other than those passing through the profit and loss account

# **BALANCE SHEET**

### AS AT 31 DECEMBER 2006

		20	006	20	005
	Notes	£	£	£	٤
Fixed assets					
Tangible assets	7		288,997		148,069
Investments	8		1,002		1,002
			289,999		149,071
Current assets					
Debtors	9	10,279,920		6,355,408	
Cash at bank and in hand		5,808,620		4,766,897	
		16,088,540		11,122,305	
Creditors: amounts falling due within					
one year	10	(14,226,822)		(9,657,928)	
Net current assets			1,861,718		1,464,377
Total assets less current liabilities			2,151,717		1,613,448
Creditors: amounts falling due after					
more than one year	11		(142,674)		(370,174)
			2,009,043		1,243,274
Capital and reserves					
Called up share capital	12		81,000		50,000
Profit and loss account	13		1,928,043		1,193,274
Shareholders' funds	14		2,009,043		1,243,274
					<del></del>

Approved by the Board and authorised for issue on 9th Wurth 2007

J E Brewer Director

# CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2006

	£	2006 £	£	2005 £
Net cash inflow from operating activities		1,542,501		2,548,878
Returns on investments and servicing of finance				
Interest received	151,510		93,306	
Interest paid	(1,579)		-	
Net cash inflow for returns on investments				
and servicing of finance		149,931		93,306
Taxation		(240,264)		(118,277)
Capital expenditure				
Payments to acquire tangible assets	(182,945)		(69,660)	
Net cash outflow for capital expenditure		(182,945)		(69,660)
Net cash inflow before management of liquid resources and financing		1,269,223		2,454,247
Financing				
Repayment of other long term loans	(227,500)		(62,326)	
Net cash outflow from financing		(227,500)		(62,326)
Increase in cash in the year		1,041,723		2,391,921

# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2006

1	Reconciliation of operating profit to net cash inflow from operating 2006 activities			2005	
				£	£
	Operating profit			959,562	719,263
	Depreciation of tangible assets			42,017	46,087
	Increase in debtors			(3,924,512)	(2,953,228)
	Increase in creditors within one year			4,465,434	4,736,756
	Net cash inflow from operating activition	98		1,542,501	
2	Analysis of net funds	1 January 2006	Cash flow	Other non- cash changes	31 December 2006
		£	£	£	£
	Net cash				
	Cash at bank and in hand	4,766,897	1,041,723		5,808,620
	Bank deposits Debt	-	-	-	•
	Debts falling due after one year	(370,174)	227,500		(142,674)
	Net funds	4,396,723	1,269,223		5,665,946
3	Reconciliation of net cash flow to mov-	ement in net funds		2006	2005
				£	£
	Increase in cash in the year			1,041,723	2,391,921
	Cash outflow from decrease in debt			227,500	62,326
	Movement in net funds in the year			1,269,223	2,454,247
	Opening net funds			4,396,723	1,942,476
	Closing net funds			5,665,946	4,396,723

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2006

#### 1 Accounting policies

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention

#### 1.2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated)

#### 1.3 Turnover

Turnover is recognised at the point at which an initial deposit is received after the travel booking is agreed with the customer

#### 1 4 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows

Computer equipment Fixtures and fittings

30% reducing balance 30% reducing balance 30% reducing balance

Motor vehicles

#### 1.5 Leasing

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

#### 1.6 Investments

Fixed asset investments are stated at cost less provision for diminution in value

#### 1.7 Deferred taxation

Where material, deferred tax is provided in full, as required by FRS 19 - Deferred Tax, in respect of timing differences between the treatment of certain items for taxation and accounting purposes. Deferred tax is not discounted

#### 1.8 Group accounts

The financial statements present information about the company as an individual undertaking and not about its group. The company and its subsidiary undertaking comprise a medium-sized group. The company has therefore taken advantage of the exemptions provided by section 248 of the Companies. Act 1985 not to prepare group accounts.

#### 1.9 Forward foreign exchange contracts and hedging activities

The company enters into forward foreign exchange contracts to hedge against the company's purchases denominated in foreign currencies. The forward foreign exchange contracts are initially recognised at fair value on the date the contract is entered into and are subsequently remeasured at their fair value. The gain or loss relating to the effective proportion of the forward foreign exchange contracts hedging foreign currency purchases is recognised in the profit and loss statement within cost of sales. The gain or loss relating to the ineffective proportion is recognised immediately in the profit and loss statement within other gains/losses. The resulting financial asset or liability is included within current assets or liabilities.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2006

#### 1 Accounting policies

(continued)

#### 1.10 Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as either financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

#### 2 Turnover

The total turnover of the company for the year has been derived from its principal activity wholly undertaken in the United Kingdom

3	Operating profit	2006 £	2005 £
	Operating profit is stated after charging		
	Depreciation of tangible assets	42,017	46,087
	Auditors' remuneration	12,500	9,500
4	Investment income	2006 £	2005 £
	Bank interest	149,143	91,313
	Other interest	2,367	1,993
		151,510	93,306
5	Interest payable	2006 £	2005 £
	On bank loans and overdrafts	1,579	

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2006

6	Taxation	2006 £	2005 £
	Domestic current year tax	~	~
	U K corporation tax	342,468	239,008
	Adjustment for prior years	1,256	(26,223)
	Current tax charge	343,724	212,785
	Factors affecting the tax charge for the year		
	Profit on ordinary activities before taxation	1,109,493 	812,569
	Profit on ordinary activities before taxation multiplied by standard rate of		
	UK corporation tax of 30 00% (2005 - 30 00%)	332,848	243,771
	Effects of		
	Non deductible expenses	10,084	13,826
	Depreciation add back	12,605	14,426
	Capital allowances	(48,183)	(15,348)
	Adjustments to previous periods	1,256	(26,223)
	Marginal relief	(9,029)	-
	Other tax adjustments	44,143	(17,667)
		10,876	(30,986)
	Current tax charge	343,724	212,785

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2006

7	Tangible fixed assets				
		Computer equipment	Fixtures and fittings	Motor vehicles	Total
		£	£	£	£
	Cost				
	At 1 January 2006	234,149	47,806	6,530	288,485
	Additions	72,946	109,999	-	182,945
	At 31 December 2006	307,095	157,805	6,530	471,430
	Depreciation				
	At 1 January 2006	113,654	21,975	4,787	140,416
	Charge for the year	36,788	4,772	457	42,017
	At 31 December 2006	150,442	26,747	5,244	182,433
	Net book value				
	At 31 December 2006	156,653	131,058	1,286	288,997
	At 31 December 2005	120,495	25,831	1,743	148,069

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2006

#### 8 Fixed asset investments

Shares in group undertakings

At 1 January 2006 & at 31 December 2006

1,002

#### Holdings of more than 20%

The company holds more than 20% of the share capital of the following companies

Company	Country of registration or	Shares held	
	incorporation	Class	%
Subsidiary undertakings			
African Journeys Limited	United Kingdom	Ordinary	100 00
journeyfactory com Limited	United Kingdom	Ordinary	100.00

The aggregate amount of capital and reserves and the results of these undertakings for the last relevant financial year were as follows

		Capital and	Profit for the
		reserves	уеаг
		2006	2006
	Principal activity	£	£
African Journeys Limited	Dormant	2	-
journeyfactory com Limited	Dormant	1,000	-

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2006

9	Debtors	2006	2005
		£	£
	Trade debtors	9,103,202	6,071,118
	Amounts owed by parent and fellow subsidiary undertakings	581,091	-
	Other debtors	479,649	259,894
	Prepayments and accrued income	115,978	24,396
		10,279,920	6,355,408
	Amounts falling due after more than one year and included in the debtors above are		
	above are	2006	2005
		£	£
		~	_
	Trade debtors	-	61,601
		<del></del>	
	Included in other debtors is a rent deposit of £28,617 in favour of person deed	s identified in the	e rent deposit
10	Creditors: amounts falling due within one year	2006	2005
	•	£	£
	Trade creditors	13,534,762	9,325,055
	Amounts owed to subsidiary undertakings	1,002	1,002
	Corporation tax	342,468	239,008
	Other taxes and social security costs	183,761	80,180
	Other creditors	23,329	-
	Accruals and deferred income	141,500	12,683
		14,226,822	9,657,928

The directors, C Burkinshaw and J E Brewer, have provided the bank with personal guarantees limited to £40,000 in total

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2006

11	Creditors: amounts falling due after more than one year	2006 £	2005 £
	Other creditors	142,674	370,174

Included in the above loan is an amount of £95,000 (2005 £322,500) which has been subordinated by C Burkinshaw in favour of the Civil Aviation Authority and is not to be repaid without the consent of the Civil Aviation Authority During the year, the Civil Aviation Authority provided the authority to release £227,500

12	Share capital	2006	2005
		£	£
	Authorised		
	5,000,000 Ordinary shares of 1p each	50,000	50,000
	1,000,000 "E group" Ordinary shares of 10p each	100,000	100,000
		150,000	150,000
	Allotted, called up and fully paid		
	5,000,000 Ordinary shares of 1p each	50,000	50,000
	310,000 'E14' ordinary shares of 10p each	31,000	-
		81,000	50,000

During the year, the company converted 1,000,000 'E' Ordinary shares into 14 different classes of Ordinary shares as described below and referred to as "E group" Ordinary shares

300,000 'E1' Ordinary shares of 10p each 15,000 'E2' Ordinary shares of 10p each 15,000 'E3' Ordinary shares of 10p each 15,000 'E4' Ordinary shares of 10p each 15,000 'E5' Ordinary shares of 10p each 15,000 'E6' Ordinary shares of 10p each 15,000 'E7' Ordinary shares of 10p each 15,000 'E8' Ordinary shares of 10p each 15,000 'E9' Ordinary shares of 10p each 15,000 'E10' Ordinary shares of 10p each 150,000 'E11' Ordinary shares of 10p each 15,000 'E12' Ordinary shares of 10p each 15,000 'E13' Ordinary shares of 10p each 15,000 'E14' Ordinary shares of 10p each 310,000 'E14' Ordinary shares of 10p each

During the year, there was a bonus issue of 310,000 'E14' Ordinary shares

The "E group" Ordinary shares retain the same rights as held by the 'E' Ordinary shares before the conversion

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2006

13	Statement of movements on profit and loss account		
			Profit and loss account £
	Balance at 1 January 2006		1,193,274
	Profit for the year		765,769
	Bonus issue of shares		(31,000)
	Balance at 31 December 2006		1,928,043
14	Reconciliation of movements in shareholders' funds	2006 £	2005 £
	Profit for the financial year	765,769	599,784
	Opening shareholders' funds	1,243,274	643,490
	Closing shareholders' funds	2,009,043	1,243,274

### 15 Contingent liabilities

The company has given the following bonds to the Civil Aviation Authority,

- 1) The sum of £700,000 from 1 April 2006 to 30 September 2007 issued by Barclays Bank Pic
- 2) The sum of £700,000 from 1 April 2006 to 30 September 2007 issued by Royal and Sun Alliance Insurance Pic
- 3) The sum of £700,000 from 1 April 2006 to 30 September 2007 issued by Coface SA
- 4) The sum of £700,000 from 1 April 2006 to 30 September 2007 issued by Travel & General Insurance Company Pic

The company has also given the following bond to the Association of British Travel Agents Ltd,

1) The sum of £153,534 from 30 October 2006 to 31 March 2008 issued by Bardays Bank Plc

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2006

#### 16 Financial commitments

At 31 December 2006 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 December 2007

		Land and buildings	
		2006	2005
		£	£
	Operating leases which expire		
	Between two and five years	-	130,500
	In over five years	245,000	•
		245,000	130,500
17	Directors' emoluments	2006 £	2005 £
	Emoluments for qualifying services	226,656	58,375
	Emoluments disclosed above include the following amounts paid to the highest paid director		
	Emoluments for qualifying services	121,709	30,000

#### 18 Transactions with directors

The following directors had interest free loans during the year. The movement on these loans are as follows

	Amount outstanding		Maximum
	2006	2005	in year £
	£	£	
C Burkinshaw	-	-	71,278
J E Brewer	•	-	39,339
	***		

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2006

#### 19 Employees

#### **Number of employees**

The average monthly number of employees (including directors) during the year was

	2006 Number	2005 Number
	132	90
Employment costs	2006	2005
	£	£
Wages and salanes	2,937,113	1,909,337
Social security costs	296,810	198,386
	3,233,923	2,107,723

#### 20 Control

The parent entity is Brecon LLP, a limited liability partnership incorporated in England and Wales

The ultimate controlling parties are C Burkinshaw and J E Brewer

#### 21 Related party transactions

During the year the company was charged rent and service charges of £106,250 by Brecon LLP At the year end Brecon LLP owed the company £581,091

During the year the company purchased fixed assets of £145,058 (2005 £nil), services of £89,317 (2005 £nil) and was charged management charge of £550,000 by Prosoma Limited In the previous year, the company recharged expenses to Prosoma Limited of £22,579 At the year end, the company owed Prosoma Limited £200,263 (2005 £47,674) of which £47,674 (2005 £47,674) is included in creditors falling due after more than one year Amounts due to Prosoma Limited are not subordinated to the Civil Aviation Authority Prosoma Limited is a company in which C Burkinshaw has an interest