# ANNUAL REPORT AND FINANCIAL STATEMENTS

### FOR THE YEAR ENDED 31 DECEMBER 2019

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### **COMPANY INFORMATION**

**Directors** D Trump Jnr

E Trump

Company number SC177810

Registered office Turnberry Hotel

AYRSHIRE KA26 9LT

Auditor Johnston Carmichael LLP

227 West George Street

GLASGOW G2 2ND

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#### STRATEGIC REPORT

#### FOR THE YEAR ENDED 31 DECEMBER 2019

The directors present the strategic report for the year ended 31 December 2019.

#### Fair review of the business

The Directors are pleased to report continued growth in 2019 for Trump Turnberry, which achieved strong year-over-year increases in both revenue (turnover) and operating profit before depreciation, forex and exceptional items. Under the ownership of the Trump Organization, Trump Turnberry has clearly established itself as Scotland's premier destination for luxury travel, championship golf and special events.

As part of an ongoing multi-million-pound renovation, ownership continues to improve and modernize the property's facilities including newly upgraded villas on a rolling programme and enhanced spa and wellness offerings completed in 2020. Planning continues on additional improvements to enhance the guest experience.

The resort's main ballroom offers unparalleled facilities in the Scottish wedding, social banqueting, conference and incentive market. Ownership continues to invest in an annualised rolling program of improvements to the world-renowned Ailsa golf course to ensure that it remains the number one course in the UK and Ireland. In addition, the King Robert the Bruce golf course revenues grew 18% over 2018.

Ownership remains fully committed to the resort and additional planning for further redevelopment is ongoing. We are proud of the work undertaken to date and look forward to welcoming our guests to Turnberry and to experience this unique resort for themselves.

#### Principal risks and uncertainties

The emergence of the COVID-19 virus has resulted in travel and border restrictions, quarantines, supply chain disruptions, lower consumer demand, lockdown of economic activity and general market uncertainty. Government mandates resulted in two separate closure periods for the resort during 2020: March - July 2020 (16 weeks) and Nov-Dec 2020 (3 weeks). Resort operations have also been limited as a result of mandatory social distancing measures, restaurant curfews and alcohol sales restrictions.

The severity of the impact on the golf, leisure and hospitality industry is unprecedented and was not foreseen at the beginning of the pandemic. The extent of the impact of COVID-19 on the company's business and financial results will depend on the duration and spread of the outbreak and the related impact on consumer confidence and spending, all of which are highly uncertain in the current environment. Compounded by uncertainty of Brexit anctipated in 2021, the hospitality sector globally is facing unprecedented challenges.

The Directors have detailed knowledge and experience of the sector, and have established business policies and an organisation structure to limit these risks, which are regularly reviewed and reassessed to proactively limit their impact. Management has monitored the situation closely and adjusted consumer package offerings to attract 'staycations' from UK guests impacted by foreign travel restrictions. The Directors believe that the resort's profitability will be positively impacted in the long-term as a result of operational adjustments enacted to address these risks.

### STRATEGIC REPORT (CONTINUED)

#### FOR THE YEAR ENDED 31 DECEMBER 2019

#### **Development and performance**

The profit and loss account and balance sheet are set out on pages 10 and 11. Now in the third full year of operations since the successful refurbishment and re-opening of the main hotel and golf courses, for 2019, the company is reporting an operating profit before depreciation, foreign exchange and exceptional items of £318k (2018: operating profit of £17k). The property while still undergoing refurbishment and development will continue to drive financial performance improvement and build on the 2019 results.

Significant capital expenditure, including investment in energy-efficient assets, continued through 2019. Fixed Asset Additions in 2019 amounted to £2,689k (2018: £2,254k).

Further assets were transferred from 'assets under construction' as the individual phases of the ongoing refurbishment are completed. This has resulted in a depreciation charge of £2,411k (2018: £2,217k).

#### **Key performance indicators**

Management provides the directors with certain monthly key performance indicators (KPIs) including changes in revenue, costs and operating profit before depreciation, amortisation and foreign exchange.

For 2019, the resort achieved a 6.4% increase in turnover over 2018, delivering the highest turnover ever for the property. Non-financial KPI's include the number of repeat customers to the resort and guest satisfaction. We strive to ensure that Tumberry remains established as a world-leading destination golf resort and are confident that the work undertaken will encourage new visitors to experience the resort, as well as driving repeat custom from our previous guests. In the period since opening, we have received excellent reviews from our guests, with the resort recording an overall satisfaction level of 8.9 out of 10 (2018: 8.9).

Additional accolades include Turnberry being named the Scottish Hotel Awards "Events Hotel of the Year" for 2018, 2019, 2020 and Conde Nast Traveller Readers' Choice Awards, Top 30 Resorts in Europe, 2020. Our famed Ailsa golf course also recently ranked #1 in Golf World's "Top 100: The UK and Ireland's Best Golf Courses & Resorts 2020.

#### STRATEGIC REPORT (CONTINUED)

#### FOR THE YEAR ENDED 31 DECEMBER 2019

#### Section 172 Statement - Impact of decisions on stakeholders

The Directors delegate day-to-day management of the resort to the corporate management team and the resort executive team. There are clear guidelines on the levels of delegation and escalation between the tiers of management. The Directors are regularly apprised on all key decisions and retain ultimate responsibility.

#### Key stakeholders:

Ultimate Parent Trustees	Guests	Employees / Trade Union		Golf Club / Local Community
	12		 	Social media Meetings

#### (a) the likely consequences of any decision in the long term

The Directors and Trump Organization have demonstrated a commitment to the long-term sustainability of the resort. This is evidenced by the significant capital investment to significantly restore and improve the resort.

All major decisions regarding the resort are carefully considered in order to preserve the resort and relationships with key stakeholders for the long-term viability and profitability of the resort and subsequently the surrounding areas.

#### (b) the interests of the company's employees

The Directors recognise the crucial role the employees play in delivering five-star service to the guests through not only customer-facing roles, but also in back-office administration and maintenance of the buildings and grounds.

Key decisions affecting employees consider the impact to remuneration, benefits, health and safety, well-being, fairness and equality across the workforce.

#### (c) the need to foster the company's business relationships with suppliers, customers and others

There are a number of key suppliers that maintain engagement with the resort directly. The Directors promote use of local suppliers where reasonably practicable in their drive to deliver a unique indigenous experience to each and every guest.

Guest feedback is always sought by way of satisfaction questionnaires and KPIs, as this helps inform decisions to realise the vision of unparalleled service and experiences.

#### (d) the impact of the company's operations on the community and the environment

The resort is a principal employer within the local community and a well-known landmark. The resort team regularly engages key stakeholders within the community to update them on matters of relevance.

Appropriate professionals are engaged to report and advise on matters with an environmental impact or related to historical preservation. The relevant regulator is then notified or consulted as required.

# STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### Section 172 Statement - Impact of decisions on stakeholders (continued)

#### (e) the desirability of the company maintaining a reputation for high standards of business conduct

One of the key commitments asked of each employee is to have integrity. The company and its affiliates are subject to significant scrutiny. All decisions and actions are made in line with the Code of Conduct and Ethics policies.

The Directors have reporting lines and policies in place to ensure appropriate review and escalation of matters affecting conduct. There are clear whistleblowing guidelines and procedures should any employee wish to make a report.

#### (f) the need to act fairly between members of the company.

The relevant simplicity of the corporate structure enables the members to be consulted on the decisions that affect them. This enables the Directors to consider the views of members when determining a course of action.

On behalf of the board

E Trump

Director

21 December 2020

#### **DIRECTORS' REPORT**

#### FOR THE YEAR ENDED 31 DECEMBER 2019

The directors present their annual report and financial statements for the year ended 31 December 2019.

#### Principal activities

The company's principal activity during the year continued to be that of the operation of the Turnberry Resort and associated leisure facilities.

#### **Directors**

The directors who held office during the year and up to the date of signature of the financial statements were as follows:

D Trump Jnr

E Trump

#### Results and dividends

The results for the year are set out on page 10.

No ordinary dividends were paid.

#### **Disabled persons**

Applications for employment by disabled persons are always fully considered, bearing in mind the aptitudes of the applicant concerned. In the event of members of staff becoming disabled, every effort is made to ensure that their employment within the company continues and that the appropriate training is arranged. It is the policy of the company that the training, career development and promotion of disabled persons should, as far as possible, be identical to that of other employees.

#### **Employee involvement**

The company's policy is to consult and discuss with employees, through unions, staff councils and at meetings, matters likely to affect employees' interests.

Information of matters of concern to employees is given through information bulletins and reports which seek to achieve a common awareness on the part of all employees of the financial and economic factors affecting the company's performance.

#### **Auditor**

The auditor, Johnston Carmichael LLP, is deemed to be reappointed under section 487(2) of the Companies Act 2006.

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

#### FOR THE YEAR ENDED 31 DECEMBER 2019

#### 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 United Kingdom Generally Accepted Accounting Practice (Financial Reporting Standard 102). 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;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### Statement of disclosure to auditor

So far as the directors are aware, there is no relevant audit information of which the company's auditor is unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditor is aware of that information.

#### Items included in the strategic report

Disclosure in respect of the future developments of the company has been included within the strategic report.

On behalf of the board

E Trump

Director

21 December 2020

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#### INDEPENDENT AUDITOR'S REPORT

#### TO THE MEMBERS OF SLC TURNBERRY LIMITED

#### Opinion

We have audited the financial statements of SLC Turnberry Limited (the 'company') for the year ended 31 December 2019 which comprise the profit and loss account, the balance sheet, the statement of changes in equity and notes to the financial statements, 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 FRS 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 31 December 2019 and of its loss for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- 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 UK, including the FRC'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.

#### Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

#### 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 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.

#### Opinions on other matters prescribed by the Companies Act 2006

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

# INDEPENDENT AUDITOR'S REPORT (CONTINUED) TO THE MEMBERS OF SLC TURNBERRY LIMITED

#### Matters on which we are required to report by exception

In the light of our 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 and the directors' report.

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- · the financial statements are not in agreement with the accounting records and returns; or
- · certain disclosures of directors' remuneration specified by law are not made; or
- · we have not received all the information and explanations we require for our audit.

#### Responsibilities of directors

As explained more fully in the statement of directors' responsibilities 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'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.

# INDEPENDENT AUDITOR'S REPORT (CONTINUED) TO THE MEMBERS OF SLC TURNBERRY LIMITED

#### Auditor's responsibilities for the audit of the financial statements (continued)

As part of an audit in accordance with ISAs (UK), we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

#### 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.

Barry Masson (Senior Statutory Auditor) for and on behalf of Johnston Carmichael LLP

Camichael LLP

22 December 2020

Chartered Accountants Statutory Auditor

227 West George Street GLASGOW G2 2ND

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2019

	Notes	2019 £000	2018 £000
Turnover Cost of sales	3	19,667 (12,243)	18,484 (11,337)
Gross profit		7,424	7,147
Administrative expenses		(7,106)	(7,130)
Operating profit before depreciation, foreign exchange and exceptional items	5	318	17
Depreciation Loss on foreign exchange Exceptional item - write-off of intercompany	4	(2,411) (19)	(2,217) (34)
loan Operating loss		(2,112)	(490) ——— (2,724)
Taxation	8	(2,112)	-
Total comprehensive expenditure for the year		(2,112)	(2,724)

The profit and loss account has been prepared on the basis that all operations are continuing operations. The company has no recognised gains or losses other than its profit or loss for the period.

## BALANCE SHEET

### AS AT 31 DECEMBER 2019

	•	20	19	2018	
	Notes	£000	£000	£000	£000
Fixed assets					
Tangible assets	9		55,438		55,160
Current assets		•		•	
Stocks	11	482		385	
Debtors	12	2,022		2,111	
Cash at bank and in hand		147		109	
		2,651		2,605	
Creditors: amounts falling due within one year	13	(4,033)		(4,468)	
Net current liabilities		<del></del>	(1,382)		···- <del></del> (1,863)
Total assets less current liabilities			54,056		53,297
Creditors: amounts falling due after more than one year	14		(60,081)		(57,322)
AL-A P-L-PA			<u> </u>		
Net liabilities			(6,025) ———		(4,025) =====
Capital and reserves					
Called up share capital	17		39,568		39,568
Capital redemption reserve	18		18,374		18,374
Other reserves	18		58,951		58,839
Profit and loss reserves	18		(122,918)		(120,806)
Total equity			(6,025)		(4,025)

The financial statements were approved by the board of directors and authorised for issue on 21 December 2020 and are signed on its behalf by:

E Trump Director

Company Registration No. SC177810

# STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2019

•	Share capital ı	Capital redemption reserve	Other reserves	Profit and loss reserves	Total
	£000	£000	£000	£000	£000
Balance at 1 January 2018	39,568	18,374	58,793	(118,082)	(1,347)
Year ended 31 December 2018: Loss and total comprehensive					
expenditure for the year	-	-	-	(2,724)	(2,724)
Equity component of financing loans	-	-	46	-	46
Balance at 31 December 2018	39,568	18,374	58,839	(120,806)	(4,025)
Year ended 31 December 2019:					
Loss and total comprehensive expenditure for the year	. <u>-</u>		.=	(2,112)	(2,112)
Equity component of financing loans	-	-	112	-	112
Balance at 31 December 2019	39,568	18,374	58,951	(122,918)	(6,025)

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

#### 1 Accounting policies

#### **Company information**

SLC Turnberry Limited is a private company limited by shares incorporated in Scotland. The registered office and trading address is Turnberry Hotel, AYRSHIRE, KA26 9LT.

#### 1.1 Accounting convention

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006.

The financial statements are prepared in pounds sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £000.

The financial statements have been prepared under the historical cost convention. The principal accounting policies adopted are set out below.

The company is a qualifying entity under FRS 102 Section 1.12 on the grounds that its parent company (Golf Recreation Scotland Limited) prepares publicly available consolidated financial statements in which the company's results are included. These financial statements are available from Companies House, 4th Floor, Edinburgh Quay 2, 139 Fountainbridge, Edinburgh EH3 9FF.

The company has therefore taken the following exemptions under the reduced disclosure framework of FRS 102:

- · from the requirements to present a statement of cashflows.
- from the requirements of FRS 102 Section 11 paragraphs 11.39 to 11.48A relating to certain financial instrument disclosures as equivalent disclosures are included within the consolidated financial statements;
- from the requirements of FRS102 Section 33 paragraph 33.7 relating to the disclosure of key management personnel compensation.

#### 1.2 Going concern

These financial statements are prepared on a going concern basis.

The company had net current liabilities at 31 December 2019 and is dependent on continuing finance being made available by its ultimate owner to enable it to continue operating and to meet its liabilities as they fall due.

The directors have assessed the company's anticipated cash flow forecasts through to the end of 2021. There remains significant uncertainty in the economy and hospitality sector whilst the Covid-19 pandemic is on-going, Loans from the company's parent are only payable after 12 months and one day after the provision of notice and Golf Recreation Scotland Limited has confirmed that no such notice has been given. The Trump Organisation has also confirmed that it will ensure all necessary financial support is provided to the company for the foreseeable future to enable it to meet its financial obligations as they fall due for at least a period of 12 months from the date of signing the financial statements.

#### 1.3 Turnover

Turnover is derived from the operation of the Turnberry hotel and golf resort and is recognised at the fair value of the consideration received or receivable for goods and services provided in the normal course of business, net of discounts and VAT.

Room revenue is recognised at the point at which the rooms are occupied, whilst shop food and beverage sales are recognised at the point of sale. Revenue from the provision of services is recognised at the point that the service is provided.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 1 Accounting policies

(Continued)

Golf green fees and golf membership income are recognised in the period to which they relate.

#### 1.4 Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost, net of depreciation and any impairment losses.

Depreciation is recognised so as to write off the cost of assets less their residual values over their useful lives on the following bases:

Land and buildings

15 - 40 years

Fixtures, fittings and equipment

2 - 10 years

Freehold land and assets in the course of construction are not depreciated.

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is credited or charged to the profit and loss account.

#### 1.5 Impairment of fixed assets

At each reporting end date, the company reviews the carrying amounts of its tangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Recognised impairment losses are reversed if, and only if, the reasons for the impairment loss have ceased to apply. Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

#### 1.6 Stocks

Stocks are valued on a first in, first out basis and are stated at the lower of cost and estimated selling price less costs to complete and sell. Cost comprises direct materials and, where applicable, direct labour costs and those overheads that have been incurred in bringing the stocks to their present location and condition.

Net realisable value is the estimated selling price less all estimated costs of completion and costs to be incurred in marketing, selling and distribution. Provision is made for obsolete, slow-moving or defective items where appropriate.

#### 1.7 Cash and cash equivalents

Cash and cash equivalents are basic financial assets and include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 1 Accounting policies

(Continued)

#### 1.8 Financial instruments

The company has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

#### Basic financial assets

Basic financial assets, which include trade and other debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest.

Trade debtors, loans and other receivables that have fixed or determinable payments that are not quoted in an active market are classified as 'loans and receivables'. Loans and receivables are measured at amortised cost using the effective interest method, less any impairment.

Interest is recognised by applying the effective interest rate, except for short-term receivables when the recognition of interest would be immaterial. The effective interest method is a method of calculating the amortised cost of a debt instrument and of allocating the interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts through the expected life of the debt instrument to the net carrying amount on initial recognition.

#### Impairment of financial assets

Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows have been affected. If an asset is impaired, the impairment loss is the difference between the carrying amount and the present value of the estimated cash flows discounted at the asset's original effective interest rate. The impairment loss is recognised in profit or loss.

If there is a decrease in the impairment loss arising from an event occurring after the impairment was recognised, the impairment is reversed. The reversal is such that the current carrying amount does not exceed what the carrying amount would have been, had the impairment not previously been recognised. The impairment reversal is recognised in profit or loss.

#### Derecognition of financial assets

Financial assets are derecognised only when the contractual rights to the cash flows from the asset expire or are settled, or when the company transfers the financial asset and substantially all the risks and rewards of ownership to another entity, or if some significant risks and rewards of ownership are retained but control of the asset has transferred to another party that is able to sell the asset in its entirety to an unrelated third party.

#### Classification of financial liabilities

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 1 Accounting policies

(Continued)

#### Basic financial liabilities

Basic financial liabilities, including trade and other creditors and loans from fellow group companies, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

#### Derecognition of financial liabilities

Financial liabilities are derecognised when the company's contractual obligations expire or are discharged or cancelled.

#### 1.9 Equity instruments

Equity instruments issued by the company are recorded at the proceeds received, net of transaction costs.

#### 1.10 Taxation

The tax expense represents the sum of the tax currently payable and deferred tax.

#### Current tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the profit and loss account because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting end date.

#### Deferred tax

Deferred tax liabilities are generally recognised for all timing differences and deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Such assets and liabilities are not recognised if the timing difference arises from goodwill or from the initial recognition of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each reporting end date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered. Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the profit and loss account, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity. Deferred tax assets and liabilities are offset when the company has a legally enforceable right to offset current tax assets and liabilities and the deferred tax assets and liabilities relate to taxes levied by the same tax authority.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 1 Accounting policies

(Continued)

#### 1.11 Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense, unless those costs are required to be recognised as part of the cost of stock or fixed assets.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

#### 1.12 Retirement benefits

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

#### 1.13 Leases

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessees. All other leases are classified as operating leases.

Assets held under finance leases are recognised as assets at the lower of the asset's fair value at the date of inception and the present value of the minimum lease payments. The related liability is included in the balance sheet as a finance lease obligation. Lease payments are treated as consisting of capital and interest elements. The interest is charged to the profit and loss account so as to produce a constant periodic rate of interest on the remaining balance of the liability.

Rentals payable under operating leases, including any lease incentives received, are charged to income on a straight line basis over the term of the relevant lease except where another more systematic basis is more representative of the time pattern in which economic benefits from the lease asset are consumed.

#### 1.14 Foreign exchange

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each reporting end date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting end date. Gains and losses arising on translation are included in the profit and loss account for the period.

#### 1.15 Exceptional items

Exceptional items are identified by the directors as transactions through profit or loss out with the normal course of business and which are considered material to the financial statements, and as such require separate identification in order to provide necessary explanation to the results of the company.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 2 Judgements and key sources of estimation uncertainty

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised where the revision affects only that period, or in the period of the revision and future periods where the revision affects both current and future periods.

### Key sources of estimation uncertainty

#### Tangible assets

Fixed asset are measured at cost, less any impairment. The assets are assessed for any indicators of impairment, based on the economic viability and expected future financial performance of the assets. The net book value of fixed assets at 31 December 2019 is £55.4m (2018: 55.2m).

#### 3 Turnover and other revenue

		2019 £000	2018 £000
	Turnover analysed by class of business		
	Sale of goods	7,944	7,505
	Provision of services	11,723	10,979
		19,667	18,484.
	·		
	Turnover is fully derived in the United Kingdom.		
4	Exceptional costs		
		2019	2018
		£000	£000
	Exceptional item – write-off of intercompany loan	-	490
5	Operating loss		
	•	2019	2018
	Operating loss for the year is stated after charging:	£000	£000
	Exchange losses	19	34
	Depreciation of tangible fixed assets	2,395	2,208
	Depreciation of tangible fixed assets held under finance leases	16	9
	Operating lease charges	221	366

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

6	Auditor's remuneration		
•		2019	2018
	Fees payable to the company's auditor and associates:	£000	£000
	For audit services		
	Audit of the financial statements of the company	25	19
	For other services		
	Taxation compliance services	4	4
	Other taxation services	2	19
		. 6	23

### 7 Employees

The average monthly number of persons (including directors) employed by the company during the year was:

	2019	2018
·	Number	Number
Operating	467	422
Administrative	74	55
	541	477
Their aggregate remuneration comprised:		
	2019	2018
	£000	£000
Wages and salaries	8,951	8,146
Social security costs	619	563
Pension costs	219	171
	9,789	8,880

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 8 Taxation

The actual charge for the year can be reconciled to the expected credit for the year based on the profit or loss and the standard rate of tax as follows:

	2019 £000	2018 £000
Loss before taxation	(2,112) ———	(2,724)
	<u>-</u>	
Expected tax credit based on the standard rate of corporation tax in the UK		
of 19.00% (2018: 19.00%)	(401)	(518)
Tax effect of expenses that are not deductible in determining taxable profit	7	94
Movement on deferred tax not recognised	(36)	179
Depreciation and amortisation permanent differences	430	245
Taxation charge for the year	<del></del>	•
,		

The company has a deferred tax asset of £11.4m (2018: £11.5m) that has not been recognised as there is no certainty of taxable profits in the future.

#### 9 Tangible fixed assets

	Land and buildings	Assets under onstruction	Fixtures, fittings and equipment	Total
	£000	£000	£000	£000
Cost				
At 1 January 2019	121,930	784	21,586	144,300
Additions	504	1,530	655	2,689
Transfers from assets under construction	1,566	(1,696)	130	-
At 31 December 2019	124,000	618	22,371	146,989
Depreciation and impairment			•	
At 1 January 2019	74,311		14,829	89,140
Depreciation charged in the year	1,469	-	942	2,411
At 31 December 2019	75,780		15,771	91,551
Carrying amount				
At 31 December 2019	48,220	618	6,600	55,438
At 31 December 2018	47,619	784	<del></del> 6,757	55,160

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

9	Tangible fixed assets	(0	Continued)
	The carrying value of land comprises:		
		2019	2018
,		£000	£000
	Freehold	4,836	4,836
	The net carrying value of tangible fixed assets includes the following in respectionance leases.	2019 £000	eld under 2018 £000
	Fixtures, fittings and equipment	134	134
		· · · ·	
	Depreciation charge for the year in respect of leased assets	16	9

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 10 Fixed asset investments

	Shares in subsidiary undertaking £000
Cost	
At 1 January 2019	3,331
Disposal	(3,331)
At 31 December 2019	÷
Impairment	
At 1 January 2019	(3,331)
Eliminated on disposals	3,331
At 31 December 2019	-
Net book value	
At 31 December 2018 and 31 December 2019	•
	=

#### Holdings of more than 20%

From the start of the year, until 12 December 2019, the company held more than 20% of the share capital of the following company:

Company	Registered office	Shares held	
		Class	%
Subsidiary undertakings			
Nitto World Co., Limited	107-111 Fleet Street, London, UK, EC4A 2AB.	Ordinary	100

During the year, as part of a group restructuring, the above subsidary was wound up, with control passed to the liquidator on 12 December 2019.

#### 11 Stocks

	2019 £000	2018 £000
Consumables	482	385

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

12	Debtors		2019	2018
	Amounts falling due within one year:		£000	£000
	-			
	Trade debtors		1,608	1,518
	Other debtors		184	182
	Prepayments and accrued income		230	411
			2,022	2,111
13	Creditors: amounts falling due within one year			
	-		2019	2018
		Notes	£000	£000
-	Obligations under finance leases	15	40	40
	Trade creditors		757	695
	Taxation and social security		181	411
	Accruals and deferred income		3,055	3,322
			4,033	4,468
				===
	Amounts due under finance lease leases are secu	red on the assets to which th	ney relate.	
14	Creditors: amounts falling due after more than	one year	•	
			2019	2018
		Notes	£000	£000
	Obligations under finance leases	15	56	93
	Amounts due to parent		60,025	57,229
			60,081	57,322

Amounts due under finance lease leases are secured on the assets to which they relate.

Intercompany loans are repayable one year and one day after the financial year end, on a rolling basis in accordance with agreements in place between the two parties.

#### 15 Finance lease obligations

Future minimum lease payments due under finance leases:	2019 £000	2018 £000
Within one year In two to five years	40 56	40 93
	96 ———	133

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 15 Finance lease obligations

(Continued)

Finance lease payments represent rentals payable by the company for certain items of plant and machinery. Leases include purchase options at the end of the lease period, and no restrictions are placed on the use of the assets. All leases are on a fixed repayment basis and no arrangements have been entered into for contingent rental payments.

Amounts due under finance lease leases are secured on the assets to which they relate.

#### 16 Retirement benefit schemes

	Defined contribution schemes	2019 £000	2018 £000
	Charge to profit or loss in respect of defined contribution schemes	219 ———	171 ———
17	Share capital		
		2019	2018
		£000	£000
	Ordinary share capital		
	Issued and fully paid		
	39,567,729 Ordinary shares of £1 each	39,568	39,568

#### 18 Reserves

#### Capital redemption reserve

The capital redemption reserve represents amounts retained as fixed capital following redemptions of share capital under companies legislation.

#### Other reserves

Other reserves represent amounts taken to equity as a result of the release of inter-company creditors, and the equity component of financing loans received from the parent company.

#### Profit and loss reserves

Profit and loss reserves represent accumulated comprehensive income for the year and prior periods less dividends paid.

#### 19 Operating lease commitments

#### Lessee

At the reporting end date the company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

	£000	£000
Within one year	258	128
Between two and five years	543	237
In over five years	1,739	1,724
	2,540	2,089
	<b>===</b>	

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

#### 20 Events after the reporting date

The COVID-19 outbreak was declared a global pandemic by the WHO in March 2020, and as such is a non-adjusting post balance event. Its impact has given rise to significant disruption and uncertainty in the hospitality and leisure sector, and the wider economy. As set out in note 1, the company continues to have the financial support of the Trump Organisation as the ongoing impact on the company takes effect. Any potential impact on the carrying value of the company's assets subsequent to the year end will continue to be monitored.

#### 21 Related party transactions

#### Remuneration of key management personnel

None of the directors are remunerated through the company.

The company has taken advantage of the exemption within FRS 102 Section 33 paragraph 33.1A from the requirement to disclose transactions with other wholly owned companies in the same group.

#### 22 Ultimate controlling party

The parent company is Golf Recreation Scotland Limited, a company registered in Scotland, which has its registered office at Bishop's Court, 29 Albyn Place, Aberdeen, AB10 1YL. The ultimate parent undertaking is The Donald J. Trump Revocable Trust, a New York state grantor trust registered in New York, USA.

The ultimate controlling parties are the Trustees of The Donald J. Trump Revocable Trust.

Golf Recreation Scotland Limited is the smallest and largest group of companies into which the company is consolidated. Group accounts are available from Companies House, Edinburgh Quay 2, 139 Fountainbridge, Edinburgh, EH3 9FF.