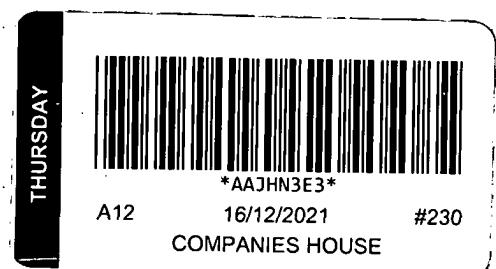


Hays Beds Limited

Report and Financial Statements

30 April 2021



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Company Information

Directors

Dame Irene Hays

Claire Maith (resigned 23 July 2021)

John Hays (resigned 13 November 2020)

Kenneth Campling (appointed 26 July 2021)

Auditor

MHA MacIntyre Hudson

2 London Wall Place

London

EC2Y 5AU

Bankers

Barclays Bank plc

53 Fawcett Street

Sunderland

Tyne and Wear

SR1 1SD

Solicitors

Muckle LLP

Time Central

32 Gallowgate

Newcastle upon Tyne

NE1 4BF

Registered Office

Gilbridge House, Keel Square

Sunderland

Tyne and Wear

United Kingdom

SR1 3HA

Strategic Report

The Directors present their strategic report for the for the 18 month period ended 30 April 2021, comprising of the Company's business review, an analysis of its financial performance and a description of the principal risks and uncertainties in relation thereto.

Review of business

The Directors are satisfied with the performance of the Company as the business continues generating profits.

The Company's key financial and other performance indicators during the year were as follows:

	<i>18 month</i>	
	<i>Period ended</i>	<i>Year ended</i>
	<i>30 April 2021</i>	<i>31 Oct 2019</i>
	£	£
TTV	22,445,178	25,077,935
Turnover	563,958	1,179,614
Profit after tax	792,973	731,933
Current assets as % of current liabilities	101 %	111 %
Shareholders' equity	557,838	3,764,865
Average number of employees, excluding directors (full-time equivalents)	4	4

Principal risks and uncertainties

The Board meets regularly and evaluates the Company's risk position. The principal risks and uncertainties facing the Company are detailed below.

The Company's principal financial investments comprise cash in sterling and other currencies, mainly Euro and US Dollar. Other financial assets and liabilities, such as trade creditors and trade debtors, arise directly from the Company's operating activities.

The main risks associated with the Company's financial assets and liabilities are set out below.

Going Concern

Since March 2020 the travel industry has been significantly impacted by the Coronavirus COVID-19. The impact on the global economy and the timescales for recovery are still uncertain, however, progress has been made with a large proportion of the adult population having now been vaccinated and the government announcing quarantine free travel for consumers to green and amber list destinations.

The Company is a wholly owned subsidiary of Hays Travel (the 'Hays Group') whose day to day operations are monitored and controlled by the same leadership team (the 'Directors') given the integrated model that the Group has in place.

The Company is wholly reliant upon the continued support from the Group in order to manage its day to day operations of the business and secure holiday bookings. The Board manages the activities of the business at a Group level as a whole and are actively monitoring the risks associated with the impact of the virus and are taking advantage of available government support including the Job Retention Scheme, the 12 months business rates holiday for retail and leisure businesses as well as government grants for retail shops.

The Directors are identifying new sources of revenue and are reducing costs within the business to minimise the impact of the virus. Cash flow projections are being updated on a regular basis and the Group starts with strong cash reserves and no debt or funding facilities.

Strategic report (continued)

Market demand

Demand for holidays is vulnerable to general economic conditions. The Board seeks to manage capacity and the cost base to suit the prevailing market demand and identify new efficient routes to market to grow market share and maintain margins.

The Board has confidence in the market opportunities for its core businesses in the medium to long term.

Regulation changes and competition

The sale of travel and holiday arrangements is a competitive and highly regulated industry. The Company seeks to manage the associated risks by constantly monitoring changes and adapting its business model and terms of trade as necessary.

Credit risk

The Company has no external debtors; as this channel of business has yet to expand, so debtor risk remains within the Hays Travel Group.

Liquidity risk

The Company aims to mitigate liquidity risk by managing cash generated by its operations. Detailed cash flow forecasts are prepared and presented to the Board on a regular basis. The Company deposits surplus funds with a range of banks on a short and long term fixed and variable basis in line with business cash requirements. The Company ensures that funds are placed in low risk rated accounts and actively monitors the credit rating of each of the banks via rating agencies.

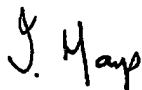
Foreign currency risk

The Company applies foreign currency matching principles to reduce foreign currency exposure. Where a sale results in an associated external creditor denominated in foreign currency, the Company purchases the foreign currency the day after the sale and holds this for future settlement.

Other general factors

The Company is also exposed to other factors common to the majority of businesses such as the need to recruit and retain suitable colleagues, an increasing reliance on computer systems and technology, and the protection of the reputation and good name of the business. Significant adverse experience or events in relation to any of these factors could impact upon the Company's trading performance and financial position.

On behalf of the Board



Dame Irene Hays

Director

Date: 08/12/2021

Directors' report

The Directors present their report and financial statements for the 18 month period to 30 April 2021.

Principal activities

The Company's principal activity during the year was the provision of hotel accommodation to other group entities.

Results and dividends

The Company's profit for the 18 month period to 30 April 2021, after taxation, amounted to £792,973 (year to 31 October 2019 – £731,933). A dividend of £4,000,000 was paid during the 18 month period to 30 April 2021 (year to 31 October 2019 – £nil).

Going concern

The Directors have considered the Company's current and future prospects taking into consideration the impact of the COVID-19 pandemic on cash flows and liquidity. As set out in note 1, our assessments support that the Company can continue to pay its liabilities as they fall due for a period of at least 12 months from the date of approval of these financial statements. As such, the Directors continue to adopt the going concern basis of preparation for these financial statements.

However, there is inherent uncertainty in the travel sector and travel restrictions are due to be in place for an indefinite period. There remains material uncertainty around the nature of the recovery of the travel business that may cast significant doubt on the Company's ability to continue as a going concern as detailed in note 1.

Directors

The Directors who served the Company during the period and to the date of approval of the financial statements were as follows:

Dame Irene Hays

Claire Maith (resigned 23 July 2021)

John Hays (resigned on 13 November 2020)

Kenneth Campling (appointed 26 July 2021)

Future developments

The Company's focus on the next 12 months will be to achieve its two-year business plan as the business recovers from the impact of the Covid-19 pandemic. The Company will aim to maximise revenue opportunities through all business divisions as we look to deliver holidays and foreign exchange to our customers, following the opening up of international travel in the UK.

Disabled employees

The Company gives full consideration to applications for employment from disabled persons where the requirements of the job can be adequately fulfilled by a handicapped or disabled person.

Where existing employees become disabled it is the Company's policy wherever practicable to provide continuing employment and adaptations under normal terms and conditions and to provide training, career development and promotion to disabled employees where appropriate.

Employee involvement

During the year, the policy of providing employees with information about the Company has been continued. Regular meetings are held to allow a free flow of information and ideas.

Directors' report (continued)

Events after the end of the reporting period

As outlined in the Strategic Report, the Group and the Company as well as the industry are continuing to manage the impacts of the COVID-19 pandemic. Since the Balance Sheet date international travel has resumed and with the recent relaxation of rules around travel including the end of the traffic light system travel bookings are increasing. The impact of this on the Group and Company's ability to continue as a going concern is set out in note 1 and our cancellation provision has been reassessed to take into consideration changes in travel restrictions since the Balance Sheet date. In May 2021, the Group has entered into a CIBILs Revolving Credit Facility with Barclays Bank Plc for £10m for a period of 3 years. The Group does not intend to utilise this facility however, has secured funding to support future growth.

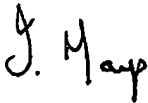
Disclosure of information to the auditor

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information, being information needed by the auditor in connection with preparing its report, of which the auditor is unaware. Having made enquiries of fellow directors and the Company's auditor, each director has taken all the steps that he/she is obliged to take as a director in order to make himself/herself aware of any relevant audit information and to establish that the auditor is aware of that information.

Auditor

The auditor, MHA McIntyre Hudson LLP, will be proposed for reappointment in accordance with section 485 of Companies Act 2006.

On behalf of the Board



Dame Irene Hays
Director
Date: 08/12/2021

Statement of directors' responsibilities

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

Company law requires the Directors to prepare financial statements for each financial year. Under that law the Directors have elected to prepare the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'.

Under company law the Directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period. In preparing these financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; 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 are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and to enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website.

Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Independent auditor's report (continued)

to the members of Hays Beds Limited

Opinion

We have audited the financial statements of Hays Beds Limited (the 'Company') for the period ended 30 April 2021, which comprise the Income Statement, the Statement of Changes in Equity, the Balance Sheet and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 30 April 2021 and of its loss for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the United Kingdom, including the Financial Reporting Council's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Material uncertainty related to going concern

We draw attention to note 1 in the financial statements, which indicates that the ability of the Company to continue as a going concern is subject to material uncertainties.

Despite current measures being put in place by the Company to preserve cash and to obtain access to alternative revenue streams, the Company is in a net current liability position as at the period end and this is expected to continue for at least 12 months from the date of sign off. There is inherent uncertainty in the travel sector and travel restrictions are due to be in place for an indefinite period. These events or conditions indicate that a material uncertainty exists that may cast significant doubt on the Company's ability to continue as a going concern. Our opinion is not modified in respect of this matter.

Other information

The Directors are responsible for the other information. The other information comprises the information included in the Annual Report, other than the financial statements and our Auditor's Report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial

Independent auditor's report (continued)

to the members of Hays Beds Limited

statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinion on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

the information given in the Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and the Strategic Report and the Directors' Report have been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Strategic Report or the Directors' Report.

Responsibilities of directors

As explained more fully in the Directors' Responsibilities Statement set out on page 6, the Directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Directors are responsible for assessing the Company and Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an Auditor's Report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The specific procedures for this engagement and the extent to which these are capable of detecting irregularities, including fraud is detailed below:

Independent auditor's report (continued)

to the members of Hays Beds Limited

- Enquiry of management and those charged with governance around actual and potential litigation and claims;

- Performing audit work over the risk of management override of controls, including testing of journal entries and other adjustments for appropriateness, evaluating the business rationale of significant transactions outside the normal course of business and reviewing accounting estimates for bias;

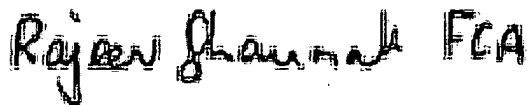
- Reviewing minutes of meetings of those charged with governance;

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities including those leading to material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: www.frc.org.uk/auditorsresponsibilities. This description forms part of our Auditor's Report.

Use of our report

This report is made solely to the Company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the Company's members those matters we are required to state to them in an 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.



Rajeev Shaunak FCA, Senior Statutory Auditor
for and on behalf of MHA MacIntyre Hudson, Statutory Auditor
London, United Kingdom
Date: 14 December 2021

Statement of Comprehensive Income

for the 18 month period ended 30 April 2021

		<i>18 month</i>	
		<i>Period ended</i>	<i>Year ended</i>
		<i>30 April 2021</i>	<i>31 Oct 2019</i>
	<i>Notes</i>	<i>£</i>	<i>£</i>
TTV (unaudited)	2	22,445,178	25,077,935
Turnover	2	563,958	1,179,614
Cost of Sales		(138,728)	(610,974)
Gross Profit		425,230	568,640
Administrative expenses		3,731	2,176
Other operating income		14,726	-
Operating profit	3	443,687	570,816
Interest receivable		349,286	332,746
Profit before taxation		792,973	903,562
Tax on profit	5	-	(171,629)
Profit for the financial year		792,973	731,933

The results for the 18 month period are from continuing activities.

The Company has no other comprehensive income other than the profit for the current and prior financial years reported above.

Total Transaction Value is the trading sales net of discounts given to customers.

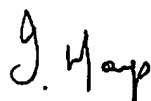
The notes on pages 13 to 18 form part of these financial statements.

Statement of Financial Position

As at 30 April 2021

	Notes	2021 £	2019 £
Fixed assets			
Tangible assets	6	-	150
Current assets			
Debtors	7	22,645,061	11,817,481
Cash at bank and in hand		25,661,268	26,357,790
		48,306,329	38,175,271
Creditors: amounts falling due within one year	8	(47,748,491)	(34,410,556)
Net current assets		557,838	3,764,715
Total assets less current liabilities		557,838	3,764,865
Deferred Tax	9	-	-
Net assets		557,838	3,764,865
Capital and reserves			
Called up share capital	10	100	100
Profit and loss account	11	557,738	3,764,765
Total equity shareholders' funds		557,838	3,764,865

The financial statements were approved and authorised for issue by the Board of Directors on 8th December 2021 and signed on their behalf by:



Dame Irene Hays
Director

The notes on pages 18 to 20 form part of these financial statements.

Statement of Changes in Equity

for the period ended 30 April 2021

	<i>Share capital £</i>	<i>Profit and loss account £</i>	<i>Total £</i>
At 31 October 2019	100	3,764,765	3,764,865
Profit for the year	-	792,973	792,973
Dividends paid to Parent Company	-	(4,000,000)	(4,000,000)
At 30 April 2021	<u>100</u>	<u>557,738</u>	<u>557,838</u>

The notes on pages 13 to 20 form part of these financial statements

Notes to the financial statements

at 30 April 2021

1. Accounting policies

Statement of compliance

Hays Beds Limited is a private limited liability company, limited by shares, incorporated in England. The company number is 4201735.

The Registered Office is Gilbridge House, Keel Square, Sunderland, Tyne and Wear, United Kingdom, SR1 3HA

The Company's financial statements for the 18 month period ended 30 April 2021 have been prepared in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and the Companies Act 2006.

In December 2017, the FRC published results of a triennial review detailing amendments to FRS 102. The Company has early adopted FRS 102 as issued in March 2018, which reflects the amendments made as part of the Triennial Review 2017. The Triennial Review amendments have had no material impact on the financial statements of the Company.

Basis of preparation

The financial statements have been prepared in accordance with applicable accounting standards. The presentational currency of the financial statements is pounds sterling and all figures have been rounded to the nearest pounds.

In these financial statements, the Company has applied the exemptions available under FRS 102 in respect of the following disclosures:

- the requirements of Section 4 Statement of Financial Position paragraph 4.12(a)(iv)
- the requirements of Section 7 Statement of Cash Flows
- the requirements of Section 11 Basic Financial Instruments paragraphs 11.39 to 11.48A
- the requirements of Sections 33.1A and 33.7 Related Party Disclosures

The group in which the results of the Company are consolidated is Hays Travel Limited. Consolidated financial statements are available at Gilbridge House, Keel Square, Sunderland, Tyne and Wear, SR1 3HA.

The financial statements have been prepared under the historical cost convention.

Going Concern

The Company is a wholly owned subsidiary of Hays Travel (the 'Hays Group') whose day to day operations are monitored and controlled by the same leadership team (the 'Directors') given the integrated model that the Group has in place. The Company's sales are generated through foreign currency sales secured through Hays Travel stores. The Company is wholly reliant upon the continued support from the Group in order to manage its day to day operations of the business and secure foreign currency sales. The Board manages the activities of the business at a Group level as a whole.

In assessing the going concern position of the Group for the period ended 30 April 2021, the Directors have considered the Group's cash flow, liquidity and business activities. Based on the Group's forecasts, the Directors have adopted the going concern basis in preparing the financial statements.

In making this assessment, the Directors have considered the potential impact of the COVID-19 pandemic on the cash flow and liquidity of the Group for a three-year period up to June 2024. At the time of this assessment in July 2021, the opening cash available to the Group was £115m.

This assessment reflects the current measures put in place by the Group to preserve cash as well as continuing access to alternative revenue streams during a period when international travel remains uncertain. In May 2021, the Group has entered into a CIBILs Revolving Credit Facility with Barclays Bank Plc for £10m for a period of 3 years. The Group does not intend to utilise this facility however, has secured funding to support future growth.

Notes to the financial statements

at 30 April 2021

1. Accounting policies (continued)

Going Concern (continued)

Despite current measures being put in place by the Group to preserve cash and to obtain access to alternative revenue streams, the Group is in a net current liability position as at the period end and this is expected to continue for at least 12 months from the date of sign off. There is inherent uncertainty in the travel sector and travel restrictions are due to be in place for an indefinite period. There remains material uncertainty around the nature of the recovery of the travel business that may cast significant doubt on the Group's ability to continue as a going concern.

Having assessed the potential liquidity shortfall in the event of a longer period of impact from the COVID-19 pandemic and the mitigating actions which the Group can take, the Directors' have a reasonable expectation that the Group has adequate resources to continue to operate for at least the next 12 months. For these reasons, they continue to adopt a going concern basis for the preparation of the financial statements. Accordingly, these financial statements do not include any adjustments to the carrying amount or classification of assets and liabilities that would result if the Group and Company were unable to continue as a going concern.

Judgements and key sources of estimation uncertainty

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported for assets and liabilities as at the balance sheet date and the amounts reported for revenues and expenses during the year. However, the nature of estimation means that actual outcomes could differ from those estimates.

No significant judgments have had to be made by management in preparing these financial statements.

Tangible fixed assets

Tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses.

Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset evenly over its expected useful life, as follows:

Office equipment	–	over 5 years
Software	–	over 5 years

The carrying value of tangible fixed assets is reviewed for impairment in periods if events or changes in circumstances indicate the carrying value may not be recoverable.

Impairment of assets

At each reporting date fixed assets are reviewed to determine whether there is any indication that those assets have suffered an impairment loss. Any impairment loss is considered at a cash generating unit level.

If there is an indication of possible impairment, the recoverable amount of any affected asset is estimated and compared with its carrying amount. If estimated recoverable amount is lower, the carrying amount is reduced to its estimated recoverable amount, and an impairment loss is recognised immediately in profit or loss.

If an impairment loss subsequently reverses, the carry amount of the asset is increased to the revised estimate of its recoverable amount, but not in excess of the amount that would have been determined had no impairment loss been recognised for the asset in prior years. A reversal of an impairment loss is recognised immediately in profit or loss.

Cash and cash equivalents

Cash and cash equivalents in the balance sheet comprise cash at bank and in hand and short term deposits with an original maturity date of three months or less.

Notes to the financial statements

at 30 April 2021

1. Accounting policies (continued)

Debtors

Short term debtors are measured at transaction price, less any impairment.

Creditors

Short term trade creditors are measured at the transaction price. Other financial liabilities are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method.

Current taxation

Current tax, including UK corporation tax, is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred taxation

Deferred taxation is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events have occurred at that date that will result in an obligation to pay more, or right to pay less or to receive more, tax, with the exception of deferred tax assets. Deferred tax assets are recognised only to the extent that the Directors consider that it is more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

Deferred tax is measured on an undiscounted basis at the tax rates that are expected to apply in the periods in which timing differences reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date. Deferred tax is measured on an basis at the tax rates that are expected to apply in the periods in which timing differences reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date.

Foreign currencies

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. Monetary assets and liabilities are denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date. All differences are taken to the income statement. In line with industry practice, foreign currencies held by the Company are included as cash.

Pensions

The Company operates a defined contribution scheme. the amounts charged to the income statement are the contributions payable in the year. Differences between contributions payable in the year and contributions actually paid are shown in the balance sheet as either accruals or prepayments.

Total Transaction Value (TTV)

Total Transaction Value is included on the income statement as a non-statutory disclosure to aid the user of the financial statements. This represents the Gross Value of Sales, which is the trading sales net of discounts given to customers. TTV is considered to be an indicator that more accurately reflects the nature and scale of the business and is an amount reported to ABTA.

2. Turnover

The Company acts as a travel agent, turnover represents commission for the sale of accommodation outside of the UK excluding value added tax and discounts less a provision for cancellations. Turnover is recognised at the point of booking.

3. Operating profit

This is stated after charging/(crediting):

18 month

Notes to the financial statements

at 30 April 2021

	<i>Period ended</i> <i>30 April 2021</i>	<i>Year ended</i> <i>31 Oct 2019</i>
Auditor's remuneration	4,082	5,500
Depreciation of owned fixed assets	150	1,090
Foreign exchange losses (gains)	(134,729)	(117,210)

4. Staff costs

	<i>18 month</i> <i>Period ended</i> <i>30 April 2021</i>	<i>Year ended</i> <i>31 Oct 2019</i>
	£	£
Wages and salaries	113,518	65,776
Social security costs	6,624	4,940
Other pension costs	1,160	1,111
	<u>121,302</u>	<u>71,827</u>

The average monthly number of employees, excluding Directors, during the year was as follows:

	<i>18 month</i> <i>Period ended</i> <i>30 April 2021</i>	<i>Year ended</i> <i>31 Oct 2019</i>
	No.	No.
Sales and administration	4	4

Directors' remuneration is borne by other Group companies and is not recharged. The proportion of their time incurred in their capacity as director to this Company is not significant.

The directors do not participate in any pension scheme arrangements with this Company.

Notes to the financial statements

at 30 April 2021

5. Tax on profit

(a) Tax on profit

	<i>18 month</i>	
	<i>Period ended</i>	<i>Year ended</i>
	<i>30 April 2021</i>	<i>31 Oct 2019</i>
	£	£
Current tax:		
UK corporation tax on profit for the year	-	182,262
Total current tax	-	182,262
Deferred tax:		
Origination and reversal of timing differences	-	(10,633)
Total deferred tax	-	(10,633)
Total tax on profit (note 5(b))	-	171,629

(b) Factors affecting tax charge for the year

The tax assessed on the profit for the year is lower than the standard rate of corporation tax in the UK. The differences are explained below:

	<i>18 month</i>	
	<i>Period ended</i>	<i>Year ended</i>
	<i>30 April 2021</i>	<i>31 Oct 2019</i>
	£	£
Profit before tax	792,973	903,562
Profit multiplied by standard rate of corporation tax in the UK of 19% (2018 – 19%)	150,665	171,677
Effects of:		
Disallowed expenses/non-taxable income/movement in unrecognised deferred tax	(266)	(48)
Group relief not paid for	(150,399)	-
Total tax charge for year (note 5(a))	-	171,629

(c) Factors that may affect future tax charges

The Company has no brought forward tax losses.

The standard rate of UK corporation tax is 19% and this took effect from 1 April 2017. The 2016 Finance Act introduced a UK corporation tax rate of 17% from 1 April 2020.

Notes to the financial statements

at 30 April 2021

5. Tax on profit (continued)

However, the Budget which took place on 11 March 2020 confirmed the rate of corporation tax will remain at 19% from 1 April 2020, cancelling the enacted rate reduction to 17%. The rate reduction reversal was substantively enacted on 11 March 2020 by way of a special resolution. Had the 19% rate been substantively enacted at the balance sheet date, the impact on the closing deferred tax balances at 31 October 2019 would be immaterial.

6. Tangible fixed assets

	<i>Office equipment</i> £	<i>Software</i> £	<i>Total</i> £
Cost:			
At 1 November 2019 and 30 April 2021	3,657	13,275	16,932
Accumulated depreciation:			
At 1 November 2019	3,657	13,125	16,782
Charge for the year	-	150	150
At 30 April 2021	3,657	13,275	16,932
Net book value:			
At 30 April 2021	-	-	-
At 1 November 2019	-	150	150

7. Debtors

	<i>2021</i> £	<i>2019</i> £
Trade debtors	53,658	58,400
Amounts due from group undertakings	22,545,964	11,684,771
Accrued income	45,439	72,896
Other taxes and social security	-	1,414
	22,645,061	11,817,481

Amounts due from group undertakings are unsecured, interest free and are repayable on demand.

Notes to the financial statements

at 30 April 2021

8. Creditors: amounts falling due within one year

	2021	2019
	£	£
Trade creditors	21,818,160	12,086,848
Amounts due to group undertakings	25,735,144	22,134,736
Corporation tax	182,262	182,262
Other taxes and social security	833	-
Accruals and deferred income	12,092	6,710
	<u>47,748,491</u>	<u>34,410,556</u>

Amounts due to group undertakings are unsecured, interest free and are repayable on demand.

9. Deferred Taxation

	2021	2019
	£	£
Deferred tax provisions	-	-
	<u>-</u>	<u>-</u>

10. Issued share capital

	2021	2019	2021	2019
	No.	No.	£	£
<i>Allotted, called up and fully paid</i>				
Ordinary shares of £1 each	100	100	100	100
	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>

11. Reserves

The profit and loss account reserve represents cumulative comprehensive income less any dividends paid.

Notes to the financial statements

at 30 April 2021

12. Financial instruments

	2021	2019
	£	£
Financial assets measured at amortised cost:		
Trade and other receivables	22,645,061	11,817,481
Cash and cash equivalents	25,661,268	26,357,790
	<u>48,306,329</u>	<u>38,175,271</u>
 Financial liabilities recorded at amortised cost:		
Trade and other payables	47,748,491	34,410,556

Trade and other receivables comprises of trade debtors, amounts due from group undertakings and accrued income.

Trade and other payables comprises of trade creditors, amounts due to group undertakings, corporation tax, other taxes and social security, accruals and deferred income.

13. Capital commitments

There were no capital commitments at 30 April 2021 (2019 - £nil).

14. Contingent liabilities

From time to time the business activities of the Company will involve entering into arrangements which expose the Company to risks of future investigation and potential claims. At the date of the financial statements and up to the date of signing of these financial statements and the last period, no material investigations had been established but they remain a regulatory risk to the Company. The risk management framework established by the Company seeks to mitigate the likelihood of any such incidents. Any potential obligations cannot be reliably estimated due to the uncertainty around the outflow of future resources, and as a result no provisions have been recognised in respect of these potential liabilities.

15. Related party transactions

The Company has taken advantage of the exemptions available under FRS102.33.1A and FRS102.33.7A to subsidiary undertakings of not disclosing transactions with wholly owned entities of the group qualifying as related parties and not disclosing compensation for key management personnel.

16. Ultimate parent undertaking and controlling party

In the Directors' opinion the Company's ultimate parent undertaking and controlling party is Hays Travel Limited, a company registered in England and Wales.

The parent undertaking's financial statements can be obtained from Companies House in Cardiff.

17. Events after the end of the reporting period

As outlined in the Strategic Report, the Group and the Company as well as the industry are continuing to manage the impacts of the COVID-19 pandemic. Since the Balance Sheet date international travel has resumed and with the recent relaxation of rules around travel including the end of the traffic light system travel bookings are increasing. The impact of this on the Group and Company's ability to continue as a going concern is set out in note 1 and our cancellation provision has been reassessed to take into consideration changes in travel restrictions since the Balance Sheet date. In May 2021, the Group has entered into a CIBILs Revolving Credit Facility with Barclays Bank Plc for £10m for a period of 3 years. The Group does not intend to utilise this facility however, has secured funding to support future growth.